



DigitALL

Who we are & what we do



Huawei in Europe

As we move towards a fully-digitised society, we need to team up to develop an ecosystem that will enable this transformation.

Huawei has been operating in Europe since the year 2000. In Europe, Huawei currently employs over 12 000 employees and runs 2 regional offices and 23 R&D sites. So far, Huawei has established 230 technical cooperation projects and has partnered with over 150 universities across Europe. Local European procurement by the Huawei Group between 2009 and 2018 totalled USD33 billion. Huawei is committed to expanding its presence in Europe further in the years to come.

As the European Union aims to attain technological sovereignty, Huawei is part of the solution, offering state-of-the-art technologies and know-how that enable Europe to maintain its unique social model and way of life in the era of digitalisation.

Huawei is putting its considerable global weight behind digital in Europe. Our aim is to build better connections, acting as an innovative enabler for the information society, a collaborative contributor to the industry, and a responsible corporate citizen.

We work with policy makers, industry and research partners in Europe and beyond to bring hyper-connectivity to cities, homes and businesses.

In this brochure, we would like to give you some insights into who we are, what we do and how we are contributing to tackling the digitisation challenge.

170

the number
of countries we operate in

15%

the amount of revenue
we invest in R&D

200

million
the number of smartphones
we sold in 2018

2000

First steps into Europe: Opening
of the Research and Development
Centre in Sweden



vodafone

2005

Kick-off partnership with Vodafone

2009

Collaboration with TeliaSonera
for the deployment of the fastest
commercial mobile broadband
network in the world



Telia



2010

Partnership with 120 European
universities & contribution to over
1 200 innovation and research projects
through the Huawei Innovation
Research Program

2011

Seeds for the Future Higher
Education Programme launch



5G PPP

2014

Contribution to the EU's 5G efforts
through 5G-PPP participation

2015

Partnership with CERN for "The God
Particle" discovery



2016

Collaboration with Leica for a new
Research and Innovation Centre
in Germany

2017

Leader in the number of patents in Europe



2017

Partnership with Groupe PSA for the
development of connected vehicle
systems for DS Automobiles

2018

First company to achieve CE certification
for its 5G products



2018

Kick-off strategic cooperation with
Audi on intelligent connected vehicles

2020

our European workforce will reach 14 900

Our company

It takes decades of concentrated effort to achieve a breakthrough. This conviction is what drives us. Our successes are a testimony to this vision.

Huawei leads the world in offering solutions across the whole communications technology value chain. Our products and solutions serve more than one third of the world's population.

This gives us a unique perspective on how best to maximise the benefits of technological progress as the world becomes increasingly digitised.

We are committed to continual, customer-centric innovation focusing on the needs of people or the organisations they work in. Over recent decades, Huawei has remained focused on ICT infrastructure, steadily investing in R&D.

Huawei has come to consider Europe as our second home market. Huawei is working with European partners to achieve a smooth transition towards a fully-digitised ecosystem. We now have over 12 000 staff based here, over 1 600 of whom work in R&D. The company was ranked fifth globally in the 2018 EU Industrial R&D Investment Scoreboard.

At Huawei, we believe that joining forces with European partners is a mutually beneficial undertaking that will enable us to unleash our common innovative potential.



HUAWEI

A PRIVATE COMPANY WHOLLY
OWNED BY AROUND 9 700
OF ITS OVER 180 000 EMPLOYEES

A GLOBAL PERSPECTIVE

**WE CREATE END-TO-END ICT
SOLUTIONS FOR OUR CUSTOMERS**



**BUILDING HIGH-SPEED NETWORKS
TOGETHER WITH TELECOM CARRIERS**
OPERATIONS SUPPORT FOR 1 500+
NETWORKS GLOBALLY

**HELPING ENTERPRISE
CUSTOMERS ACHIEVE SUCCESSFUL
IT TRANSFORMATION**

221 FORTUNE 500 COMPANIES HAVE
SELECTED HUAWEI



DESIGNING SMART CONSUMER DEVICES
CURRENTLY THE SECOND-LARGEST DEVICE MAKER



**SERVING
170
COUNTRIES
AROUND THE WORLD**



**+180 000
STAFF
WORLDWIDE**



45%
engaged in **R&D**



+€64 billion
R&D INVESTMENT
OVER THE LAST DECADE



€14 billion
IN 2018 ALONE

Huawei's key role for Europe's digital agenda

Huawei is in a strategic position to help Europeans get the most out of digital technologies.

What's at stake?

Cities are smartening up, technology is helping us curb energy consumption, students are taking lessons without leaving their homes, and businesses are storing their data on servers on another continent.

Europe needs to seize the digital opportunities at hand. As a global provider of end-to-end digital solutions with a significant presence in Europe, Huawei can help to deliver on this objective.

Our contribution

We are working with European partners to develop telecom networks and solutions, invest in underdeveloped regions, support ICT education and help boost connectivity between people, objects and businesses.

As Europe aims for technological sovereignty, Huawei is an indispensable partner offering state-of-the-art technology and know-how. Huawei stands ready to continue deploying its capabilities in a way that is fully compatible with European values.

Much more remains to be done. By actively engaging with EU policy makers, industry, research partners and civil society, we hope to contribute to shaping the right policy framework to achieve digital targets.

AMBITIOUS



TARGETS

HUAWEI TAKES ACTION TO MAKE THEM A REALITY:

LEADER IN **5G** DEVELOPMENT



RECOGNISED AS 5G STANDARD-SETTER
AND TOP EQUIPMENT VENDOR BY
THE EUROPEAN POLITICAL STRATEGY CENTRE

FACILITATING TRANSITION FROM
ONE STANDARD TO THE NEXT

PARTNERING WITH OPERATORS
TO CONNECT PEOPLE IN ISOLATED AREAS

**MEMBER OF THE EUROPEAN
AUTOMOTIVE AND TELECOMS
ALLIANCE (EATA) & THE 5G
AUTOMOTIVE ASSOCIATION (5GAA).**

HARNESSING the potential of **AI,**
CLOUD, BIG DATA and the **IOT**



Teaming up with
EUROPEAN PARTNERS for
**CONNECTED AND
AUTOMATED DRIVING**
SMART CITIES, HOMES AND
BUSINESSES

BOOSTING smart growth by

MOVING PART OF
OUR **GLOBAL VALUE
CHAIN** TO EUROPE



BUILDING SKILLS
by training
talented young people

Find out more: huawei.eu/what-we-do/



Connecting bright ideas

We join forces with our partners in Europe to translate new ideas into the technologies of tomorrow, delivering innovation to the EU market and making local expertise available to the world.

Europe's ICT ecosystem offers a fertile environment for investors, boasting a high level of expertise in a number of strategic areas as well as providing a wealth of opportunities for collaboration with universities, research institutes and other industry players.

For this ecosystem to become a breeding ground for the next generation of leading-edge digital technologies, Europe must make full use of the global ICT value chain.

Our contribution

Huawei recognised the potential of this pool of expertise early on. Over the past two decades, we have been building a win-win relationship with Europe.

Huawei is committed to providing the ICT infrastructure that will support Europe throughout this process.

As AI and 5G, together with cloud, Big Data, the Internet of Things and robotics, are about to usher in a fully connected, intelligent era, we are able to deliver the tools to unleash their potential across Europe.

Together, we can make Europe's digital transformation a success.

Our innovations, in cooperation with European expertise, pave the way for the wireless Europe of tomorrow.



LARGE-SCALE R&D INVESTMENTS IN EUROPE

23 research facilities in
14 EUROPEAN COUNTRIES boosting
5G and **HORIZON 2020** research
objectives



Out of **12 200** Huawei staff in Europe,
2 380+ work in **R&D**

CUTTING-EDGE TECHNOLOGY

Building the world's **LARGEST SCIENCE CLOUD** for 10 top scientific research institutions, including CERN, the European Organization for Nuclear Research



Helping develop **5G** networks offering:



- ▶ Up to 100 billion connected devices worldwide
- ▶ A truly immersive experience

Working with **EUROPEAN CAR MAKERS** AND **PUBLIC AUTHORITIES** for **CONNECTED DRIVING** and **SMARTER TRANSPORT**

- ▶ Successful V2X demos with PSA and Audi
- ▶ Developed ground-breaking C-V2X technology



CONTRIBUTION TO STANDARDS DEVELOPMENT

MEMBERSHIP of **400+**
STANDARDS ORGANISATIONS,
industry alliances & open source communities



400+

POSITIONS in organisations
including **IEEE-SA**, **ETSI** & **OpenStack**

Find out more: [huawei.eu/what-we-do/digital-transformation](https://www.huawei.eu/what-we-do/digital-transformation)

5G for Europe



5G, the next generation of ultra-fast wireless networks, is on our doorstep. Huawei is at the forefront of initiatives to drive 5G technologies forward.

What's at stake?

Worldwide 5G revenues should reach the equivalent of €225 billion in 2025. Applications will range from connected cars to smart homes, revolutionising industries and the business environment as a whole through omnipresent machine-to-machine communications.

The potential of 5G for Europeans is huge. It will help us meet societal targets such as the UN's Sustainable Development Goals and European Commission's objectives including for instance climate change and road safety.

Our contribution

At Huawei, we stand ready to work with the European Union on standards and solutions that will ensure 5G is fully compatible with core European values.

We are currently busy testing 5G technologies, launching 5G-ready devices and applications, helping European carriers roll out networks and contributing to the policy debate around spectrum and deployment.

So far, we have invested around €10 million in 5G test beds & trials in Europe.

HUAWEI, DELIVERING GREEN 5G

HUAWEI IS AT THE FOREFRONT OF EUROPEAN 5G PROGRESS:



- First company to receive TÜV CERTIFICATIONS for its 5G products in the EU

• **€540+ MILLION INVESTED
IN 5G RESEARCH GLOBALLY**

- 200 000 5G MODULES shipped



BY
2025

5G WILL BE OFFERING:



EASY IMPLEMENTATION

**100 BILLION
CONNECTED DEVICES**



A TRULY IMMERSIVE EXPERIENCE SUPPORTING

- ultra-high definition video & virtual reality applications on mobile devices
- mobile cloud services
- real-time mobile control
- vehicle-to-vehicle applications and communications
- zero-wait experience

**UP TO 90% ENERGY
SAVINGS PER SERVICE
& 10% LONGER
CONNECTED-DEVICE
BATTERY LIFE**

compared to current technology



WILL DRIVE THE TREND TOWARD SMART ECOSYSTEMS
IN WHICH VIRTUALLY EVERYTHING
AND EVERYONE IS CONNECTED.

Find out more: huawei.eu/what-we-do/5g-europe

Fuelling Europe's competitiveness



Full localisation enables Huawei to boost the competitiveness of the European economy from within. Free trade and fair competition are drivers of this process.

To build a better-connected Europe with a strong economy, we need to combine our strengths across geographical boundaries.

This involves joining forces at a global level, but also enabling integration at a local level.

Our contribution

Huawei is seeking long-term development in and for Europe – as a fully integrated member of the local ecosystem, and as a trusted partner of European customers with a global reach.

Our high staff localisation rate and large-scale investments in Europe, along with our dedication to understanding and adding value to the European business environment, have enabled us to become a truly European business.

Huawei is also well-positioned to help make the voice of the European ICT research community heard in China and has already successfully done so in the past. We have facilitated dialogue between our European partners and Chinese authorities on a number of occasions and offer our help to European companies seeking to apply for R&D funds or join standards organisations in China.



LARGE-SCALE INVESTMENTS IN AND COOPERATION WITH EUROPE



EUROPEAN CORE COMPETENCIES
INTEGRATED INTO HUAWEI'S
GLOBAL VALUE CHAIN INCLUDE

- local innovation
- design
- basic research
- marketing
- core manufacturing
- financial resources

CLOSE COLLABORATION WITH PARTNERS ACROSS EUROPE



1000⁺ business partners
230⁺ researchers
150⁺ academic institutions

Continuously investing in INNOVATION with key focus on Europe



- Protecting and respecting
IP AS A DRIVER OF INNOVATION
– our own and that of others
 - Second-leading patent applicant
in Europe in 2018
- 

SUPPORTING EU-CHINA COLLABORATION

- ICT is a pillar of SINO-EUROPEAN R&D COOPERATION
- Promoting 5G DIALOGUE BETWEEN CHINA AND EUROPE: Key player in EU-China cooperation initiative
- Co-Funding Mechanism (CFM) for research and innovation



Find out more: [huawei.eu/who-we-are/truly-global-culture](https://www.huawei.eu/who-we-are/truly-global-culture)

Building a secure digital future



At Huawei, we are building security into everything we do. Collaboration with European partners to create a safer online environment is at the heart of our strategy.

Cyber security is a global issue. No single government or company can tackle this challenge alone.

ICT products are the result of a global supply chain. A single piece of equipment typically includes components sourced from all over the world. To deal with threats effectively, we need global standards and internationally agreed processes and best practices.

A holistic and comprehensive approach is needed in which everyone takes their fair share of responsibility.

Our contribution

At Huawei, we take the approach that cyber security needs to be ‘built-in’ rather than ‘bolt-on’. This involves building security into every single aspect of our company. In cyber security, Huawei successfully works with the ABC approach: “Assume nothing, believe nobody, check everything”.

From strategy and governance to standards, processes, manufacturing, third-party management, delivery, human resources and audit, every part of Huawei, and every person, is included in our 11-step cyber security system.

This end-to-end approach, outlined in a series of White Papers, is constantly being updated to keep step with an evolving threat landscape.

WE CONTRIBUTE TO STEPPING UP SECURITY ACROSS THE GLOBAL ICT SUPPLY CHAIN BY INTEGRATING THIS CONCERN INTO ALL OUR PROCESSES.



AN EVOLVING THREAT

More connected devices
+ more data in the cloud
= more risks

A GLOBAL SUPPLY CHAIN

IN A TYPICAL HUAWEI PRODUCT, ABOUT 70% OF COMPONENTS COME FROM OUTSIDE CHINA:

- 10% from Europe
- 6% from Japan
- 22% from other countries
- 32% from the US



RISK MITIGATION WORKS

Simple countermeasures could prevent 97% of data breaches

HUAWEI'S CYBER SECURITY ASSURANCE SYSTEM COVERS 11 KEY ASPECTS:



The **safety and integrity** of our products and solutions have been proven in **170 countries**, serving over **3 billion people**.



- ✓ Governance
- ✓ Standards & processes
- ✓ Regulation
- ✓ Human resources
- ✓ R&D
- ✓ Validation
- ✓ Suppliers
- ✓ Manufacturing
- ✓ Service delivery
- ✓ Vulnerability
- ✓ Audit

Security that is **BUILT-IN**, not bolt-on

A MULTILATERAL PROCESS

Huawei seeks to

- join forces with partners &
- achieve common security standards

Find out more: [huawei.eu/what-we-do/cyber-security](https://www.huawei.eu/what-we-do/cyber-security)

Caring for Europe's future

Europe's future depends on businesses taking responsibility for their impact on society. At Huawei, we are doing our part to make a positive difference.

Long-term growth and progress can only be achieved if we make sure that, at every step of the way, development is sustainable.

As access to ICT remains uneven across Europe, rural populations suffer from a lack of access to vital broadband infrastructure and skilled ICT staff are becoming in short supply, the ICT industry has an important role to play in addressing these shortcomings.

Digital companies are being called on to pull their weight not only as employers and low-carbon corporate citizens, but also as providers of solutions that can create a fairer society.

Our contribution

Social, environmental and ethical concerns are mainstreamed into everything we do at Huawei.

Actions to bridge the digital divide in Europe are at the heart of these efforts. We team up with governments and local businesses to help upgrade digital infrastructure, transfer technology and build skills.

Huawei is working to address the e-skills challenge by implementing projects to promote ICT education in Europe.

Actions aimed at reducing our carbon footprint and contributing to local welfare, health and the disaster relief needs of communities, are also central to our global strategy.



THE CHALLENGES

- High youth unemployment
- Shortage of skilled ICT professionals



HUAWEI'S CONCRETE ACTIONS

INVESTING IN THE ICT LEADERS OF TOMORROW



DEVELOPING LOCAL ICT TALENT



Connecting young people to the digital community through **training & mentoring**



Facilitating ICT knowledge transfer



Setting up local ICT training centres or labs



Seeds for the Future Programme:
Hands-on ICT training for skilled students
in China

In Europe alone:

31 countries, **1 340+** young participants



Huawei Innovation Research Program (HIRP):
Long-term project funding to academic partners

Partnerships with 140+ institutions including

- ▶ Technical University of Berlin
- ▶ University of Cambridge
- ▶ Interuniversity Microelectronics Centre in Leuven



Huawei University Challenge:

Competition to inspire creative ideas for innovation

- ▶ 10 universities participated in the 2018 edition
- ▶ Themes have included AI, 5G, VR and cyber security

*Find out more: huawei.eu/what-we-do/seeds-future
huawei.eu/what-we-do/university-challenge*

Get in touch

Huawei's EU Public Affairs and Communication Office in Brussels was established in 2011 with the aim of engaging in fruitful dialogue with our European partners to find common solutions to common challenges and to provide support where we can to help achieve technological sovereignty for Europe.

We look forward to hearing from you!



The EU Public Affairs and
Communication Team
Huawei Brussels Office
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Connect with us



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Huawei Europe. What makes it tick?



Huawei EU Policy



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