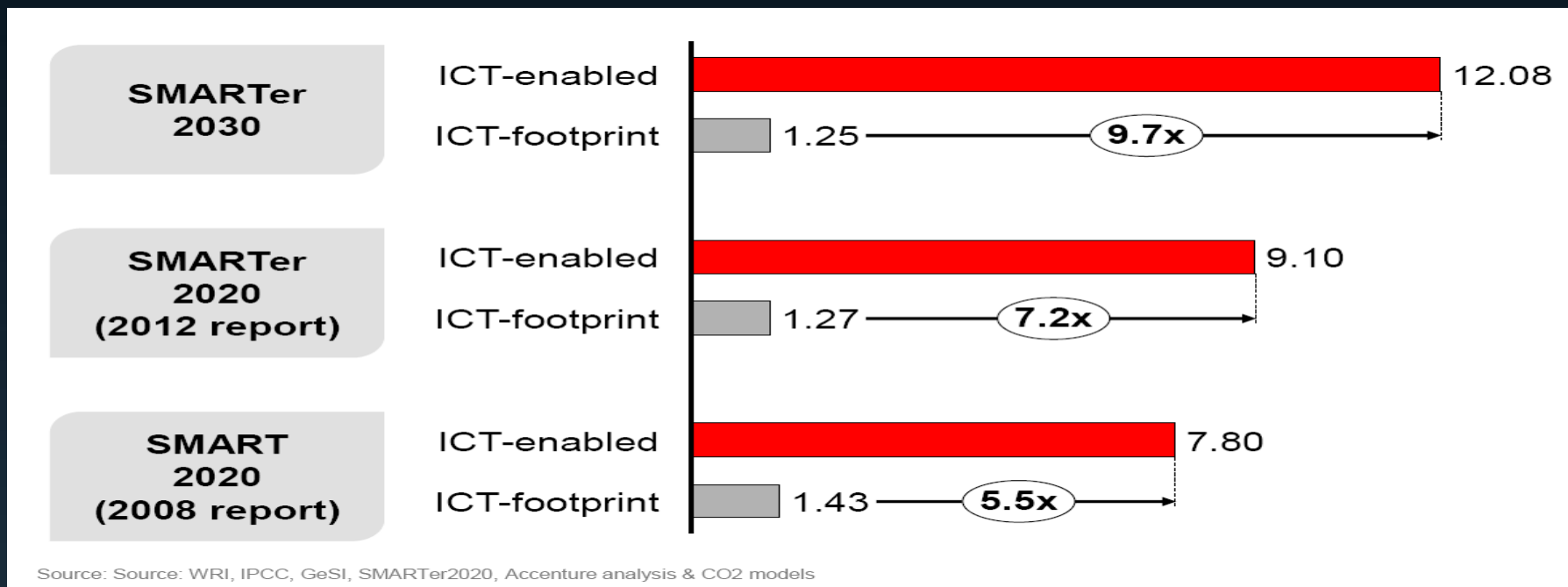




New ICT, New Momentum of Smart Evolution



Greener and Smarter Applications

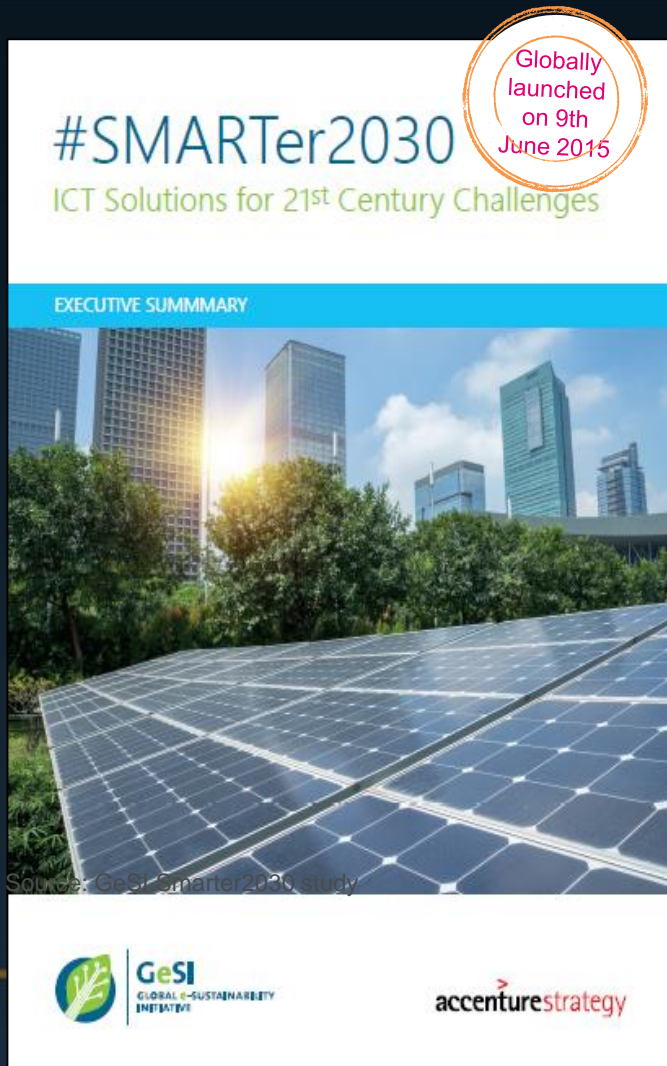


1.97% of global emission

2.3% of global emission

2.7% of global emission

Enabling Potential of ICT.

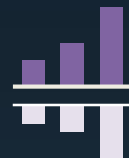


- ICT has the potential to enable a 20% reduction in CO_{2e} by 2030, maintaining global emissions at 2015 levels
- At the same time, ICT can reduce the consumption of scarce resources



ICT could connect 2.5bn previously unconnected people to ICT services by 2030, enabling a total of

- 1.6 billion people connected to e-health
- 0.5 billion e-learning participants



ICT is good for growth and efficiency, enabling 10.1 trillion EUR in business value from sustainability

- 5.8 trillion EUR in new revenues in 2030 (of this, 1,8 trillion EUR for the ICT sector)
- 4.3 trillion EUR in cost savings

ICT Enables Digital Economy Transformation and Is Pivotal to National Competitiveness



National Digital Economy Transformation



Singapore Smart Nation



Digital Canada 150



Digital Malaysia

ICT Drives Economic Transformation

- A 10% improvement in mobile broadband penetration will increase GDP by 1.4% and productivity by 0.7%–4.2%.
- The potential overall economic impact of IoT could be as high as 11% of the global economy.
- A 20% growth in ICT investment will increase a country's GDP by 1%.

Source: World Bank\McKinsey\Huawei\GCI

Industry Modernization & Transformation Strategies



Industry 4.0



AMP 2.0



Made in China 2025

50+ Carriers Have Announced Gigabit Services

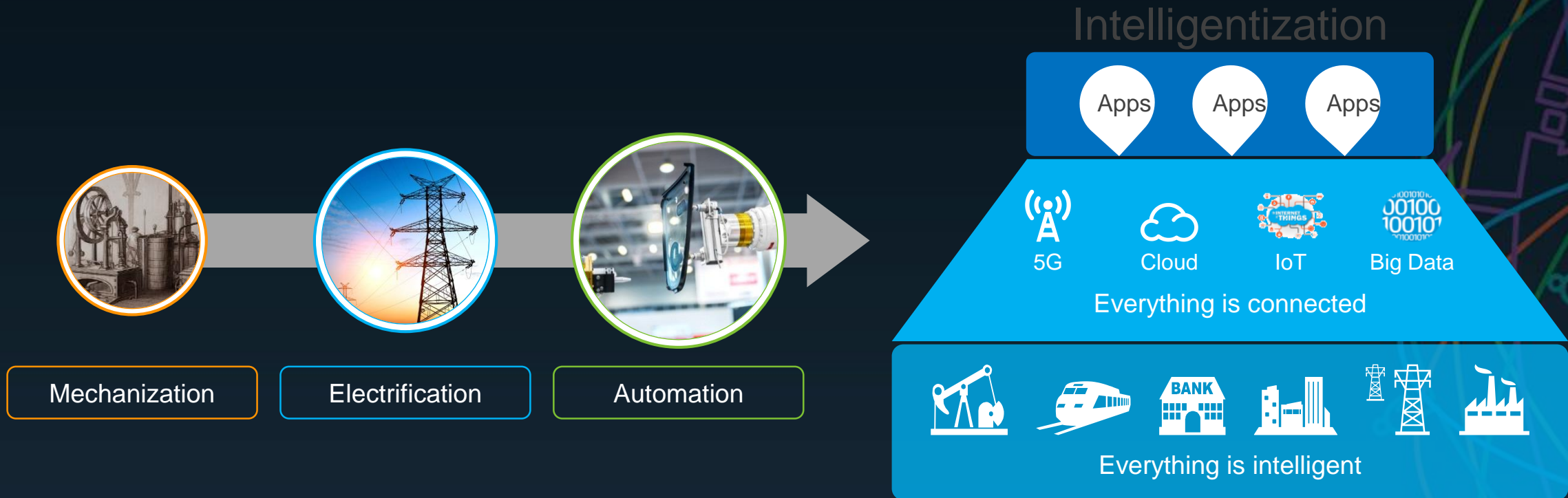


In 2015, FCC changed the definition of broadband by increasing minimum download speeds from 4 Mbit/s to 25Mbit/s.



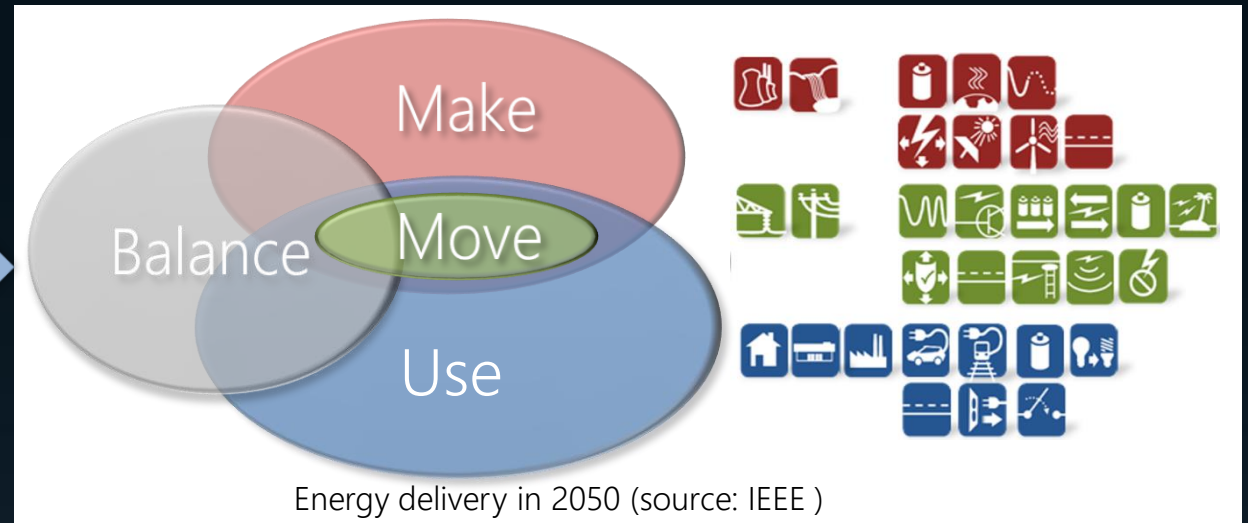
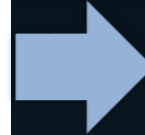
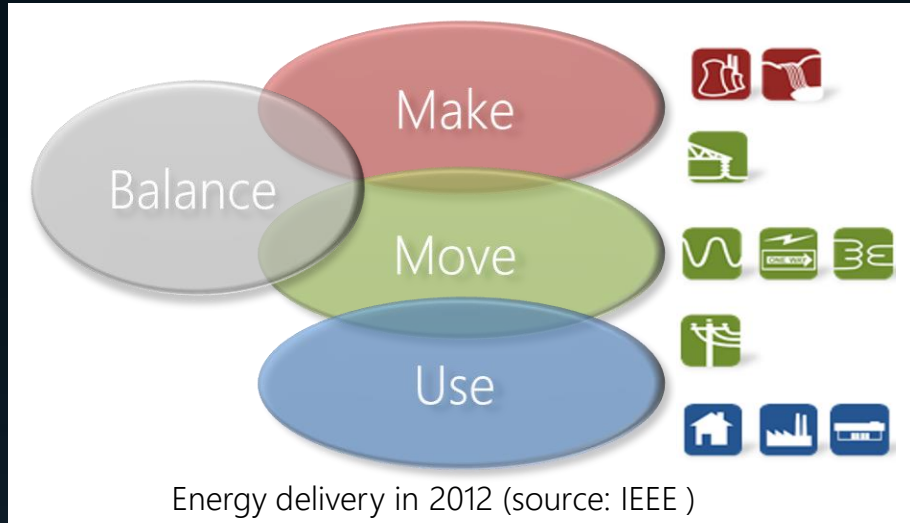
In 2015, Ofcom changed the definition of ultrafast speed from 100 Mbit/s+ to 300 Mbit/s+.

ICT Is Enabling the Fourth Industrial Revolution – Intelligentization



- Following mechanization, electrification, and automation, we are now standing on the threshold of the fourth industrial revolution – intelligentization. Intelligence will be embedded into everything, including business processes.
- ICT technologies such as mobility, cloud, Big Data, and IoT will form the foundation of intelligentization.

Smart Grid Evolution Needs ICT Innovation



New ICT Service



Engineering and O&M



Delivery



Migration / Upgrade

ICT Technology Innovations



Open Architecture



Agile Network



Broadband PLC



NB-IoT

Mature Ecosystem



Joint Innovation



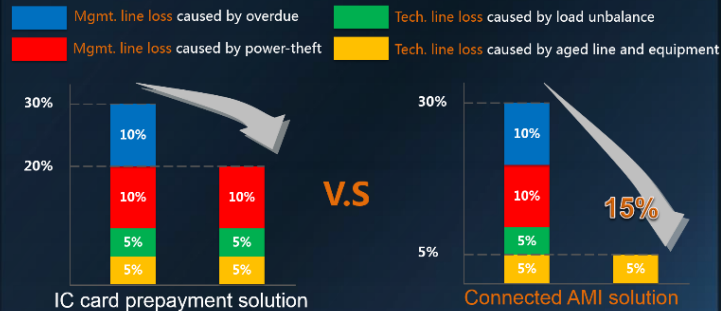
Industry Partners



Open Standard

New Technologies Break AMI Application Bottleneck

Broadband PLC: Operation Cost ↓ 30%



>99.5% daily success rate;
Data rate 20x higher than legacy PLC;

- ① Terminal online: 1day → **5min**;
- ② Online upgrade: 10min → **10s**;
- ③ Real time line loss analysis and anti-tampering;

Wireless IOT: IOT Oriented Architecture



- 10km coverage/cell;
- 100k terminals/cell;
- Sub-GHz unlicensed spectrum;

- ① Millions of terminals access;
- ② IOT with 3GPP standard;
- ③ Low cost of deployment and maintenance;

* NB-IOT: Narrow Band Internet of Things

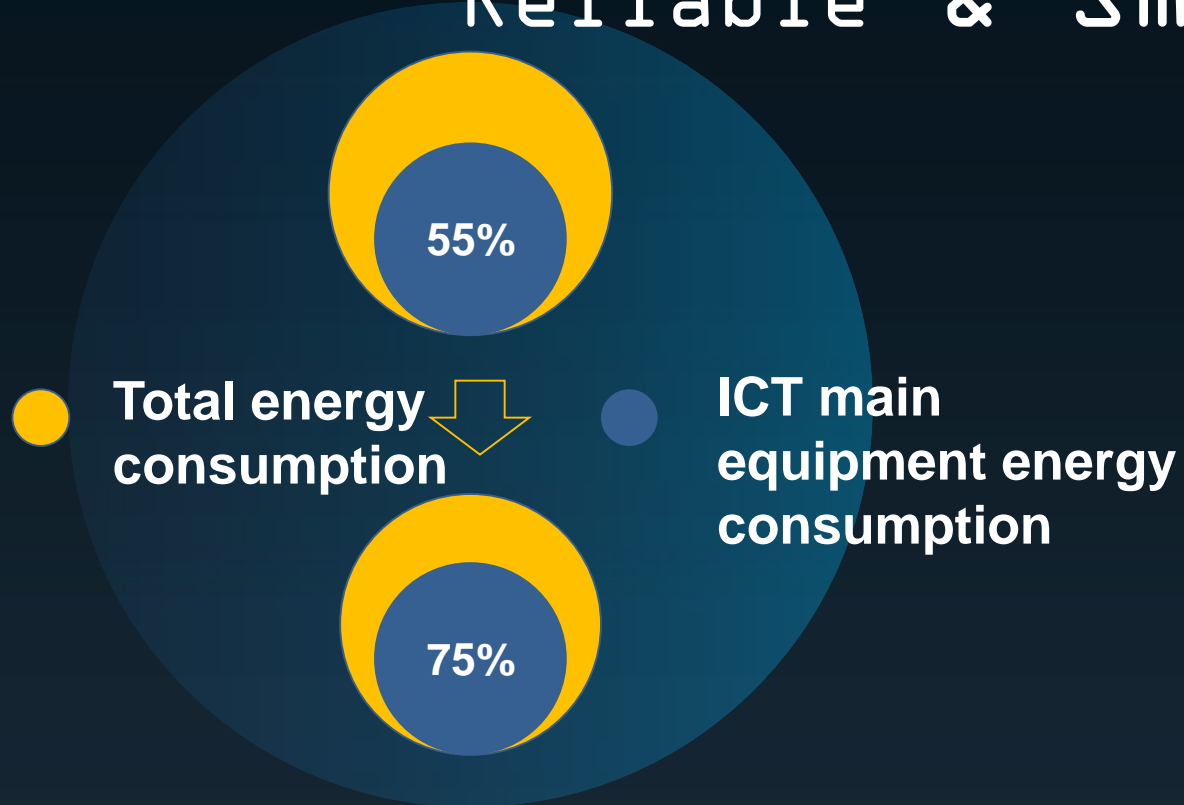
Open Architecture: Flexibility and Compatibility



- ① Compliant with DLMS, ANSI, etc.;
- ② Business applications integration;
- ③ Industry Alliance;

* IOT: Internet of Things

2020 Target: More Efficient, Reliable & Smart



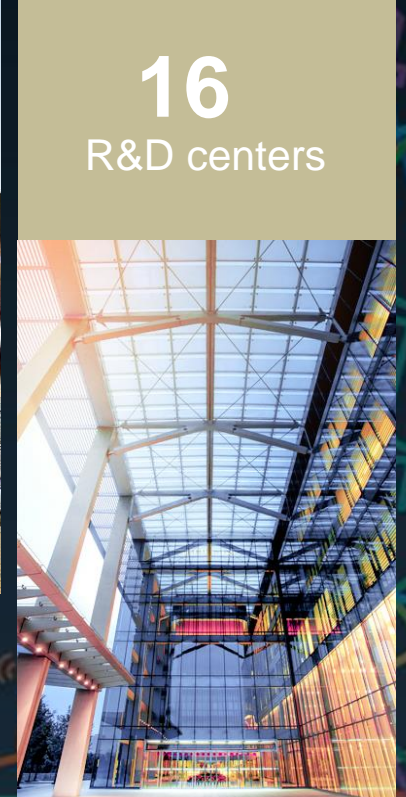
NIEE ↑20 %

Network Infrastructure Energy Efficiency

Reduced interruption
by intelligent method

Interruption ↓50%

Huawei at a Glance



Growing Recognition by Industry Customers



Governments and public sectors in
140+ countries and regions



300+ financial
services institutions

160+ power
companies



**Best Innovation Partner
for Enterprise ICT**



180,000+
highways & railways
(km)

300+ renowned
universities & colleges



100+ large ISPs

- Cloud OS is rated as the world's best in the private cloud market
- Enterprise network and communications businesses are rated as "leaders"
- Ranked No.1 in market share growth rate for data center switches; ranked No.2 in market share for low-end access and enterprise routers
- Deployed 162 LTE industry networks, ranking No.1 globally

Source: Forrester, HIS, IDC

Huawei

Customer-centric culture

Customer-specific innovation

Leading global ICT solutions provider

- USD **60 billion** Revenue in 2015

- USD **6.07 billion** R&D investment in 2015

- Hosting **180+** important positions in standards organizations

- **36511** authorized patents

- Serving **160+** power companies worldwide



THANK YOU

