

# Riding through the night

Creating greater value for customers and society

Release of Huawei's 2020 Annual Report

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Rotating Chairman, Huawei



# Fighting through tough times together

## Mission

Ensuring network stability

**170**

countries and regions

**1,500+**

stable networks

**18,000**

sites deployed in  
pandemic hot spots

**650,000**

medium- to high-risk  
network operations

## Value

Creating value for customers  
and enabling their success

Optimized air interfaces for

**1.03 million** sites

Improved network experience across

**4.42 million** sites

## Innovation

Fighting the pandemic together

**90** countries  
received technical  
assistance

**5x** faster  
AI-assisted medical  
diagnosis

**50 million**

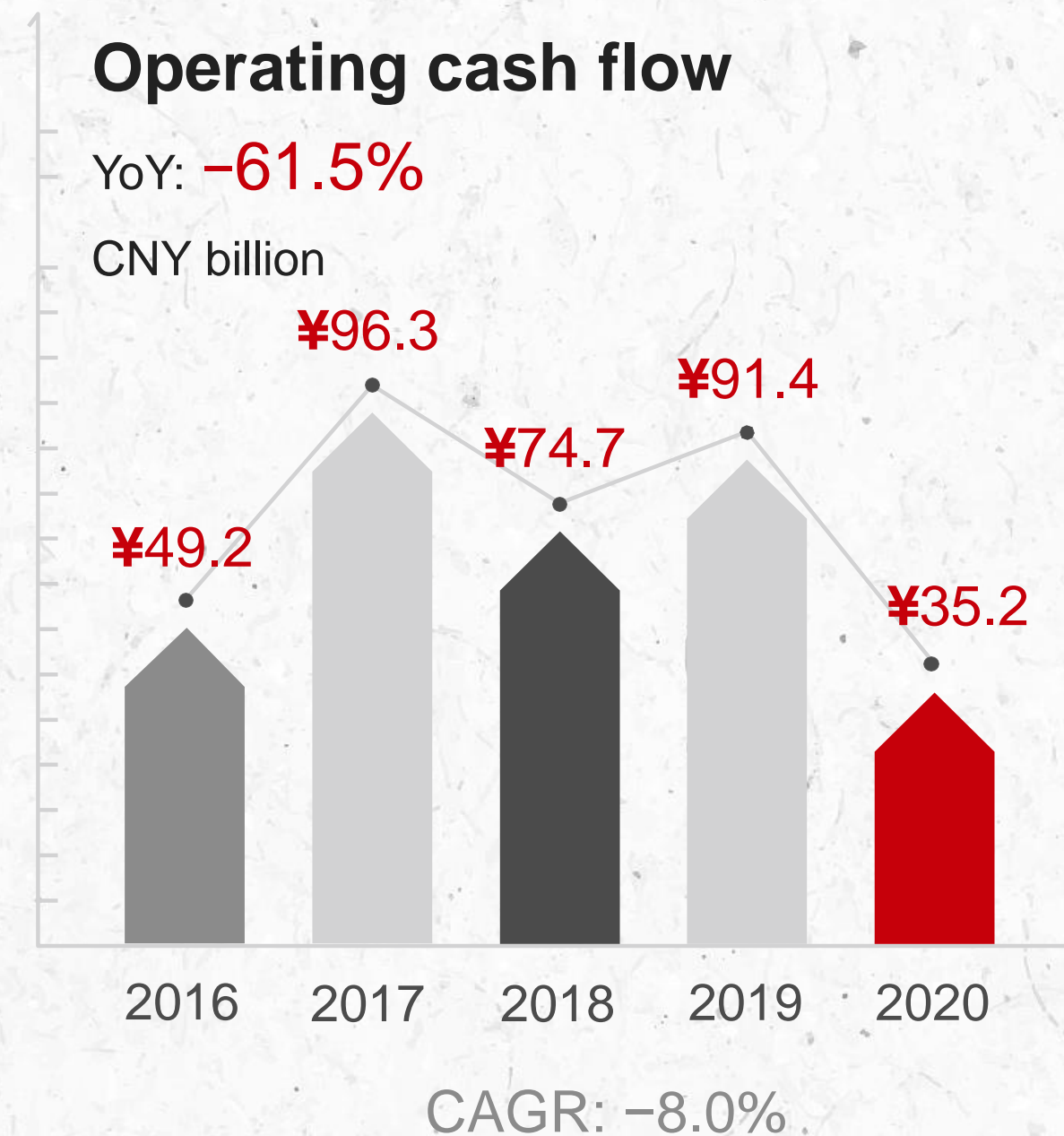
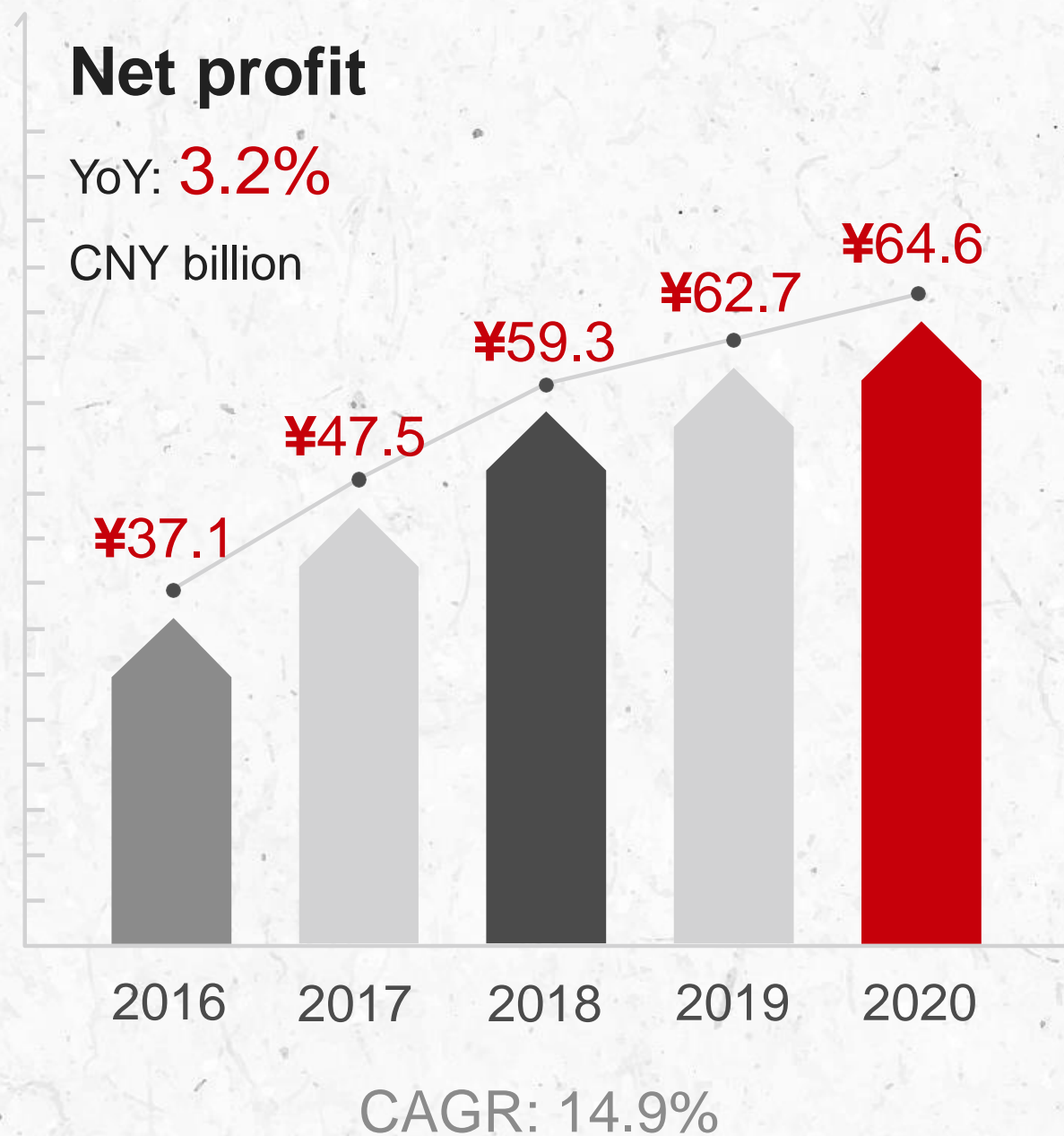
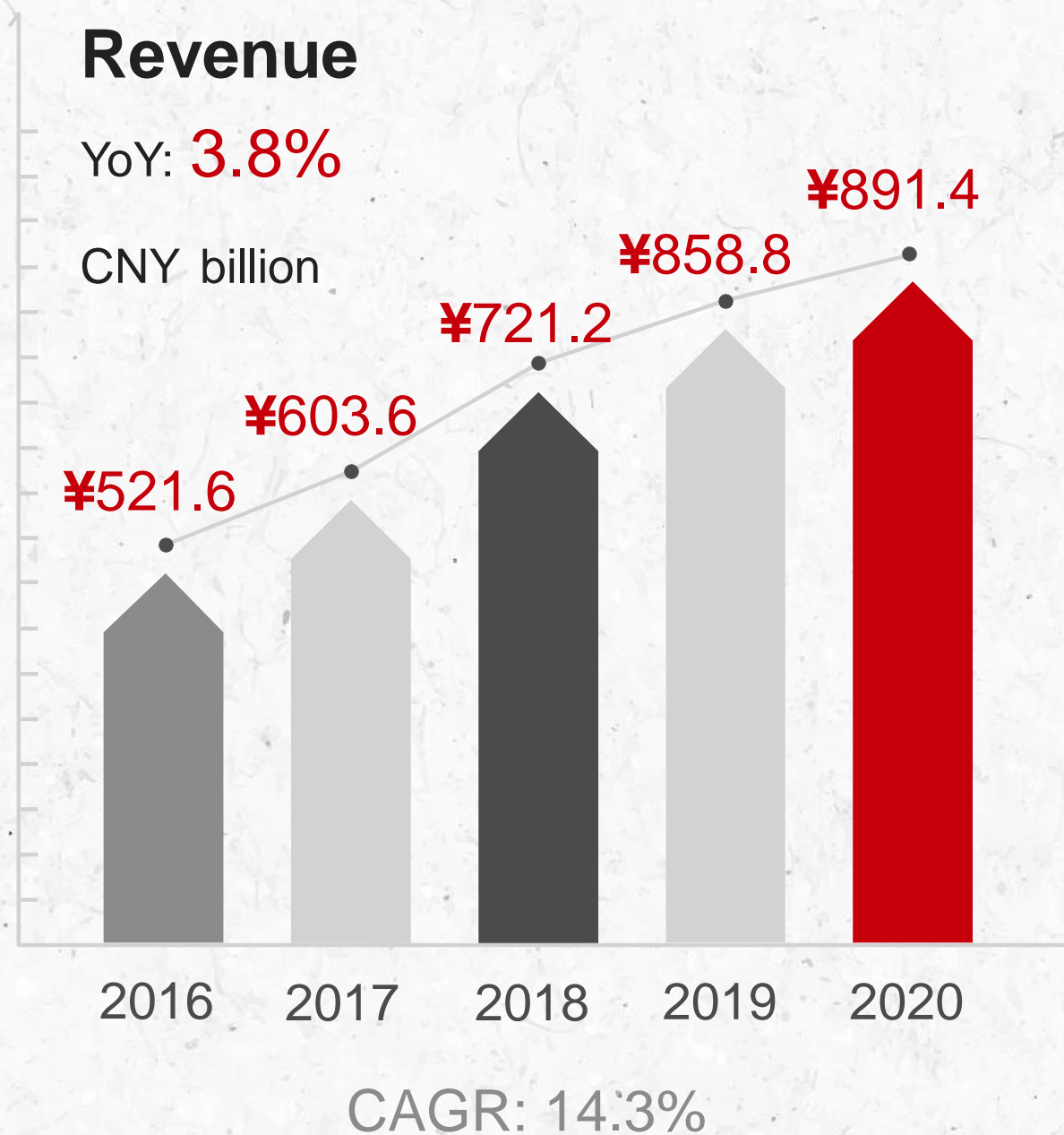
students able to  
study online



2020 business performance:

**Solid operations, financial  
results in line with forecast**

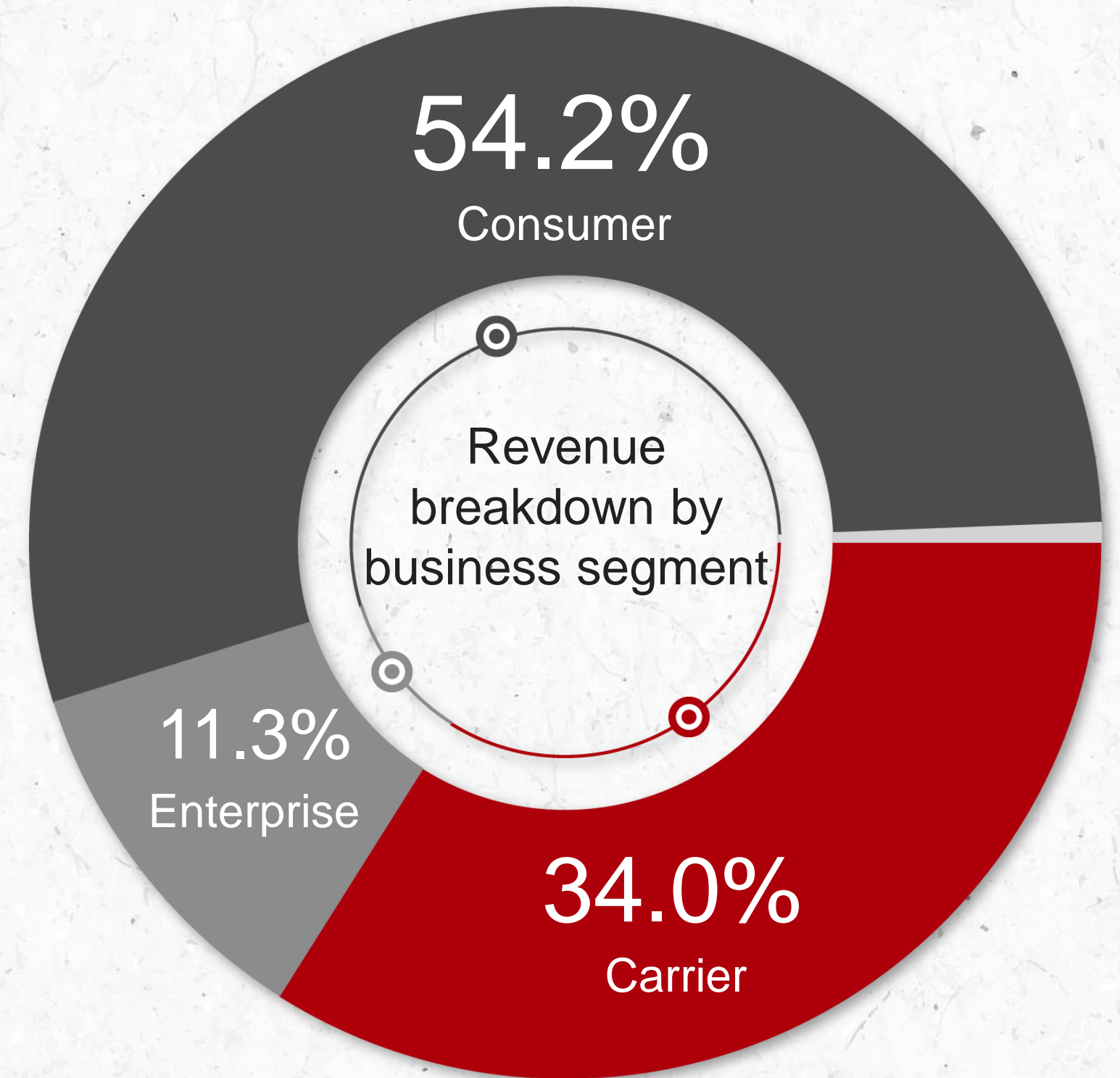
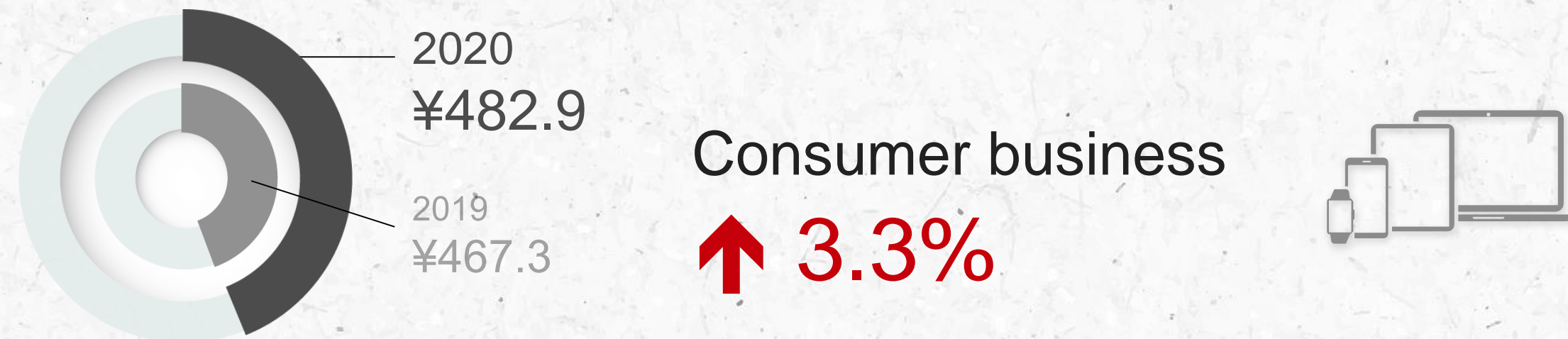
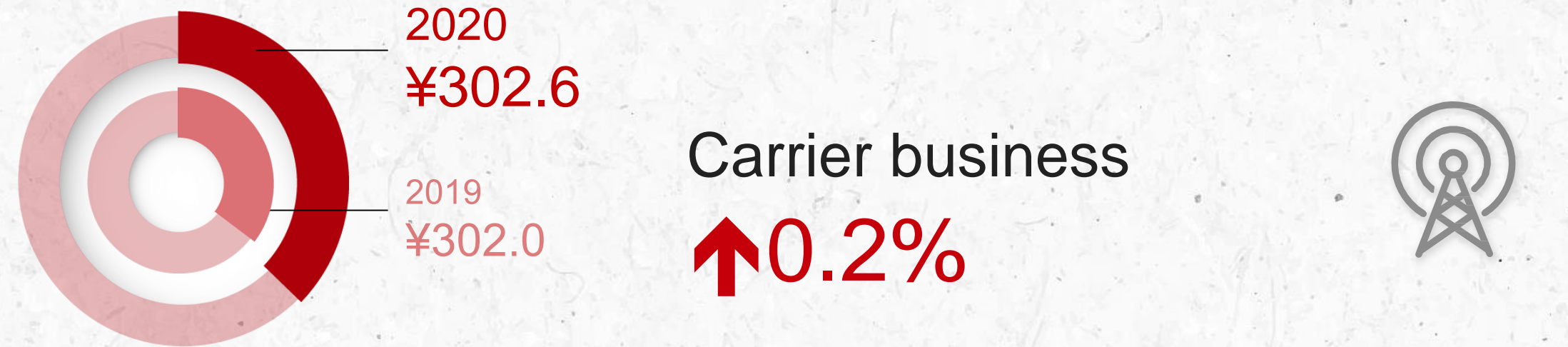
# 2020 business performance: Solid operations, financial results in line with forecast



# Enterprise business grew rapidly, Carrier business maintained steady performance, Consumer business growth slowed



CNY billion

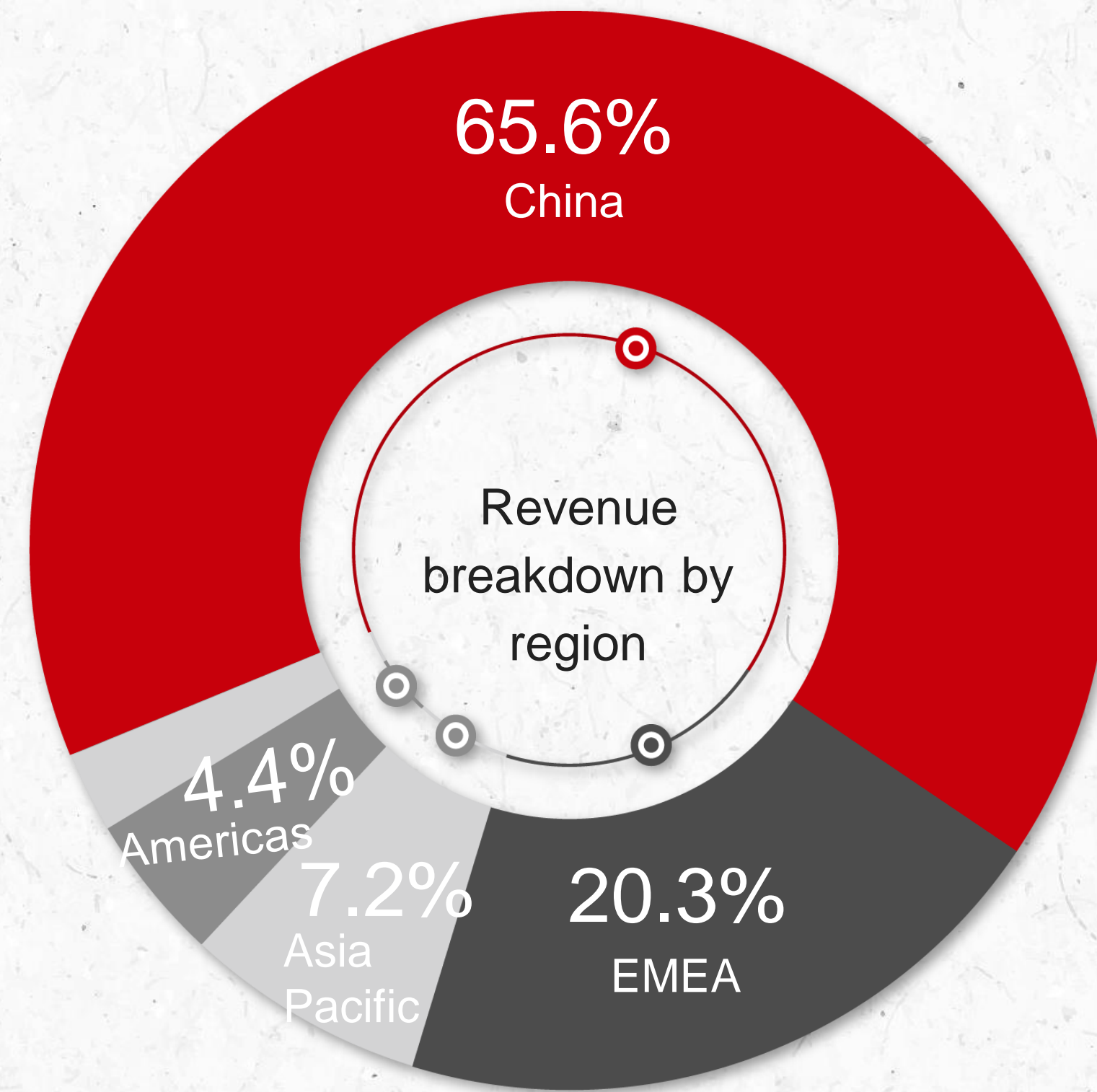
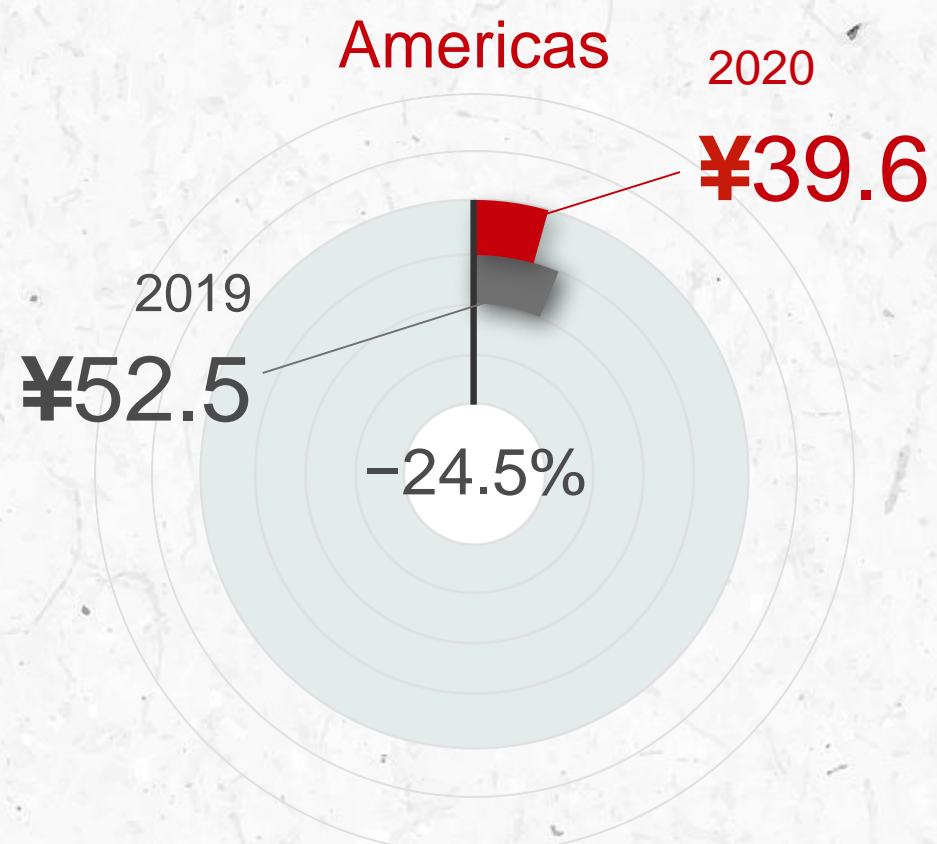
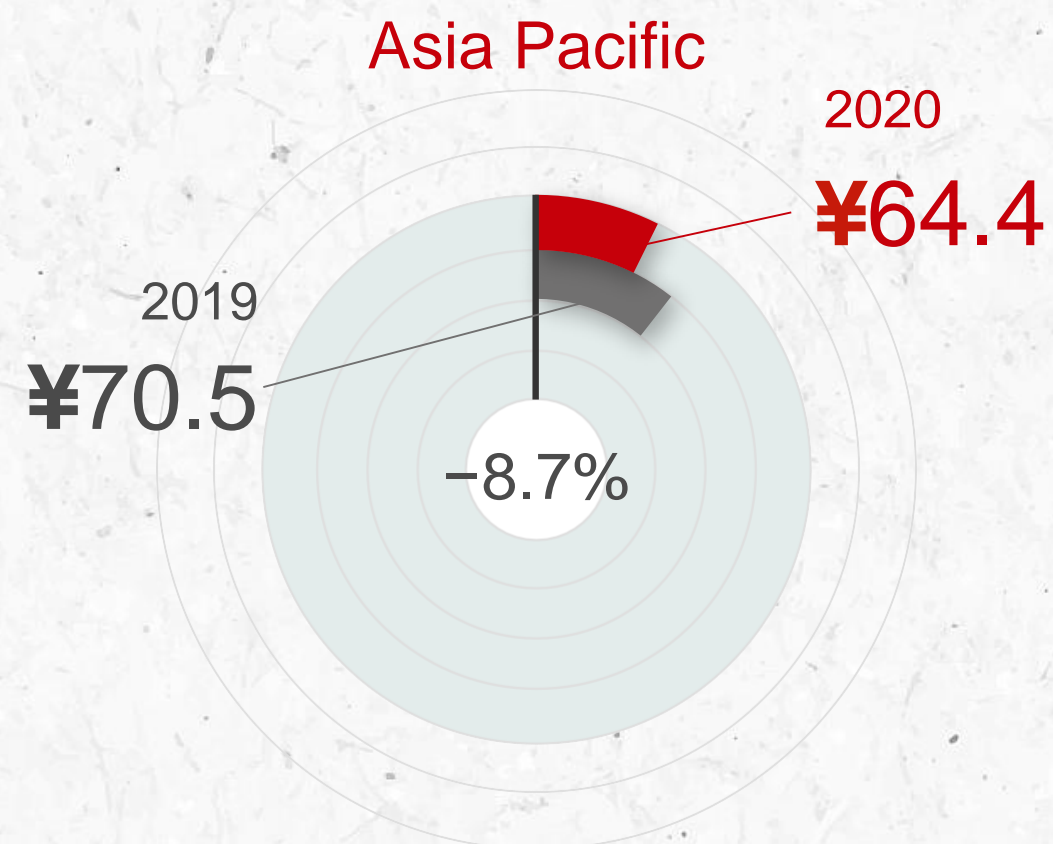
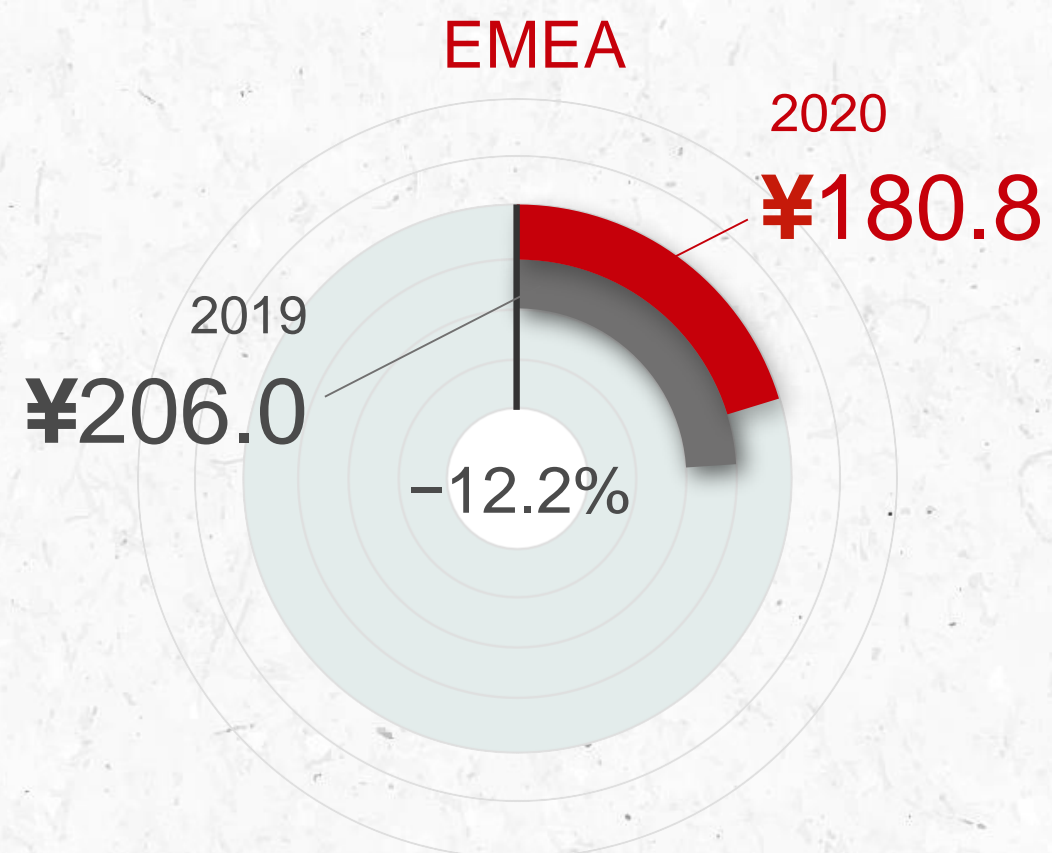
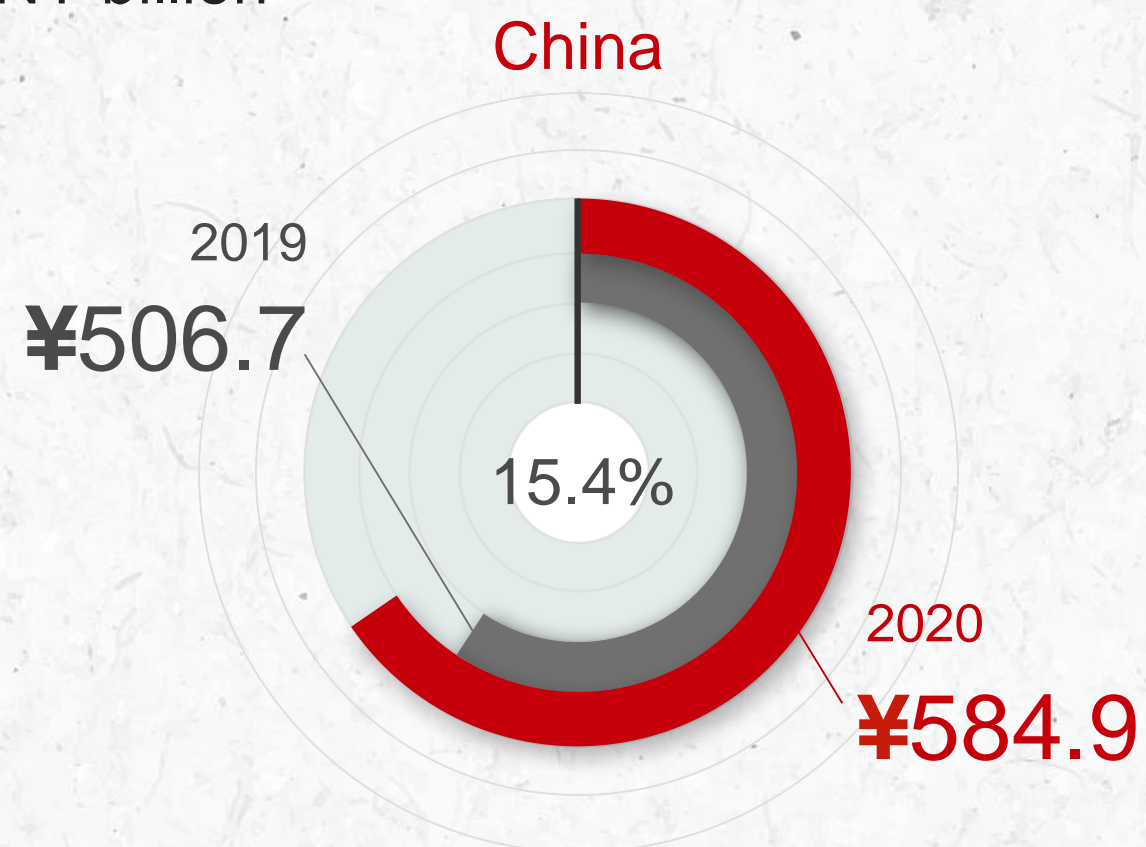


# Rapid growth in China

## Negative growth in EMEA, Asia Pacific & Americas



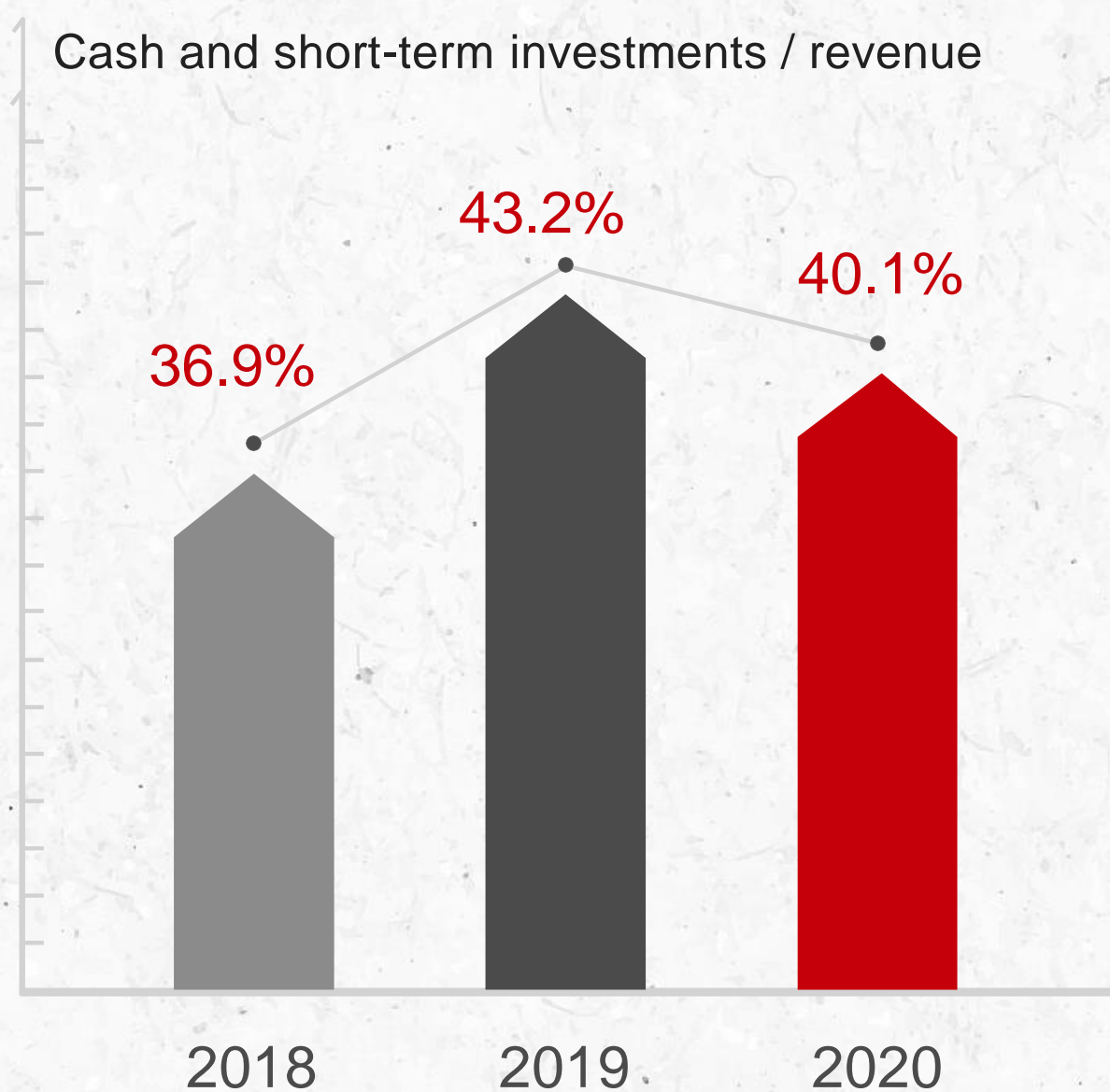
CNY billion



# Robust capital structure, abundant liquidity

## Cash to revenue ratio

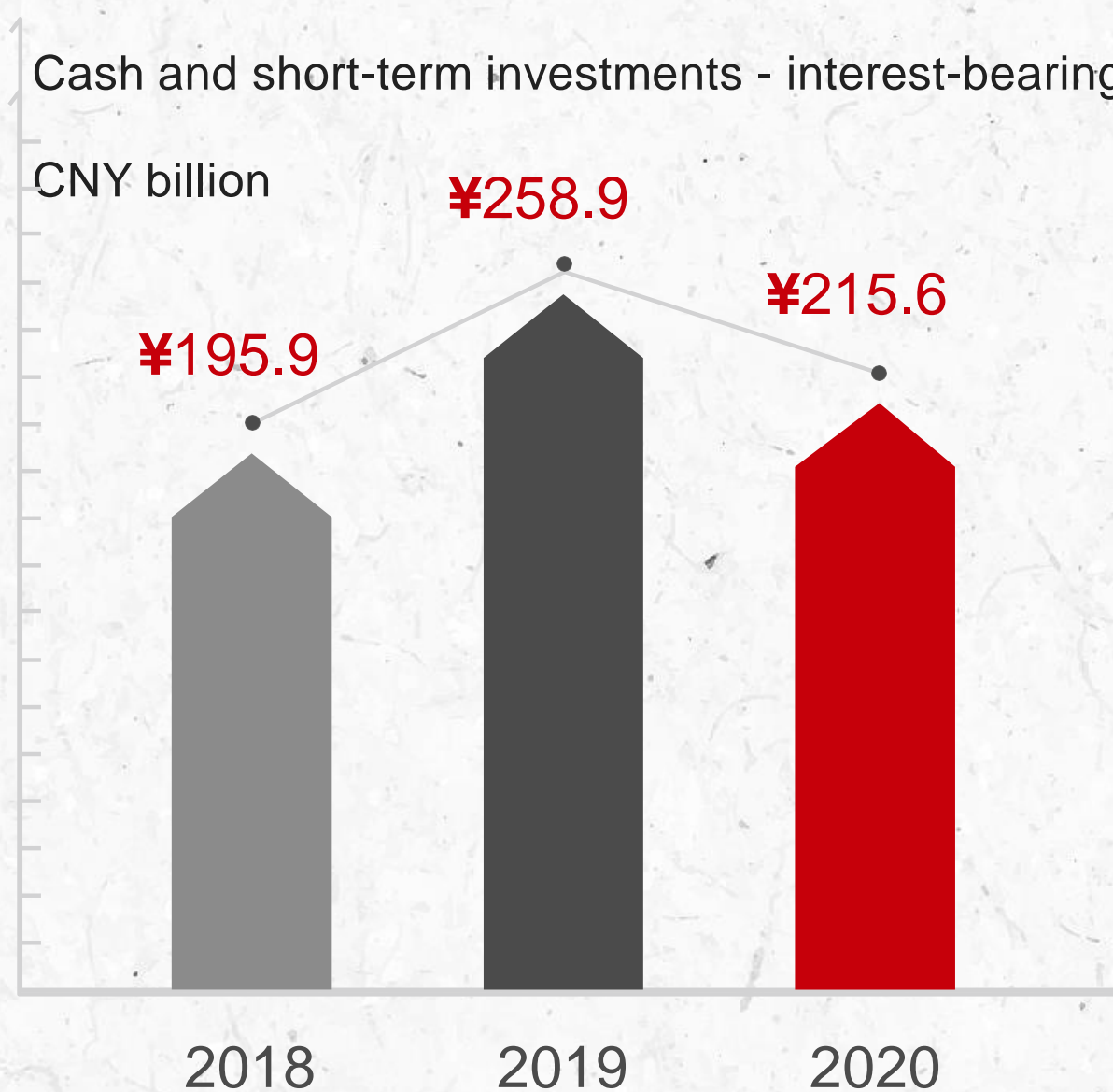
Cash and short-term investments / revenue



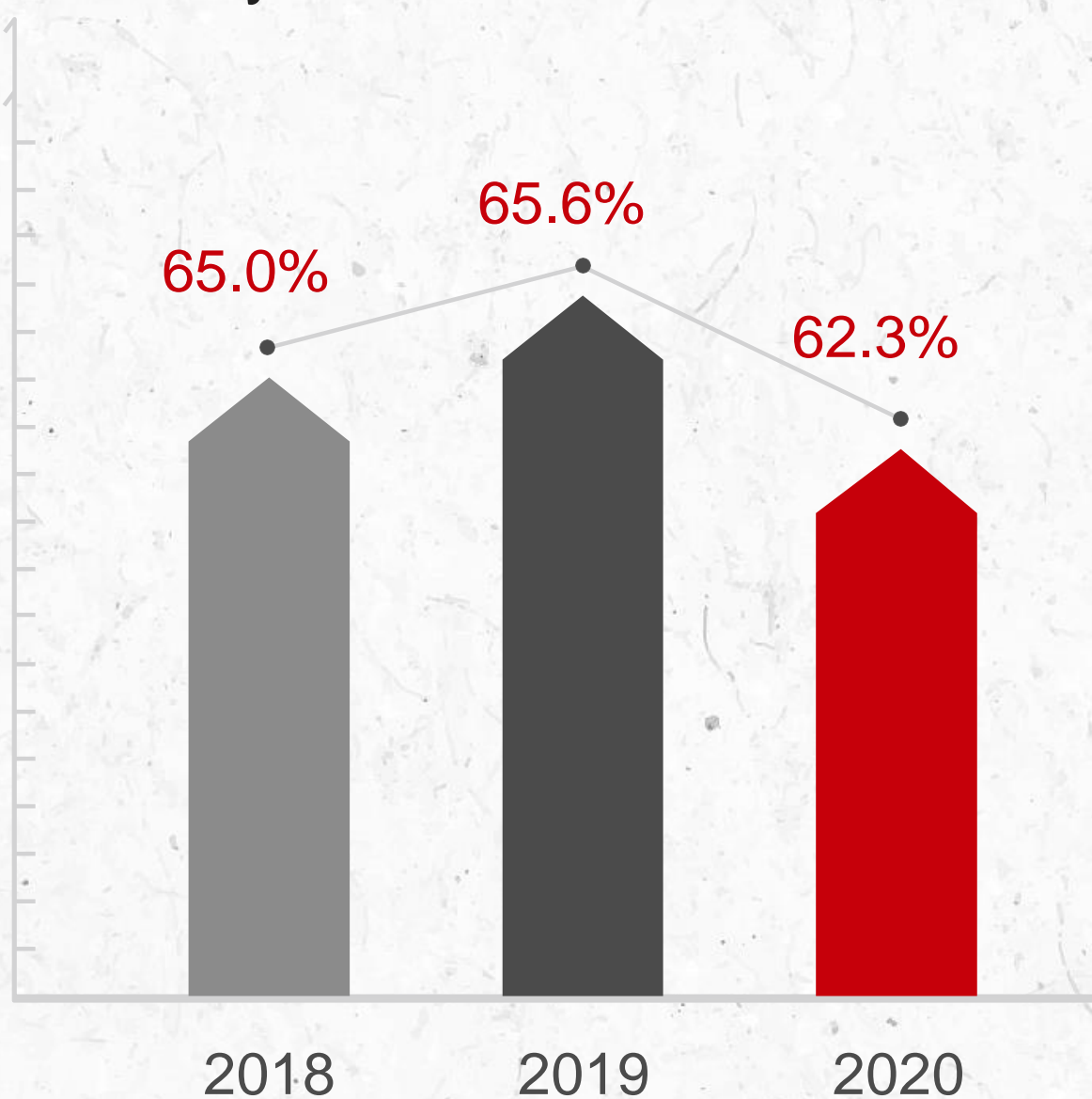
## Net cash

Cash and short-term investments - interest-bearing debts

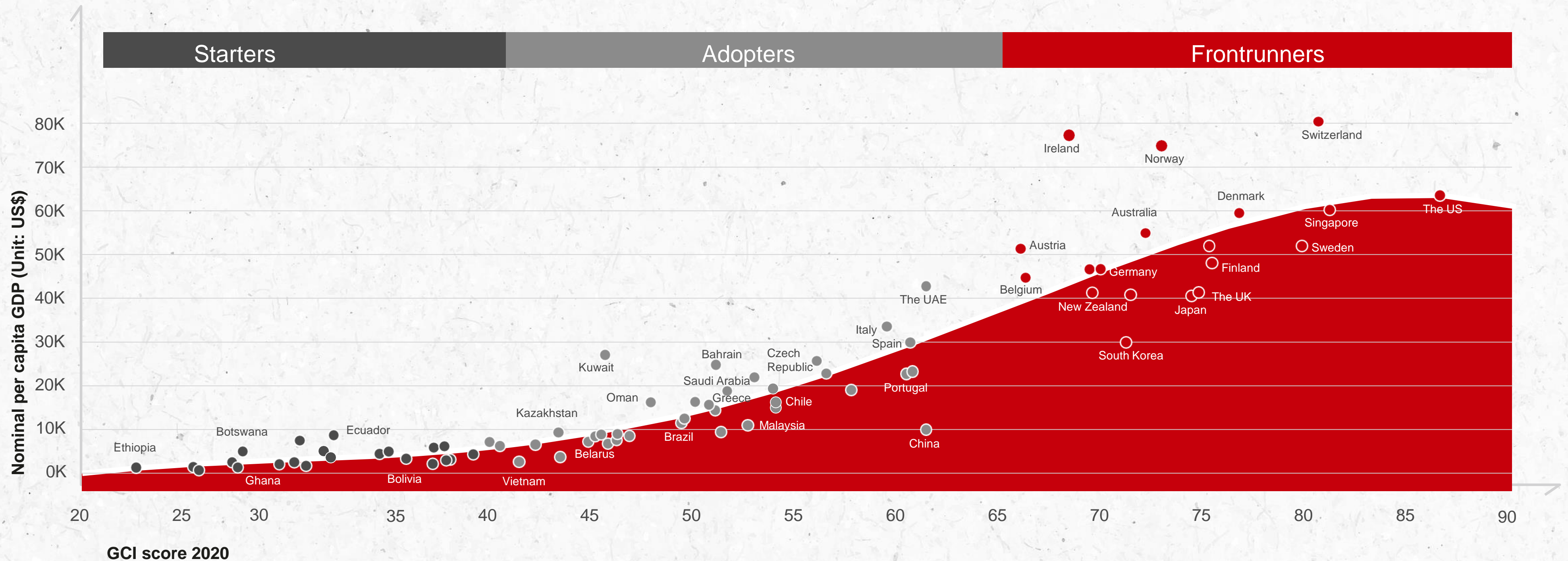
CNY billion



## Liability ratio



# ICT infrastructure – The foundation of economic resilience

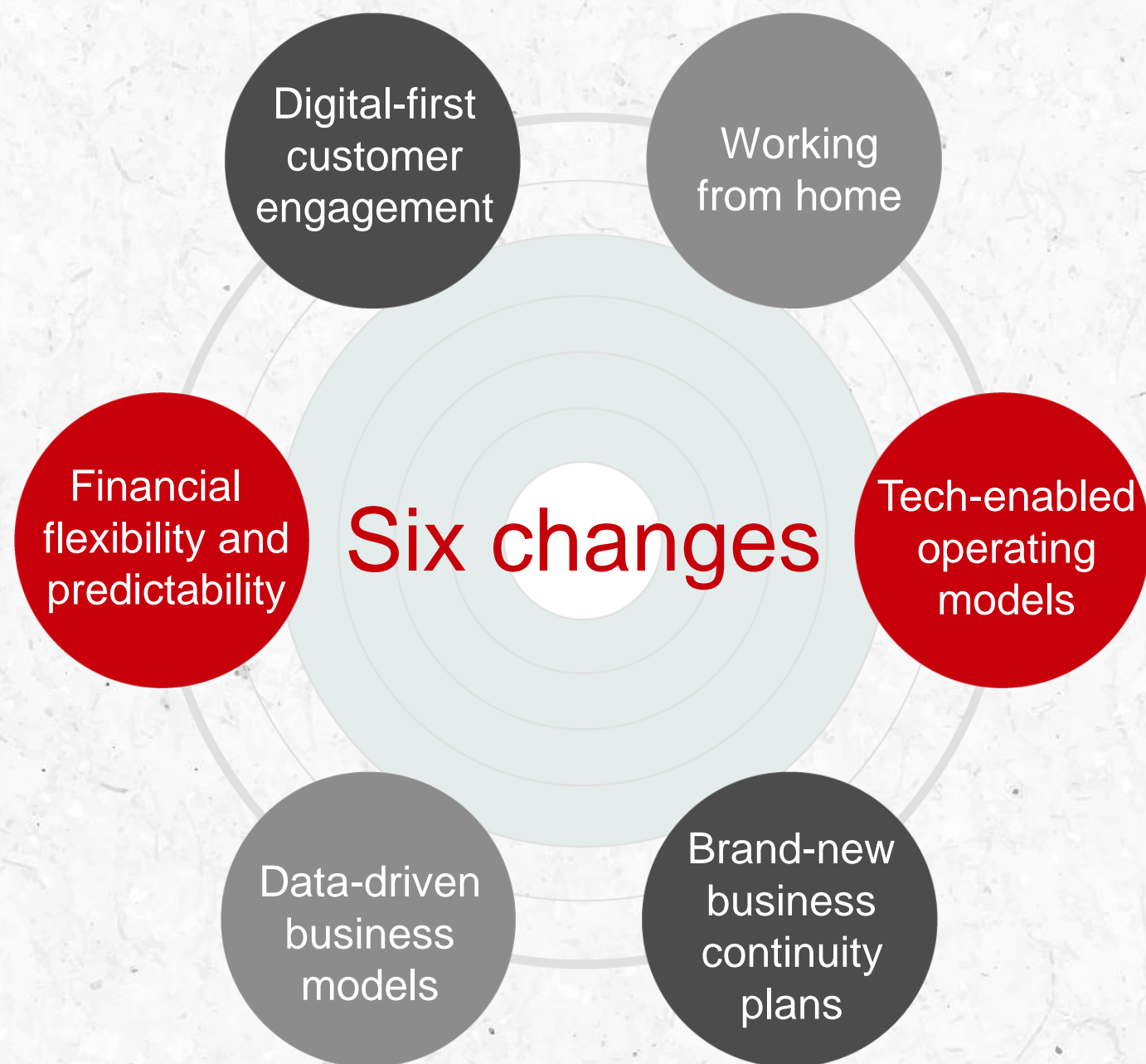


During the pandemic, Frontrunners with greater ICT maturity were able to mitigate the negative impact on GDP per capita by **50%** relative to Adopters



# The pandemic has supercharged digital transformation

Six major changes that are here to stay



## Digital transformation investment

**86%+** managers expect investment increase

**1/4** expect increase. **>20%**

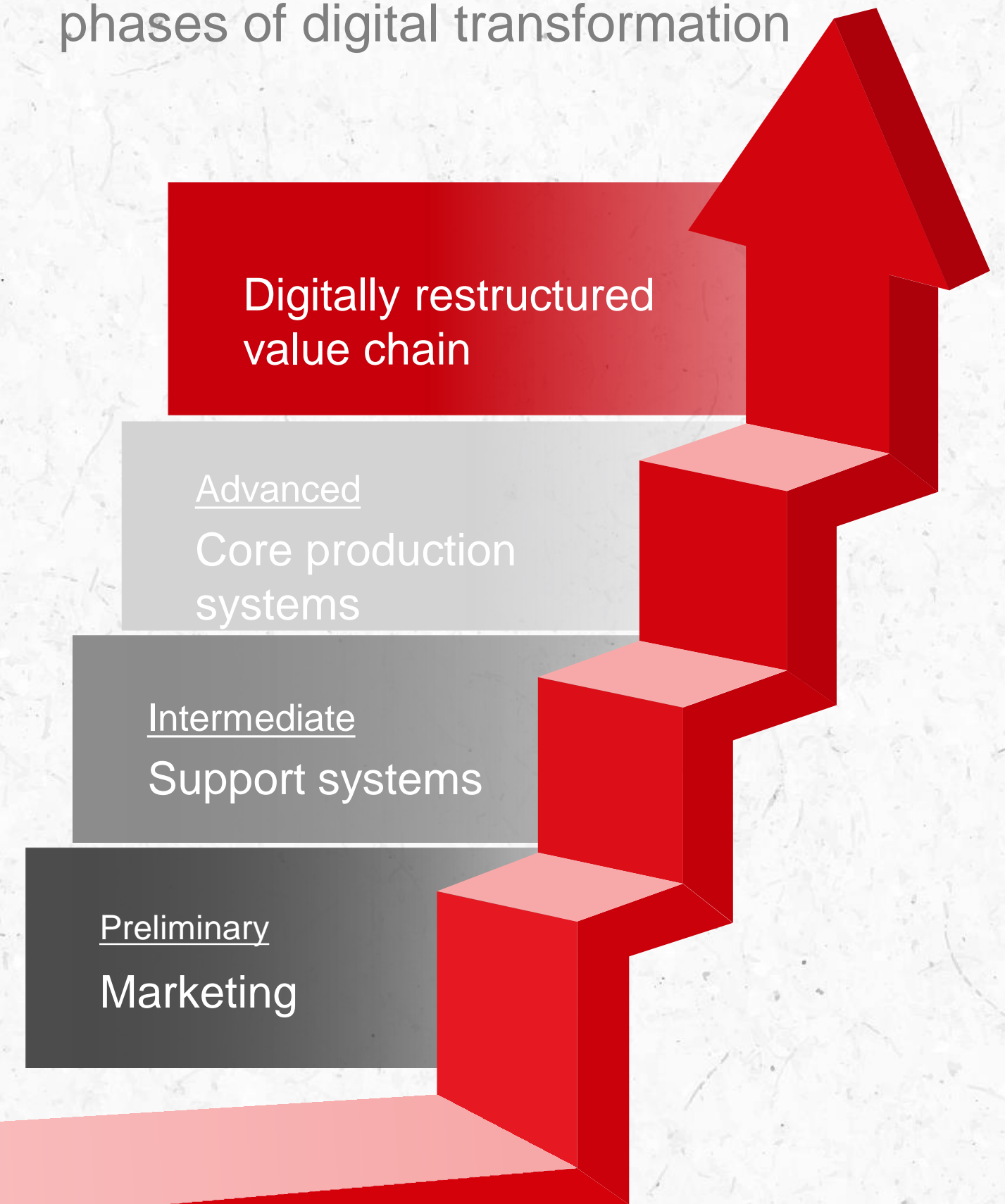
## Full cloud adoption

**1-3 yrs** earlier than expected

## AI adoption by 2025

**97%** of large enterprises

Enterprises are entering more advanced phases of digital transformation



# Huawei's ICT infrastructure strategy: Connectivity + computing

ICT infrastructure: The foundation of an intelligent world

## 5G

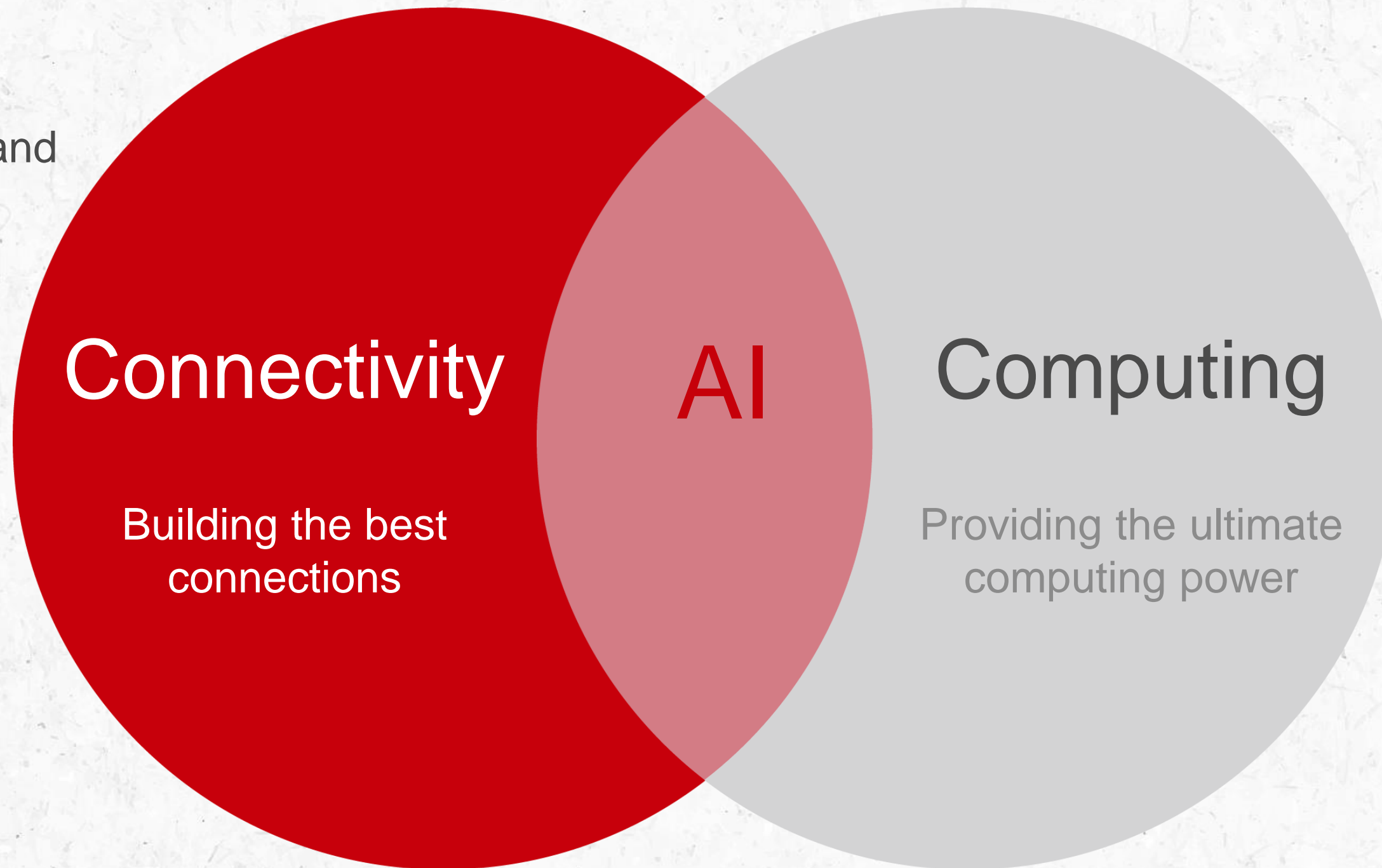
Enhancing mobile broadband  
Enabling industries

## Data communications

Intelligent IP networks  
New IP systems

## Optical communications

Intelligent OptiX networks



## HUAWEI CLOUD

Public cloud, hybrid cloud,  
and edge

## Computing

Kunpeng and Ascend  
Giving open access to  
full-stack capabilities

## Storage

Mass storage  
Maximizing value per bit

# Global 5G deployment has advanced faster than expected



## Improving service experience

Incredible number of applications

**2,500+**

AR / VR apps

(South Korean carrier)

**800,000+**

5G FWA users

## Empowering industries

A diverse industry device ecosystem

**20+**

module vendors

**70+**

modules on the market

**140+**

5G-enabled industry devices

## Revenue growth

**↑ 6.8%**

High-end user ARPU

(Chinese carrier)

**2x**

Average-user ARPU

(Chinese carrier)

**↑ 23%**

5G FWA user ARPU

(Northern European carrier)

## Commercial deployment in industries

**3,000+**

innovation projects

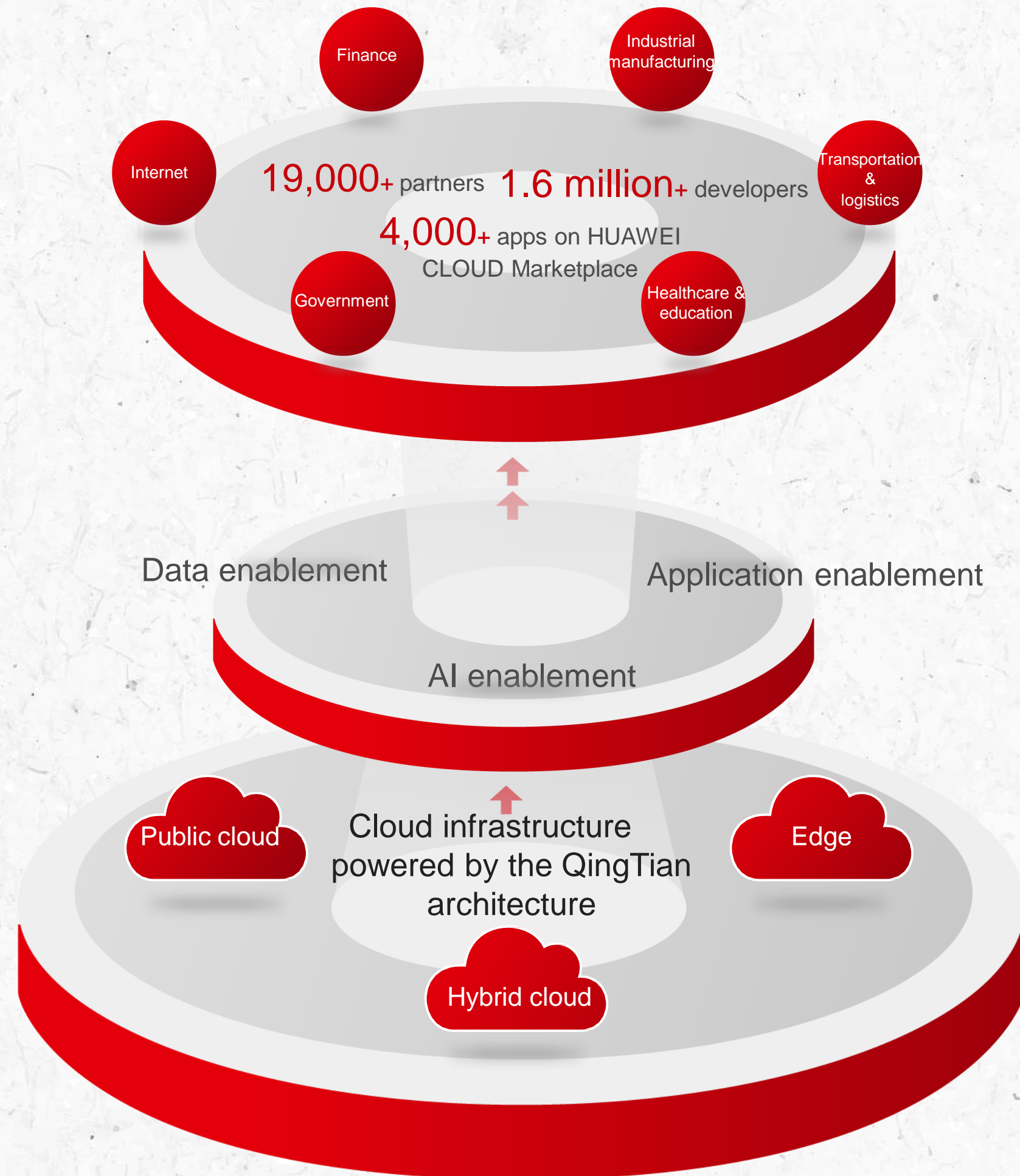
**20+**

industries

**1,000+**

commercial contracts

# HUAWEI CLOUD: Powering applications and data, tilling the soil for an intelligent world



2020

No. 2

in China's cloud services market  
(Canalys, 2020)

Fastest growing cloud

No. 6 in global IaaS market (Gartner)

GaussDB database products made it into Gartner's 2020  
*Magic Quadrant for Cloud Database Management Systems*

# Seamless AI Life strategy: Fully integrated, intelligent experience across five key scenarios



Smart home



Smart office



Easy travel



Fitness & health



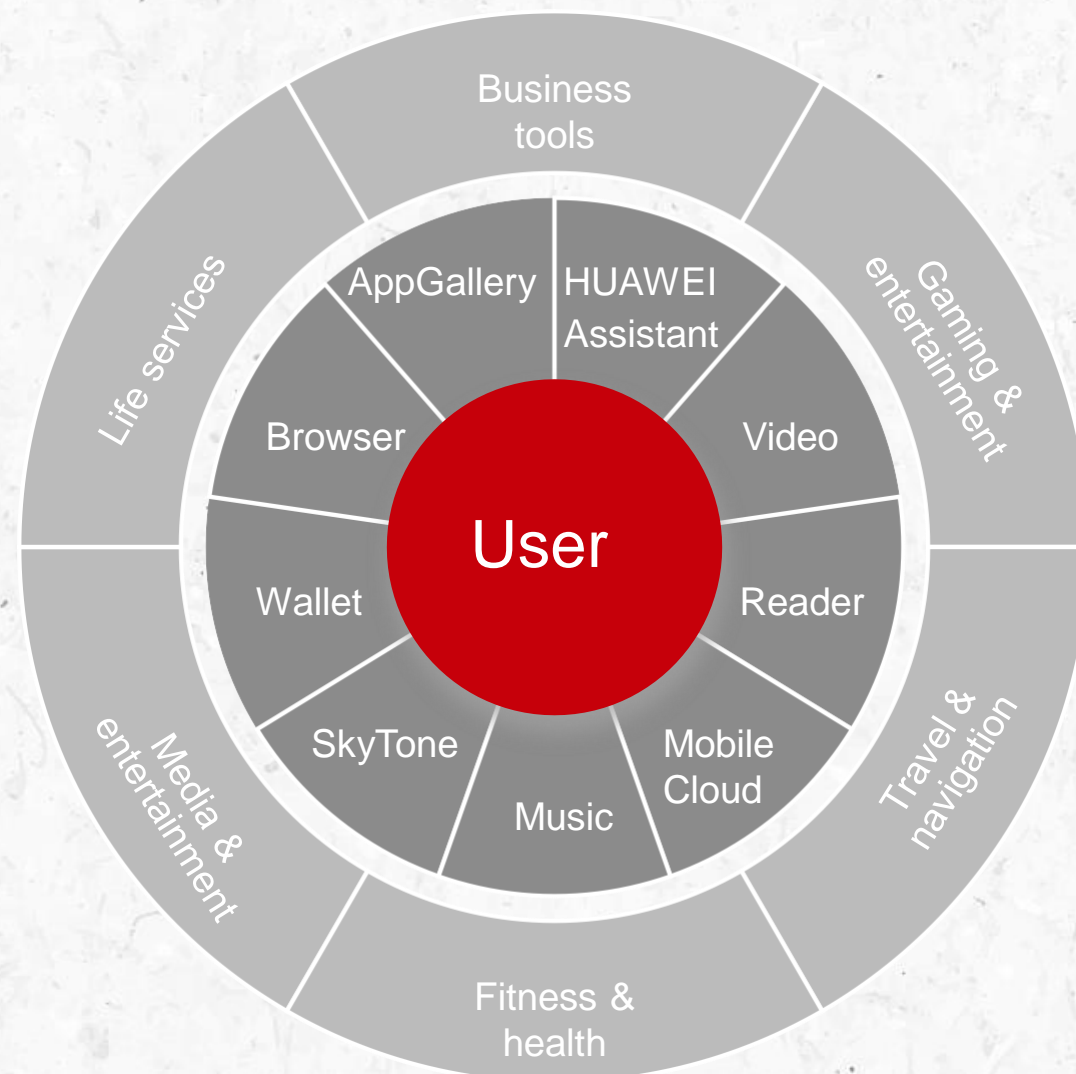
Entertainment

**2.3 million+**  
registered developers

**120,000+** apps

**10x** increase of apps  
launched outside China

Service ecosystem



**Better experience**

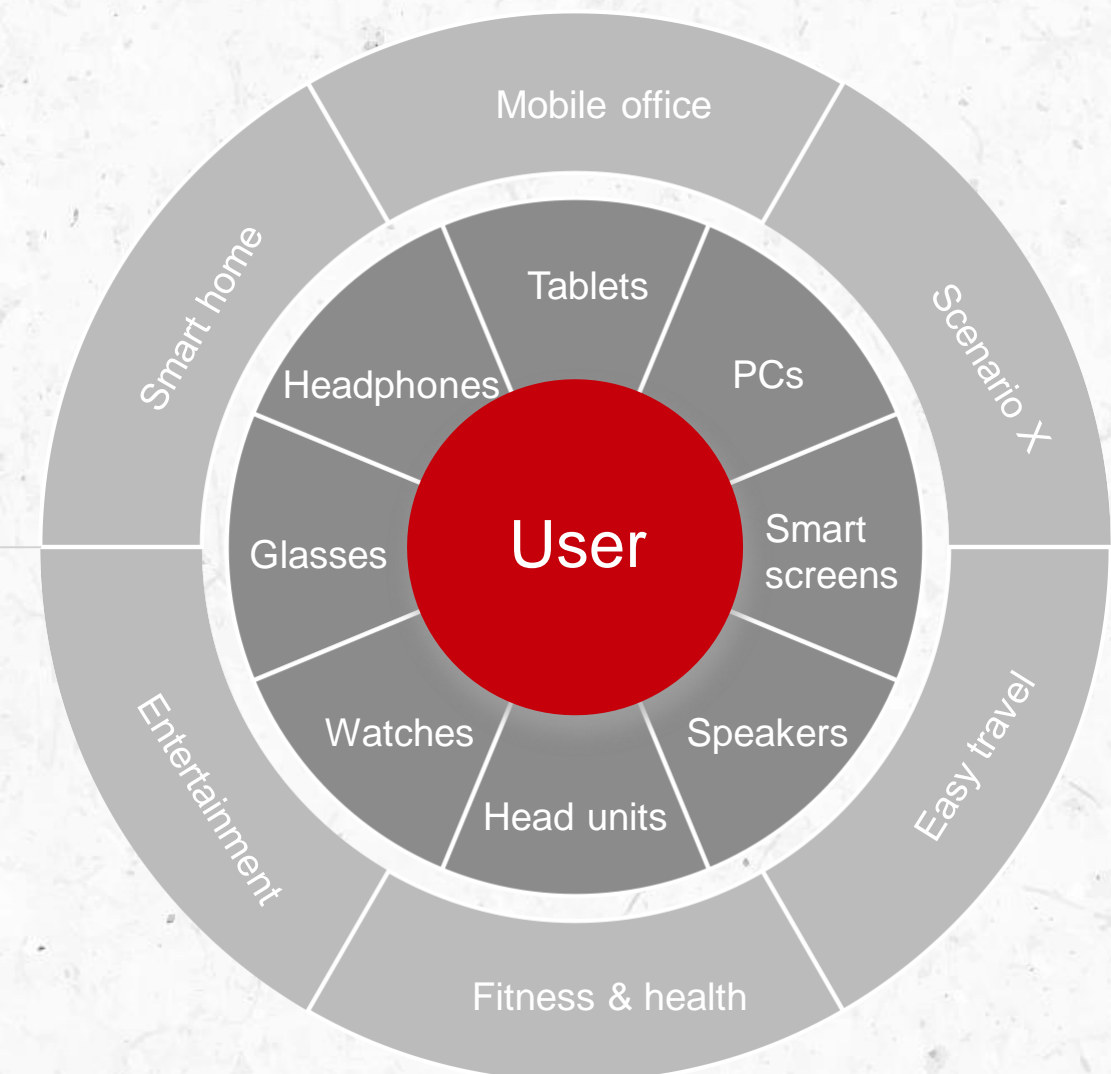
Provide precise personalized services

**AI  
HMS  
HarmonyOS**

**More traffic**

Empower devices in all scenarios

Hardware ecosystem



# Open collaboration promotes industry development



## Enabling partners and developers

HUAWEI CLOUD, Kunpeng, and Ascend

**19,000** partners  
**2 million** developers  
**5,000** applications

**40**  
**OpenLabs**

## Open source projects

Going open source with OpenHarmony, openEuler, openGauss, and MindSpore

## Promoting sustainable development

Active partner in major industry alliances (e.g., GSMA, ITU, AII, 5GAA, and ECC)

Involved in **30+** industry projects

GIO support: Building platforms for global dialogue, exchange, and cooperation between ICT and vertical industry organizations

# Working together for a better, more sustainable future



## Digital Inclusion

**50 million**

people in rural areas connected

**60,000+** students in **200+** schools

benefited from Huawei's digital inclusion projects

**9,000** students from **130** countries

graduated from the Seeds for the Future program



## Security & Trustworthiness

**6**

cyber security and privacy protection transparency centers

**200+**

emergencies and major events where we guaranteed network stability



## Environmental Protection

**12.6 million kWh**

electricity generated by PV power plants on Huawei campuses

**300 billion kWh**

electricity generated by renewable sources for customers



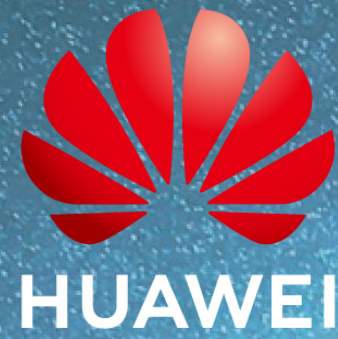
## Healthy Ecosystem

**¥ 11.9 billion**

invested in employee benefits

**620** shipments of pandemic supplies to

**120 countries**



Bring digital to  
**every person, home and organization**  
for a fully connected, intelligent world

