

# La Experiencia de Huawei de Mexico en el siglo XXI

Agosto, 2019



# Huawei Global at a Glance



Employees

**180,000**



R&D  
Employees

**80,000**



Presence

**170+**

Countries



R&D Institutes  
Labs / Centers

**14**



*Interbrand's Top  
100 Best Global  
Brands*

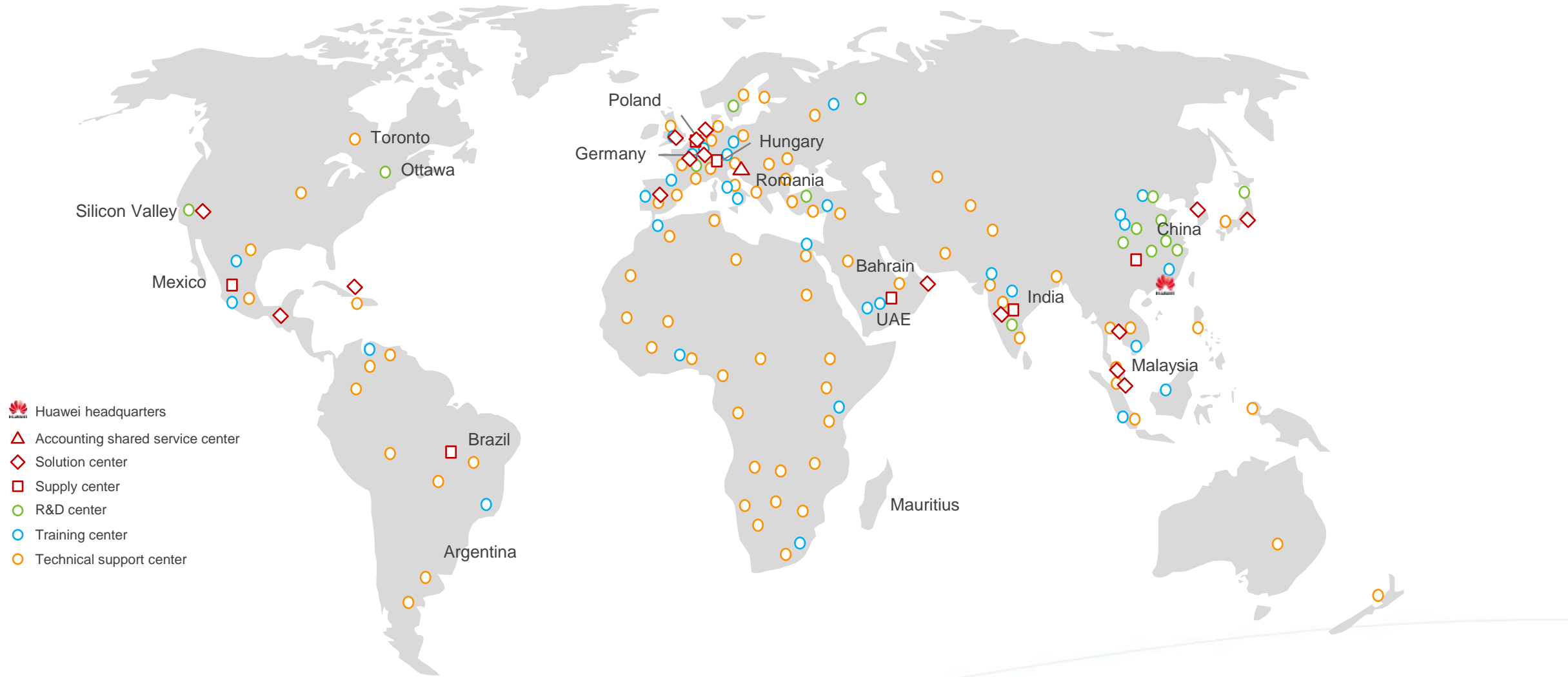
**No. 68**



*Position in the  
Fortune Global  
500*

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# Globalized Positioning, Localized Operations



## Acerca de Huawei

Fundada en 1987, Huawei es un proveedor mundial líder en soluciones de tecnologías de la información y las comunicaciones (TIC)



Comprometido en llevar la digitalización a cada persona, hogar y organización para un mundo totalmente conectado e inteligente.



Tiene cerca de **188,000** empleados y opera en más de **170** países y regiones, atendiendo a más de **3 mil millones** de personas en todo el mundo.



## ¿Quién es el propietario de Huawei?

Huawei es una empresa privada de propiedad de sus empleados. A través de la Unión de Huawei Investment & Holding Co., Ltd., implementó un Esquema de Participación de los Empleados que involucra a 96,768 accionistas. Este esquema se limita a los empleados. Ninguna agencia gubernamental u organización externa cuenta con acciones de Huawei.

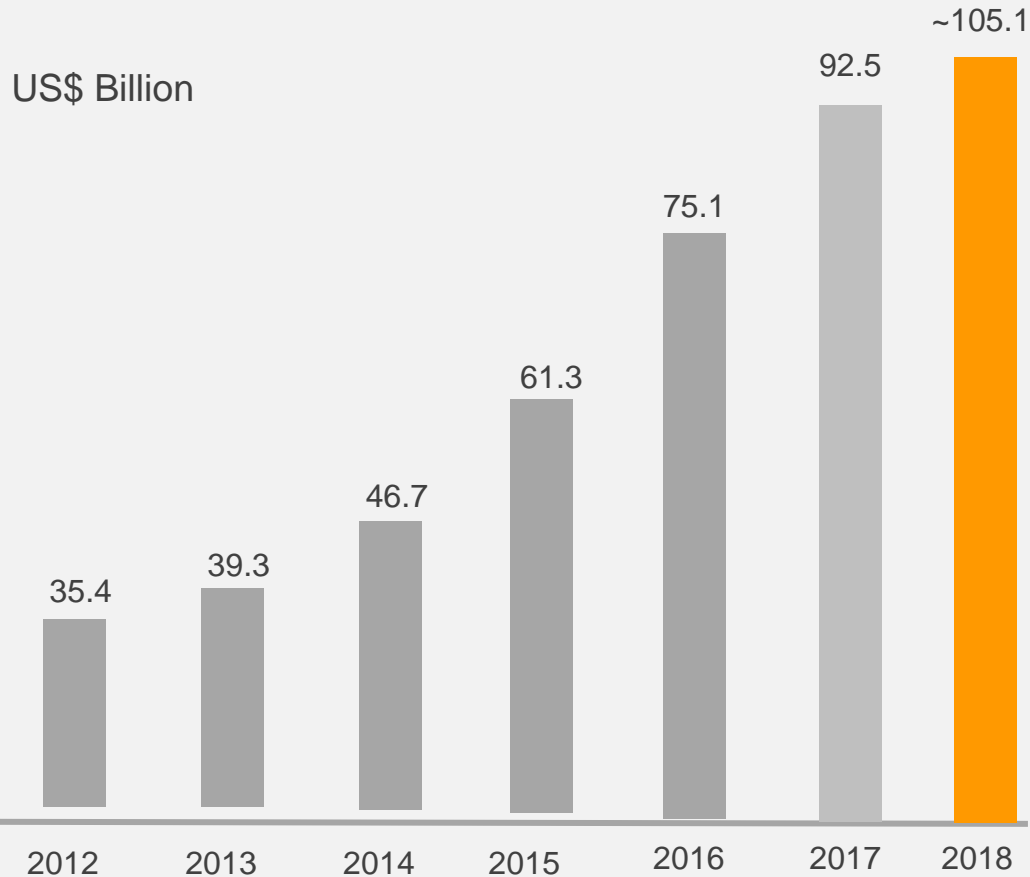
### Propiedad de los empleados



# Sustainable, Robust Growth



## Sales Revenue

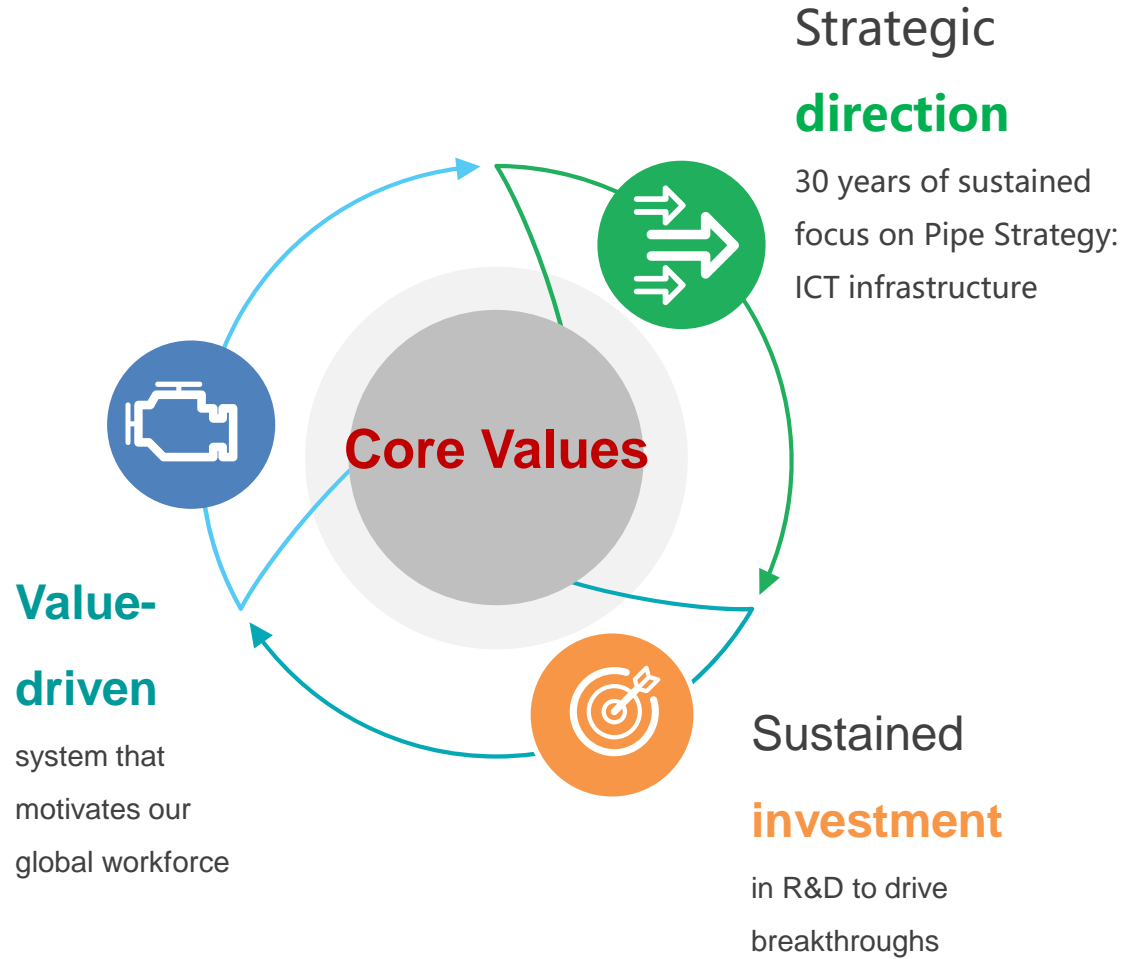


Note: Unaudited result for 2018

Robust growth across all business segments, thanks to balanced global presence & strategic focus

- Carrier business: Working with customers to explore new models of network development – shifting from investment-driven to value-driven, aiming for new business growth.
- Enterprise business: Supporting digital transformation for companies around the world. Innovative products and solutions for cloud computing, enterprise campus, data center, and IoT. Widespread uptake in a range of industries: smart city, safe city, energy, finance, transport, and manufacturing.
- Huawei Cloud: 100+ new services, 30+ complete solutions, including manufacturing, enterprise intelligence, SAP, high-performance computing, and IoT.
- Consumer business: Key breakthroughs in the global high-end market, taking Huawei's brand to a new level.

# Drivers Behind Sustained Growth



## Huawei's Core Values

### 1. Staying customer-centric

Creating value for customers is the only way for Huawei to maintain our own value. Our success depends on our customers' success.

### 2. Inspiring dedication

A well-designed, effective system of appraisal and profit-sharing inspires employees to create larger value for the company.

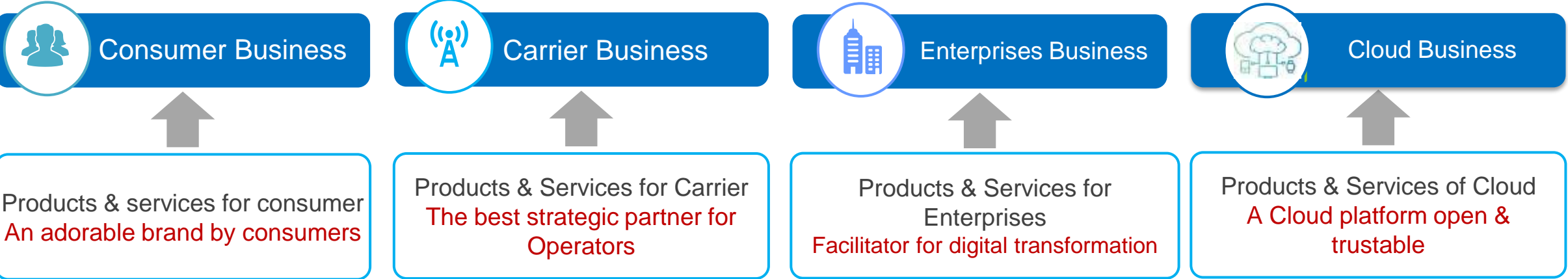
### 3. Perseverance

Customer expectations are rising; industries are changing. A company's ability to survive in the long term depends on its ability to persevere and maintain energy and commitment.

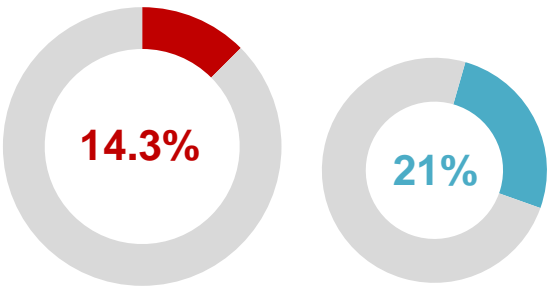
### 4. Growing by reflection

Reflection on our own past performance leads to ongoing improvement, prepares us for external challenges, and prevents stagnation.

# Business Content: Four Business Groups



Top 3 in Smartphone Business Market



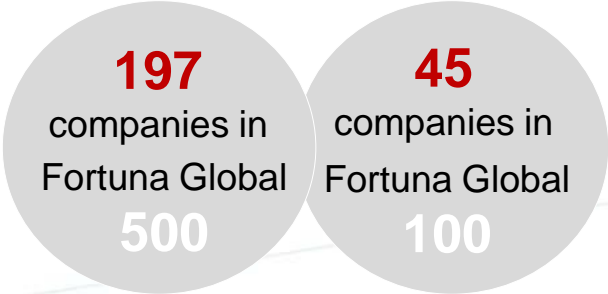
Global  
Jan to September, 2017

China  
Mayo, 2017

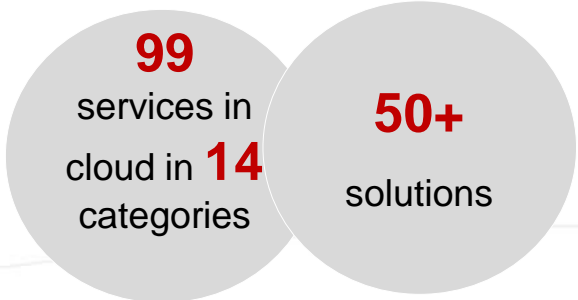
Help to generate 70%+ of revenue of top 50 global operators



Serving global industries and grand enterprises, providing technical solutions



A rapid-growing service, trustable and secure for clients



# Overall Business Strategy

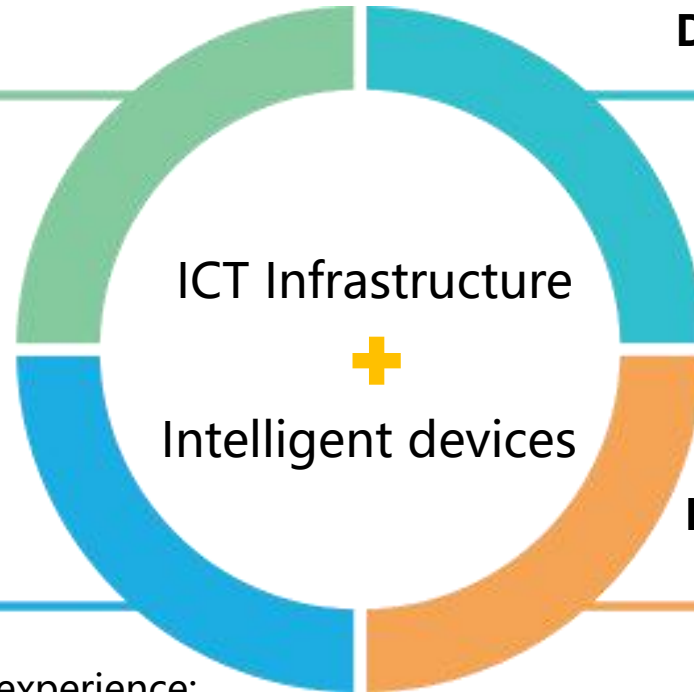
## ICT Infrastructure + Intelligent Devices Enable Digital Transformation

### Creating more connections

- Bringing connectivity to more people, homes, & industries
- Bringing general-purpose connectivity technologies to more industries

### Boosting broadband development (premium video experience)

- Networks & ICT infrastructure for premium experience:
- Video as a basic carrier service (4K and virtual reality)
  - Leading video-driven industry digital transformation



### Developing open, trusted cloud platforms

- All-cloud ICT infrastructure
- Driving industry cloudification with open, hybrid cloud architecture
- Preferred partner for business, delivering open, trusted public cloud services

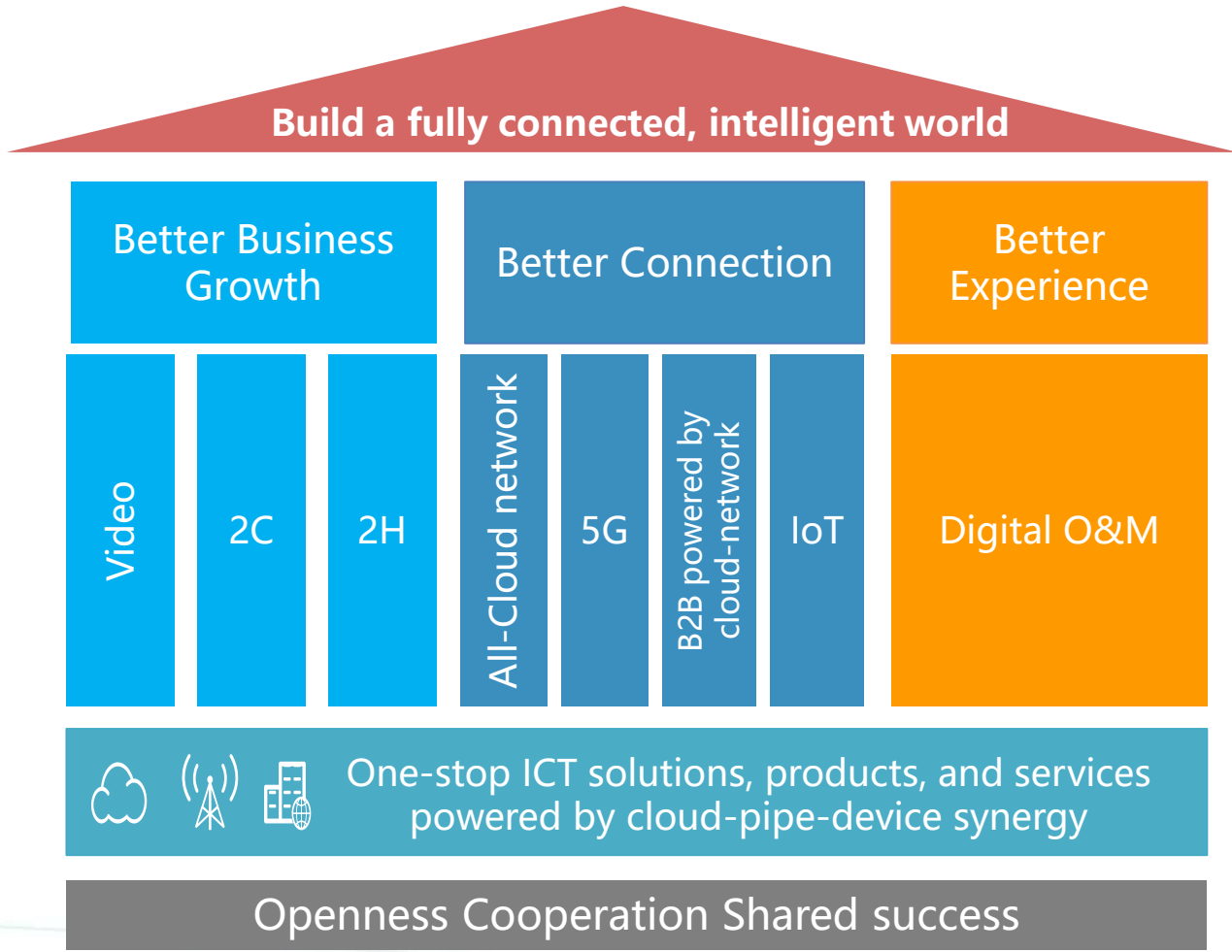
### Building portals for inspired user experience

- Chip-device-cloud synergy
- AI services
- An inspired user experience in all scenarios



# Carrier Business Strategy:

## Break Down Boundaries, Enable Carrier Success, Embrace Intelligent World



### Business breakthroughs: Deep digitization

- Huawei helps carriers using their strengths in connectivity, maximize their network assets and develop new services like video.

### Connectivity breakthroughs: 5G, cloud-network synergy

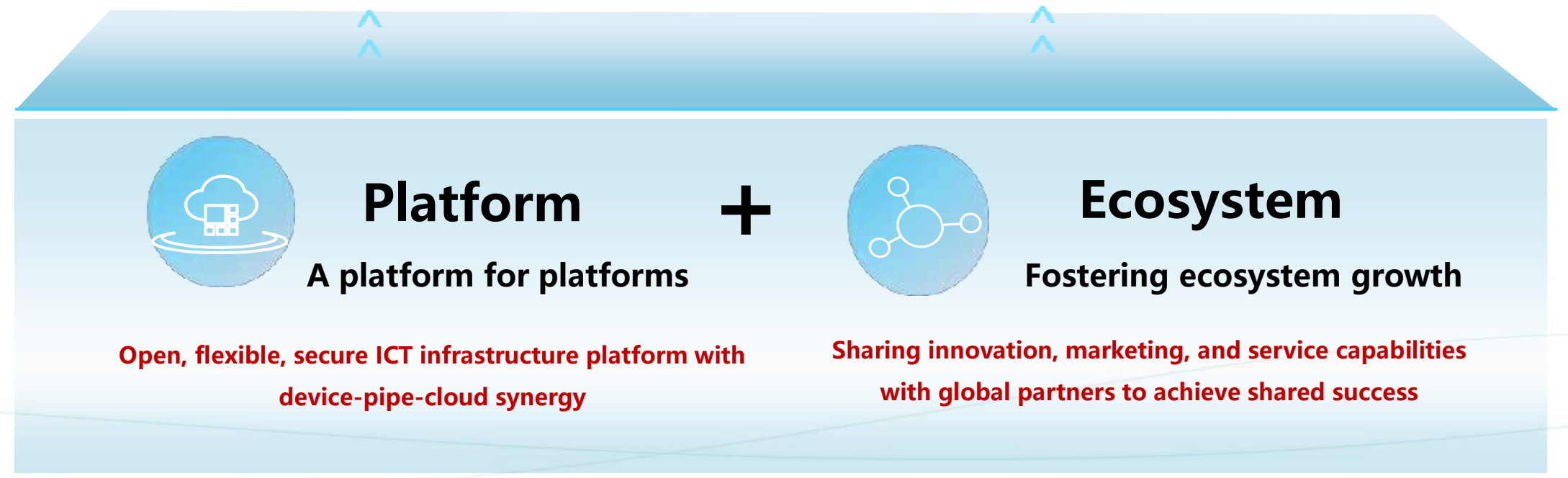
- 5G: Rollout of 5G networks, catalyst for digital transformation
- All-Cloud networks: Becoming a reality
- IoT: More connections, creating value beyond connectivity
- B2B powered by cloud-network synergy

### Experience breakthroughs: Agility, smart O&M

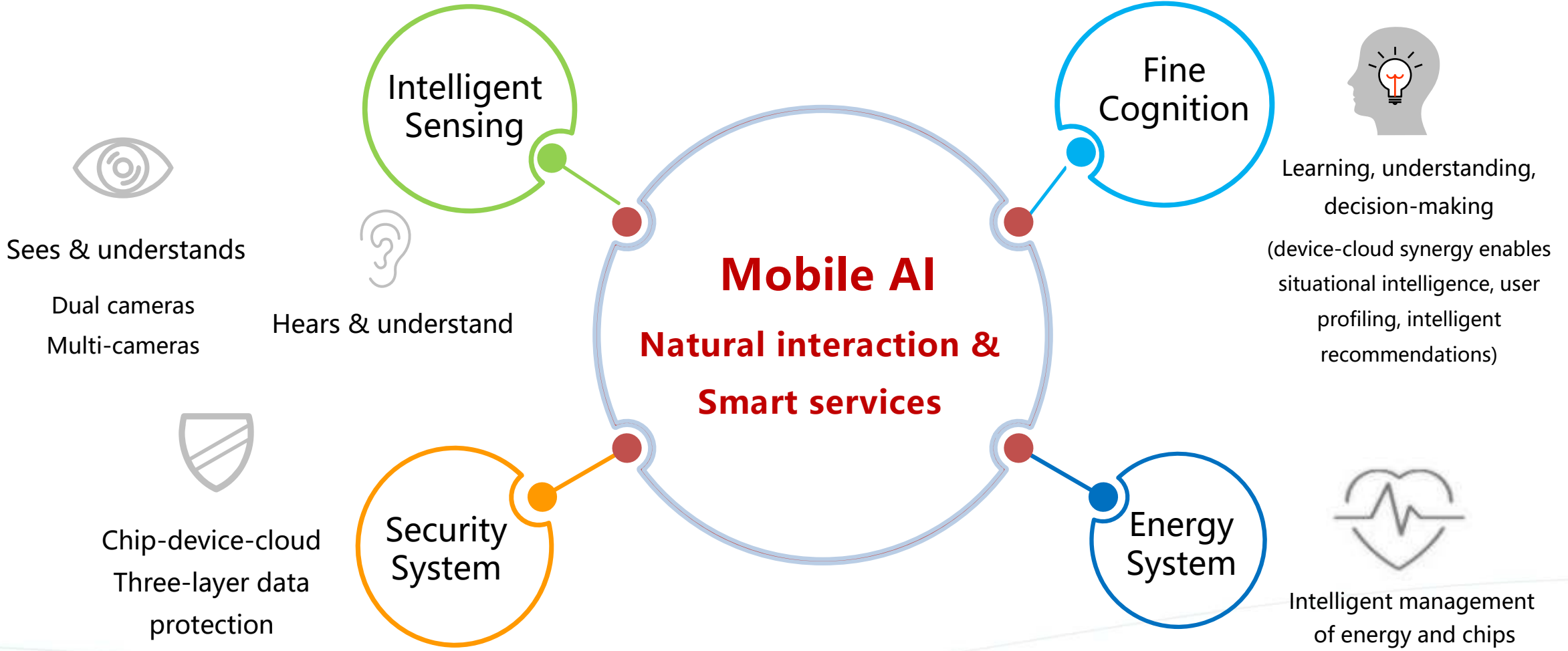
- Customer-centric, ROADS experience
- User insights & comprehensive experience management
- Digital technologies boost efficiency based on existing processes
- Visualized, automated, intelligent O&M and precise network management helps improve speed and quality, enables risk prediction and mitigation

# Enterprise Business Strategy: New ICT – Road to Digital Transformation

## H enables digital transformation and business success



# Consumer Business Strategy: Chip-Device-Cloud Synergy, Building Competitive Advantage in Mobile AI



# Presence in México

**1,000+ Employees**

**6,500 Indirect Opportunities**



**Collaboration with :**

**100+ Commercial Partners**

**10+ Universities**

**Training Center**

**Technical Support Center**

**Regional Distribution Center**



**1 Open Lab**

**1 Experience Center of  
Solutions & Innovations**

# Construyendo 3 Top GTAC Globales—Asegurar la operación de las redes

- Expandir el Centro de Asistencia Técnica al Cliente en Queretaro como uno de los tres GTAC globales
- Incluye el Centro de Asistencia Técnica Global, Centro de Capacitación Regional, y el Centro de Software R&D



# Talents Programs – Contributing to Development of Technology Abilities



## Academy Huawei of Technology Information .

- Education online platform with Technology and Information topics
- Focusing to contribute in the development of talents in Universities.
- In Mexico we signed agreements with UNAM and other technology Universities.



## Global Competition “ICT Competition 2019”

- Convocation for the students using the platform of the Huawei Academia and participating in national final.
- Selecting the 6 bests to participate in Global final in Huawei Corporate in Shenzhen, China



## ICT Talents Project

- The program of CSR of Huawei.
- Every year we select 10 Students with excellency from public universities to participate in a cultural and technological program to acknowledge the most advanced trends in industry and exchange their ideas of innovation in Huawei Corporate in Shenzhen, China



# Thank You.

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# Visión en transformación digital: impulsa PIB y beneficia el desarrollo industrial

