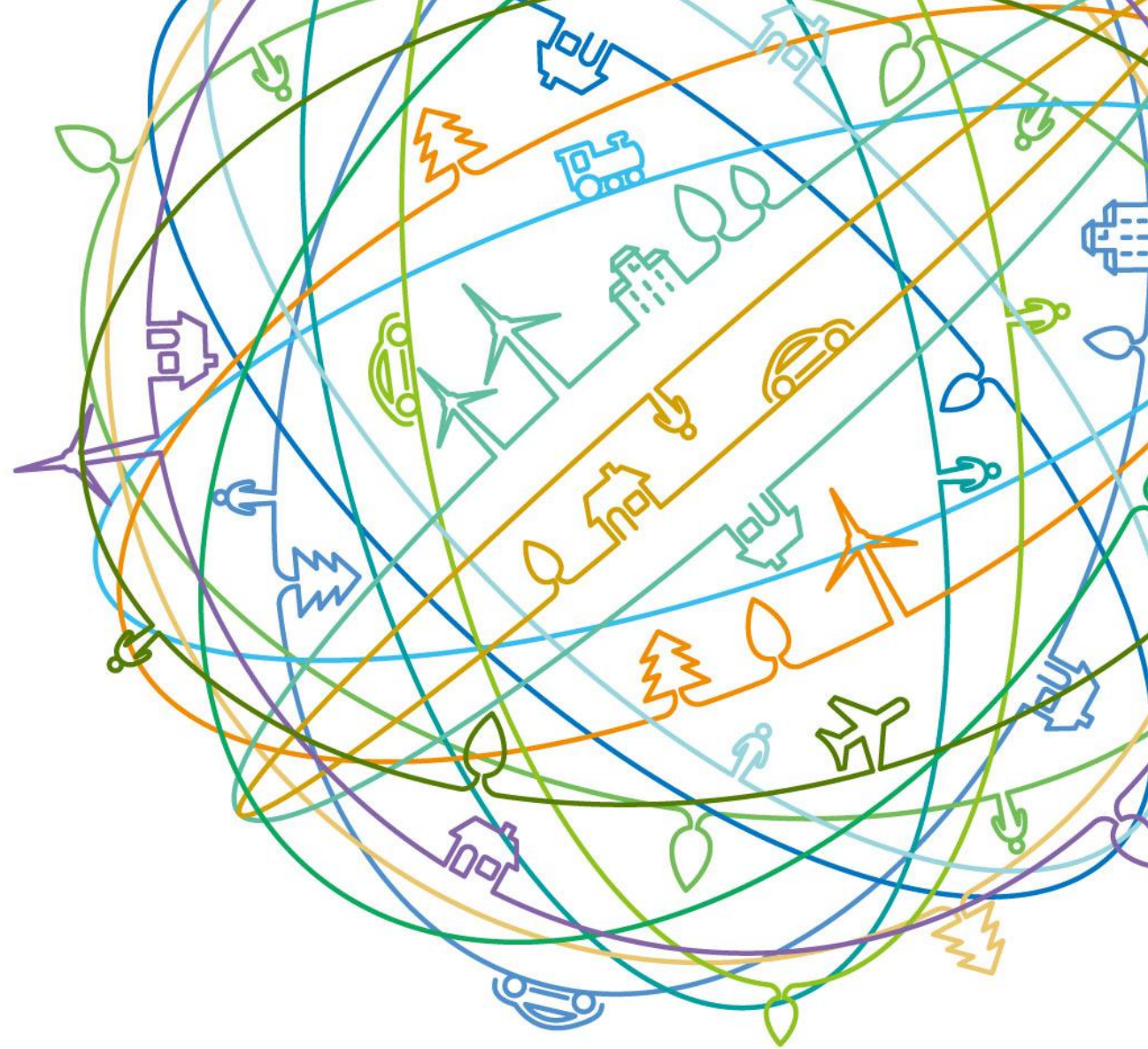
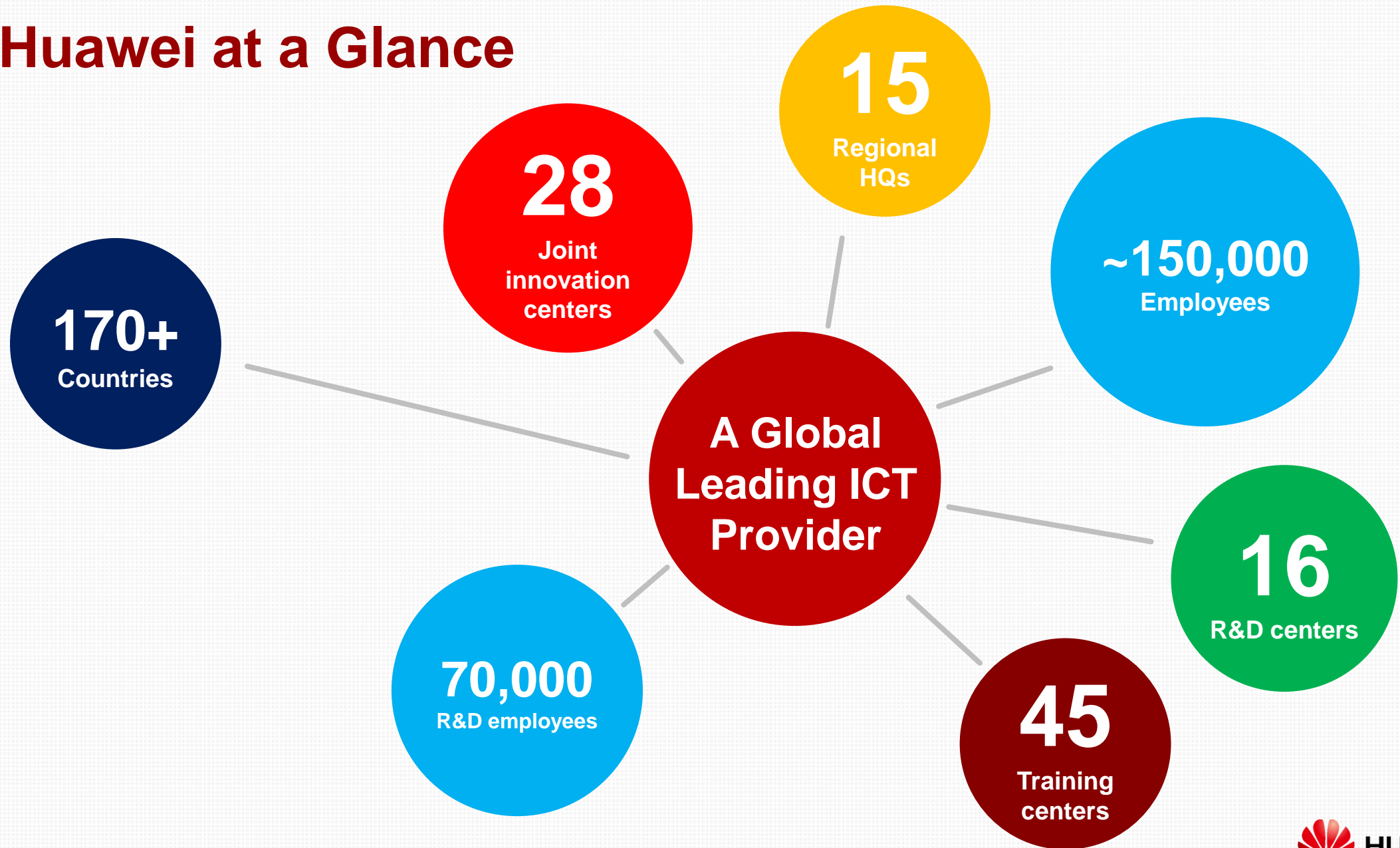


# Huawei – A better way in ICT Solutions

Felix Kamer, VP Marketing & Sales  
23. April 2015



# Huawei at a Glance



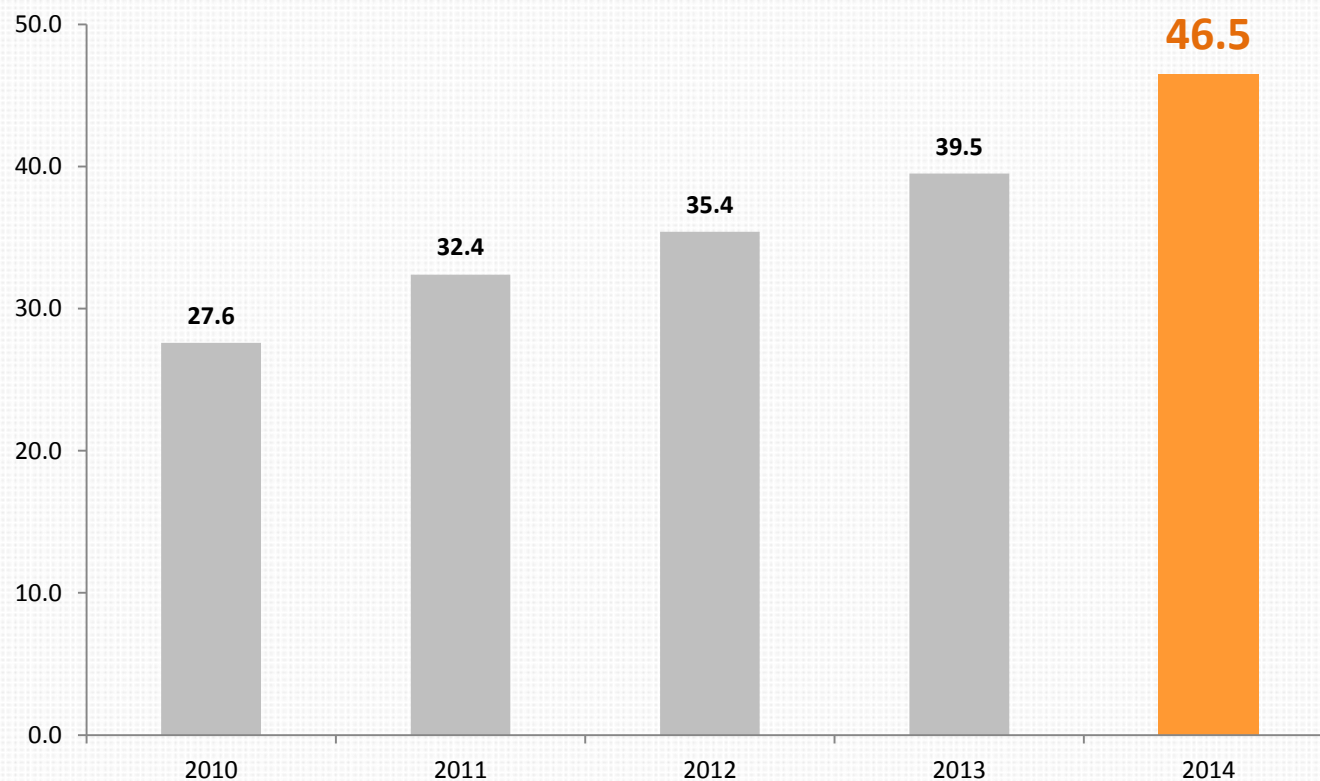
# 2014 shows Exceptional Growth



Revenue CAGR  
averaging 14%  
over the past five years

USD Billion

Sales Revenue (up by 20%)



# Three Core Businesses

## Carrier Business



- Fixed Network
- Wireless Network
- Telecom Software
- Core Network
- Service



Serving global leading operators

## Enterprise Business



- IP - Enterprise Networking
- IT – Server, Storage
- UC&C
- Service



Focusing on value industries

## Consumer Business

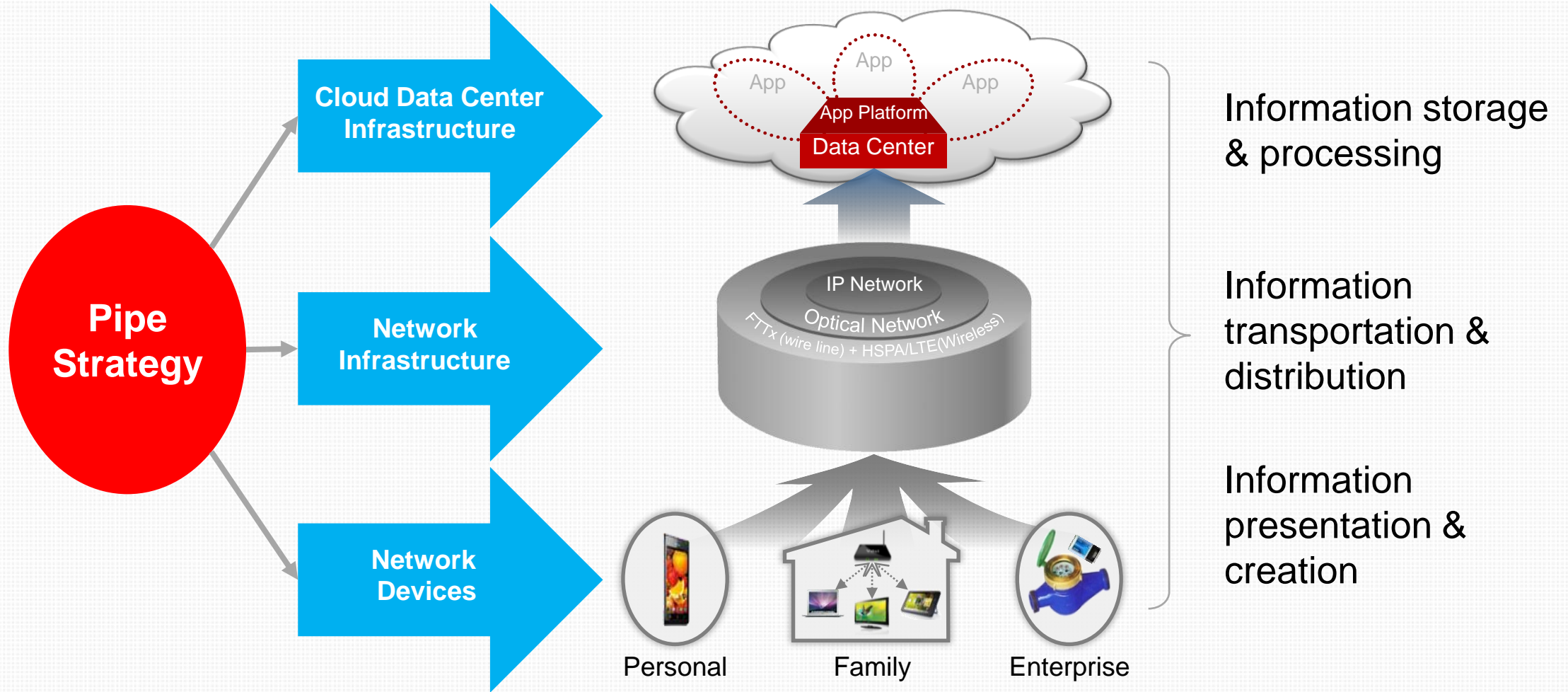


- Devices Business
  - Smart phone
  - Home devices
  - MBB devices
- Devices Chipset
- Devices Cloud

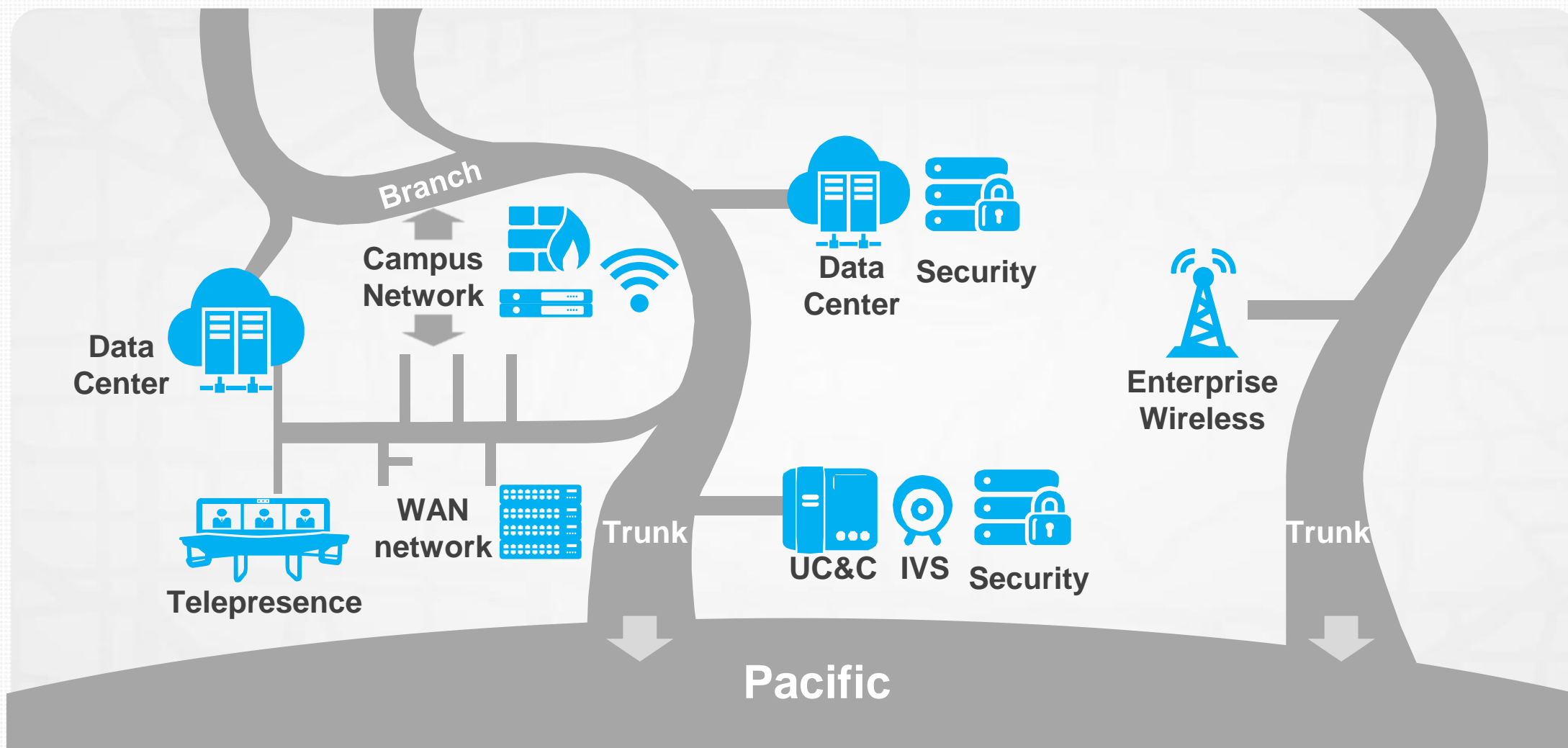


Serving hundreds of millions of consumers

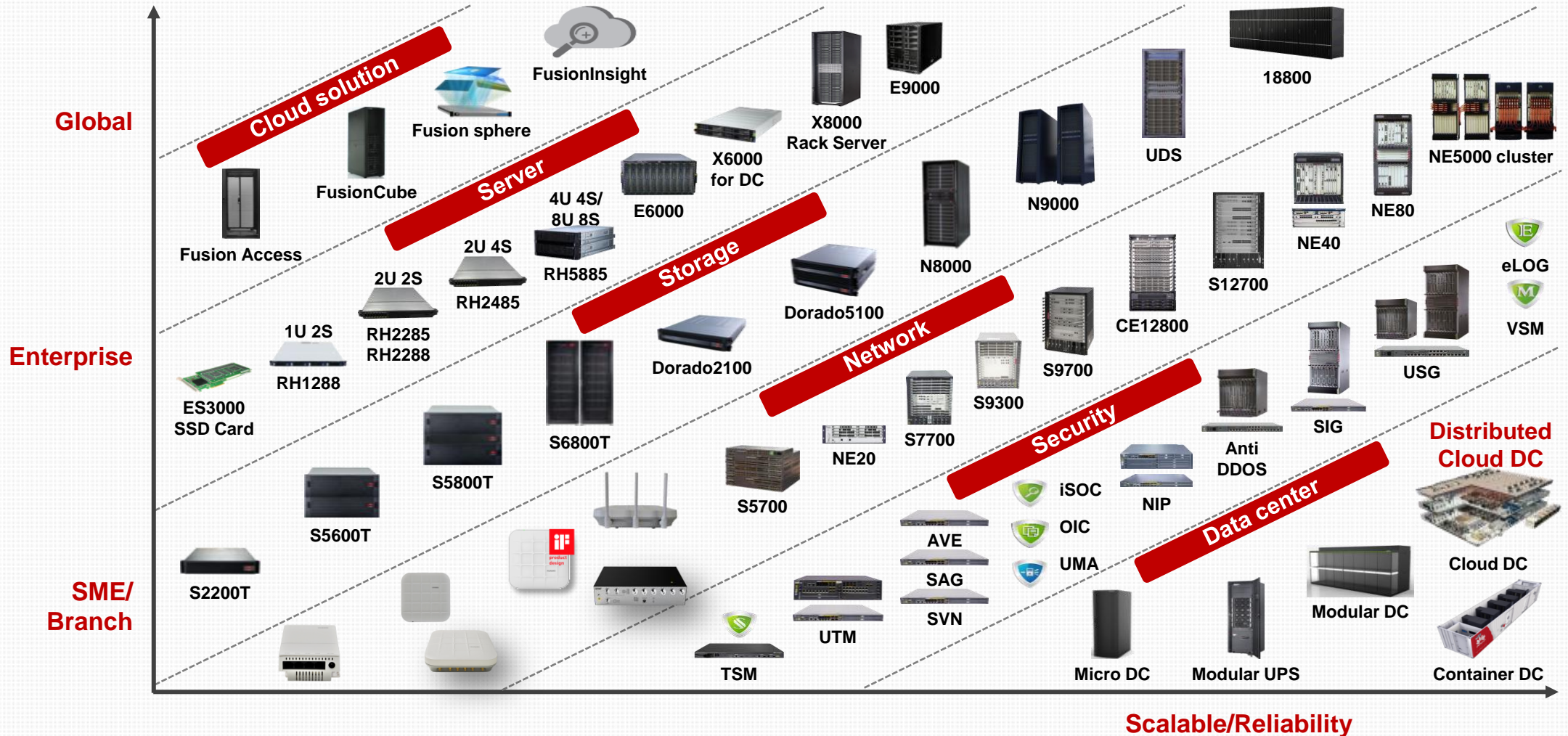
# Comprehensive Business Strategy



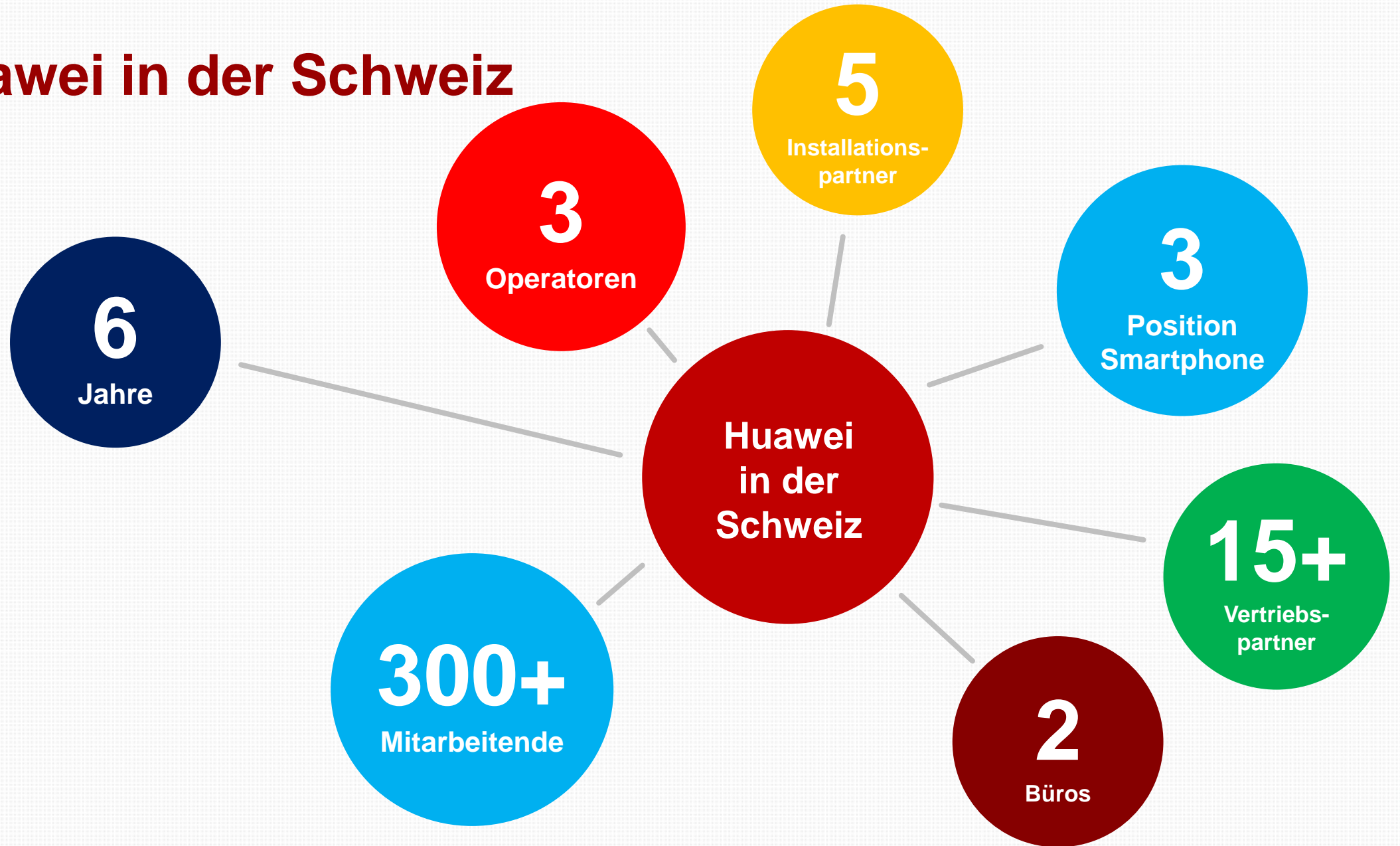
# Focusing on Enterprise ICT Pipes



# Comprehensive Product Portfolios



# Huawei in der Schweiz





# ICT Kompetenz Modul mit Schweizer Fachhochschulen

- Huawei ermöglicht Studierenden führende ICT Technologie direkt im Huawei HQ in China zu erleben
- Zusammenarbeit mit 6 Fachhochschulen unter der Führung der FHNW
- 12 Personen in Februar 2014, 14 Personen im September 2014, sehr positives Feedback
- Nächste Durchführung: September 2015



HOCHSCHULE  
LUZERN

Hes·SO

FHS St.Gallen  
Hochschule  
für Angewandte Wissenschaften



# Thank you

[www.huawei.com](http://www.huawei.com)