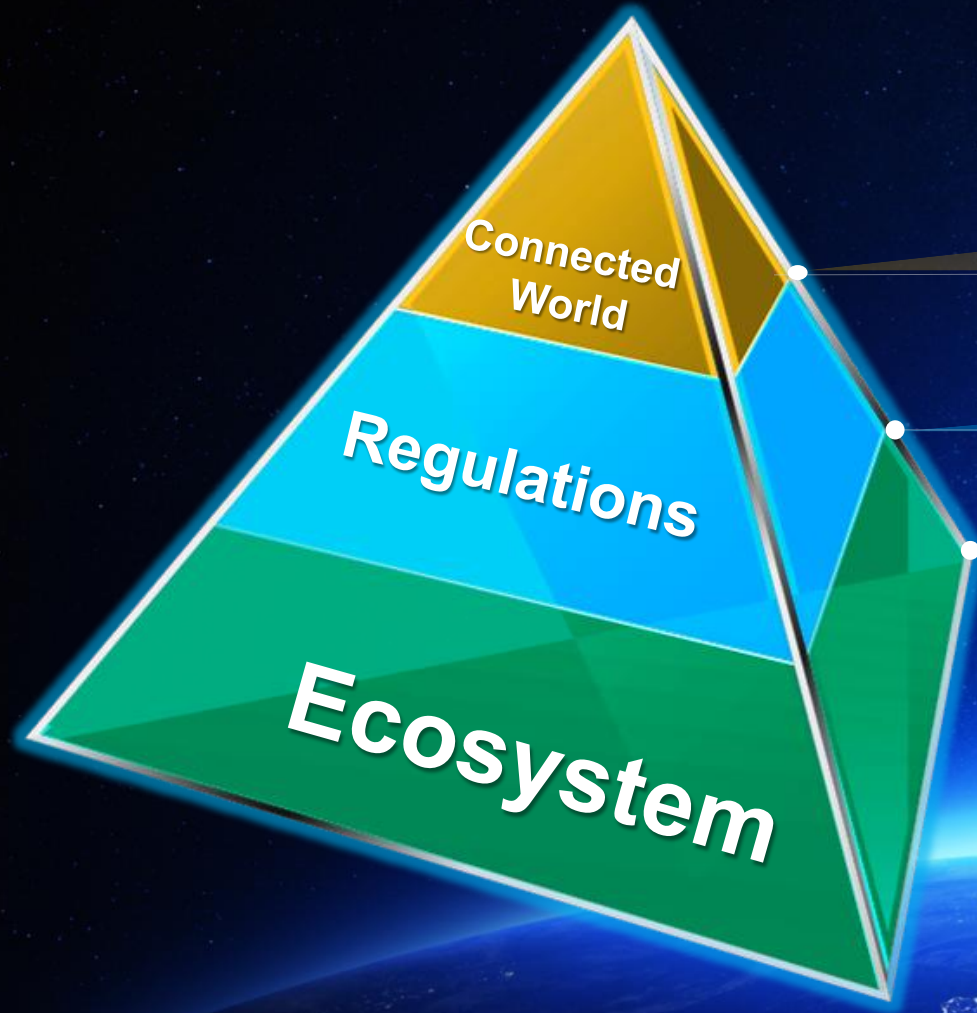


Build A Better Connected World

Charles Ding

Corporate Senior Vice President
Huawei Technologies Co., Ltd.





Connection Catalyzes the Transformation of All Businesses

Proactive Policies Drive ICT Innovation

Digital Enabler Stimulates the New Business Model and Ecosystem

People Long for A better Connected World...

Basic Connectivity

Cloud

Big
Data

Social
Network

Internet of
Things

Zero Distance Communications Immersive Experience



Visit Paris whenever
you want



Watch your pet
wherever you are



Celebrate birthdays
remotely with your
loved ones



Never miss a
great game



Never miss a
popular movie

... which Foster the Rise of Sharing Economy



Digital Agenda for Europe

Min: 30Mbps per family
>50% family 100Mbps

Quality



Speed



Sharing



Simplicity



Freedom



The Next Wave of The Digital Society

- 1 : All businesses will adopt a digital mindset.
- 2 : Mobile-first is the new standard.
- 3 : A new wisdom of connection & sharing.
- 4 : The impact of social media.

REAL-TIME TRANSLATION



INTELLIGENT MANUFACTURING



SMART GRID



DIGITAL LOGISTICS



INTELLIGENT TRANSPORTATION



TELEMEDICINE



SAMENA Insights: Connections Catalyze Growth



Economy

10%↑ BB penetration → **1.3%↑** GDP

Bridging the Digital Divide

Providing broadband access to economically disadvantaged areas

Innovation

Innovation efficiency **15 times ↑**

Manufacturing production efficiency **5% ↑**

Information service efficiency **20% ↑**

Other services **10% ↑**

Production efficiency

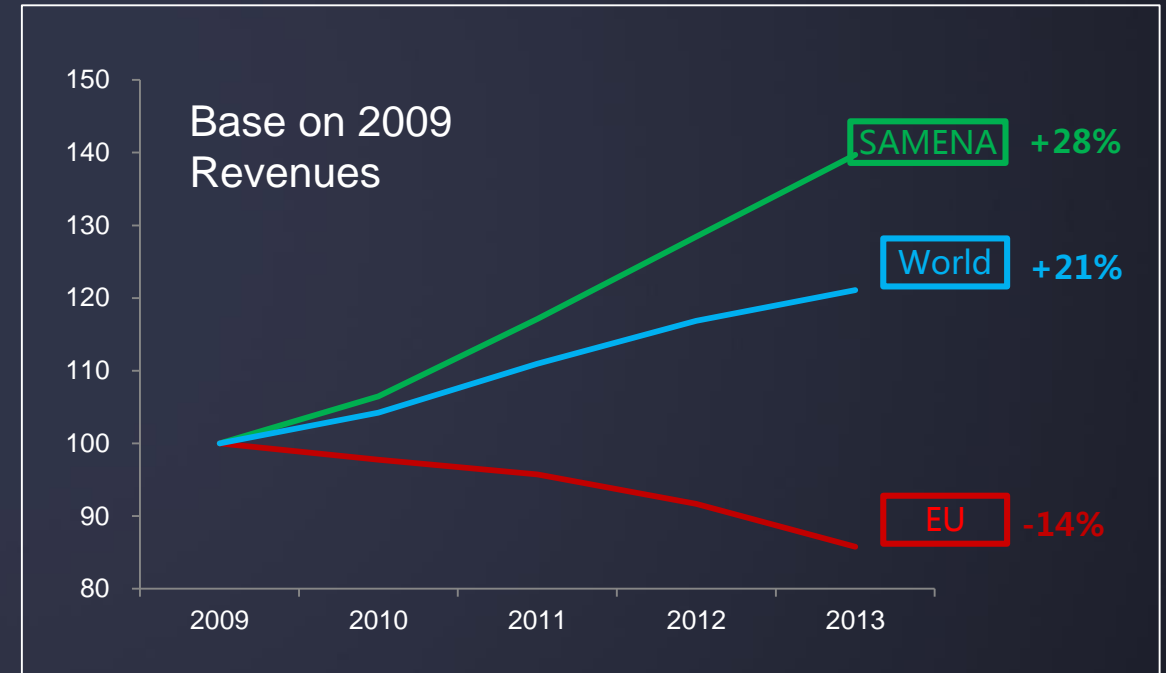
Employment

10%↑ BB penetration

Employment rate **2-3%↑**

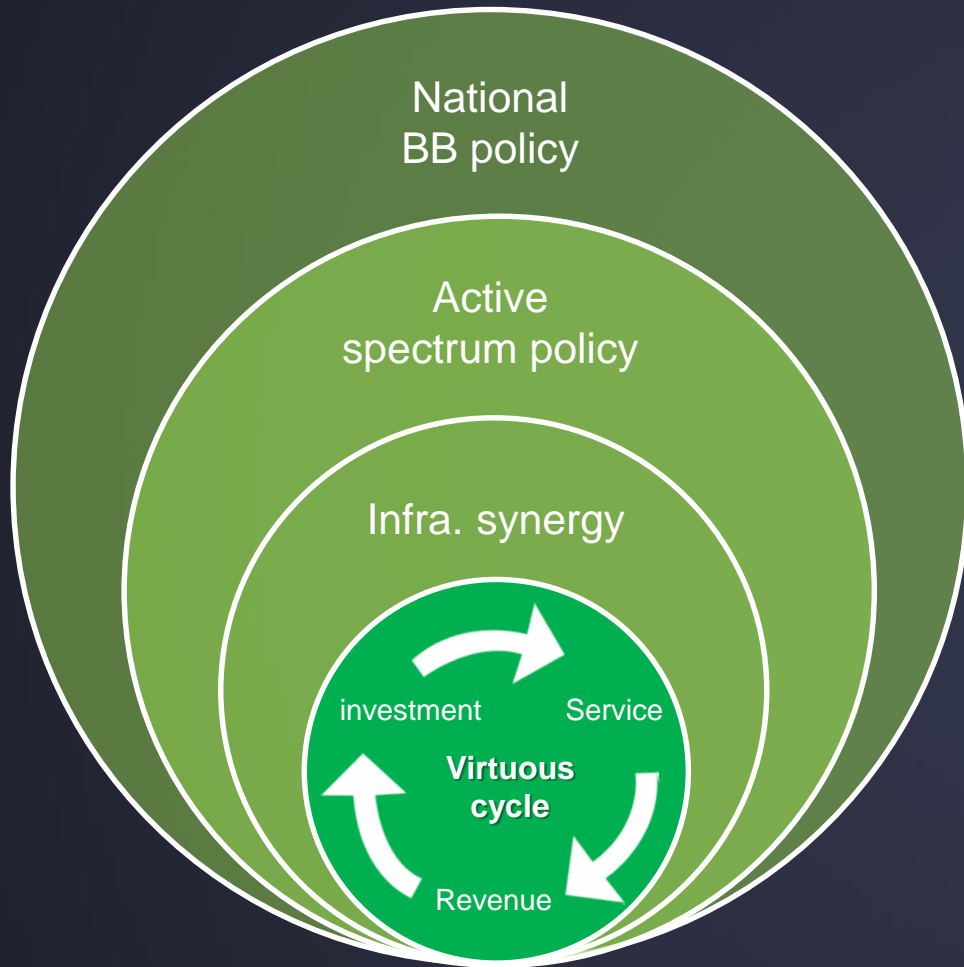
* Source: World Bank

SAMENA is the most dynamic market in the world



Source: GSMA Intelligence

Healthy ICT Industry Need Proactive Policy



National Broadband

Government investment + Sustainable business model (PPP) + Supporting policies (training, tax)

Active spectrum policy

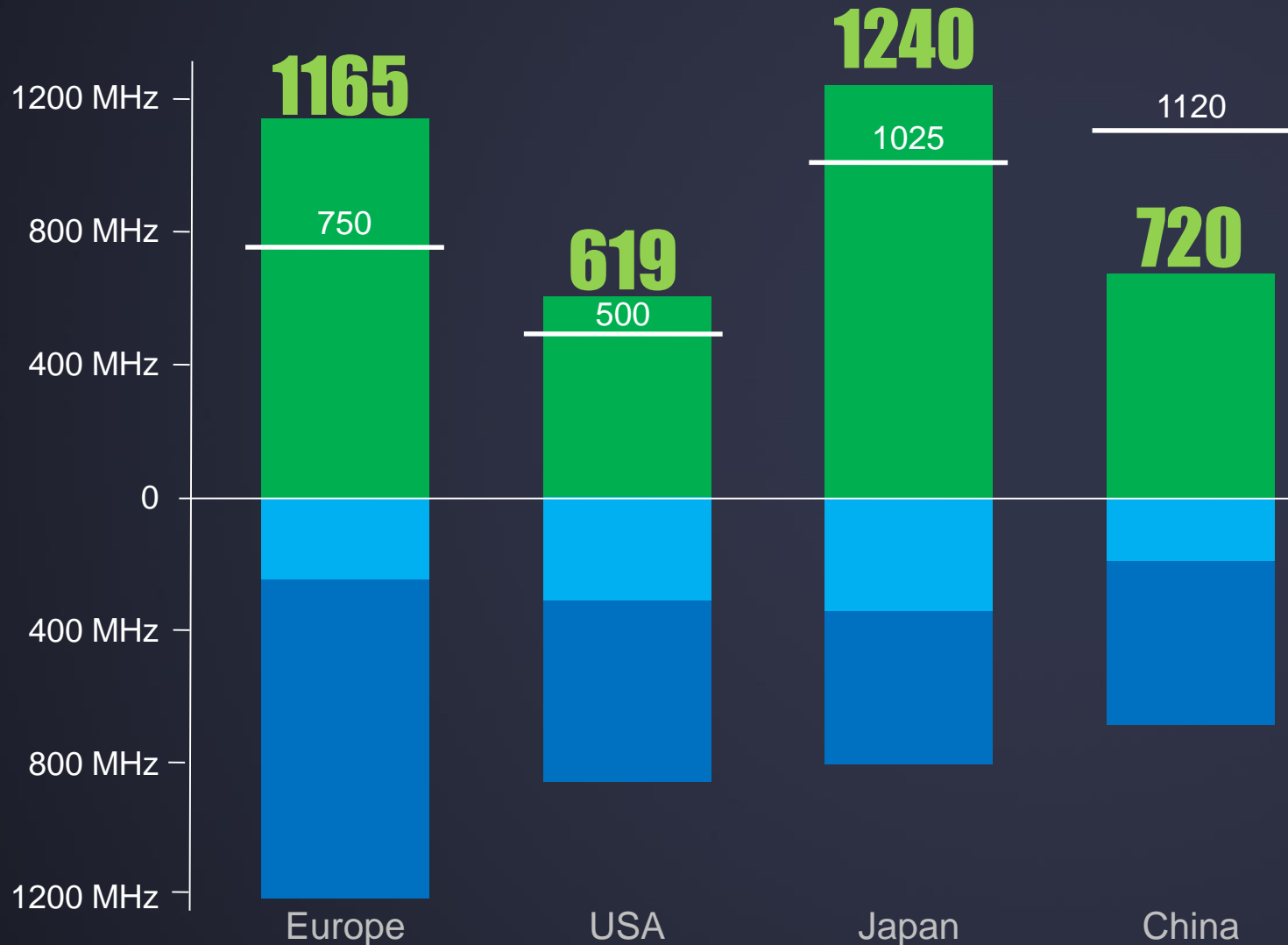
New license + Collaboration + Technology neutrality

Infrastructure synergy

Open + Shared + Subsidy (FCC: 40% deploy-cost reduced)

ICT should be seen as the engine of society and the economy instead of Cash Cow

MBB IMT Spectrum Deficit in 2020 could reach Over 500-1000MHz

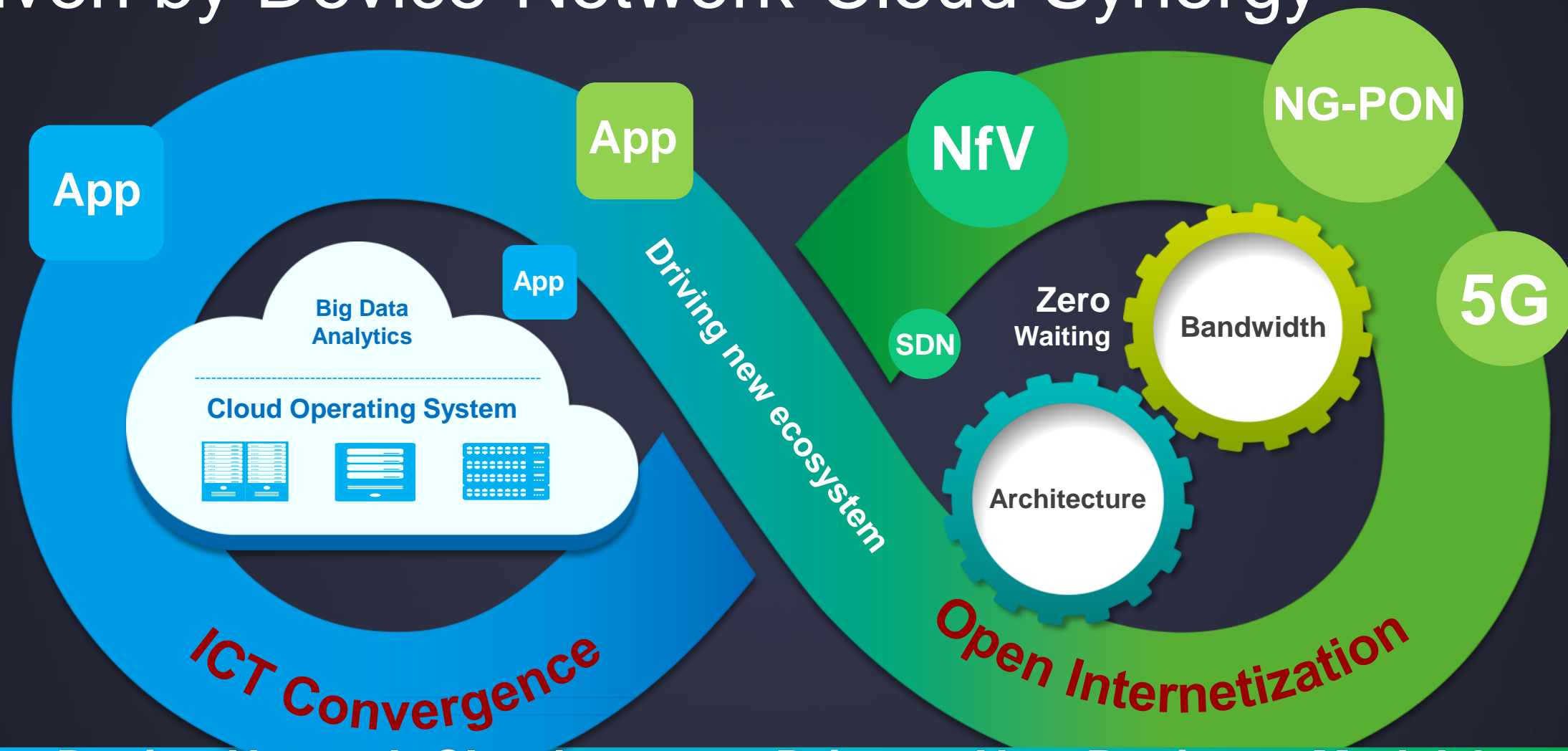


Spectrum requirements
over 1000MHz
 Spectrum demands expected
WRC-15 Potential gaps

- Additional spectrum Req.(MHz)
- Current WRC-15 Progress (MHz)
- In Pipeline(MHz)
- In Use(MHz)

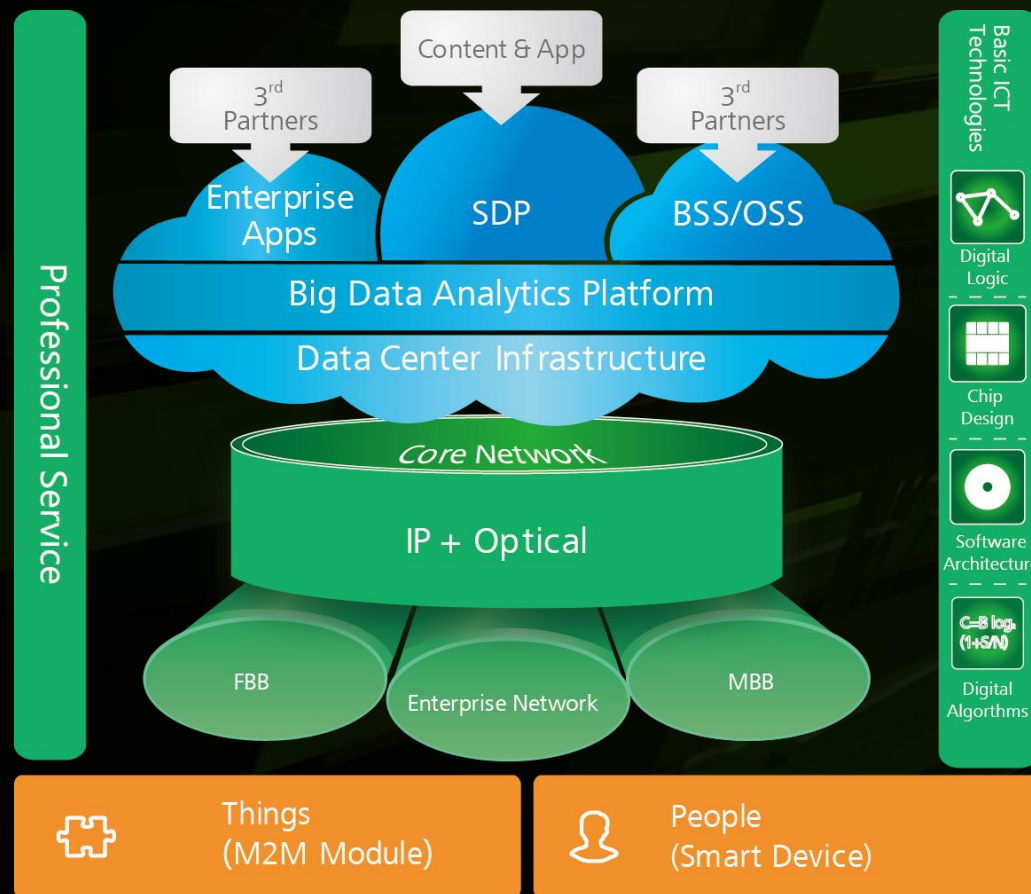
* Source: ITU-R, FCC, ACMA, AWG

Connectivity will enable a new ecosystem driven by Device-Network-Cloud Synergy



Device-Network-Cloud synergy Drives a New Business Model & Ecosystem

Focus on ICT Infrastructure and Become an Enabler for Digital Logistics



Information presentation
Information transmission
Information storage
Information processing

THANK YOU

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