Huawei Overview

April 29, 2010
Snapshot of Huawei

- A leading provider of commercial telecom networks
- Established in Shenzhen in 1988
- Private, employee owned company
- Over 95,000 employees
- 70% of R&D staff hold Master’s or Doctorate degree
- 2009 Revenues of USD 21.8B
Huawei – Leading Wireless Supplier

2009 RAN Market Share

- Huawei: 28%
- Others: 7%
- A: 8%
- Z: 10%
- NS: 18%

UMTS Shipments 2009

- Huawei: 30%
- Others: 9%
- A: 26%
- E: 12%
- Z: 23%

GSM Shipments in 2009

- Huawei: 31%
- Others: 5%
- A: 5%
- NS: 20%
- Z: 11%

CDMA Shipments 2009

- Huawei: 28%
- Others: 5%
- A: 9%
- NS: 20%
- E: 31%

Dell'Oro Group
Huawei’s Wireless End-to-End Portfolio
SingleRAN Portfolio

**Convergence**
- BBU: CDMA/WIMAX/GSM/UMTS/LTE Co-platform
- RRU: Software Define Radio

**Multi-carrier**
- Up to 8 CDMA carriers or 20MHz LTE carrier
- Up to **40%** PA Efficiency with DPD + A-Doherty

**Green**
- Significant Power Consumption Decrease
- Space and Site Reduction

**All IP**
- IP Core, Interface, and IP Transmission
- Transmission Saving

Support all cellular spectrum bands in USA
Typical Rural MBB Coverage

Excellent coverage with Huawei’s Distributed Base Station
Thank you

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