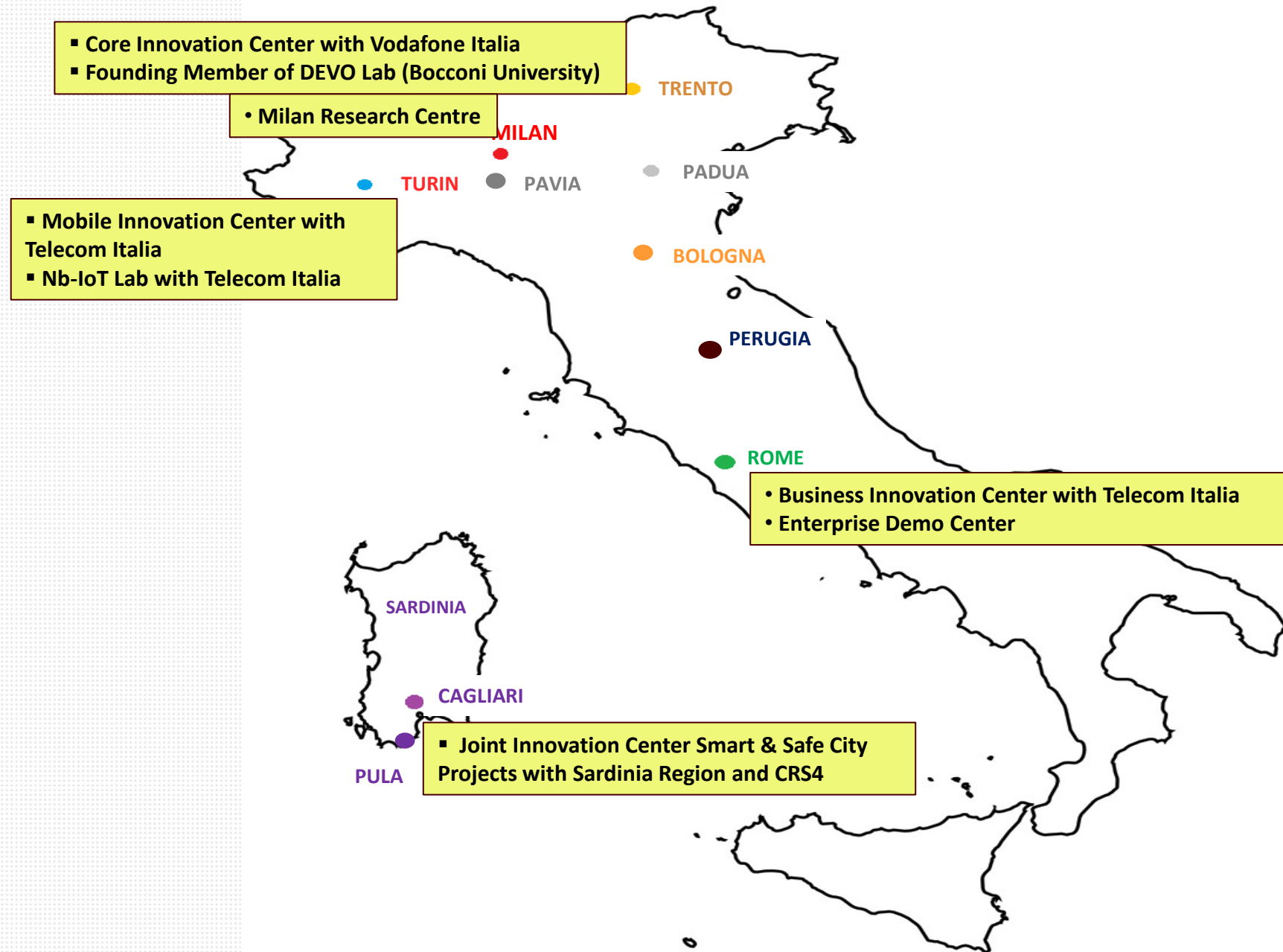




Building a Better Connected World

Direct Investments in Italy: R&D, Innovation Centers, Labs



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Milan Research Center

- Established in 2008 in Segrate, become Global R&D in 2011, serves the company all over the world
- Why to invest? Unique highly skilled workforce on high frequencies and microwave technology in the Milan area
- 100 researchers, led by Huawei Fellow Renato Lombardi
- Partners with Lombardy highly specialized electronics SMBs
- 30 patents filed at now
- Increase scope of research since 2016, including 5G
- Joint projects with Politecnico of Milan, University of Pavia, University of Trento, University of Padova, +1 mln EUR invested in 2016



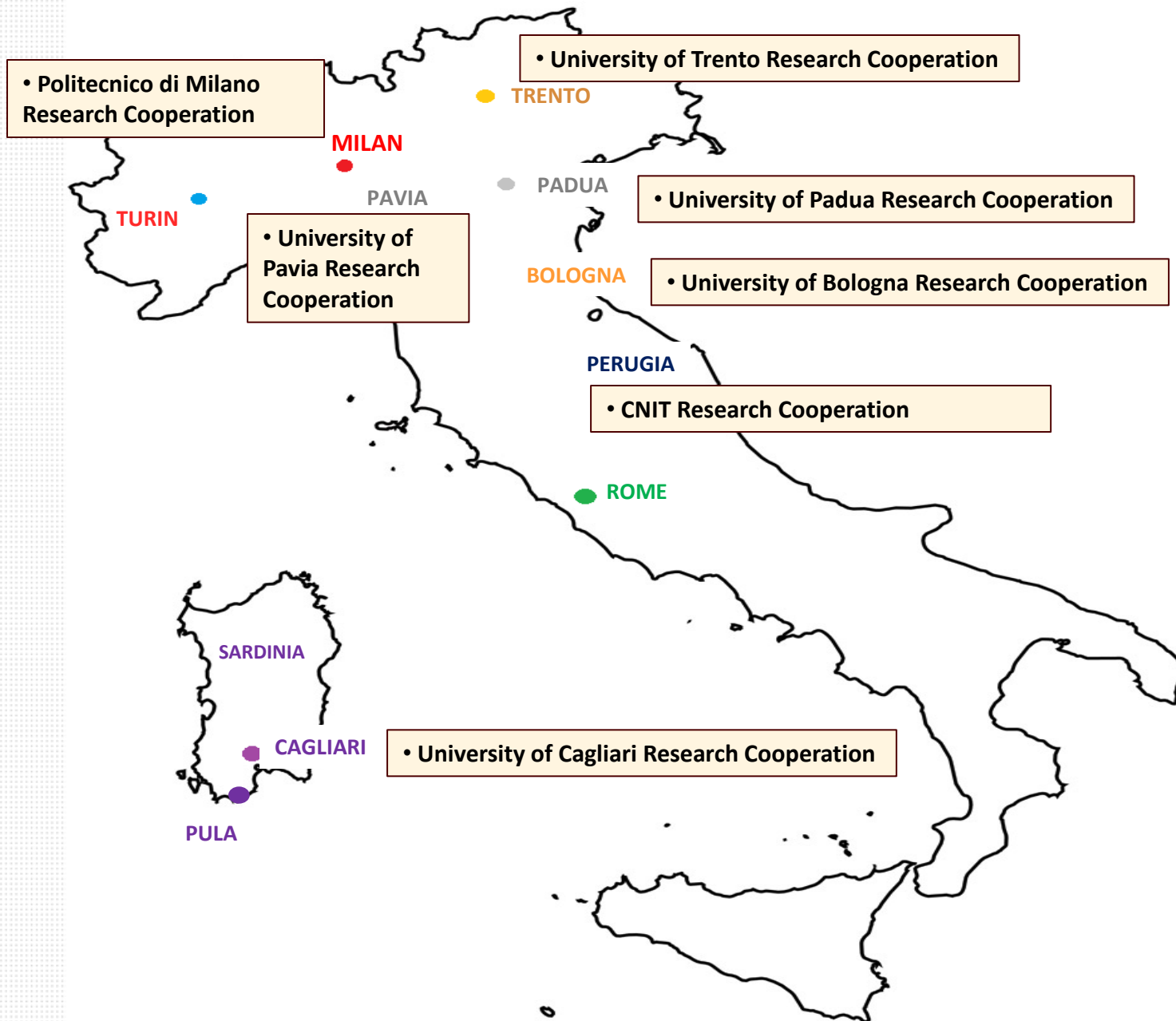
Direct Investments in Italy: R&D, Innovation Centers, Labs



Joint Innovation Center in Pula (CA)

- Established in Dec 2016 in Pula, close to Cagliari
- Joint investment with Sardinia Region, 20 million Euro commitment
- Mission: develop solutions for Smart and Safe Cities
- Why to invest? Availability of Public Administration, presence of a public R&D Center (CRS4) owned by the Region itself
- Not only financials, investment on competences
- Collaboration with 6 regional SMBs, indirect turnover generation
- Already provided one best practice outside of Sardinia:
 - ***eLTE solution to support rescue operation during Rigopiano avalanche***

Indirect Investments in Italy: Universities' collaborations



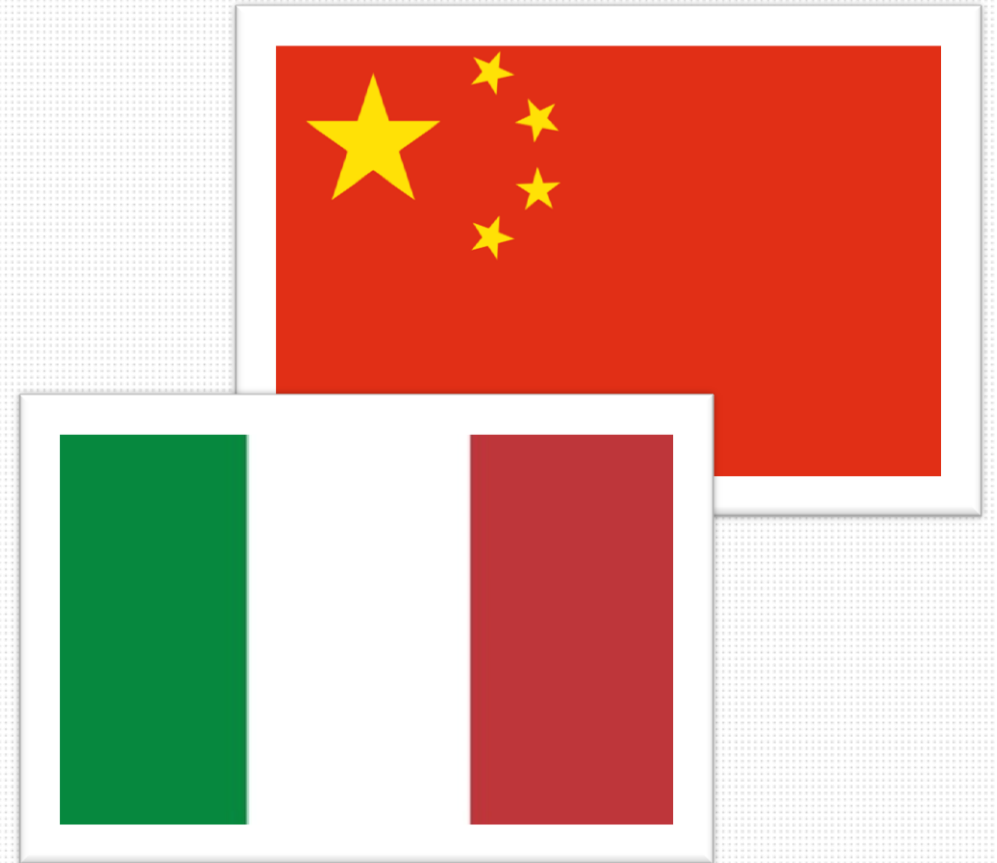
Actively participate in local innovations

Huawei cooperates with Italian universities:

- Polytechnic of Milan: Optical technologies and algorithms to be used for fixed access (FBB)
- University of Trento - Optical filter assembly feasibility study activities
- University of Perugia - MEMS device technologies and design. Involved in the design of RF E band switch. MEMS device and Reflector Antenna Array Design.
- University of Bologna: Ray-Tracing Core Algorithms Collaboration Project
- University of Pavia: BiCMOS components for 5G access millimeter-wave
- University of Cagliari: Reliability and Spectroscopy analysis.

Why investing in Italy?

- Open market
- Fair competition
- No prejudices on foreign companies
- New fiscal approach and tools for foreign investors and large taxpayers
- Human capital and highly skilled ICT workforce
- Healthy enterprises ecosystem and availability of valuable partners
- Good trade relationships between Italy and China



Thank you

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