

Middle East Fact Sheet



Overview

Huawei, a leader in providing next-generation telecommunications network solutions for operators around the world, established its Middle East headquarters over 10 years ago. Huawei Middle East, which is headquartered in Bahrain, has offices across 13 countries with over 2,800 employees, of whom 60% are local hires. In the Middle East, Huawei is most actively involved in Bahrain, Saudi Arabia, UAE, Qatar, Jordan, Oman, Kuwait, and Lebanon.

Huawei has invested considerable resources to consolidate its presence and establish a strong network with key operators in the region, including Etisalat, STC (Saudi Telecom Corporation), Zain, Batelco, du, Qtel, Mobily, Orange Telecom and Vodafone.

With an average annual sales growth of 50%, our regional contract sales across MENA in 2009 totaled USD 3.3 billion, compared to USD 2.9 billion in 2008.

In the Middle East, Huawei has deployed and provides a broad range of tailored products, solutions and consulting services across wireless, core network, application and software, fixed network, devices, and managed services.

Milestones

- April 2010: Deployed, jointly with STC, the Middle East's largest pre-commercial LTE network
- 2010: Deployed, together with Etisalat, the first pre-commercial LTE network in the UAE
- 2009: Won the Middle East Vendor of the Year Award in CommsMEA 2009 at the Telecommunications Industry Awards
- 2008: Built the world's first commercial All-IP network for Viva Kuwait, paving the way for the overall transformation to All-IP
- 2008: Official strategic partner signing agreement between Huawei and Etisalat was signed in Shanghai, China, and witnessed by Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai
- 2008: Built the world's largest GPON FTTH network in the UAE, jointly with Etisalat, constructing the highway for information transmission in the Arab world
- Since 2006: Huawei's core network solution has successfully supported the Saudi Arabian Hajj season with seamless network accessibility and usage during the high peak traffic experienced during the pilgrimage

- Since 2006: Integrated network services helped Saudi Telecom support extraordinary Hajj peak traffic for three straight years
- 2006: Launched the region's first HSPA+ network with Etisalat
- 2003: Launched, with Etisalat, the first UMTS commercial deployment network and the first 3G network in the Arab world

Corporate Social Responsibility

As one of the largest companies in the region, Huawei is committed to working with the industry and government organizations to increase mobile penetration in the region, while stimulating socio-economic investment through our Corporate Social Investment programs.

Huawei actively promotes energy conservation and contributes to the local community. In 2009, Huawei partnered with Etisalat to establish the Application Innovation Centre (AIC) in Abu Dhabi to increase competitiveness and sustainability through customized solutions and applications.

To provide the education and training necessary to help young engineers and telecommunications specialists contribute to the long term socio-economic growth of the region, Huawei partnered with leading telcos, including Etisalat and Batelco, to establish local training centers that provide training on the latest technology, regular workshops, and knowledge sharing.

For more information, please visit our website: www.huawei.com or contact:

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