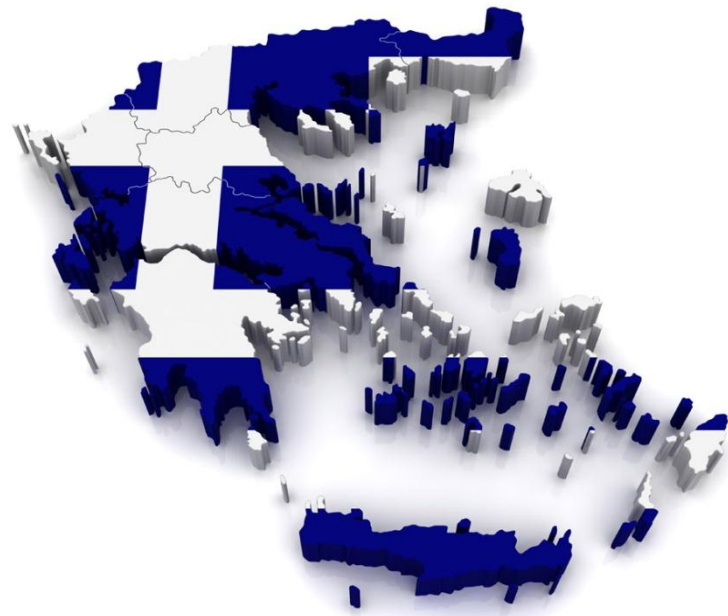


# Huawei In Greece



2005, Huawei establish local office

2014, Huawei reached US\$100M+ revenue, Keep up biggest telecom solution provider in Greek market



**120** Employee, **80%** Local

Local Partners **30**, Creating Job indirectly :**300 -500**



2010-2013, Accumulated mount of VAT, Operation Tax, Enterprise / Individual Tax and Employee Insurance exceed **50M** Euro.

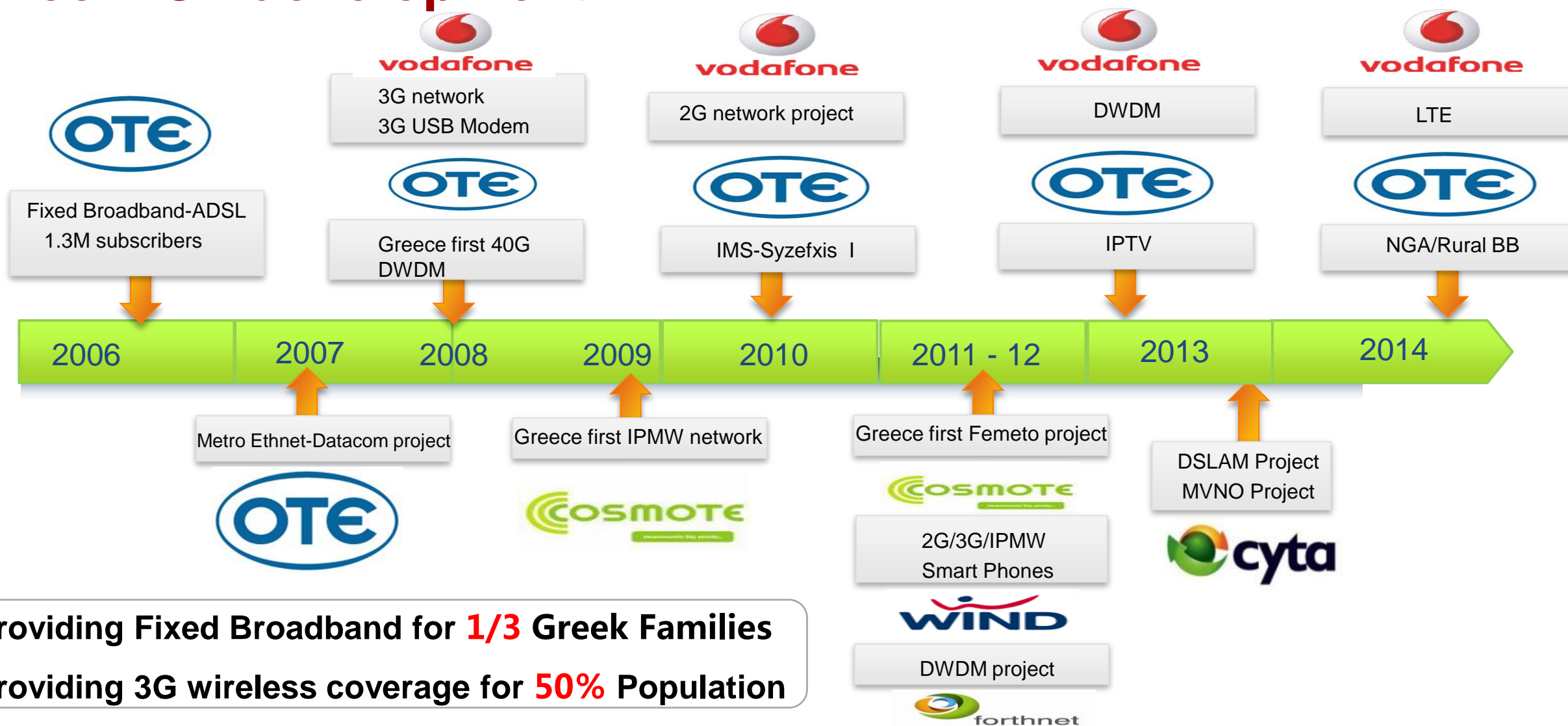
Procurement

2010-2013, Accumulated Procurement exceed **30M** Euro.



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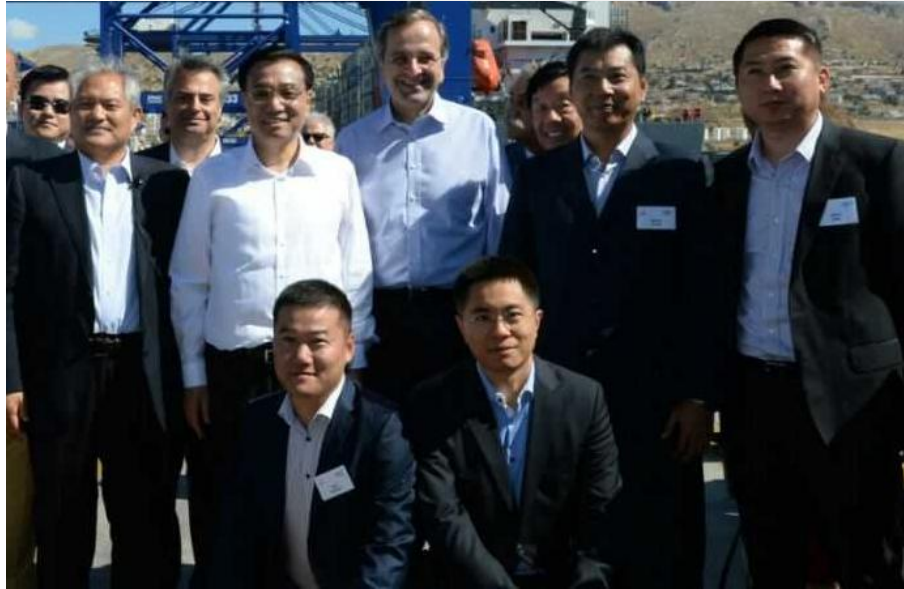
# Huawei Provide E2E ICT solution, actively contribute in Greek ICT development



Providing Fixed Broadband for **1/3** Greek Families  
 Providing 3G wireless coverage for **50%** Population

# Huawei Logistics HUB

Based on Huawei Europe supply center in Hungary, Huawei cooperate with COSCO, Piraeus Port, jointly establish Huawei Logistics HUB in Athens.



2013.11, First pilot of Huawei Piraeus HUB transport finished;

2013.12, Ceremony of Huawei Piraeus HUB transport been host by Huawei and PCT;

2014.1, Second pilot delivered, pilot finished;

2014.5, Sign frame contract of Piraeus HUB transport with COSCO; Prepare for Sea-Train transport;

2014.6, Greek and Chinese PM visit PCT, and startup the first Train with Huawei goods deliver to Hungary.



# Huawei support ICT modernization in Greece

Syzefxis II project, to connect all government department, public organization, totally 30K buildings, provide modernization voice/data/video services. Huawei has participate this project since 2011, our goal is to cooperate with local partner, provide our competitive solution ;

Rural BB (White Area) project, to provide broadband services to 500K+ people in rural area. Now it is in evaluation period, Huawei has submitted our most advanced LTE, Fixed, transmission solution;

In Greece, Huawei is willing to participate all ICT modernization project in public sector. We promise to provide leading-in-industry ICT solution, including National Broadband, Smart-Grid, Smart-Transportation, E-Education, etc..

Huawei cooperate with main Greek ICT company, introduce our solution and experiment, help in ICT modernization in whole Greek society;



**To improve ICT infrastructure of whole Greek society, to boost competitive power of Greece, and benefit all Greek people.**

# Huawei Vision in Greece, continually contributing to local economy, being reliable corporate citizen

## More investment



- In next 3 years, Huawei employee will increase to 160, and increase localization rate;
- Enlarge local procurement, forecast amount is 100M in next 5 years;
- Enlarge transport volume in PCT Logistics HUB;

## ICT development



- Provide advanced ICT solution, and competitive commercial offer, help Greek Gov. in ICT modernization;
- Sharing Huawei experiments in Global ICT market, establish Joint innovation team, discuss about further ICT dev strategy, e.g., National Broadband.

## Education Cooperation



- Cooperate with university, provide 5-10 scholarship every year, help Greek students learn ICT technology, also arrange visiting china and Huawei;



# HUAWEI and young graduates

In Huawei we believe that our employees are our most valuable asset and especially employees who are hired from a young age and are integrated to Huawei culture. As a company, especially the past few years, we greatly invest in students and graduates. The strategy of our company, which proves to be very efficient, is finding young talents from different fields of study and universities and, by providing them from scratch with the appropriate trainings, to get the most out of them as regards performance and knowledge.

Our company has joined this job fair as to find the right people for the right positions but also to start a communication bridge between young talents and us for future cooperation. Communicating with young people is essential for us since it provides us with an insight on the competencies of current students and graduates but it also allows us to discuss with young people and see their expectations and needs.

## Examples

As a global innovation leader, Huawei has recognized the key role it can play in giving a leg up to young people with an innovative mindset. The annual InnoApps contest is one of our flagship initiatives for young Europeans seeking to start their own ICT business.

Our Telecom Seeds for the Future Programme is another key example of our approach to skills training. Currently covering 18 European countries, the programme enables talented undergraduates to receive hands-on work experience at Huawei's global headquarters in China, providing them with important insights into the workings of a global ICT company. Over 400 young Europeans have participated in the initiative so far.

In December 2014 Huawei Greece has attended Seeds of the future by sending 10 students to visit Beijing and Huawei's HQ in Shenzhen. These student came from National Technical University Athens and University of Piraeus. The students had the opportunity to see the latest telecommunications' technologies first hand and attend several workshops explaining the current trends of this industry as well as in-depth explanations of Huawei technologies used in the modern market.





# Current Vacancies

The current positions that are open in our company and concern students and graduates are:

1. Core Network Engineer
2. Radio Network Optimization Engineer
3. Site Engineer
4. Software Engineer
5. Wireless Engineer
6. Merchandiser

For more information about these positions please visit us at **kiosk 212** .

You can also participate to our competition and get the chance to win a Huawei TalkBand B1!

# Thank you

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