



Welcome Address by Abraham Liu, Chief Representative of Huawei to the EU Institutions, at the DigitALL 2019 Chinese New Year Celebration, 7 February 2019, Concert Noble, Brussels.

Thank you Paul.

Ladies and Gentlemen, Excellences, Honorable Members of the European Parliament, Dear Friends,

On behalf of Huawei, I'd like to warmly welcome everyone to today's event to celebrate the Chinese New Year together.

New Year is one of the most important holidays for **every family** both in China and Europe.

For Huawei, Europe has become our second "home". It is Huawei's second largest market outside China. We now have 12,000 employees in Europe and over 70% of them are hired locally. In 2018, we procured 6.3 billion USD worth of goods and services in Europe. We also have established research partnership with over 140 top universities and organizations in Europe to help boost the research capabilities in Europe. Huawei has put down deep roots here and become **an inseparable** part of Europe.

What are the priorities of a family? After thinking about this, I've come to the following conclusions.

First, we stick together and strive towards common goals.

Europe is open and inclusive, and this allows us to put aside differences and work together effectively.

The digital age is approaching, which brings unprecedented opportunities for Europe. At Huawei, we have focused on digitization since our founding over 30 years ago. **We aim to bring digital to every person, home and organization for a fully connected, intelligent world.**

In 2018, Huawei vigorously collaborated with many different partners to contribute to the digitization of all industries in Europe. Some typical examples are::

We work with Duisburg to establish one of the most advanced smart cities in Germany;

We signed an agreement with National Opera of Paris to build a digital platform;

We partnered with many car manufacturers including Audi and PSA to explore connected vehicle solutions;



We helped TIM and Fastweb launch the first 3GPP standard 5G commercial network in Italy; we are also working with major operators in Europe to accelerate the 5G deployment in Europe.

These things may not be seen as significant today, however, just like seeds need time to grow into trees, in the long-term it will have big impact on our society which all of us will benefit.

Ladies and gentlemen, as you know that seeds can not grow into trees without soil. Security is the soil and foundation for the digital infrastructure. At Huawei, we always place cybersecurity as the company's top priority. This January, Huawei founder and CEO Mr. Ren Zhengfei issued an open letter to all Huawei employees reaffirming our commitment to cybersecurity. Huawei is a 100% privately owned enterprise, if we want to pursue commercial success, we must follow our own business ethics. We have not and will never harm the interests of any customer or nation.

Recently Huawei has been under constant attack by some countries and politicians. We are shocked or sometimes feel amused by those ungrounded and senseless allegations. For example, yesterday the U.S. ambassador to the European Union Mr. Sondland says someone in Beijing can remotely run a certain car off the road that's on the 5G network and

kill the person that's in it. **This is an insult to people's intelligence let alone the technology experts across Europe.**

To set the record straight, **I would like to emphasize that Huawei has an excellent track record in cyber security around the world. Our devices have never caused any serious cyber security breaches which also proved by strict reviews from multiple regulators and operators.** Our partners, including Deutsche Telekom, British Telecom, Vodafone, Orange, Telefonica, and Proximus, have publicly endorsed their trust in Huawei. I applaud for these sensible approaches.

Cybersecurity should remain as a technical issue instead of an ideological issue. Because technical issues can always be resolved through the right solutions while ideological issue can not. By excluding Huawei from the market, doesn't mean the network is safe. For example, since Huawei's equipment is not used in the US networks, is the US having the most secure networks in the world? The answer is NO! Cyber security is a common issue shared by the entire world and industry, and it requires the joint effort of all to face it.

We will never stop in our pursuit of more secure networks. **We are always willing to accept the supervision and suggestions of all European governments, customers, and partners.** Although Huawei has never had any serious cyber security incidents in the past, there is still room for improvement with our software engineering capabilities. To this end, Huawei has put forward a software engineering capability enhancement program as an important part of the company's Integrated Product Development 2.0 transformation, and will allocate 1.75 billion Euro within five years to this program.

In addition, we will open the Huawei Cybersecurity Centre in Brussels next month. Through this new center, we hope to demonstrate in a more **transparent way that we are part of the solution not part of the problem.**

Third priority for a family: **we look forward to the future with the vision for a better world.**

Every person and every family must have a vision for a better future.

Without this vision, we may not have enough strength and confidence to overcome difficulties and setbacks, and keep moving forward.

Our vision is clear: the technological progress has to serve humans. Making lives easier is at the heart of what we do at Huawei. We develop technology to put it to use for people. Take the example of StorySign – an application we have launched in cooperation with the European Union of the Deaf to help deaf children to read. Mark Wheatley and Walter Ji from our consumer group will elaborate on this in a moment.

Ladies and gentlemen, Mr. Jean-Claude Juncker once said:

The European family may well be anything but perfect. But it is the best thing that we have for bringing the countries of Europe around the same table and for forging compromises so that people here can live in peace, freedom, and prosperity.

Europe is like a big, lively family. We feel happy to be a part of it, and look forward to growing together with it. In the past 18 years, Huawei has been bringing the latest technologies, investment, research and development, partnership and healthy competition to Europe. Our success is Europe's success and our loss will also be Europe's loss.

There is a famous saying that "I never knew an early-rising, hard-working, prudent, and strictly honest man who complained of bad luck." In Huawei,



we believe the same, complaint will not solve the issue, but working closely with our European partners will create a better future for us.