



HUAWEI AND INDRA COLLABORATE TO FOSTER THEIR INTERNATIONAL GROWTH STRATEGIES

- **The companies widen agreement to work across multiple sectors worldwide**

Hannover (Germany), March 24rd, 2017.- Huawei and Indra, one of the global consulting and technology companies, have signed a Global Frame Agreement at CeBIT 2017 to develop joint ICT solutions for multiple sectors.

As part of the partnership, Huawei and Indra will set up joint working groups to collaborate in bringing new competitive solutions to market and securing future business together worldwide. Indra is the second largest investor in R&D in its sector in Europe which supports the development of new solutions across multiple markets. Indra and Huawei will also be able to take advantage of this partnership in their international growth strategies.

Indra is one of the companies in its sector in Europe that invests more in R&D, investing effort between 5% and 8% on annual sales in the last ten years, by promoting the development of new solutions in multiple markets. For its part, Huawei has dedicated to research and development -an area to which 80,000 of its more than 180,000 employees worldwide are dedicated- more than 24,888 million dollars over the last decade. Only in the past 2016, the company did invest about 14% of its sales revenue in R&D.

This partnership will allow clients of both companies to offer more competitive solutions and services, aligned to their needs and new business models. In addition, the innovative capacity of Huawei and Indra and the overall nature of the relationship will provide a more agile and close service.

"Technologies are reshaping the fundamentals of business and industry. Organizations need to embrace innovative solutions in order to provide the services that customers want and also remain competitive," said Manuel Ausaverri, vice president Strategy, Innovation and Alliances at Indra. *"Working with Huawei means we will be able to more effectively develop the right ICT solutions to meet modern business challenges".*

"At Huawei we are dedicated to ground-breaking innovation and fostering an open, collaborative ecosystem with our partners," commented Ma Yue, global vicepresident of Huawei Enterprise. *"This partnership with Indra means that we are able to provide high quality ICT products bring more innovative solutions to the market in the years to come."*

CeBIT 2017 is held at the Hannover Exhibition Center in Hannover, Germany, from March 20 to 24, 2017. For more details, please visit: <http://e.huawei.com/topic/cebit2017-en/index.html>

About Huawei

Huawei is a leading global information and communications technology (ICT) solutions provider. Our aim is to enrich life and improve efficiency through a better-connected world, acting as a responsible corporate citizen,



innovative enabler for the information society, and collaborative contributor to the industry. Driven by customer-centric innovation and open partnerships, Huawei has established an end-to-end ICT solutions portfolio that gives customers competitive advantages in telecom and enterprise networks, devices and cloud computing. Huawei's 170,000 employees worldwide are committed to creating maximum value for telecom operators, enterprises and consumers. Our innovative ICT solutions, products and services are used in more than 180 countries and regions, serving over one-third of the world's population. Founded in 1987, Huawei is a private company fully owned by its employees.

For more information, please visit Huawei online at www.huawei.com or follow us on:

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About Indra

Indra is one of the leading global consulting and technology companies and the technology partner for the key business operations of its clients around the world. It has a comprehensive offer of own solutions and advanced services and high added value in technology, combining with a unique culture of reliability, flexibility and adaptation to the needs of its customers. Indra is a world leader in the development of integral technological solutions in fields such as Defense and Security; Transport and Traffic; Energy and Industry; Telecommunications and Media; Financial services; And Public Administrations and Health. Through its Minsait unit, Indra responds to the challenges of digital transformation. In fiscal year 2016 it had revenues of 2,709 million euros, 34,000 employees, local presence in 46 countries and commercial operations in more than 140 countries. Likewise, Indra has an important ecosystem of alliances for the different sectors of activity in which it wants to boost its presence and competitiveness, in which are integrated great companies like General Electric, Intel, Microsoft and IBM.

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