

Fact Sheet

(19 JULY, 2017)

STRATEGIC PARTNERS PROGRAMME (SPP)

BACKGROUND

1. IMDA and Huawei will be working to collaboratively establish a Strategic Partners Programme (SPP) with Huawei to propel Singapore-based companies into tackling the global market. A Memorandum of Intent (MOI) was signed in July 2017. Huawei will provide global problems statements and market opportunities curated from its 170 offices around the world to Singapore-based tech companies in the SPP, which will be given the opportunity to partner with Huawei to develop applicable solutions, which Huawei will, where appropriate, incorporate into or bundle with Huawei products marketed and sold to the global market. Huawei will also facilitate technology transfer (training and workshop with Huawei's engineering team) and provide early access to their tech for selected companies with the aim of developing innovative products for the global market. IMDA will structure platforms and engagement models to identify and curate tech companies as partners under the SPP.
2. Through this partnership, 35 local companies, to be jointly shortlisted through the SPP, will have the opportunity to access and benefit from Huawei's breadth of technology capabilities, market insights and global business network. The opportunities will enable the participating companies to develop products and solutions that address global market demands in specific sectors such as healthcare, logistics, financial services, public safety, public utility and more.

BENEFITS TO LOCAL TECH COMPANIES

3. Through the SPP, the local tech companies can benefit from:

- **Enhanced business offerings** – by bundling or adding new applications co-developed using Huawei's platforms or solution offering;
- **Access to domain expertise** – to augment the capabilities and knowledge of the local tech companies with Huawei's technical and domain expertise in developing the product for global markets;
- **Opportunities to scale to international markets** – by leveraging Huawei's global market access through their 170 offices worldwide.

BENEFITS TO HUAWEI

4. Through the SPP, Huawei can:

- **Enhance business offerings** – by bundling or adding new applications to its existing platforms or solution offering;
- **Align local tech companies' development efforts to product / technology roadmap** – provide input and co-develop products that are in line with its business or technical requirements; and
- **Build network of partners or suppliers** – grow a base of local technology partners to support its business needs or customers' needs.

About Infocomm Media Development Authority (IMDA)

The Infocomm Media Development Authority (IMDA) will develop a vibrant, world-class infocomm media sector that drives the economy, connects people, bonds communities and powers Singapore's Smart Nation vision. IMDA does this by developing talent, strengthening business capabilities, and enhancing Singapore's ICT and media infrastructure. IMDA also regulates the telecommunications and media sectors to safeguard consumer interests while fostering a pro-business environment. IMDA also enhances Singapore's data protection regime through the Personal Data Protection Commission. For more news and information, visit www.imda.gov.sg or follow IMDA on Facebook IMDAsg and Twitter @IMDAsg.

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 180,000 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 170 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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