

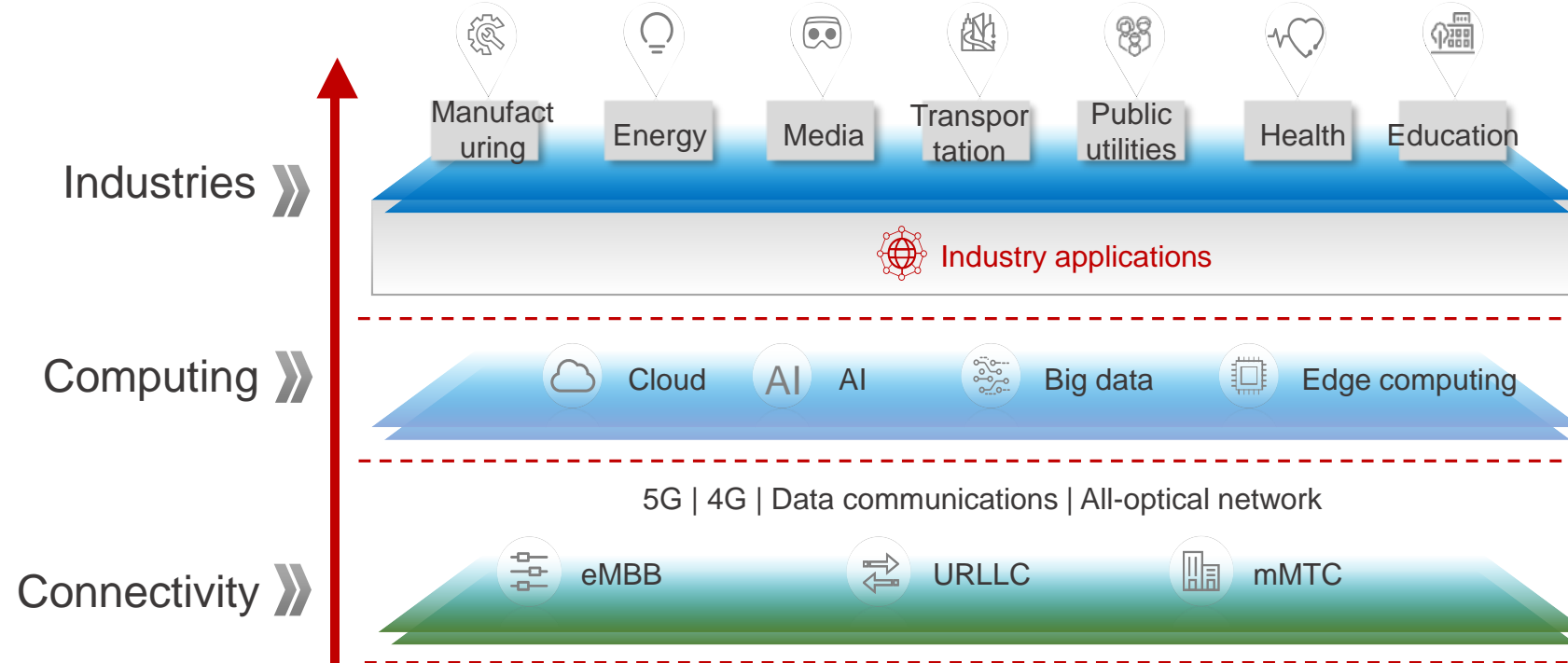
Probe&Huawei Cooperation Discussion



Security Level:



Huawei provide ICT as a building block of intelligent society and fuel digital and intelligent industries



- Connectivity + computing: Fueling digital and intelligent industries where all things are sensing, connected, and intelligent
- Connections are a key driver behind fast-growing cloud services and ubiquitous computing. The pervasiveness of computing, in turn, creates more connections.
- Device-cloud cooperation delivers better experience for end users at lower costs and generates higher demand from connections.

Serving South African customers in various industries with excellent products



Energy

- The string solution accounts for **60%** of the global solutions, serving **over 80%** of the global PV customers.
- Cumulative **160GW+** Global Shipments, The Leading Brand Global Inverter Shipment **from 2015**
- Data Center energy: Simplified, green, intelligent, and secure next-generation data center



Mining

- Serves many industry benchmark customers, such as **Exxaro, South32, and ARM**.
- Build industry benchmarks with Vedanta and other customers in **the open-pit mine wireless coverage solution**.
- Joint innovation discussions on **smart mining solutions** are being held with customers.



Education

- Information Technology Serves **7 of Top 10 Universities**
- Huawei and UNISA are building a **smart campus benchmark** that will cover security, personnel, assets, and energy consumption management.
- Cooperate with the Department of Education to promote **informatization coverage and online education** in primary and secondary schools..



Cloud

- Fastest Growing in the world 2020 of **TOP 5**
- Continuous Outstanding Performance in 2020 of **TOP 2 in china**
- Rapid Growth of HUAWEI CLOUD in South Africa, Revenue increased **400%** in 2020, **486** customers already choose Huawei cloud, **210** Huawei cloud partners **in SA**
- **60+** cloud service already launched in SA, including IaaS, PaaS and AI
- **2DC+2 POP** already landed in SA

Providing Full Products & Solutions for All PV Scenarios

Smart String Solution Covering from Residential, C&I to Utility

Residential

Smart PV Solution



Smart ESS



Smart Energy Center



Smart PV Optimizer



Backup Box



Smart PV Management System



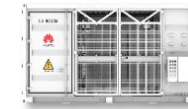
Smart Data Logger



Smart PV Inverter



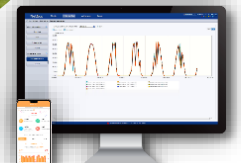
Smart PV Management System



Smart Transformer Station



Smart PV Inverter



Smart PV Management System

Commercial & Industry

Smart PV Solution



Utility&Mining

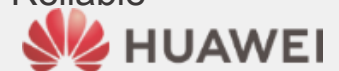
Smart PV Solution

- Backup
- Optimal Electricity Cost
- Active Safety
- Better Experience

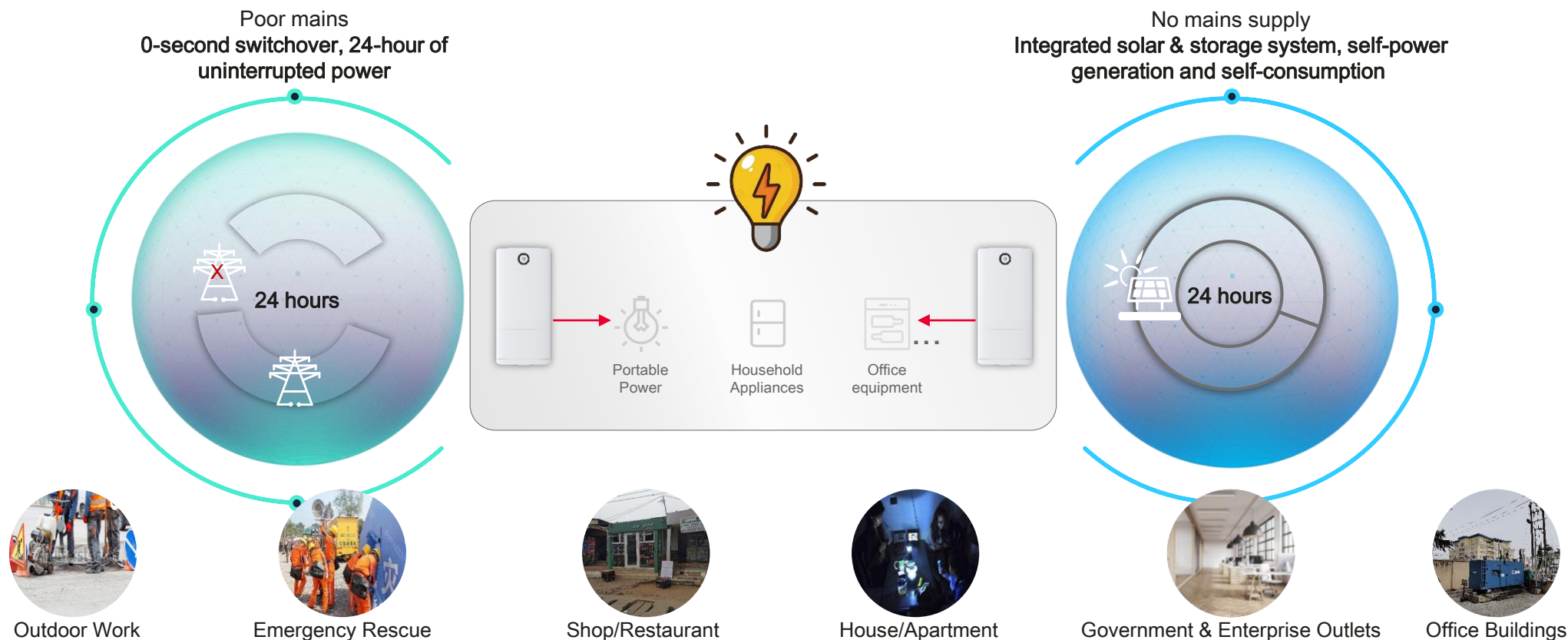
Huawei Confidential

- Optimal Electricity Cost
- Active Safety
- Better Experience

- Higher Yields
- Smart O&M
- Safe & Reliable



Intelligent Power Mate, 24-hour, Uninterrupted Power Supply for Buildings and Residents



iPowerCube-M Mini

Small size
Easy Portability

600/1400/3200W
500/1000/2000 Wh



iPowerCube-M

Integrated design and high protection
Easy deployment and low noise

Go to Market 9/30 2021

4.8kW
5-45 kWh



iPowerCube-M Max

Modular and easy to expand
High reliability and large capacity

4.8kW
5-15 kWh



SUN2000

On-grid solution
Integrated design and high protection

2-10kW
5-30 kWh

Providing end to end Digital Mine Operation Solutions

➤ Data Center

■ Container Data Center:

DC infrastructure cater for IT systems, guarantee the stable operation of the applications.

➤ Surface Dispatch

■ Microwave:

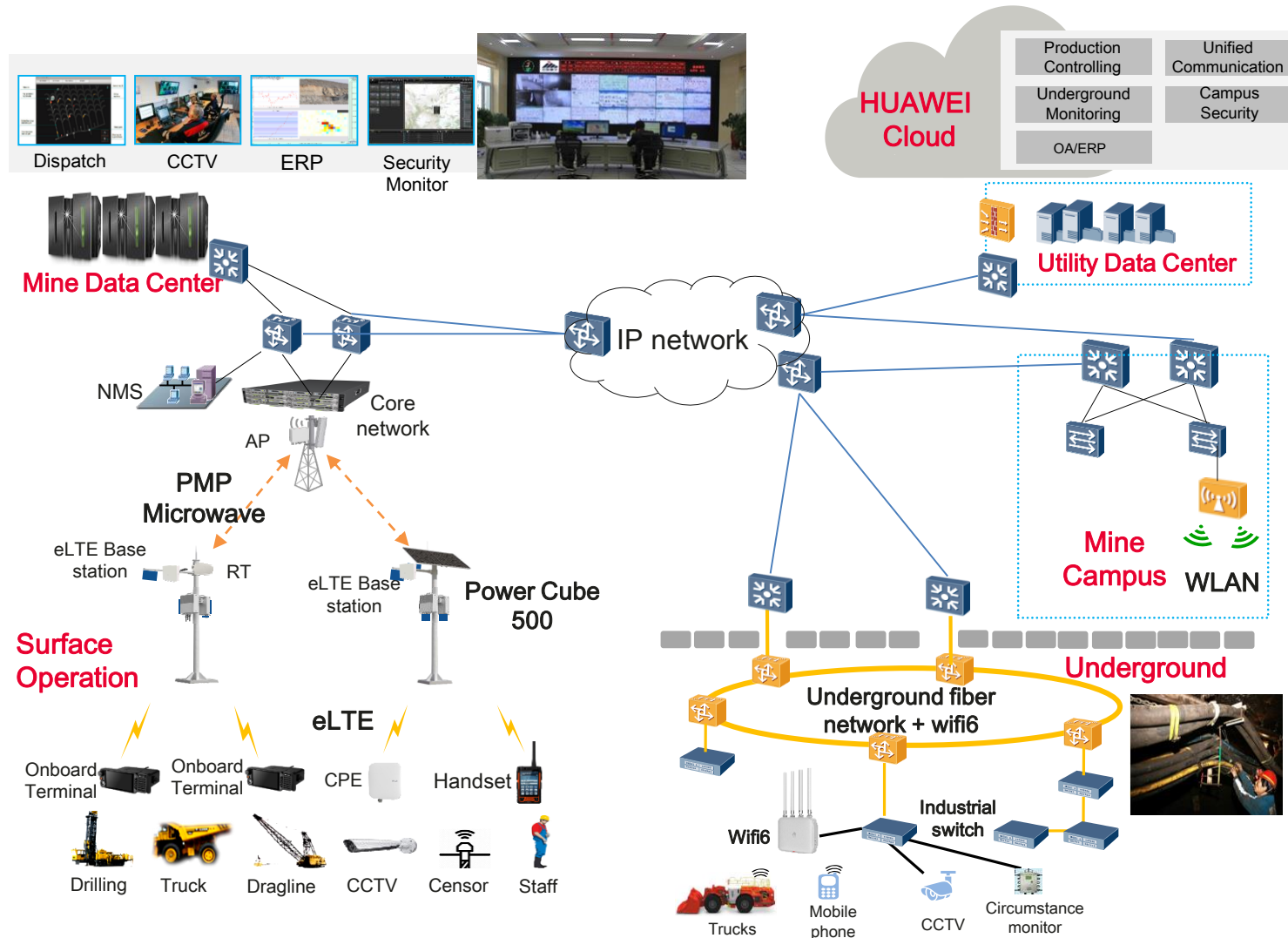
In the complicated mining environment, MW provide large bandwidth and lone distance communication

■ eLTE :

eLTE provide wide and stable connectivity for open pit.

■ Power Cube 500

Provide stable power supply.



Cloud:

Hybrid cloud, improve the office operation more flexible, efficient, and safe. And improve the digital development.

➤ Security

■ AI monitor

AI based IVS, make the operation and production more safe and more efficiency.

➤ Campus Communication

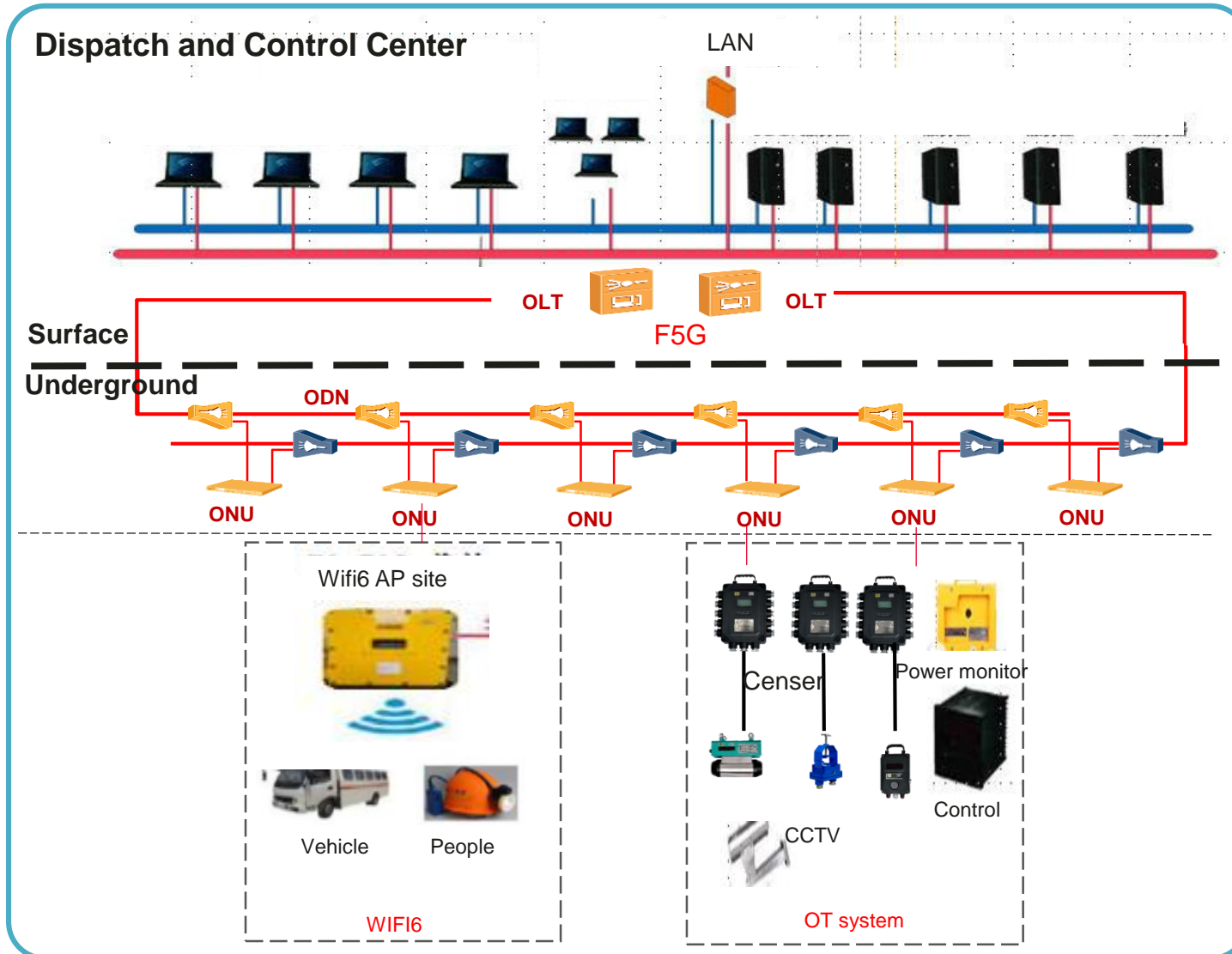
■ LAN+WLAN :

WiFi6 , make the wireless connectivity all available in mine office and plant.

➤ Underground Optical+WiFi6 network

Provide high throughput, multiple devices access, and mobility connectivity.

Wifi 6 and industrial optical network help Underground Communication Establishment



Value and Benefits

Safe and stable

- Hand-in-hand Type protection, 50ms network switch
- Quick ODN, no need fiber fusion
- Industrial ONU, explosive proof, 70°C working environment, 6kV surge protection

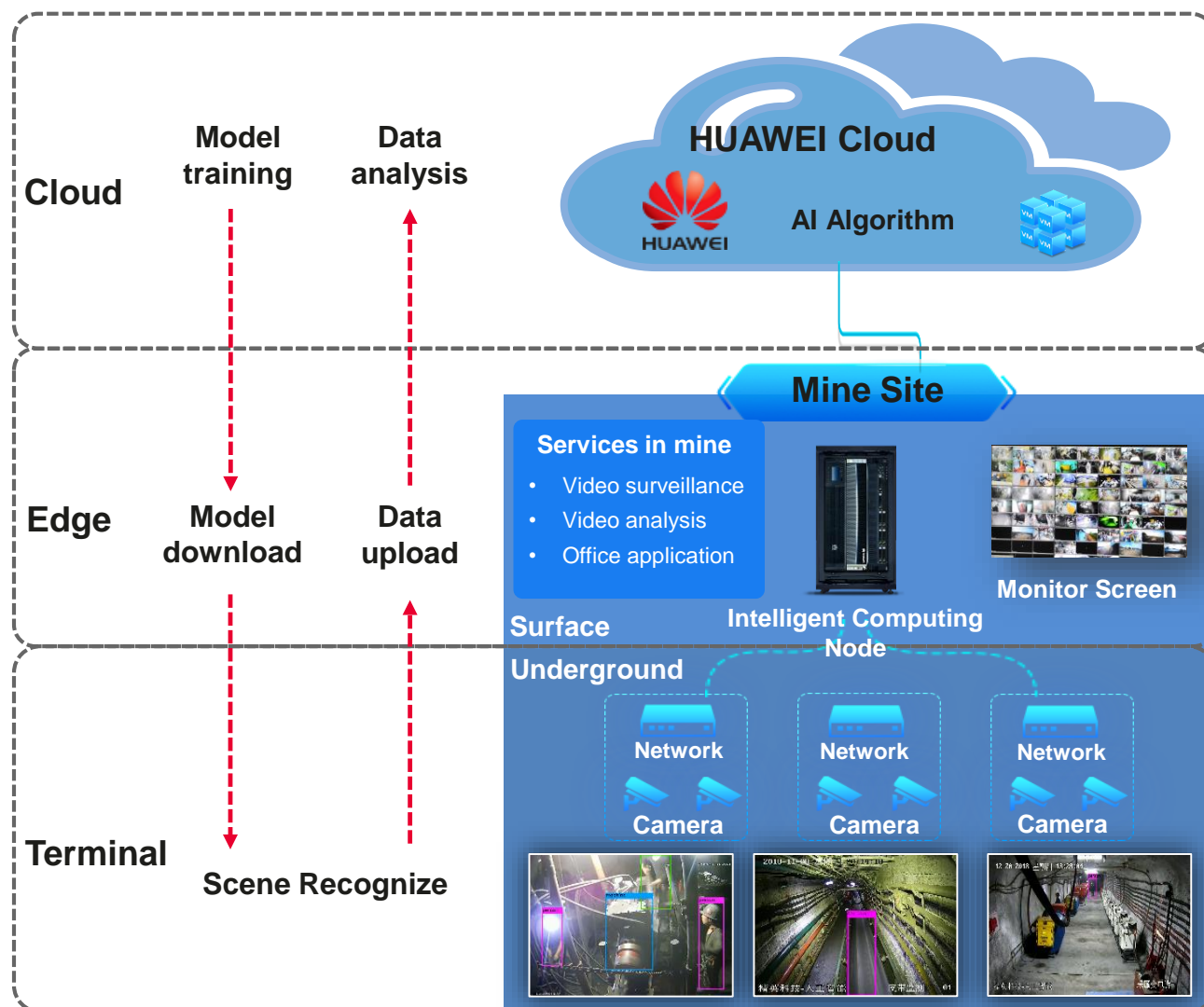
Intelligent O&M

- Fast troubleshooting for fiber failure
- Unified management for all equipment

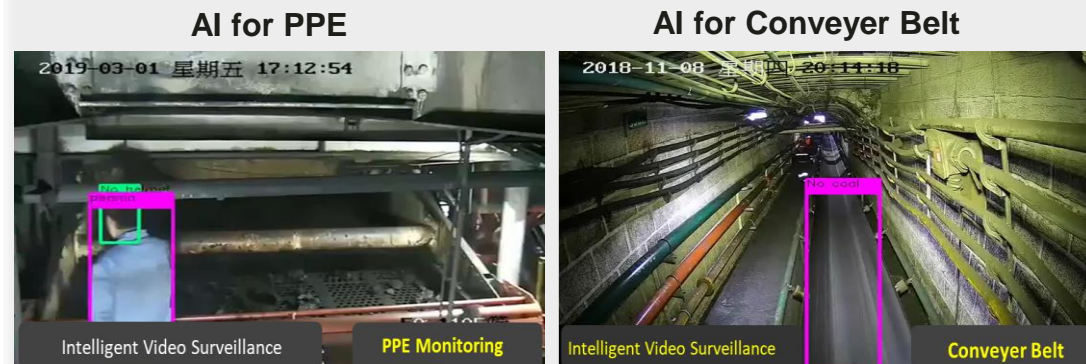
Simplify Implementation

- ODN scalable
- Unified catering multiple applications, one site one network
- Passive ODN will replace switch and decrease 40% relevant cabinet

AI IVS System, Enforces Mining Production Safety and Efficiency



Solution & Benefits



- Huawei Cloud integrates AI algorithm, realizes intelligent monitoring through analyzing video data.
- Intelligent identification for all underground mining processes, realizes automated, high-precision, unattended video analysis.
- Unified manage all branch equipment remotely, which helps to **Reduce 65% OPEX**
- **2 Hours Implementation of Computing Node**
one rack integrates firewall / router / switch / server / storage / UPS.
- **New application implementation time is reduce to 50%**

Building Smart elementary education with 'Five One'

The "Five One" as the core of infrastructure construction: one screen, one network, one cloud, one platform, and one app, provide reliable, secure, and efficient basic support for smart education platforms and applications.

One Screen

Interaction
Entry

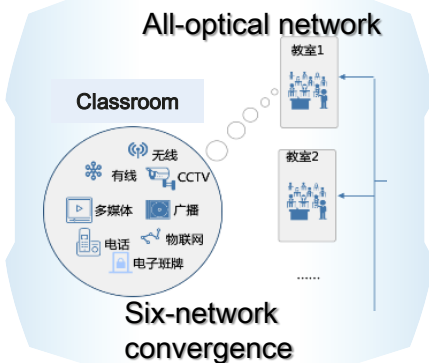
Teaching
System



One Network

Communication
Assurance

5g
Boosting



One Cloud

Secure And
Reliable

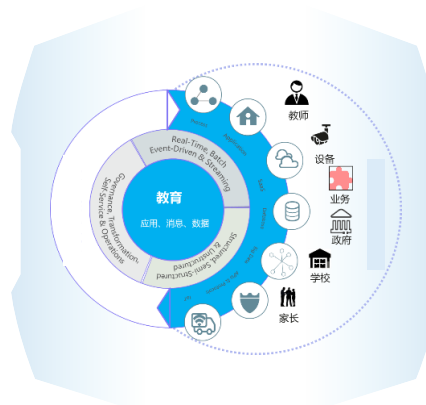
Bearer
Service



One Platform

Service
Collaboration

Data
Sharing



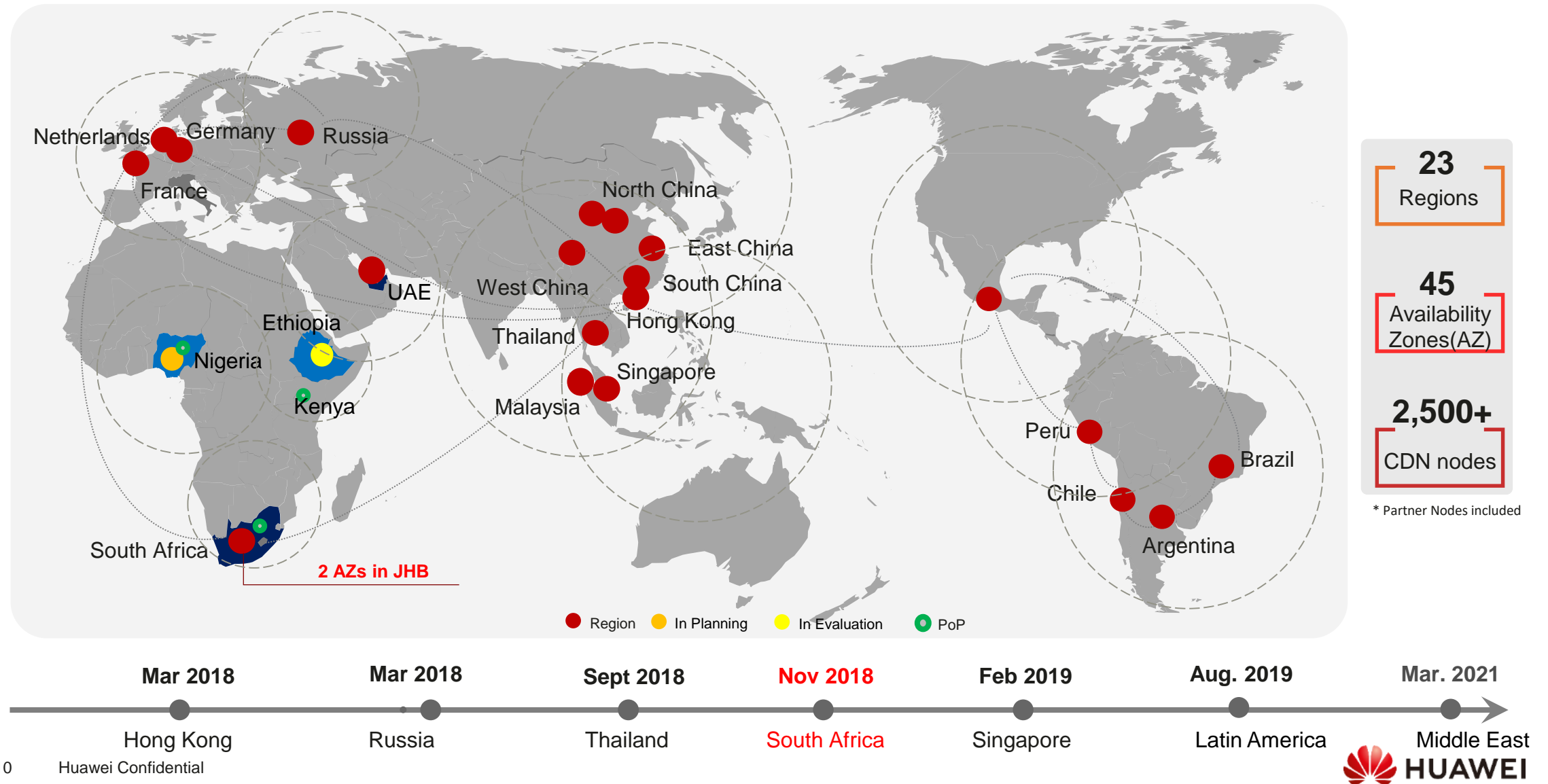
One APP

Four-in-one

Convenient
Communication

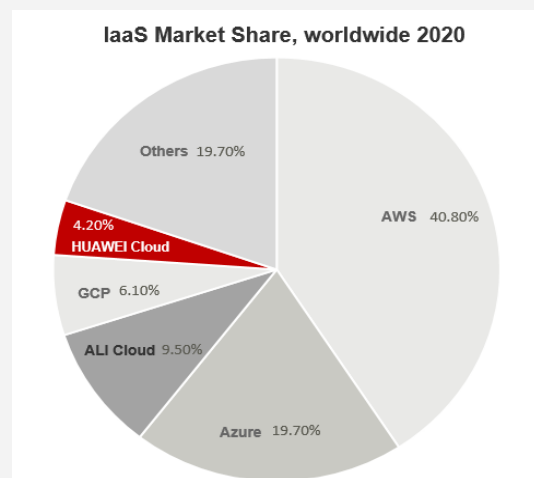


HUAWEI CLOUD – Top Strategy, Connectivity Around the World



Huawei Cloud, Growing Fast and Outstanding Performance in China and Global

Fastest Growing in the world 2020

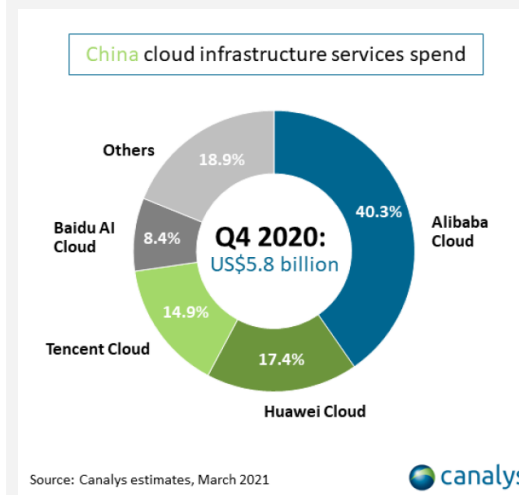


No.5

Worldwide

Source: <Gartner Market Share: IT Services, worldwide 2020>

Continuous Outstanding Performance in 2020



Report of Q4 2020

For three consecutive quarters

No.2

China cloud Infrastructure market
(Canalys, Q2/Q3/Q4 2020)



Ranked **No.1** in 7 market segments of China

Source: IDC, Gartner, Counterpoint

No.1 in China's container software market

No.1 in China's cloud management software market

No.1 in China's cloud professional service market

No.3 globally and No. 1 in China by competitiveness in the IoT platform market

No.1 in China's cloud system software market

No.1 in China's desktop cloud market for five consecutive years

ModelArts (AI) ranked **No.1** in the Chinese machine learning service market

Create Value together with Partners

&

Achieve Success together with Customers

Building Up the Best Cloud Infra in Africa Region

Huawei Cloud Infra Plan

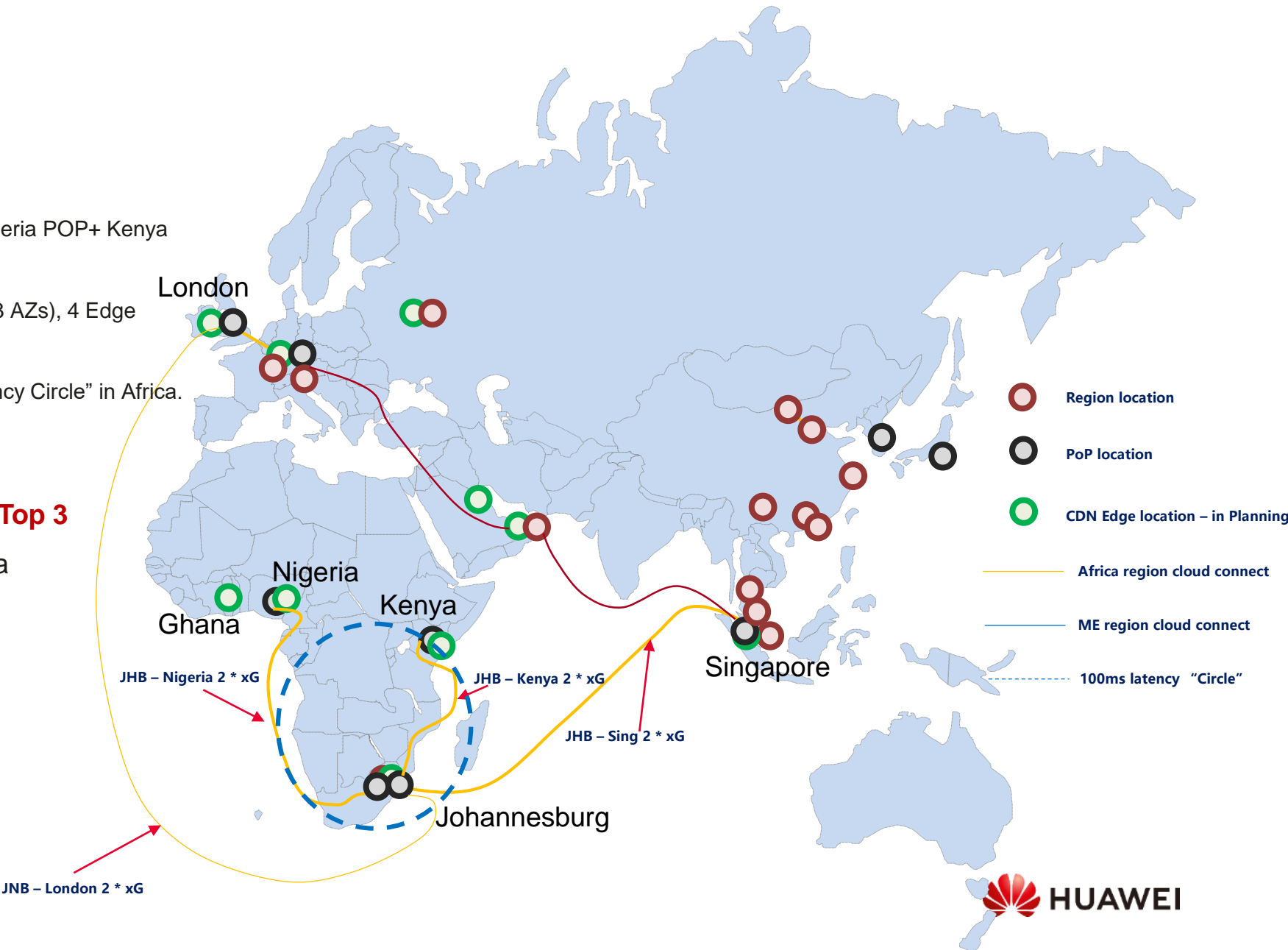
- **2019: First AZ launched in Feb. 2019**
- **2020: SA:AZ2 + SA:2POP launched**
- **2021:** Nigeria POP+ Kenya POP
- **2025:** SA:3AZ + SA:2POP + Nigeria AZ+ Nigeria POP+ Kenya AZ+ Kenya POP+ POPs in other countries
- **1+1+4 Strategy:** One Africa, One Region(3 AZs), 4 Edge Locations
- **Latency:** We aim to build up a 100ms “Latency Circle” in Africa.

Triple “**Best**” Approach lead to the **Top 3** Cloud Service Provider in South Africa

Best Infrastructure

Best price –Unit price & free POC

Best local service



More and More Enterprises Are Choosing HUAWEI CLOUD for Intelligent Upgrade

Huawei Cloud Typical Customers



Typical Cases

KZN

Education Project:

Huawei Cloud provides Ulearning Solution with Rain 5G solution to support school teach properly during COVID-19.

South32 Backup
as a Service Project

Huawei Cloud provides Backup as a Service to help South32 group improve Data management efficiency.

Mintek hosting ERP
on cloud

Huawei Cloud provides ERP hosting service for mintek to improve their agility and SLA

Huawei Cloud Typical Partners



Department of Labour
SAP HANA Project

Tech M provides implementation & managed Service, **Huawei Cloud** provides SAP HANA Solution to help DOL IT system cloudification.

Seidor SAP B1 Project

Seidor provides SAP B1 implementation & managed Service, **Huawei Cloud** provides IAAS to help SME reduce the cost.

Collaborate Together and maintain the industry-leading position



Digital Energy

- Jointly promote the mining solar energy
- Integrates the residential solar to supplement the smart building solution



Smart Mining

- Jointly promote underground network construction
- Boosting Mining Productivity with AI



Smart education

- Promoting Informatization for online Basic Education
- Enrich the education ecosystem based on the Five Ones infrastructure



Hosting Cloud

- Promoting hosting service on cloud for digitalization and high SLA enhancement
- Joined Huawei cloud reseller partner

Thank you.

把数字世界带入每个人、每个家庭、
每个组织，构建万物互联的智能世界。

Bring digital to every person, home, and
organization for a fully connected,
intelligent world.

**Copyright©2018 Huawei Technologies Co., Ltd.
All Rights Reserved.**

The information in this document may contain predictive statements including, without limitation, statements regarding the future financial and operating results, future product portfolio, new technology, etc. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied in the predictive statements. Therefore, such information is provided for reference purpose only and constitutes neither an offer nor an acceptance. Huawei may change the information at any time without notice.

