



DEDICATION
FOR A SMARTER FUTURE
H3C Corporate Introduction

Contact Us

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www.h3c.com/en/

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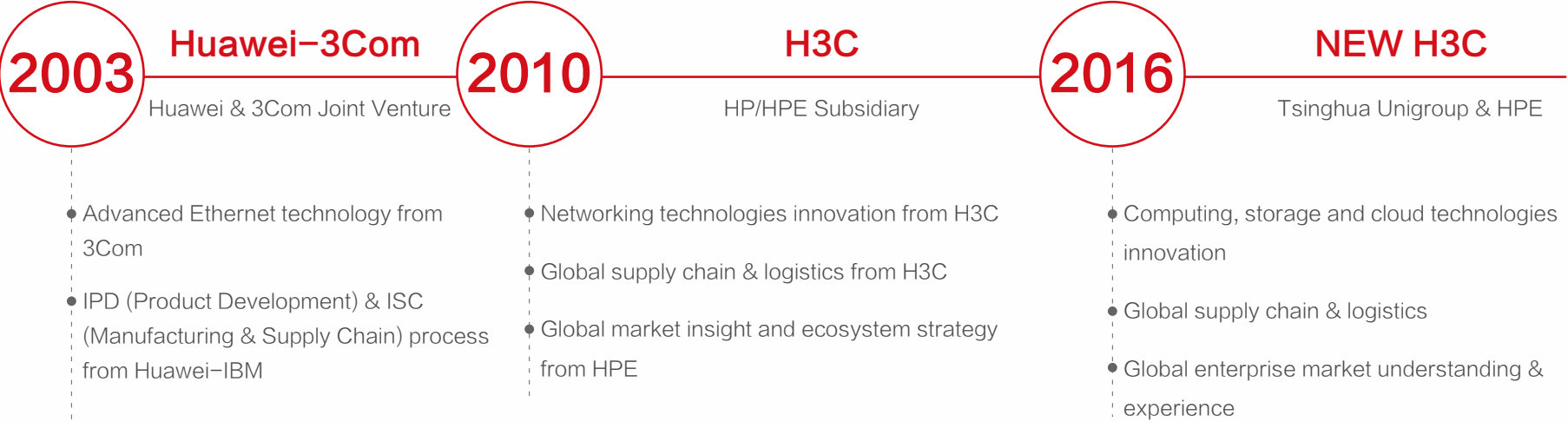
Vision & Mission

05

Contact Us

01 Company Profile

Company Development and Milestone



Global Vision

Accelerating H3C technical innovation based on the insight and understanding of global technology development trends

Market Insight & Experience

Deep insight and understanding of enterprise market with 20 years experience

Company Governance

Global applicable risk control and compliance management rules and concepts

Partner-first Strategy

Put the partner benefits first and aim to become the most trusted partner in the market

About H3C



The Leader in Digital Solutions

H3C is committed to becoming the most trusted partner of its customers in their quest for business innovation and digital transformation.



Digital Infrastructure Capabilities

Comprehensive digital infrastructure overall capability in Cloud, Networking, Computing, Storage and Terminal.



One-stop Digital Solutions

Provide one-stop digital solutions including cloud computing, big data, artificial intelligence, industrial Internet, information security, intelligent connectivity, edge computing, and end-to-end technical services.

110,000,000+
Facilities operating online

USD 7.3 Billion
Annual sales revenue (2023)

18,000+
Employees

★Data source: Unisplendour Corporation Limited (UNIS) 2023 annual report
★Converted into United States dollars ("USD") using the closing rate at the end of 2023 of USD1.00 = CNY7.0808

H3C Market Share in 2023

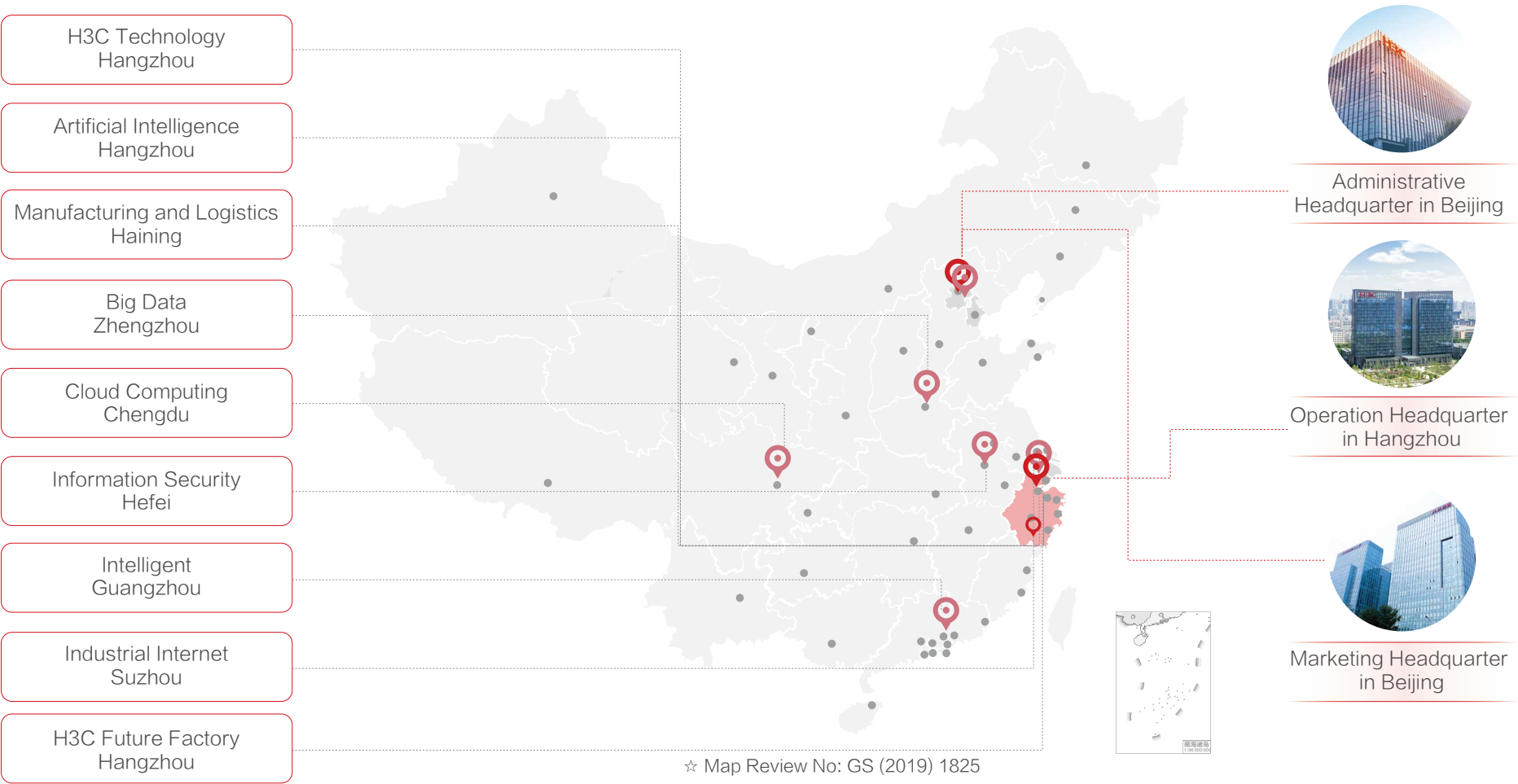
Leading Market Share in China

1 37.1% China Campus Network Switch ★Source: IDC China Quarterly Ethernet Switch Tracker, 2023Q4	1 27.4% China Enterprise WLAN ★Source: IDC China Quarterly WLAN Tracker, 2023Q4	1 51.7% China Blade Server ★Source: IDC China Quarterly x86 Server Tracker, 2023Q4	2 18.8% China Hyper Converged Infrastructure (HCI) ★Source: IDC China SDS&HCI System Tracker, 2023Q4
2 30.9% China Enterprise Router ★Source: DC China Quarterly Router Tracker, 2023Q4	2 28.4% China Data Center Switch ★Source: IDC China Quarterly Ethernet Switch Tracker, 2023Q4	2 32.9% China Ethernet Switch ★Source: IDC China Quarterly Ethernet Switch Tracker, 2023Q4	
2 15.8% China X86 Server ★Source: IDC China Quarterly x86 Server Tracker, 2023Q4	2 10.0% China Security Hardware ★Source: IDC China Quarterly Security Appliance Tracker, 2023Q4	3 9.1% China Storage ★Source: IDC China Enterprise Storage System Tracker, 2023Q4	

Global Market Share

3 8.1% HCI ★Source: Gartner, Market Share: Data Center Hardware Integrated Systems, Worldwide, 4Q23	5 4.1% Switch ★Source: IDC Worldwide Quarterly Ethernet Switch Tracker, 4Q23	6 2.1% Router ★Source: IDC Worldwide Quarterly Router Tracker, 2023Q4	7 3.4% Server ★Source: Gartner, Market Share: Server, All countries,4Q23
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Business Based in China



Dual headquarters

9 Bases

9 Industry labs

50+ Sales and service offices

Rapidly Growth in Overseas Business



International Business

- **19 representative offices** (in Japan, Uzbekistan, Malaysia, Pakistan, Thailand, Indonesia, Kazakhstan, Türkiye, Mexico, South Africa, Philippines, Singapore, UAE, Spain, Saudi Arabia, Vietnam, Chile, South Korea, Poland)
- **End-to-end capability** in market development, project delivery and service support



Overseas Business of Chinese Enterprises

- Actively participates in the Belt and Road Initiative, adopts experiences of H3C's domestic successful cases, builds joint solutions, and empowers digital transformation overseas
- Participates in the overseas projects of Chinese enterprises, and **has the branding influence and capability of project delivery**



Service Capability Coverage

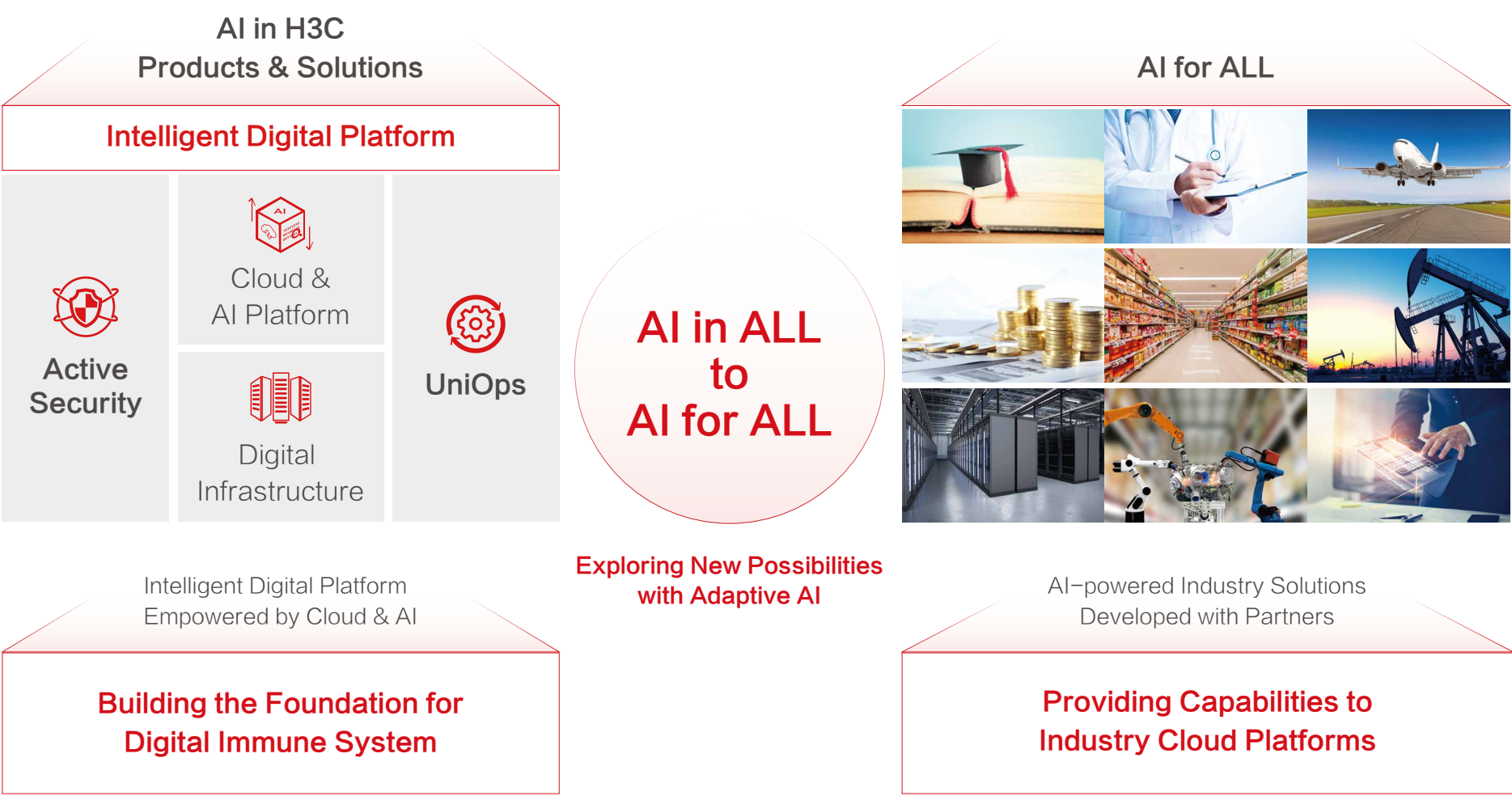
- **181 countries or regions**
- **Spare parts in 45 countries and regions**

Think **Globally**, Act **Locally**




02 Technical Strategy


H3C AI in ALL Strategy




Pioneer of Technical Innovation



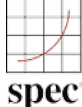








First
Enterprise involved in
SDN R&D and Practice




Most Advanced
commercial
OpenStack vendor




Three Times
H3C **CAS** has broken theSPECvirt_sc
2013 virtualization benchmark
performance world record






50%
R&D staff

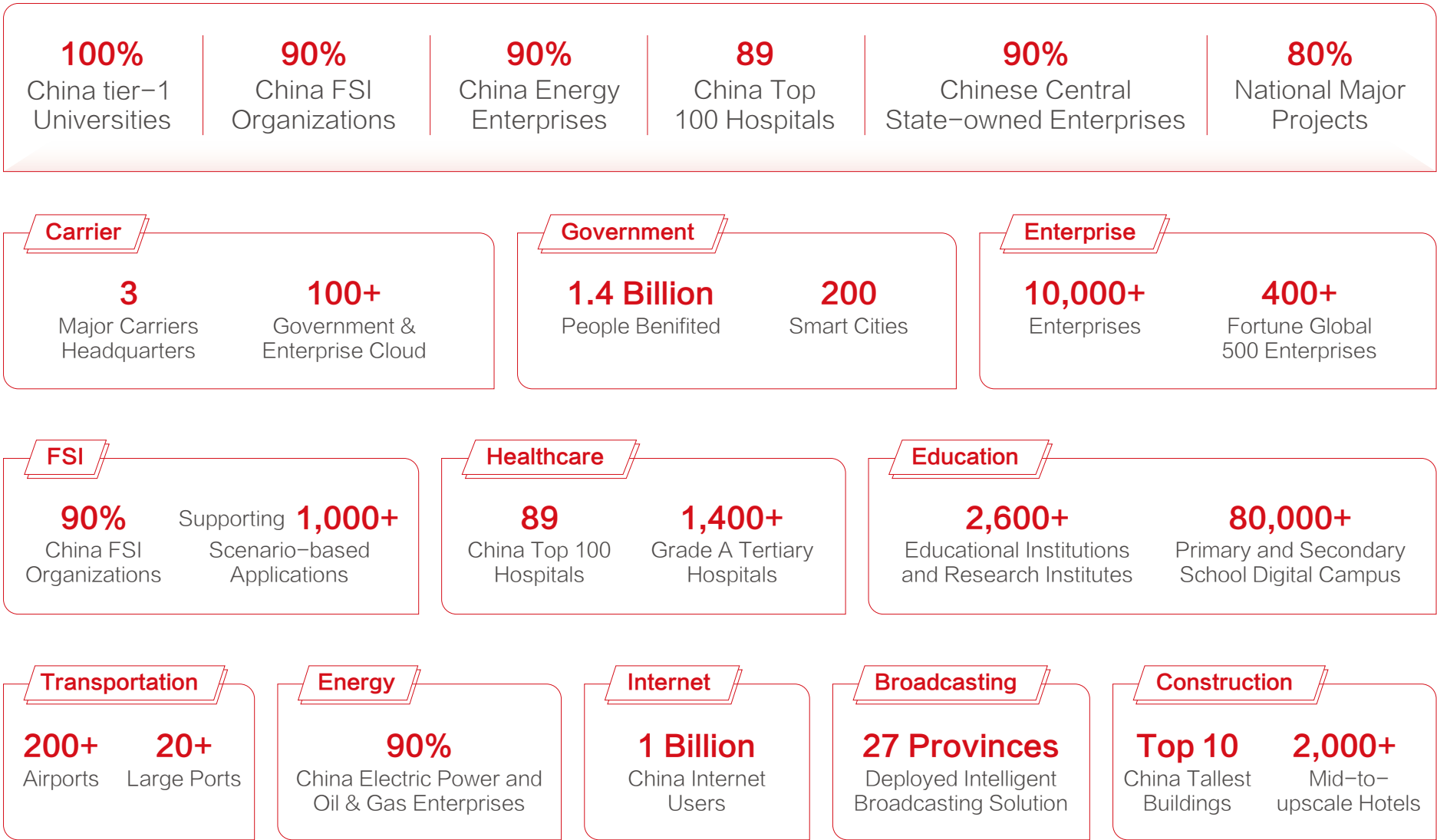


12%
R&D investment

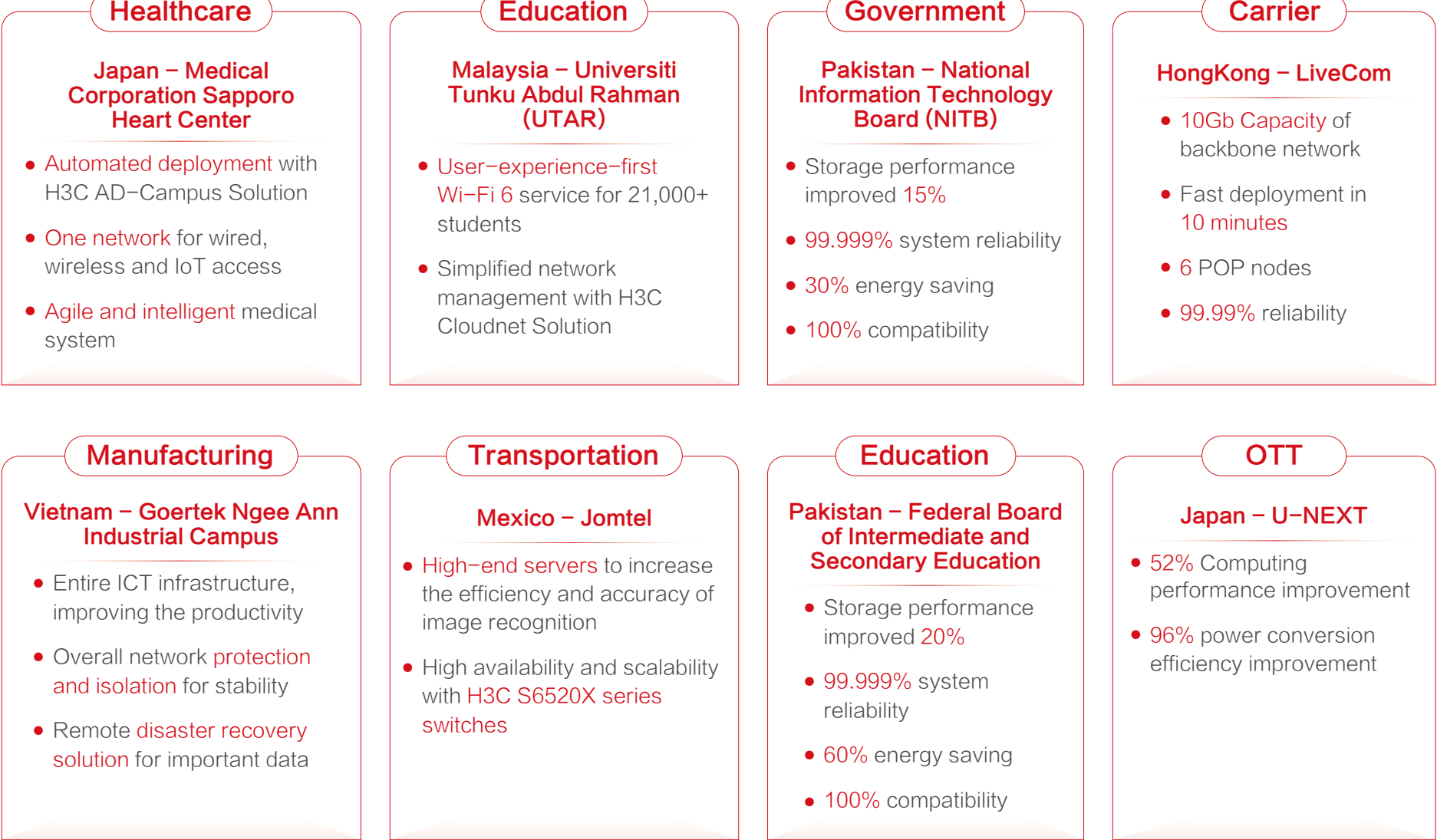


14,800+
Patents (Until 2024)

Enable Digital Transformation in **All Industries**

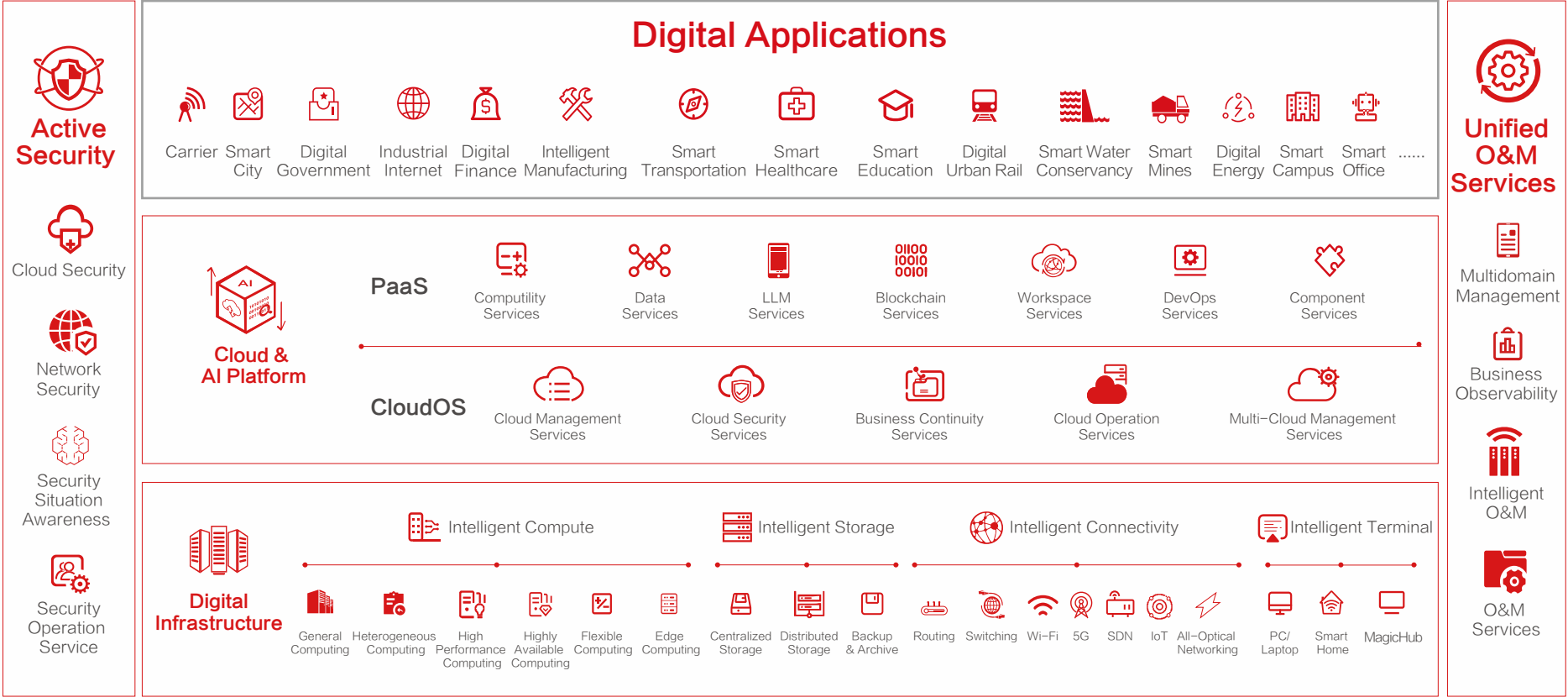


Supporting Digital Transformation **Globally**



03 Products & Solutions

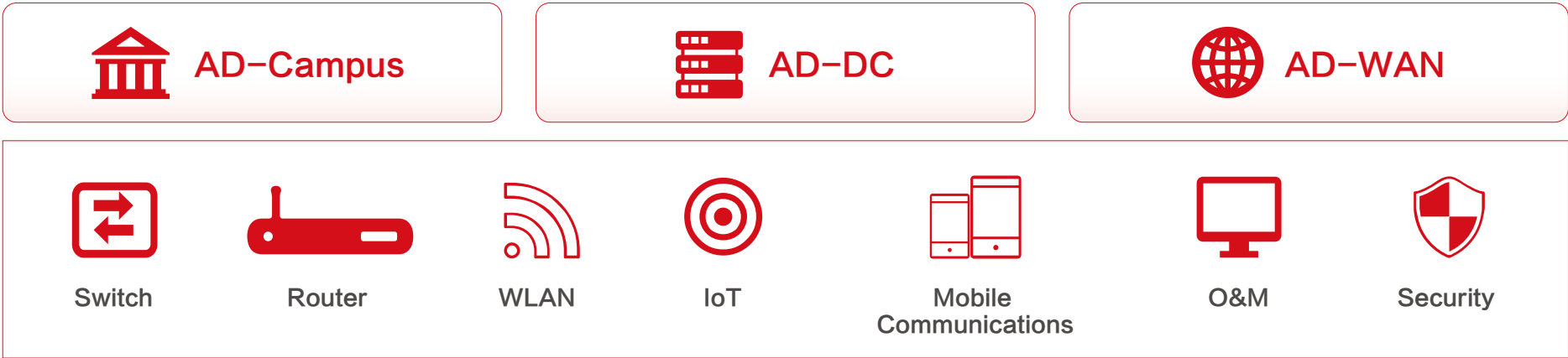
Digital Brain Serves All Industries



Intelligent Digital Platforms

Digital Infrastructure – Intelligent Connectivity

Connecting to the Intelligent and Green Future



Leading Position

- No.1 in China's enterprise WLAN market share for 13 consecutive years
- No.1 in China's network management software market share for 5 consecutive years
- Top 2 in China's Ethernet switch market share for 5 consecutive years

Leading Network Products & Solutions Provider

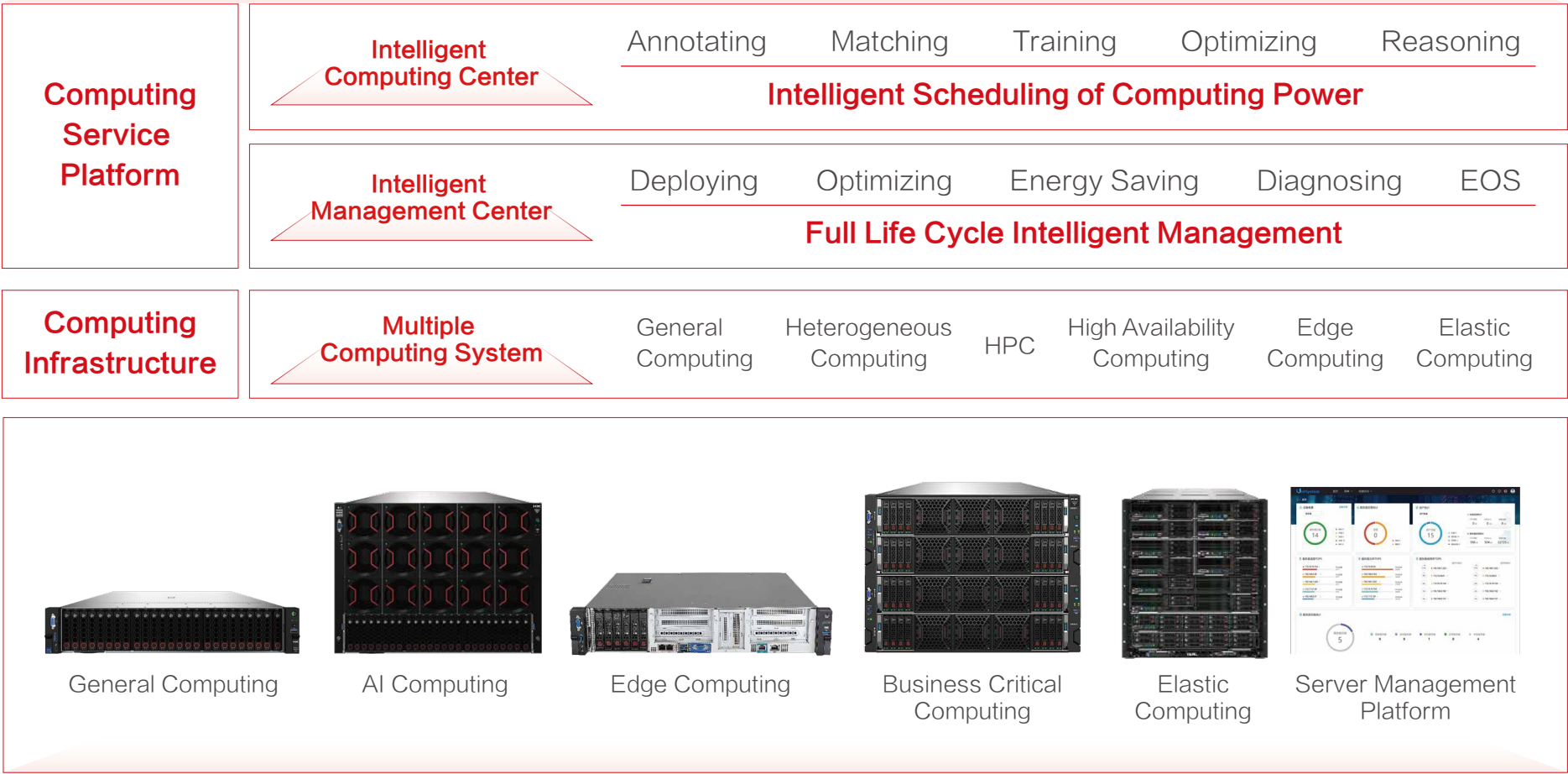
- More than 20 years of experience in network technology
- 12,000+ technology patents in the network field, more than 90% of which are invention patents
- Covering three major scenarios: campus, data center, and WAN

Advanced Technical Innovative Practices

- The world's first Wi-Fi 7 enterprise-level WLAN product
- The industry's first 400G campus switch
- The main contractor of the world's first deterministic network, with leading performance in all aspects

Digital Infrastructure – Intelligent Computing

Optimizing the Value of Data



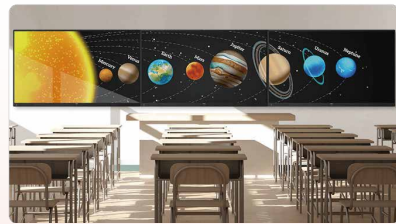
16 SPECpower World Champion

No.7 2023 Worldwide Quarterly Server Market Share

Digital Infrastructure – Intelligent Terminal

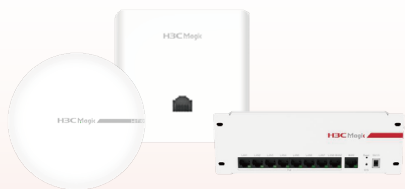
Bringing Immersive Experience to Every Communication

8K MagicHub



- 8K online classroom
- 8K enterprise teleconference
- 8K pathology diagnosis

Home Router



- 5GHz Wi-Fi 6
- Seamless roaming, full-space Wi-Fi coverage

Whole Home Wi-Fi



- Fast and stable
- High-performance with multi devices

Magic Switch



- Stable and secure
- Industrial-grade design
- Widely used in enterprise scenarios

Cloud & AI Platform

Lighting Up Your Business Innovation

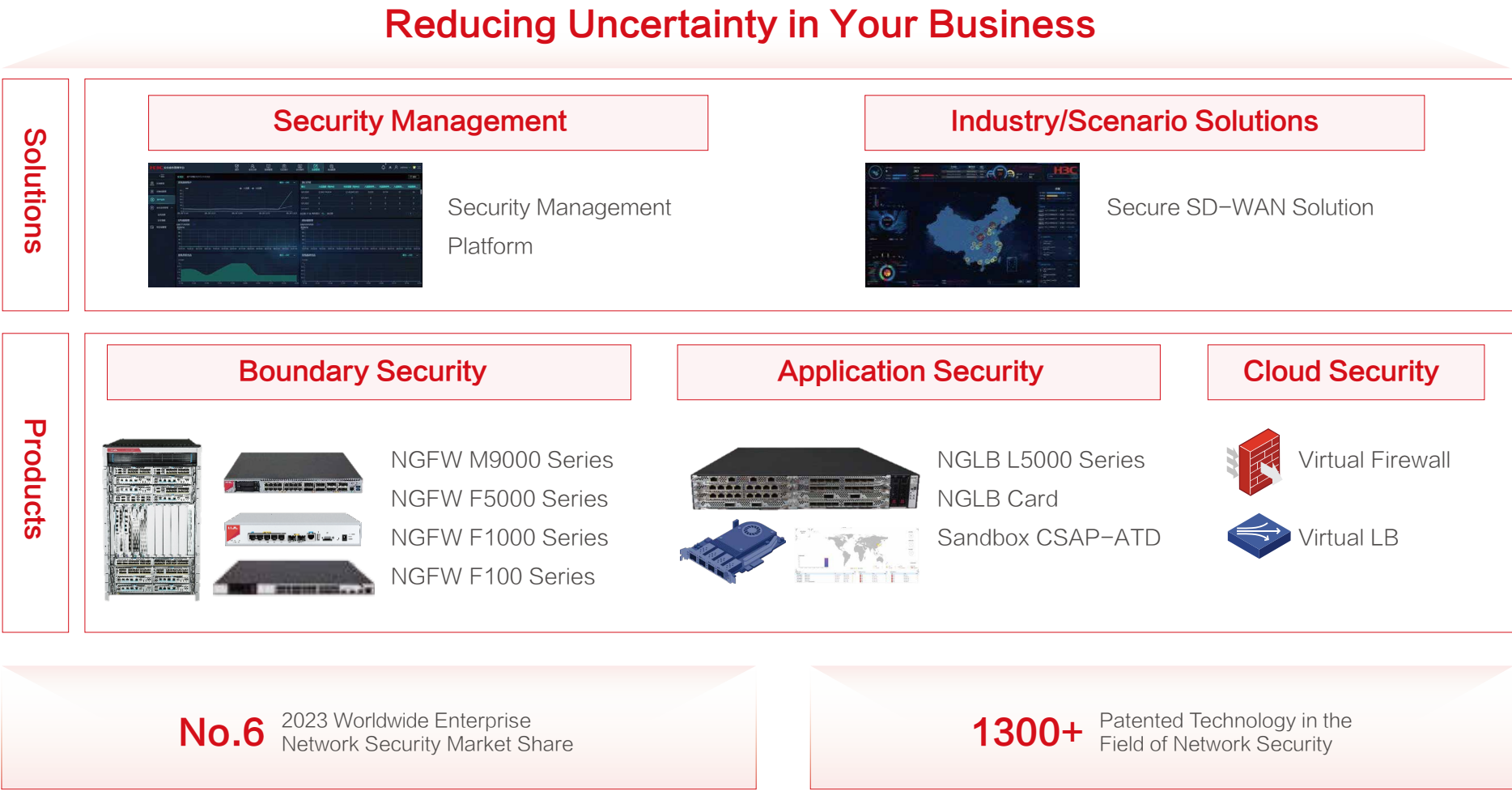


No.3 2023 Worldwide HCI Market Share

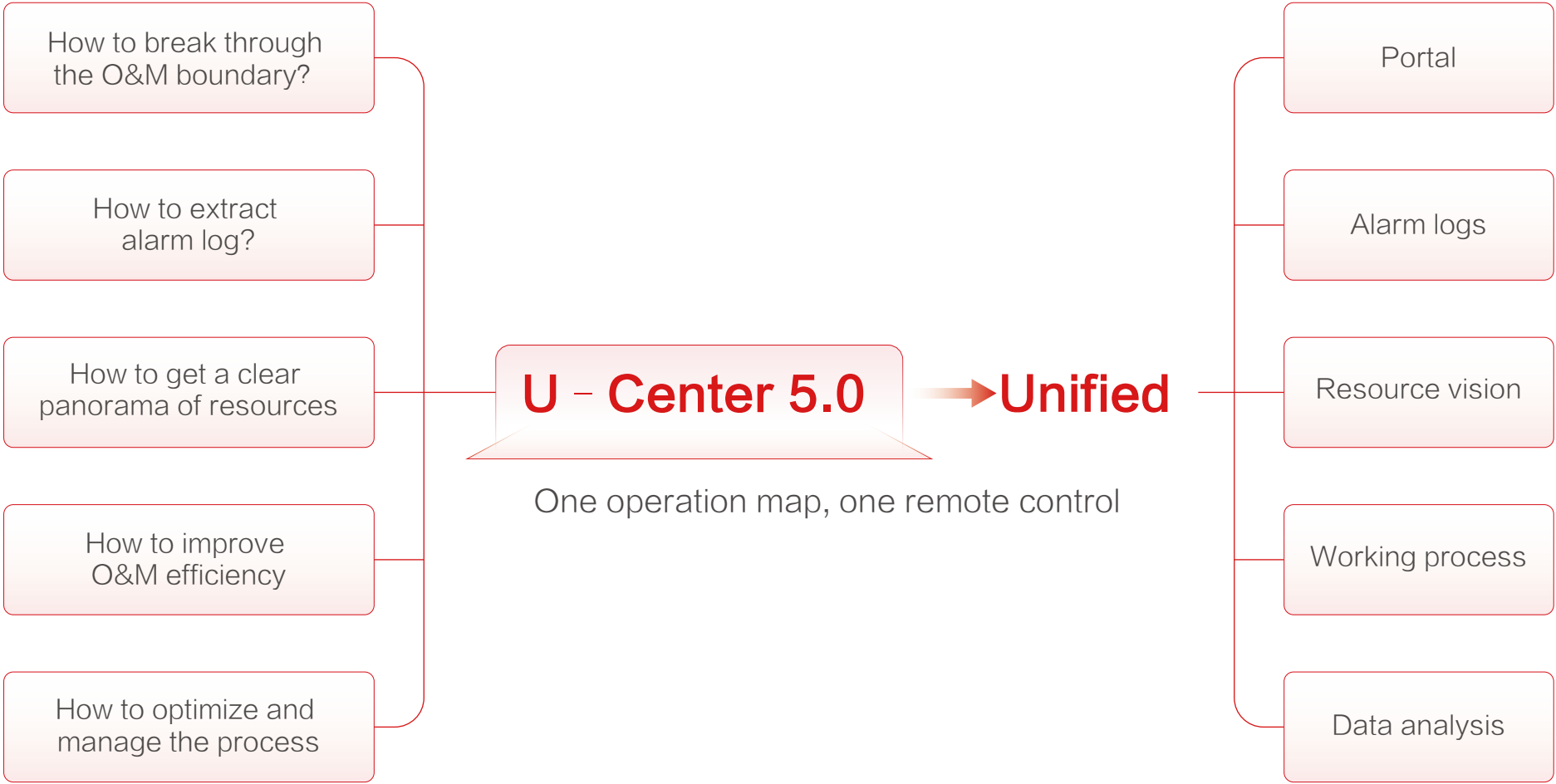
Cloud Ecosystem

Cloud Security

Active Security



H3C U – Center 5.0, Unified O&M Services



04 Vision & Mission

Vision & Mission

Vision

Shaping the Digital Future
for a Better Life

Mission

H3C is committed to becoming our customers'
most trustworthy partner for their business
innovation and digital transformation

Together, For A Green Future

Green Factory



Equity in Education



Technology in Times of Pandemic



Responsible Logistics



Sustainable Technology + Ecosystem



Environmental Technologies

Climate Energy Water Recycling Wild Life Food



Social Technologies

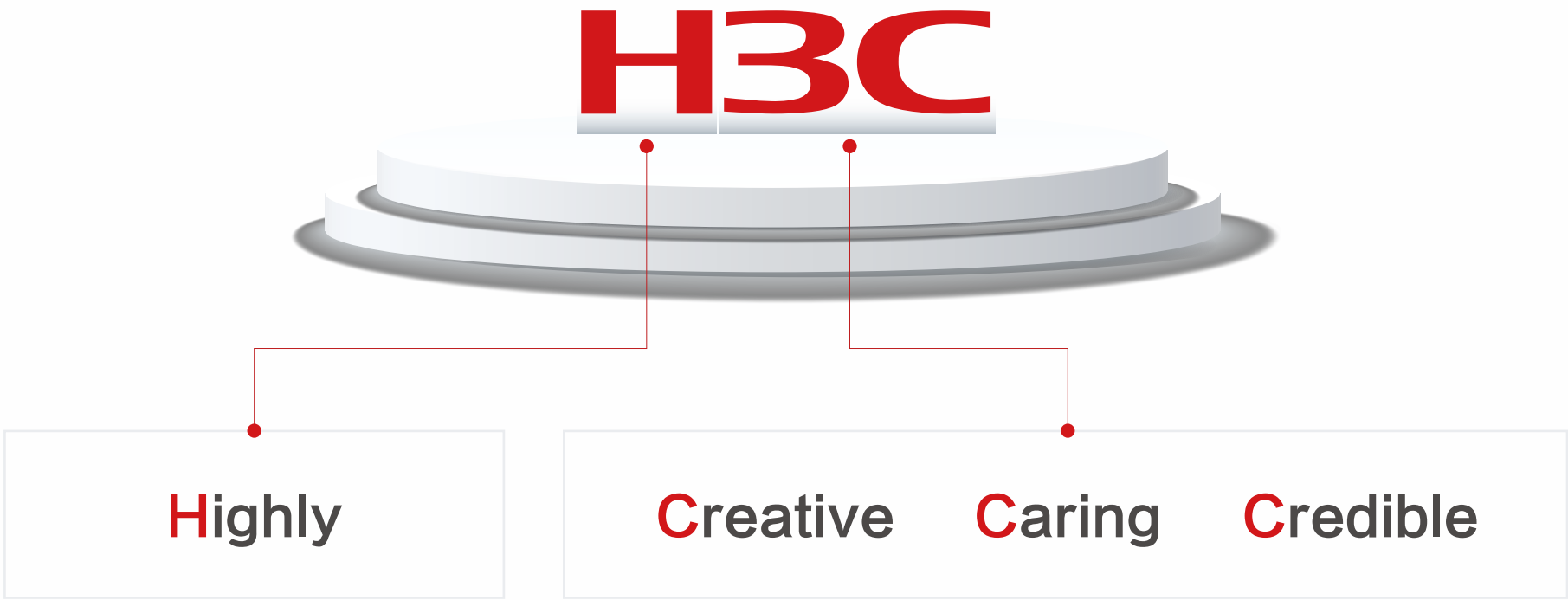
Health & Safety Working Conditions
Conflict Local Communities



Governance Technologies

Integrity Management Fair Competition
Business Ethics Risk & Crisis Management

Redefining H3C



H3C is committed to continuously winning customer trust and credibility through highly creative technical innovation and highly caring service

05 Contact Us

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