

Abbreviations, Financial Terminology, and Exchange Rates

Abbreviations

Abbreviation	Full Name
3GPP	3rd Generation Partnership Project
5GIC	5G Innovation Centre
5G-PPP	5G Infrastructure Public Private Partnership
5GVIA	5G Vertical Industry Accelerator
AAU	Active Antenna Unit
AC	Audit Committee
AI	Artificial Intelligence
AMI	Advanced Metering Infrastructure
APT	Advanced Persistent Threat
AR	Augmented Reality
ATM	Asynchronous Transfer Mode
BCGs	Business Conduct Guidelines
BDII	Business-Driven ICT Infrastructure
BES	Business Enabling System
BG	Business Group
BOD	Board of Directors
BPA	Business Process Architecture
BSS	Business Support System
C&Q	Competency & Qualification
CAGR	Compound Annual Growth Rate
CBTC	Communication-Based Train Control
CC	Common Criteria
CCSA	China Communications Standards Association
CEM	Customer Experience Management
CEO	Chief Executive Officer
CETC	Customer Experience Transformation Center
CGU	cash-generating unit
CMA	Cloud Mitigation Alliance
CNCF	Cloud Native Computing Foundation
COSO	Committee of Sponsoring Organizations under the Treadway Commission
cPPs	collaborative Protection Profiles
CRM	Customer Relationship Management

Abbreviation	Full Name
CSA	Cloud Security Alliance
CSP	Certified Service Partner
CSR	Corporate Social Responsibility
CT	Communications Technology
DC	Data Center
DDoS	Distributed Denial of Service
DOCSIS	Data Over Cable Service Interface Specification
DSTE	Develop Strategy to Execute
EBO	Emerging Business Opportunity
EC	European Commission
EHS	Environment, Health, and Safety
EMEA	Europe, the Middle East and Africa
EMT	Executive Management Team
EPC	Evolved Packet Core
ESC	Executive Steering Committee
eSDK	Ecosystem Software Development Kit
ETSI	European Telecommunications Standards Institute
EWI	EastWest Institute
FC	Finance Committee
FCC	Federal Communications Commission
FRAND	Fair, Reasonable, and Non-discriminatory
FTTH	Fiber to the Home
GCI	Global Connectivity Index
GeSI	Global e-Sustainability Initiative
GNEEC	Global Network Evolution and Experience Center
GNOC	Global Network Operation Center
GPO	Global Process Owner
GPON	Gigabit-capable Passive Optical Network
GSMA	Global System for Mobile Communications Association
GSPC	Global Cyber Security and User Privacy Protection Committee

Abbreviation	Full Name
GTS	Global Technical Service
HAINA	Huawei Authorized Information and Network Academy
HCC	Huawei Cloud Congress
HCIE	Huawei Certified Internetwork Expert
HD	High Definition
HDC	Huawei Developers Congress
HiApp	Huawei AppStore
HIRP	Huawei Innovation Research Program
HNC	Huawei Network Congress
HRC	Human Resources Committee
IaaS	Infrastructure as a Service
IASB	International Accounting Standards Board
ICSA	International Computer Security Association
ICT	Information and Communications Technology
IEEE	Institute of Electrical and Electronics Engineers
IEEE-SA	IEEE Standards Association
IETF	Internet Engineering Task Force
IFRSs	International Financial Reporting Standards
IMS	IP Multimedia Subsystem
IOPS	Input/Output Operations Per Second
IoT	Internet of Things
IoV	Internet of Vehicles
IP	Internet Protocol
IPD	Integrated Product Development
IPR	Intellectual Property Right
IPS	Instructions Per Second
IPTV	Internet Protocol Television
IPv6	Internet Protocol version 6
ISD	Integrated Service Delivery
ISF	Information Security Forum
ISP	Internet Service Provider
IT	Information Technology
ITU	International Telecommunication Union

Abbreviation	Full Name
ITU-R	ITU Radiocommunication Sector
KPI	Key Performance Indicator
LEED	Leadership in Energy and Environmental Design
LTC	Lead to Cash
LTE	Long Term Evolution
MBB	Mobile Broadband
MIMO	Multiple Input Multiple Output
NB-IoT	Narrowband Internet of Things
NFV	Network Functions Virtualization
NGO	Non-Governmental Organization
NPS	Net Promoter Score
NVMe	Non-Volatile Memory express
O2O	Online to Offline
OASIS	Organization for the Advancement of Structured Information Standards
OCI	Open Container Initiative
OFDM	Orthogonal Frequency Division Multiplexing
ONOS	Open Network Operating System
OPNFV	Open Platform for NFV
OTN	Optical Transport Network
OTT	Over The Top
PaaS	Platform as a Service
PCN	Packet Core Network
PEA	Provincial Electricity Authority
PET	Privacy Enhancing Technologies
PSDA	Protocol of Security Development Assurance
PV	Photovoltaic
QDS	Quality Driven Streaming
ROADS	Real-time, On-demand, All-online, DIY, Social
SaaS	Software as a Service
SACA	Semi-Annual Control Assessment
SBG	Service Business Group
SCM	Storage Class Memory
SCMA	Sparse Code Multiple Access
SDC	Strategy & Development Committee

Abbreviation	Full Name
SDM	Subscriber Data Management
SDN	Software-defined Networking
SDP	Service Delivery Platform
SPO Lab	Service Provider Operations Lab
SSC	Shared Services Center
SSD	Solid State Disk
STAR	Security, Trust & Assurance Registry
TBU	time-based unit
TD-SCDMA	Time Division-Synchronous Code Division Multiple Access
TMF	TeleManagement Forum
T-SDN	Transport-SDN
TUP	Time-based Unit Plan
UBB	Ultra Broadband
UMTS	Universal Mobile Telecommunications System
UPS	Uninterruptible Power Supply
USITC	United States International Trade Commission
U-vMOS	User, Unified, Ubiquitous-Mean Opinion Score for Video
vCPE	Virtual Customer Premise Equipment
VoLTE	Voice over Long Term Evolution
VoWiFi	Voice over Wi-Fi
VR	Virtual Reality
WAN	Wide Area Network
WFA	Wi-Fi Alliance
WRC-15	World Radiocommunication Conference 2015
XaaS	X as a Service

Financial Terminology

Operating profit

Gross profit less research and development expenses, selling and administrative expenses, plus other (expenses)/income, net

Cash and short term investments

Cash and cash equivalents plus other current investments

Working capital

Current assets less current liabilities

Liability ratio

Total liabilities expressed as a percentage of total assets

Days of sales outstanding (DSO)

Trade receivables at the end of the year divided by revenue, and multiplied by 360 days

Inventory turnover days (ITO)

Inventories at the end of the year divided by cost of sales, and multiplied by 360 days

Days of payables outstanding (DPO)

Trade payables at the end of the year divided by cost of sales, and multiplied by 360 days

Cash flow before change in operating assets and liabilities

Net profit plus depreciation, amortization, unrealized exchange loss, interest expense, loss on disposal of fixed and intangible assets, and other non-operating expense, less unrealized exchange gain, investment income, gain on disposal of property, plant and equipment and intangible assets, and other non-operating income.

Exchange rates

Exchange rates used in the annual report:

CNY/USD	2015	2014
Average rate	6.2927	6.1701
Closing rate	6.4927	6.1958