

Accelerate Financial Digitalization

---Shaping Smarter Greener Finance

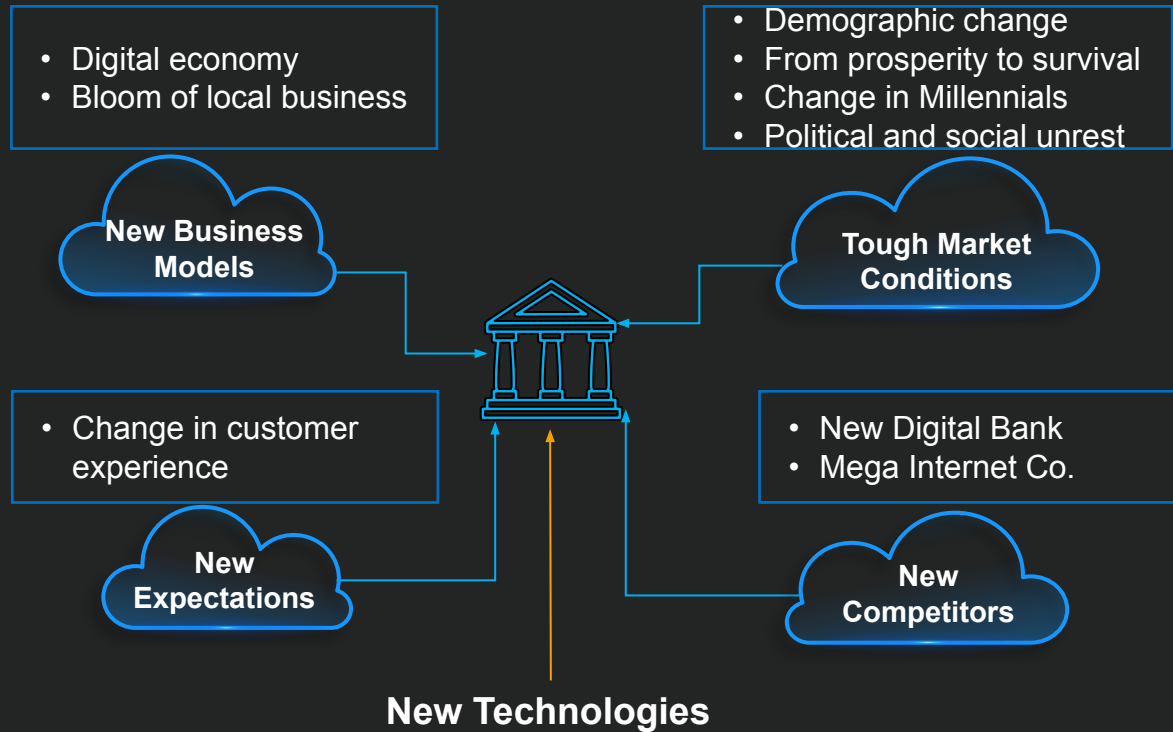
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NEW VALUE TOGETHER



New Global Context: Traditional Banks to face the New Digital Economy



Response of Traditional Banks

Accelerate Digital Transformation

Accelerate **digital transformation** of the front, middle, and back offices with technology to increase efficiency and reduce costs.



Deliver Digital Innovation Products

Provide new digital financial services to capture digital and niche customers through **multiple channels**.



Focus on User Experience

Speed up **intelligent branch** construction and deliver new user experiences through innovative technologies.



Build a Digital Bank

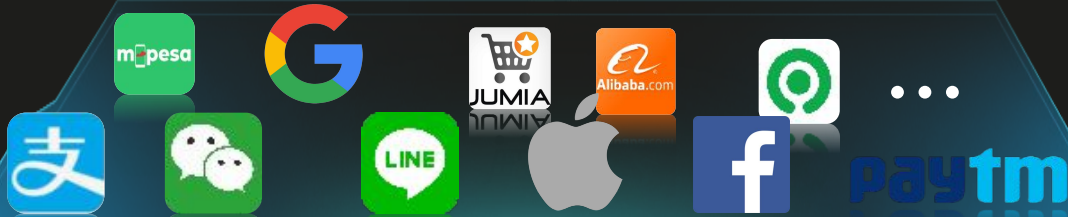
Jointly apply for a digital banking license with a consortium or provide **pure digital banking services**.



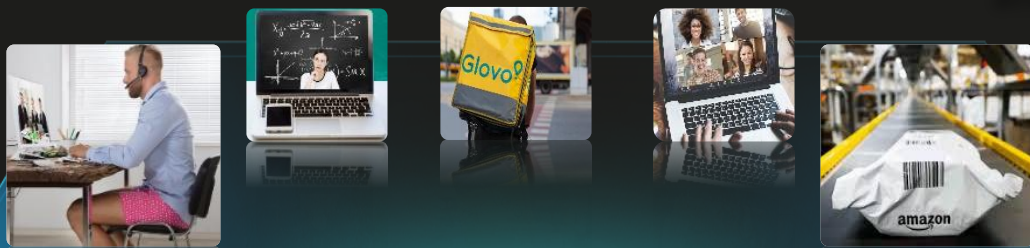
“Banks without a modern digital platform will find it hard to remain competitive in the next five to seven years.”

Jost Hoppermann, Forrester

Global Trend: BigTech's impact on traditional financial services institutions

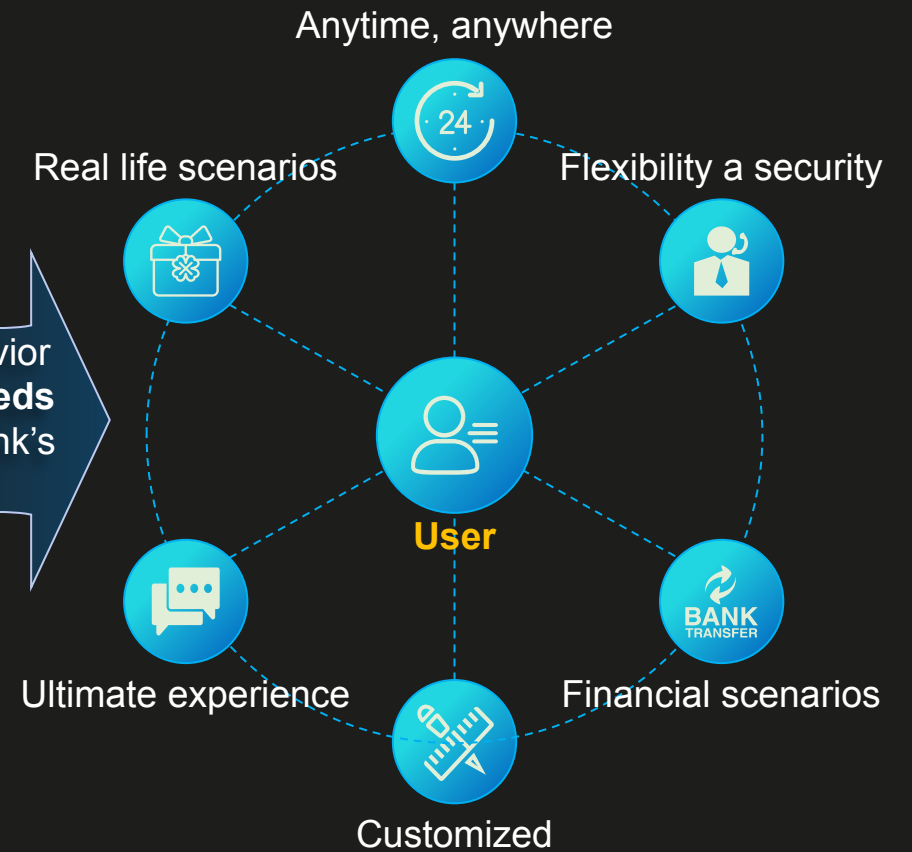


Internet giants provide all-scenario services changed customers' behavior dramatically

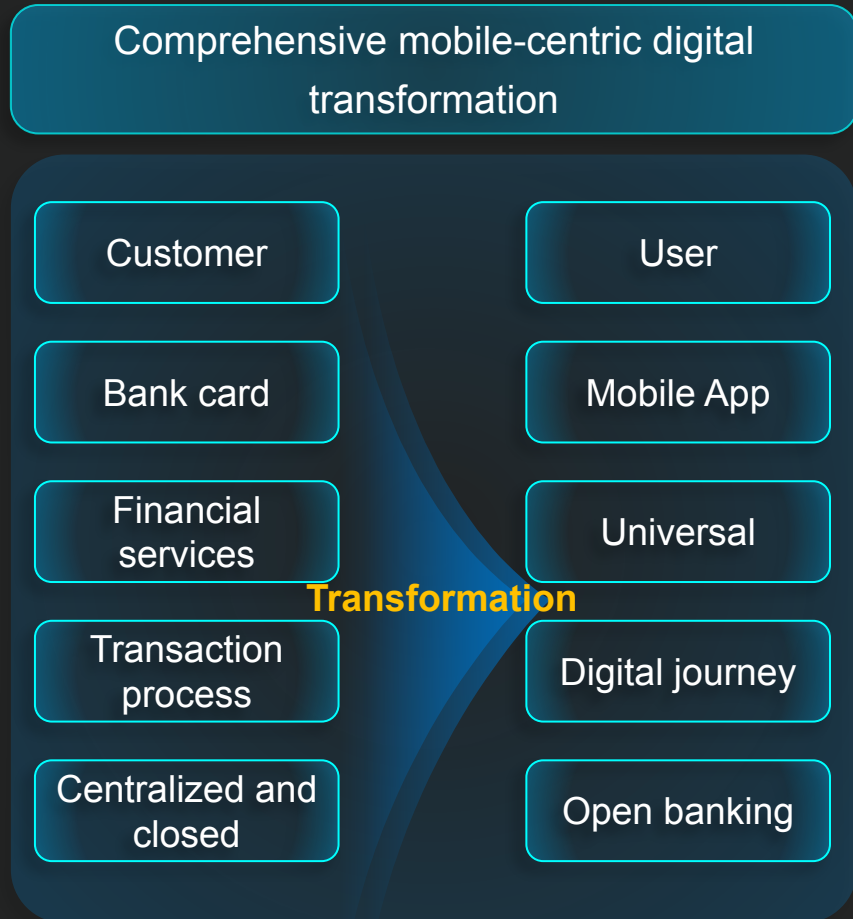


The New Normal accelerates banking digitization and digital journey reengineering

New customers' behavior patterns pose **new needs and challenges** to bank's services



How Banks Address Bank 4.0



It is not Your Peers that Disrupt the Business

Build Solutions to Address Key Success Factors of Banks

Unique Financial Offerings

- Offer innovative, unique financial products for specific customer base
- Extreme user experience to create user loyalty

Open Banking Platform

- Open API to seamlessly integration with life style internet platform to acquire massive volume of users
- Omni-Channel platform to have unified management

Personalized Service & Recommendation

- Collect extensive user behavior data for personalization
- Smart recommendation service to engage with customers actively

Full Automation

- Automation tooling to reduce manual work as much as possible
- AI innovation to further enhance productivity

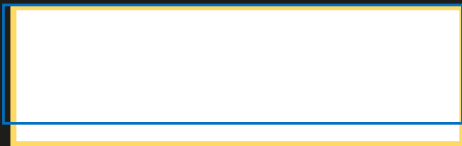
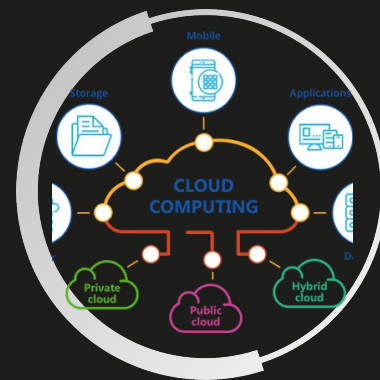
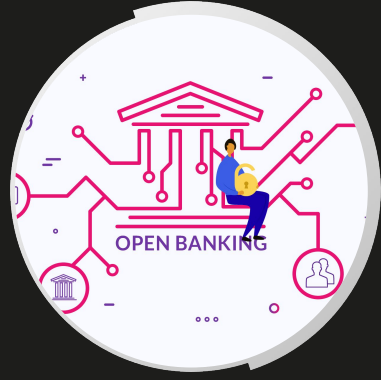
AI/Big Data Driven Risk Control

- Risk modelling with AI/Big data technology
- Continuous learning to mitigate risks

Revenue Generation

Cost Control
(Operations & Risks)

Huawei vertical solutions for Financial Institutions



Data Platforms

- Convergent Datalakes
- Financial BigData usecases
- Experience customization
- SMEs performance

Hybrid Cloud

- Data cost and complexity reduction
- ML and AI capabilities
- Development, testing & Innovation
- Improved time-to-market

Digital Banking

- Defend market position
- Go after new opportunities
- Vehicle for learning about digital innovation

- Mobile Money
- LifeStyle Finance
- Non-financial services distribution via Mobile
- Banks becoming more Mobile-Centric

“Banking everywhere, never at a bank”
Brett King



Huawei Update in Finance Industry

Outstanding Achievements

53



No.1



Top 5



2.8Bn



Finance Industry Footprint



3300+

Financial institutions



60+

Countries and regions



80+

Customers
in strategic cooperation

Abundant Digitalization Practice in Finance Industry

Robotic ICT Infrastructure Refresh Cost Efficiency | Simplified | Green



Brazil No.1 Bank

Accelerate Core Transaction

- All-flash storage, 3DC DR solution
- 45% lower power consumption,
- 0.5ms Latency, 90%
- Firewall to secure real-time transactions, performance 100%



Philippines No.1 Bank

Storage Pool Consolidation

- Resource utilization 35% → 60%+, TCO 40%
- Transaction latency 5s → 1s
- Daily settlement report 8 → 3 hours.



Top 2 Bank of Turkey

Smart & Green DC

- HDD → All flash, performance 50%, power consumption 80%
- Traditional networking → SDN, deployment time 3 weeks → 20mins



Top 2 Bank of China

5G+SD-WAN Intelligent Bank

- Cloud and 5G, Application-based Intelligent Traffic Steering
- 100x Bandwidth, Millisecond-Level Latency, and Plug-and-Play

Service Innovation Automation | Real Time | Agile



Industry's First
IoT-Centered
Financial Service
Model



Thailand No.2 Bank



Kenya No.2 Bank



Bank of Things Solutions

- Cloud-Edge-Device IoT Aggregation
- Goods control E2E supervision
- Converged data management

Digital Loan

- Traditional core → Digital Core saving xx M \$
- New features TTM: 3 weeks

Micro credit

- 26M registered users, 13M obtained credit
- US\$5 billion loan flow, 0.62% bad debt rate

Mobile Payment

- 8M clients in 2 years
- Acquisition cost: down to 1/8

Digital Transformation All Scenario | Data Driven | Eco System



中国工商银行
INDUSTRIAL AND COMMERCIAL BANK OF CHINA

China No.1 Bank

Mainframe offloading

- Dual-core IT architecture

Multi-cloud infra

- Big Data, AI, Cloud, Network, storage, DCF
- 150 applications, 10000+ nodes



招商银行
CHINA MERCHANTS BANK

China Best Bank

Real-Time Risk Control

- 90% detection coverage
- 82% fewer fraud cases

Cloud Data Warehouse

- world's First Ultra-Large DWS, reduce 40% daily process time



新加坡第一银行
Singapore No.1 Bank

World's Best Bank
since 2018

Awarded Huawei Most Valued Technology Partner of the Year 2020

S Bank in Germany Strategically Partners with Huawei

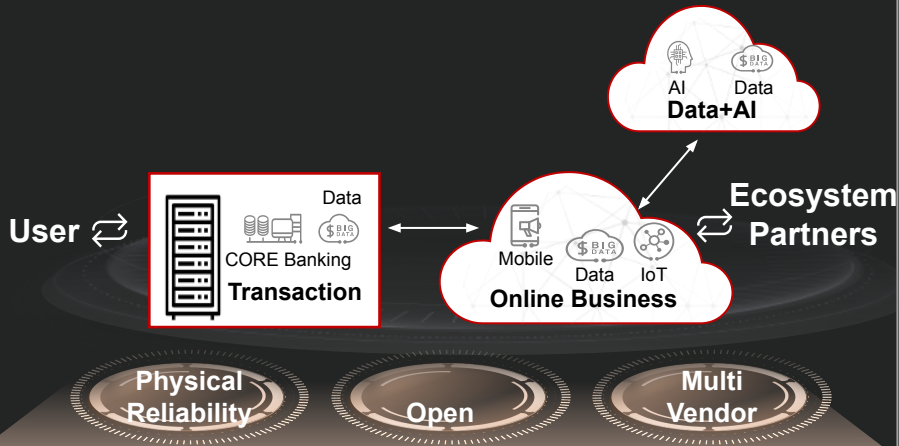
Largest saving bank in Europe by assets



IT Service Provider for S bank

- Serve 2/3 of Germany population
- 14,000+ Branches
- 385 Saving Banks

Strategy: Reshape IT with Reliable Open Platform



Cooperation to Transform the Infrastructure

Storage

All Flash
50% NAS
70% SAN

Network

All Software Defined
50% DCN
100%SD-WAN

Innovation

New Tech for lower cost higher efficiency
RoCE/NVME

Huawei's Key Values

Higher Reliability

- 0 Disk failure (2Y)
- 90% Broken rate (5Y)
- 50ms Switchover time
- 0 Down time

Higher Efficiency

- 5x Core DB I/O improvement
- 500x Network deploy speed 7D → 15MIN

Lower Cost

- Electricity: 36%
- Space: 60%
- Storage: 30%
- Network: 50%

Faster Response

- 7X27 on-site support
- Direct hotline to R&D president

D Bank Chose Huawei as Most Valued Technology Partner

The **best** bank in the world

D bank chose Huawei as technology **partner**

Huawei's Key Values

GANDALF Transformation

Being the **D** in



Insourcing

Migrates from 100% outsourcing to 100% insourcing

Cloud architecture

90+% applications operating in Cloud, and 80% reduction in server footprint

Platform

Built 1000+ external APIs.

Automation

300,000 automated builds & 30,000 code releases monthly.

Multi-Vendor

Multi-vendor strategy, open-source software, avoid vendor lock-in.

- DBS choose Huawei as strategic technology partner to build **VPC**
- **Cloud-based infrastructure:** Computing, storage, network
- **Technology innovation:** Cloud, VPC, VDI, SDN, etc.



"It's hard for the rest of the world not to use Huawei because Huawei has the most advanced technical capability."

- **Piyush Gupta**, D bank CEO
Innovation Economic Forum, 2019

1. Innovation

Innovative architecture and technologies, storage performance improved by 70%

2. Agile

Quick response and customized 30 new requirements in 9 months for SDN Campus network

3. Cost saving

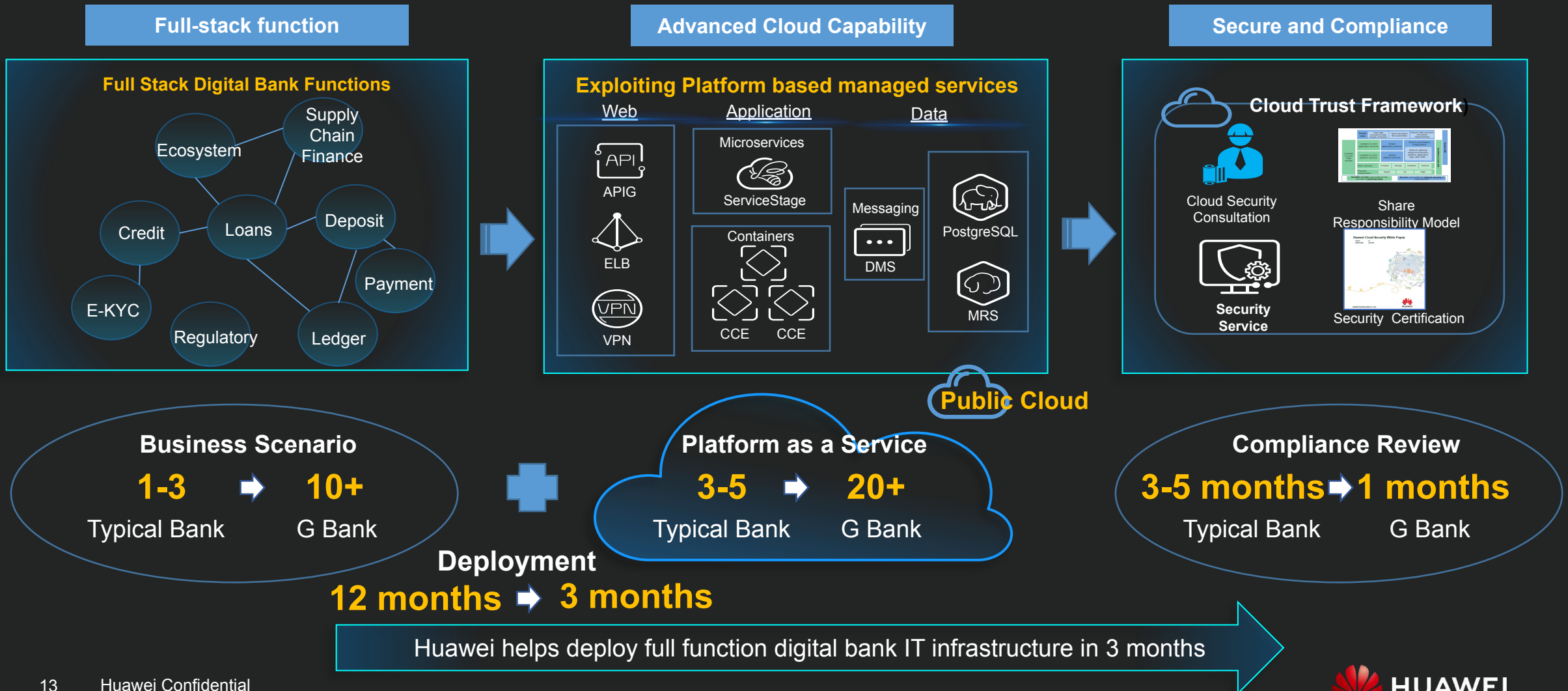
IP networking cost reduced by 30%, TCO of DCI down by 60%, 75% rack space savings and 30% TCO reduction

DBS Bank awarded Huawei

MOST VALUED TECHNOLOGY PARTNER OF THE YEAR 2020



Huawei Cloud + Temenos enable rapid system roll-out in Singapore G Bank (a digital bank with Fintech background)



Huawei Helps K-Pay Become Top Payment APP in Myanmar

Nov 2018: K-Pay went to market, quickly attracting users and becoming a top payment app in 2 years.

SuperAPP + Applet framework
Open API platform

Online



Recharge



E-commerce



Gaming



Flight tickets



Online education

Low-code development tools,
fast ecosystem development

Offline



Catering



Store



Taxi



Bus



Laundry

Fast marketing

One-stop MKT tool
Vouchers, red packets, MGM

Red-packet campaign
Launched in one week

Agile platform

New lightweight account system
Quick customer acquisition, 1/10 cost

26k TPS 20X peak performance
All-cloud auto scaling



8.8 million

users

Outnumber all banks in Myanmar



45,000

agents

90 times the total number of KBZ Bank branches



310,000

merchants

5 times the coverage of the largest consumables industry in Myanmar



\$1.5 billion

monthly trading volume

20% of GDP



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.

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