



A Letter to Our Global Customers  
*December 10, 2018*

Dear Valued Solar Customer

You may have noticed that the U.S. government has made accusations against our company in recent times. We have clarified on multiple occasions that Huawei strictly complies with all applicable laws and regulations in our global business operations.

Recently, our corporate CFO, Ms. Meng Wanzhou, was provisionally detained by the Canadian Authorities on behalf of the United States of America, which seeks the extradition of Ms. Meng to face unspecified charges in the Eastern District of New York, when she was transferring flights in Canada.

The company has been provided very little information regarding the charges, and is not aware of any wrongdoing by Ms. Meng. We believe the Canadian and U.S. legal systems will ultimately reach a just conclusion. We will keep you informed if there are any developments in the meantime.

We believe it is unreasonable of the U.S. government to exert pressure on a business entity using these sorts of approaches. It's against the spirit of free economy and fair competition. Nevertheless, regardless of how unreasonable their approach becomes, the partnerships we have with our global customers will stay unchanged.

Business integrity is the cornerstone of operational compliance at Huawei. Huawei abides by all sanction resolutions, export control laws, and regulations of the United Nations, the United States, and the European Union. We observe and maintain international trade order. This is also a core guiding principle of our management team.

When it comes to trade compliance, we proactively benchmark our performance against best practices in the industry. After more than a decade of continuous effort, we have developed a comprehensive Internal Compliance Program (ICP) that embeds trade compliance processes into the company's policies, regulations, and processes. We have also deployed specialized teams in all aspects of our business to implement this program. Every two to three years, we hire an independent and authoritative third party from the United States to audit our export control system. All of these measures help ensure that our export control requirements are comprehensively implemented with stringent monitoring.

We fully understand the cyber security concerns of governments and our customers. Building on a foundation of compliance with all applicable security laws, regulations, and

telecommunications standards, we have established a sustainable and trustworthy security assurance system across all aspects of our business, including corporate policy, organization, processes, management, technology, and technical standards.

Huawei also has a mature and established business continuity management (BCM) system that has enabled us to ensure supply continuity and prompt delivery throughout any number of critical events, including natural disasters, outbreaks of disease, as well as all manner of political, economic, and trade crises.

Huawei remains committed to developing trustworthy and secure solutions for our customers. Our products and solutions are used in more than 170 countries and regions. As the go-to digital transformation partner in markets around the globe, we will continue to provide our customers with innovative, trustworthy, and secure solutions that add true value.

Thank you for your ongoing trust and support.

**Huawei Technologies Co., Ltd.**