

For Immediate Release

## Huawei and Brightstar Launch Strategic Global Partnership for Terminal Products

Feb. 25, 2008 – Shenzhen, CHINA - Huawei Technologies Co., Ltd. ("Huawei") today clinched a strategic cooperation agreement for terminal products with Brightstar, a worldwide leader in customized distribution and supply chain solutions.

Under this agreement, Huawei appoints Brightstar as an agent to boost the sale of its terminal products in key regions around the world. This deal covers the sale of Huawei's wireless terminal products in all leading regions worldwide. Brightstar will collaborate closely with Huawei to explore key markets, deliver Huawei products to leading mobile operators and help Huawei to promote its products in the marketplace.

"Huawei has been focusing on operators' market spaces for terminal resale. Huawei's partnership with Brightstar serves as a robust supplement to its existing business models," said Guo Ping, Huawei's chief of Terminals Business Unit. "Brightstar has established long-term relationships with operators. Based on Brightstar's extensive sales network, global infrastructure and strong logistics capabilities, Huawei's terminal products are set to tap into more markets, helping operators expand their device portfolio. "

Marcelo Claire, CEO & Chairman of Brightstar, said, "Huawei has strong R&D capabilities, a wide product portfolio and is responsive to customer needs. By partnering with Huawei, we will be able to provide operators with a robust product portfolio from one of the world's leading manufacturers of mobile devices. "

In 2007, Huawei posted sales revenue of USD \$2.6 billion in terminal products. The firm had shipped up to 40 million mobile terminals, making it a world-class provider of communications terminals.

Serving over 30,000 customers around the world, Brightstar has built a reputation for customer service, flexibility and innovation, delivering world class products and solutions to the global marketplace. The company exceeded \$4.8 billion in gross revenues in 2007.

-more-

## Huawei Selects Brightstar

The strategic deal marks the initiation of strong partnership between Huawei and Brightstar, helping both sides to leverage their resources and join forces in offering quality products and services to operators and individual consumers.

#

### **About Huawei Technologies Co., Ltd.**

Huawei Technologies Co., Ltd. ("Huawei") is a leader in providing next generation telecommunications network solutions for operators around the world. The company is dedicated to providing innovative and customized products, services and solutions to create long-term value and potential growth for its customers. Huawei's products and solutions are deployed in over 100 countries and serve 35 of the world's top 50 operators, as well as over one billion users worldwide. For more information, please visit [www.huawei.com](http://www.huawei.com).

### **About Brightstar**

Brightstar Corp. is a global leader in customized distribution and supply chain solutions for the wireless industry. With global headquarters in Miami, FL, Brightstar operates sales, distribution and manufacturing facilities in 50 countries on six continents. Recently, Brightstar was named a Global Growth Company by the World Economic Forum, an exclusive list of 142 companies recognized for being visionary and fast growing businesses that have exceptional executive leadership and redefining their respective industries. The company provides solutions to more than 30,000 network operators, MVNOs, retailers, resellers and independent agents around the world, and also represents the world's leading wireless manufacturers. The company exceeded \$4.8 billion in revenues in 2007. For more information, visit [www.brightstarcorp.com](http://www.brightstarcorp.com).

###