

**Van:**  
**Aan:**  
**Onderwerp:** Change on Meeting with Huawei on 5-Dec  
**Datum:** maandag 3 december 2018 11:02:09  
**Bijlagen:** [image001.png](#)

---

Dear Ms.

I am very sorry to inform you that Mr. \_\_\_\_\_, our rotating chairman, informed us last night he has to cancel the coming visit in Europe due to urgency matters. Thus, he cannot attend the meeting made on 5 December. We are very sorry for this.

As mentioned on the phone last Friday, Mr. \_\_\_\_\_ - President of Huawei Western Europe Region and Mr. \_\_\_\_\_ - CEO of Netherlands office will attend the meeting. Mr. \_\_\_\_\_ - Director of Public Affairs and Communication Netherlands will also attend it.

We believe that the meeting will be beneficial for both of us; we can talk about the concern of dependency of the Netherlands on foreign companies related to the Dutch telecom networks, and the recent geopolitical issue related to Huawei 5G. Huawei will be very open and transparent to Dutch government.

Sorry for the inconvenience caused and thank you very much for your arrangement. I am looking forward to your confirmation.

Best regards,

Business Assistant



Huawei Technologies (Netherlands) B.V.

Amsterdam office: Herikerbergweg 36, 1101CM, Amsterdam, The Netherlands

Voorburg office: Stationsplein 4-6, 2275AZ Voorburg, The Netherlands

Mobile: +31

<http://www.huawei.com>

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**Van:** \_\_\_\_\_ )  
**Verzonden:** vrijdag 30 november 2018 14:53  
**Aan:** \_\_\_\_\_@huawei.com'  
**Onderwerp:** confirmation meeting with Mona Keijzer and Mr.

Dear Mrs

I would like to confirm the meeting with State Secretary Mona Keijzer and Mr. \_\_\_\_\_ CEO Huawei.

As discussed on Wednesday 5 December from 12.00-12.30 at the Ministry of Economic Affairs and Climate Policy.

Our visiting address: Bezuidenhoutseweg 73 in The Hague.

We would like to hear from you who will be present at the appointment with Mr

Thank you in advance for your response.

With kind regards,

Met vriendelijke groet,

Secretaresse Staatssecretaris mr. drs. M.C.G. Keijzer

---

**Ministerie van Economische Zaken en Klimaat**

Bezuidenhoutseweg 73 | 2594 AC | Den Haag

Postbus 20401 | 2500 EK Den Haag

T: + \_\_\_\_\_ / +

E: [@minez.nl](mailto:_____@minez.nl)

Werkzaam: dinsdag t/m vrijdag

**Let op! Bij bezoek aan het ministerie geldt een legitimatieplicht**

Dit bericht kan informatie bevatten die niet voor u is bestemd. Indien u niet de geadresseerde bent of dit bericht abusievelijk aan u is gezonden, wordt u verzocht dat aan de afzender te melden en het bericht te verwijderen.

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**Van:**  
**Aan:**  
**Cc:**  
**Onderwerp:** RE: FW: Change on Meeting with Huawei on 5-Dec  
**Datum:** maandag 3 december 2018 23:56:23  
**Bijlagen:** [image001.png](#)

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Dear Ms.

Thank you for informing us of this.

Although it is unfortunate that this meeting has to be cancelled, we would like to express our gratitude to Ministry of Economic Affairs and Climate Policy tried hard to make this happen.

We are looking forward to the future engagement with Ms. Keijzer.

Thanks again for all the arrangements.

Best regards,

Business Assistant  
 Huawei Technologies (Netherlands) B.V.

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:2018-12-03 14:26:19

:FW: Change on Meeting with Huawei on 5-Dec

Dear Mrs.

Thank you very much for your e-mail this morning to inform us that Mr. had cancelled his trip to the Netherlands.

Because of this cancellation the State Secretary decided to cancel the meeting with Mr. . We made a meeting possible because Mr. was only in the Netherlands on Tuesday and Wednesday. This time schedule was already very tight for Mrs. Keijzer, but she also found it very important to meet with Mr. But because she also has other obligations in the country-side she decided to cancel the meeting with Huawei on Wednesday. already contacted Mr. about this.

Hopefully we informed you sufficiently.

With kind regards,

Secretaresse Staatssecretaris mr. drs. M.C.G. Keijzer

---

**Ministerie van Economische Zaken en Klimaat**

Bezuidenhoutseweg 73 | 2594 AC | Den Haag

Postbus 20401 | 2500 EK Den Haag

T: + 31 (0)70-

M: + 31 (0)6

E: @minez.nl

Werkzaam: maandag t/m donderdag

**Let op! Bij bezoek aan het ministerie geldt een legitimatieplicht**

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**Van:** [mailto: @huawei.com]

**Verzonden:** maandag 3 december 2018 11:01

**Aan:**

**Onderwerp:** Change on Meeting with Huawei on 5-Dec

Dear Ms.

I am very sorry to inform you that Mr. , our rotating chairman, informed us last night he has to cancel the coming visit in Europe due to urgency matters. Thus, he cannot attend the meeting made on 5 December. We are very sorry for this.

As mentioned on the phone last Friday, Mr. - President of Huawei Western Europe Region and Mr. - CEO of Netherlands office will attend the meeting. Mr.

- Director of Public Affairs and Communication Netherlands will also attend it.

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Best regards,

Business Assistant



**HUAWEI**

Huawei Technologies (Netherlands) B.V.

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Voorburg office: Stationsplein 4-6, 2275AZ Voorburg, The Netherlands

Mobile: +31 (0)6

<http://www.huawei.com>

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**Van:**

**Verzonden:** vrijdag 30 november 2018 14:53

**Aan:** @huawei.com'

**Onderwerp:** confirmation meeting with Mona Keijzer and Mr.

Dear Mrs

I would like to confirm the meeting with State Secretary Mona Keijzer and Mr, CEO Huawei.

As discussed on Wednesday 5 December from 12.00-12.30 at the Ministry of Economic Affairs and Climate Policy.

Our visiting address: Bezuidenhoutseweg 73 in The Hague.

We would like to hear from you who will be present at the appointment with

Thank you in advance for your response.

With kind regards,

Met vriendelijke groet,

Secretaresse Staatssecretaris mr. drs. M.C.G. Keijzer

.....  
**Ministerie van Economische Zaken en Klimaat**

Bezuidenhoutseweg 73 | 2594 AC | Den Haag

Postbus 20401 | 2500 EK Den Haag

T: + 31 / +31

E: [@minez.nl](mailto:@minez.nl)

Werkzaam: dinsdag t/m vrijdag

**Let op! Bij bezoek aan het ministerie geldt een legitimatieplicht**

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**Van:**  
**Verzonden:** donderdag 18 juli 2019 15:01  
**Aan:**  
**Onderwerp:** Fwd: Invitation Cyber Security Roundtable

Begin doorgestuurd bericht:

**Van:** @huawei.com>  
**Datum:** 10 december 2018 om 11:18:29 CET  
**Aan:** @minez.nl" @minez.nl>  
**Onderwerp:** Invitation Cyber Security Roundtable

Dear ,

Recently there has been an increased debate on the dependency of the Netherlands on Chinese network equipment. To put things into perspective and to provide more context we are planning to organize a roundtable discussion on cyber security and 5G. Our planned date is January 9, 2019, and the venue would be most likely at kasteel de Wittenburg in Wassenaar.

We would be very happy if you and/or your colleagues could join this workshop, the Ministry of Economic Affairs and Climate and in specific the unit Telecom market is a very important stakeholder in this discussion. In fact, we would like to align with you already on the topics for this roundtable and the stakeholders we want to invite. We envision that this event will bring together leading representatives from governments, business and academia, as well as opinion leaders, to discuss the next steps for a secure digital future

We would welcome your input with this respect. Therefore my question is whether you or one of your colleagues has time this week to go through the agenda and invitation list. This would help us to make this a successful roundtable discussion.

Next to cyber security we would like to address the geopolitical situation, which cannot be seen separate from the technical part.

Draft Agenda:

Date	January 9, 2019
Time	09:00 – 09:30 Registration and coffee 09:30 – 12:30 Main program 12:30 – 13:30 Lunch
Agenda Topics	<ol style="list-style-type: none"> <li>1. Introduction of Huawei and Huawei's strategy on Cybersecurity</li> <li>2. The facts behind Huawei in the news</li> <li>3. The impact of 5G on the Dutch Society</li> <li>4. China's Cyber Security Law and regulations and its impact to Huawei</li> </ol>

5. 5G security facts, concerns & mitigations
6. The benefits of industry based assurance and successful approaches.

Me and my team are available to provide you with more details and to answer your questions.

I'm looking forward to your reply.

Best regards,

CEO, Huawei Netherlands

Mobile: +



Huawei Technologies (Netherlands) B.V.

Amsterdam office: Herikerbergweg 36, 1101CM, Amsterdam, The Netherlands

Voorburg office: Stationsplein 4-6, 2275AZ Voorburg, The Netherlands

<http://www.huawei.com>

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**Van:** ; drs. . de )  
**Verzonden:** donderdag 18 juli 2019 15:01  
**Aan:** , l. ( )  
**Onderwerp:** Fwd: Lunchafspraak Huawei

Begin doorgestuurd bericht:

**Van:** @minez.nl>  
**Datum:** 13 december 2018 om 09:17:42 CET  
**Aan:** @minez.nl>,  
 @minez.nl>  
**Kopie:** @minez.nl>  
**Onderwerp:** Antw.: [FS] Lunchafspraak Huawei [PDF]

sluit aan.

Gr

-----Oorspronkelijke afspraak-----

**Van:**  
**Verzonden:** woensdag 12 december 2018 10:17  
**Aan:** @policyresearch.nl'; @huawei.com'  
**CC:** @huawei.com';  
**Onderwerp:** Lunchafspraak Huawei  
**Tijd:** vrijdag 14 december 2018 12:30-13:30 (UTC+01:00) Amsterdam, Berlijn, Bern, Rome, Stockholm, Wenen.  
**Locatie:** Bezuidenhoutseweg 73, Den Haag, Storkzaal, BZ.01.V06

12/12 MB: indien mogelijk aanvang lunchafspraak graag om 12.30 uur.  
 04/12 MB: zoals per mail besproken.

Met vriendelijke groet,

-----  
 Directie Telecommarkt  
 Ministerie van Economische Zaken en Klimaat  
 Bezuidenhoutseweg 73 / 2594 AC Den Haag / 3<sup>e</sup> etage / D-Passage  
 Postbus 20401 / 2500 EK Den Haag  
 T: 070  
 M: 06

@minez.nl

-----  
 Let op! bij bezoek aan het ministerie geldt een legitimatieplicht.

**Van:** namens  
**Aan:** [@policyresearch.nl](mailto:@policyresearch.nl);  
**Cc:** [@huawei.com](mailto:@huawei.com);  
**Onderwerp:** Lunchafspraak Huawei  
**Begin:** vrijdag 14 december 2018 12:30:00  
**Eind:** vrijdag 14 december 2018 13:30:00  
**Locatie:** Bezuidenhoutseweg 73, Den Haag, Storkzaal, BZ.01.V06

---

12/12 MB: indien mogelijk aanvang lunchafspraak graag om 12.30 uur.

04/12 MB: zoals per mail besproken.

Met vriendelijke groet,

-----  
Directie Telecommarkt

Ministerie van Economische Zaken en Klimaat

Bezuidenhoutseweg 73 / 2594 AC Den Haag / 3e etage / D-Passage

Postbus 20401 / 2500 EK Den Haag

T: 070

M:

[@minez.nl](mailto:@minez.nl) <<mailto:@minez.nl>>

-----  
Let op! bij bezoek aan het ministerie geldt een legitimatieplicht.

.( )

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**Van:** t, drs.  
**Verzonden:** donderdag 18 juli 2019 15:02  
**Aan:** ( )  
**Onderwerp:** Fwd: Meeting with Minister of Economic Affair and Climate Policy

Begin doorgestuurd bericht:

**Van:** @huawei.com>  
**Datum:** 14 december 2018 om 16:22:12 CET  
**Aan:** @minez.nl" @minez.nl>  
**Onderwerp:** Meeting with Minister of Economic Affair and Climate Policy

Dear

Thank you for your time and openness for today's meeting! As I explained to you during the meeting.

First, We expect the fair environment to do business in Netherlands. Our customers in Netherlands are facing pressure to continue the business with Huawei. We need the trust from Netherlands government.

Second, we would like to be open, transparent and cooperative with Dutch government. We seek to find a mechanism with Dutch government to address the concerns.

It was pity our Rotating Chairman couldn't come to Netherlands last time. I am inviting him to Netherlands at beginning of 2019.

Would you please kindly help to set up the meeting with Minister of Economic Affair and Climate Policy on Jan 25<sup>th</sup> of 2019? Many thanks!

Best regards,

CEO, Huawei Netherlands  
 Mobile: +31



Huawei Technologies (Netherlands) B.V.  
 Amsterdam office: Herikerbergweg 36, 1101CM, Amsterdam, The Netherlands  
 Voorburg office: Stationsplein 4-6, 2275AZ Voorburg, The Netherlands  
<http://www.huawei.com>

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**Van:** @huawei.com>  
**Verzonden:** maandag 17 december 2018 13:34  
**Aan:**  
**Onderwerp:** RE: Uitnodiging Cyber Security Ronde Tafel

Beste

Klopt, erg balen dat ik er niet bij kon zijn. Ik ben sinds afgelopen woensdag geveld door een stevige griep met flinke koorts. Eigenlijk gaat het pas sinds vandaag weer ietsje beter. Maar ik begreep dat er een aantal afspraken zijn gemaakt afgelopen vrijdag. Als ik weer op kantoor ben, zal ik dit bespreken met mijn collega en er bij jou op terugkomen.

Vriendelijke groeten,

---

**From:** @minez.nl]  
**Sent:** Friday, 14 December 2018 10:13  
**To:** ;@huawei.com>  
**Subject:** RE: Uitnodiging Cyber Security Ronde Tafel

Beste

Dank voor de uitnodiging.  
Ik zal er niet bij aanwezig zijn.

Uiteraard sta ik open voor bilaterale gesprekken met jullie. Vanmiddag hebben we daartoe al een afspraak staan (al begreep ik net dat jij daar zelf niet bij aanwezig zal zijn).

Vriendelijke groet,

---

**Van:** @huawei.com>  
**Verzonden:** maandag 10 december 2018 18:20  
**Aan:** @minez.nl>  
**Onderwerp:** Uitnodiging Cyber Security Ronde Tafel

Beste

Via deze weg nodig ik je graag uit voor een ronde tafel sessie op 9 januari a.s. in kasteel Wittenburg in Wassenaar. De afgelopen weken is er in de media veel aandacht geweest voor de zorgen over nationale veiligheid, over de opkomst van China en over onze organisatie. Graag zouden wij in het bijzijn van diverse relevante stakeholders hier verder over praten.

In de bijlage vind je de officiële uitnodiging. Ik hoor graag van je of je erbij kunt zijn.

Best regards,

Head of Communications & Public Affairs



**HUAWEI**

Huawei Technologies (Netherlands) B.V.  
Herikerbergweg 36, 1101 CM, Amsterdam Z-O, The Netherlands

# 6.1

Dear

Recently there has been a lot of debate in the Netherlands on the topics cyber security and the dependency of the Netherlands on Chinese equipment with regard to telecom networks. All in the context of the tense geopolitical situation.

To put things in perspective and to provide you with the opportunity to share your thoughts and ideas with other key stakeholders, I would like to invite you for Huawei's Cyber Security Roundtable. This will be held on the 9<sup>th</sup> of January 2019, at Kasteel Wittenburg in Wassenaar.

This roundtable event will bring together leading representatives from ministries who are involved in the issue, telecom providers and opinion leaders, to discuss the next steps for a secure digital future. We will do this under Chatham House rules, so you can freely share all of your thoughts. This will give us the opportunity to have an open dialogue in a closed circle of trust.

The topics addressed are; Huawei's approach to and strategy on cyber security, 5G security, Chinese laws and regulations related to cyber security and how assurance is arranged within our company.

I look forward to address the topics which are of current concern to and to reaffirm Huawei's commitment to infrastructure security in the Netherlands.

*Where & when:*

Location	Kasteel Wittenburg Landgoed de Wittenburg 1 Wassenaar
Date	January 9, 2019
Time	09:00 – 09:30 Registration and coffee 09:30 – 12:30 Main program 12:30 – 13:30 Lunch
Agenda Topics	<ol style="list-style-type: none"><li>1. Introduction of Huawei and Huawei's strategy on Cybersecurity</li><li>2. The facts behind Huawei in the news</li><li>3. The impact of 5G on the Dutch Society</li><li>4. China's Cyber Security Law and regulations and its impact to Huawei</li><li>5. 5G security facts, concerns &amp; mitigations</li><li>6. The benefits of industry based assurance and successful approaches.</li></ol>

My team and I are available to provide you with any further information you may require. Our contact person is ; (+31 ).

Please reply by email to [@huawei.com](mailto: @huawei.com) when you will attend, before December 25. If you would like to bring over a colleague who is specialized in these topics, please do not hesitate to let us know.

Should you have any questions in the meantime, my team and I are happy to answer them.

# Huawei Cyber Security

Provide Secure and High Quality Products & Solutions By Building  
Comprehensive Cyber Security Capabilities in the Digital Age



*Dec 2018*



## Cyber Security as Crucial Strategy



Huawei CEO

“Huawei hereby undertakes that as a **crucial company strategy**... Taking on an **open, transparent and sincere** attitude, Huawei is willing to work with all governments, customers and partners to jointly cope with cyber security threats and challenges ... Our **commitment to cyber security** will never be outweighed by the consideration of commercial interests.”

### Centered On The Needs Of Our Customers, Covering Every Process

#### Vision

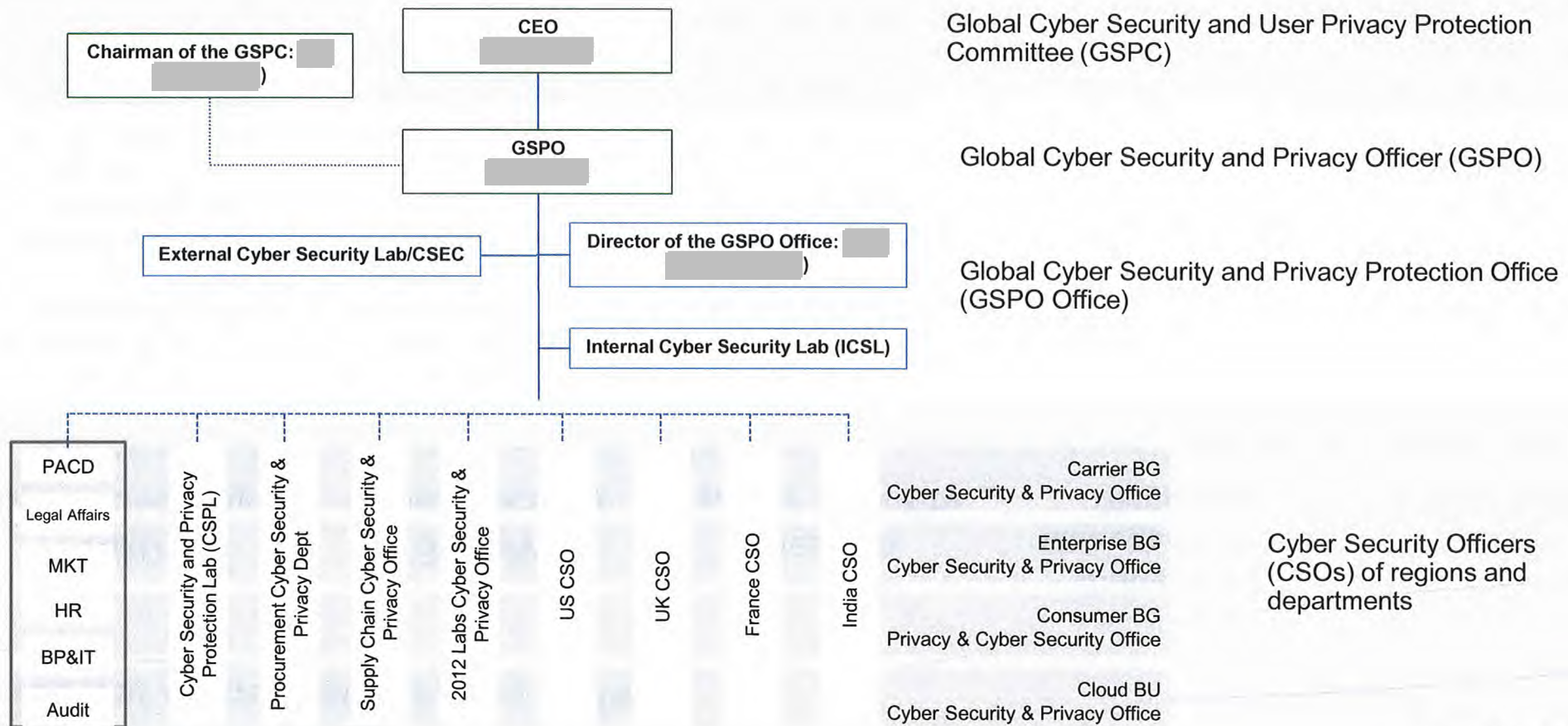
Bringing secure digital to every person, home, and organization for a fully connected, intelligent world.

#### Process



# Huawei Cyber Security Organizational Structure

All Employees Are Cyber Security Owners





## Huawei Approach : 5 Key Pillars

R&D Cyber Security	Supply Cyber Security	Service Cyber Security	Vulnerability Management and Disclosure	HR Cyber security
<ul style="list-style-type: none"><li>• Lifecycle IPD Process integration</li><li>• Industry security best practices as reference (OpenSAMM, BSIMM, Microsoft SDL etc)</li></ul>	<ul style="list-style-type: none"><li>• From materials, production to customers in the supply chain</li><li>• Suppliers management &amp; global logistics management</li></ul>	<ul style="list-style-type: none"><li>• Infrastructure security, Application security, Data security &amp; Personnel security</li><li>• Audited for accountability</li><li>• Security and privacy protection code of conduct</li></ul>	<ul style="list-style-type: none"><li>• Responsible disclosure</li><li>• Timely resolution</li></ul>	<ul style="list-style-type: none"><li>• Clean record and clean behaviors</li><li>• Imbedding awareness</li></ul>

# Huawei Actively Works With Local Governments – UK

## Huawei Cyber Security Evaluation Center



UK Government

### Huawei

- Provides capability
- Deliver products for evaluation
- Information sharing
- Optimize and improve all internal process based on CSEC reports(HR, R&D, Suppliers etc.)
- Validates issues in indentified within CSEC evaluation reports
- Resolve all indentified issues in CSEC produces(same issue may be in products not tested by CSEC)

### CSEC (Cyber Security Evaluation Center)

- Independently operated
- Key CSEC staff must be able to get Government security clearance
- Evaluate agreed Huawei products
- Report results to agreed stakeholders
- Protect IPR

### Government & Operators

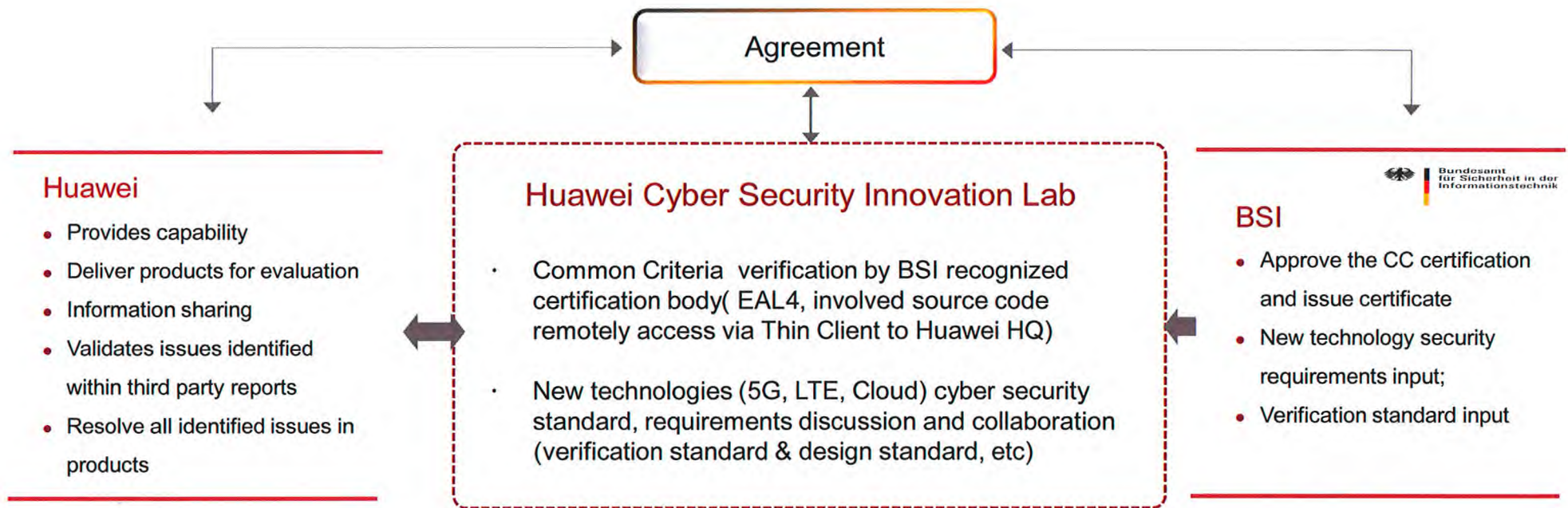
- Provide requirements
- Provide test scripts/scenarios
- Agree threat model
- Security vet/clear key CSEC employees
- Receive and accept CSEC reports
- Protect Huawei IPR

Operators

The External Cyber Security Lab operates independently within budget to ensure the **Objectivity Of The Evaluation Result.**



## Huawei Actively Works With Local Governments – Germany



**The cyber security innovation lab is open to the BSI and local operators as a collaboration platform on New Technology Security Standards, CC Certifications.**

# A Special Network Security Communication Platform (ECSC) in Brussels

## For Being Transparent To Europe

Dedicated Communication Platform for Europe-Openness & Transparency, Collaboration

Open in Brussels on 2019 / 3 / 6

Black box  
White box test  
(source code)

### Europe Cyber Security Center

Cyber security communication with EU governments, carriers, and customers

Experience Center	Knowledge Hub	Evaluation Center
Demonstrate security competitiveness of Huawei solutions and Huawei's cyber security engineering capabilities	Carry out communication and cooperation and best practice sharing(such 5G, cloud, IoT)	Provide standardized Huawei products black and white(source code) box cyber security test and evaluation services(paid service)

Here in Brussels, **we will open a Transparency and Cybersecurity Center** in the near future. It will serve as a platform for customers and industry partners to work together on security and privacy protection.  
**...Cyber security is part of our DNA.**



# The Full Picture Of Australian Government's Decision on Aug 23

Start

## Legal assumption

- 'Backdoor'
- *Influence from Patriot act of US*

Fact

- **Chinese laws does not authorize the Chinese government** to order manufacturers to hack into products they make to spy on or disable communications;
- Telecommunication devices manufacturers such as Huawei **is not obligated to cooperate with any request by the Chinese government** to use their systems or access them for malicious purpose under the guise of state security.

## —Analysis from 3 Law firms

Article 13 Counterspy Law | Article 18 Anti-Terrorism Law | Article 28 Cyber Security Law | Article 7 & 14 National Intelligence Law

Consequence

Vodafone Hutchison Australia  
Chief strategy office,

Ovum Practice Leader -  
Asia-Pacific,

,  
cyber security expert

The decision was a significant change, **"which fundamentally undermines Australia's 5G future..."**

"The cost of rolling out 5G in Australia will be higher than it otherwise would have been...  
**It all flows through to the consumer in due course. "**

"In several markets, including the U.K., **its (Huawei) source code is reviewed by independent security experts...Canberra's decision to ban the company was purely political.**"

## Technological concern

- Core and edge collapses in 5G networks

## 3GPP: Network & Core are separated



- 5G network architecture is the same as 4G. **RAN and core network have clear boundaries.**

**Australia ban Huawei from 5G is Solely Political Motivated.**

# Huawei Provide 21 wireless networks for 10 Countries in Western Europe



**10** Countries



**9** Capitals



**21** 4G Networks



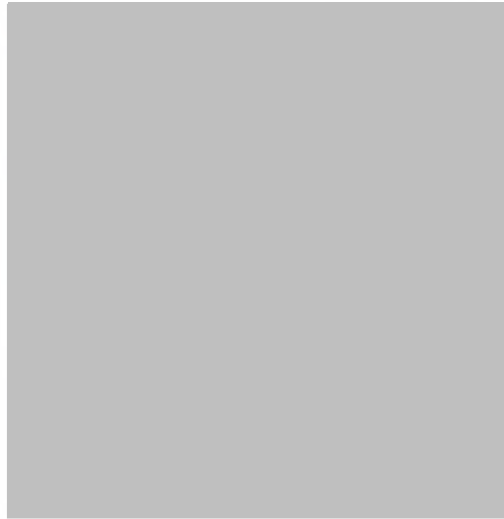
**12** 5G Contracts



# UK EE will launch 5G in [redacted] together with Huawei



5G in [redacted] Cities by 2018



[redacted] Cities by 2019



[redacted] Sites in [redacted]

- 25% data
- 15% Population

# Germany Operators start 5G trials

## with Huawei in top cities



- Market share
- sites in by 2018
- sites by 2019



- Market share
- sites in by 2019



- Market share
- sites in by 2019

Germany 5G Spectrum auction is planned in **Q1 2019**



# Thank You.

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Huawei Technologies Co., Ltd.

