
Reuters Questions

Topic: Answers for Reuters Agency

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Client: Weijing Wang

1. Why did you originally come to Poland?

In 2000, as one of the best students from one of the top high schools in Shijiazhuang I have been recommended to take a pre-exam organized by the Beijing Foreign Studies University (BFSU).

Based on the agreement between BFSU and my high school, the high school could recommend 12 candidates. Based on the results of the pre-exams, the first four candidates got enrolled for Spanish language studies, the second four – for Portuguese language studies and the last four – for Polish language studies. I was ranked with the 9th score, so according to the agreement with BFSU, I got the chance to learn Polish. So that was my first contact with Polish and BFSU.

Frankly speaking, I really had very poor knowledge about Poland at that time. I learned that BFSU was at that time the only place in China where you could learn Polish (and about Polish culture). I also learned that BFSU recruited 24 candidates for Polish studies every four years. I discussed it with my parents and we decided that studying Polish at the best university of foreign languages in China would be a good investment in my future. My parents were very proud of me as I was one of the first people from my village (which is now a part of Shijiazhuang) who ever got admitted to a university.

I spent the first academic year at BFSU studying very diligently and my performance was good. My professors and lecturers provided me with good reference letters and, consequently, I was awarded the scholarship - which was a great honour and opportunity to learn Polish directly in Poland. From our Polish group in BFSU, four students were awarded scholarships and we flew to Poland in September 2001. In Poland, we were studying Polish at the School of Polish for Foreigners at the University of Łódź until July 2002. Subsequently, I returned to Beijing to finish my academic studies at BFSU. That was the very beginning of my contact with Poland.

2. How did you end up working at the Chinese consulate, what years did you work there and what exactly was your job? What were your responsibilities?

In the beginning of 2006, I finished my job in a company distributing wine in Cheng Du and another trading amber jewelry in Shanghai, and had a short break staying with my parents. Then I

went to Beijing looking for a new job. Just at that time, the General Consulate of People's Republic of China in Gdańsk was looking for a Polish – Chinese translator. As you may be aware, there were not really many candidates on the market who could meet the requirements. I received the information from one of my academic colleagues who was completing his master studies in Poland, and he introduced me to the Consulate. I had a telephone interview with the Consul General, a few interviews at the Ministry of Foreign Affairs, and I had to pass a Polish language exam. I got the job and flew to Poland (for the second time in my life). I worked at the General Consulate from July 2006 to January 2011. My official title was cultural attaché, but as there were only three Chinese people employed at the Consulate at that time, including me, my scope of duties was much broader. Especially since I was the only one among them who spoke Polish. I worked mainly as a Polish – Chinese translator, I supported the protocol issues, administration issues, visa issues, etc. I even organized renovations and repairs, I used to remove snow and wash cars. The Consulate was mainly in charge of regional cooperation between China and Poland, the protection of Chinese citizens and visa issues. The consular zone of the Consulate General in Gdańsk covers four voivodships in northern Poland. I travelled across northern Poland on numerous occasions and participated in numerous of meetings with local authorities, together with the Consul General. As the only Polish speaking diplomat in the Consulate, I did a lot of things to support the Consul General and the Consul, in everyday life, whenever a communication in language different than Chinese was required.

3. Is it accurate that only three people worked at the consulate at the time you were there?

That is correct. All that time there were three official diplomats working at the General Consulate - the Consul General, the Consul (who was responsible for visa issues) and me. Besides the three of us, the General Consulate employed a local driver and a cleaner.

4. Why did you leave the consulate?

Originally, I planned to work there for 2 years as I was employed on a fixed short time contract. However, as I already mentioned, there are not many candidates on the market as Polish – Chinese translators. It was for this reasons that I prolonged my stay in Gdańsk until the beginning of 2011. Nevertheless, 4.5 years is a long time and I wanted to seek some new challenges. I was thinking about starting my own business using my experience and knowledge, opening a company operating between Poland and China.

5. Where did you stay in China after you left the consulate?

In January 2011 I went back to my family and stayed in Shijiazhuang for around two months I arrived at the end of January and I spent the Chinese New Year in February with my family. During my 4.5 years in Poland I had less than 60 days (in total) of holidays for visiting my parents in China.

6. What exactly did you do in China? Did you start any businesses and if so, what were they called.

I really wanted to start a business in Poland, utilizing my ability to operate between China and Poland. I talked with a company operating at the Hebei Normal University which focuses on international cooperation between universities and support student exchange between Chinese universities and foreign universities. I was thinking about starting a company which would support Polish – Chinese cooperation in higher education and develop mutual relations between Chinese students and Polish universities. I stayed in Shijiazhuang for approximately 2 months, planning my new business, when I got a phone call and a job offer that changed my plan.

7. How did you come to join Huawei? Who recruited you and when?

As I previously mentioned, in February 2011 I celebrated Chinese New Year full of happiness with my family (who I had not seen for quite some time). I was slowly planning my own business and, most of all, enjoying my time with family and friends. Then, I got a phone call or maybe an e-mail with a job offer from Huawei. As I remember, it was about March 2011. I guess they got my contact via my colleagues from BFSU or the Embassy. At that time the director of public affairs in Huawei CEE & Nordic Region asked me if I was interested in a PR manager position in Huawei Poland. Frankly speaking, I barely knew Huawei at that moment. Then I researched Huawei and the prospect of working in a Fortune 500 Company made me excited. Since my own business was not ready, I tried to get the contract. The director of public affairs in Huawei CEE & Nordic Region and the deputy general manager of Huawei Poland jointly interviewed me, which was followed by a lady from the HR department of Huawei Poland testing my Polish language skills. At the Huawei Beijing office, I even had a remote video interview with the director of HR from Huawei Global Public Affairs Communication Department. Fortunately, I passed them all and received a ticket to Shenzhen for a two-month training program at Huawei Headquarters followed by two weeks of practice at the Huawei Beijing office. After all of my training, I returned to Poland in June 2011.

8. Tell us what your jobs were while you worked for Huawei. Please describe your duties and how they changed. We are particularly interested in the years 2016 and 2017.

During 2011 – 2016 I was responsible for public affairs in Huawei Poland. The purpose was to build a friendly business environment for Huawei's continuous development in the local market. It is worth mentioning that until 2011, Huawei's main target worldwide were telecommunications operators as Huawei mainly offered telecom equipment. It has changed since 2011. [Since then Huawei started to develop ICT for enterprise market that is industrial solutions. Therefore, since 2011 Huawei has needed to promote itself and build a good image of the company among government representatives, public institutions and commercial sectors. Further development of the company on local markets, like the Czech or Polish markets, was dependent on market conditions. Without the openness of the government of a given country and a competitive market environment, Huawei's development would not be possible. As a PR manager at that time, I was supposed to improve the communication with Polish governmental officials, institutions and industrial associations, organize some PR events, and support corporate social responsibilities. My role was to introduce Huawei to them, learn their policy of the industry and offer Huawei's recommendations to the policy.

Our PR team at Huawei Poland was not big. Another colleague of mine was responsible for media affairs and CSR programmes. During five years we managed to establish communication with the industry authorities and institutes related to technology, telecommunications and trade. We had various meetings with these institutions in order to present and promote Huawei abilities, visions and technologies to build up our brand awareness. These meetings concerned broadband network construction, frequency management, LTE technology, telecom industrial trends, etc.

In addition to being responsible for introducing Huawei to Polish public institutions, a PR manager at Huawei Poland was also responsible for maintaining good working relationships with China-related institutions. Huawei was already at that time one of the largest Chinese companies in Poland, employing around 500 Chinese and Polish citizens. It was natural that we had to maintain good contacts, in particular with the Embassy of People's Republic of China, with the Polish – Chinese Chamber of Commerce, the Association of Polish – Chinese Friendship and several others.

By the end of 2015, after five years of holding my job as a PR manager, the desire to face new challenges was rising in my heart. I applied to join the new business group, the so-called "Enterprise Business Group", to create my new career path in Huawei. I wanted to engage in real business practices, to be a salesman. After a discussion with my supervisor, he supported my idea but needed candidates to fill my role as PR manager. The plan got delayed, I didn't change my position and I kept looking for candidates on the market. By the end of 2016, I recommended two candidates and one of them was successfully recruited. Then I was happy to be switched to the Enterprise Business team of Huawei Poland. I started to be responsible for sales to the Polish public sector, with a 3-4 person team. The job was far more difficult than PR as competitors were dominating the market for many years. As a fresh fish in the sales team, I was mainly supporting my team, learning sales skills from everyone as well as the new solution profiles. Personally, I was responsible for the GSMR project for PKP PLK in 2017, with about a USD 700 mln procurement budget. Unfortunately, we did not succeed but still I gained much knowledge and experience in sales.

9. What sorts of projects were you looking to sell and in which Polish cities?

I was mainly looking for sales opportunities in the central government (i.e. Ministries), governmental institutions and state-owned companies (e.g. in the Ministry of Finance, Social Insurance Institution (ZUS), the Polish Post, the Polish State Railways (PKP), the Research and Academic Computer Network (NASK), etc.). We were promoting the Huawei network and IT solutions. In 2016, I participated in some discussions regarding "Smart City" projects and I even had some talks with city authorities. But that was still in the development phase, far from achieving any business results.

10. Were you involved in getting tenders for Huawei? Could you tell us which ones?

Until the end of 2016, I wasn't responsible for sales. In 2017, I was involved in the GSMR project, announced by PKP PLK. It was a railway telecom infrastructure project. In 2018, I sold some network routers project to PKP PLK. Then we succeeded in the first tender released by

NASK to build the “National Education Network”, the so-called “OSE”. When I was arrested on 8 January 2019, I was preparing offers for the 2nd tender of the OSE project. Subsequently, I learned that Huawei submitted the best offer to the OSE 2nd tender, but the offer was rejected. I do not know if this is related to my arrest.

11. What was the nature your interaction with the Chinese embassy or consulate while you worked at Huawei?

Huawei is one of the most successful companies in the world. In Poland, we have employed hundreds of employees, including over one hundred expats from China. It’s necessary for the company to be in a constant touch with the Chinese embassy in relation to passport and other issues, like Visa for Poles who have been travelling to China for business related issues.

I kept regular contact mainly with the economic section office and the visa section. People in the economic section from time to time, they organize legal & financial seminars for Chinese companies. During important bilateral visits, the economic section and PAIZ could organize commercial contract signing ceremonies, which were good PR events for Huawei.

Due to above we have needed to maintain relations with the Chinese Embassy.

Furthermore, some of my academic colleagues were (and probably still are) working at the Chinese Embassy. I have known these colleagues for many years, and I always keep good contacts with people I know well, particularly with my friends.

12. What kind of market research were you doing? Were you collecting information about telco operators, telco equipment makers city projects or competitors?

As a PR manager and salesman in Enterprise Business I was expected to know the market, the key players, the key stakeholders, including the representatives of telecommunication operators. It is a part of Macro Environment Insight for many companies. In every company active on the market, people in my position must know their business sector, the market, the key players, the key stakeholders. I wasn’t carrying out any particular research concerning business activities of the telco operators, but I needed to know if we could have offered them any of the Huawei products or services. I usually managed to get to know the board members and the top managers simply by taking part in official conferences, seminars, symposiums etc as well I was trying to collect such information through publicly available webpages. This was a part of my work as salesman.

Not knowing the key people on the market would be an act of negligence.

I learned local telco market policies, technology trends, competitor status, government structures, investment strategy, etc. In Enterprise Business, I mainly concentrated on my customers, tried to understand what they required, what they have in their ICT infrastructure, what they bought and what they plan to buy, what competitors sold to them, which resellers had good sales with them? I didn’t collect information about telecom operators; I wasn’t responsible for sales to operators. I participated in many discussions on Smart City strategy mainly in 2016/2017. There were talks with some city authorities, regarding solutions like smart light, smart parking, etc.

13. What was your involvement in 5G?

At that time when I was a PR manager, 5G was not yet such a hot topic as it is today. As a salesman, 5G was pretty much out of the scope of my interests. 5G was not a part of my business KPI (Key Performance Index). I learned the industry's trends and status, but I was not responsible for that part of business. Naturally, this topic had been arising in business discussions, but 5G is not a solution for Enterprise Business. 5G is generally a telecom business and there is a different business group, the so called "Carrier Business Group", which is responsible for that.

14. How did you first meet Piotr?

Although I don't entirely recall, I believe he – as an official of the Polish telco regulator (UKE) – was attending a meeting, that representatives of Huawei had with Ms. Magdalena Gaj, the chairman of the Electrical Communication Office (UKE). He was assisting Ms. Gaj as an advisor. I also recall that he was a member of the delegation of the Polish Ministry of Digitalization in 2013, when the delegation visited Huawei Headquarters in Shenzhen. He is an open – minded individual and has good knowledge of the Polish telco market.

15. What was your relationship with him?

Quite good. At first when he was working in UKE we only had business interactions, regarding the topics of ITU Global Symposium, Broadband, Smart City solutions, etc. Then we got closer as friends and our families know each other well. In 2016, prior to my son being born, I was seeking advice from my Polish friends regarding recommended hospitals and Piotr helped me to find some really good doctors. On another occasion, when my son had a minor accident while riding his scooter and I was urgently looking for a dentist, he immediately provided me with a contact. He also recommended a doctor for my mother-in-law when she got sick and had a suspicion of cancer. He has always offered his kind help and warm advice; I was very grateful for that. After he left UKE, I didn't have any business interactions with him. I treated him as a good friend, probably my best Polish friend here. We exchanged Christmas gifts and we visited each other at our respective homes with our families. I helped him plan a trip to China with his family in 2018. I took my vacation and accompanied them on their trip while my wife remained at home with our son (as he was too small for such a long journey). We also planned to spend upcoming family holidays together and visit France.

16. Did you work with Piotr as part of your job at Huawei and over what time period?

During 2012 – 2016, while he worked in the UKE, I contacted Piotr mainly in relation to the delegation of the Ministry of Digitalization's visit to China, the ITU Symposium, broadband project progress in Poland, frequency management, Smart City and cybersecurity topics. From 2017, Piotr left UKE and worked for Orange. Until then we only had purely official business interactions. Then, to my best knowledge, he was not employed by any public bodies nor institutions, he was working in business as a consultant. I even recommended him to work for Huawei as I appreciated his deep knowledge of the telecom market and broad network of contacts, but it didn't work out. After he left the UKE we were in touch as friends, sometimes we arranged meetings with our families. I didn't have any Huawei business with him (and our trip

to China was not connected to my work in Huawei). We were friends. I was even looking for a Chinese teacher for his kids. We shared common interests, for example he advised me to engage into trunking solutions projects for the Police and city to manage emergency communications.

17. Did it involve his work as an intelligence agent or someone close to the government? Did it involving his consulting to Orange?

I am not certain about when I found out Piotr had worked for the intelligence service (i.e. for the Internal Security Agency (ABW)). To my best knowledge, he could have been working there some time ago, but we never talked about his work there. As I remember, he mentioned that he had some cooperation with ABW. However, I wasn't interested in that. Business proposals to intelligence services is beyond the scope of interests of Huawei. Unfortunately, Huawei is still perceived in the West as a suspicious company. Therefore, Huawei doesn't want to fuel this opinion, so we skip such sensitive sector in order to protect business opportunities on the local market.

I thought that Piotr has good contacts among the telecom circle in government and that might help me with future sales. Our topics have never covered his business in Orange. Orange is not in the scope of my potential customers. I was quite familiar with his professional activities in UKE as at that time I was a PR manager and I had some professional interactions with him. However, after he left the UKE and we became friends, we didn't talk about the details of his work for Orange or ABW.

18. Have you seen him in jail?

No.

19. Do you blame Piotr for your arrest?

I don't know what role Piotr was playing in this game. Before the game is over and everything is clear, I do not want to make any judgement.

20. Why do you think you were arrested?

I learned Polish and I am good at it. I know lots of people from Polish authorities and the telecom industry. I spent almost 13 years in Poland and my earnings were good. I keep in touch with Chinese diplomats and journalists. I was working for Huawei. I worked in the Chinese Consulate in Poland. I guess I could be considered as a potentially good candidate to become a spy. Nevertheless, no one ever offered me such a job. But still today I am wrongfully accused for doing things I have never done and am being kept away from my family. Not to mention that finding an alleged spy in Huawei is a perfect excuse to kick Huawei out of Poland and elsewhere.

21. Do you think your arrest was political? Do you think it was related in anyway to the Meng case and the debate over 5G?

I would leave this question for comment by my lawyer. I am not the one – especially in my current position – to present any opinion. However, I do hold my personal views in this matter.

22. Why do you think Huawei fired you and what do you think of that?

I was just one of 180,000 employees of Huawei. When an employee is criminally accused as “a spy”, what do you think the company could do? Especially under today’s situation. The Company did what it had to do and I understand that. By the end of 2018, I anticipated that Poland could take some action against Huawei, following USA. But I never expected the action was directed against a single person.

23. We understand that Huawei helped you find a lawyer – please tell us about that.

On the morning of 8 January 2019, when I was arrested, I informed 3 people by using my legal right: the Embassy of PR China, the in-house lawyer of Huawei Poland and the General manager of Huawei Poland. National power was upon me and I felt helpless. I hoped someone could help me. I was recommended to use the help of one of the best lawyers on the Polish market. By now, I know Huawei is also supporting me by providing some documents related to my work in the company to assist the investigation.

24. Is Huawei helping you or your family in any way right now?

Since being arrested I haven’t had any direct contact with Huawei, but I know from my wife that the colleagues from the company showed empathy and assist her on daily basis.

25. How are you paying your legal bills?

I am just an ordinary person under very serious allegations. While being arrested I literally have my hands tied in this matter, so this is an issue my wife has to deal with. I am also hoping for assistance from my former employer.

26. Is there anything you can tell us about the allegations against you.

Unfortunately, not much, although I would love to. All the information concerning the allegations I am facing is covered by investigation secrecy, and a lot of the case files are secret. Despite numerous requests to the Prosecutor to make the charges publicly available, this has not yet happened. Therefore, I am not allowed to discuss them publicly or to comment on the content of the secret case files gathered in my case. I can only say what is not there, and I am absolutely convinced that there is not even a single piece of evidence proving that I have done anything illegal, in particular that I have committed any crime. It makes this situation even more painful and increases my feeling of injustice.

27. Finally, you’ve been accused of spying for the Chinese government. Please comment.

I love China and I love Poland. Since my studies I always wanted to be a bridge of friendship between the two nations, not a destroyer. I have never spied for the Chinese government. I have never done anything to the detriment of Poland. That would be absurd...Poland is my second home.

28. Did you ever go to China with Piotr, and if so, when and why?

Yes. The first time I met the delegation of Polish Ministry of Digitalization in Shenzhen in 2013, at Huawei’s headquarters. Piotr was one of the members of delegation. The second time we invited

Piotr as representative of the UKE, together with representatives from the Telecommunication Institution and Military University of Technology in Warsaw (WAT) to join the Broadband Forum in Hong Kong. The third time was purely recreational, I spent a 10-day vacation with family in China (August 2018). We visited Beijing, Xi – An, Shanghai, Hangzhou and Wuzhen. Piotr's wife and children went together. I helped to plan the trip.