

ZTE Corporation

Company Overview

Sept, 2017



Founded in 1985, ZTE is Committed to:

1



Providing **customized** communication products and services to customers around the world

2



Respecting employees and enabling their career development, providing **opportunities** for them to grow with the company

3



Generating optimal **returns** for shareholders, and giving back to society

ZTE at glance



- **81,468** staff in total, with **30,086** staff in R&D



- **500** employees in Italy (250+150)



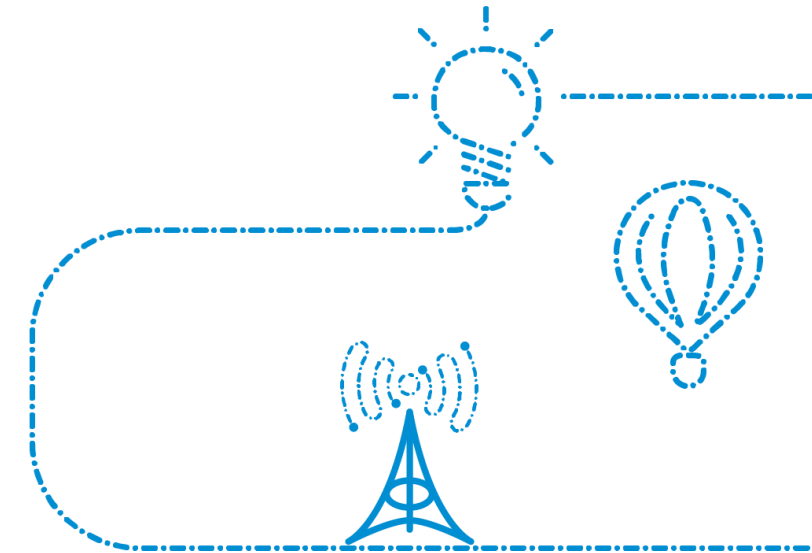
- **107** global branches in **160+** countries



- **8+1** global logistics centers, **15** global training centers



- **1** global customer center, **6** regional customer centers, **46** local customer centers



20 R&D Centers Worldwide



Xi'an

- Wireless
- Handsets

Beijing

- WDM
- Ethernet Switches

Tianjin

- RFID
- WiMAX

San Jose

- New Services
- M2M

New Jersey

- Bearer Network
- Fixed Network

Paris

- Value-Added Services

Wuhan

- Optical Transmission

Chongqing

- Value-Added Services

Changsha

- Mobile Internet

Austin

- High-end Chip Design



Chengdu

- Network Management
- OS

Sanya

- Service Platform

Shenzhen

- Wireless
- Transmission
- IC Design

North Carolina

- Wireless (Microwave)

Tokyo

- 5G Research

Stockholm

- Next Generation Wireless Technology

Coming soon

Shanghai

- Wireless
- Fixed Networks
- Handsets

Nanjing

- Core Network
- Fixed Network
- Bearer Network
- Cloud Computing

San Diego

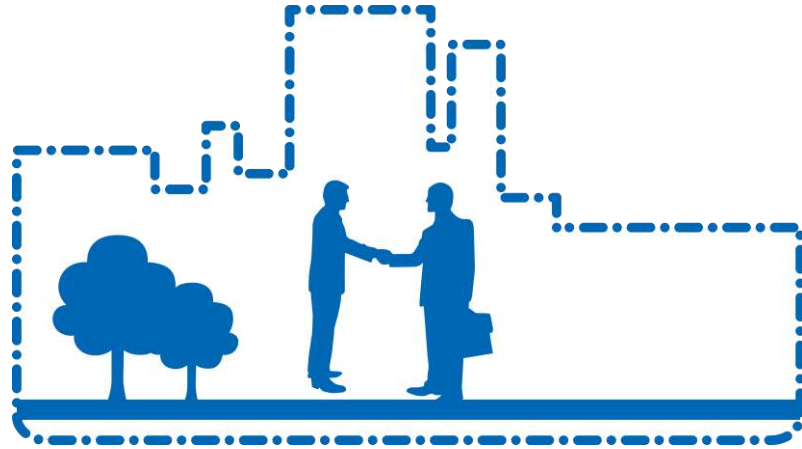
- Wireless (4G&CDMA)



Ottawa

- Innovation, Certification, Mobile Security, Hardware and IC Design

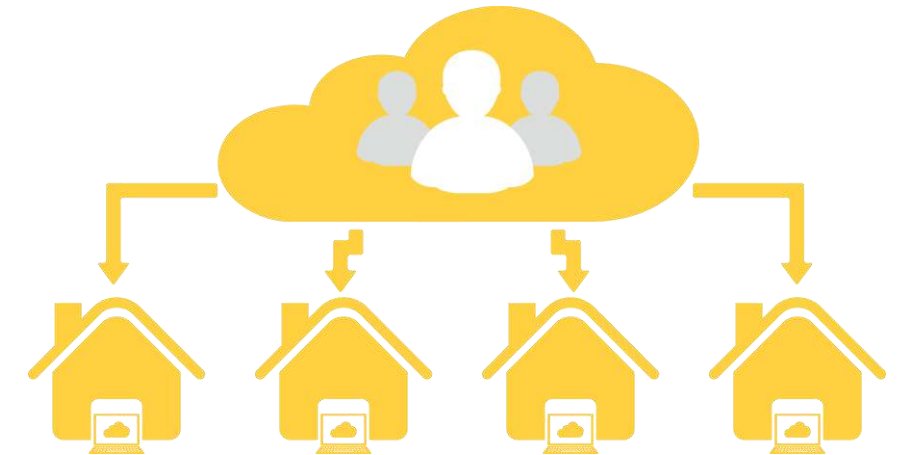
ZTE's Corporate Mission and Vision



To improve our lifestyle



To help enterprises improve efficiency
and to help the industry develop



To help operators and
create multi-dimensional
value

Corporate Mission

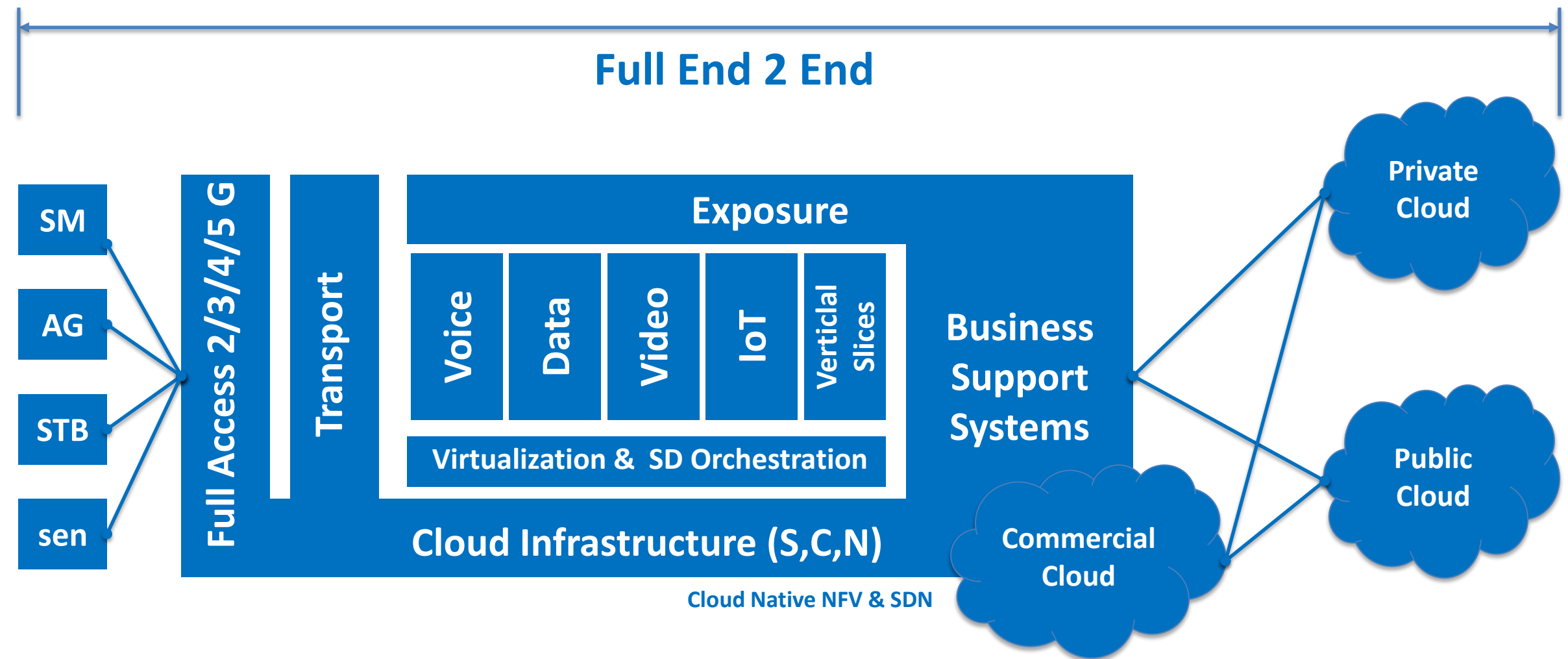
To become a distinguished global leader in the M-ICT era

Corporate Vision

We will spare no effort in providing cool, green and open ICT products and experiences to the people around the world. **To our partners who share in this vision, we will establish a safe, open, and reciprocal platform to help them achieve their goals and realize their excellence**

E2E , Cross Industry, State of the Art Portfolio

Products+Services+Services



ZTE Compliance Capability:

According to Transparency International's "Transparency In Corporate Reporting: Assessing Emerging Market Multinationals (2016)", **ZTE is the only Chinese company to rank in the top 15 of companies assessed.**

This is a reflection of ZTE's ongoing commitment to complying with the laws and regulations of the jurisdictions in which it operates.





**Under the principle of “Mobile Internet of Everything”,
ZTE introduces the concept of “M-ICT”**

(M: Man to Man, Man to Machine, Machine to Machine, Mobile Information and Communication Technologies)



M-ICT Strategy – A Realization of Excellence and Value



Ubiquitous Interconnectivity

- More than 50 billion connections by 2020
- Mobile traffic doubles every year



**Symbiotic relationship
between the digital and
physical worlds**



Life and Work with the Same Experience

- Cloud services everywhere
- Business applications emerge endlessly



**Focus on information
security and privacy**

The overall strategy of ZTE is Enabler@M-ICT

High Quality Growth and M-ICT Core Competence

2004

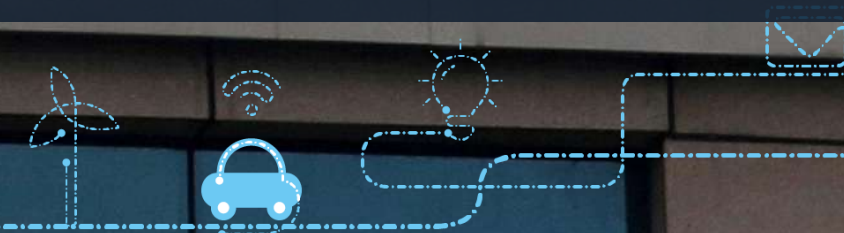
China's first A to H listed company:
Shenzhen A-Share Stock in 1997, **Hong Kong** as an H-Share Stock in 2004.

101.2

ZTE's full-year revenue rose to RMB 101.2 BL (= € 13 billion) in 2016, bolstered by growth in the company's Carrier Networks and Consumer Businesses.

10%

ZTE invests 10% of its total revenue in R&D.



Global Top-3 Innovator for Seventh Straight Year

50
70

ZTE ranked one of the 50 Largest ICT Companies and 2016's Global Top 70 highest R&D spenders by Strategy&, the strategy consulting team at PWC

90+

90+% of the patents **owned by** ZTE result from **original** inventions, including a high number of standard-essential patents adopted in the telecommunications industry globally

ZTE moves to No. 1 in World Intellectual Property Organization's Patent Table in March 2017.

Z 1st

ZTE has filed more than **1,500 5G-related** patent applications and 20,000 terminal-related patents globally

1500
5G

Patent filings exceed 68,000, more than 28,000 have been granted.

28.000
68.000

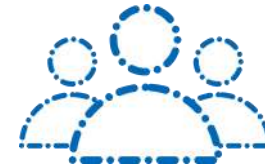


ZTE Leadership in 5G



70+

Membership seats in international organizations and forums



30+

Leadership seats in standards organizations



815

Essential LTE patents,
13% of global total



30,000+

International Standard proposals

ZTE Leads Innovation in Pre5G and 5G

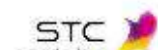
- As a global leader in Pre5G commercialization and 5G Technology, ZTE released **full range of 5G pre-commercial** base stations, accelerating 5G industrialization.
- ZTE signed strategic partnerships on 5G development with the world's top telecommunications carriers including **SoftBank, Korea Telecom, Telefonica, Deutsche Telekom, U Mobile, China Mobile, China Unicom and China Telecom.**
- ZTE became **the first vendor** to complete **phase-1 tests of key 5G technologies** of China's national 5G testing, to conduct the industry's first 3GPP compliant IoT test @3.5 GHz based on the 5G New Radio (NR) specifications with Qualcomm and China Mobile.
- ZTE was one of the major contributors to the SAE/LTE standards development working group under the 3rd Generation Partnership Project (3GPP).
- ZTE devoted more than 500 technical specialists to the research of key LTE technologies and evolution of standards.
- ZTE submitted more than 8,700 SAE/LTE proposals to 3GPP, with 2,850 proposals accepted.
- ZTE had 43 3GPP standard or technical specification reporter seats.

Global Mobile Award for Pre5G Massive MIMO at MWC 2016

ZTE won the Best Mobile Technology Breakthrough Award and Outstanding Overall Mobile Technology-The CTO's Choice 2016 for its Pre5G Massive MIMO technology at the Global Mobile Awards 2016



Collaboration with 500+ Operators Globally



Thank You

ZTE
Tomorrow never waits

