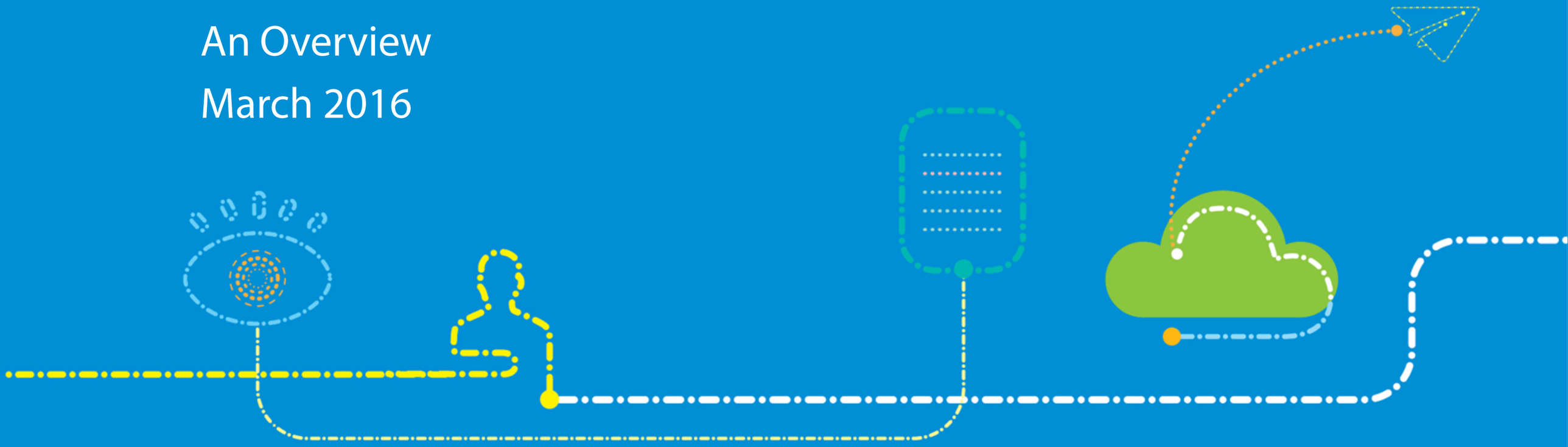
ZTE

未来，不等待

ZTE Corporation

An Overview

March 2016



Founded in 1985, ZTE is Committed to:

1. Providing customized communications products and services for clients globally
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

18 R&D Centers Worldwide

China

Xian
- Wireless
- Handset

Wuhan
- Optical Transmission

Chengdu
- Network Management
- OS

Shanghai
- Wireless
- Fixed Network
- Handset

Beijing
- WDM
- Ethernet Switches

Chongqing
- Value-added Service

Sanya
- Service Platform

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

Tianjin
- RFID
- WiMAX

Changsha
- Mobile Internet

Shenzhen
- Wireless
- Transmission
- IC Design

USA

San Jose
- New Service
- M2M

New Jersey
- Bearer Network
- Fixed Network

Austin
- High-end Chip

North Carolina
- Wireless (Microwave)

San Diego
- Wireless(4G&CDMA)

France

Paris
- Value-added Service

Sweden

Stockholm
- Next generation Wireless Technology

ZTE Provides Products and Service in 160+ Countries

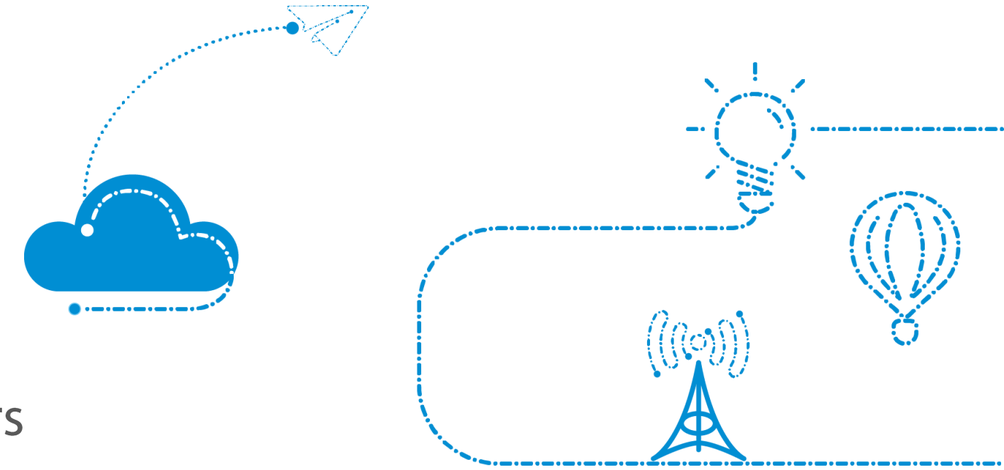
~60,000 staff

107 global branches

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

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

More than **10,000** after-sales staff, **3,000+** local contracted partners



Global Top-3 Innovators for Fifth Straight Year with More Than 60,000 PCT Filings

- ZTE ranked third globally in patent applications under the Patent Cooperation Treaty (PCT) in 2014
- ZTE was ranked inside the global Top-3 by WIPO for fifth straight year
- Patent filings exceed 60,000, more than 17,000 have been granted
- More than 90% of the patents owned by ZTE resulted from original inventions, including a high number of standard-essential patents adopted in the telecommunications industry globally
- ZTE is committed to leading-edge innovations in 4G and 5G telecommunications, intelligent mobile devices, optical communications, cloud-computing, big data and emerging technologies to play a leading role in the development of next-generation technologies

ZTE Management Objectives:

1. Innovate through the understanding of future customer needs and by closely monitoring the rabid changes in the ICT Marketplace.

2. Grow through expanding into new markets and designing innovative products employing the best resources globally.

3. Succeed in achieving quantitative and qualitative targets

M-ICT Strategy to Realize the Excellence and Value

Ubiquitous inter-connections
By 2020, there will be more than 50 billion connections
Mobile traffic is doubling every year

Symbiotic relationship between the digital and physical worlds

Life and works with the Same Experience
The cloud service is everywhere
Business applications emerge in endlessly

Focus on information security and privacy especially the information and network security

Under the background of "Mobile Internet of Everything", ZTE proposed the concept of "M-ICT"

(M: Man to Man, Man to Machine, Machine to Machine, Mobile)

The overall strategy of ZTE is Enabler@M-ICT

Achieve High Quality Growth and M-ICT Core Competence

“5G will be a key catalyst in driving the convergence of networks, services and devices, opening up new possibilities for users and organizations,” said Dr. Zhao Xianming, ZTE EVP, CTO. “To deliver the best user experience for future 5G services, the telecommunications industry needs to collaborate with other industry verticals in order to develop an in-depth understanding of how 5G can serve the needs of different sectors of the economy.”

Industry-Leading Innovative Solutions

Smart City

The open and shared Urban Operation Center is the base of city intelligent applications

Public Safety

Big data analysis on social relations, intelligent video analysis

Wireless Government

Wireless government network deployed in big cities as Beijing, Shanghai, Tianjin

Wireless Charging

Wireless charging solution for automobiles reduces cost

Rail Transit

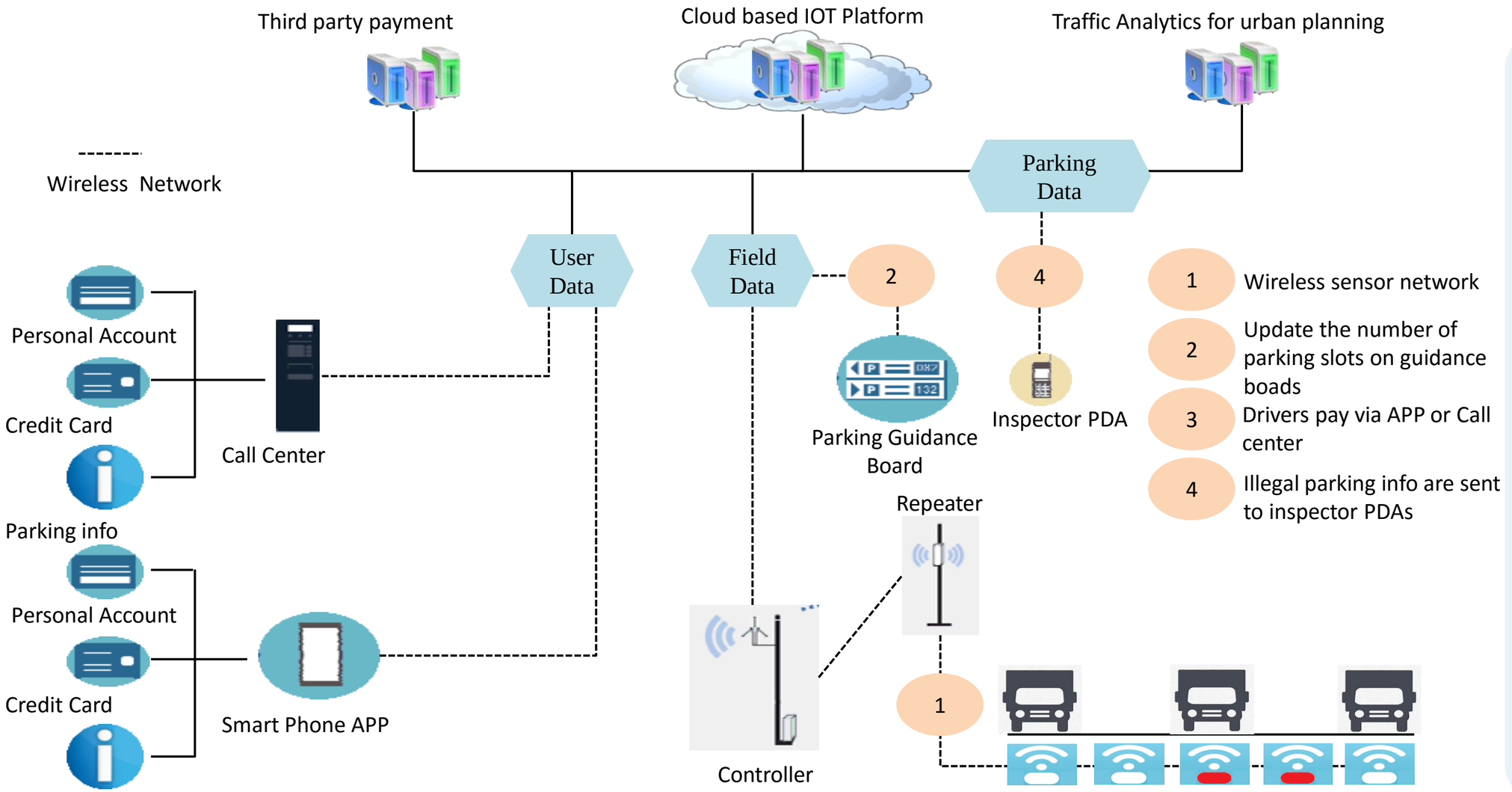
LTE-R supports various railway wireless services and speed up to 500 km/h

ATG Broadband

Air to ground broadband provides wireless network services for passengers

Roadside Parking

Social Stability | Economy Growth | People's Well-Being



Highlights:

- ◆Create value
- ◆Easier to pay
- ◆Easier to locate
- ◆Lower carbon emission
- ◆Easier to expand

Thank you

Tomorrow never waits