2017 ZTE Recruitment of Foreign Students Studying in China

March, 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 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.
M-ICT Strategy – A Realization of Excellence and Value

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

Life and Work with the Same Experience
- Cloud services everywhere
- Business applications emerge endlessly

Symbiotic relationship between the digital and physical worlds

Focus on information security and privacy

Under the principle of “Mobile Internet of Everything”, ZTE introduced the concept of “M-ICT”
(M: Man to Man, Man to Machine, Machine to Machine, Mobile Information and Communication Technologies)

The overall strategy of ZTE is Enabler@M-ICT
ZTE’s Corporate Mission and Vision

**Corporate Mission**

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

We will spare no effort in providing cool, green, and open ICT products and experiences to the people of this 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.

**Corporate Vision**

To improve our lifestyle

To help enterprises improve efficiency and to help the industry develop

To help operators and create multi-dimensional value
High Quality Growth and M-ICT Core Competence

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

- ZTE reports a steady increase in operating revenue to RMB71.56 billion and net profit to RMB2.86 billion in Q3 2016. In Q3 2016, ZTE invested close to 15%, or RMB9.89 billion, of their total revenue in R&D, the largest such investment the company has made to date.

- The company will focus on major strategic directions, namely: in-depth development of the carriers’ market; value creation in government and enterprise business; integration and innovation in the consumer market, and driving business development in the VOICE sectors in 2016.
Europe, Americas, and Oceania Contribute the Largest Revenue among Overseas Markets

Consumer business

Carrier Network

Enterprise Business

57.1%
32.4%
10.5%

China
Europe, Americas and Oceania
Asia (Excluding China)
Africa

53.0%
25.2%
14.8%
7.0%

Source: 2015 Annual Report
Global Top-3 Innovator for Sixth Straight Year

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 PriceWaterhouseCoopers LLP (PWC).

ZTE was ranked inside the Global Top-3 by the World Intellectual Property Organization (WIPO) for the sixth straight year.

ZTE ranked third globally in patent applications under the Patent Cooperation Treaty (PCT), in 2015.

Patent filings exceed 68,000, more than 25,000 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.

Currently, ZTE has filed applications for more than 20,000 terminal-related patents globally, with more than 4500 granted. In Europe and North America, ZTE has been granted more than 2000 terminal-related patents.

ZTE is committed to leading-edge innovations in 4G and 5G mobile telecommunications, intelligent mobile devices, optical communications, cloud computing, big data and emerging technologies, playing a leading role in the development of next-generation communication and connectivity technologies.
ZTE Leadership in 5G

- **70+** Membership seats in international organizations and forums
- **815** Essential LTE patents, 13% of global total
- **30+** Leadership seats in standards organizations
- **30,000+** International Standard proposals

ZTE Leads Innovation in Pre5G and 5G

- Released Pre5G pre-commercial base station using massive multiple-input multiple-output (MIMO) technology
- One of the first partners of Deutsche Telekom 5G Innovation Lab
- MOU with SoftBank Corp. and KT to collaborate on research and development on Pre5G/5G mobile communications networks technology
- Selected as one of the first group of partners in China Mobile Open NFV Test Lab
- One of the main contributors to the SAE/LTE standards development working group under the 3rd Generation Partnership Project (3GPP)
- More than 500 technical specialists devoted to the research of key LTE technologies and evolution of standards
- More than 8,700 proposals related to SAE/LTE were submitted to 3GPP, with 2,850 proposals accepted
- 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.
20 R&D Centers Worldwide

**Xi’an**
- Wireless
- Handsets

**Wuhan**
- Optical Transmission

**Chengdu**
- Network Management
- OS

**Shanghai**
- Wireless
- Fixed Networks
- Handsets

**Beijing**
- WDM
- Ethernet Switches

**Chongqing**
- Value-Added Services

**Sanya**
- Service Platform

**Tianjin**
- RFID
- WiMAX

**Changsha**
- Mobile Internet

**Shenzhen**
- Wireless
- Transmission
- IC Design

**San Jose**
- New Services
- M2M

**New Jersey**
- Bearer Network
- Fixed Network

**Austin**
- High-end Chip Design

**North Carolina**
- Wireless (Microwave)
- Transmission
- IC Design

**San Diego**
- Wireless (4G&CDMA)

**Japan**
- 5G Research

**Sweden**
- Next Generation Wireless Technology

**France**
- Value-Added Services

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

**Canada**
- 5G Research

**Ottawa**
- Innovation, Certification, Mobile Security, Hardware and IC Design
ZTE Provides Products and Services in 160+ Countries

- ~84,600 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
Collaboration with 500+ Operators Globally

North America
- AT&T
- Verizon
- TELUS
- ROGERS
- Sprint
- BCE
- TDS
- Time Warner Cable

Latin America
- América Móvil
- Vivo
- Cantv
- TIM
- Telmex
- Oi
- Claro

Europe
- 8
- VimpelCom
- Vodafone
- MTN
- O2
- Orange
- KPN
- BT
- Telefónica
- TeliSonera
- Turkcell
- Telekom Austria Group
- SFR
- Deutsche Telekom
- Orange
- Vodafone
- O2
- SFR
- Vodafone

Asia Pacific
- PLDT
- SoftBank
- Celstra
- Airtel
- Idea
- Tata
- BSNL
- Hutchison Telecom
- LG U+
- SingTel

MEA
- Safaricom
- STC
- Etisalat
- Orange Telecom
- MTN
- MTN
- Vodafone
- Orange
- Vodafone
Comprehensive Product and Service Offer

**Terminals**
- Smartphones
- Tablets
- Feature Phones
- Data Cards
- Home Terminals
- Modules/Chips
- Wearables

**Wireless**
- UMTS/GSM
- CDMA2000
- TD-SCDMA
- LTE
- Microwave
- WLAN

**Fixed Access**
- MSAN
- xPON
- DSL
- CPE

**Core Networks**
- Voice Communication
- Packet Core
- Convergence User Data
- Intelligent Operation Management

**Bearer**
- WDM/OTN
- NG-SDH/MSTP
- IP Transmission
- Routers &BRAS
- Ethernet Switches

**Cloud & IT**
- Value Added Services
- Cloud-computing Infrastructure and Services
- Servers
- Storage
- IPTV
- APP Store & Convergence Service

**Services**
- Consulting Services
- Integration Services
- Customer Support
- Managed Services
- UniCare Services
- Learning Services
- OSS/BSS

**Others**
- Power
- CAF

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1999
Launched the first independently developed dual band GSM mobile phone

1998
Former mobile phone R&D site
Mobile Department founded, ZTE enters mobile market

2001
Launched ZTE802, the world’s first CDMA mobile with removable SIM, a breakthrough for CDMA development in China

2002
Mobile Phone Division established, mobile phones become one of the company’s three strategic focuses

2006
Initiated strategic cooperation with Vodafone to sell mobile phones in over 50 countries worldwide, enabling global presence and international strategy; in the same year, the overseas income exceeded the domestic income for the very first time

2007
Launched CDMA mobile with MetroPCS and entered the US market

2008
Launched ZTE802, the world’s first CDMA mobile with removable SIM, a breakthrough for CDMA development in China

2010
Launched Racer, becoming one of the first Chinese companies to release an Android device.
Joined Google OHA.

2011
Blade device shipments exceeded 10m worldwide.

2015
Entered new M-ICT era

2014
Terminal Division established and began operating independently

2016
Launched world’s first dual mode, dual band 4G data card.

Ranked No.1 worldwide for international patent applications.
ZTE Mobile Devices Today

- **DEVICE R&D**: 17 Years
- **DEVICES SHIPPED**: 700 Million (75% outside of China)
- **ACTIVE USERS**: 72 Million (60% outside of China)
2015 Mobile Device Outlook

**DEVICE SHIPMENTS**

- 2015 annual shipments targets:
  - 60 million smartphones
  - 100 million terminals

**PREMIUM DEVICES**

- Sales of premium devices to double
- Mid- to high-end smartphones to account for 45% of total shipments

**CHANNELS**

- Sales from channels to comprise 50% of total shipments
- Triple partners and retail presence

**MARKETS**

- Branding and premium focus in North America
- Premium products growth in China
- Breakthrough in Europe and Asia Pac
- Growth in LATAM and MEA
A Leader in the 4G Era

Tier-1 vendor for LTE/LTE-A

- ZTE has won 170 LTE/EPC commercial contracts in 2015
- The world's fastest-growing provider of 4G network products
- In 2015, ZTE 4G shipments increased 100%, doubling the number of shipments two years in a row
- ZTE has successfully deployed its products in 70% of the countries with LTE networks

Steady growth in 2G/3G

GU:
- ZTE’s GU solutions are deployed commercially by more than 160 operators in over 110 countries
- More than 60 operators from 50 countries and regions are deploying HSPA+ commercial networks

TD-SCDMA:
- More than 170,000 base stations deployed in China Mobile’s TD-SCDMA network, accounting for 1.2 million carrier frequencies, serving 29 provinces, 3 municipalities and 130 cities. In China Mobile’s TD-SCDMA network, ZTE’s market share is more than 33%

CDMA:
- ZTE is the world’s biggest CDMA network vendor with over 32.6% market share, having accumulated shipments of more than 360,000 CDMA base stations, supporting 388 million lines
- ZTE’s CDMA networks are deployed by more than 120 operators in over 70 countries

Core Network:
- ZTE’s Evolved Packet Core (EPC) solutions are deployed in 75 commercial networks globally, and more than 170 IMS commercial/trail networks
- ZTE is the world’s No. 1 provider of Subscriber Data Management (SDM) solutions
ZTE FBB and Bearer Networks for Intelligent Broadband

1st
CPO-AGGREGATION
PRODUCT
Market share

2nd
PON OLT
Market share

2nd
PON ONT/ONU
Market share

2nd
OPTICAL NETWORK
Market share

2nd
IP / ETHERNET
Market share

2nd
Broadband CPE
Market share
Leading core-competitiveness: ZTE is committed to developing leading-edge IT infrastructure and cloud computing technology, offering a comprehensive range of hardware and software enterprise solutions.

Diversified cloud applications and services & Green technology to lower TCO. Holder of more than 200 cloud computing patents.

Continuous investment and deployments by customers worldwide: 7,000+ R&D staff in cloud computing; ZTE CoCloud has been widely used by nearly 100 global operators and enterprise customers.

Investment in Enterprise Cloud Computing Technology

- Integrating enterprise applications, services and terminals to build “terminal, pipe and cloud”
- Delivering competitive advantages in IT to customers, and lowering TCO
Growing Footprint of the Enterprise Business

Focuses on 6 industries: **Energy, Transportation, Government, Public Utilities, Finance, and Internet**; provides ICT products, solutions, and services

Provides **50+ industry ICT solutions**, which have been successfully deployed in **100+ countries**

**1000+ industry partners, 3000+ channel partners**

- Enterprise solutions deployed in more than **140 Smart City** projects in over **40** countries

- ZTE won the **TM Forum President’s Award** at the 2015 Global Summit in Nice, for its **ZSmart CC (Smart City & Community)** solution
Industry-Leading Innovative Solutions

**Smart Cities**
The open and shared Urban Operation Center is the base of intelligent applications for Smart Cities

**Public Safety**
Big data analysis on social interactions, intelligent video monitoring, analysis and detection

**Wireless Government**
Wireless Government network deployed in big cities such as Beijing, Shanghai, Tianjin

**Wireless Charging**
Wireless charging solution for automobiles provides convenience and reduces costs

**Rail and Transit**
LTE-R supports various railway wireless services and speeds up to 500 km/h

**ATG Broadband**
Air To Ground broadband provides advanced wireless network services for airline passengers
Industry-Leading Growth in Managed Services

More than 177 contracts globally

335,000 managed base stations, serving 230 million end users worldwide

Optical Fiber Communications in excess of 332,000 kilometers
Gaining Customers’ Trust in Learning Services

2010-2015 Learning Services CAGR reached 11%

Learning Services contracts in 2015 1477
Commitment to Employees, Environment and Society

ZTE Corporate Social Responsibility

- Bringing You Closer
- Fair Business Practices
- Environmental Protection
- Societal Good
- Caring Employer
- Socially Responsible Supply Chain
2017 ZTE Recruitment of Foreign Students Studying in China

We are expecting:

- After-Sales Technical Support Engineer
- MKT Manager-Technology
- MKT Manager-Commerce
- Account Manager
- HR Manager
- HR Manager
How to join us

Submit your CV—phone or video interview—face-to-face interview—contract signing—employment

Submit your CV to the email box of the recruitment platforms or directly during our lectures.

For more information, please visit http://www.zte.com.cn/global or follow our Wechat public account “joinzte”.
Thank you