



# 2017 ZTE Recruitment of Foreign Students Studying in China

March, 2017



# Founded in 1985, ZTE is Committed to:



Providing customized communication products and services to customers around the world



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



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



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

**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



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

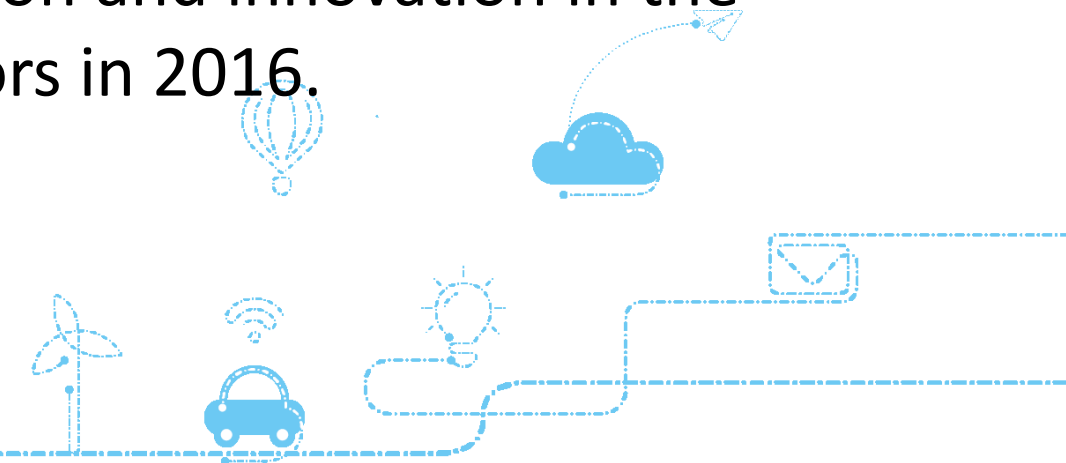
Corporate Vision

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

# High Quality Growth and M-ICT Core Competence

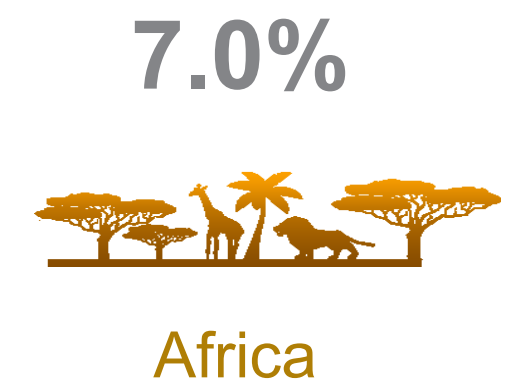
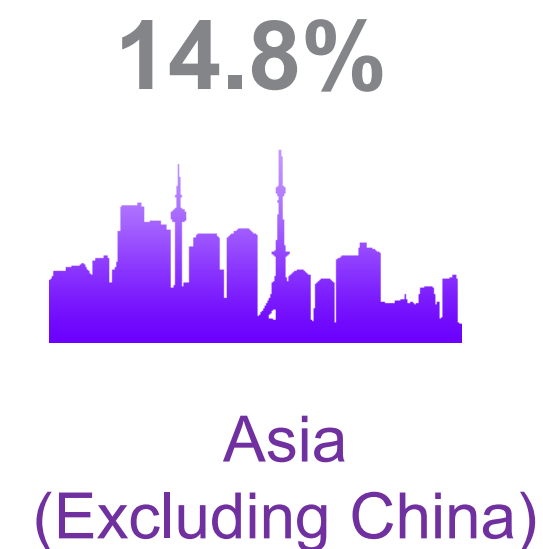
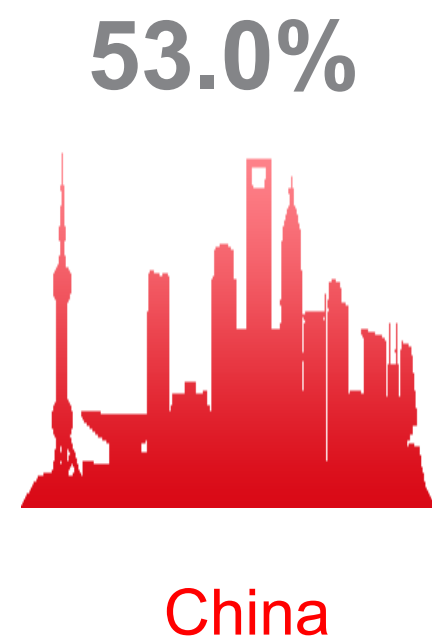
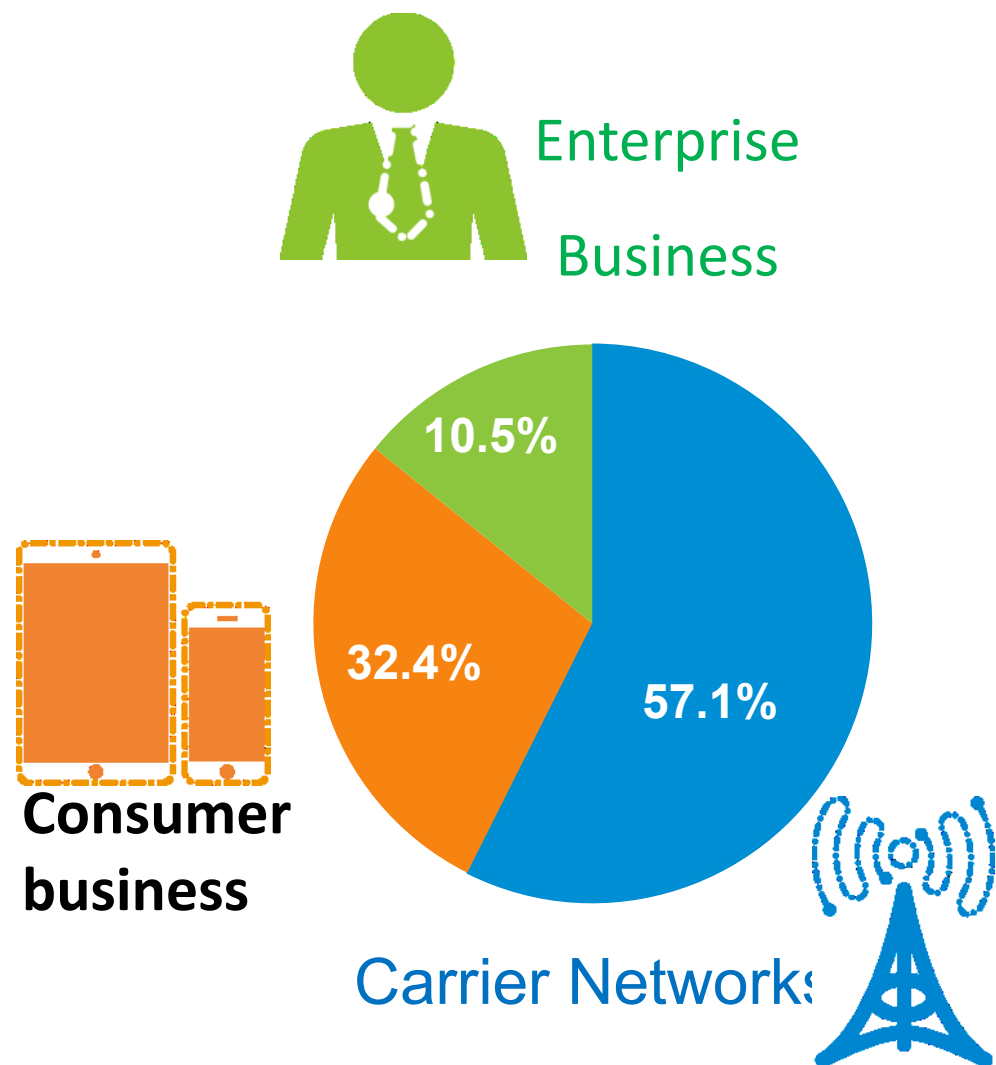
- China's first A to H listed company:  
**Shenzhen** as an A-Share Stock in 1997, **Hong Kong** as an H-Share Stock in 2004
- ZTE reports a steady **increase in operating revenue to RMB71.56 billion** and **net profit to RMB2.86 billion** in Q3 2016. In Q3 2016, ZTE invested close to **15%, or RMB9.89 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



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



**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

- 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

## 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

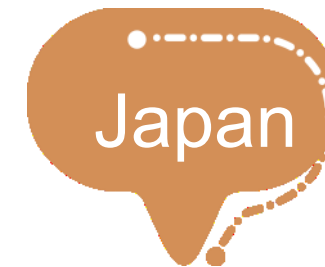
- Value-Added Services

## 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

## 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 Provides Products and Services in 160+ Countries



**~84,600** staff



**107** global branches



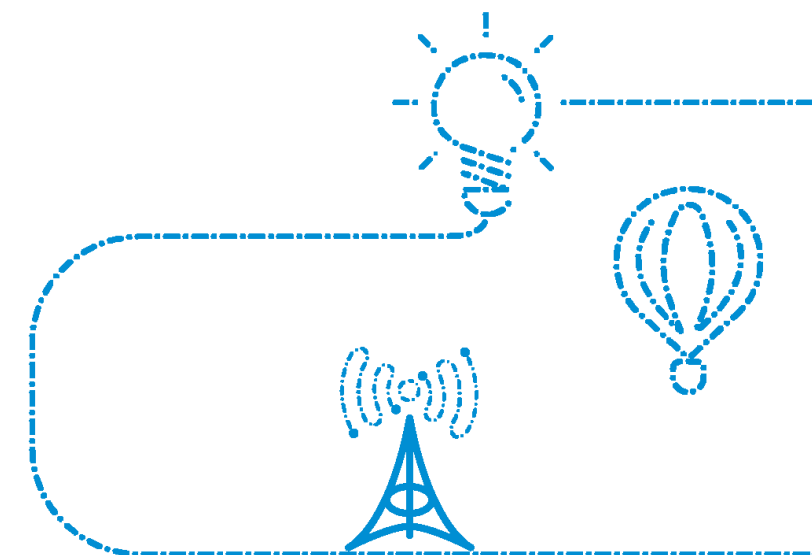
**8+1** global logistics centers, **15** global training centers



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















































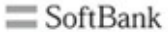


















More than **10,000** after-sales staff, **3,000+** local contracted partners













# Collaboration with 500+ Operators Globally

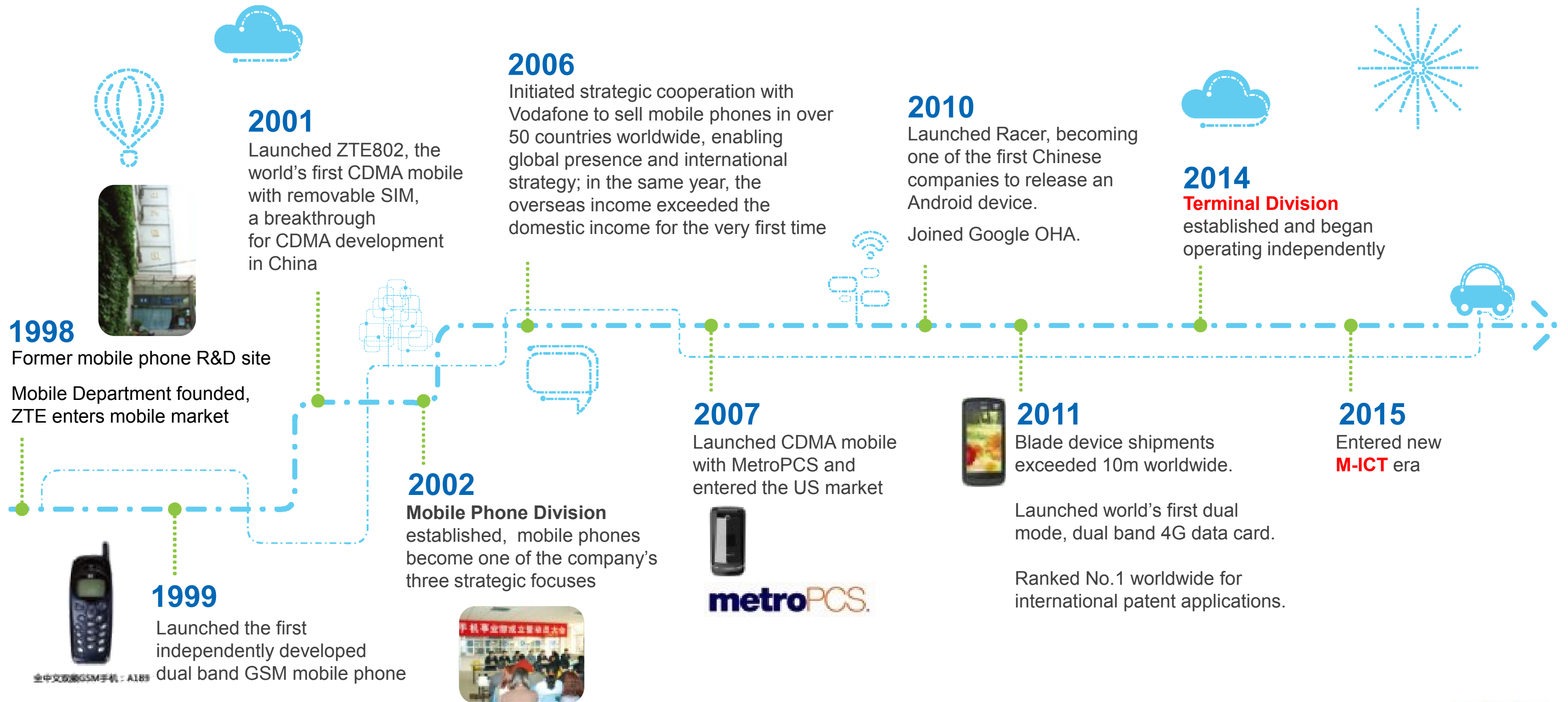
North America										
Latin America										
Europe										
										
Asia Pacific										
										
MEA										



# Comprehensive Product and Service Offer

							
<b>Terminals</b>	<b>Wireless</b>	<b>Fixed Access</b>	<b>Core Networks</b>	<b>Bearer</b>	<b>Cloud &amp; IT</b>	<b>Services</b>	<b>Others</b>
Smartphones	UMTS/GSM	MSAN	Voice Communication	WDM/OTN	Value Added Services	Consulting Services	Power
Tablets	CDMA2000	xPON	Packet Core	NG-SDH/MSTP	Cloud-computing Infrastructure and Services	Integration Services	CAF
Feature Phones	TD-SCDMA	DSL	Convergence User Data	IP Transmission	Servers	Customer Support	
Data Cards	LTE	CPE	Intelligent Operation Management	Routers &BRAS	Storage	Managed Services	
Home Terminals	Microwave			Ethernet Switches	IPTV	UniCare Services	
Modules/Chips	WLAN				APP Store & Convergence Service	Learning Services	
Wearables						OSS/BSS	

# ZTE Mobile Device Story



# ZTE Mobile Devices Today

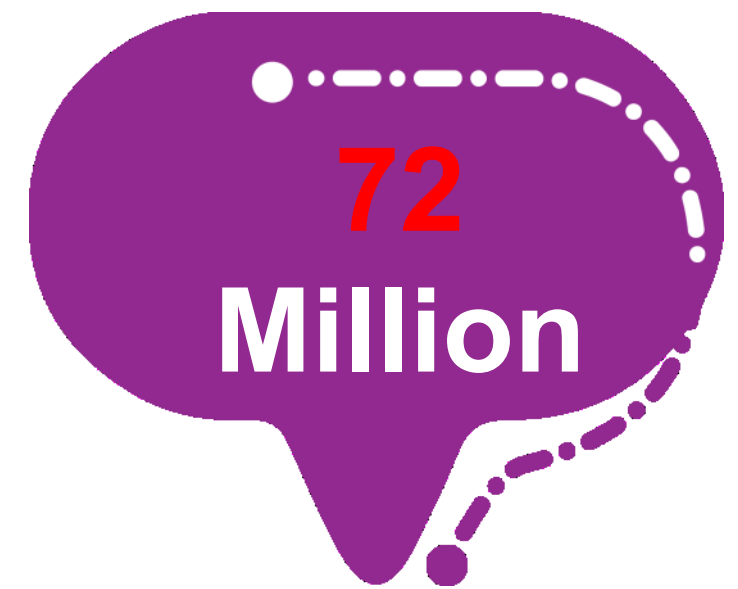


**DEVICE R&D**



**DEVICES SHIPPED**

(75% outside of China)



**ACTIVE USERS**

(60% outside of China)

# 2015 Mobile Device Outlook

## 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

## DEVICE SHIPMENTS

2015 annual shipments targets:

- 60 million smartphones
- 100 million **terminals**



## 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:

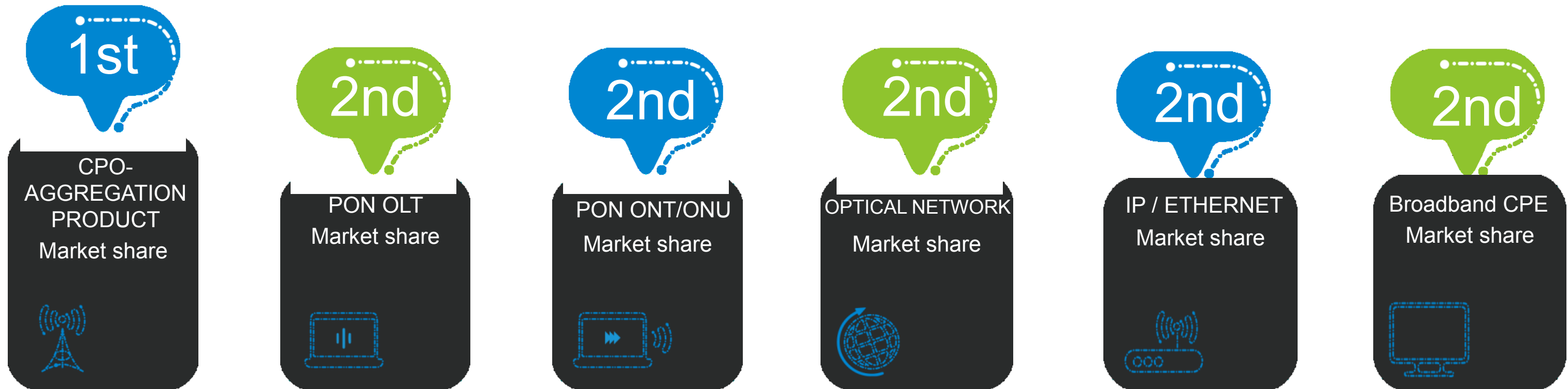
- ZTE is the world's biggest CDMA network vendor with over 32.6% market share, having accumulated shipments of more than 360,000 CDMA base stations, supporting 388 million lines
- ZTE's CDMA networks are deployed by more than 120 operators in over 70 countries

### 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

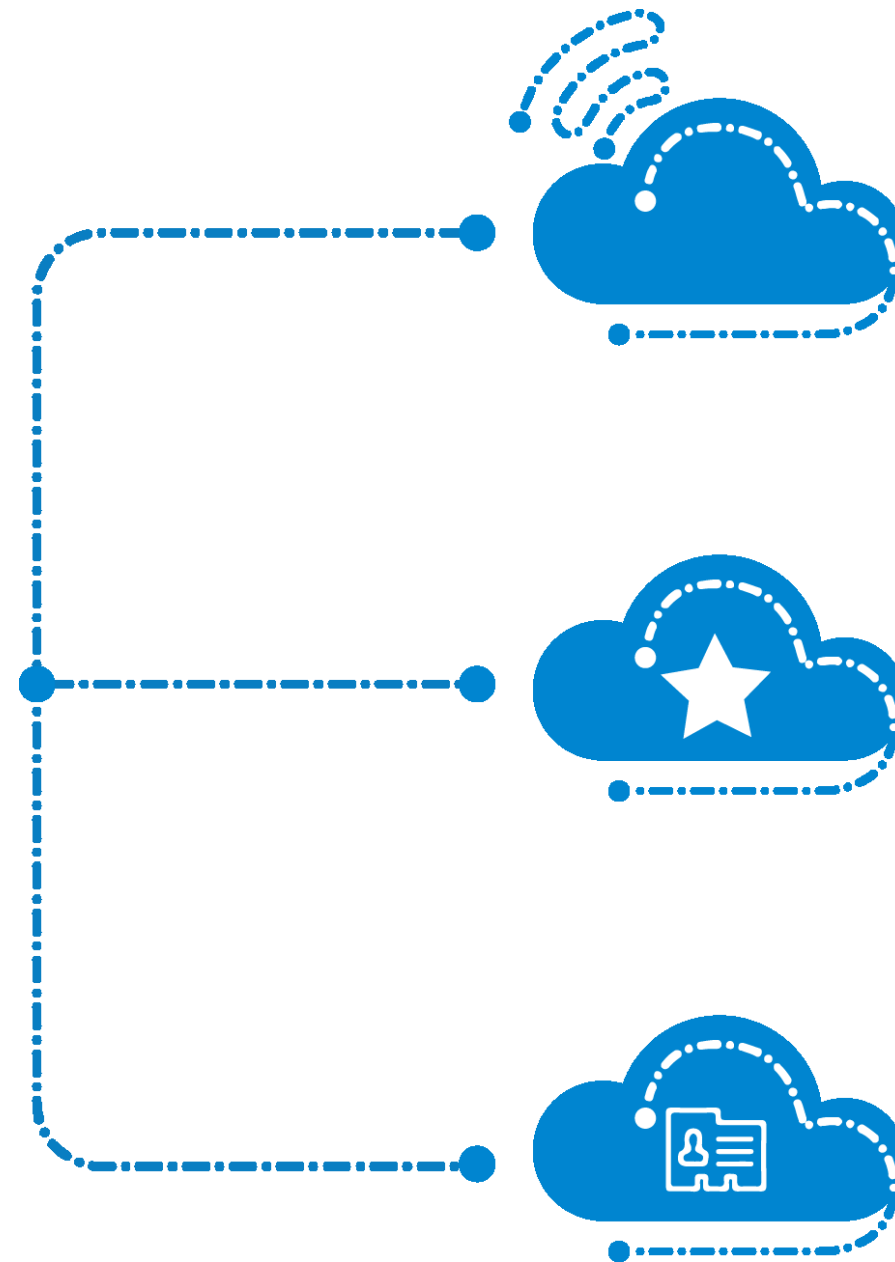


# ZTE FBB and Bearer Networks for Intelligent Broadband



# 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



**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**

# Growing Footprint of the Enterprise Business



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



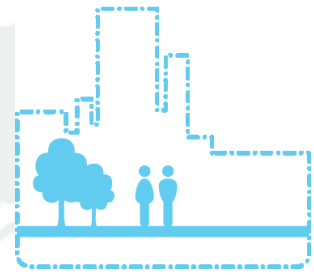
Provides **50+ industry ICT solutions**, which have been successfully deployed in **100+ countries**



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

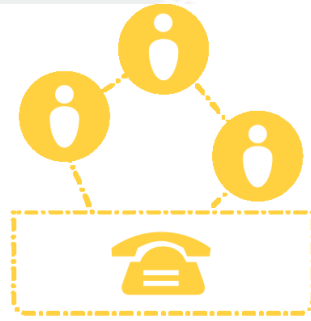
- Enterprise solutions deployed in more than **140 Smart City** projects in over **40** countries
- ZTE won the **TM Forum President's Award** at the 2015 Global Summit in Nice, for its **ZSmart CC (Smart City & Community)** solution

# Industry-Leading Innovative Solutions



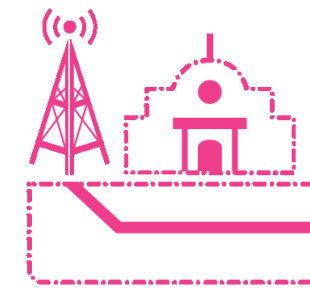
## Smart Cities

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

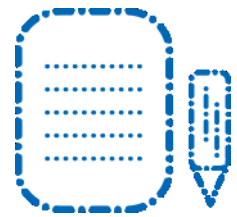
LTE-R supports various railway wireless services and speeds up to 500 km/h



## 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**



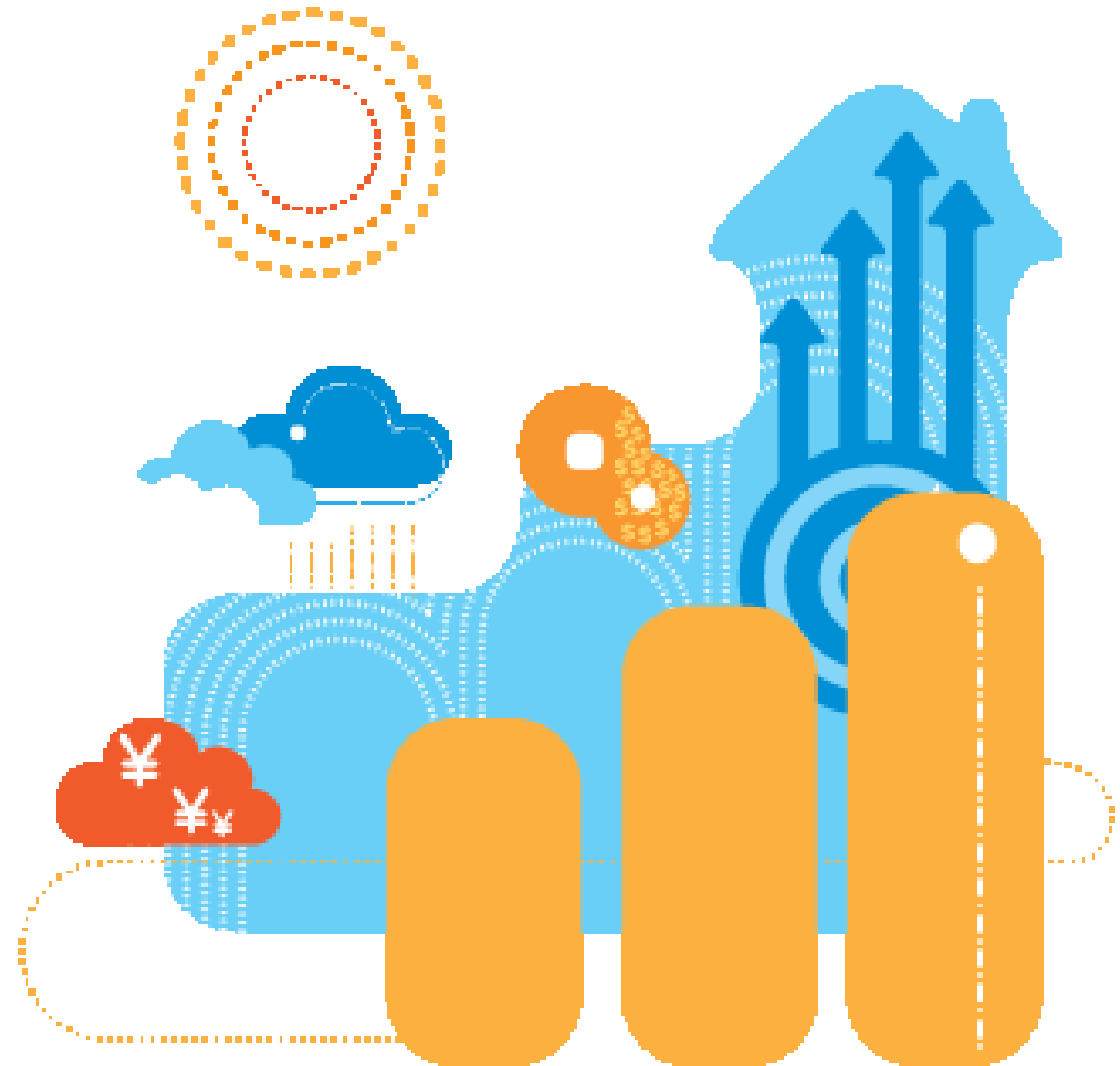
# Gaining Customers' Trust in Learning Services

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

