

ZTE中兴

# The Second Coming of M2M



Stronger  
Together

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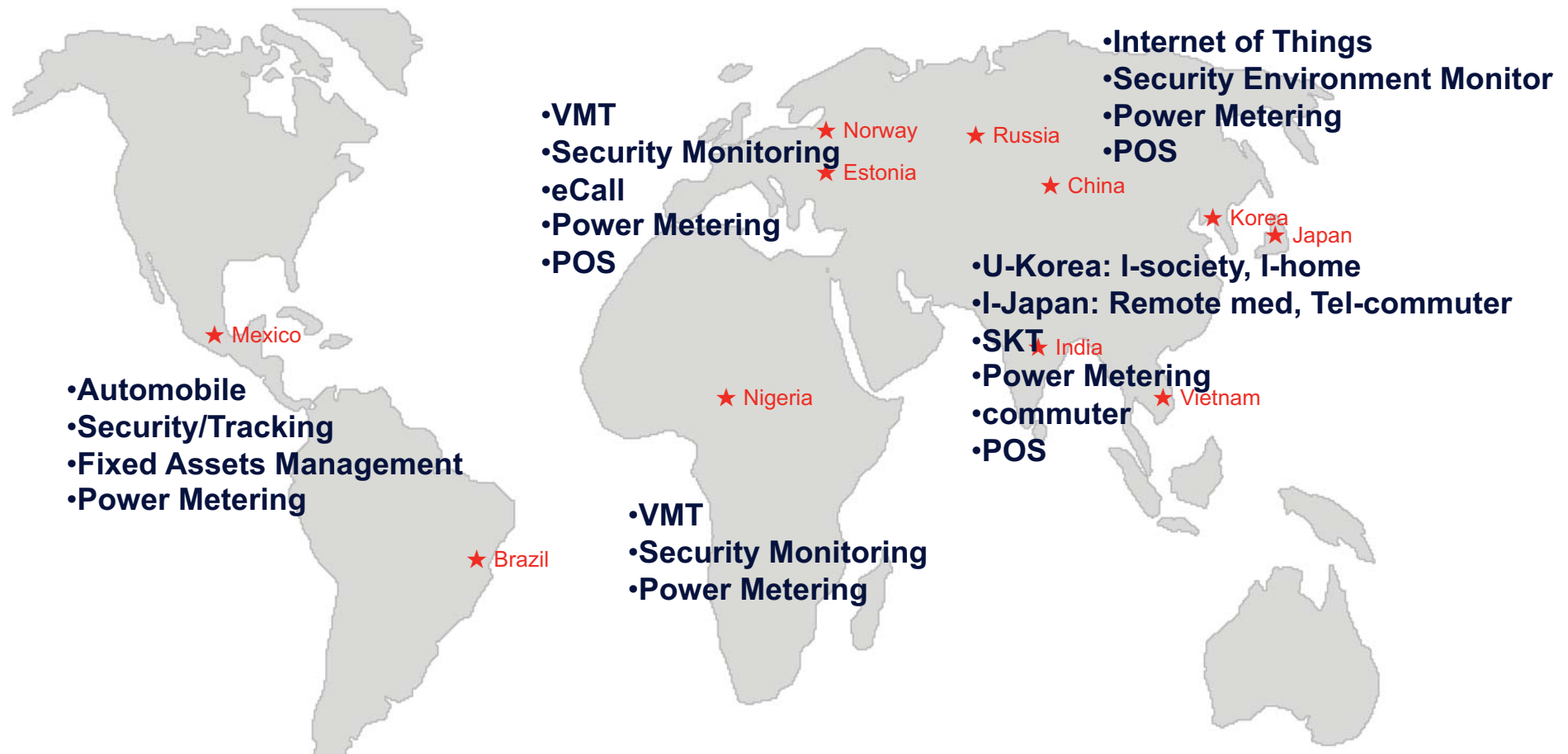
**3G·CDMA**

americas regional conference

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# Global M2M Market Development



## M2M Entering a Massive Deployment Phase



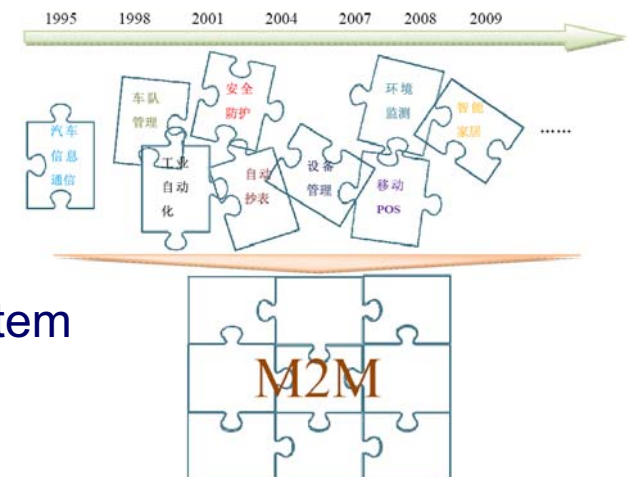
# The Second Coming of M2M

## Drivers:

- Carriers' focus from Penetration Rate to Connection Rate: M2M 20% of Revenue
- Maturing technology: cost reduction potentials
- Advantages of M2M applications
- Government policy

## Challenges:

- Testing and Certification process
- High Integration cost
- Fragmented value chain, missing sustainable Ecosystem





# ZTE Module Applications





## ZTE – A Reliable Partner



- ◆ **Leading global provider** of telecommunications equipment and network solutions
- ◆ The **only listed telecom manufacturer** in China with shares publicly traded in Hong Kong Stock Exchange and Shenzhen Stock Exchange
- ◆ With the **most comprehensive telecom product lines** in the world, covering five sectors: wireless networks, core networks, access & bearer networks, services and terminals

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## USD 3.3 billion

The accumulated amount of submitted tax reached from 2001 to 2008

## 43%

Year on year growth of sales revenue in 2009 Q3, it reaches **USD 2.2 billion**

## USD 6.5 billion

sales revenue in 2008, gets **27.4%** year on year growth up, with CAGR reaching **26.5%** since 2003, leading the global telecom industry

