CDMA450 – Sharing Our Experiences
ZTE CDMA Worldwide Presence

- 150 million lines over 70 countries with nearly 120 operators
- 70 CDMA2000 1xEV-DO network over 40 countries, 30 based on CDMA 450
- GoTa network over 35 countries, 14 based on CDMA 450
Global Competence & Leading Competitiveness

Global CDMA Equipment Vendors' Competitiveness Score and Ranking

Motorola, 12%

Alcatel-Lucent, 26%

ZTE, 50%

Ranks No.2

Source: Ministry of Information Industry

Keeps No.1 Position in the Emerging Marketing in last 2 years

Source: Yankee Group, 2008

Note: Competitiveness score is calculated based on price, technology, existing installed base, integration capability, product portfolio, government support and company culture. Score weight is based on the ratio of regional and global subscriber base.
Highlights of ZTE CDMA Solutions

- No.1 worldwide CDMA Contract share (2006)
- World’s first All-IP Solution provider
- World’s first CDMA based trunking system provider
- The CDMA provider serving the largest number of countries and operators in the world
- World’s biggest CDMA Services provider
- World’s first CDMA & GSM Gateway (GSM1X) provider
- No.1 CDMA Provider in South Asia
- No.1 CDMA Provider in North Africa & Middle East
- No.1 CDMA Provider in Asia & Pacific (Except Japan & South Korea)
- No.1 domestic CDMA Handset provider in China
Diversified & Customized Solutions

- ZTE CDMA All-IP Solution
- ZTE Network Planning & Optimization Solution
- ZTE Managed Service Solution
- ZTE CDMA WLL Solution
- ZTE CDMA EV-DO Solution
- ZTE GoTa Solution
- ZTE Win-Win Solution
ZTE CDMA/WCDMA solution for Zapp

- **Operator: Zapp**
  - CDMA450 with the best Operation in the World, 90% Population coverage

- **System Description:**
  - CDMA Expansion and WCDMA newly construction
  - Two phases, first phase covers 3 regions in 2008; second phase expands 2 additional regions in 2009.

- **CDMA 450MHz and HSPA in 2.1 GHz**

- ZTE All-IP Solution implemented.

- CDMA 200 involving mobile voice, fixed and mobile broadband services, WLL voice and data services.
ZTE WLL Solution with Mobilkom

- Customized Ability
  - Cooperation with international standard organization and Qualcomm
  - Strong R&D
  - Mature Industry Chain and alliance

- First CDMA2000 EV-DO Rev.A system in Europe

- ZTE customized 450M L block system for MobilKom
  - System capacity:
    - 450,000 lines
    - 387 BTSs
  - Services:
    - EV-DO Rev.A
    - GoTa
    - CDMA2000 1x

- Frequency range 410-412.75MHz/420-422.75MHz
- Mobile service in whole Czech Republic
GoTa and CDMA Solution in Norway

- First CDMA based Trunking system in Europe
- Professional GoTa Handset, Trunking, CDMA20001x EV-DO high speed data service
- 125k lines, 450MHz
Malaysia Electcoms GoTa System

- National Wide coverage
  - 50,000 Subs and 99 BTS
- Professional Trunking Services
  - Push to Talk
  - Private Call
  - Group Call
  - Broadcast Call
  - VAS
Malaysia Electcoms GoTa System (Cont.)

- The Electcoms GoTa network is being built in three phases
  - Phase 1: the network covering the Kuala Lumpur region (has been completed)
  - Phase 2 and Phase 3 will reportedly expand the Phase 1 system to cover the whole of Malaysia.
Ghana National Security Information System

- **National wide coverage**
  - **10 Regions** and total capacity of **50,000 Subs**, Turn-key project.
  - **2 Phases**
    - **Phase I**
      - 70 BTS, 24K subs for 10 region's capital cities, all Great Accra
      - Stage I: Ceremony celebration with the capacity of 10k subs, 15BTS, and 2000 G650
      - Stage II: remaining 55 BTS and terminals available by the end of 2007.
    - **Phase II**
      - 110 BTS, 26K subs for all 128 District Cities and boarders

*GoTa Equipment Center in Accra*
Ceremony: 50th anniversary of Ghana Independence
- Capacity: 10k subs, 15 BTS, and 2000 terminals
- Active subs was over 600
Managed Services is a tailor-made solution developed by ZTE to satisfy its Customer’s needs.

Managed Services is not only establish and maintain a perfect network but also maximize the benefits of both customer and ZTE.

Your Requirement

- OA&M Outsourcing
  - Network daily Maintenance
  - Network Operation Mgmt.
  - Administration Service
  - Services Provisioning
  - Tech & Processes Transfer

ZTE Managed Services Solution

Long Term Operation

- High network operation quality
- speed up grasp new technology and launching new services
- Enhance subscriber satisfaction
- Minimize operating cost
- Improve profit margin

Capable Team
This **3-year Managed Services** Contract signed between ZTE and Kasapa International Ltd in June 2007.

ZTE is responsible for the management, operation and performance of that network and IT infrastructure. Kasapa’s O&M employees will be transferred to ZTE.

**Kasapa win the Ghana Qos Award in 2006**

**Kasapa gain subscribers very quickly:** *240,000 subs in 10 month*
ZTE Managed Services for Kasapa in Ghana (Cont.)

Based on understanding what KASAPA really needs, ZTE developed a tailor-made Managed Services for KASAPA.

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<th>NO.</th>
<th>Services</th>
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<td>10</td>
<td>Service Provisioning</td>
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Outstanding in the World: From Air to Ground

- CDMA Solution for Aircell in USA
- Customized: Frequency, RF, Chipsets

- Frequency: ATG
- Coverage: national wide exclusive
- Services: Data access in the plane
ZTE All-IP based solution for Reliance Communications

- **Operator:** Reliance Communications
  - Largest CDMA Operator in India
- **System Capacity:**
  - 25 Sets of All-IP End Office
  - 21 Sets of Gateway Equipment
  - Largest All-IP Network and Gateway Office in the World in 2007
- **800M CDMA Cellular with All-IP Platform**
- ZTE All-IP Solution saves 60% transmission resources and 30% Vocoder coder.
- Reliance’s CDMA users reached 36 million by April 2008, increasing 1 million per month.
ZTE EV-DO Rev.A solution for Skytel in Mongolia

- **Operator:** Skytel
  - ZTE signed the world first commercial EV-DO Rev.A contract with Skytel
  - Skytel is Mongolia's largest CDMA mobile telecoms network provider

- **Capacity**
  - 286,000 lines
  - 134 BTS

- **Subscriber** is more than 150,000

![Evolution of CDMA Mobile Wireless Data](image)
Summary

Low TCO solutions help operators to create Profitability in Emergent markets

ZTE can provide affordable and customization devices in highly competitive markets

ZTE is the right choice for a long term partnership commencing with 3G to the migration to future 4G

More services, GoTa, SMS, LBS, Multimedia services, etc