

ZTE CDMA

Service
Innovation
Growth
Win-win



[Professional Quality, Share with the World]

- ◆ ZTE Corporation, an industry-leading equipment supplier, is becoming one of the most energetic CDMA equipment suppliers in the world.
- ◆ ZTE CDMA products have been successfully deployed in about 60 countries serving for approximately 100 operators, with a global capacity of 30 million lines for commercial use. Accordingly ZTE has become China's largest telecommunication equipment exporter, and one of the leading CDMA equipment vendors in the world.
- ◆ ZTE provides end-to-end All-IP solutions which consist of softswitch-based All-IP core network and a full series of All-IP base stations, full standard products, all frequency bands coverage, a full set of solutions, and all-round services.
- ◆ ZTE first launched the CDMA-based new generation trunking communications system - GoTa in the world, and have found widespread applications in over 20 countries such as Russia, Norway, Malaysia, etc. ZTE's GoTa has become China-made digital trunking system with the widest applications home and abroad.
- ◆ ZTE uniquely launches the GSM-CDMA roaming solution - GSM1X in the world, which is commercially applied in China Unicom on a large scale.
- ◆ ZTE offers a full range of CDMA services and personalized solutions, and allows smooth evolution to future networks.
- ◆ ZTE has built over 40 CDMA2000 1xEV-DO systems for commercial or trial use in more than 30 countries and regions such as Philippine, Vietnam, Pakistan, Mongolia, etc.



Global Co-Operation and Participation in Telecom Standardization

Standardization Activity and Patents

- ◆ Member of 30 International Standardization Organizations such as ITU, 3GPP, 3GPP2, CDG, ISC, etc.
- ◆ Hosted 3GPP2 Plenary Seminar from 2001 to 2004
- ◆ Owns over 300 technical patents for CDMA key technology
- ◆ Over 20 key proposals accepted by 3GPP2

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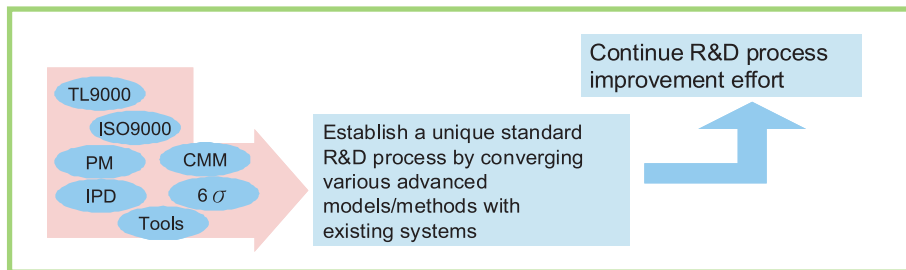
Wide Partnership Strategy

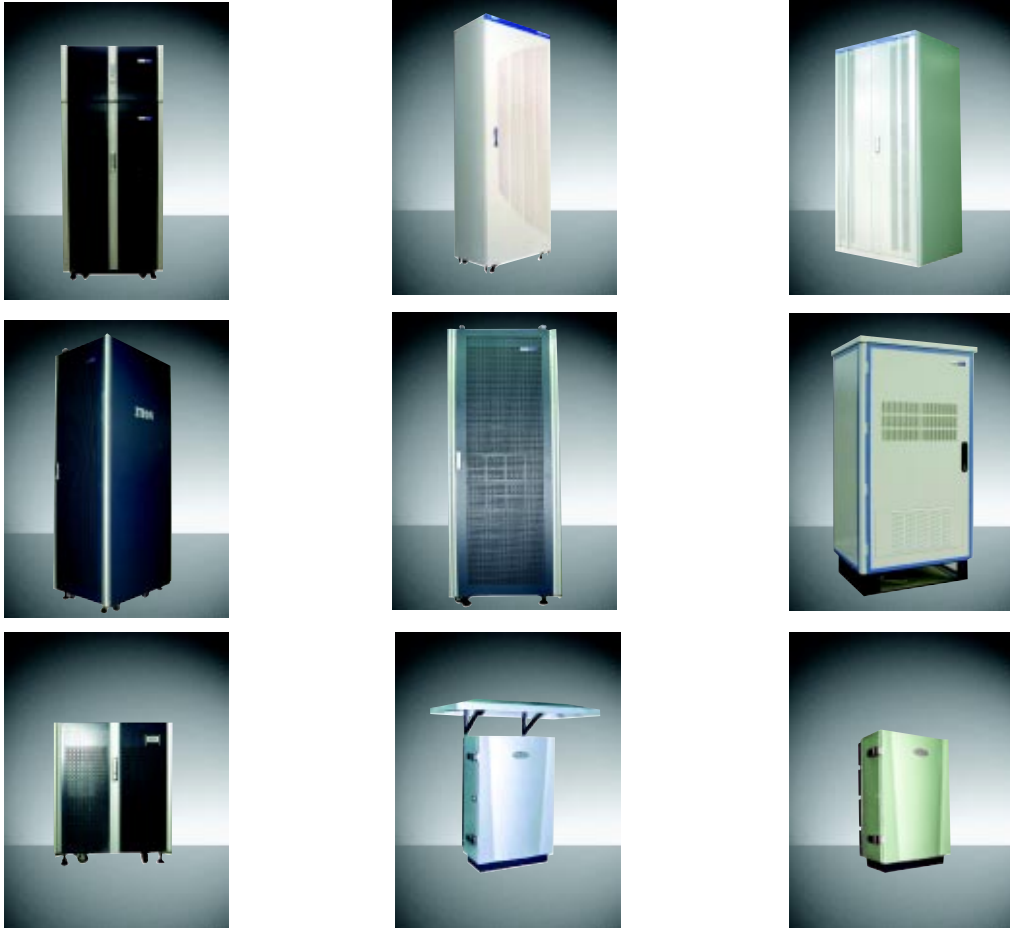
- ◆ Close cooperation with Qualcomm in Product Development
- ◆ Strategy & Global Marketing Strategy
- ◆ Close cooperation with Intel in network processors
- ◆ Close cooperation with TI in DSP
- ◆ Actively participating in CDG with service international roaming
- ◆ Signed OEM agreement with Alcatel for CDMA BSS Products
- ◆ Signed IPR agreement with Nortel for GoTa Solution
- ◆ Strategic cooperation with Converse for value-added services



Quality Assurance in R&D Process

- ◆ Internal 6 σ projects focus on improving the quality of R&D, production and incoming materials.
- ◆ Expanded 6 σ project teams involve members from suppliers to strengthen quality control on supplier-side.
- ◆ "Quality Representative" policy enhances suppliers' quality assurance.



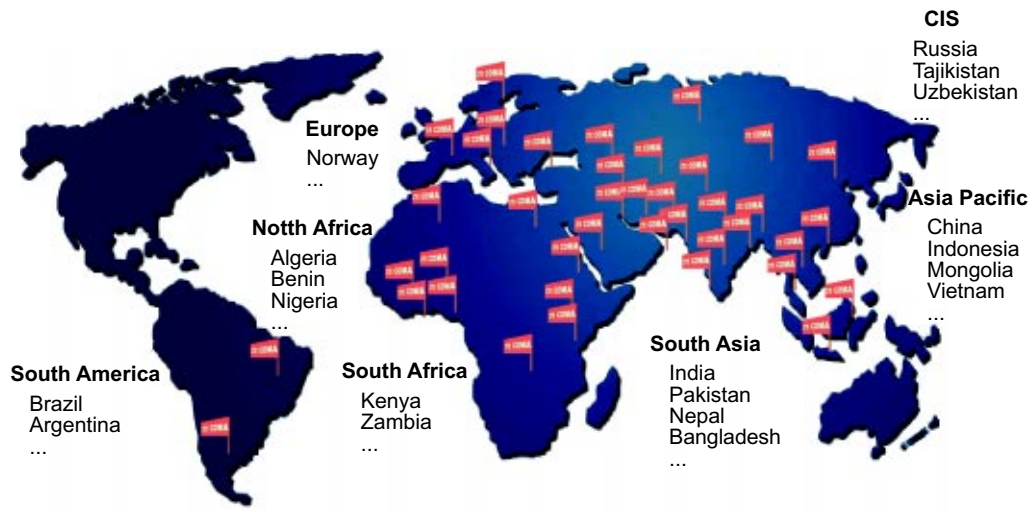


Core Network and BSS Products

Global Customer Support Center

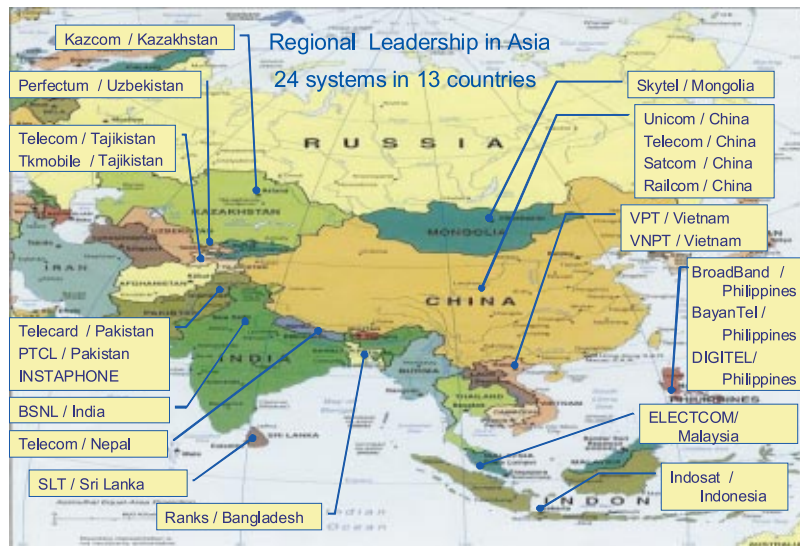
- ◆ Providing customers with a technical support online within 7x24 hours and fast on-site troubleshooting response
- ◆ Ten years of CDMA R&D experience, a huge specialized engineering and network planning/optimization team with members distributed in more than 60 countries and regions in the world, the experience in over one hundred large CDMA network projects and in network optimization for years, and the self-developed CDMA network optimization system and all kinds of network planning and optimization tools and software, laying a solid foundation for the carrier to build an excellent 3G network

ZTE CDMA Global Presence



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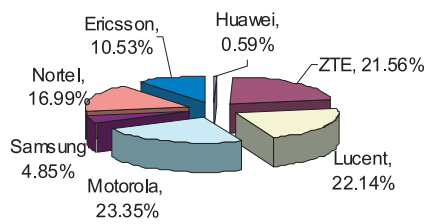
Strong Market Presence in Asia



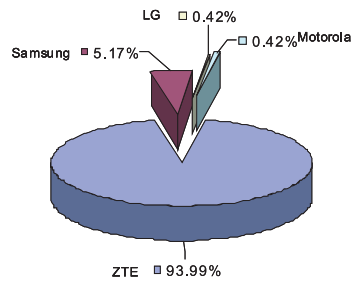


Success in China

China Unicom (11 Million)



China Telecom (2 Million) - The largest CDMA WLL in Asia Pacific



ZTE is the largest CDMA vendor of China

National Wide CDMA WLL Network in India

- ◆ The largest CDMA WLL network in South-Asia, 2.48 millions lines, 800MHz, 3200 BTSs
- ◆ FWT/Handset, Voice/Packet Data/G3 Fax
- ◆ Covering the whole country



CDMA2000 1xEV-DO Network in Philippines

- ◆ Main supplier of BroadBand Philippines with CDMA2000 1X & EV-DO
- ◆ 83 BTSs based on All-IP with a capacity of 150,000 subscribers
- ◆ Covering Makati CBD of Manila



All-IP Based Solution in Sri Lanka

- ◆ ZTE's first Sri Lankan CDMA2000 network with Sri Lanka Telecom Limited (SLT), the country's largest fixed-line operator
- ◆ All-IP core network (MSCe, MGW, HLRe) and 124 BSSs, covering the whole country
- ◆ "ZTE's customised solutions and quality yet cost-effective products, combined with their prompt responses, gave us an efficiency nobody else could match," said Mr. Shuhei Anan, CEO at Sri Lanka Telecom





GoTa in China

- ◆ Win the bid to trial digital trunking networks in five out of six cities for China Tietong and China Satcom.
- ◆ ZTE is the sole supplier to build a trunking network with its GoTa for the China's 10th National Games.



GSM1X for Brazil

- ◆ As the sole GSM1X solution vendor, successfully providing GSM1X platform for VIVO
- ◆ Providing bi-direction roaming between VIVO and Telefonica Unifon

