



## A Global Leader's Commitment to the U.S.A. Transparency, Partnership and Performance

Lixin Cheng  
CEO, ZTE (USA), Inc.

*Bringing you closer*

Hou Weigui Founded  
ZTE in 1985 with the  
vision of bringing  
affordable telephony to  
everyone

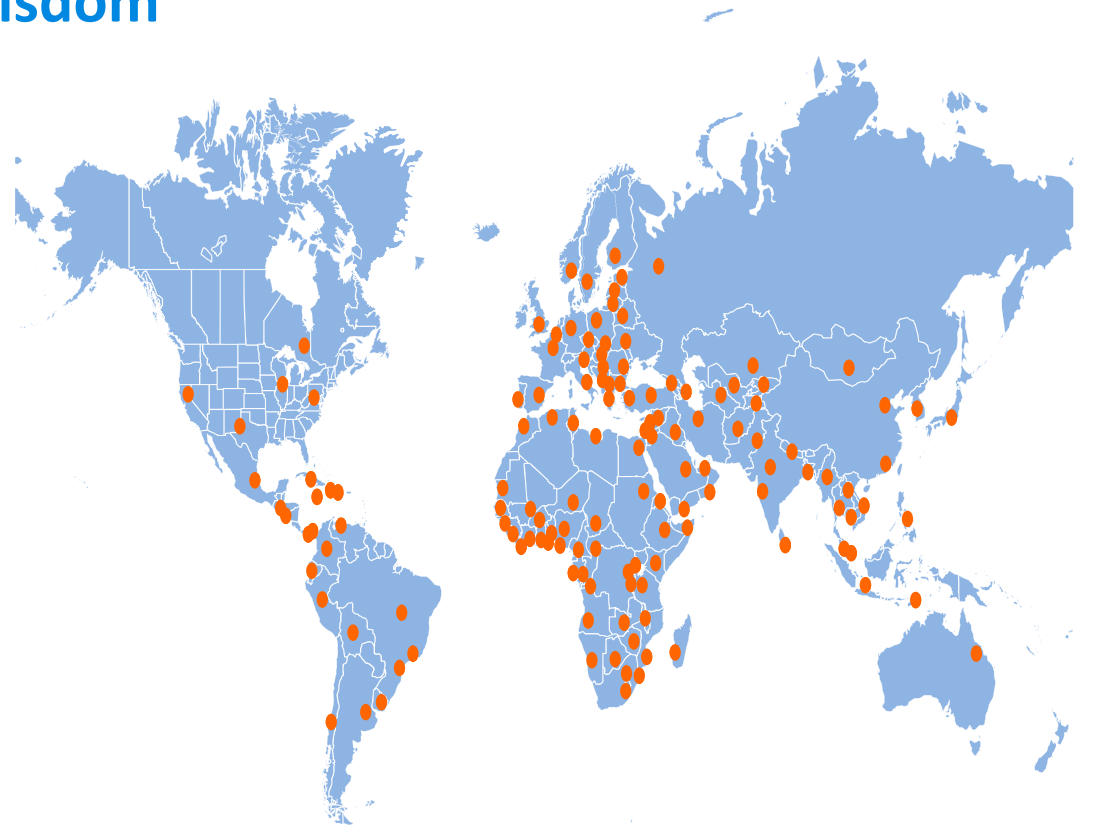


## Global Success from Local Wisdom

Publicly traded on Shenzhen,  
HongKong Exchanges, Publicly  
Audited by Ernst & Young

500+ operators in 140 Countries, 9  
regional distribution centers , 14  
training centers , 107 branch offices

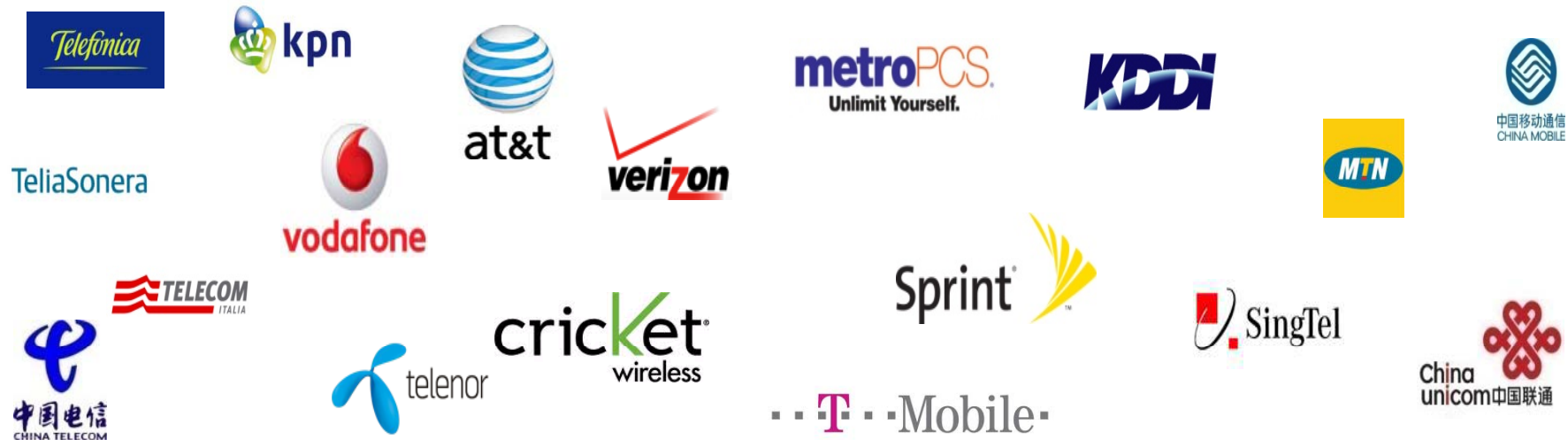
Grown from 7 to 85,232 worldwide  
employees, 10,000 overseas  
employees



## ZTE in the Public Eye



## Worldwide Recognition by Leading Carriers



- As of year-end 2010, ZTE had established partnerships with more than 60 of the top 100 global operators
- 2010 revenue of \$10.6 billion, 90M handsets shipped in 2010 = #4 worldwide handset supplier
- Well established in developing markets, with universal cooperation with tier-1 operators in developed markets

## ZTE Presence in the U.S.

8 Branch Offices and 5  
R&D centers

ZTE has invested more  
than \$300 million in the US

Serving all Tier 1 Carriers  
with 14 Products launched  
in 2010

More products Including  
Smartphone and LTE devices  
launching in 2011



## Contributions to the U.S.

82% of U.S. staff is American

Created 400 + new jobs and growing

U.S. based sales, R&D, logistics and services

Plans to begin U.S. based manufacturing





## Win-Win Partnership with US Companies



- In 2009, ZTE paid ~\$1.5 Billion to U.S. companies for components and IP royalties
- Announcement of Purchase Agreement of \$3 billion in 2010
- Total procurement/commitment for US components and intellectual properties exceeds \$10 billion, supporting ~20,000 US jobs



# ZTE's Commitment to the U.S.

Long-term partnerships

Continued Investment & Innovation

US Employment growth

Transparency & Performance





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