**ZTE CORPORATION**

**763**

*Yuming Bao (  )*

# A

| | | |
|---|---|---|
| | | 2015 2016 2017 2018 1-6 |
| | | |
| | | |

| | | |
|---|---|---|
| | | |
| | | SaaS PaaS IaaS |

Volume

Variety Velocity Value

1 .....89Q8.....

2018 2 1

2018 1 31

2018 2 1

“ ”

2018 1 31

2019 1 17

2018 A

2019 3 20

20 A

90%

2018 1 31

2018 2 1

2

“ ”

2014

50%

30%

2018 18.1

1 50% 2

30% 3

4

5

10.1.4

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” 1 [2007]15

2018 9 30 4,192,671,843

1,271,868,333 30.34%

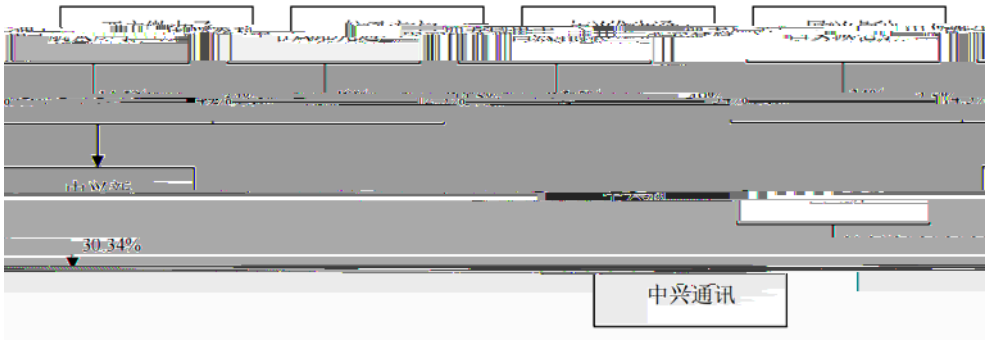
2018 9 30

“ ” “ ”

“ ”

“ ” 34% 14.5%

49% 2.5%




1. 2018 9 30

12100000H0420141X7

2. 2018 9 30

91440300192175031U

3. 2018 9 30

9144030027941498XF

2018 9 30

| | | | | |
|---|---|---|---|---|
| 1. | | 180 | 18.0% | |
| 2. | | 50 | 5.0% | |
| 3. | | 50 | 5.0% | |
| 4. | | 30 | 3.0% | |
| 5. | | 30 | 3.0% | |
| 6. | | 30 | 3.0% | |
| 7. | | 30 | 3.0% | |
| 8. | | 30 | 3.0% | |
| 9. | | 30 | 3.0% | |
| 10. | | 30 | 3.0% | |
| 11. | | 30 | 3.0% | |
| 12. | | 30 | 3.0% | |
| 13. | | 21 | 2.1% | |
| 14. | | 21 | 2.1% | |
| 15. | | 20 | 2.0% | |
| 16. | k | | | |

| | | | | |
|---|---|---|---|---|
| 34. | | 15 | 1.5% | |
| 35. | | 15 | 1.5% | |
| 36. | | 15 | 1.5% | |
| 37. | | | | |

2 4 33.33% 22.22% 44.45%

50%

2018

[2007]108

[2008]80 1.

2.

50%

50% 3. “ 2 ”

4.

32

100%

50%

50%

50%

36

“ SS ”

50% 50%

3 2018 6

4

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2018 10 31

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“ 25%

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[2010]10 [2013]17

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|---|---|---|---|---|---|---|
| | | 2,101.93 | 2017<br>4 1 | | | 300099<br>.SZ |

“ ” A

“ 300099.SZ ”

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4G “ ” ---

“ ”

2017 4 5 “

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7

2018 10 31

2017 10% 31.65

2018 10% 22.72

2018 10 31

2005 8

171.4

227

2008 7 25 2008 7 28 ICC

2010 7 23

132.3 2010 9 28

2011

9 23

2013

4 30

2017 7 3

2017 7 5

2017 7 6

2018 10 31

2006 8

76,298.4 4,016.12

2008

2 32,804 1,726.70

2018 6 23

2018 7 19

2018 10 31

2008 4

“ ”

2008 9 “

”

2,491.2 1,131.9

2009 7

1,281.7

“ ”

2014 5

“ ”

2014 11

1,281.7

2016 1

2017

12 11

2018 6 2018 8 8

2009 10 11

3,061.51 3,953.7

2018 10 24 2018 10 31

2009 7
10,4497

7,556.3 “ ”

2012 11

2010 6 11 Universal Telephone Exchange, Inc.

“ UTE

Delaware

Delaware 2013 6 28 ITC

337 337

2013 12 19

ITC 337 InterDigital and IPR 2015 2 18

ITC

2013 1 2 InterDigital and IPR InterDigital Holdings, Inc. InterDigital, Inc. ITC Delaware 3G 4G InterDigital and IPR InterDigital Holdings, Inc. ITC

2012 7 Technology Properties Limited LLC ITC California

ITC

California

California 2013 9 6 ITC

337 2014 2 19 ITC

337 2014 8 California

2015 11 California

California

2017 4 California

California 2017 12 California

2018 1 California

2018 10 31

ITC

337 California

2012 11 ZTE DO BRAZIL LTDA “ ”

3,135.37 5,898.57 ∫

3,122.43 5,874.23

2016 4

2016 8 29

2016

11

3,122.43 5,874.23

2017 2 2016 10

2012 11 30 15

8,297.45

15,609.99 2018

10 31

2017 7 12

LCIA

- DIFC-LCIA

3,180

2017 8 10 LCIA DIFC-LCIA

2,271.19

2018 10 31 LCIA DIFC-LCIA

8 130 91

5G 39

**1**

A 130 130

| | | | |
|---|---|---|---|
| 1 | 5G | 428.78 | 91.00 |
| 2 | | 39.00 | 39.00 |
| | | **467.78** | **130.00** |

| | | | | |
|---|---|---|---|---|
| **2.1** | | 63.00 | 63.00 | |
| **2.2** | | 337.78 | - | |
| | | 428.78 | 91.00 | |

**2**

**1**

IT

5G

| | | |
|---|---|---|
| **1** | | **28.00** |
| **1.1** | | **24.75** |
| **1.1.1** | IT | 12.35 |
| **1.1.2** | | 0.38 |
| **1.1.3** | | 2.79 |
| **1.1.4** | | 9.02 |
| **1.1.5** | | 0.22 |
| **1.2** | | **3.25** |
| **1.2.1** | | 1.28 |
| **1.2.2** | | 0.01 |
| **1.2.3** | | 1.92 |
| **1.2.4** | | 0.03 |

**2**

“ 5G ”

| | | |
|---|---|---|

IT

**2**

| | | | | |
|---|---|---|---|---|
| **1** | | | | |
| **1.1** | IT | 78,464 | 1.57 | 123,496.80 |
| **1.2** | | 1,285 | 2.97 | 3,819.65 |
| **1.3** | | 6,711 | 4.15 | 27,858.78 |
| **1.4** | | 2,671 | 33.76 | 90,183.10 |
| **1.5** | | 89 | 24.44 | 2,172.67 |
| | | | | 247,531.00 |
| **2** | | | | |
| **2.1** | | 659 | 19.48 | 12,839.45 |
| **2.2** | | 6 | 13.88 | 83.30 |
| **2.3** | | 199 | 96.48 | 19,199.35 |
| **2.4** | | 21 | 16.52 | 346.91 |
| | | | | 32,469.01 |
| | | | | **280,000** |

**2**

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**3** **63**

2017 “ 5G ”

2018 -2020

18.51% 35.63% 16.61% 2019 5G

2019 2019

2020 5G

2020

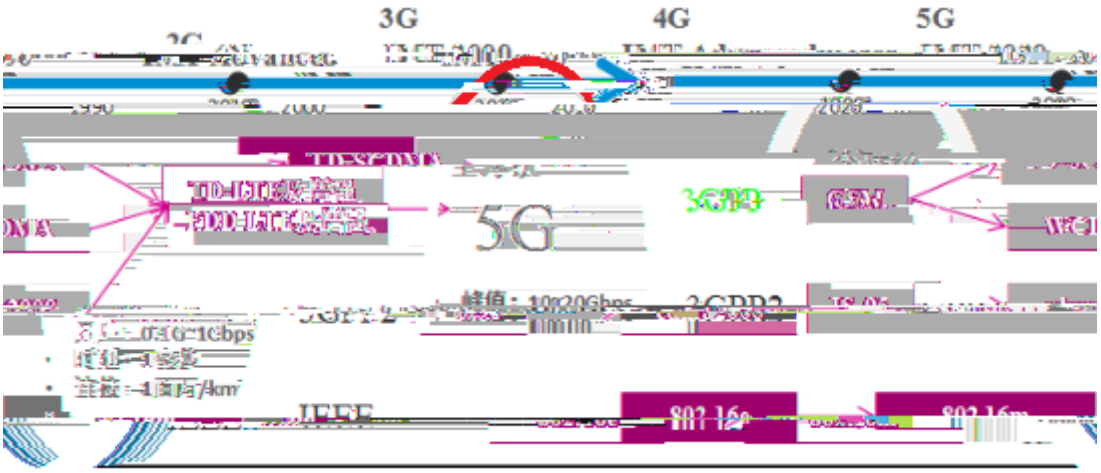
63

5G 2020

| | | 2018 | 2019 | 2020 | |
|---|---|---|---|---|---|
| 1 | | 4.35 | 8.23 | 12.17 | 24.75 |
| 2 | | 0.54 | 0.92 | | |

5G 2020 5G

5G




1 1G

20 80

“ ” 1G

1G

2 2G

20 90 2G

GSM CDMA IS-95 2G

1G 2G

2G

3 3G

21

3G TD-SCDMA 3G

TD-SCDMA WCDMA CDMA2000 802.16e

WiMAX IEEE 3G 3G

3G

4 4G

2008 3G

4G

802.16m 4G LTE Long Term Evolution

TD-LTE FDD LTE

5 5G

4G

2020 5G 2020

5G 5G 2016

3GPP Third Generation Partnership Project

5G 2017 12 2 5G

2018 6 14 5G 5G

5G

ICT 5G 5G

eMBB Enhanced Mobile Broadband mMTC

Massive Machine-Type Communication uRLLC Ultra Reliable

& Low Latency Communication 1G 4G

5G

**5G**

5G 5G

| | | |
|---|---|---|
| | | |

3 “ 5G ”

“ 5G ”

1

5G 5G BBU Bandwidth Based Unit AAU Active Antenna Unit

BBU AAU 5G

5G

**5G**

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5G 5G 5G

5G 5G

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**5G**

**5G**

2018 6 30

7.2 3.3 2,000

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| | Services | | | | | | | |
| | | | | | | | | |
| CSP-OT Software | CSP-OT Application Software | | | | | | | |
| | CSP-OT Infrastructure Software | | | | | | | |
| | | | | | | | | |
| | | **161,859.6** | **158,954.5** | **160,904.2** | **164,817.7** | **170,558.6** | **176,794.6** | **182,607.0** |

Charts/graphics created by ZTE based on Gartner research.Source: Gartner, Inc., Forecast: Communications Service Provider Operational Technology, Worldwide, 2016-2022, 4Q18 Update, Michael Porowski, Ian Keene et al, 6 December 2018.

**2 5G**

5G ضخ 20 ل

5G

1

2

6 — 5G

5G

6 —

30%

EAR 1979

2018

12

2017

8.92

2016

BIS 2018

3 2018

8.92 2016

12 2018 4 16

2025 3 13 7

(1)

(2)

(3)

(4)

(5)

(6)

2018

BIS 2018 4 15

2018 4 15 2025 3 13 “ 2018 4 15 ” 2018 4 15

EAR

EAR 2018 4 15 2018 4 23 83 17644

2018 6 BIS 2018 2017 2018 2018 6 8 2018 14 10

2018 6 8 4 2018 2018 6 8 4

iii BIS 2018 6 8 30

BIS 2017

3 2018 4 15

BIS BIS

iv BIS 2018 6 8 30

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1979

2018 EAR 2018 2018

6 8 BIS

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2018 7 13 2018 BIS 2018 4 15

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FPGA IC

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EAR 2018 4 15

BIS 2018 7 13

2018 4 15

5G

2018 1-9

5G

85.26 14.5% 12.0%

2.5

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2 Ã5Bx5ÞÚ

130 130 91

“ 5G ” 39 “

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130 5G

5G 5G

5G 5G

BIS 2018 7 13 2018 4 15

**2018**

2018 2017

2018 2017 i

EAR

ii 4

SAP GTS

**2018**

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2018 394.34

26.99% -78.24

BIS 2018 7 13 2018 4 15

2018

193.32 14.34%

5.64

5G

1 BIS 2018 7 13 2018



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5 2018 4 15

2018 4 15 BIS 2018 7 13 2018 4 15

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2018

BIS 2018 4 15 2018

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 13 | 2015 | 2017 | | | | 1002 | 1012 |
| 1088 | | | | 3.20 | 11.66 | 67.53 | |
| | 32.08 | -23.57 | | | | | |

| | 2018 1-6 | 2017 | 2016 | 2015 |
|---|---|---|---|---|
| / | -18,702 | 2,540,328 | 1,640,279 | 695,619 |
| / | -213,534 | -128,201 | 45,166 | 63,278 |
| | - | -31,275 | - | - |
| | -377,439 | 58,301 | 29,978 | -183,682 |
| | **-1,775,911** | **6,752,930** | **1,165,548** | **320,471** |

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | 1,001.86 | 1,012.33 | 1,088.15 | 394.34 | | | 310.86 | 311.33 | |
| 338.09 | 119.25 | | 3.20 | 11.66 | 67.53 | -17.76 | | | | |

| | 2018 1-6 | 2017 | | | | 2016 | | | | 2015 |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | |
| | **39,433,777** | **108,815,273** | **7,582,091** | **7.49%** | **135.70%** | **101,233,182** | **1,046,783** | **1.04%** | **123.87%** | **100,186,389** |
| | 27,508,353 | 75,005,818 | 4,905,160 | 7.00% | -87.79% | 70,100,658 | 1,000,211 | 1.45% | -118.36% | |

**1 2015 2017**

2015 2017 25.78 21.31 9.03 2016 4.47 5.62 2017 12.27 18.84 2017 2016 2017 -4.20 2016 6.19 2017 2.63 2016 -0.97 2017 13.99 2017 2016 1.72 2017

**2 2018 1-6**

2018 1-6 -23.79 2018 5 9

**2018**

| | 2018 1-6 | 2017 | 2016 | 2015 |
|---|---|---|---|---|
| | -9,552 | -80,492 | -22,514 | -28,874 |
| | -3,749 | 2,335,291 | 1,151,046 | 9,789 |

10 11 12

“ ”

0.10 11.51 23.35 -0.04 2016 2017

2016

90%

3.51 84.86% 1.47

85.50% 5.94 2017

10.1% 21.64

| | | | |
|---|---|---|---|
| 7 33 * | 1,489,852 | 1,118,956 | 75% |
| | **2,135,018** | **1,764,122** | |

2017

| | | | | |
|---|---|---|---|---|
| 3 | 4 | 20% | 20% | |
| 4 | 5 | 50% | 50% | 100% |

2017

2015 2017

2015 2017

2017

15

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| | | / | | | |
|---|---|---|---|---|---|
| 1 | | 10 | “ ” 0.1 3 | 2010 11 | |
| 2 | | 3.46 | 0.1 1 | 2014 6 | |
| 3 | | 12 | 2016 11 0.1 3 | 2016 7 | |

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2 TMT

3

4

2.5%

2:8

5

8%

20%

80%

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33 —— “

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2006

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37 —— 2014

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2015 2017

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