

A night cityscape, likely New York City, with a network overlay of blue lines and nodes. The text "Leading Giga+ Era" is centered in white, and "ZTE" is below it in blue.

Leading Giga+ Era

ZTE



Jianbo Wang

CEO

ZTE Southeast Europe | Cyprus | Israel

Mr. Jianbo Wang graduated from Fudan University with a bachelor's degree in physics, electronics and technology. Mr. Wang was mainly engaged in the sales and marketing operations since he joined ZTE in 2004.

Mr. Wang was responsible for sales and marketing operations in Zhejiang province of China, Turkey, Bulgaria, North Macedonia and Slovenia from 2004 to 2013. He had been the CEO of ZTE Turkey from 2014 to 2017.

He has been the CEO of ZTE Southeast Europe, Cyprus and Israel since 2018.

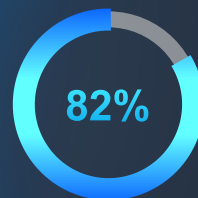
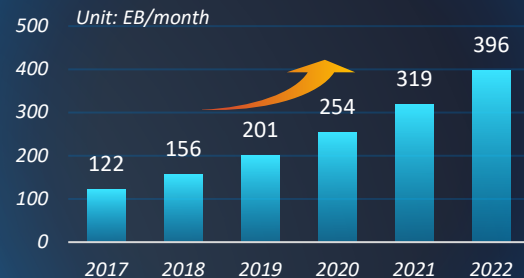
Mr. Wang has extensive experience in the telecommunications industry and market management.



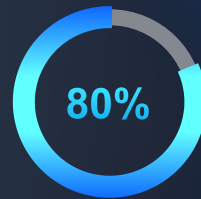
Ultra-Broadband Era is Coming



Global Internet Traffic Growth Forecast



Video will constitute 82% of all IP traffic in 2022



80% of video traffic is carried by FBB

1994

56K



2001

512K-1M



2008

2M-8M



2001-2005

8M-100M



2018-2020

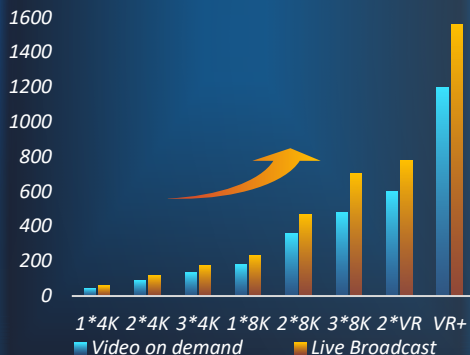
200M-1G





Big Video Drives FBB to Giga+

More Clear



More Terminals



More Requirements

Single channel
Traditional experience
Single-point interaction
Fixed location
Single perspective
Director perspective



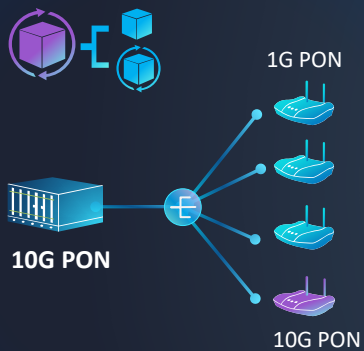
Multiple channels
Immersive experience
Multi-point interaction
Timely tracking
Multiple views
Review through AI editing





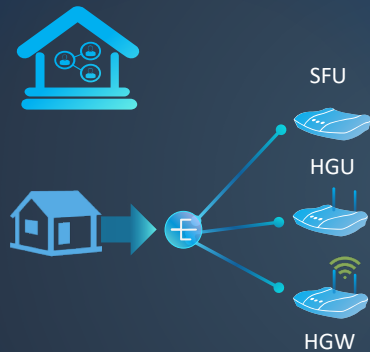
ZTE 10G PON Full-scenario Solutions

10G PON On-Demand



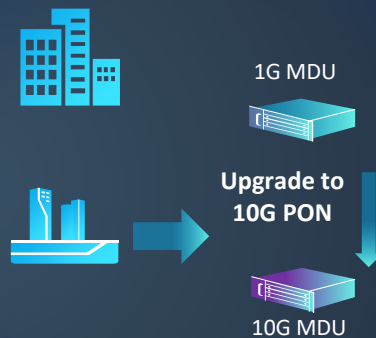
Firstly deploy 10G PON OLT,
upgrade ONT on demands

10G PON FTTH



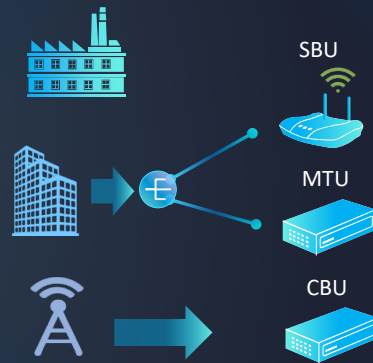
10G PON FTTH provides
1000M+ access

10G PON FTTB



10G PON FTTB supports
smooth migration

10G PON Enterprise/Campus/Mobile

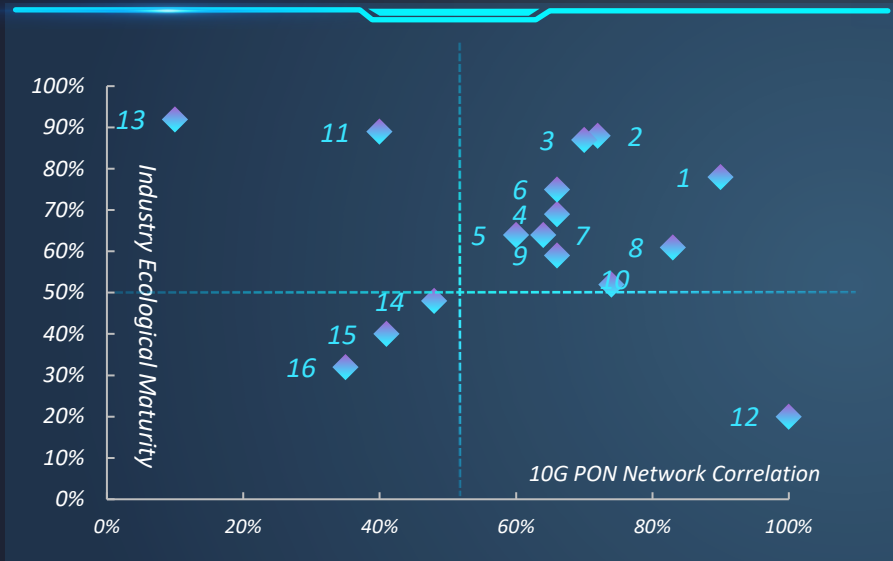


10G PON supports enterprise,
campus and mobile access



Business Application Scenarios and Market Space for Gigabit Network

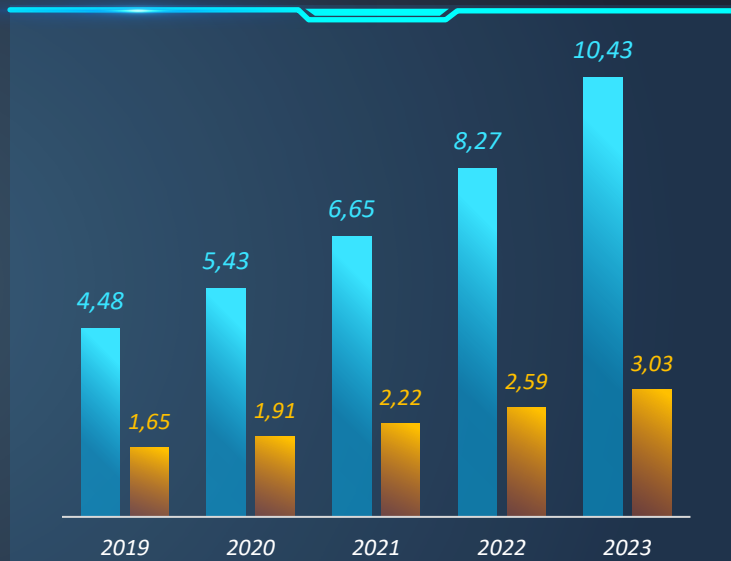
Ten Scenarios for Giga+



- | | | | |
|---------------|---------------------|-----------------------------|------------------------------------|
| 1. Cloud VR | 5. Cloud desktop | 9. Telemedicine | 13. Internet network correlation |
| 2. Smart home | 6. Safe city | 10. Intelligent manufacture | 14. Refinement System |
| 3. Game | 7. Cloud enterprise | 11. SD TV | 15. ITS |
| 4. SNS | 8. Online education | 12. Holographic video | 16. Intelligent power distribution |

Source: Broadband Development Alliance

10G PON Market space(1000billion RMB)



Global market

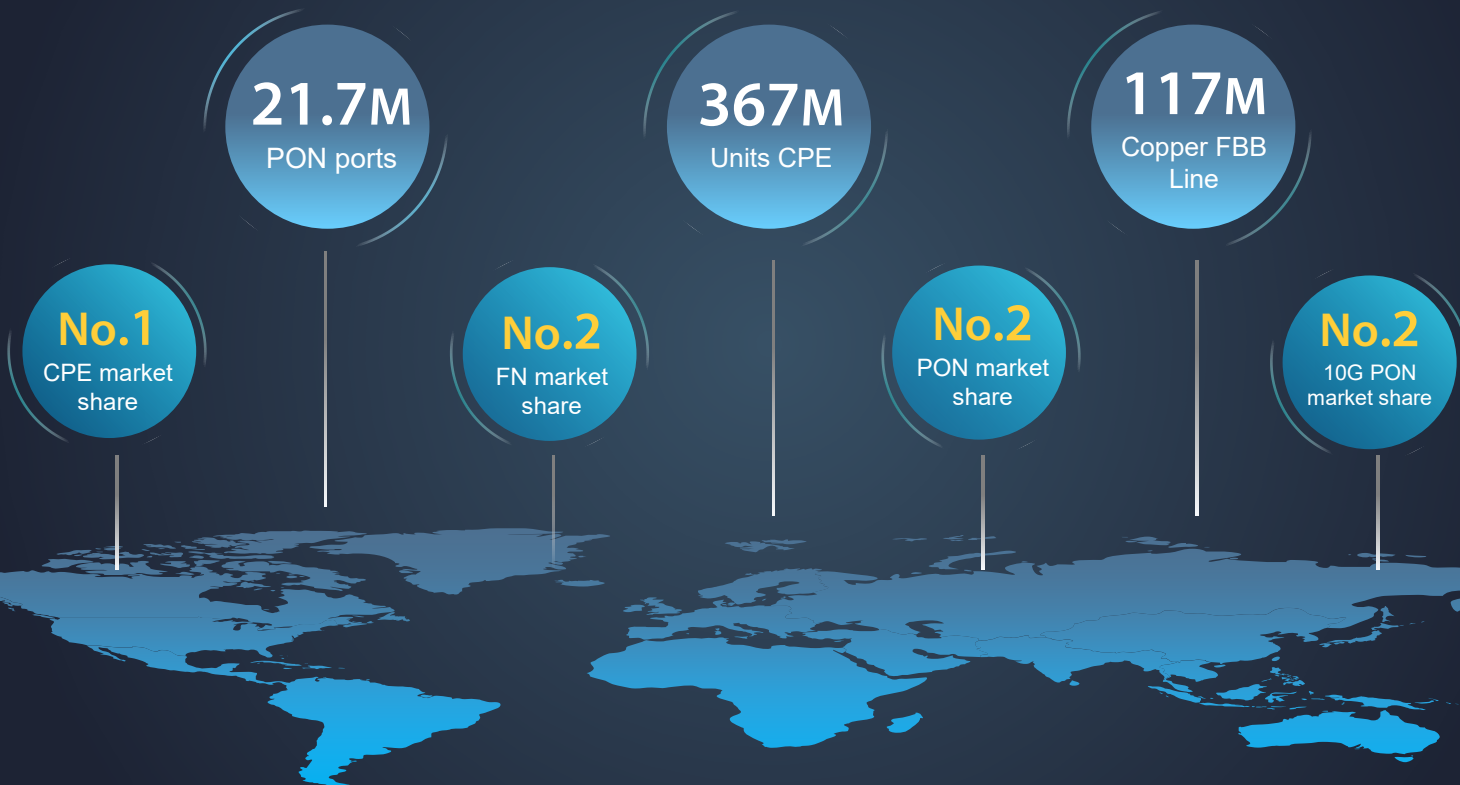


China market

Source: Broadband Development Alliance



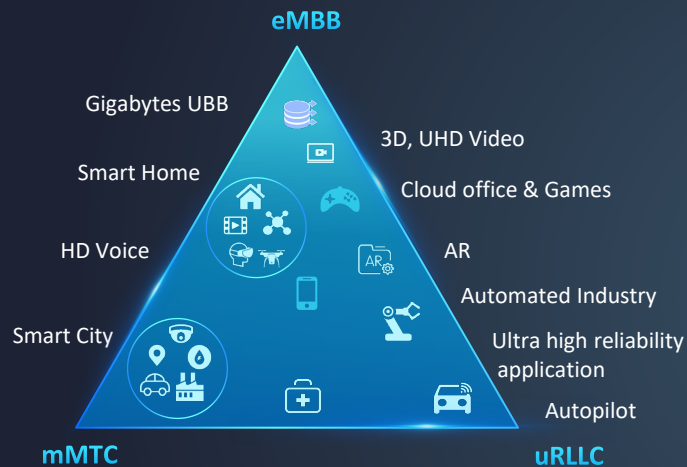
ZTE Rank Tier 1 in the FBB Market



Source: IHS 3Q2019



5G Promotes Mobile Giga+ Access



Typical 5G applications

eMBB: 1G - 10Gbps, Super-Fast, Ultra-High Bandwidth

uRLLC: 1 ms, Ultra-Low latency

mMTC: 1M/km², Massive Scale

Giga+ FBB and Giga+ MBB

1,20M+ newly build
5G base station in 2020

Source: Zhiyan consulting report

100M Giga+
FBB subscribers by 2020

Source: Point Topic

170+ operators
released FMC packages

Source: Omdia, 3Q2019

Covering **300** countries,
20M+ subscribers

Source: Dual Giga+ Policy in China



Indoor

Outdoor



Stable

Hotspot



China has the world's largest 4G network, and is now building its largest 5G one

5.5

million 4G
base stations
*(as of Mar. 31,
2020)*

1.28

billion 4G
subscribers
*(as of Mar. 31,
2020)*

24.6%

One in every four of
the world's 4G
subscribers is in
China *(end of 2019)*



700

thousand 5G
base stations
*(by the end of 2020,
estimated)*

100

million 5G
subscribers
*(by the end of 2020,
estimated)*

25%

One in every four of the
world's 5G sites is in
China
*(as of end of 2019,
estimated)*

5G business-oriented innovation being accelerated in China

5G-based major projects launched in China

“New infrastructure” planning

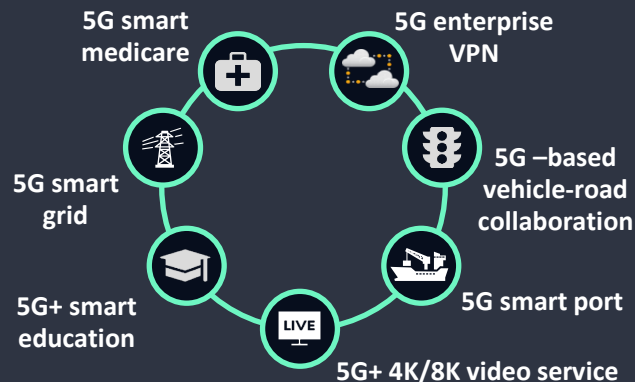
\$ 17 billion

Investment estimated

5G deployment

one of major projects

5G-based projects notice



CMCC is leading in 5G business services in China

5G 2B network planning

\$114 million invested with independent SA 5GC construction

Basic network

B1

Public network

to guarantee of traffic and latency

B2

Edge network

UPF-based customization

B3

Private network

for different park

BAF mode defined

Advanced features

A1: priority scheduling

A2: low-latency

A3: slicing

A4: data isolating

A5: data local handling

A11: local-cloud serving

A12: customized

network service

Flexible combination

Gold service

B1+(A1+A2+A3+A4)

e.g. Grid network

Platinum service

B2+(A1+A2+A5)

e.g. Local remote controlling

Diamond service

B3+(A1+A2+A5+A11+A12)

e.g. Smart industrial park



\$12.83B

2B incomes

Progress in 2B services

\$3.73B

DICT incomes

10.28M

2B customers

1,900

partner s





ZTE commits to investing in Greece

Meeting with Greek Prime Minister

- SHANGHAI November 5 2019, Li Zixue, Chairman of ZTE Corporation, who was in Shanghai for the second China International Import Expo (CIIE) was invited to meet with Greek Prime Minister Kyriakos Mitsotakis and held talks.
- Konstantinos Fragkogiannis, Greek Deputy Minister of Foreign Affairs, Leonidas Rokanas, Ambassador of Greece to the P.R. of China and the cabinet adviser of the PM attended the meeting.
- Xiao Ming-SVP of ZTE, Jianbo Wang-CEO of ZTE Southeast Europe & Cyprus-Israel were present at the meeting.





THANK YOU

Leading **5G** innovations