About Cisco

Cisco (NASDAQ: CSCO) is the worldwide technology leader that has been making the Internet work since 1984. Our people, products and partners help society securely connect and seize tomorrow's digital opportunity. Today, network as platform has become an indispensable part of communication for business organizations, education institutions, government agencies, and families, and Cisco's Internet technologies form the basis of these networks.

Global Business Development

Cisco Systems, Inc. is one of the most successful corporations in the United States. Founded by two professors at Stanford University in 1984, the company manufactured the world's first router in 1986, connecting different types of networks reliably and ushering in a communications revolution. Over the past two decades, Cisco has become synonymous with the terms "Internet", "network application" and "productivity." It is a market leader in every sector in which it is involved.

Since its IPO in 1990, Cisco's revenue has grown from $69 million to $49.2 billion in FY'15. The company now has nearly 70,000 employees around the world. Cisco was ranked No.225 on the 2015 *Fortune* Global 500 list, and has been named the World's Most Admired Companies by the *Fortune* Magazine for many times.

Cisco has a firm belief that Internet will change the way people work, live, play and learn, and will also allow numerous leading enterprises and their partners to benefit from a "globally networked economy".

Growth in China

Cisco entered the Chinese market in 1994. At present, nearly 4,000 people are employed by the company in China, with jobs in sales, customer support and services, research and development, business operations, IT services outsourcing, financing and manufacturing. Cisco has set up 20 branch offices across China.

The Cisco Networking Academy program was introduced to China in 1998. As Cisco's largest and longest lasting CSR program, the Cisco Networking Academy program combines effective classroom learning and innovative, cloud-based curriculums and teaching tools together to provide information and communication technology training. Up to 2015, there are nearly 400 networking academies, covering all the provinces across China, providing training for more than 2000 teachers, and also offering comprehensive courses of latest networking technologies to the students. Currently over

50 thousand students are studying in those academies, and 347 thousand students have graduated to date. The Cisco Networking Academy program as a key part of Cisco's innovation and sustainable development strategy in China has not only accelerated Cisco's localization in China, but also boosted the country's strategy to grow through science and education.

The company's Shanghai R&D Center was launched in October 2005, which further enhanced Cisco's ability to provide products that meet customers' needs, to meet the continuously changing needs of customers in China, Asia and the entire world.

In May 2006, in response to the growing demand for networking services in China, and in order to provide more comprehensive and direct support for local customers, Cisco Systems (China) Information Technology Services Limited was founded in Beijing. It is dedicated to providing comprehensive services during the entire lifecycle of networks for Chinese customers, to help them plan, design, implement, operate and optimize networks, as well as successfully deploy and use networking technologies.

In November 2006, Cisco Capital China was created, to help customers better manage their cash and assets and adopt innovative and flexible financial solutions while meeting their demand for networking technologies.

In November 2007, Cisco signed a memo with China's Ministry of Education on "Vocational Education Initiative", hoping to further explore the effective channels of cooperating with schools to train skilled workers and narrow the educational gap between developed and underdeveloped regions.

On November 1, 2007, John Chambers visited China and announced that innovation and sustainability will become Cisco's strategic priorities in China. For this, Cisco planned to invest $16 billion in China during the next three to five years, which would lead to significant growth of local procurement as well as the increase of spending on education, financial leasing, R&D, direct/indirect investment, sales, and service operation.

In April, 2008, John Chambers visited China again and announced Cisco's strategy and blueprint for China during the next stage. As a key step of the "innovation and sustainable development" strategy, Cisco continued to enhance collaboration with Chinese government and businesses, getting aligned to China's economic, social and environmental development objectives. During Chambers' China visit, Cisco signed MoUs with China's National Development & Reform Commission (NDRC) and Ministry of Commerce (MoC) respectively, to increase spending on R&D, education, procurement, investment, and training. Meanwhile, Cisco also spent $20 million to form the Guanghua Leadership Institute in cooperation with Peking University. Globally, this was the first time for Cisco to work together with an educational institution to build an international academic exchange platform, aiming to train new government and business leaders with an international vision.

After the major earthquake that hit Wenchuan in Sichuan Province on May 12, 2008, Cisco immediately built a unique public-private partnership with the Chinese government to engage in the post-quake rebuild efforts with support from government organizations and its partners. Together they launched a three-year corporate social responsibility program—'Connecting Sichuan'—with a total commitment of over US$50 million (or over RMB 300 million) designed to help with the rebuilding efforts. The 'Connecting Sichuan' program is not only one of the largest and most prominent public-private partnerships during the post-quake rebuild process, but also a paradigm in the Sino-U.S. friendly cooperation.

In September 2008, Cisco signed a Sponsor Agreement with the Bureau of Shanghai World Expo Coordination to become a senior sponsor of the Shanghai World Expo 2010. Cisco was the first IT senior sponsor for Expo 2010 for data network products and solutions.

In July 2009, the Cisco-Fudan-Stanford (CFS) Supply Chain Leadership Institute officially launched its first program. Based at Fudan University, the CFS Supply Chain Leadership Institute is sponsored by Cisco and jointly developed as a collaboration between Cisco, the School of Management at Fudan University (FDSM) and the Stanford Graduate School of Business. The Institute offers advanced management training to leaders of Chinese companies, with the primary objective of driving thought leadership in supply chain management.

In January 2010, Cisco announced a restructuring of its Asia Pacific and Japan operations to support its investments and growth plans in the Asia Pacific and Japan region. China P.R.C., Hong Kong and Taiwan, formerly part of the Asia Pacific Theater, formed a separate Greater China Theater. Given the size and growth of the Chinese economy and the company's significant commitments to its China business, designating Greater China as a separate theater marked an important next step in Cisco's strategy.

In June 2011, Cisco and Sichuan Provincial Government held a ceremony in Chengdu to celebrate the successful completion of the "Connecting Sichuan" program and to hand over the program to Sichuan. Cisco was also granted the "Outstanding Contribution Award" for the "Connecting Sichuan" program by Sichuan Provincial Government. The 'Connecting Sichuan' program, which was carried out over three years, is the first successful public-private partnership program between Chinese government and a foreign corporation. The "Connecting Sichuan" program had put into place modern connected IT infrastructures for 66 healthcare organizations and 102 education organizations in more than ten counties and cities. The accomplishments in helping with the post-quake rebuild efforts as well as in improving local education and healthcare were remarkable.

In November 2011, Cisco opened branches of the China Research and Development Center (CRDC) in three Chinese cities—Hangzhou, Suzhou and Hefei. To help Cisco develop innovative network technologies and products, the existing Cisco R&D team in these cities will integrate efficiently with CRDC, and will play an important role as always

in strengthening Cisco's research and development in China. In May 2012, the Beijing branch was established. In May 2013, the Shenzhen branch was established. So far, Cisco has much more complete R&D resources and institution building in Shanghai, Beijing, Hangzhou, Suzhou, Hefei, and Shenzhen, further enhancing CRDC's overall layout and localization in domestic market.

In September 2012, Cisco China Network Operation Center (China NOC), located in Chengdu's Tianfu Software Park, was officially launched. The center will become Cisco's Greater China delivery center for smart services, providing support for Chinese operations of the company's Greater China and global accounts

In April 2013, after the earthquake hit Ya'an, Sichuan, Cisco donated 1 million RMB (US $160,000) to the China Foundation for Poverty Alleviation to support immediate disaster relief activities. At the same time, Cisco worked with local government agencies and customers to support disaster relief efforts. Two mobile medical clinics donated by Cisco in 2008 were mobilized by the Sichuan Department of Health as an important part of a medical rescue team.

In May 2013, Cisco Technology Services (Dalian) Co., Ltd was officially established. It will provide advanced network technical support services mainly to the entire Asia-Pacific region, and provide specialized support services for global customers.

In March 2014, Cisco announced the establishment of Cisco China's headquarters in Hangzhou.

In June 2015, Cisco announced over $10 billion investment in China in the next few years, striving to support local innovation, industrial transformation and economic growth through a series of strategic partnerships. Cisco signed a Memorandum of Understanding (MoU) with China's National Development and Reform Commission (NDRC) to expand investment in China, focusing on areas of innovation, equity investment, R&D and job creation, in order to promote the development of a high tech industry in China, while actively helping meet the country's long-term goal of innovation-driven development.

In September 2015, during the US visit of Chinese President Xi Jinping, Cisco and Inspur signed a framework agreement for strategic cooperation at the 8th China-U.S. Internet Industry Forum. Under this agreement, the two companies will invest an initial US$100 million to set up a joint-venture company in China to develop networking technologies and products, build world-class information technologies and solutions, and provide advanced technologies, products, solutions, and services in areas including IT infrastructure, cloud data center, smart city, and big data.

Quick Facts

- Revenue of $49.2 billion and nearly 70,000 employees world-wide in fiscal year 2015
- 2015 Fortune Global 500 list (#225)
- 100 Best Companies to Work For (#70), Fortune Magazine (2015)
- Received the 2015 "Most Responsible Enterprise of the Year" award from China Newsweek Magazine
- Cisco has received "China's Best Corporate Citizenship Award" from the 21st Century Business Herald for eight times. In 2013, Cisco was awarded the "Ten-Year Recognition Award for Outstanding Contribution in Corporate Social Responsibility".
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- In June 2011, Cisco was also granted the "Outstanding Contribution Award" for the "Connecting Sichuan" program by Sichuan Provincial Government
- In January 2010, Cisco Greater China theater was created
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