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Cloud-
Key to CSP
Digital Transformation

World-wide Digital Transformation is Prevailing and Accelerating

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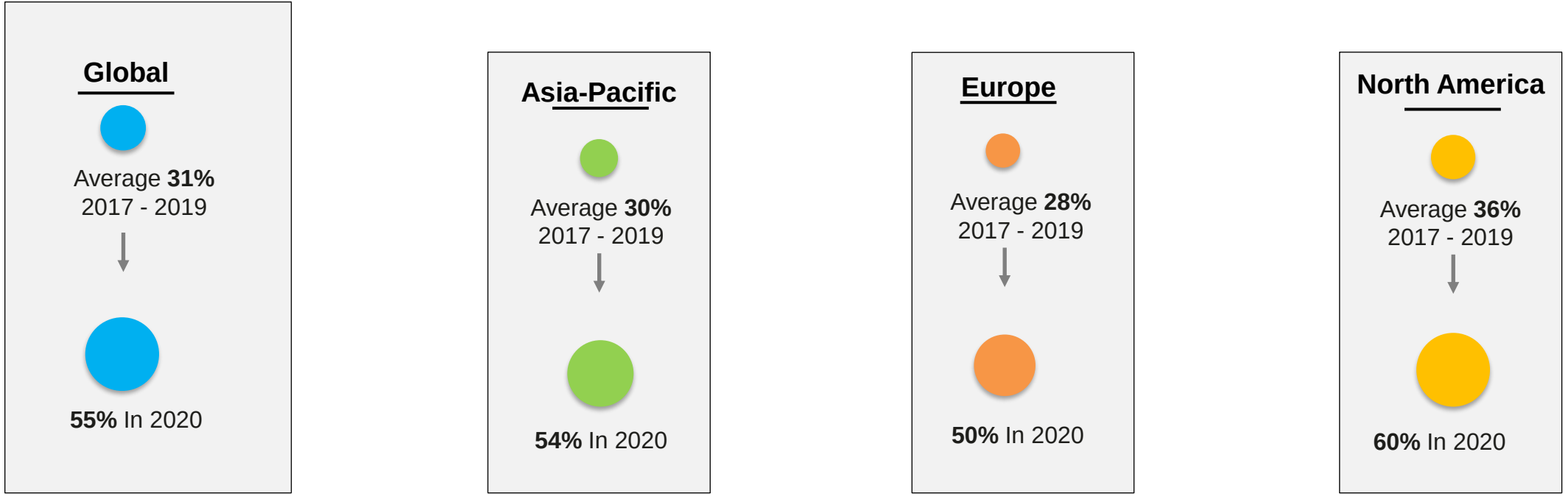
Epidemic accelerates digitalization …

Average Share of Products and/or Services That are Partially or Fully Digitized
Source: McKinsey, 2020



Cloud is the Fundamental to This Digital Transformation Deluge

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270 Bn

Total investment in RMB

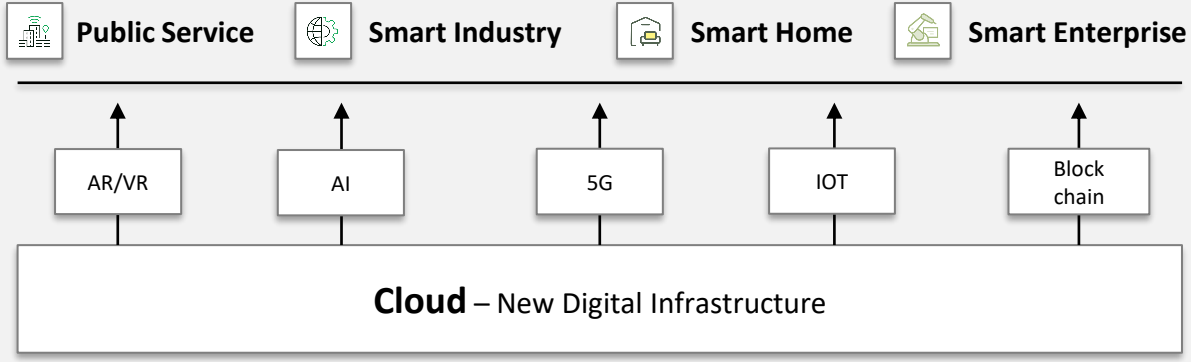
High-quality **5G** and fixed networks to ensure dual-Gigabit broadband

Driving **150,000** enterprises to land on the Cloud platform

100,000 smart charging piles for electric vehicles

Over **100** unmanned factories/product lines/workshops

- China Take Various Digital Technologies to support the Development of SMEs and Start-ups
- The Ministry of Industry and Information Technology promotes access to digital products such as video conferencing, cloud services and training programs for SMEs
- Some local gov'ts offer free cloud computing products to encourage businesses to resume operations through telecommuting



With 'Cloud', This World Could Be Given Infinite Possiblities

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Alibaba is the leader to drive business digitalization

Online Integration + Offline Digitization

Data Technology

RETAIL & WHOLESALE

CONSUMER SERVICES

DIGITAL MEDIA & ENTERTAINMENT

Taobao.com TMALL 1688.com AliExpress Lazada

YOUKU UC

SUN ART Retail Group Limited

Fliggy

CAINIAO 菜鸟 蜂鸟配送 LOGISTICS INFRASTRUCTURE

DIGITAL MEDIA AND ENTERTAINMENT

Alimama MARKETING SERVICES & DATA MANAGEMENT PLATFORM

蚂蚁金服 ANT FINANCIAL PAYMENT & FINANCIAL SERVICES INFRASTRUCTURE

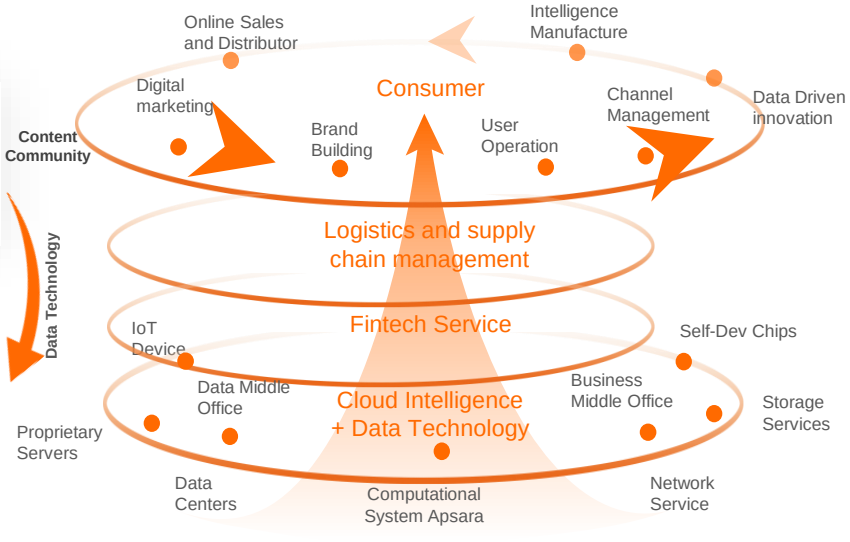
高德地图 amap.com MOBILE DIGITAL MAP, NAVIGATION & REAL-TIME TRAFFIC INFORMATION PROVIDER

Infrastructure

Alibaba Cloud CLOUD COMPUTING, ARTIFICAL INTELLIGENCE AND BIG DATA

Cloud Computing | Big Data/AI | CPU Chip | Quantum computing | Fin-tech/Ant-Chain | Data intelligence | Robot

Digital business economy



Alibaba Apsara Cloud: Comprehensive Capabilities to Make 'Cloud' Happen

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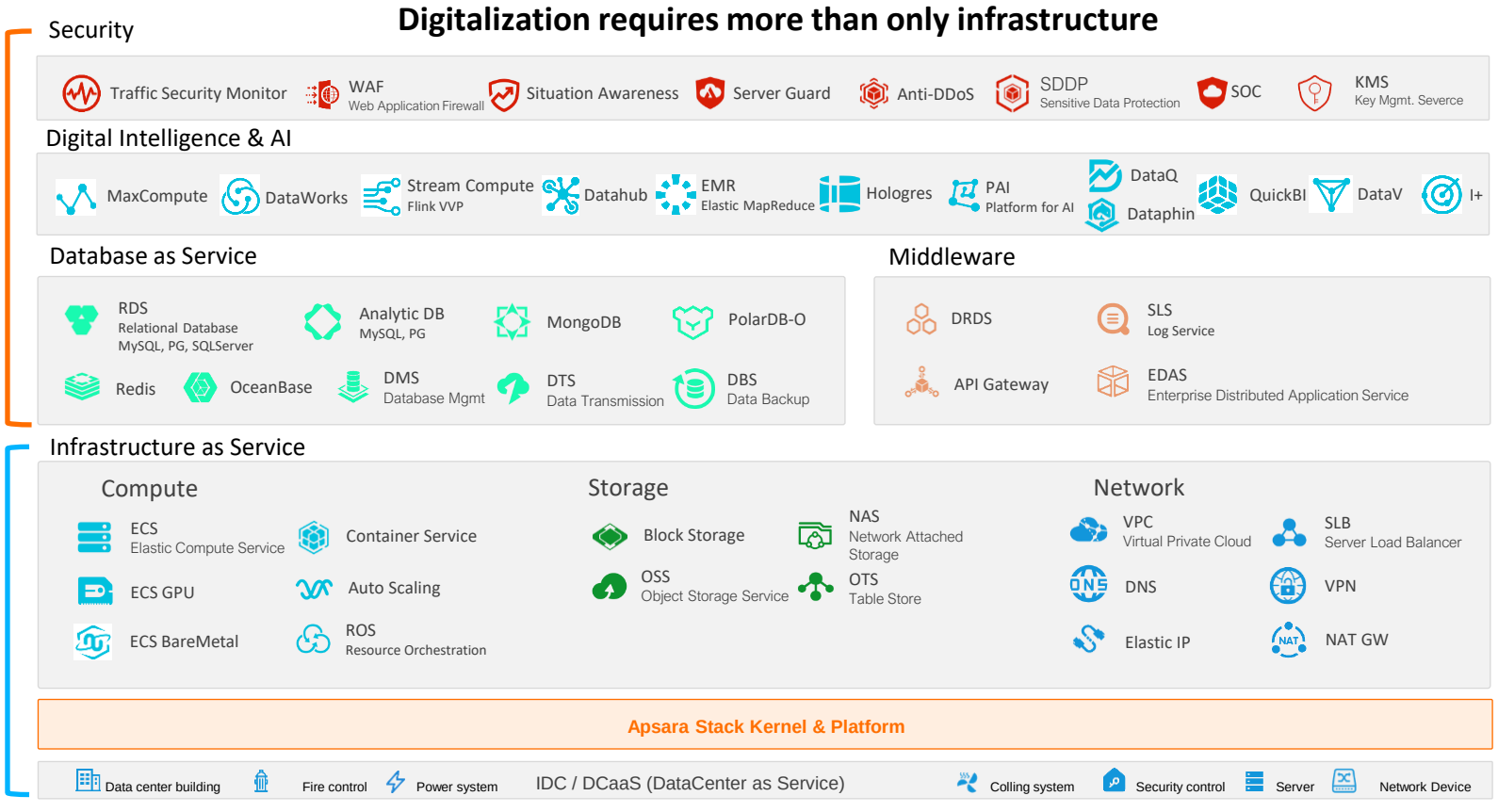
Cloud Native Capabilities

Apsara Stack allow customer to have comprehensive cloud native service, include digital intelligence, AI, security, etc.

Infrastructure Capabilities

Most traditional stack solution provide only infrastructure visualization capability, limited in products offering and services



Embrace the 'Cloud', Embrace the Digital Future

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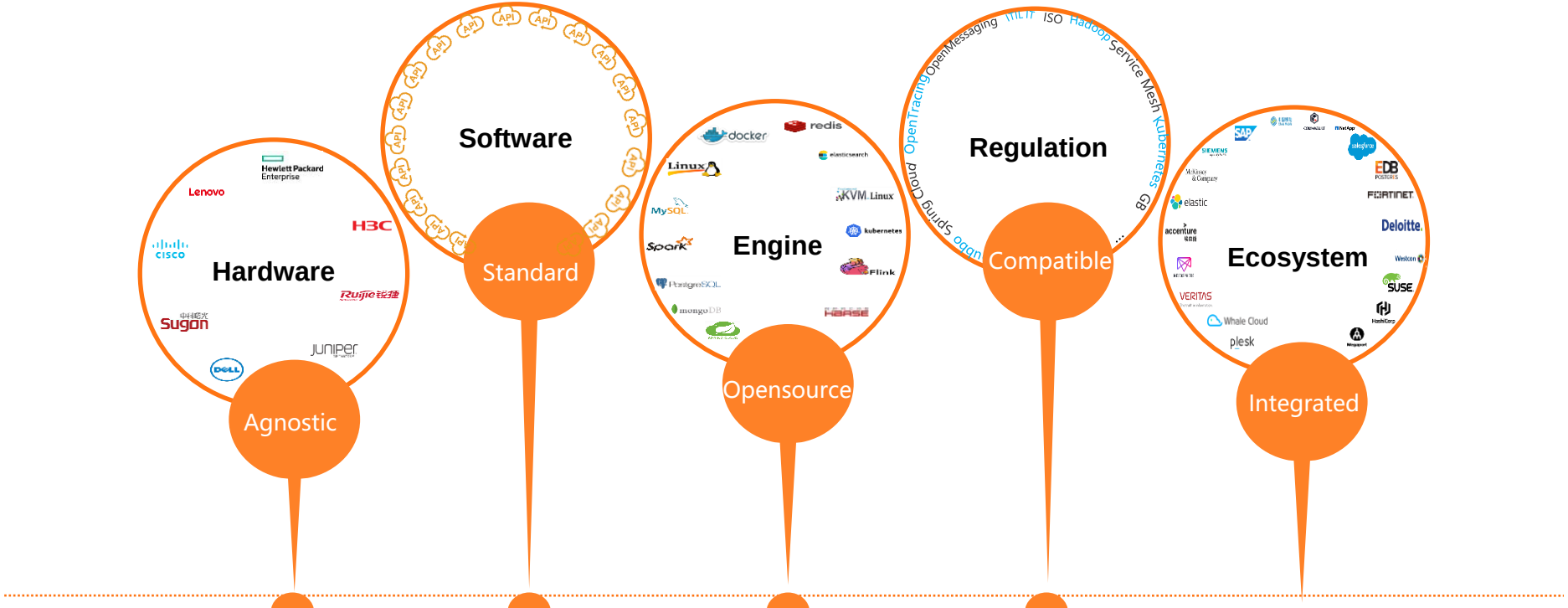

Alibaba Apsara Cloud: Speed Up Telco Digital Transformation

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Apsara Stack

Apsara Stack *speed up the Digital Transformation of Telecom companies*

1 Telco System On Cloud

- Core Telco IT System on Cloud
- Migration Tool to Cloud
- Digital work business on cloud

2 Deliver Cloud-Native

- Deliver Cloud-Native Application with Security & Scaling on Demand
- A.I. Chatbot Capability
- Upgrade to Data Intelligence Platform

3 Beyond Telco Business

- Public Services
- Local Public Cloud
- IoT Platform on Cloud
- Vertical IoT Application on Cloud

CSP *(communication Services provider)* ***DSP*** *(Data Services provider)*

POST
LUXEMBOURG

flou
cloud services
trusted · IT · company
telkomsigma
by Telkom Indonesia
flou

Alibaba Cloud & Whale Cloud Synergy

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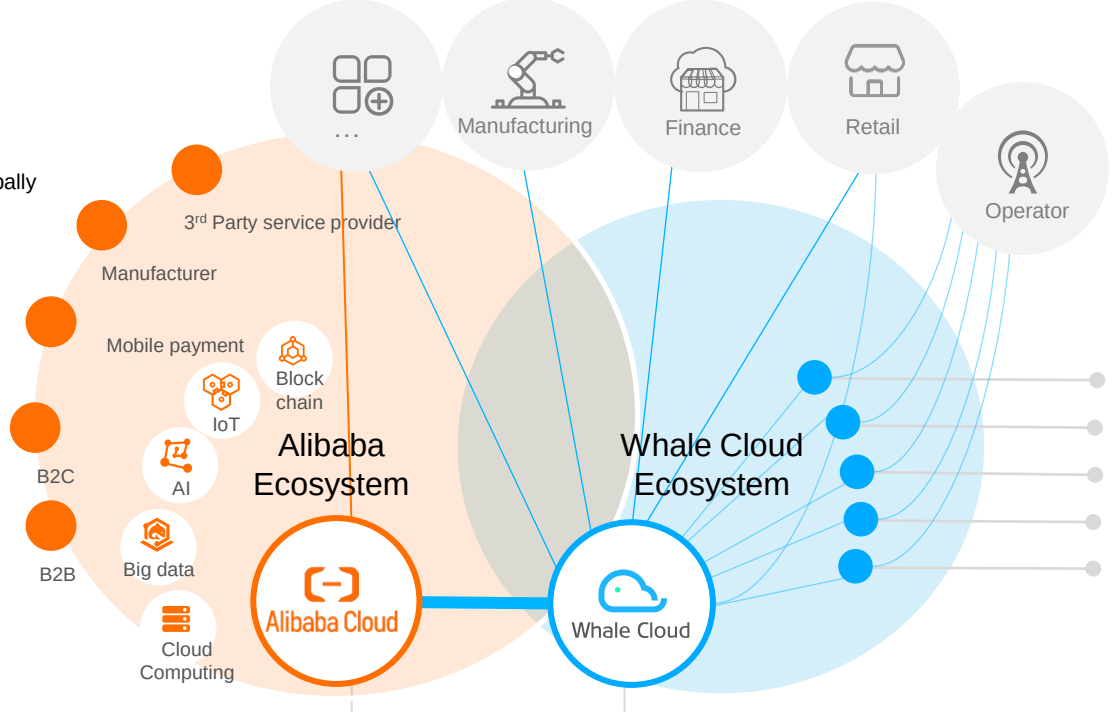

Ranking **3rd** Globally

Top 3 in IaaS&PaaS

25 Alibaba Cloud Regions

10,000 Global Partners

4,000,000+ Worldwide Customers

20 Years Telecom Background

20+ Centers of Expertise

10% Annual R&D Investment

80+ Countries

250+ Business Customers

- Digital BSS/OSS
- 5G Industry Platform
- Digital Commerce
- Connected Transportation
- Mobile Payment

Technology Enablement

Industry Knowhow

Solution Integration

Global Practices

Digital 2.0 Framework: Approach to Develop the Cloud

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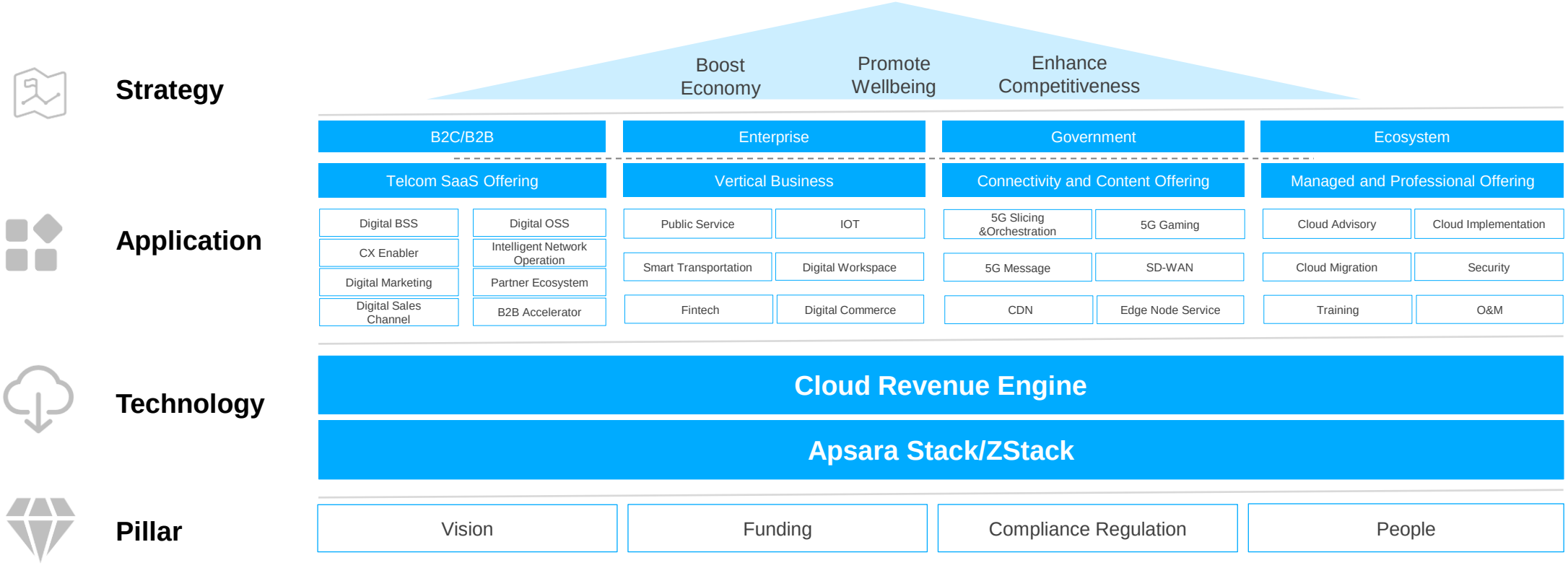

Global Business Success

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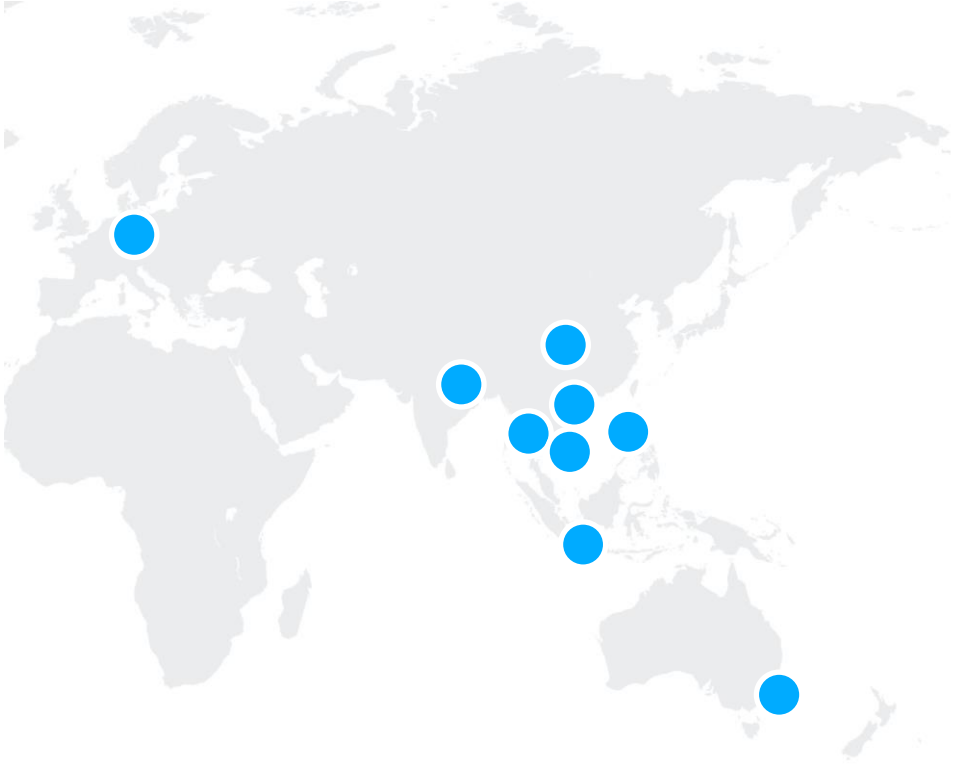

CSPs adopt **cloud-native** architecture, **diversify their businesses** with us.

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Thank You