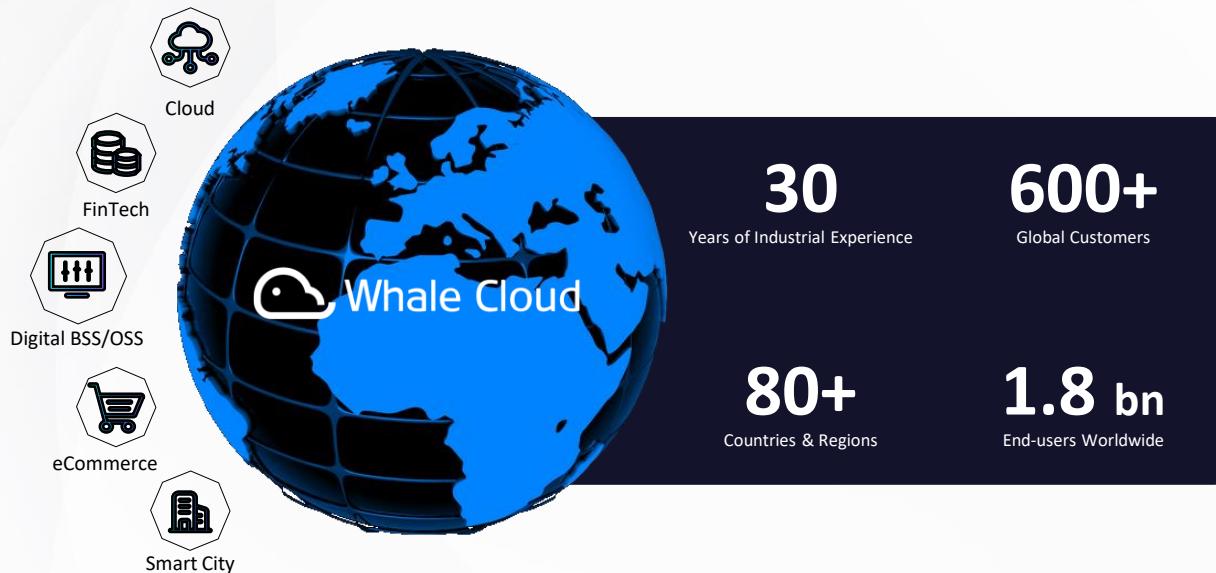


**One-stop Digital Solutions for  
Beyond Connectivity**



# Whale Cloud at a Glance



Powering Global CSPs and Verticals to Speed up Digital Transformation Journey

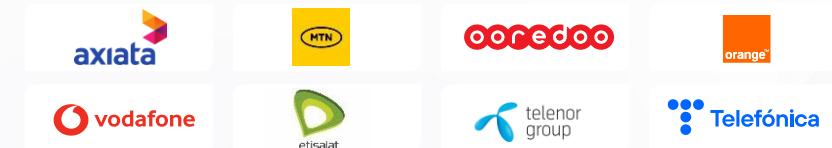
## Mature Market



## Emerging Market



## MTO



## Vertical

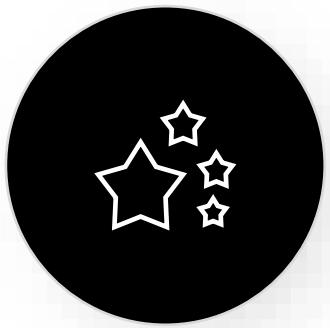


We're always here, united with **our strategic partners**, delivering unmatched value to our customers.





# Mission, Vision, and Values



## Mission

Facilitating Social Development  
through Advancements in Digital  
Productivity



## Vision

Global Leader in Digital  
Transformation



## Values

Create Values for Customers,  
Value Dedication of Employees



# Accelerate Digitalization by Aligning Synergies

**Largest** Digital Wallet in China

**10+** Overseas E-wallet Partners

**2,000+** FIs Partners

**1.5 Bn.+** Global Users

**World-leading** FinTech Open Platform

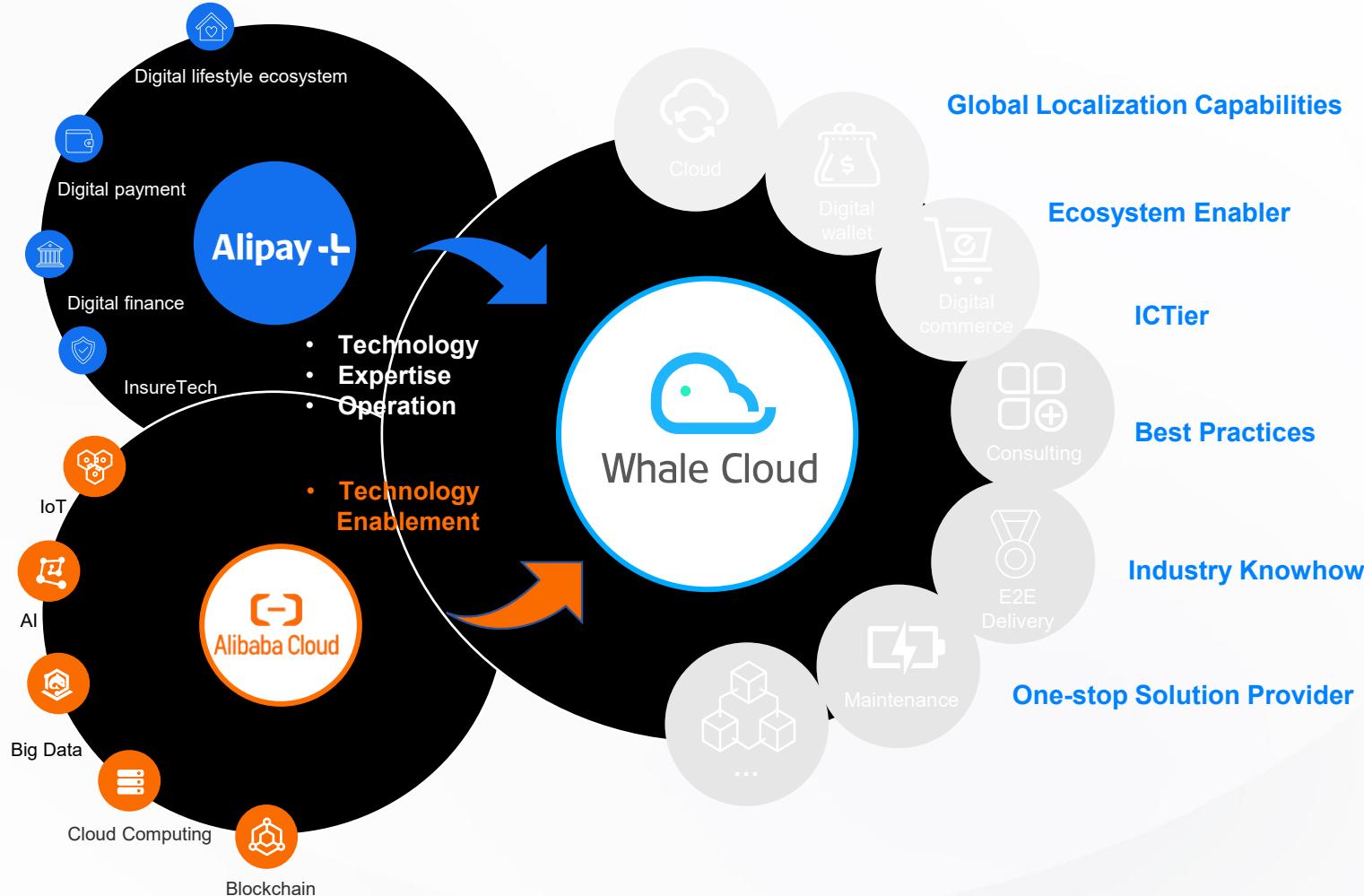
**Ranking 3rd** Globally

**Top 3** in IaaS & PaaS

**25** Alibaba Cloud Regions

**10,000** Global Partners

**4 Mn.+** wide Customers





# Partnership Ecosystem: Whale Cloud Partner Community

An inviting platform fostering mutual growth and deep cooperation among all participants.

## Shared Success for Cloud

A framework where partners collectively benefit from new opportunities and enhanced value creation.



## Joint Go-to-Market for Cross Industries

Enables combined market strategies, system integration initiatives, and integrated customer engagement.

## Accelerated Growth

Drives business expansion by leveraging combined strengths, resources, and shared market insights.

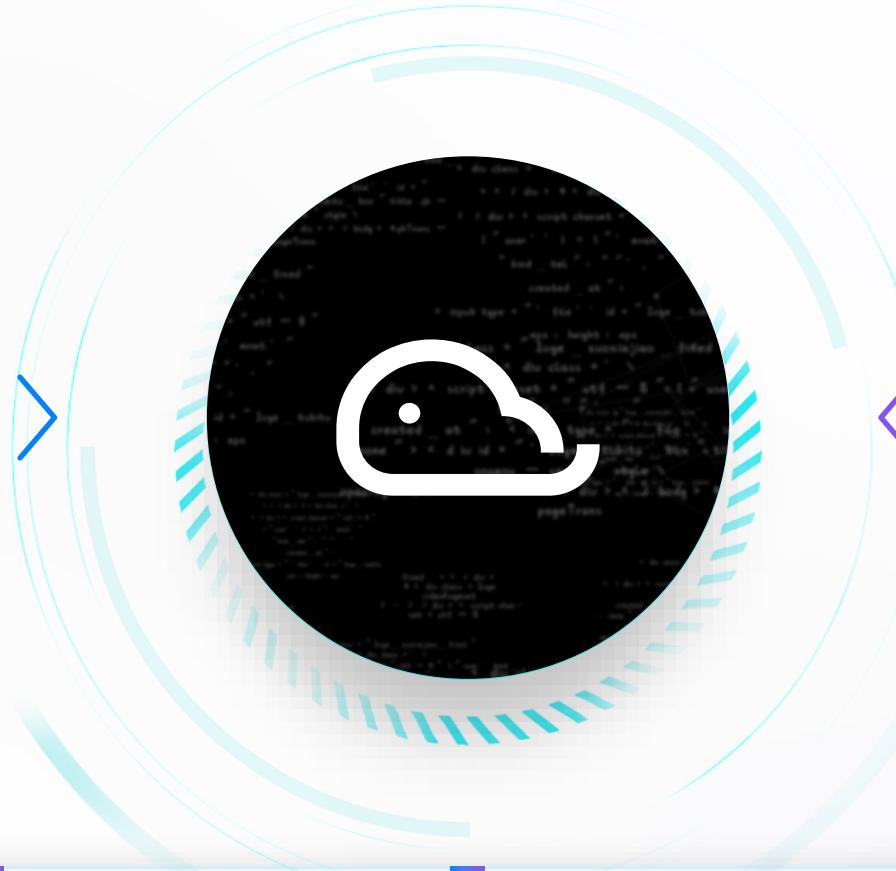
**The community actively supports partners in extending their reach and delivering exceptional value to end-users.**



# Digital Transformation Leader



**ICT + Internet**  
**Dual-Gene**



**Cloud + Data Intelligence**  
**Dual-Drive**



**Cloud Computing**



**Big Data**



**AI**



**5G Communication**



**...**

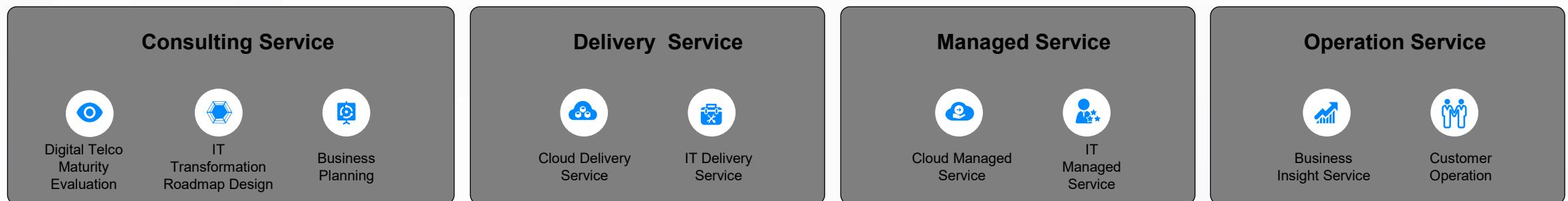


# An Industry-leading Portfolio

## • Solution Portfolio



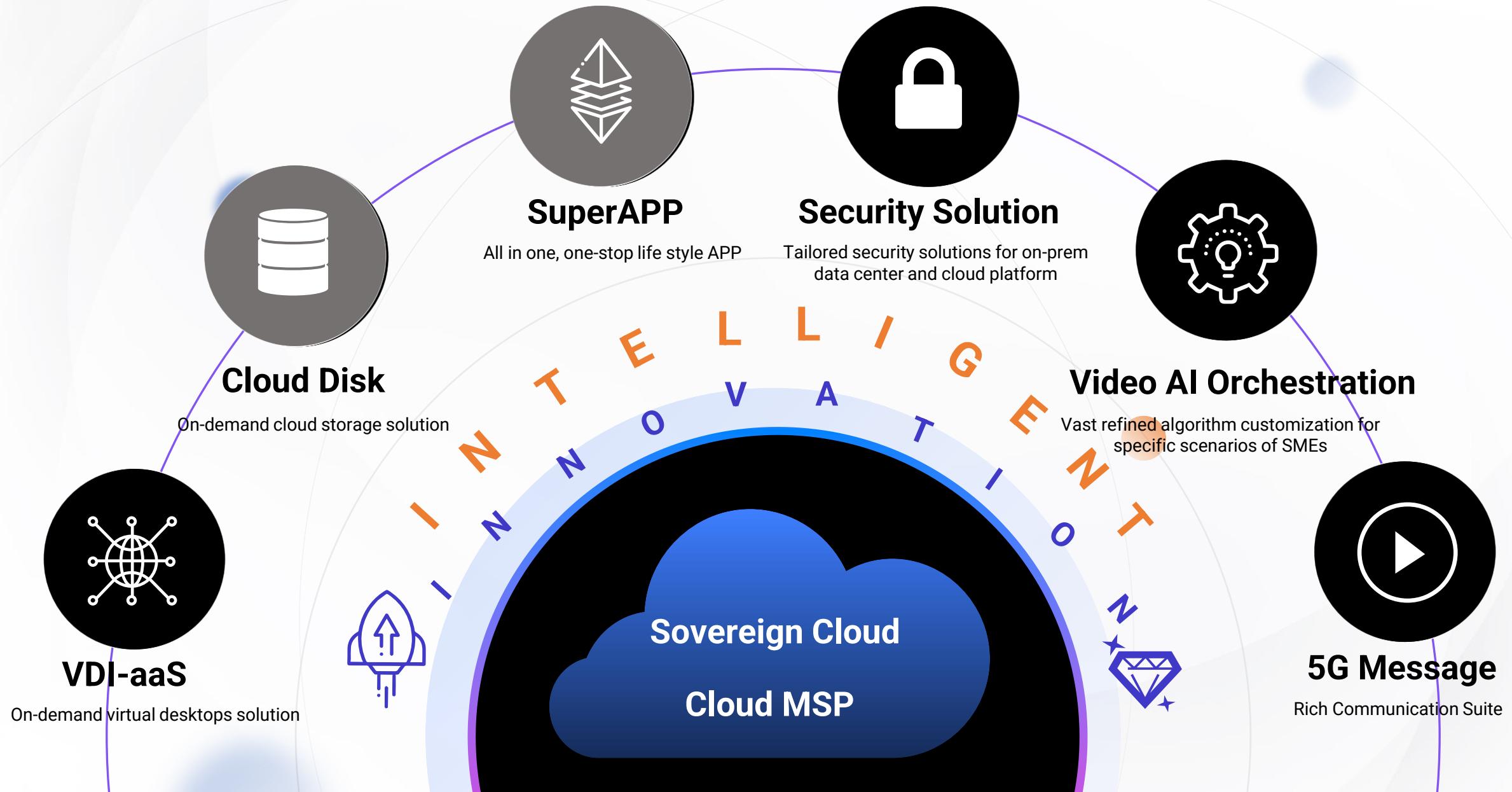
## • Service Portfolio



Cloud and Technology Partners



# Whale Cloud Innovation Portfolio





# Make it Localized: One-stop Digital Solution for Beyond Connectivity

Whale Cloud serves as the One-stop Digital Solution Integrator in industry digital transformation

Covering ALL stages in digital transformation

## Planning

- Planning Consultation
- Roadmap Planning
- ROI Analysis

## Construction

- Abundant Product & Solution
- Implementation & Professional Service

## Operation

- GTM Strategy
- MSP Service

### IDC Digitalization

23 Countries

50 Cities

13 LPC

1300+ Projects

### Finance Digitalization

17 Countries

100+ Customers

### Industry Digitalization

50+ Industry Brain

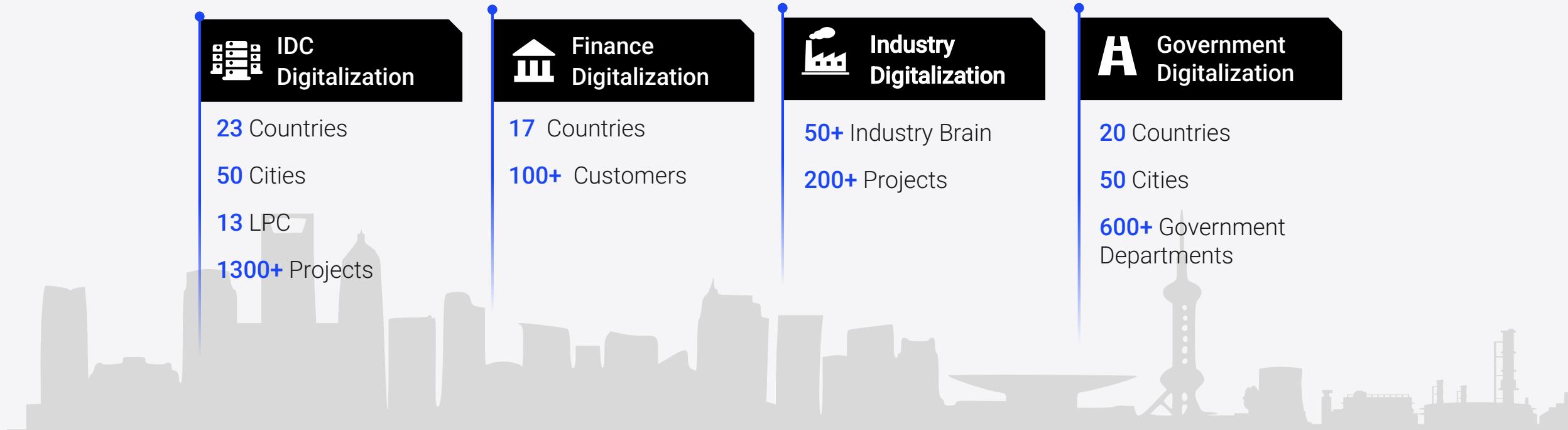
200+ Projects

### Government Digitalization

20 Countries

50 Cities

600+ Government Departments

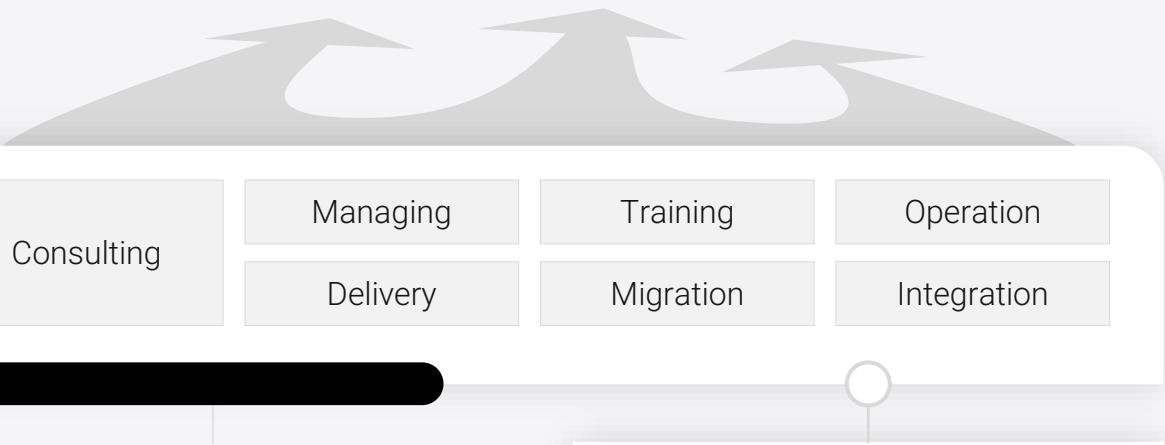


# Make it Localized – Local Public Cloud

You Can Always Trust Whale Cloud in Your  
**Local Public Cloud Journey**

## Cloud Revenue Engine for Multi-cloud Monetization

CRM | Auto-Provisioning | Charging | Billing |  
Payment | Website | Mobile APPs | On-line  
Service | End-to-End Cloud Service |  
Open-Bill (Public Clouds Reseller Tool)



<50 Nodes

50-100 Nodes

100+ Nodes

### Light LPC

- ZStack (10+)
- VMware (8+) Reuse

### Mid-range LPC

- Openstack (30+)
- Qing Cloud (30+)

### Large-size LPC

- Alibaba Apsara (70+)
- Tencent Cloud (50+)

### Application Partners



### Public Cloud Partners





# Our Best Practices Addressing Local Public Cloud

## Zain Cloud

by Zain KSA, and Powered by  
Alibaba Cloud & Whale Cloud

**30%** Annual ROI

**No.1**

First Local Cloud Computing Service in KSA

**50%**

Registered Users are Enterprise Users, Which  
Contribute 90% Revenue

**7x**

Max Quarter-to-quarter Growth Increased



## FLOU Cloud

by Telkomsigma Indonesia, and Powered by  
Alibaba Cloud & Whale Cloud

**400%** Monthly Revenue  
Increase in 2024

**National Cloud**

Government, Healthcare, Logistic, Financial, Energy, Mineral

**90%**

Capacity Utilization within 2 Months after  
Commercial Launch

**67%**

Cloud Market Share Increased



**Gartner**  
Sample Vendor

Hype Cycle for  
Cloud Computing  
2023, 2024

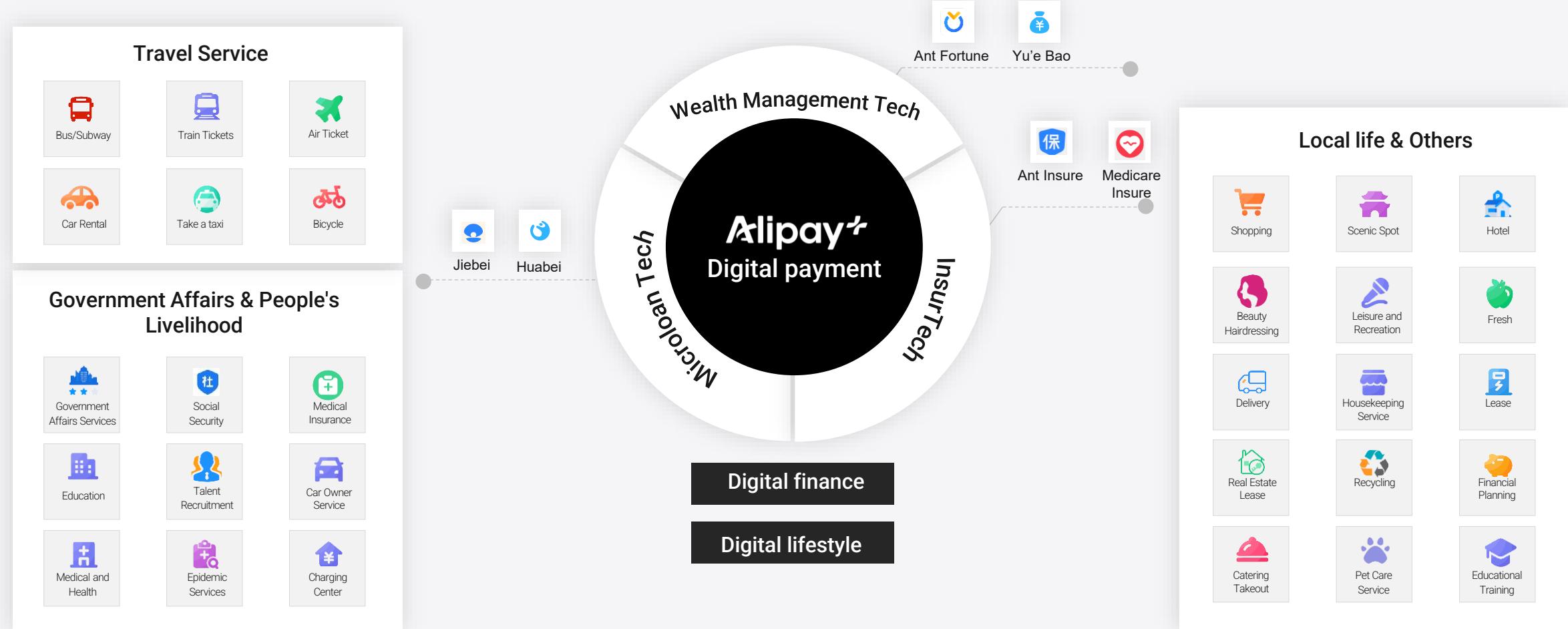
Hype Cycle for  
Digital Sovereignty  
2024

Hype Cycle for  
Private Mobile Network Services  
2024

Hype Cycle for  
Privacy  
2023

# Make it Localized – Mobile Payment (Alipay+)

Alipay has grown from a payment tool to a one-stop open digital life platform. From payment, social security provident fund, to clothing, food, housing, transportation and other life services, people can handle more than 1,000 services on Alipay, to enjoy digital life anytime and anywhere.



# Make it Localized – Super APP & Mini Programs

Mini program is lightweight, cross-platform application that can be directly launched and run within a specific SuperApp environment without the need for users to download and install it separately, enabling quick access to a variety of functions and services through a simple interface. Mini programs can have multiple entry points (online and offline) which give it better accessibility and convenience to use.



## Mini Program @Super App

- Super App usually covers more than millions of registered users.
- Could run easily in both Android and IOS system.
- Could be accessed through both Online and offline (QR Code)



## Branded App

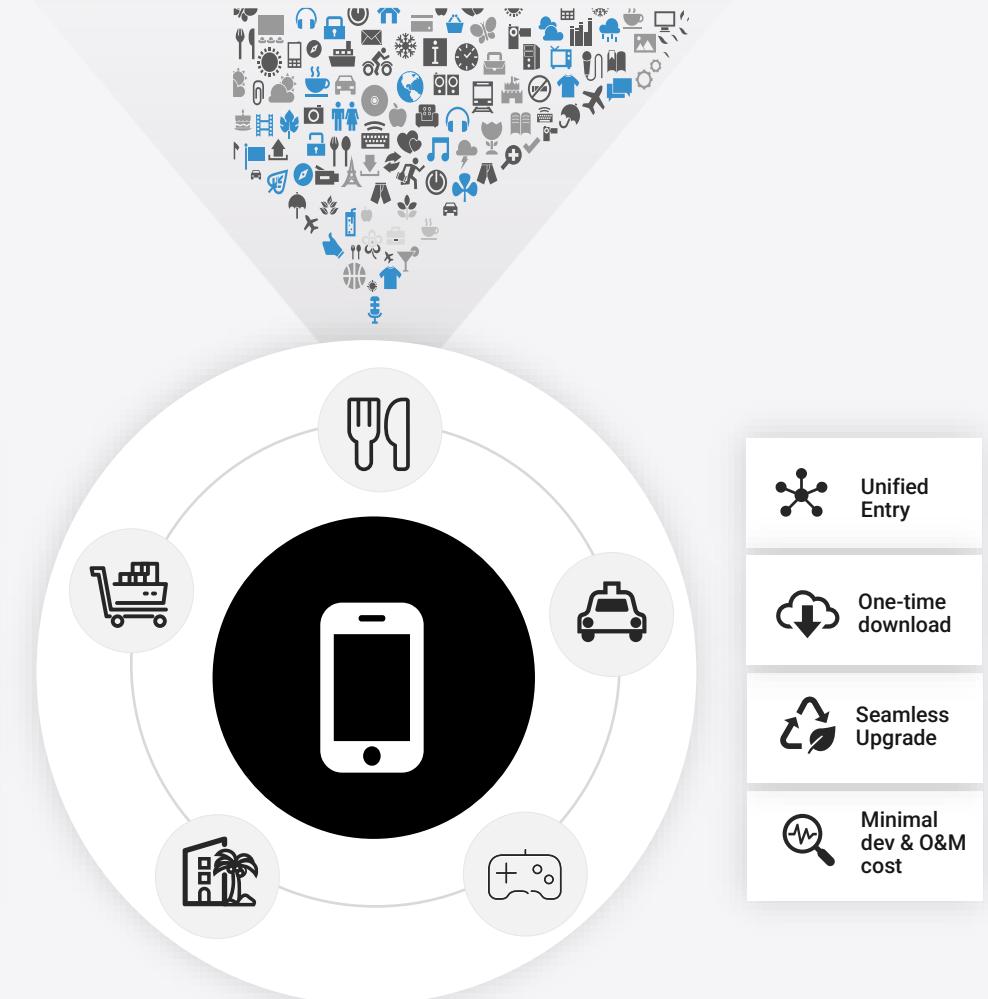
- By 2022, more than 7.7 million Apps were available in the Google Play Store and Apple App Store
- Most people have more than 80 Apps and use only 9 apps per day on average



## Desktop Website

- The distribution of average daily spend online by device: Computers dropped from 72.6% (2013) to 42.2% (2023)

	Unified Payment
	Unified App
	Unified Account
	Integrated Services



# Make it Localized – Super APP & Mini Programs



100+ self-own stores  
6,000+ agent stores



Improving 30% fulfilment efficiency



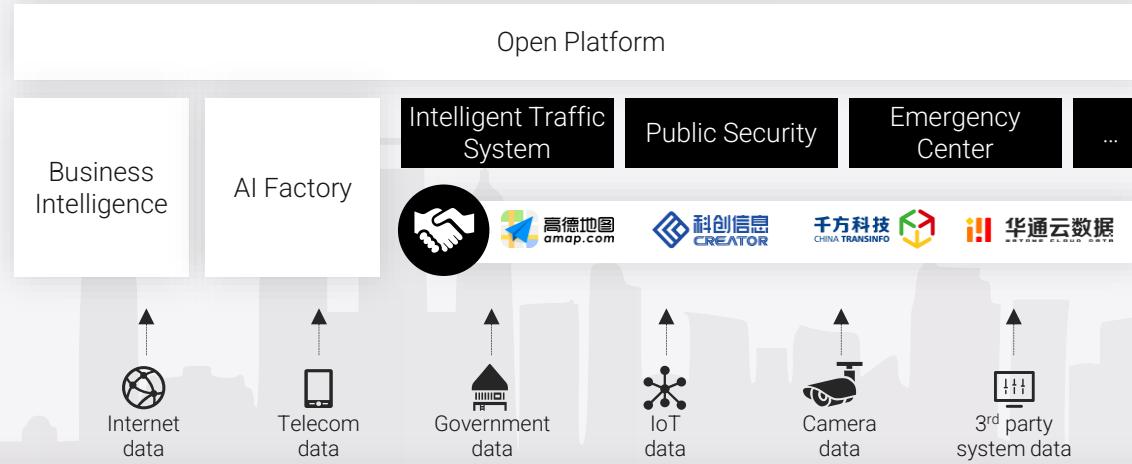
# Make it Localized – Smart City & Government

Whale Cloud specializes in solution design and technical services, employing cutting-edge technologies.

## Solution Design



## Application



## Capability



## Integrator

### Intellectualization - Traffic Mid-end



1200+ atomic functions, reducing 50% reconstruction in sub-departments



Statistical analysis improved from 1 week to 1 day

## Application & Service Provider

### Digitalization - Smart City



95% traffic accident detecting accuracy



Traffic congestion ranking from No.3 to No. 57

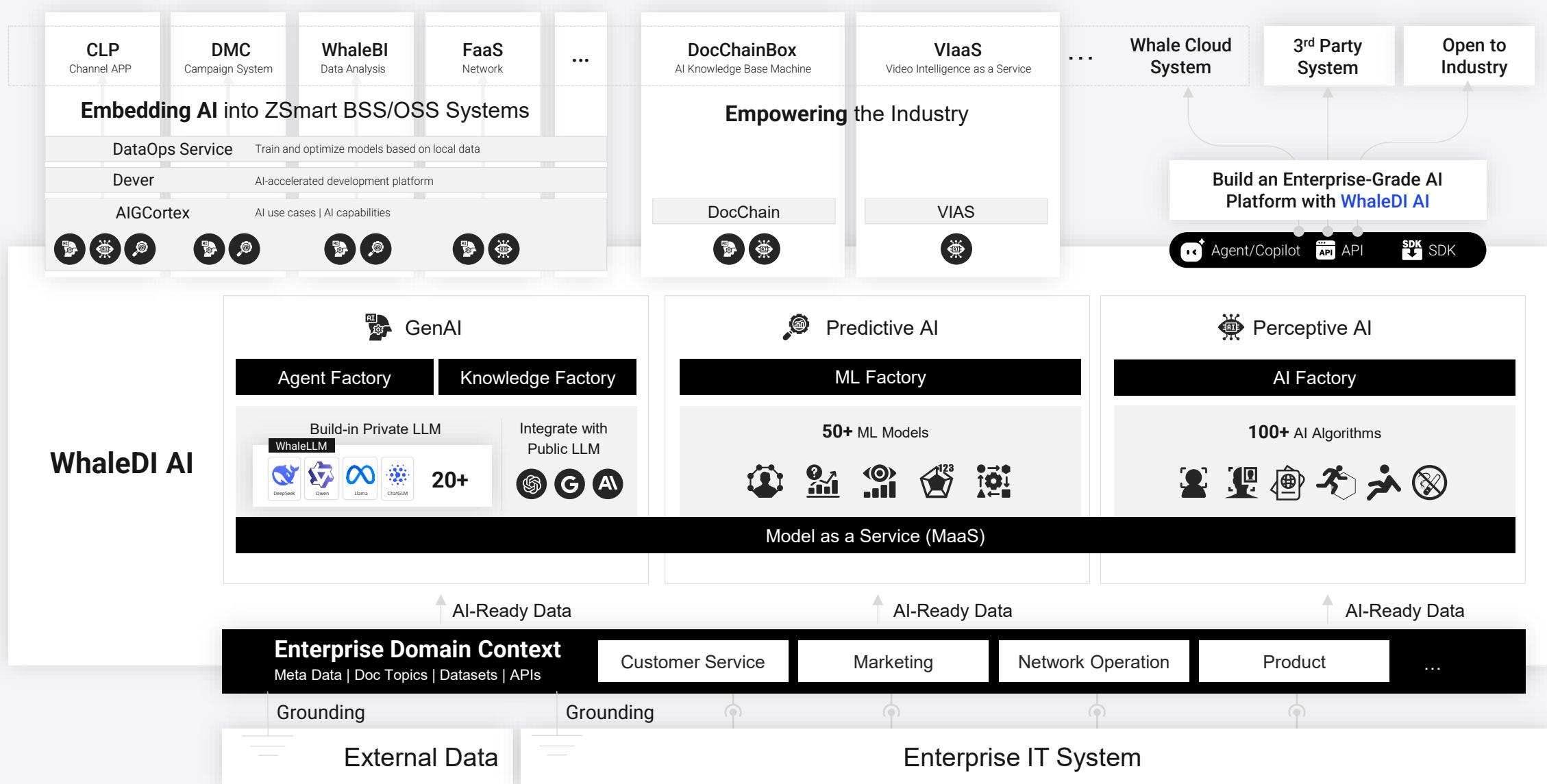


### Informationization - Toll Management



100% informatization construction

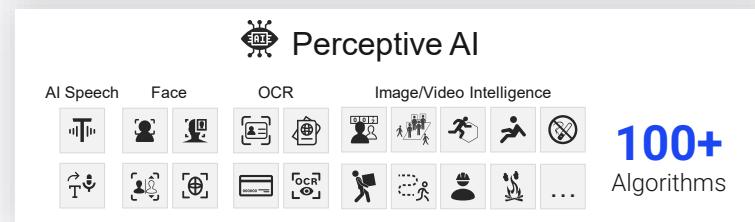
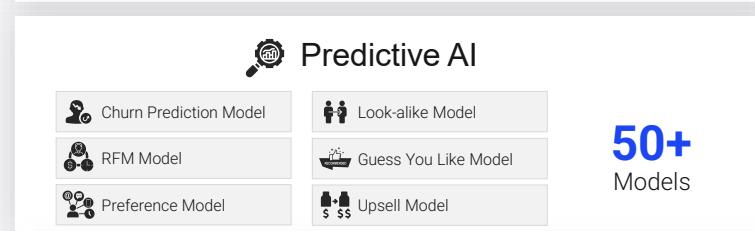
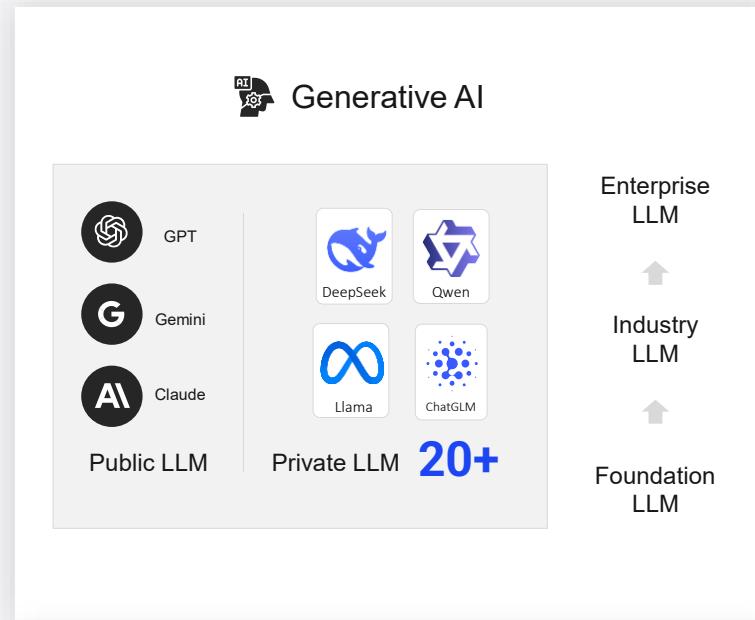
# WhaleDI AI: Enterprise-Grade AI Platform



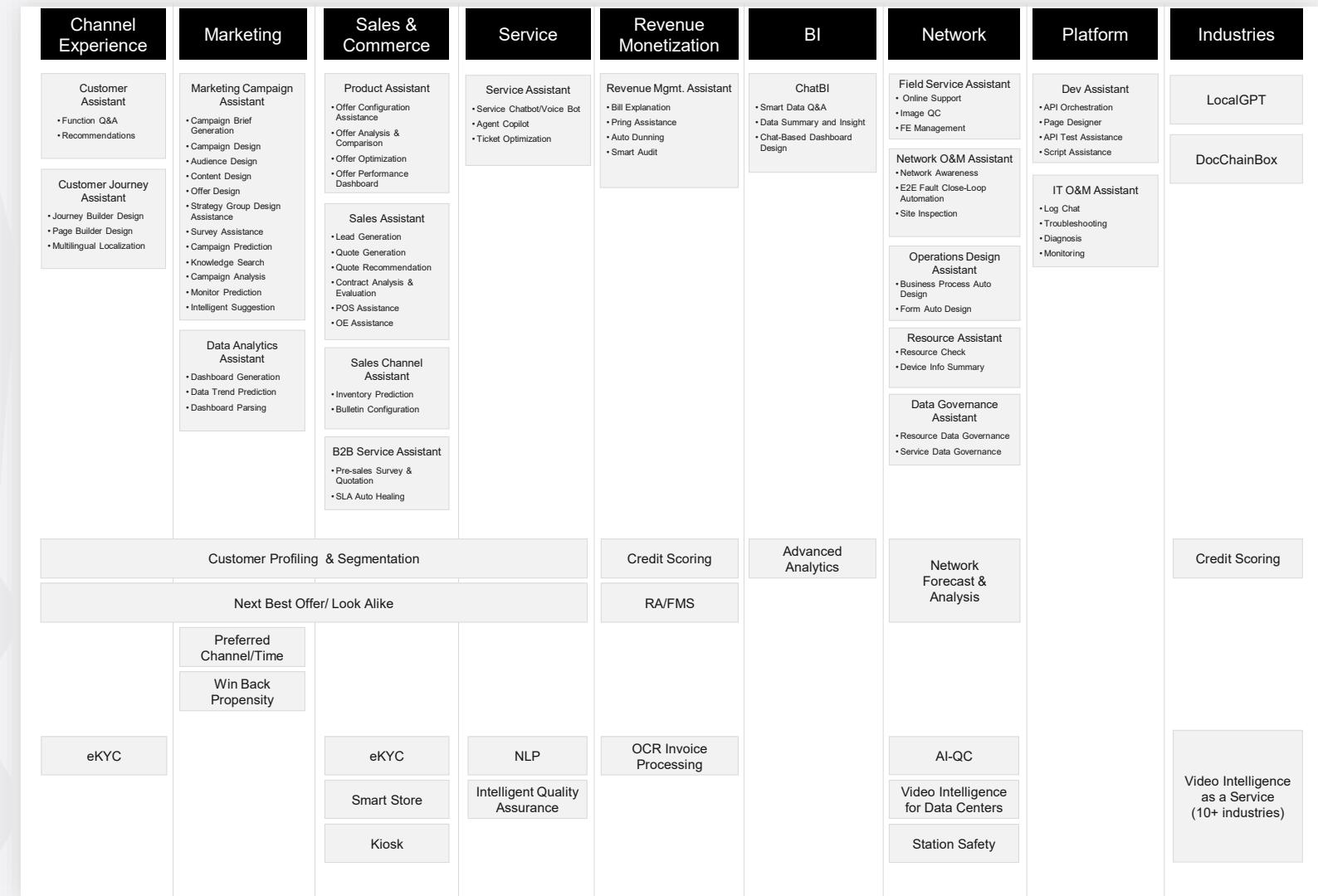


# Whale Cloud AI in Action: Proven Use Cases Driving Value

## Cutting-edge AI

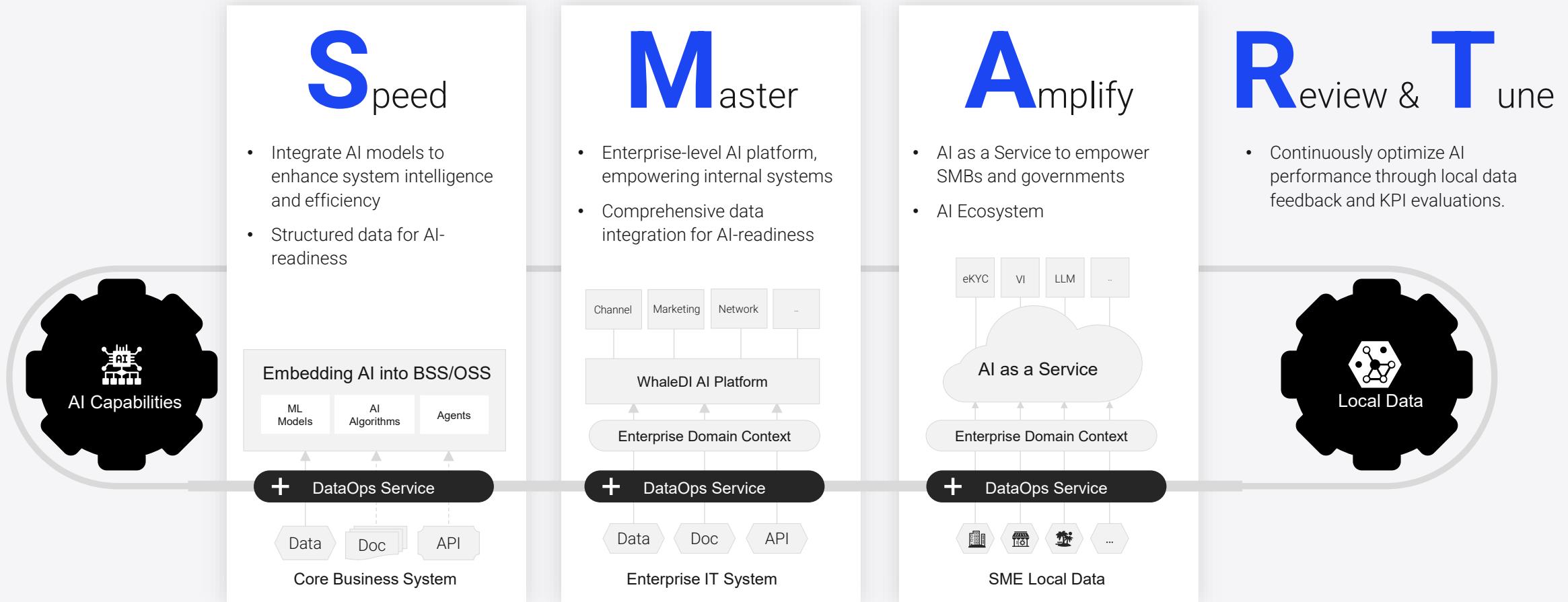


## The Most Valuable Use Cases



# Accelerate Your AI Journey with Whale Cloud

Building on successful AI practices, we've developed the S.M.A.R.T framework to help clients leverage AI efficiently, professionally, and sustainably to boost productivity and reduce costs.



**Together for Smarter &  
Digitally Transformed Future**