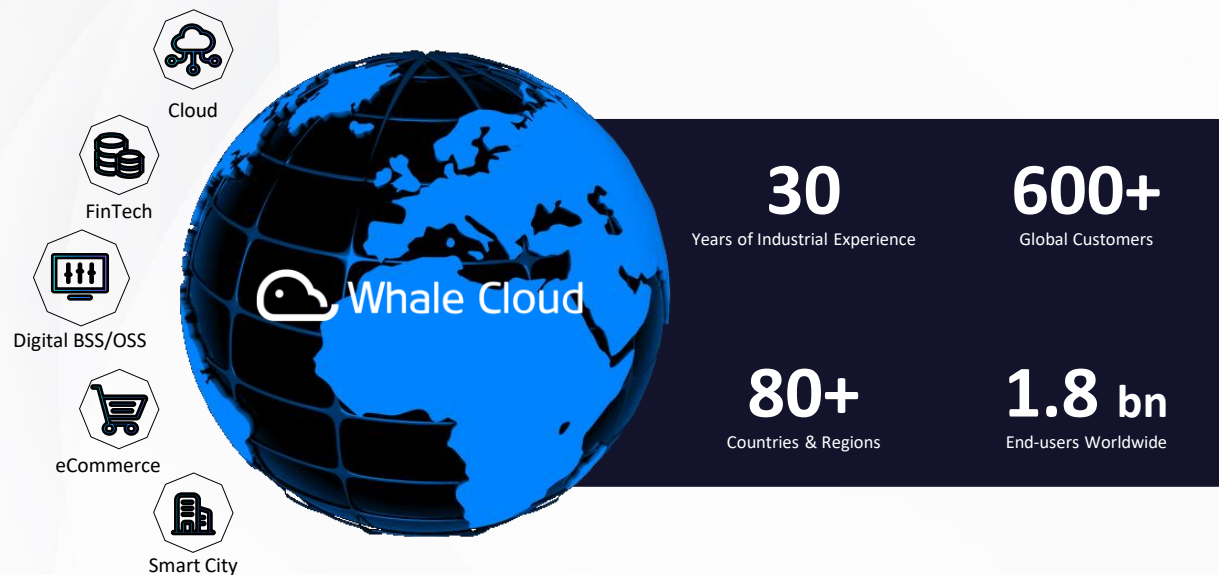


One-stop Digital Solutions for Beyond Connectivity



Whale Cloud at a Glance



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

Alibaba Cloud Alipay - Payment Tech ZTE

Powering Global CSPs and Verticals to Speed up Digital Transformation Journey

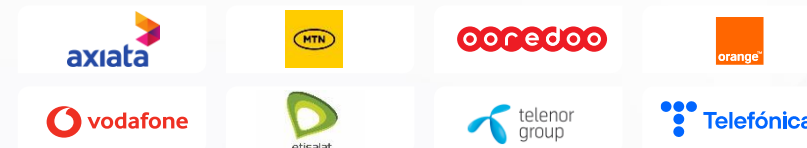
Mature Market



Emerging Market



MTO



Vertical





Mission, Vision, and Values



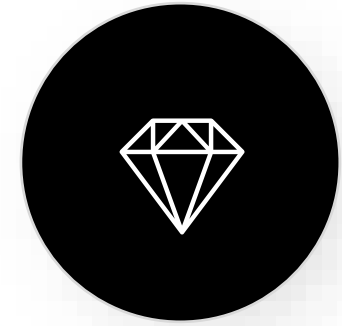
Mission

Facilitating Social Development
through Advancements in Digital
Productivity



Vision

Global Leader in Digital
Transformation



Values

Create Values for Customers,
Value Dedications 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

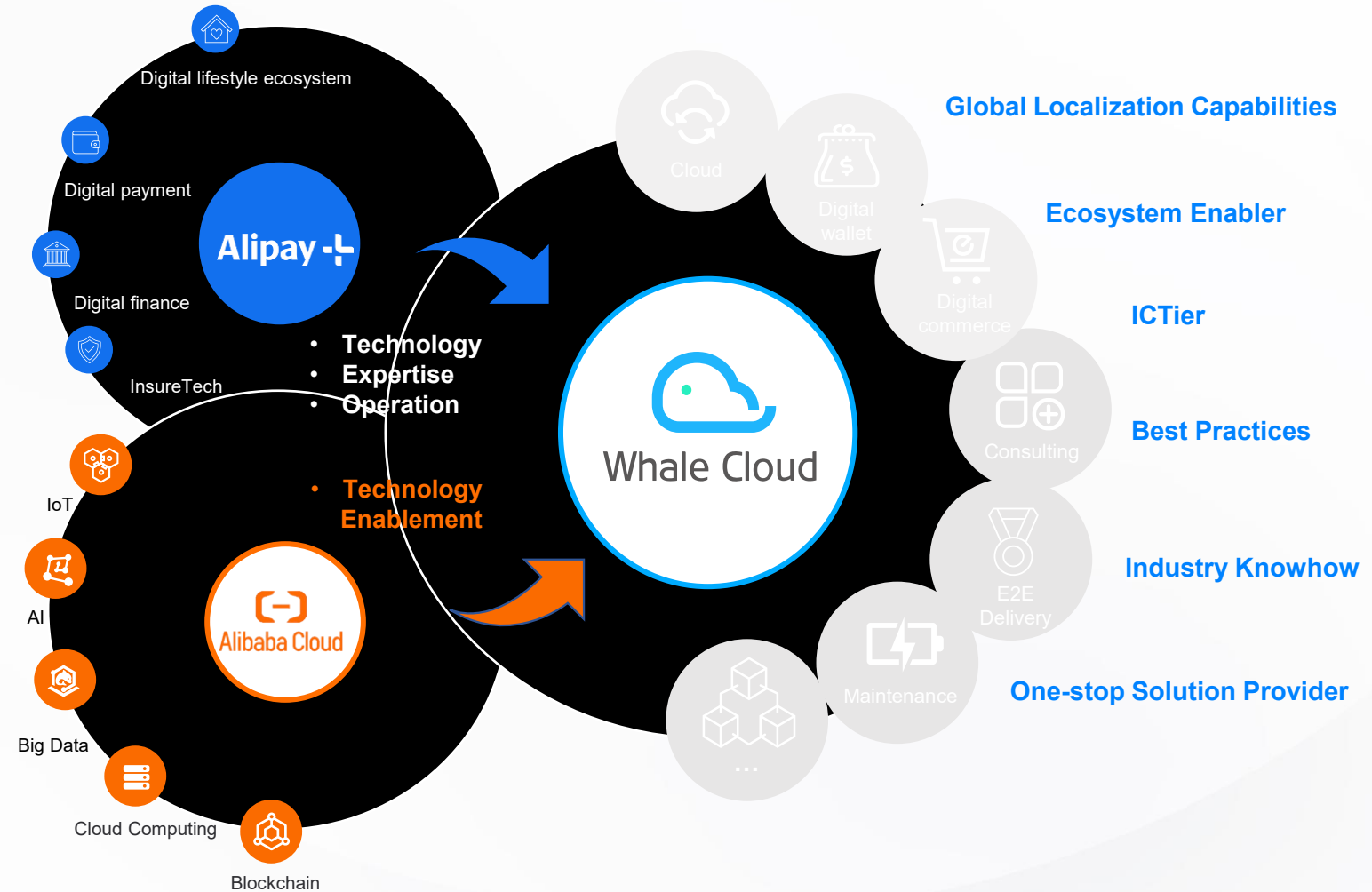
Ranking **3rd** Globally

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.

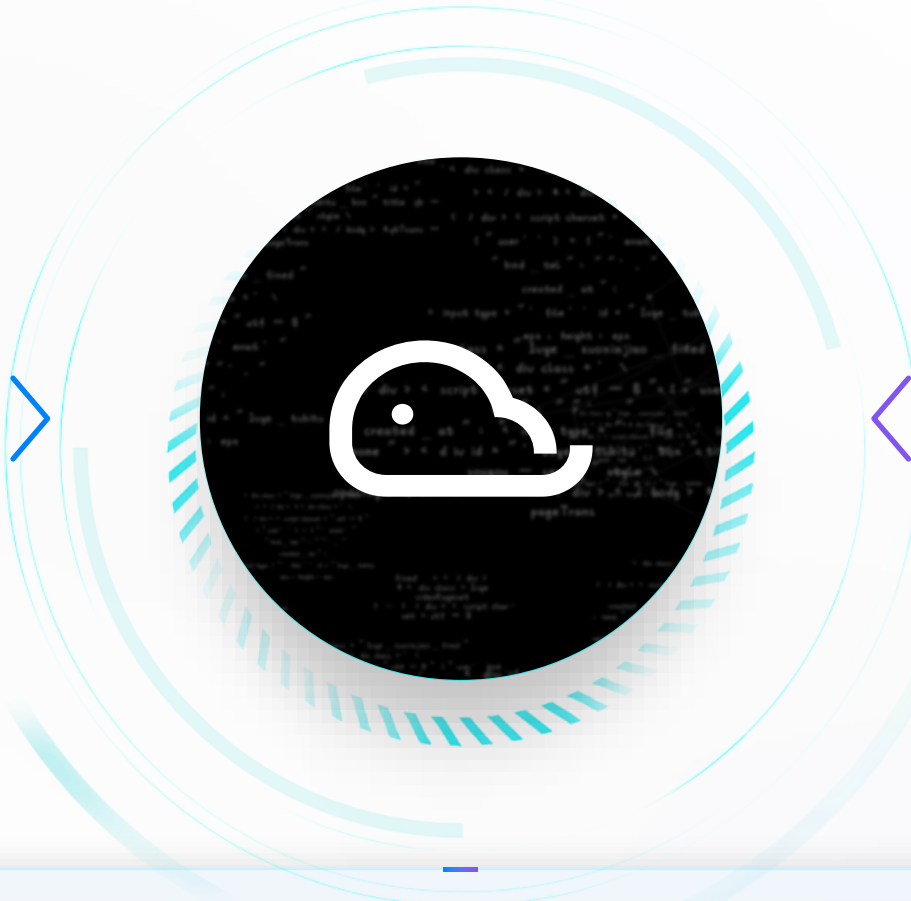
The community actively supports partners in extending their reach and delivering exceptional value to end-users.



Digital Transformation Leader



ICT + Internet
Dual-Gene



Cloud + Data Intelligence
Dual-Drive



Cloud Computing



Big Data



AI



5G Communication

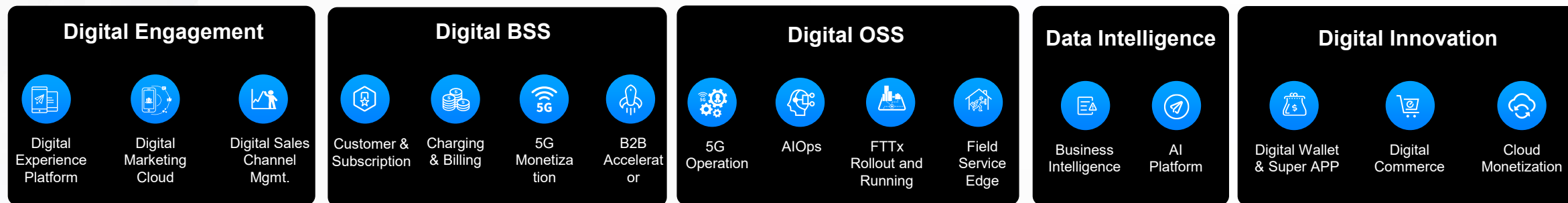


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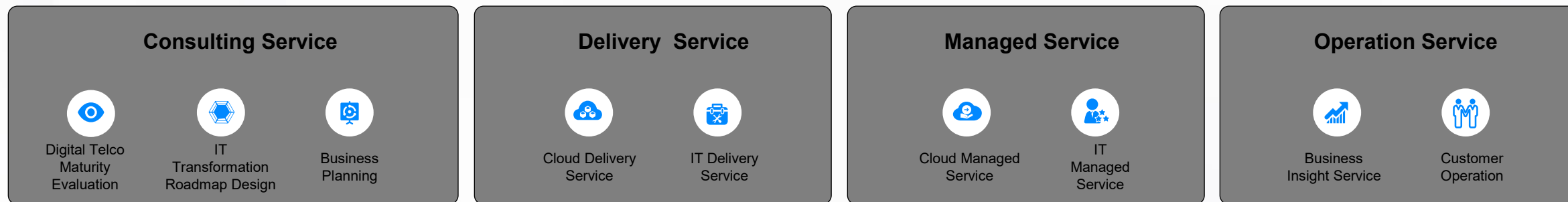


An Industry-leading Portfolio

• Solution Portfolio



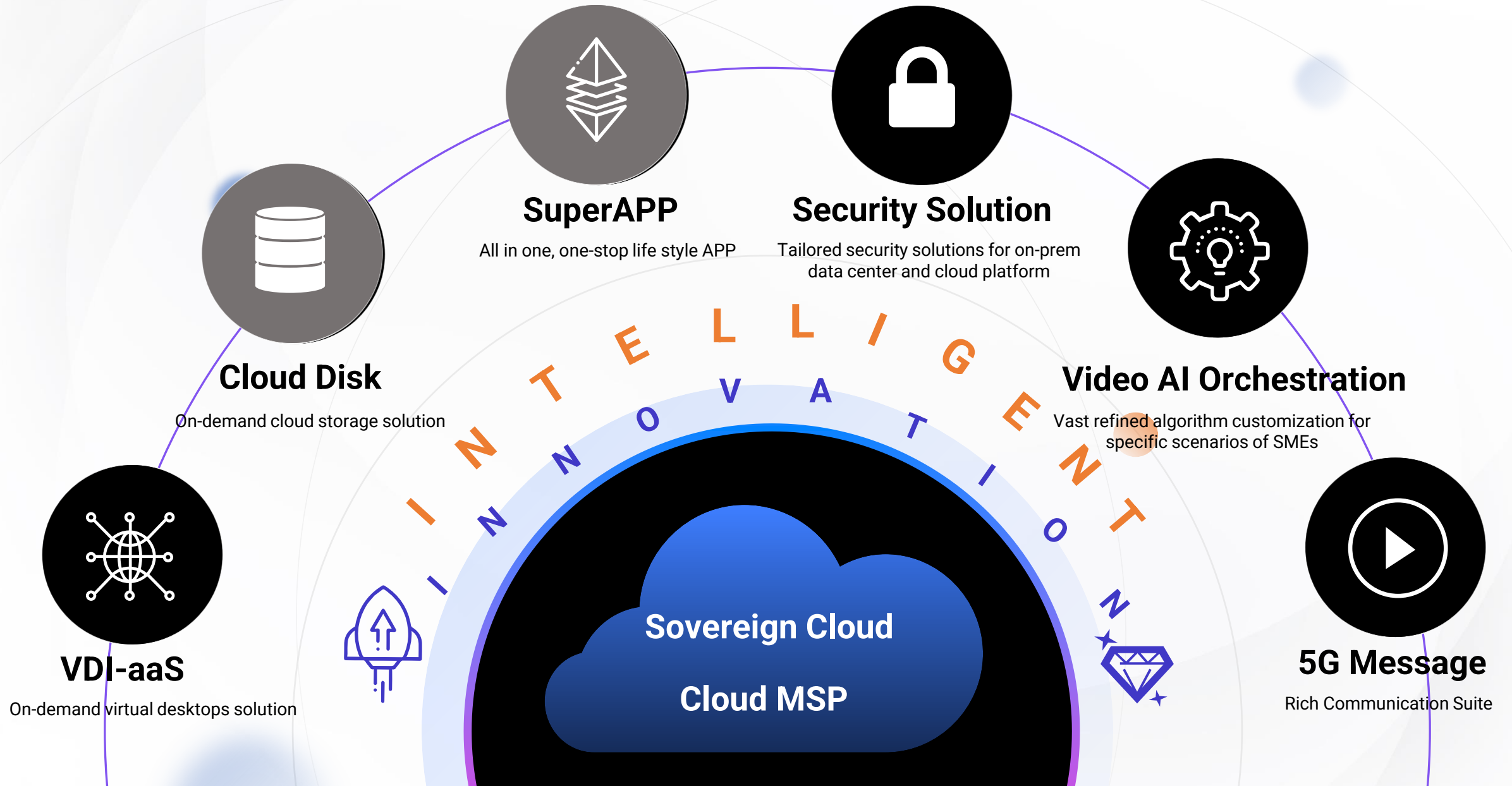
• Service Portfolio



Cloud and Technology Partners



Whale Cloud Innovation Portfolio

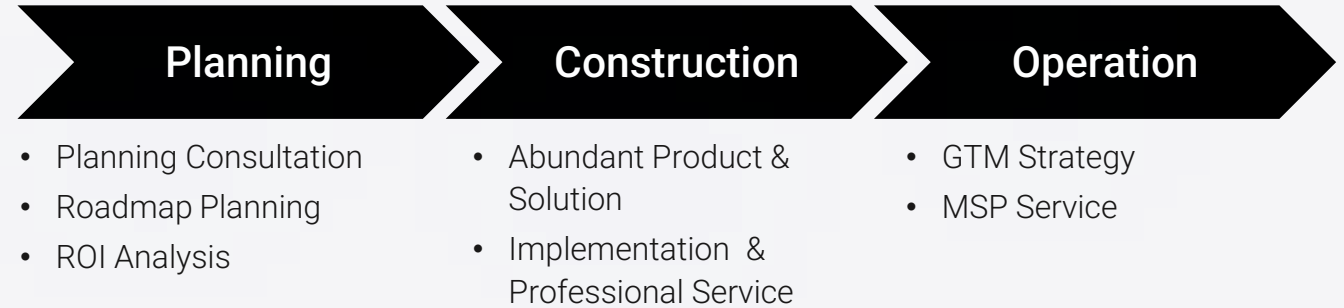




Make it Localized: One-stop Digital Solution for Beyond Connectivity

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

Covering ALL stages in digital transformation



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)

Consulting

Managing

Training

Operation

Delivery

Migration

Integration

Private Cloud The choice is yours

<50 Nodes

**Light
LPC**

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

50-100 Nodes

**Mid-range
LPC**

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

100+ Nodes

**Large-size
LPC**

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

Application Partners



Public Cloud Partners



true

telkomsigma
trusted IT company
by Telkom Indonesia

stc

BCE

DJEZZY
MVC

zain

中国移动
China Mobile

中国电信
CHINA TELECOM

ethio telecom
ETIP GROUP

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

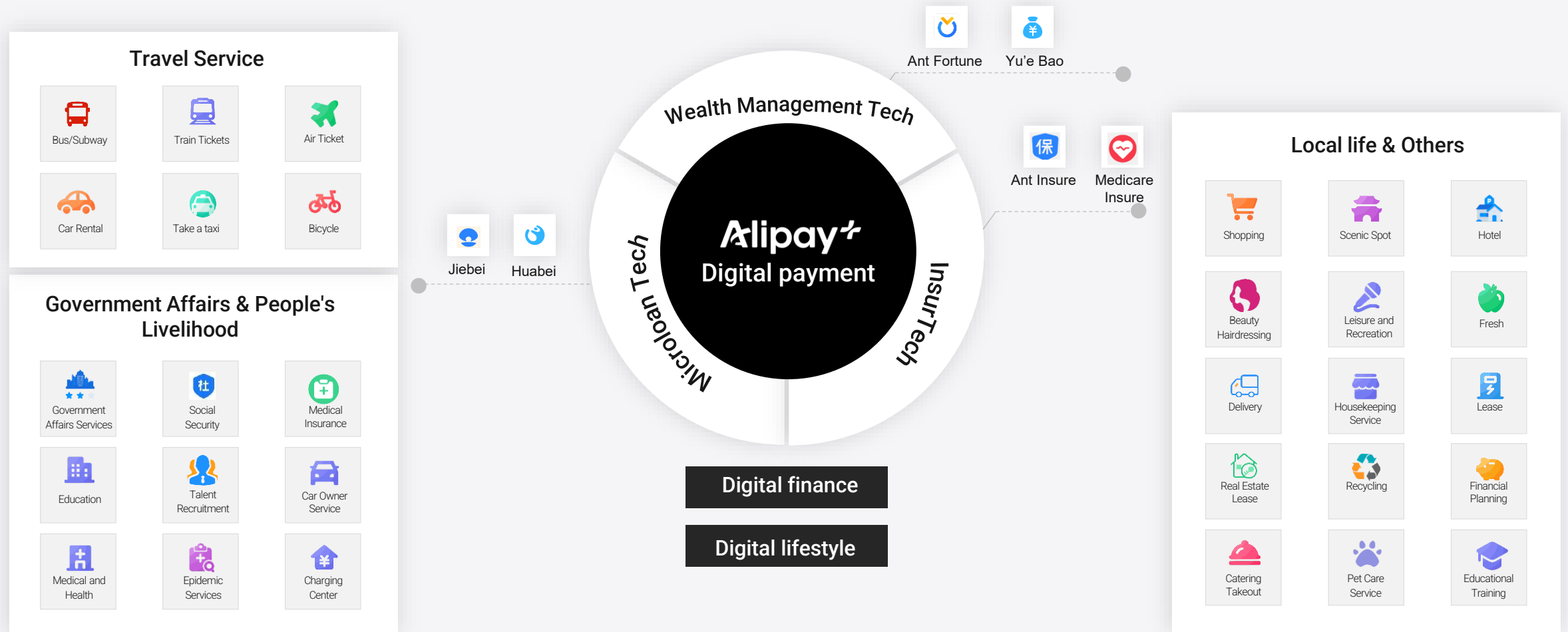
Hype Cycle for
Digital Sovereignty
2024

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)



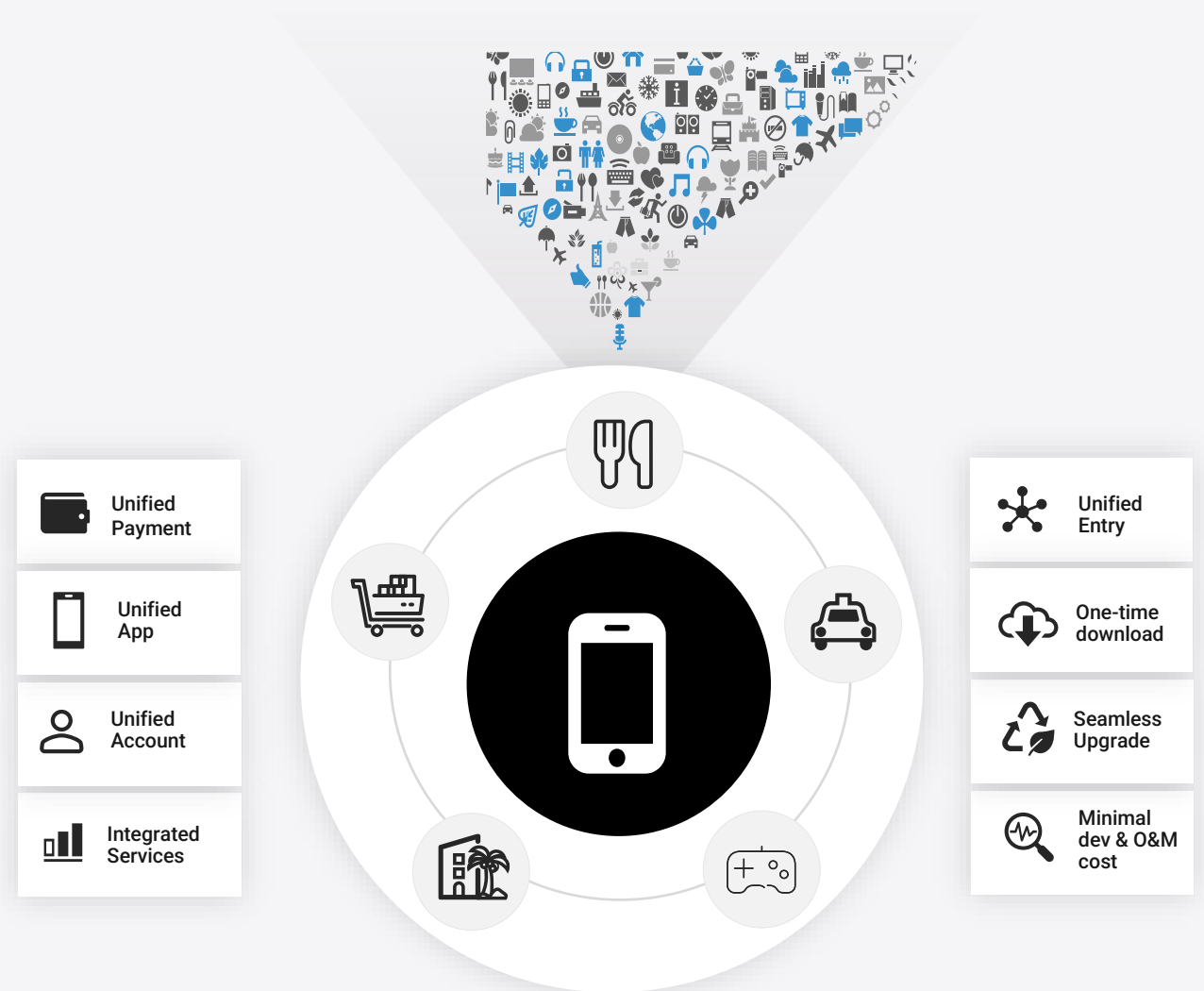
Branded App

- 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

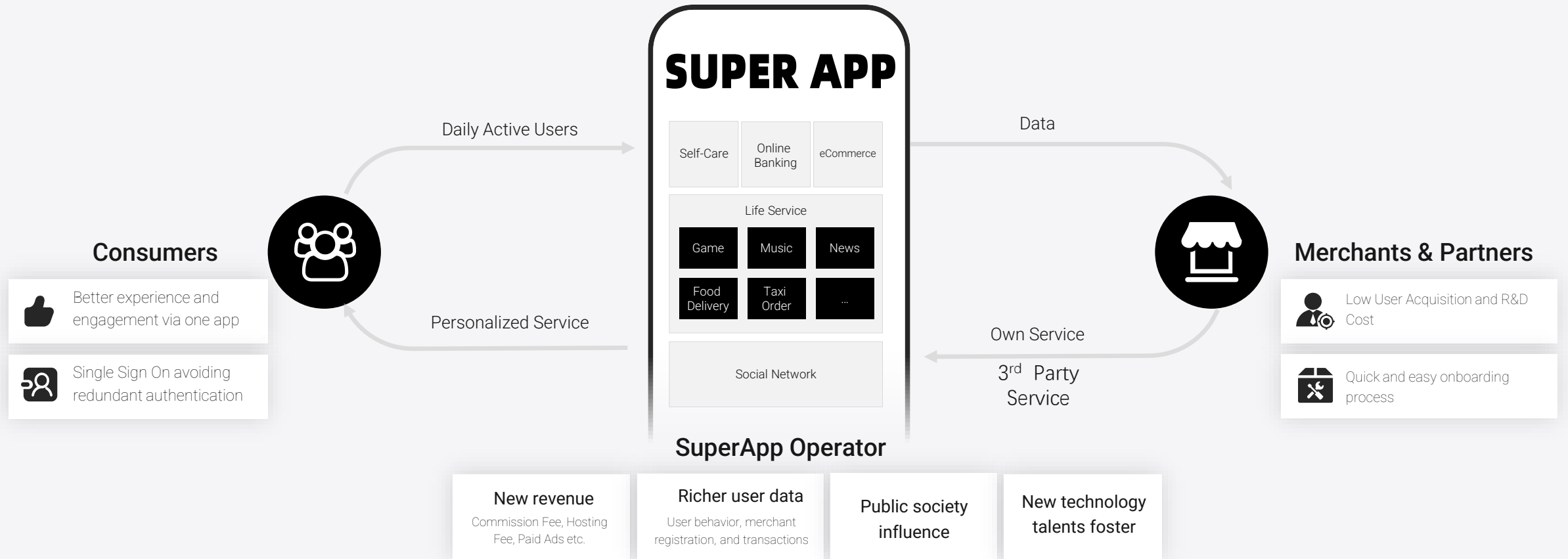


Desktop Website

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



Make it Localized – Super APP & Mini Programs



Claro!



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



Improving **30%** fulfilment efficiency

DITO
TELECOMMUNITY

Safaricom
M-PESA

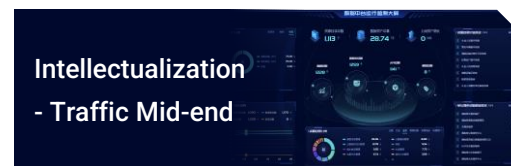
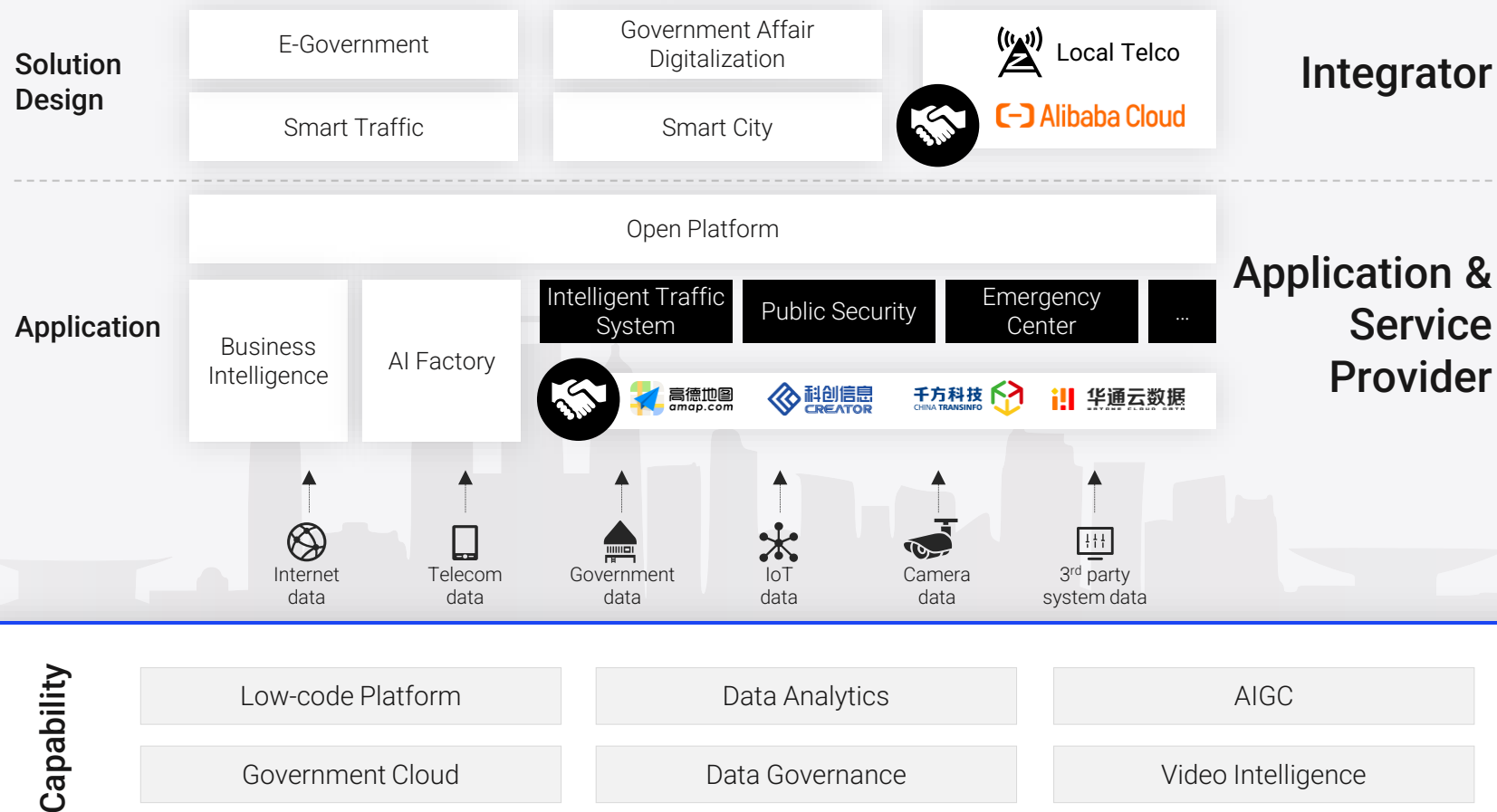
easypaisa

vodacom

HUTCH

Make it Localized – Smart City & Government

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



Intellectualization

- Traffic Mid-end

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



Statistical analysis improved from 1 week to 1 day



Digitalization

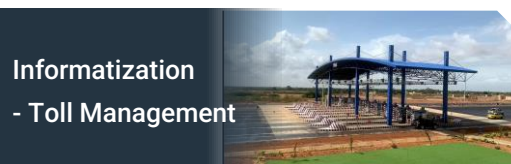
- Smart City



95% traffic accident detecting accuracy



Traffic congestion ranking from No.3 to No. 57



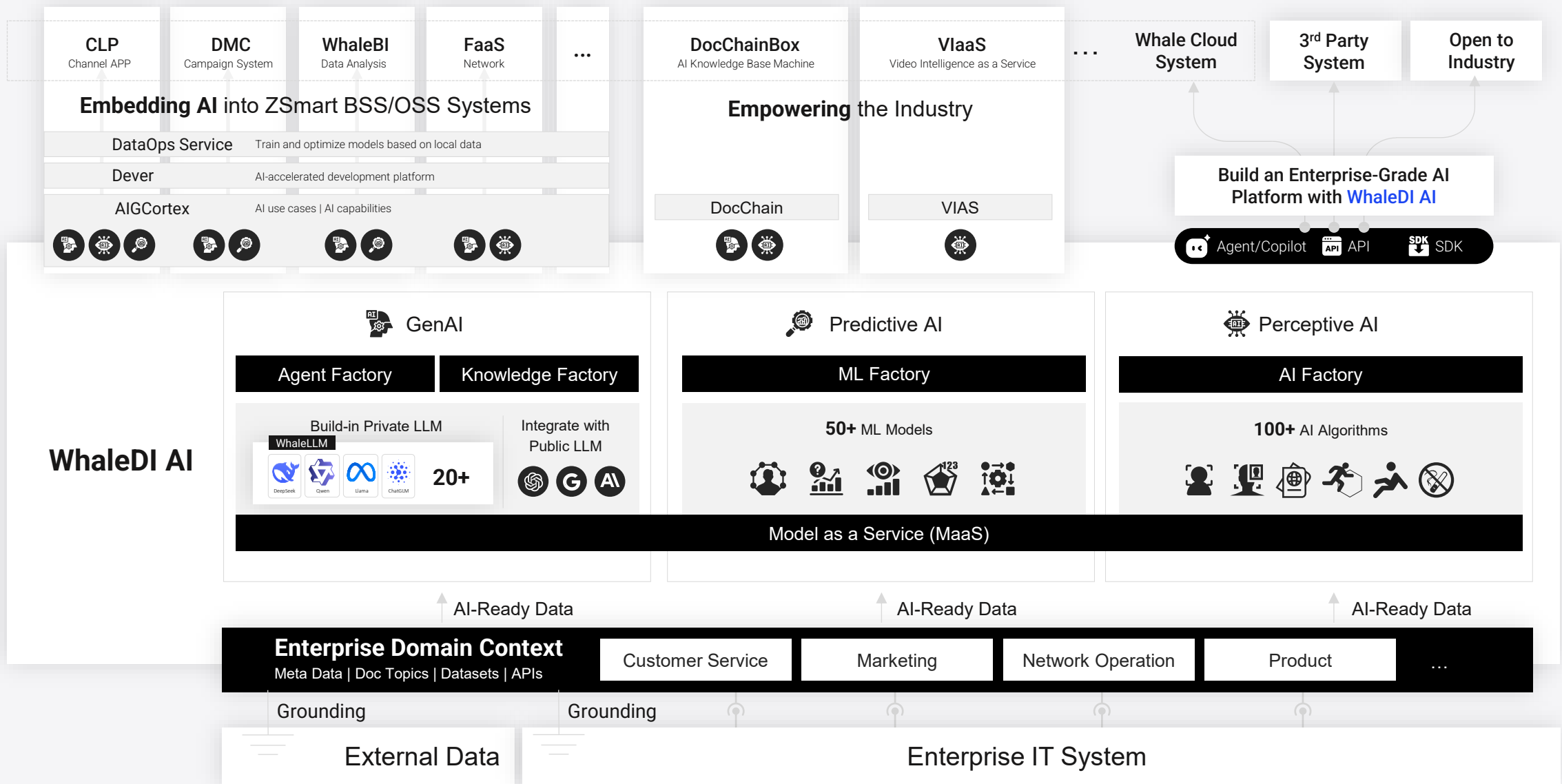
Informatization

- Toll Management



100% informatization construction

WhaleDI AI: Enterprise-Grade AI Platform

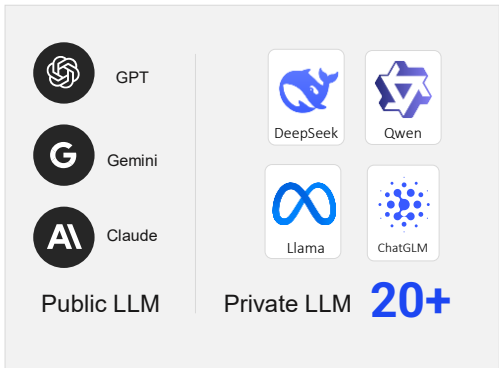




Whale Cloud AI in Action: Proven Use Cases Driving Value

Cutting-edge AI

Generative AI



Enterprise LLM
↑
Industry LLM
↑
Foundation LLM

Predictive AI



50+
Models

Perceptive AI

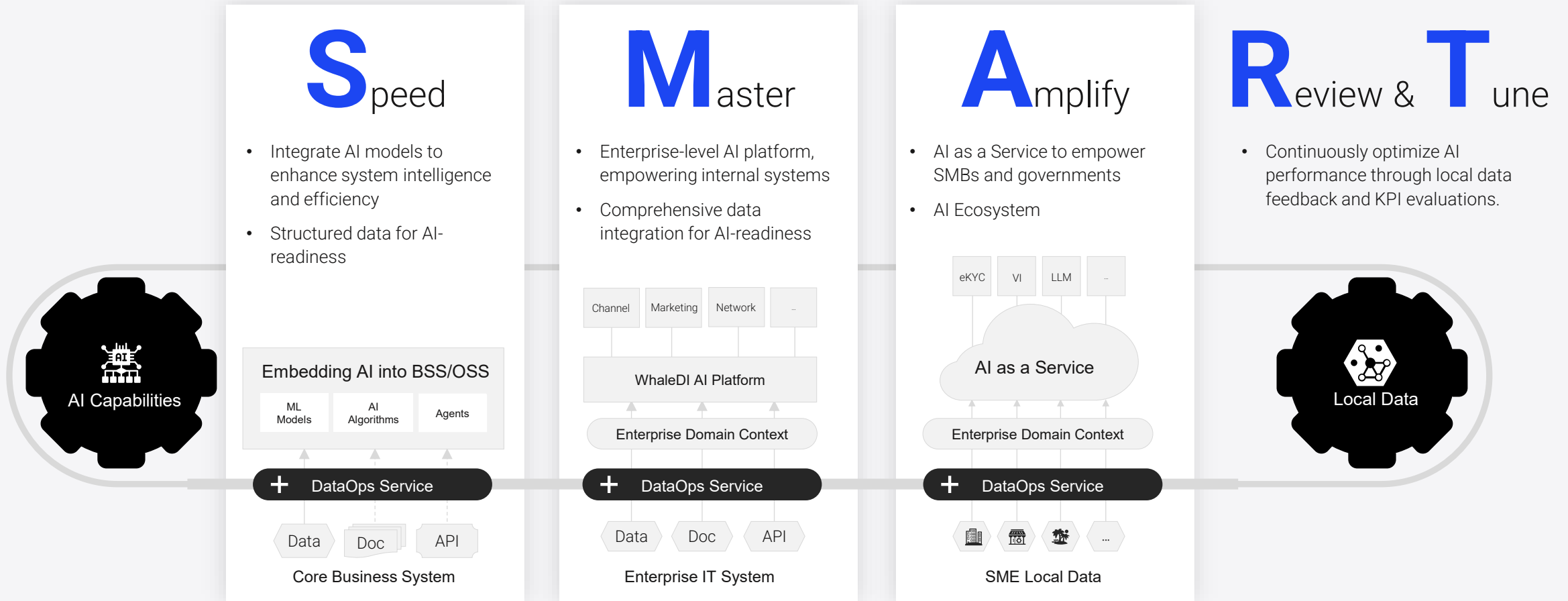



The Most Valuable Use Cases

Channel Experience	Marketing	Sales & Commerce	Service	Revenue Monetization	BI	Network	Platform	Industries
Customer Assistant <ul style="list-style-type: none">Function Q&ARecommendations Customer Journey Assistant <ul style="list-style-type: none">Journey Builder DesignPage Builder DesignMultilingual Localization	Marketing Campaign Assistant <ul style="list-style-type: none">Campaign Brief GenerationCampaign DesignAudience DesignContent DesignOffer DesignStrategy Group Design AssistanceSurvey AssistanceCampaign PredictionKnowledge SearchCampaign AnalysisMonitor PredictionIntelligent Suggestion Data Analytics Assistant <ul style="list-style-type: none">Dashboard GenerationData Trend PredictionDashboard Parsing	Product Assistant <ul style="list-style-type: none">Offer Configuration AssistanceOffer Analysis & ComparisonOffer OptimizationOffer Performance Dashboard Sales Assistant <ul style="list-style-type: none">Lead GenerationQuote GenerationQuote RecommendationContract Analysis & EvaluationPOS AssistanceOE Assistance Sales Channel Assistant <ul style="list-style-type: none">Inventory PredictionBulletin Configuration B2B Service Assistant <ul style="list-style-type: none">Pre-sales Survey & QuotationSLA Auto Healing	Service Assistant <ul style="list-style-type: none">Service Chatbot/Voice BotAgent CopilotTicket Optimization	Revenue Mgmt. Assistant <ul style="list-style-type: none">Bill ExplanationPricing AssistanceAuto DunningSmart Audit	ChatBI <ul style="list-style-type: none">Smart Data Q&AData Summary and InsightChat-Based Dashboard Design	Field Service Assistant <ul style="list-style-type: none">Online SupportImage QCFE Management Network O&M Assistant <ul style="list-style-type: none">Network AwarenessE2E Fault Close-Loop AutomationSite Inspection Operations Design Assistant <ul style="list-style-type: none">Business Process Auto DesignForm Auto Design Resource Assistant <ul style="list-style-type: none">Resource CheckDevice Info Summary Data Governance Assistant <ul style="list-style-type: none">Resource Data GovernanceService Data Governance	Dev Assistant <ul style="list-style-type: none">API OrchestrationPage DesignerAPI Test AssistanceScript Assistance IT O&M Assistant <ul style="list-style-type: none">Log ChatTroubleshootingDiagnosisMonitoring	LocalGPT DocChainBox
Customer Profiling & Segmentation				Credit Scoring	Advanced Analytics	Network Forecast & Analysis		Credit Scoring
Next Best Offer/ Look Alike				RA/FMS				
eKYC	Preferred Channel/Time	eKYC	NLP Intelligent Quality Assurance	OCR Invoice Processing		AI-QC Video Intelligence for Data Centers Station Safety		Video Intelligence as a Service (10+ industries)
	Win Back Propensity							
		Smart Store Kiosk						

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**