

# Alibaba Cloud

## 阿里云

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# I. History and Market Landscape

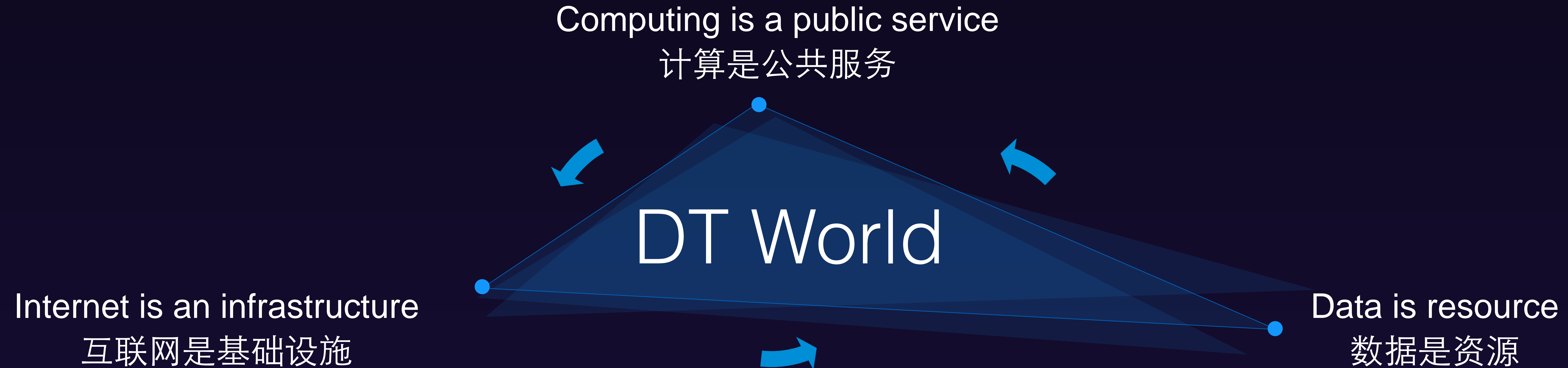
发展历程&市场格局



# Alibaba Cloud's Development History 阿里云发展历程



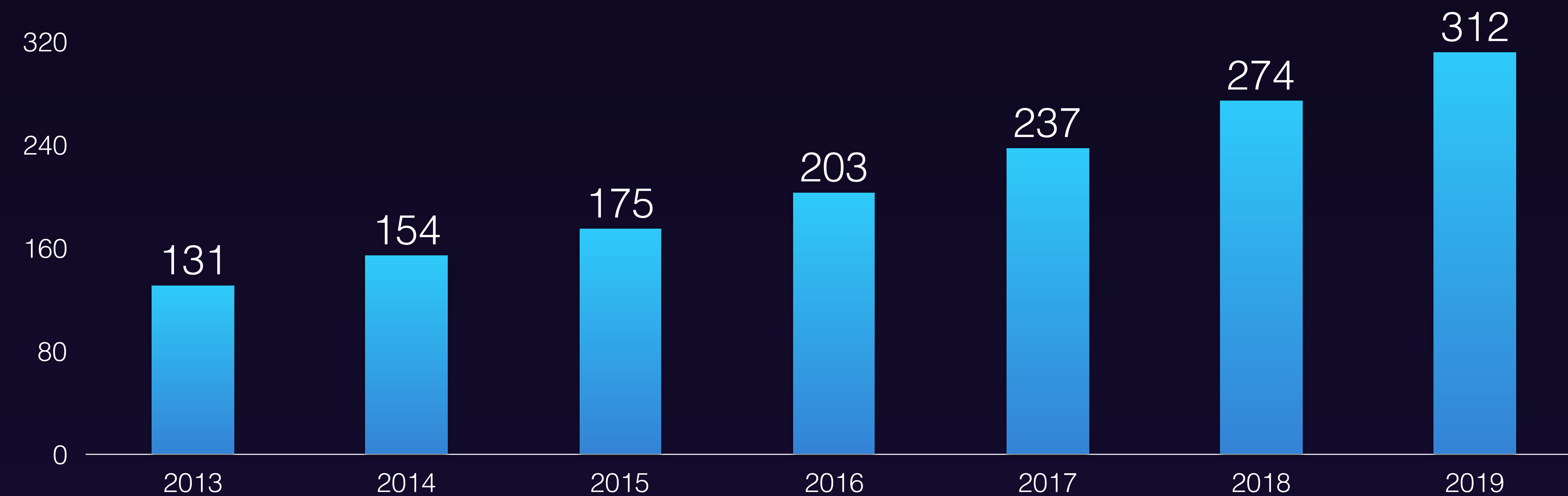
# Computing Is the New Engine of DT World 计算是DT 世界的新引擎





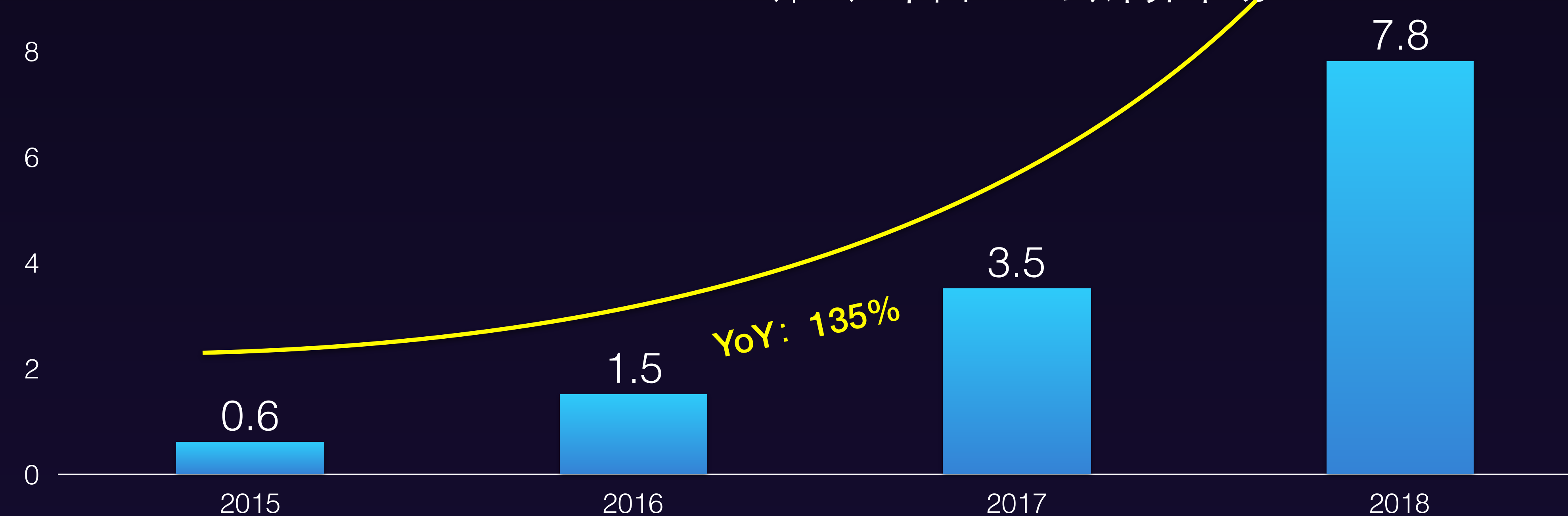
# Market Landscape 市场格局

Global cloud market (\$ B) 全球云计算市场



Source: Gartner

China IaaS market (\$ B) 中国IaaS云计算市场



Source: Alibaba Cloud

# 全球云计算3A竞争 3As Compete in the Global Cloud Market

Global 全球



No.1



No.2



No.3



No.1

China 中国



No.2

Microsoft Azure



No.3

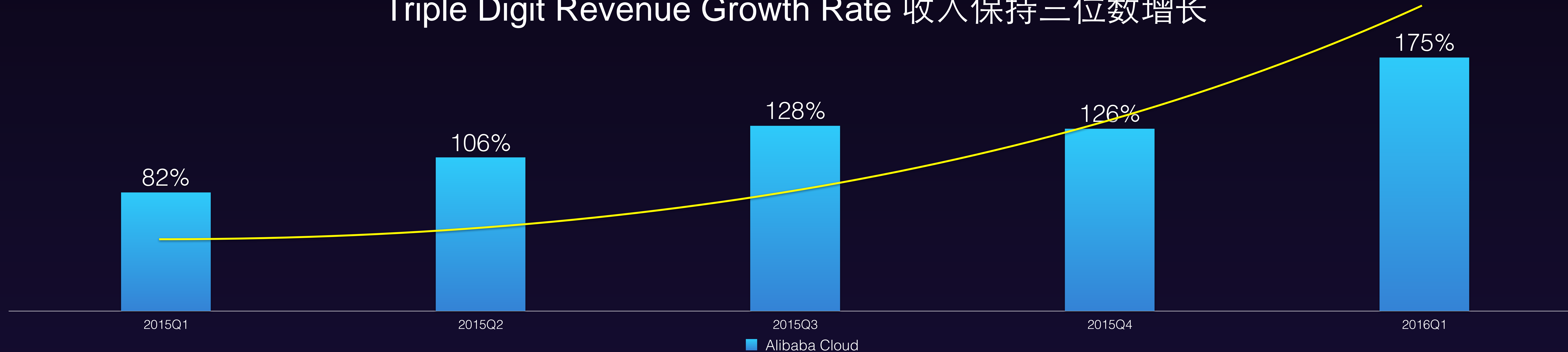
Source: Alibaba Cloud

## II. Core Competitive Advantages

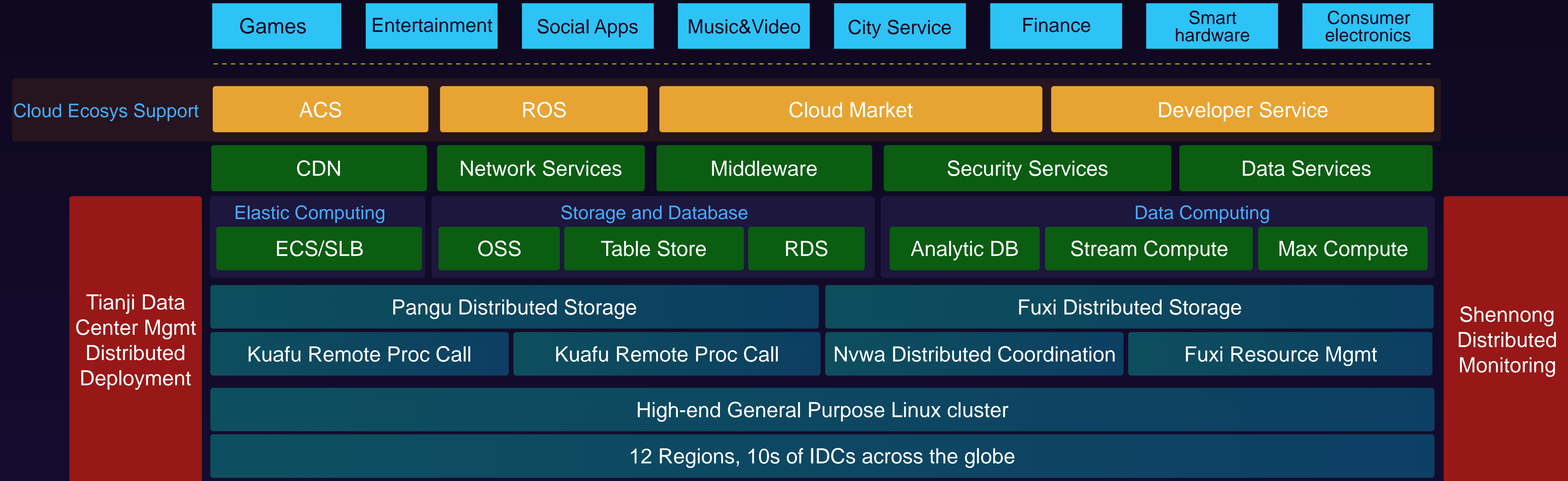
核心竞争优势



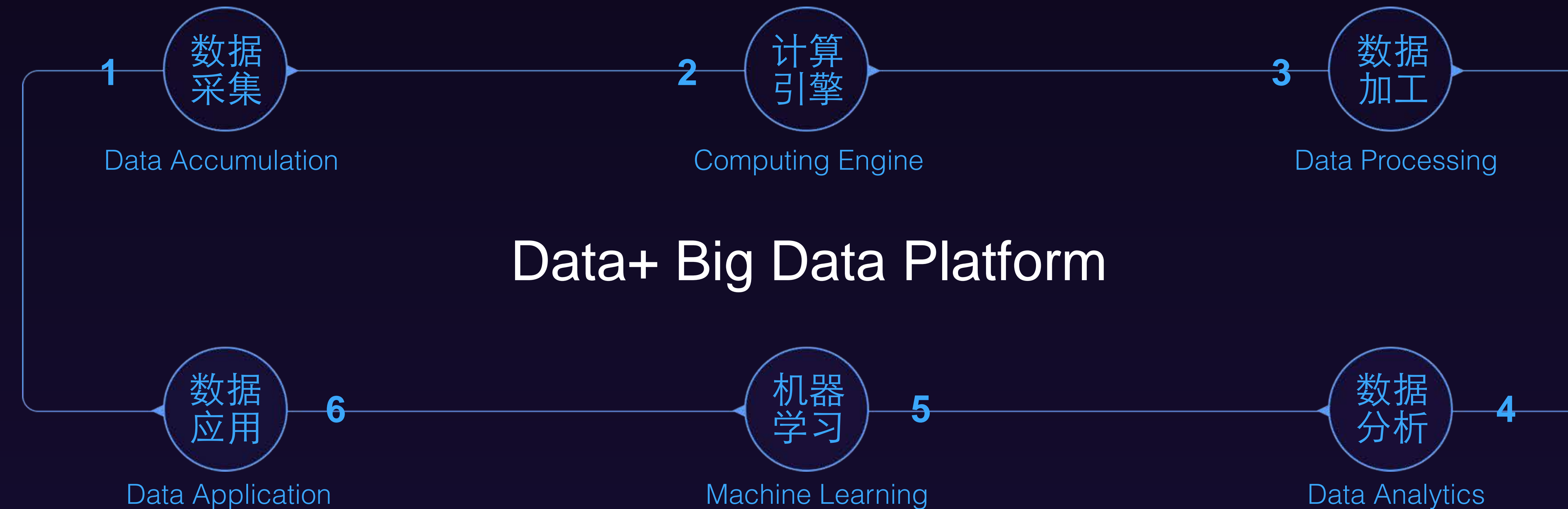
# Triple Digit Revenue Growth Rate 收入保持三位数增长



# Comprehensive Cloud Service Portfolio 全面的云计算产品体系

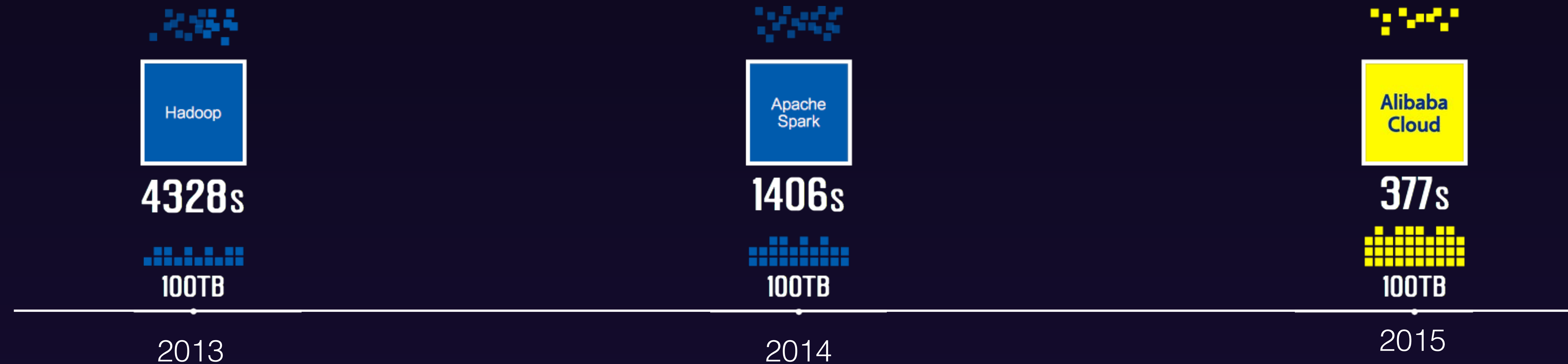


# Core Competitive Advantages - Big data 核心竞争优势 - 大数据





# Core Competitive Advantages - Big data 核心竞争优势 - 大数据



Source: Sort Benchmark

# Core Competitive Advantages - Security 核心竞争优势 - 安全

30%

Protect 1mn  
websites globally

保护全球100多万个网站

200mn

Defense over 200  
mn brute forces

抵御每天2亿次密码暴力破解

20mn

Defense over 20 mn web  
application attacks

抵御每天2000万次Web应用攻击

1,000

Defense over 1,000  
DDoS attacks everyday

抵御每天1000次DDoS攻击

Stable  
稳定



Reliable  
可靠



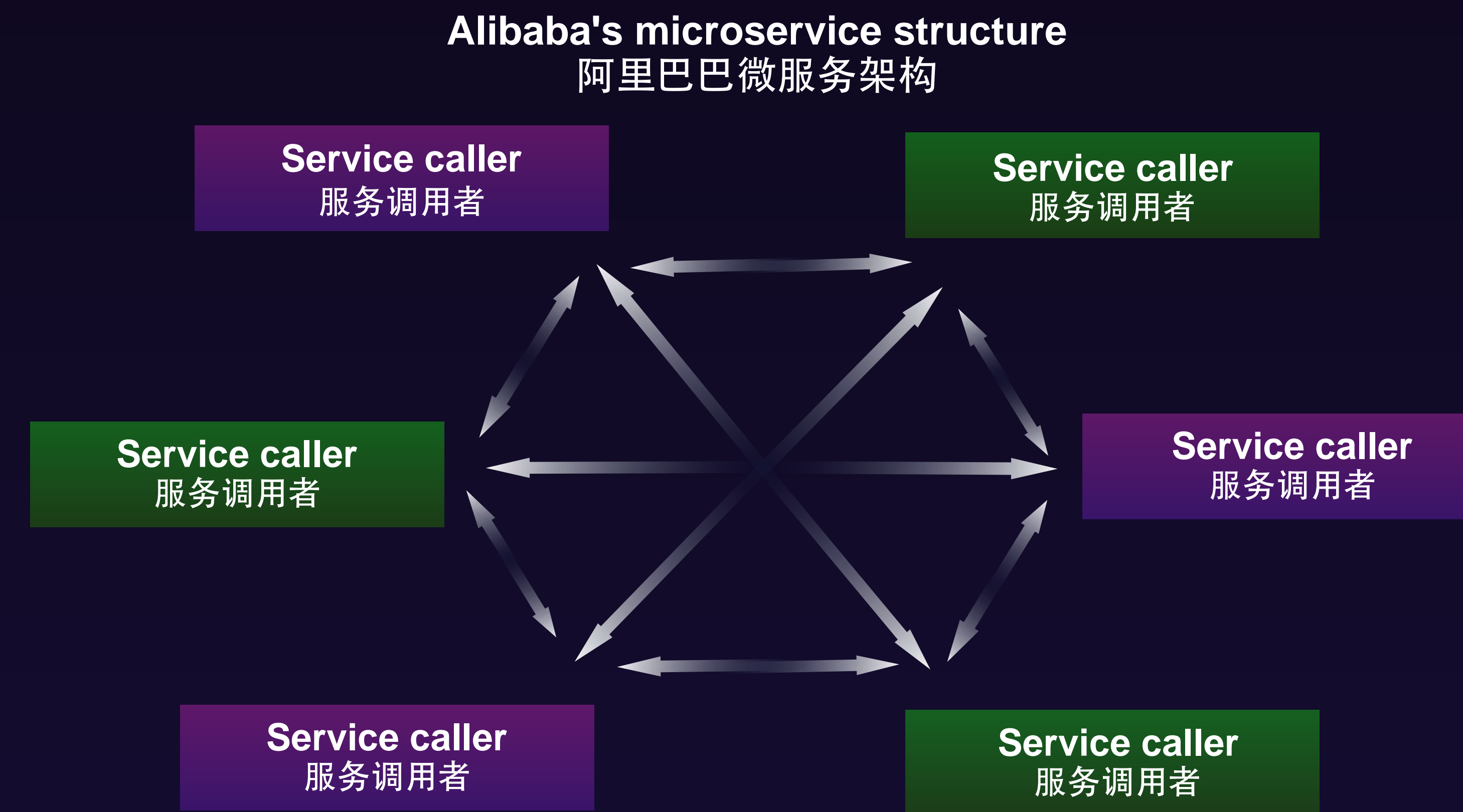
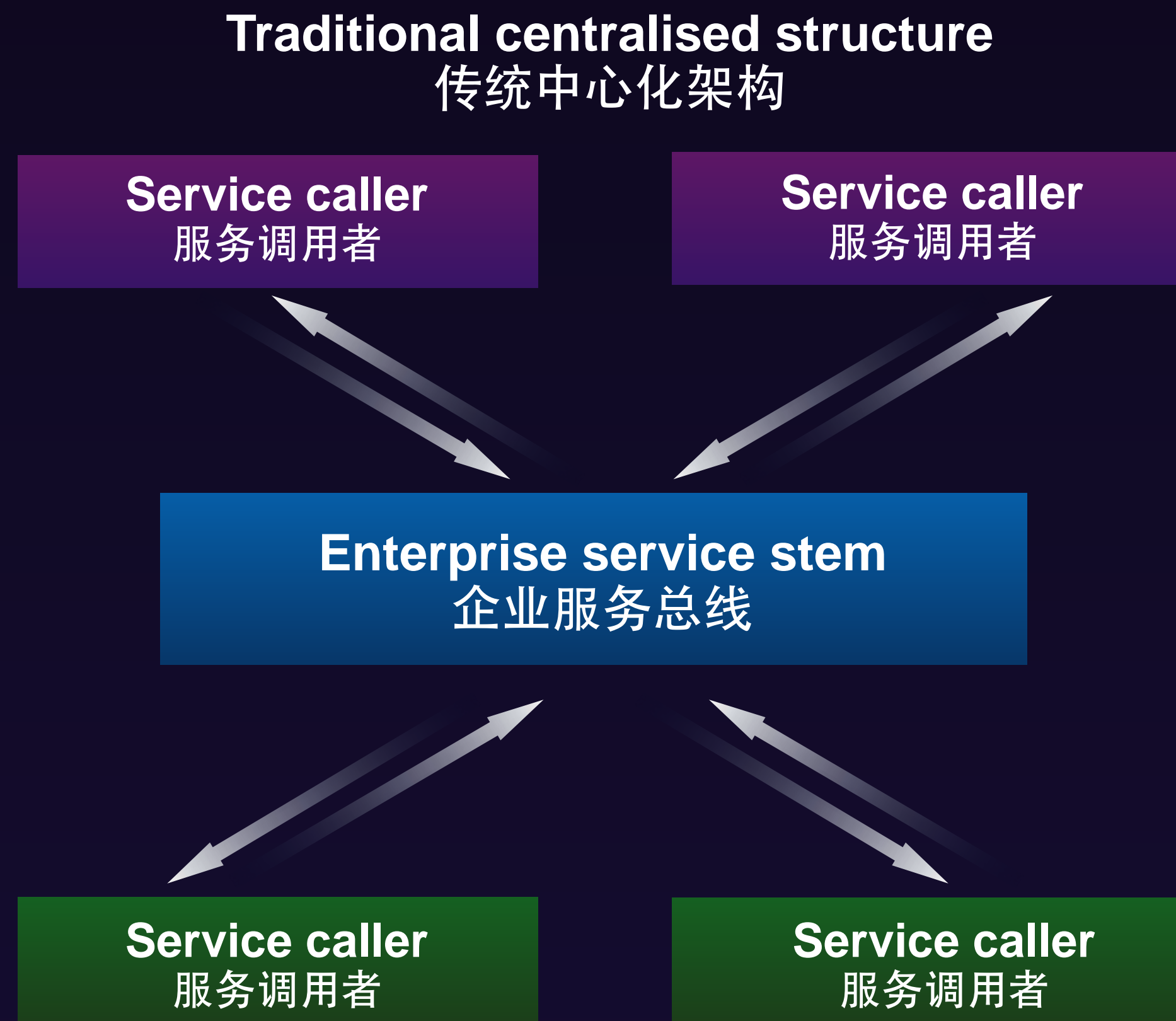
Secure  
安全



Compliance  
合规

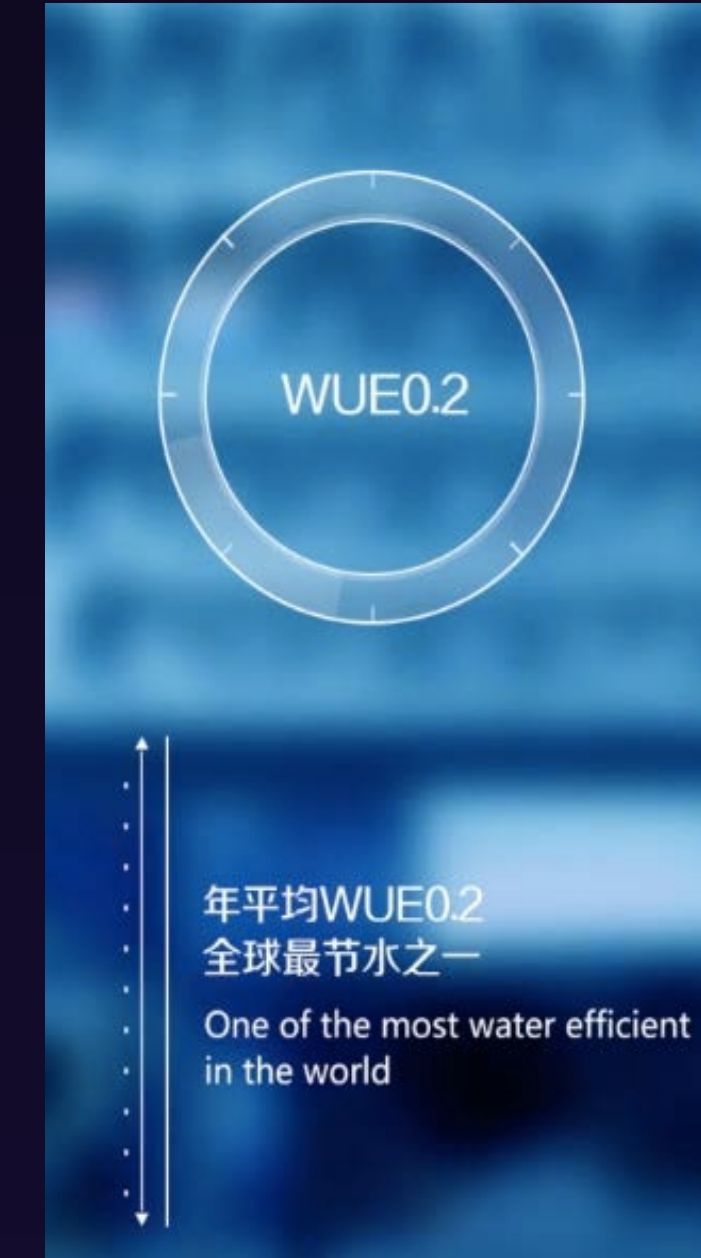


# Core Competitive Advantages - Middleware 核心竞争力 – 中间件





# Core Competitive Advantages - Infrastructure 核心竞争力 – 基础设施



Natural Cooling  
自然水冷



Modular IT Unit  
IT单位模块化



Battery Room  
电力电池室





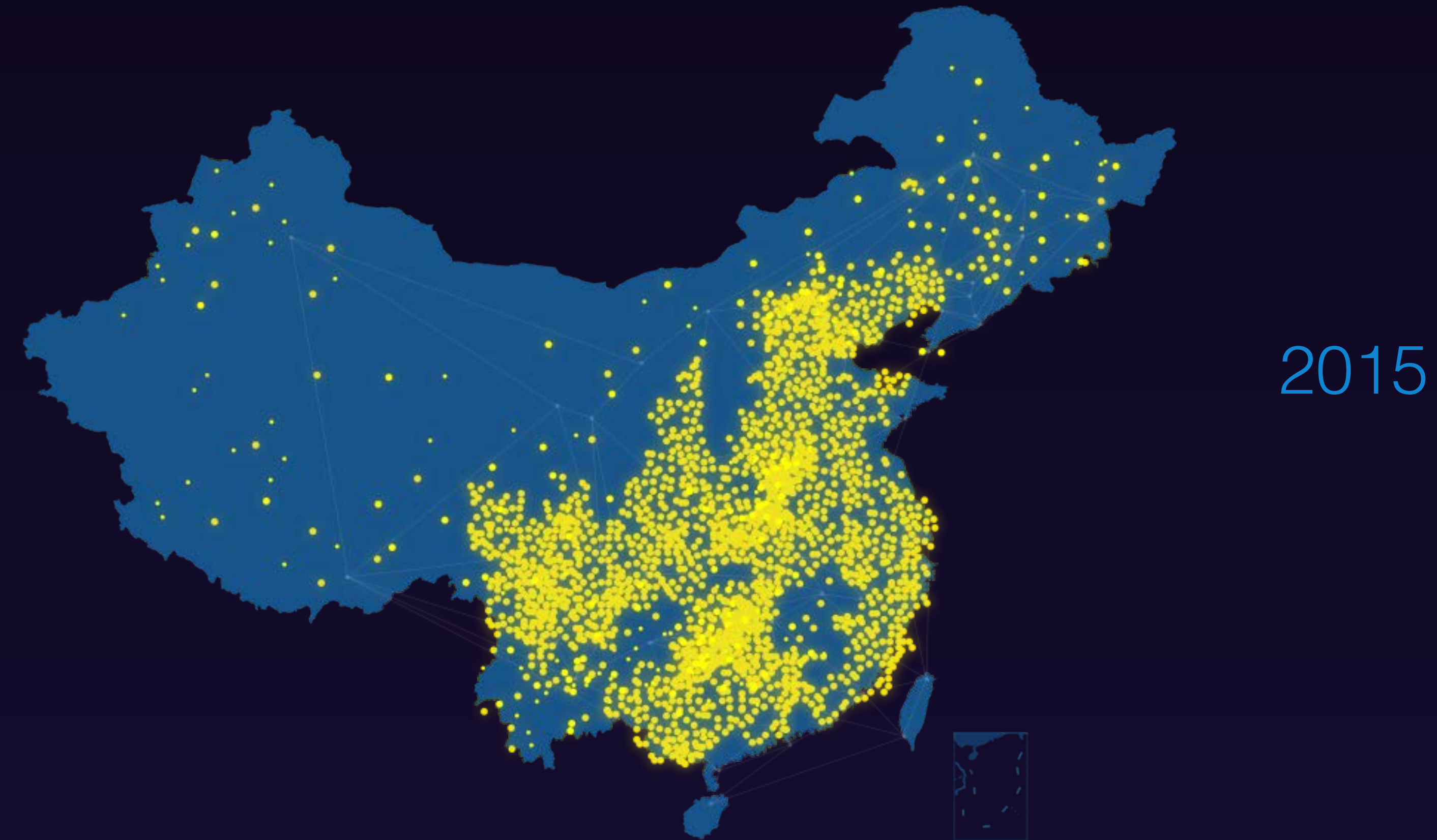


# Tremendous Growth in Customers 高速客户增长



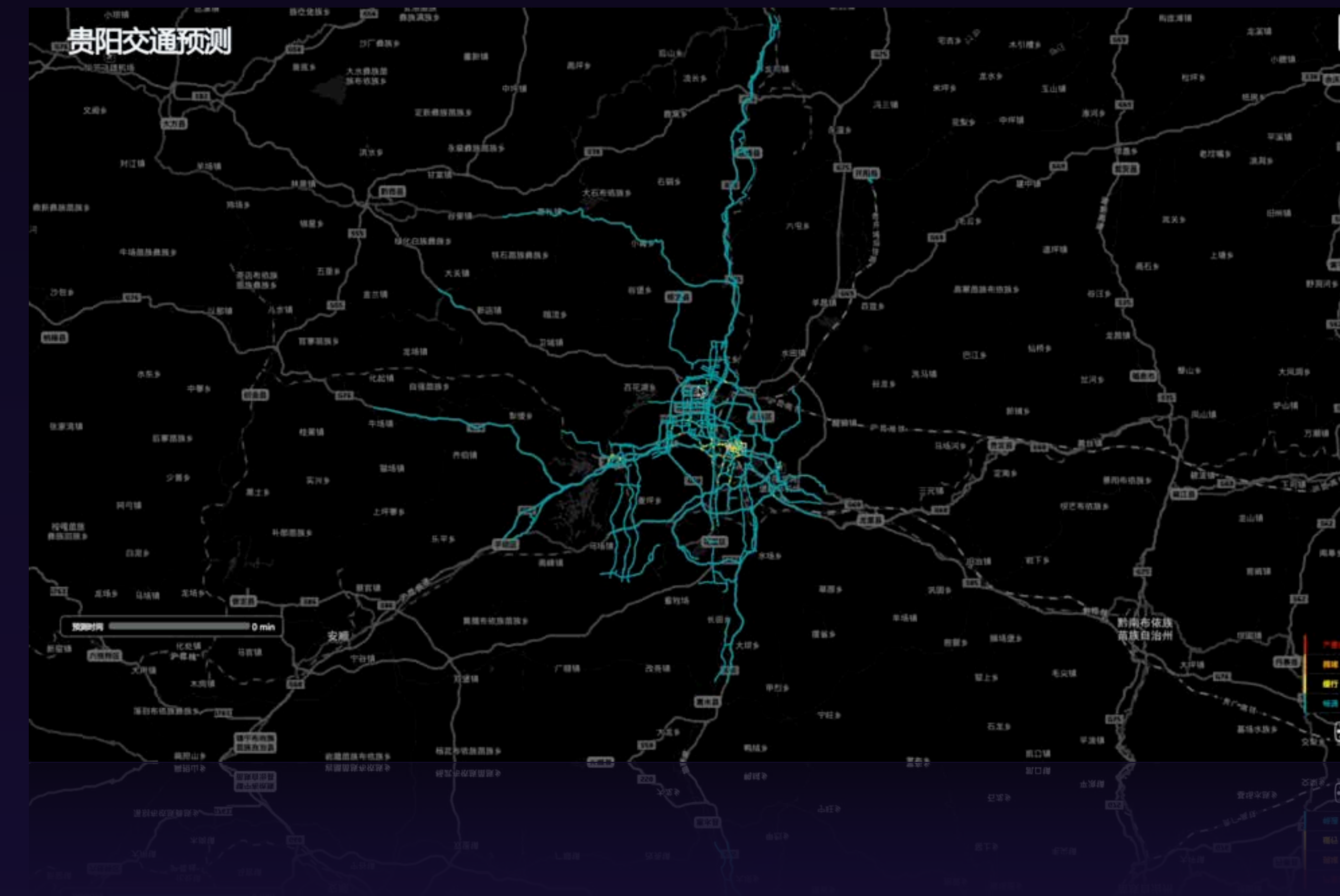


# Tremendous Growth in Customers 高速客户增长





# Guizhou 云上贵州





# Mango TV 芒果TV





**预测结果**

 **CHAMPION**



**李玟**



**最终结果**

 **CHAMPION**



**李玟**





# Sinopec 中石化



The screenshot displays the homepage of the Sinopec EPEC website (www.epec.com). The header includes the Sinopec logo, the website name "易派客" (EPEC), and the tagline "让采购更专业" (Let procurement be more professional). A search bar is located on the right, with a dropdown menu showing categories like "安全隔离仪表" (Safety isolation instrument), "硒鼓" (Drum), "复印纸" (Copier paper), "中性笔" (Ballpoint pen), and "办公用品" (Office supplies). Below the header, there is a navigation bar with links to "全部商品分类" (All product categories), "首页" (Home), "专业市场" (Professional market), "电子超市" (Electronic supermarket), "供应链金融" (Supply chain finance), "易生活" (Easy life), "易派客社区" (EPEC community), "招标投标" (Tendering and bidding), and "石化采购" (Petrochemical procurement). The main content area features a large banner for "江苏亿阀" (JIANGSU EVALVE) with the tagline "亿阀品牌 安全可靠 值得信赖" (EVALVE brand, safe and reliable, trustworthy). The banner displays four types of valves: "调节阀" (Control valve), "气动蝶阀" (Pneumatic butterfly valve), "超低温阀门" (Cryogenic valve), and "气动闸阀" (Pneumatic gate valve). To the right of the banner, there is a sidebar with a login/register section and a promotional banner for "专家采购 质量最优 行家招标 性价比最高" (Expert procurement, best quality, professional bidding, highest cost-effectiveness). Below the main content area, there are five promotional tiles: "步步高电话机" (步步高电话机), "大宝SOD蜜" (大宝SOD蜜), "ABS单安全帽" (ABS单安全帽), "得力计算器" (得力计算器), and "防爆工厂灯" (防爆工厂灯).



# BGI 华大基因



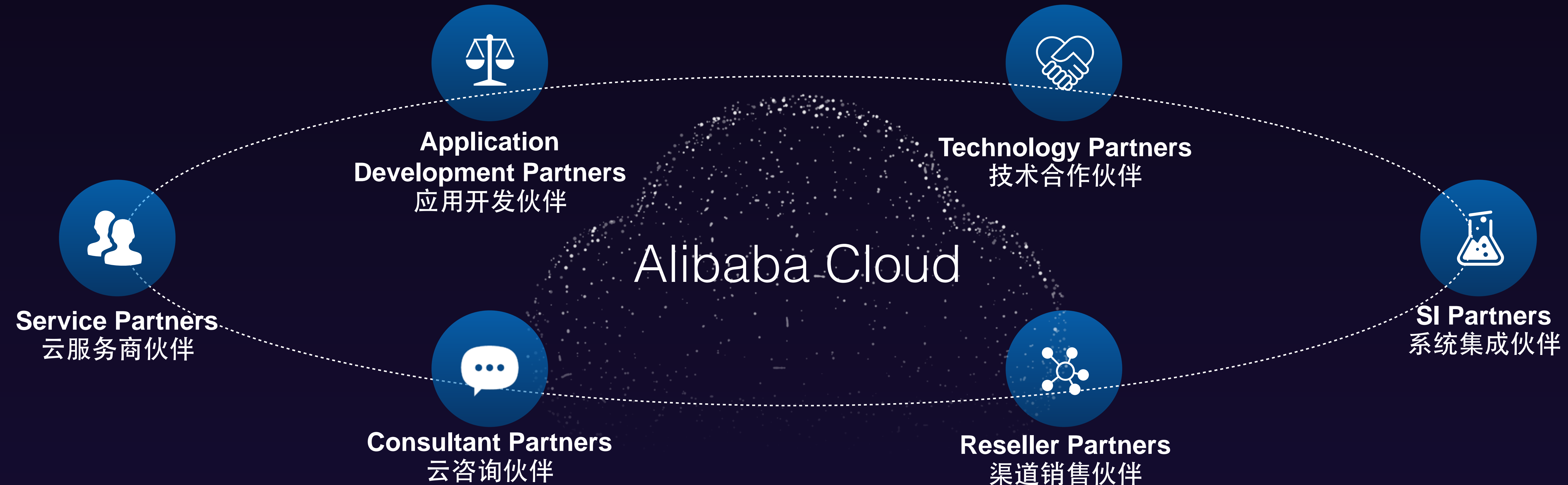


# China Galaxy Securities 中国银河证券 & Zhongan Insurance 众安保险





# Ecosystem Empowerment 生态赋能





# Ecosystem Brings Us New Opportunities 生态为我们带来新的机会

阿里云  
Alibaba Cloud



淘宝网  
Taobao.com

天猫  
TMALL.COM

支付宝  
ALIPAY

**1688**  
**Alibaba.com**



Alibaba's invested  
companies  
& Ecosystem partners  
阿里巴巴投资生态 &  
合作伙伴

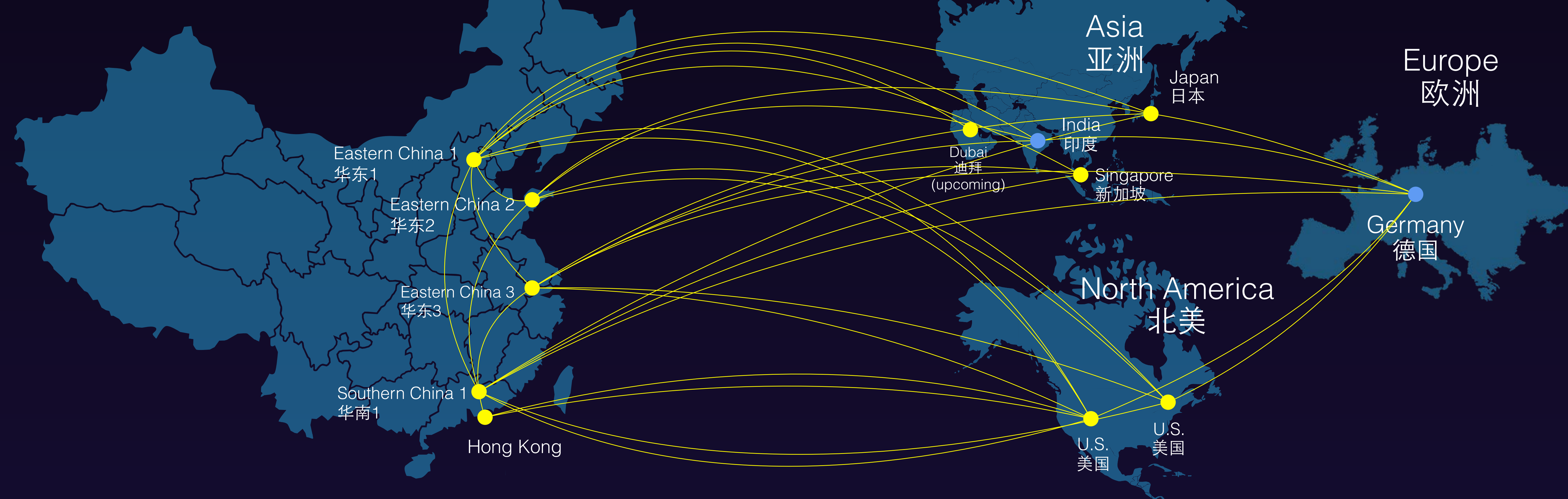
Europe  
欧洲

China  
中国

Americas  
美洲

APAC  
亚太

# China to the World 从中国到世界



# Our Mission & Vision 阿里云的使命和愿景

## Mission

计算为了无法计算的价值  
More than just Cloud

## Vision

成为全球云计算大数据的领导者  
Pioneer of Cloud Data and Big Computing

# Alibaba Cloud

## 阿里云