

## Kingdee Forges Strategic Cooperation Agreement with Huawei To Speed Up Cloud Business Expansion

(11 January 2018, Hong Kong) **Kingdee International Software Group Company Limited** (“Kingdee” or the “Company”, stock code: 00268.HK), a leading enterprise Cloud services provider, has signed a strategic cooperation agreement with **Huawei Technologies Co., Ltd** (“Huawei”), a leading global information and communications technology solutions provider, in Shenzhen. Pursuant to the agreement, both companies will carry out a multi-level, in-depth strategic cooperation for enterprises-grade services and technologies, including Cloud computing, Big Data, Internet of Things (“IoT”) and Artificial Intelligence (“AI”). The Company aims to combine their respective strengths through mutual cooperation to reinforce its leadership in the enterprise SaaS Cloud services industry and help enterprises to accelerate digitalization. This cooperation shows that Kingdee’s transformation towards Cloud services is gathering significant momentum. The signing ceremony for cooperation was attended by senior management from the two companies, including Mr. Xu Shaochun, the founder and chairman of Kingdee; Mr. Sun Yanfei, President of Kingdee China; Mr. Xu Zhijun, the rotating CEO of Huawei; and Mr. Zheng Yelai, the president of Huawei’s Cloud BU.



The cooperation between Kingdee and Huawei began with Huawei Consumer Business Group's successful launch of the new Cloud-based retail solution with the help of Kingdee Cloud. Kingdee Cloud completed the design and development of the mobile App user experience (UE) for Huawei Consumer Business Group's retail stores within 30 days, with more than 200 retail stores commencing online operations within a week. With over 10,000 consumer feedback items received each month, Huawei Consumer Business Group was able to continuously enhance the customer experience of using its new user-centric retail solutions. Mr. Xu Zhijun, the rotating CEO of Huawei, commented, "Kingdee is resolute in its transformation towards Cloud services and has achieved remarkable progress in this regard for the last two years. As a result, we can utilize Kingdee Cloud to provide our services to customers promptly." According to the agreement, Kingdee and Huawei will cooperate in various advanced technology areas such as Cloud computing, Big Data, AI and IoT. The areas of cooperation include marketing, international expansion and talent management.



The signing of the strategic cooperation agreement between Kingdee and Huawei marks an important milestone for China's enterprise Cloud services industry. The cooperation between the two companies will have profound impacts on the domestic Cloud services sector and will lead to its accelerating development. Both companies will utilize their Big Data and Enterprise Intelligence (EI) services capability to jointly develop more customer-driven AI services to help customers innovate their management models. Furthermore, this cooperation will enable the Company to build safer, more open and comprehensive solutions for customers, and help enterprises implement efficient management systems in the "AI+" Age.



Kingdee is a partner of various world-class enterprises, including Huawei, Tencent, Haier, Coca-Cola and HBIS New Material, in the digital enterprise era. According to IDC, Kingdee Cloud has overtaken its international peers to become China's largest enterprise SaaS provider in terms of market share. Mr. Xu Shaochun, the founder of Kingdee, said, "Our cooperation with Huawei not only enables us to combine our respective strengths, but also allows us to work together to achieve our strategic goals. Both of us will carry out in-depth cooperation to develop ourselves into the world-class brands based on advanced technologies such as AI, Big Data and IoT, and help enterprises to transition towards digital services. We are determined to build the most trusted Cloud services platform for our customers."

As a leading information and communications technology solutions provider globally, Huawei has established a global network covering more than 170 countries and regions around the world. Its Cloud BU focuses on developing Cloud infrastructure and provides enterprises with stable, reliable, safe and continuously-improving Cloud services. Mr. Xu Zhijun, the rotating CEO of Huawei, said, "Our cooperation with Kingdee will not only create momentum for both sides, but will also produce synergies. We will cultivate a more conducive environment for Huawei's Cloud business to provide safe, reliable and sustainable services. During the Age of Cloud 2.0, governments and enterprises will transition towards Cloud services. Huawei will strengthen our platforms, core technologies and IC design capabilities, thereby helping our partners to better serve their customers in different industries and overcome challenges. We will drive the digitalization of the Chinese government and enterprises."

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### **About Kingdee**

Kingdee International Software Group Company Limited ("Kingdee International" or "Kingdee") was established in 1993. It is listed on the Main Board of the Hong Kong Stock Exchange (stock code:



268.HK) and headquartered in Shenzhen, the PRC. Adhering to the core values of “Acting in all Conscience, with Integrity and Righteousness”, the Company is committed to serving enterprises and strives to provide them with the most trustworthy services platform.

As a leading enterprise Cloud services provider in China, Kingdee International has commanded the largest share in the ERP sector for fast-growing enterprises for 13 consecutive years and grasped the biggest share in enterprise-grade SaaS Cloud services industry. Its Cloud services and products are the most preferred choices in the market. They include Kingdee Cloud (Cloud management services for medium and large-sized enterprises), Kingdee Jingdou Cloud (one-stop Cloud services platform for micro and small-sized enterprises) and Guanyi Cloud (Cloud services for E-commerce operators). With its strengths in management software and Cloud services, it provides services and products to more than 6.8 million enterprises, government agencies and other organizations around the world.

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