

***【Press release】***

***For immediate release***

## **Kingdee and China Unicom Sign Strategic Cooperation Agreement Jointly Establish the Platform for Enterprise Cloud Adoption**

(15 October 2018, Hong Kong) **Kingdee International Software Group Company Limited** ("Kingdee" or the "Company", Stock Code: 00268.HK) is pleased to announce that the Group has recently signed a strategic cooperation agreement with **China United Network Communications Corporation Limited** ("China Unicom") in Beijing. Lin Feng, Senior Vice President of Kingdee; Liang Baojun, Vice General Manager of China Unicom, and other senior management from both parties attended the signing ceremony. They exchanged views with each other on the future cooperation in "Enterprise Cloud Adoption" and Industrial Internet.



**Kingdee and China Unicom signed strategic cooperation agreement**

According to the cooperation agreement, China Unicom and Kingdee will establish a strategic partnership with each other and integrate their respective expertise and strengths to forge in-depth and extensive cooperation in promoting "Enterprise Cloud Adoption" throughout China. The cooperation includes the development of the platform for "Enterprise Cloud Adoption", Cloud

applications and services, Access to customer data on Cloud platform, Cloud infrastructure collaboration and sharing of customer resources.

Both sides are fully confident in their cooperation. Liang Baojun from China Unicom said that there is a good foundation for cooperation between China Unicom and Kingdee as both companies have jointly worked on various projects before. China Unicom has high-quality network resources, localized marketing channels throughout the country and mature operation service system. It provides comprehensive Cloud services, including basic Cloud infrastructure, integration of Cloud with Internet and coordination of multi-Cloud environment, to government, industry, education, environmental protection, tourism and other sectors. Meanwhile, Kingdee is an outstanding IT enterprise which provides excellent informatization solutions to enterprises of different scales. By combining their respective strengths, they can complement each other. This agreement enables both parties to jointly explore opportunities for mutual cooperation, especially in the field of Industrial Internet for small and medium-sized enterprises and vertical market which are coherent with the national policy on Industrial Internet. Through the "Cloud + Network + Applications" model, they will facilitate enterprises throughout the country to adopt Cloud applications and help them to achieve business transformation and upgrading.

Lin Feng, Senior Vice President of Kingdee, said that Kingdee is an enterprise management software and enterprise Cloud services provider. Like Unicom, the Company is devoted to the transformation according to its specific business environment. Kingdee is the leading domestic enterprise SaaS services provider, which complement China Unicom's IaaS business. As a market leader in the SME sector, Kingdee Financial Cloud has carried out close cooperation with China Unicom in Guangdong and other regions in the Industrial Internet field. In the future, Kingdee and China Unicom are able to provide comprehensive marketing, manufacturing, financial and other solutions to customers based on the market demand and their respective strengths. Kingdee is willing to deepen cooperation with China Unicom in "Cloud + Network" in order to help Chinese enterprises to transform and upgrade their businesses.

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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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