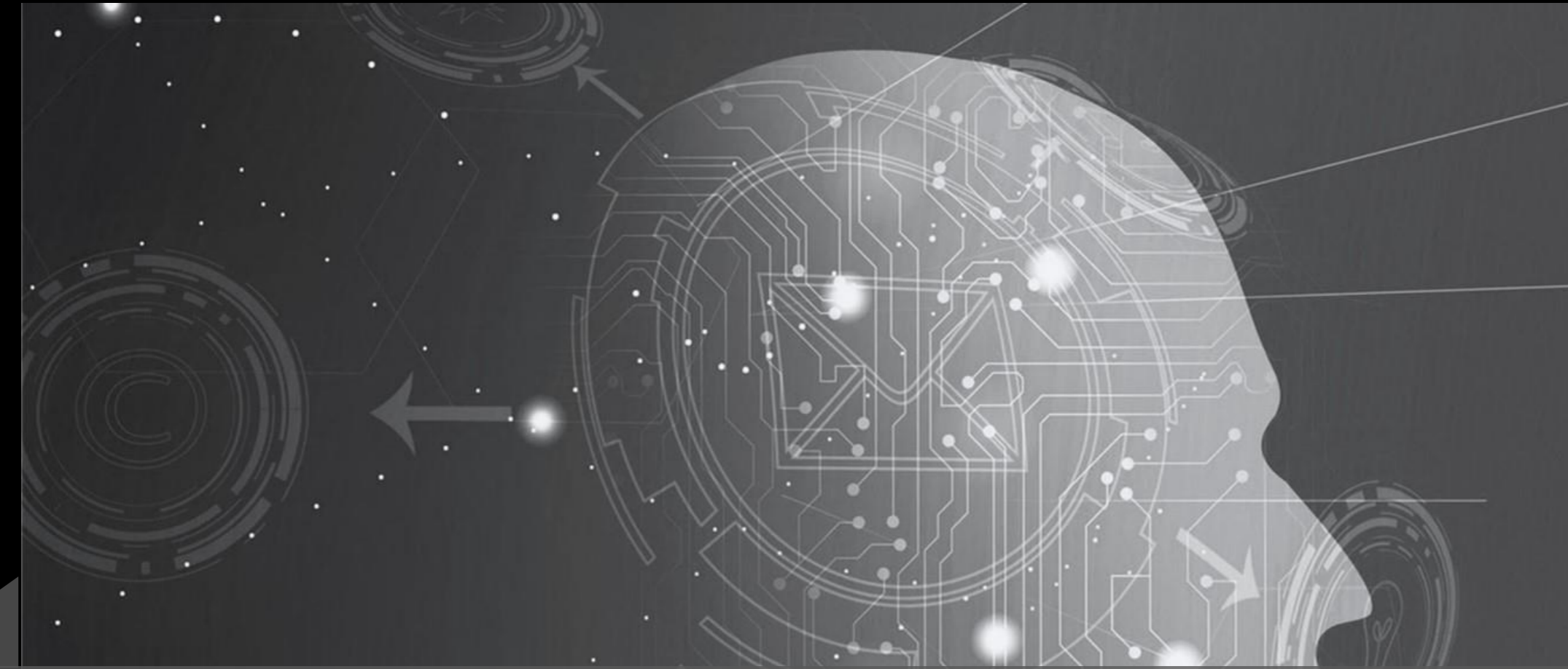
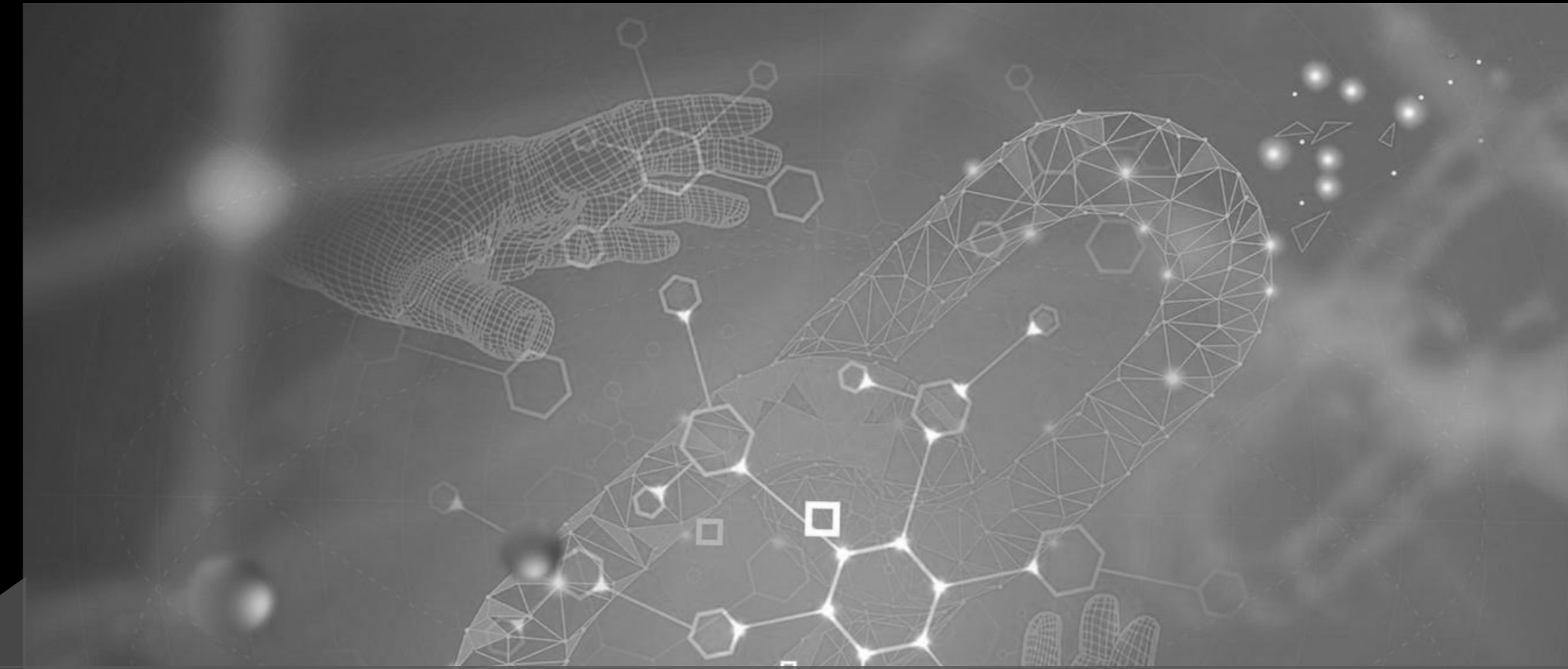


# Ping An Core Technologies 3: Ping An Cloud

平安核心科技（三）：平安云



AI  
人工智能



Blockchain  
区块链



Cloud  
云技术





区海鹰  
**Ricky Ou**

CPO of Ping An Technology  
General Manger of Ping An Cloud BU  
平安科技首席产品官  
平安云事业部总经理



方国伟  
**William Fang**

Chief Architect of Ping An Technology  
CTO of Ping An Cloud BU  
平安科技总架构师  
平安云事业部首席技术官

# Senior experts with leading technology and profound industry experience

平安云团队具备 顶尖的技术业务背景和丰富的行业经验



Eco-Partnership  
合作伙伴负责人

20+ years in internet industry  
20年以上互联网领域经验



Business Mgmt.  
业务管理负责人

10+ years in consulting & PMO  
10年以上咨询和项目管理经验

McKinsey&Company



Sales & Pre-sales  
销售及售前负责人

20+ years in tech and IT  
20年以上科技与IT领域经验



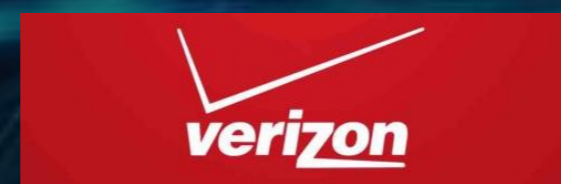
Cloud Service  
技术服务负责人

20+ years in corporate services  
20年以上企业服务领域经验

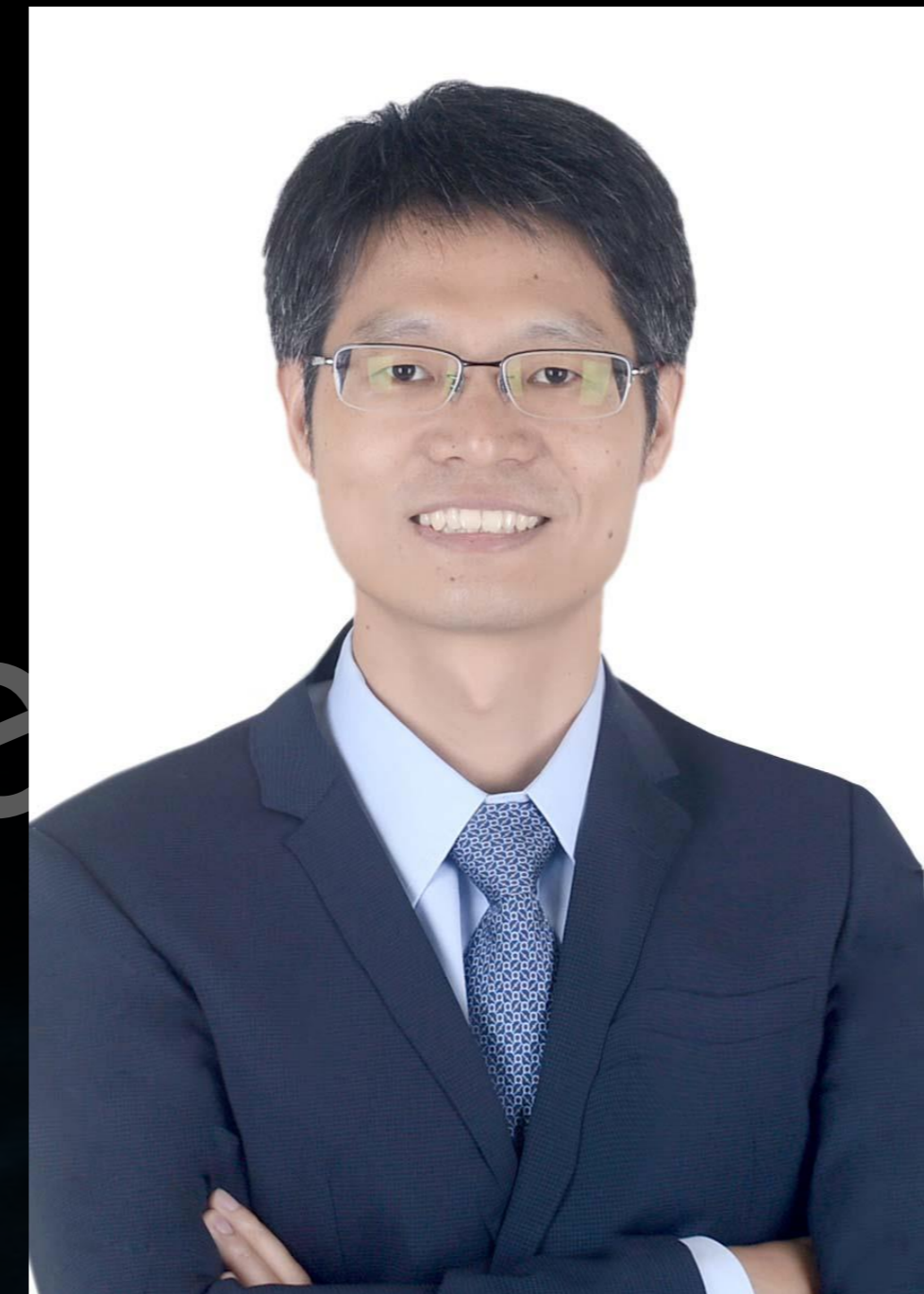


Product Marketing  
产品市场负责人

Expert in product development  
产品开发资深专家



CPO of PA Tech.  
GM of Ping An Cloud  
平安科技首席产品官  
平安云事业部总经理

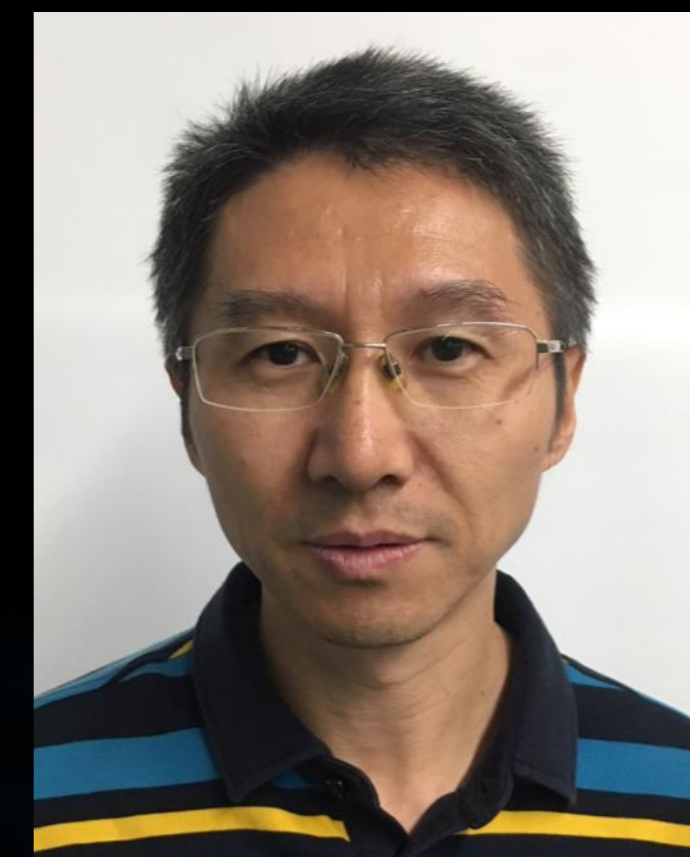


Chief Architect, PA Tech.  
CTO of Ping An Cloud  
平安科技总架构师  
平安云事业部CTO



Product R&D  
产品研发负责人

Expert in cloud computing  
云计算资深专家



Infrastructure  
基础架构负责人

20+ years in IT infrastructure  
20年以上IT基础架构领域经验



Database Product  
数据库负责人

20+ years in database  
20年以上数据库开发运维经验



Cloud Operation  
云运维负责人

15+ years in ops & maintenance  
15年以上基础运维经验



Network Product  
网络产品负责人

15+ years in internet industry  
15年以上互联网行业经验



# Why Ping An Develops Cloud?

Ping An Investor Day

# Internal demand stimulates and drives development of Ping An Cloud

过去5年中，平安内部业务的需求激发和驱动了平安云的发展

2013年

Traditional model  
传统模式

中国平安  
PING AN

5 years' journey  
5年发展

2018年

Cloud  
迁移上云

80% production  
systems on cloud  
生产系统上云

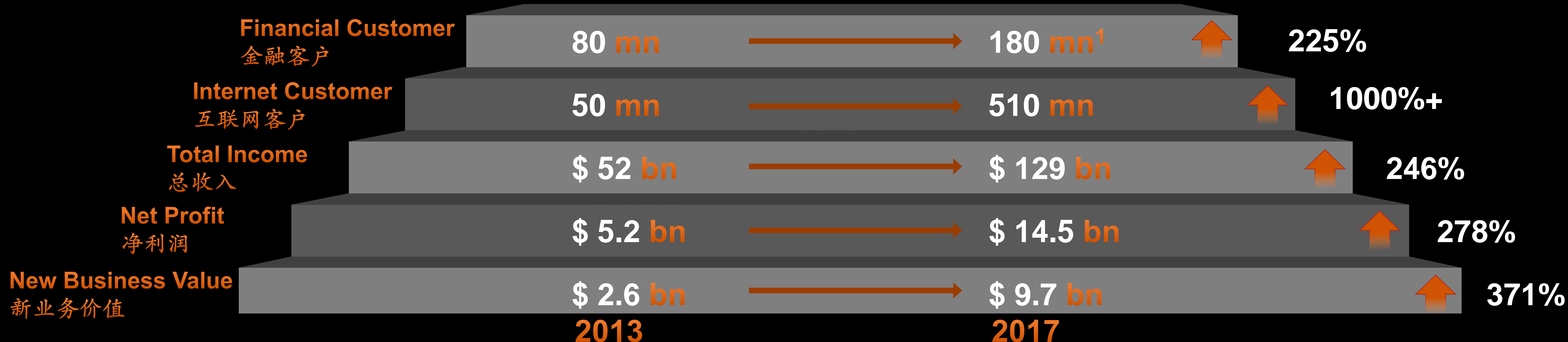
Platform Establishment  
平台建立

Internet Apps/ Staging  
互联网应用软件/工作台

Various Product Systems  
多样化产品系统

# Ping An Cloud helps PA complete business model transformation

平安云助力集团完成全渠道商业模式的转型

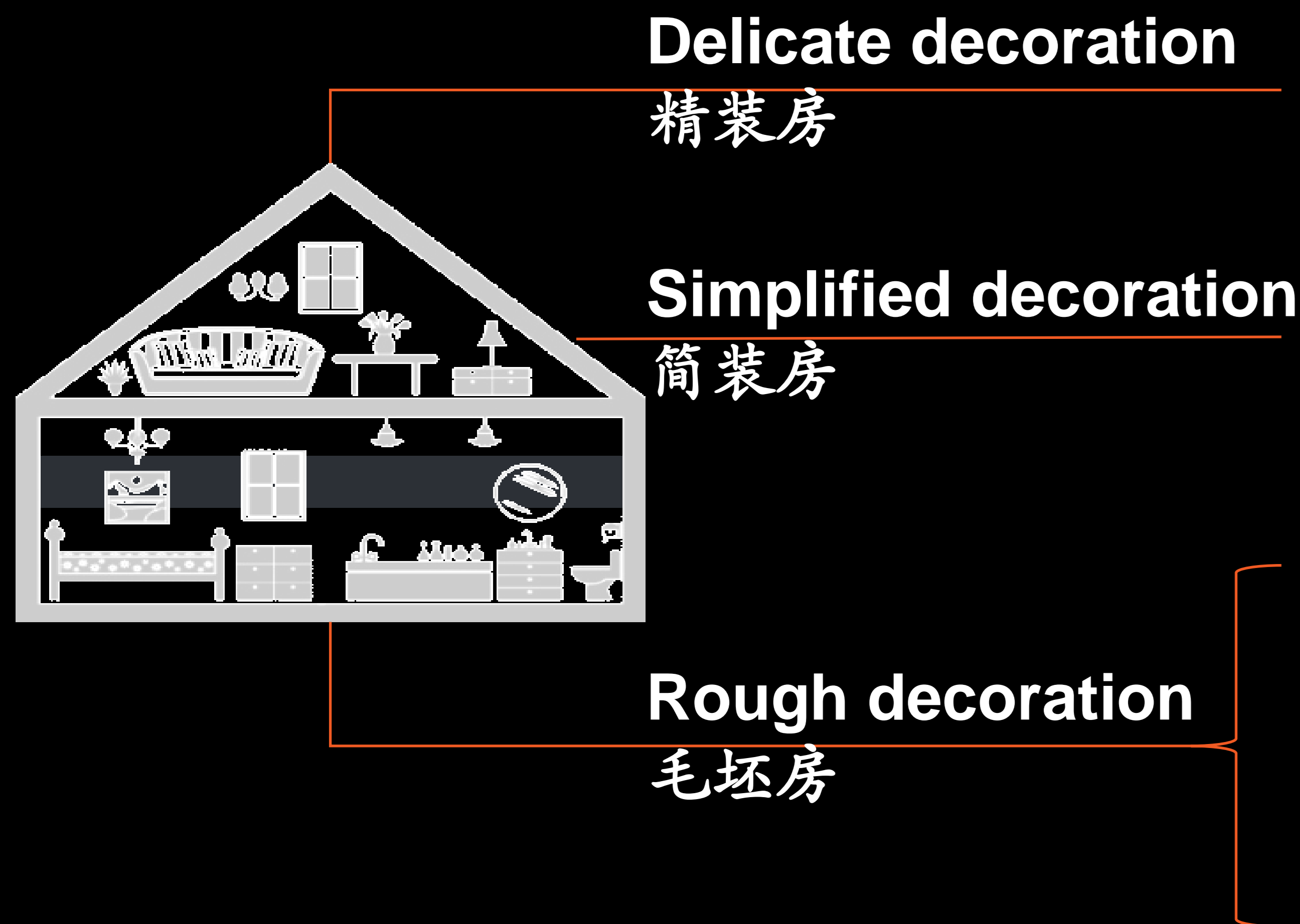


Note: 2018 Financial customer in 2018 Q3, all others as end of 2017 注释: 2018年金融客户数量截止2018Q3, 其他数字为截止2017年底

Source: Annual report, 数据来源: 年报

# Ping An Cloud provides different levels of services to meet various needs

平安云服务覆盖了云服务各个层面以满足不同需求



Note: 1) Internet Data Center 互联网数据中心; 2) Content Delivery Network 内容分发网络



# PA Cloud's 5 ecosystems are of great potential with positive policy support

积极的国家政策支持下，平安云关注的5大生态圈上云潜力巨大

## Supportive national policies 国家政策支持

China's "13th Five-Year Plan"  
“十三五规划”

"Made in China 2025"  
“中国制造2025”

CBIRC Requirements  
银保监会要求

2018 cloud market  
penetration in China  
2018中国云市场渗透率



Untapped market full  
potential in the 5  
ecosystems  
五大生态圈云市场潜力

1st Wave

第一波生态圈

PA Cloud will focus on 5 ecosystem

平安云专注5大生态圈

Internet  
互联网

Retail  
零售

Smart city  
智慧城市

Financial service  
金融

Healthcare  
医疗

Auto  
汽车

Real estate  
房产

# Ping An Cloud empowers five ecosystems

## 平安云赋能五大生态圈



What makes Ping An Cloud successful?

Ping An Investor Day

# Ping An Cloud's differentiated advantages

平安云的差异化优势

1

**Security &  
Compliance**  
安全合规

**Highest level of regulatory  
requirements**  
满足最高级别监管要求

2

**Stability &  
Reliability**  
稳定可靠

**Most robust architecture and  
most advanced smart tools**  
业内最稳定架构和最领先智能工具

3

**Industry  
Know-How**  
行业积累

**5 ecosystem  
industry solutions**  
5大生态圈行业解决方案

# Security & Compliance: Satisfying the highest level of regulatory requirements

安全合规: 满足最高级别监管要求的服务

## Comprehensive Audit Attestations 满足权威监管和金融客户的全方位审计

2016-2017 Audit Overview 审计概览

- 3 Regulators Audit 监管机构审计 
- 4 Business Audit 企业审计 
- 5 Clients Audit 外部客户审计 

## First Certified Financial Cloud 业内首家被认证的金融云

9 comprehensive compliance certifications  
全面的9项合规认证

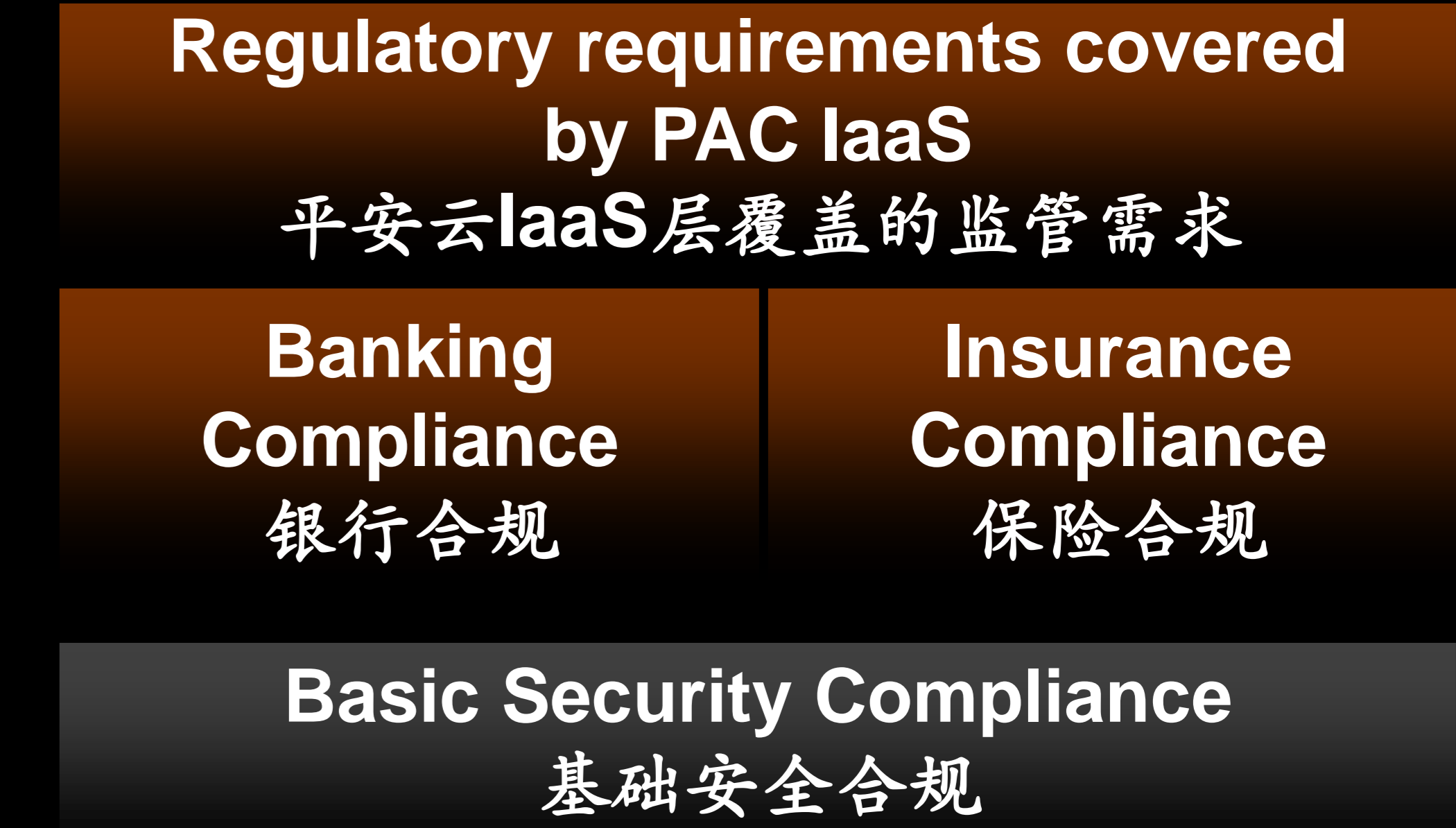


## Extended Compliance Coverage 贴合需求的扩展合规服务

Clients only need to focus on regulatory requirements related to their business expansion  
客户仅需关注与其业务发展相关的监管需求

Extended regulatory requirements managed by PAC  
平安云提供的扩展合规服务

CSP basic service  
标准服务



# Stability & Reliability: Most robust architecture and advanced tools

稳定可靠: 利用业内最稳固的架构和智能工具保障高效的业务运作

## Most Robust Architecture 最可靠架构

## Most Advanced Smart tools 最领先的智能工具

## Powerful Internal Business Endorsement 强大集团业务背书

**99.98%**

High Availability  
99.98%高可用率

**3-Level**

High availability  
architecture  
三层高可用架构

**400+** patents 云计算科技专利  
**98%+** End-to-end coverage 端到端覆盖率  
**50 mn** key metrics 核心指标

**30%**

Incident Avoidance  
问题避免

**48%**

Predictive Alert  
预警信号

**80%** production systems 生产环境

**4,000+** systems on cloud 业务系统迁移上云

**99.995%**

SLA  
服务等级协议

**20.7%**

Time to market  
产品上市时间

**18.8%**

Process efficiency  
流程效率

**40%**

IT spending  
IT支出

**75%**

Deployment time  
部署时间

# Case example: Ping An Cloud brings 3 benefits to Ping An Life Insurance

集团内部客户案例：平安云为平安人寿带来三大价值



**No.1** Life insurance company in China with **50+ mn customers**<sup>1</sup> 中国市场份额**第一**的寿险公司，客户数**5,000+万**

**Deployment time**  
系统部署时间

Reduced from **1 month** to **1 week**  
由**1个月**缩短至**1周**

**Cost** 成本

↓**40% cost** vs. traditional infra approach  
比传统建设方式↓**40%成本**

**Efficiency** 业务效率

↓**75%** of Life contract signing time  
寿险保单过程比以往↓**75%**

- **120+** systems migration onto cloud **120+**个系统上云
- Successfully ensured sales activity with **\$ 15 bn daily turnover** 成功保障寿险开门红活动，日交易额**150亿美元**

# Case example: Ping An Cloud empowers external clients

案例：平安云赋能外部生态圈客户

#1 commercial car maker in China

中国规模最大的商用车企业



Empower Foton through aftermarket financial service for **15 brands** with total sales of **8 mn**

通过后市场金融服务赋能福田的**15个品牌**、共**800万**量商用车客户

Technology education department affiliated to

**Ministry of Education**

中国教育部所属负责电化教育的专门机构



Customized VR teaching mgmt. cloud for NCET serving **~300K schools** in China

定制化设计虚拟现实教学管理云，为近**30万所**学校带来全新的学习体验

#1 3A hospital in **East China**

华东地区三甲医院排名第一



Improve imaging data storage capability, serving **4 mn** outpatient visits annually

通过提升医疗影像数据的储存能力服务年门诊量**400万**的三甲医院



# Case example: Strategic collaboration with GitHub

生态合作伙伴案例：平安云与GitHub在多领域开展战略

**46<sup>th</sup>**  
Global ranking  
全球排名

**28 mn**  
Registered users  
注册用户

**128 mn**  
Requests  
合并请求

**85 mn**  
Coding repositories  
仓库

**1,000+**  
Colleges  
大学用户

**87,000+**  
Enterprises  
企业客户

**GitHub**  
World's largest social programming & code hosting site  
全球最大的社交编程及代码托管网站

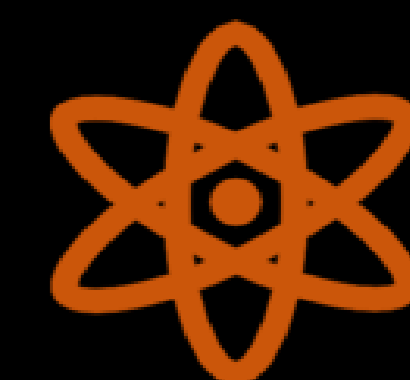
**Jointly build ecosystems in various industries**  
将共建多领域生态体系



**Financial Services**  
金融



**Education**  
教育



**Entrepreneurship**  
创业

# Industry Know-How: Provide customized solutions derived from 5 ecosystems

行业积累：基于5大生态圈对行业的深刻理解提供云服务解决方案



金融云  
Financial Services

Banking | Insurance | Investment  
银行云 | 保险云 | 投资云

~100 上线金融机构客户  
financial institutions



医疗云  
Healthcare

Patient-Provider-Payment platform  
PPP 开放平台

2,500 医疗机构  
healthcare institutions



汽车云  
Automobile

Authorized car dealer  
汽车经销商云

10,000 上线汽车经销商  
authorized dealers on cloud



房产云  
Real estate

City construction | Renting | Real estate  
建管云 | 租房云 | 地产云

50 签约城市  
city-level partners of cloud



智慧城市云  
Smart City

1+N smart city platform  
1 + N 智慧城市平台

7 上线城市  
smart cities on cloud

4 上线学校  
schools on cloud

## Key message

### 亮点及重点

**5 ecosystems with huge untapped growth potential, far exceeding entire market in 2018**

专注5大生态圈，具有未来广阔的市场前景，远超当前整体市场规模

**Highest level financial cloud in China with ~100 FIs, 2500 healthcare institutions, 7 smart cities, 9 authoritative certifications**

中国最高级别认证金融云，~100家金融机构，2,500家医疗机构，7个智慧城市平台，9项权威认证

**400+ patents of cloud core technologies**

共有400+项云计算核心科技专利申请

Thank You

感谢聆听

Ping An Investor Day