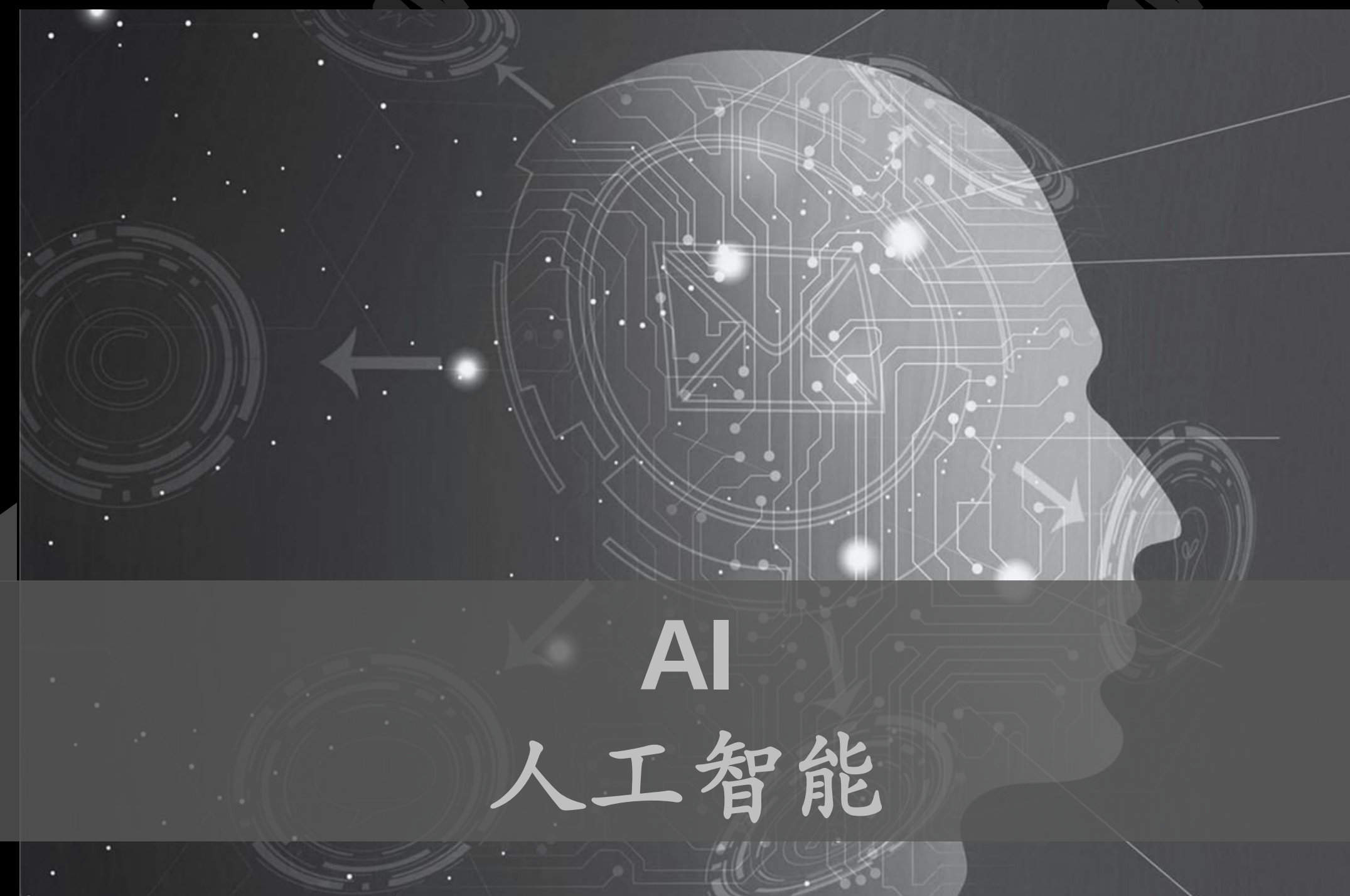


Ping An Core Technologies 3: Ping An Cloud

平安核心科技（三）：平安云



AI
人工智能



Ping An AI



Blockchain
区块链

FTMAX



Cloud
云技术

/>: 平安云



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

NOKIA



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

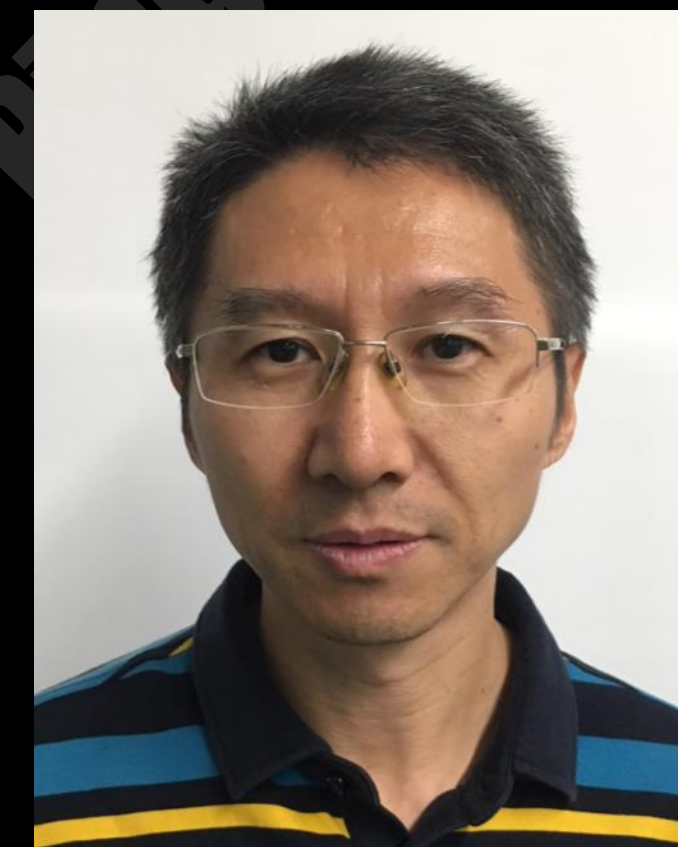


Chief Architect, PA Tech.
CTO of Ping An Cloud
平安科技总架构师
平安云事业部CTO



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

中国平安 PING AN



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

ORACLE



Cloud Operation
云运维负责人

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

IBM



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

Tencent 腾讯

Why Ping An Develops Cloud?

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
PINGAN

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

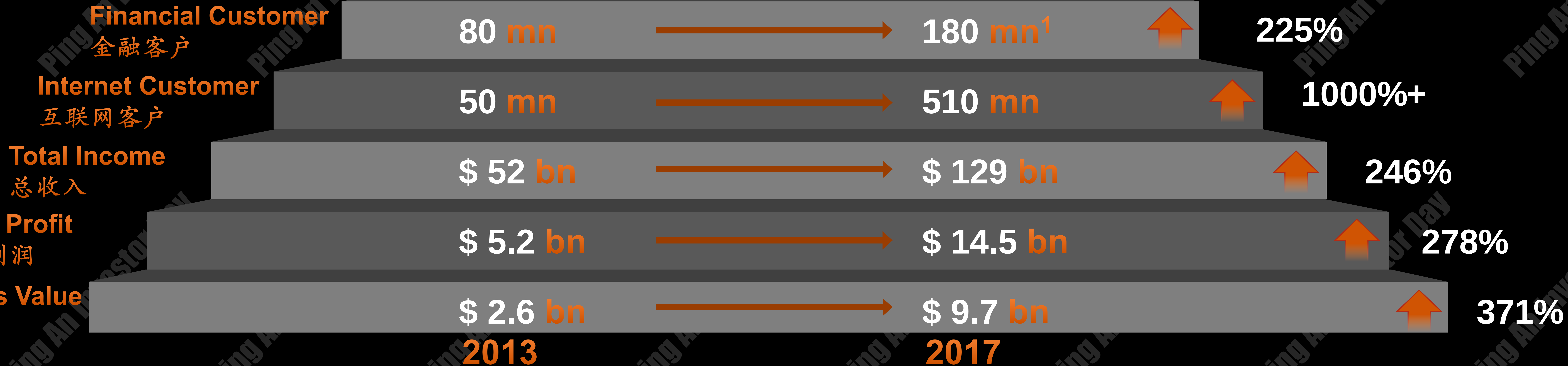
Platform Establishment
平台建立

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



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

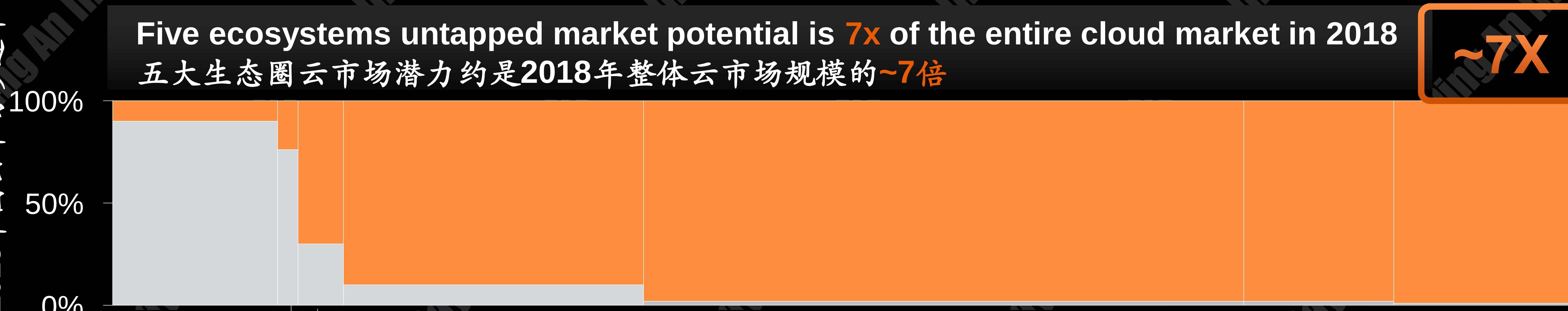
国家政策支持

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 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

Regulatory requirements covered by PAC IaaS
平安云IaaS层覆盖的监管需求

Banking Compliance
银行合规

Insurance Compliance
保险合规

Basic Security Compliance
基础安全合规

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%+ 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**¹ 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

寿险签单过程比以往↓**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**

Note: Market share of individual life FYP; financial customers by end of 2017; 基于个险FYP首年保费市场份额，金融客户数据为截止2017年底

Source: Annual report 年报

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

46th
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



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

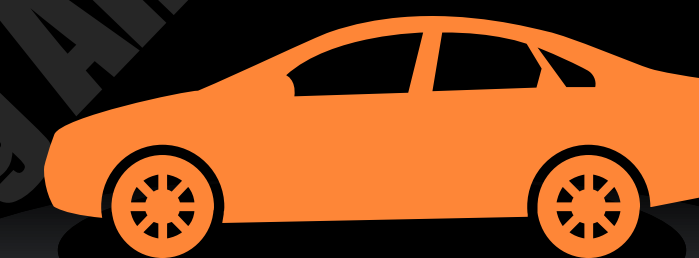


医疗云

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
400+ 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