

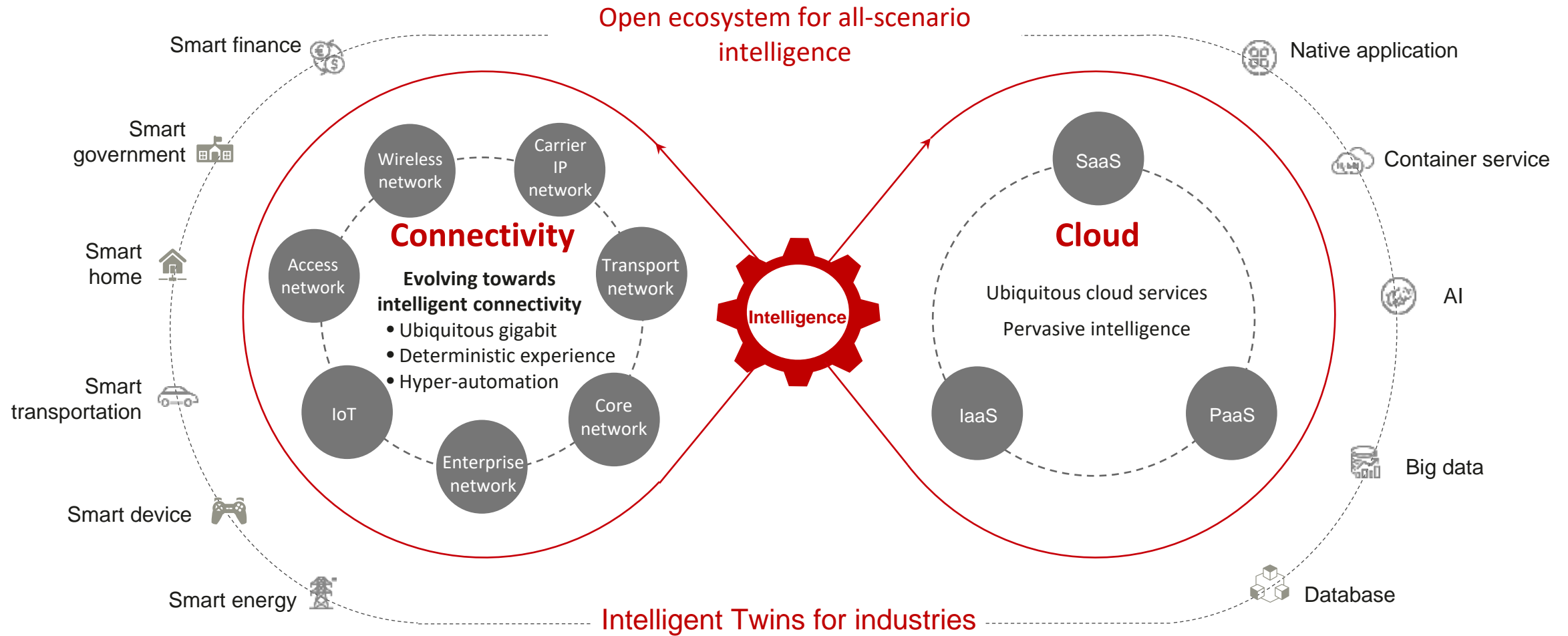
**datacentrix**    
**indaba 2021**  
mining



Achieving Success Together with Customers  
& Creating Value Together with Partners

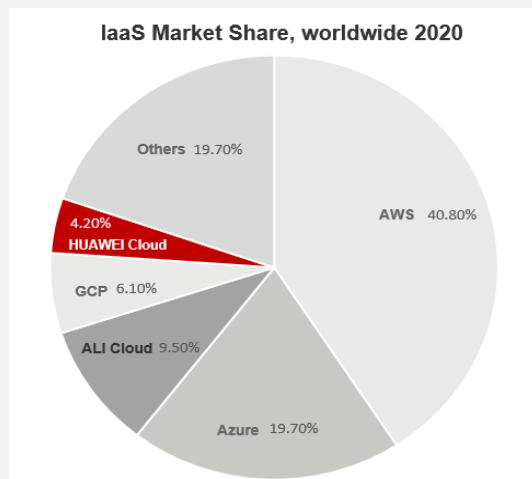
Jay Zhou, Managing Director: Huawei Cloud South Africa

# HUAWEI ICT Strategy: Connectivity + Cloud



# HUAWEI CLOUD – Growing Fast in China and Global

## Fastest Growing in the world 2020

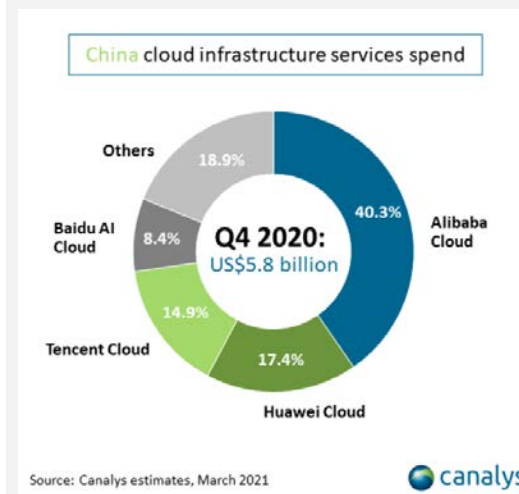


**Top.5**

Worldwide

Source: <Gartner Market Share: IT Services, worldwide 2020>

## Continuous Outstanding Performance in 2020



For three consecutive quarters

**Top.2**

China cloud Infrastructure market

Report of Q4 2020

Source: Canals, Q2/Q3/Q4 2020



## Ranked **No.1** in 7 market segments of China

**No.1** in China's container software market

No.1 in China's cloud management software market

No.1 in China's cloud professional service market

No.1 in China by competitiveness in the IoT platform market

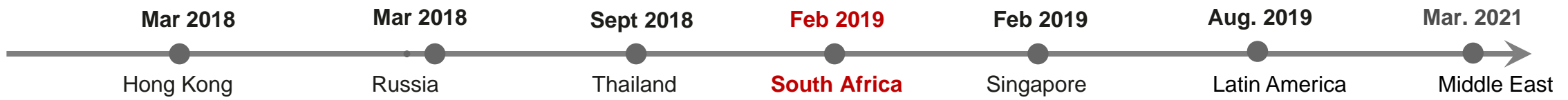
No.1 in China's cloud system software market

No.1 in China's desktop cloud market for five consecutive years

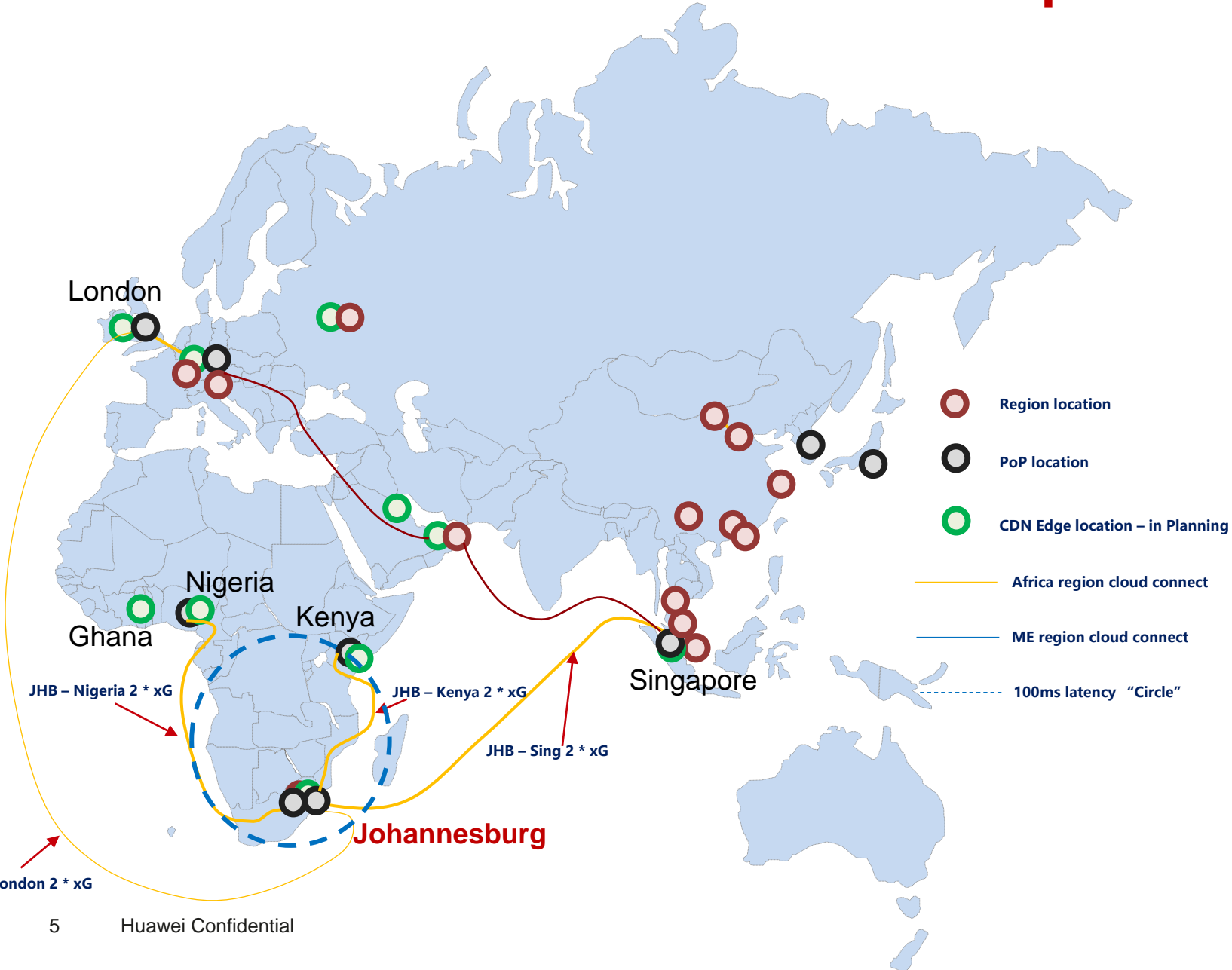
**ModelArts (AI) ranked No.1 in the Chinese machine learning service market**

Source: IDC, Gartner, Counterpoint

# HUAWEI CLOUD – Layout Around the World



# Huawei Cloud Infra Plan and Value Proposition in Africa Region



## ➤ Huawei Cloud Infra Plan

- 2019: **1<sup>st</sup> AZ** launched in SA
- 2020: **2<sup>nd</sup> AZ & 2POP** launched in SA
- 2021: Nigeria POP+ Kenya POP launched
- 2025: **SA:3AZ + SA:2POP** + Nigeria AZ+ Kenya AZ
- Latency: **40ms** in SA & **100ms** Circle in Africa.

## ➤ Value Proposition

- **Best Infra Located in SA**
- **Best Price - Unit Price & Free POC**
- **Best Local Service**
- **Joint Marketing**

# More and More Business Entities Choosing HUAWEI CLOUD as Partner

## Huawei Cloud Typical Customers



## Typical Cases

**Afgri**  
**Hosting on cloud**

Huawei & DCX provides 150+ VM & Backup & DR hosting migrate to Huawei cloud with strong SLA

**Royal Bafoken Platinum**  
**SAP on cloud**

Huawei Cloud provides DeH (dedicated host) for Sap on cloud .

**South32**  
**Backup to Cloud**

Huawei Cloud provides Backup as a Service to help South32 group improve Data management efficiency.

**KZN/Rain**  
**Online Education**

Huawei Cloud provides Ulearning solution with Rain 5G connection to support school teaching during COVID-19.

# Thank you.

把数字世界带入每个人、每个家庭、  
每个组织，构建万物互联的智能世界。

Bring digital to every person, home and  
organization for a fully connected,  
intelligent world.

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