Alibaba Inside:
Technology innovation behind Alibaba’s eco system

• Ben Tian
• Director, Alibaba Cloud Research Center
“Platform model” behind Digital Economy

China

“Belt and Road” nations
India, Thailand, Malaysia and others

E-commerce platform
Mobile payment platform
Logistics platform

Cloud platform

Network
Population
Data

Platform economy

India + 230 million
Alibaba eco-system

CORE COMMERCE
- Taobao.com
- Tmall.com
- Youku.com
- AliExpress
- Tmall Global
- Lazada
- Alibaba.com
- Alibaba Cloud

MOBILE MEDIA & ENTERTAINMENT
- Youku
-土豆网
- UC Browser
- Alibaba Music
- Alibaba Pictures

LOCAL SERVICES
- Tickets
-口碑
- Ele.me
- Koubai

PAYMENT & FINANCIAL SERVICE
- Alipay

LOGISTICS
- Cainiao

MARKETING SERVICE
- Alimama.com

CLOUD COMPUTING
- Alibaba Cloud

DATA-DRIVEN
### Alibaba: Leading in Technology

1. 20,000 Engineers in Alibaba Group, 500+ PHD
2. R&D Investment ranks 3rd in China
3. Alibaba Cloud: Ranks 3rd in Global Market
4. YunOS as 3rd Mobile OS, over 160M users
5. Aspara 5K, OceanBase Database in 11.11
## Alibaba: Technology Platform

<table>
<thead>
<tr>
<th>SaaS</th>
<th>Business Platform</th>
<th>UED Platform</th>
<th>Vertical Technologies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Algorithm Platform</td>
<td></td>
<td>Search Engine</td>
<td></td>
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<tr>
<td>PaaS</td>
<td>Computing Platform</td>
<td>Middleware</td>
<td>Data Platform</td>
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<tr>
<td>laaS</td>
<td>Storage Center</td>
<td>Data Center</td>
<td>Infrastructure Services</td>
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</tbody>
</table>
Alibaba Economy Is A World-leading Use Case for AI
Case studies for Data Intelligence

507 million Mobile MAUs*

Recommendation  Search  Marketing  Merchants

+1 Billion Listings
IoT Cloud-based Integration Services

“Industry Brain”  Intelligent City  Intelligent Life

Cloud-based IoT Platform
AI Infrastructure

- Green Data center
- Tailor Chip
- Cloud OS
- Alirack
Alibaba Cloud
World Leading Public Cloud Provider

- >1 million paying customers
- 1/3 of China's Top 500 Companies are on Alibaba Cloud
- 115% 2 Years GAGR
- 40.7% China Market Share
- 186 Cloud Solutions
- 600 Access Points worldwide
- 26 Data Centers cross world
- 17 Regions globally
- 3rd Alibaba Cloud Ranks 3rd in the World by Revenue

Table 1: IaaS Public Cloud Service Market Share, 2015-2016 (Millions of U.S. Dollars)

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<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Amazon</td>
<td>6,698</td>
<td>8,775</td>
<td>39.8%</td>
<td>44.2%</td>
<td>45.9%</td>
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<tr>
<td>Microsoft</td>
<td>960</td>
<td>1,579</td>
<td>5.9%</td>
<td>7.1%</td>
<td>91.1%</td>
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<tr>
<td>Alibaba</td>
<td>298</td>
<td>675</td>
<td>1.8%</td>
<td>3.0%</td>
<td>126.5%</td>
</tr>
<tr>
<td>Google</td>
<td>250</td>
<td>500</td>
<td>1.5%</td>
<td>2.3%</td>
<td>100.0%</td>
</tr>
<tr>
<td>Rackspace</td>
<td>461</td>
<td>484</td>
<td>2.7%</td>
<td>2.2%</td>
<td>5.0%</td>
</tr>
<tr>
<td>IBM</td>
<td>200</td>
<td>300</td>
<td>1.2%</td>
<td>1.4%</td>
<td>50.0%</td>
</tr>
<tr>
<td>NTT Communications</td>
<td>179</td>
<td>224</td>
<td>1.1%</td>
<td>1.0%</td>
<td>25.1%</td>
</tr>
<tr>
<td>Virtustream</td>
<td>100</td>
<td>205</td>
<td>0.6%</td>
<td>0.9%</td>
<td>104.9%</td>
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<tr>
<td>Fujitsu</td>
<td>120</td>
<td>163</td>
<td>0.7%</td>
<td>0.7%</td>
<td>35.9%</td>
</tr>
<tr>
<td>Dimension Data</td>
<td>110</td>
<td>120</td>
<td>0.7%</td>
<td>0.5%</td>
<td>9.1%</td>
</tr>
<tr>
<td>Other Vendors</td>
<td>7,465</td>
<td>8,135</td>
<td>44.3%</td>
<td>36.3%</td>
<td>9.0%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>16,861</strong></td>
<td><strong>22,180</strong></td>
<td><strong>100.0%</strong></td>
<td><strong>100.0%</strong></td>
<td><strong>31.4%</strong></td>
</tr>
</tbody>
</table>

Note: Percentages may not add up to 100% because of rounding. Alibaba's 2015-2016 revenue has been adjusted from estimates previously published in "Market Share: IT Services, 2016."

Source: Gartner (September 2017)

Table 2 lists the top 10 PaaS providers for 2015 and 2016 by revenue, estimated market share and AGR in U.S. dollars.
The Academy for Discovery, Adventure, Momentum and Outlook

DAMO Asia

DAMO US

DAMO Europe

浙江大学-阿里巴巴前沿技术联合研究中心

RISELab (UC Berkeley)

中国科学院-阿里巴巴量子计算实验室

清华大学-蚂蚁金服数字金融科技联合实验室

阿里巴巴创新研究计划
Global Industry-Academia Collaboration

- 13 Region
- 99 Universities
- 234 R&D Teams
THANKS

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