

**[Press Release]**  
**For immediate release**

## **Kingdee and Tencent Cloud Form a Strategic Cooperation China's SaaS Industry Unfolds a New Era for Technology Center**

(15 May 2020, Hong Kong) **Kingdee International Software Group Company Limited** ("Kingdee" or the "Company"; stock code: 00268.HK) formed a strategic cooperation with Tencent Cloud on in-depth platform research, product integration and reciprocal collaboration on 14 May.

Kingdee joined Tencent SaaS ecosystem's "Qianfan Plan" earlier and became a key member of the SaaS Technology Alliance participating in technology center construction. After that, several star products of Kingdee will be available on the selected SaaS market, which include Kingdee Cloud Galaxy (a fast-growing digital Cloud service platform of the company), Kingdee Jingdou Cloud (a one-stop Cloud service platform for Micro and Small-Sized Enterprises), KIS Cloud and s-HR (Human Resource Management Solutions).

s-HR, the Human Resource Management Solutions of Kingdee, has built an integrated online recruitment platform by connecting with Tencent conference API. Enterprise clients can dispatch interview invitations via links embedded in the s-HR recruitment module, which directs them to Tencent conferences, providing contactless video interview experience for enterprises and candidates.

At the PaaS level, Kingdee Wojia Cloud will partner with Tencent Haina, a smart community cloud platform, to jointly provide cloud payment for community services and applications to aid the development of smart community. In the future, Kingdee will have more cooperation with Tencent Cloud for infrastructure.

Da Zhiqian, Vice President of Tencent Cloud, said: "Thanks to the support and joint construction from Tencent's SaaS vendors, thus we are able to implement industrial Internet strategy and provide one-stop digital solutions to clients. With Kingdee's 26-year of deep involvement in the enterprise services market, it's geared with profound industrial insights and abundant experience. Our cooperation will bring better experience to clients and more development potential to SaaS ecosystem."

Tian Rongju, Senior Vice President of Kingdee, said: "Enterprise digitalization includes new commerce, new management and new platforms. With the mission of "Assisting the growth of enterprises", Kingdee will work together with Tencent on enterprise development. A shared SaaS ecosystem allows more enterprises to enjoy the benefits of digitalization, and introduces emergence of a new ecosystem for mutual interaction of data and business."

In late October 2019, Tencent launched the “Qianfan Plan” with the aim to expand the market in collaboration with industry vendors, which includes a plan titled “One Cloud, One End and Three Projects”. One Cloud refers to Tencent Cloud that provides stable infrastructure and underlying technical support for SaaS enterprises. One End refers to Business WeChat that provides C2B connection for SaaS enterprises. Three Projects refer to SaaS Accelerator, S+ Technical Union and SaaS Selection, which together provide vendors with sales, technology, capital, and training services. The idea of “Full Stack + Ecosystem” generated by Tencent Cloud provides the industry with a clear practice for Internet industry chain, starting from initiation of IaaS establishment to joint construction of PaaS platform with other industry participants, and then encouragement of breakthrough in SaaS industry.

As a seasoned player in the domestic services market for Chinese enterprises, Kingdee has occupied the biggest market share in the enterprise application software sector as a fast-growing enterprise for several years consecutively. Kingdee’s products such as Cloud ERP and Finance Cloud have also grasped a substantial market share, especially the enterprise-grade application SaaS Cloud services industry in which it got the biggest market share for three years in a row. In addition, Kingdee is the only Chinese enterprise providing SaaS Cloud services to be included in Gartner’s Market Guide and the vendor list of High-Productivity PaaS. Kingdee has been committed to exploring cloud ecosystem and it will hold the 2020 Kingdee Cloud Cosmic Summit on 15 May to share cutting-edge insights and technological innovation in enterprise digitalization; as well as successful practices of industry leaders, ISV and top developers, and discussion on the ecological coexistence within the industry.

For those closely following the SaaS industry in long-term commented: “The cooperation of Kingdee and Tencent Cloud runs through the entire cloud ecosystem, representing a win-win cooperation between the leaders in SaaS enterprise service and IaaS service, which leads enterprises through the way of Industrial Internet. It is expected to speed up the construction of technology centers for SaaS and formation of industry standards. The construction of technology centers for SaaS will introduce a new era for rapid development and quick delivery in the SaaS industry in China.”

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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: 00268.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 helping businesses achieve their growth targets and let the sun shines on every company through dedicated services. It strives to provide them with the most trusted enterprise service platform.

Through persistent efforts to explore China's cloud enterprise service market, Kingdee has retained

the largest share in the enterprise application software sector for fast-growing enterprises for fourteen consecutive years, and has grasped the biggest share in the enterprise-grade SaaS ERM software market for three consecutive years. In addition, Kingdee's diverse cloud services and products are the preferred choices of leading enterprises. They include "Kingdee Cloud·Cosmic" (a digital coexistence platform for large enterprises), "Kingdee Cloud Galaxy" (a digital innovative cloud service platform for fast-growing enterprises), "Kingdee Jingdou Cloud" (one-stop cloud services platform for micro and small-sized enterprises), "Guanyi Cloud" (cloud services for E-commerce operators), "Cloud-Hub" (intelligent cloud office), "Cargeer" (cloud services for auto dealers) and "Wojia Cloud" (cloud services for property management industry). With its strengths in management software and cloud services, Kingdee provides services and products to more than 6.8 million enterprises, government agencies and other organizations around the world.

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