中软国际有限公司（354.HK）

2013年年度业绩路演材料

奋斗为本 成就客户

ԁ ԉ ɵ ʻՂ

莫斯科

Â Ꝍ ï ◗ ˜ ă Ɥ ˈ ʌ ჯ ʃ ڳ ѽ ب ϧ ᴎ ε Ꝍ ï ᶣ Ɥ ɒ ʌ ჯ ʃ ڳ ɓ ǎ ɒ ϧ ᴎ ɓ ζ ʌ ᶣ

Â Ꝍ ï ◗ ˜ ă Ɥ ʌ ɣ ᵍ 🅾🅱🅹 ʒ Ụ ˈ ǐ ₅ Φ ب ʾՂ ı ħ ʒ Ụ 🅾🅱🅹 ɥ ̣ ẏ j ǐ ʒ -

Â Ꝍ ï ◗ ˜ ă Ɥ ʌ 🅾🅱🅹 ɣ Ɱ ʒ Ụ ʐ j ⚌ ă ى Ϛ ǎ ɳ ى ϧ ᴎ ὖ ˝ 🅾🅱🅹 ļ ɻ ı Ꮯ̂ j ǐ Ă ʬ ɳ ى ǎ ى Ϛ ϧ ᴎ ὖ ˝ 🅾🅱🅹 T a ʾH ح ʒ ʾH ° ˜ Ⲙ 🅾🅱🅹 Ə ʾՂ

Ặ Ẹ

1. ʒ̨ ᵑ ʒ Ụ
2. ك ∩ ₦ ɳ
3. ў ∩ ڤ ị̄ ʒ ᾱ̃ ɤ
4. ᷈H° Ʒ ₽

Ậ Ẹ

1. ʒ̨ и ʒ Ụ
2. ك n ₦ ɳ
3. ў n ڤ ḭ ɜ ǟ ᴤ
4. ʔH° Ʒ ₽

2.1.1 ѭ Ը ч ѓ Ą’Ѻ

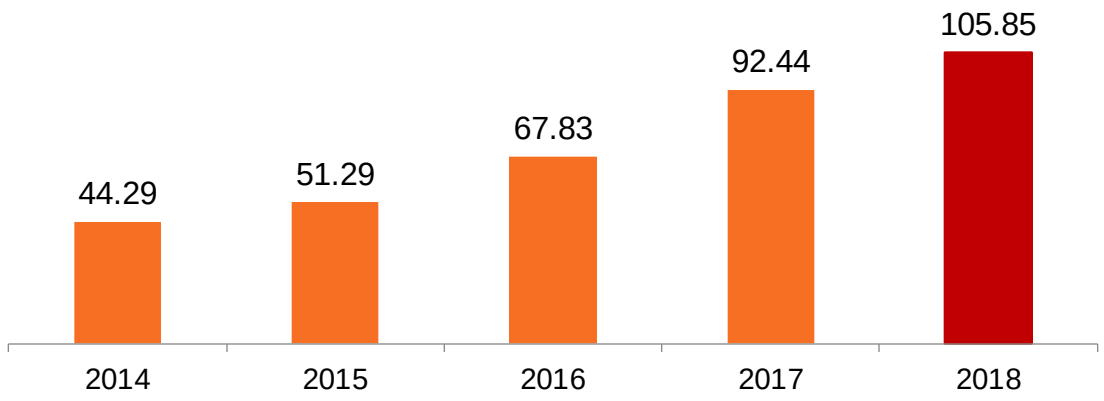
c Ӈ σ RMB'K	2018	2017	ᵐ ¸ Ψ
ѽ Ҙ	10,585,013	9,243,684	14.5%
Ѻ ᑎ ớ ѽ Ҙ	10,339,012	8,807,512	17.4%
ɔ ˍ	3,244,657	2,750,466	18.0%
Ѯ ○ ˍ	716,171	561,307	27.6%
ą ⅔ ˊ ˍ	715,803	565,567	26.6%
⅛ ŭ ᵍ ˍ (Ķ ↓ ų ˋ)	29.54	23.59	25.2%

2.1.2 ѕ Ը ц ъ Ѧ Ѻ

莫斯科

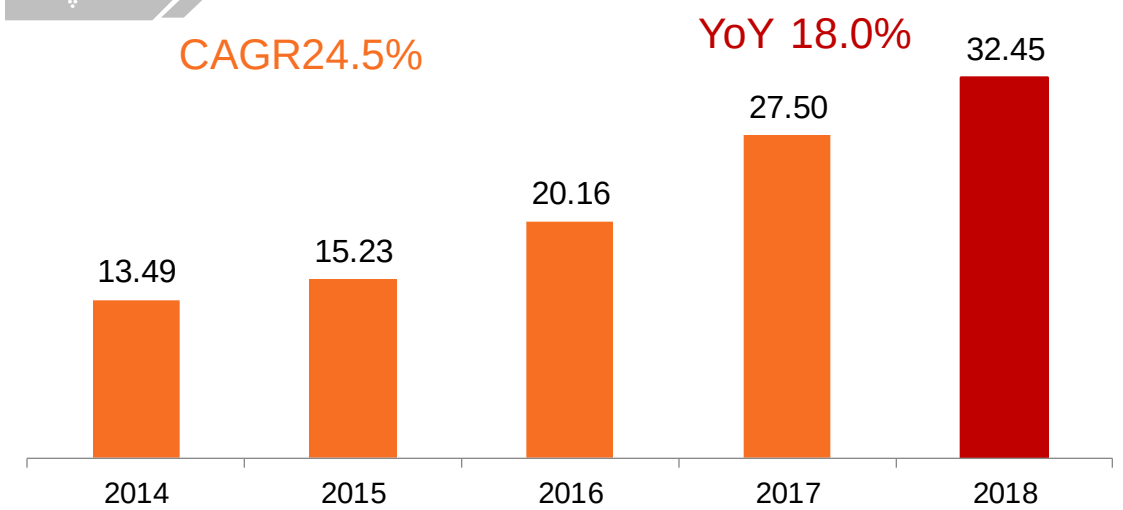
ф ԁ

ʒ € Ų q Ķ ы



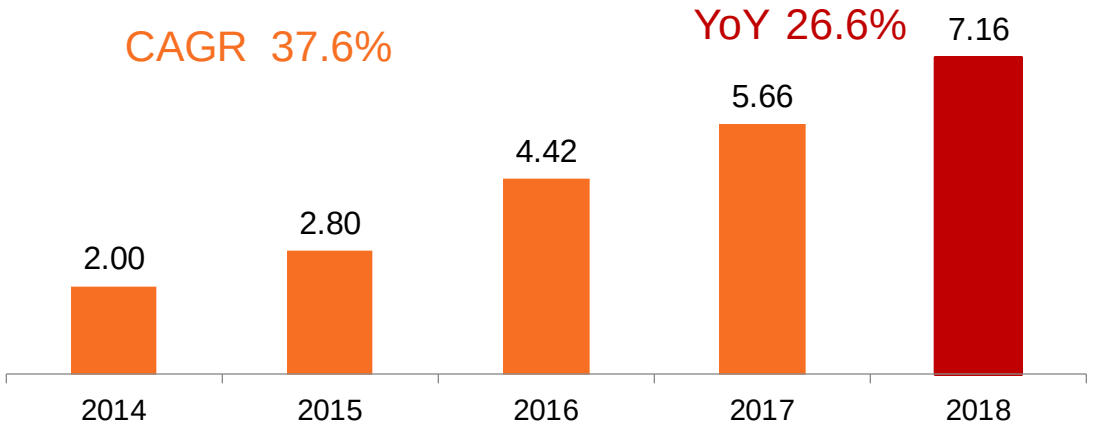
Rs

ʒ € Ų q Ķ ы



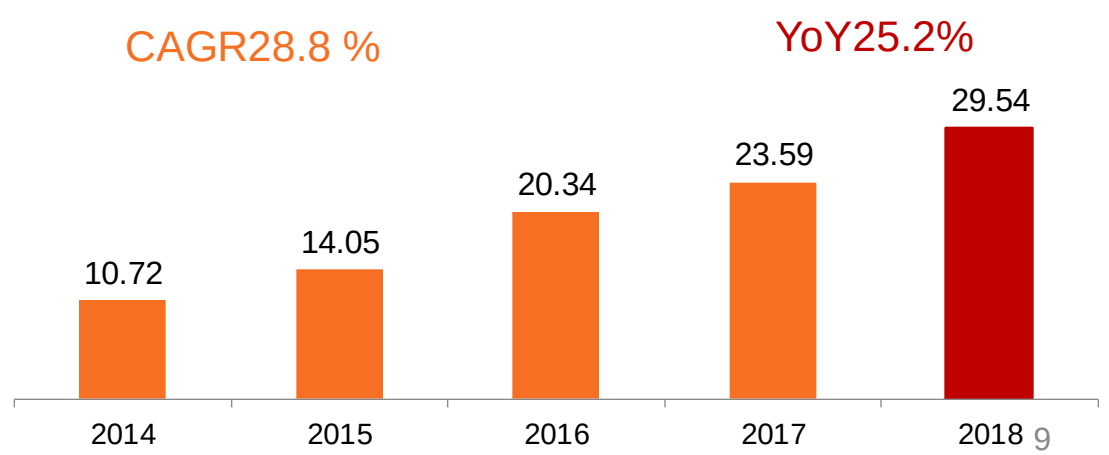
Ѧ Ғ ¸ ¨

ʒ € Ų q Ķ ы



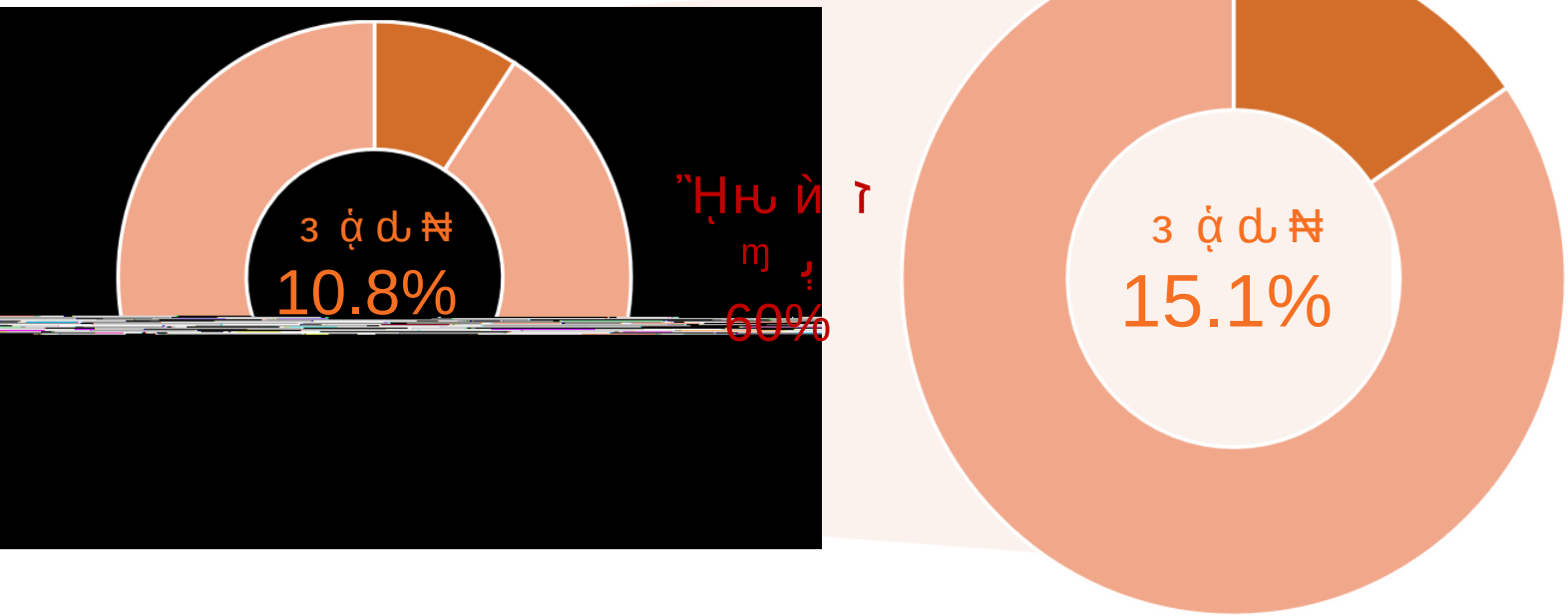
EPS

ʒ € Ų q˛



2.2 ”Ḥнᵕ ỳ ɾ ᵐ ¡ ɛ ᷒

Å 2018 Ẉ ʒ ᴺ ”Ḥнᵕ ỳ ɾ ở ¡ ɛ ᷒ ɛ᷊ Ъ ㄚ ᶻ ẴẪ”O Ƨ ᷎ ᴹ ᷎ ɗ ı ¸ 16 Ķ ы ɛ ɜ ᷎ ɗ ₦ ı 15.1%



”Ḥнᵕ ỳ ɾ ɒ”H

Ƨ ᷎ ᴹ

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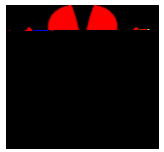
2017 Ẉ
10 Ķ

2018 Ẉ
16 Ķ

Ậ Ẹ

1. ʒ̨ ᴎ ʒ Ụ
2. ك ᴑ ₦ ɳ
3. ў ᴑ ڤ ị̄ ʒ ᾱ̃ ɤ
4. ᷈H° Ʒ ₽

3.1 ﾊ ▌ ｚ ｉ̃ Ủ ε — ｬ ㇀ ｒ ~ ȳ ｍ ｭ



Â ʒ и ɳ ɔ ɒ ｭ ˈ ˜ ɓ ¨ Ȧ ώ ″ Ȯ ∩ ǐ ㄒ ⁼ ｉ̈ Ȧ ◗ Ỵ ỷ ｉ ǎ ｉ ق ʔ ∪ æ ㎐ Ɣ Ě ẓ ɯ ɾ Ṛ Ъ ˛ ｿ ｉ ǎ ㎐ Ծ Ө ệ ʒ ˚ OBJ ᵀ Ă ч Ƙ

Â ᵡ Ά — ᵘ Ọ ˙ ᴿ ｌ ʌ Ệ Ḫ ɥ ˛ ʮ ｉ ɸ ʊ ˡ ḥ ь ㇀ ㎚ ʐ ɳ ﾊ Ḿ ⊥ Ղ ɓ OBJ ɒ F ｷ v h ㏊ ₩ b Ã ȣ Ω ş ψ ﾊ ‰ ʊ ˡ ḥ ь ヶ ‾ ᶻ ɖ ㇀ ⊥ Ղ ɓ Time OBJ BSS ⊥ Ղ ˜ Ḥ ヶ ㇀ ᵾ ţ ⊥ Ղ ヶ ° ´

Â ʒ и ɑ ά ˆ ɒ æ ㎐ ; ω ä ᵀ Ă ч Ƙ ɓ ⁼ ɒ æ ㎐ ; ˝ ΰ AI Ӿ ɓ ｉ ق ʔ ∪ æ ㎐ ; – ｉ Ě ẓ ɯ ª c

Â ₲ ﾊ ㇀ ｒ ˚ ᵾ ᵷ ｉ Ʊ ﾊ ở ｬ ᵷ Φ ў ∩ ᵽ ᵪ h ₩ ă Ӣ ɯ ᵶ ｉ Ţ ở ㎐ w ى ㇉ ˜ ｚ ᵾ ᵘ ɒ ǐ ｒ ɯ e

Â ʒ и ق J OBJ ₲ ﾊ ى ㇉ ᵪ ŭ ᵱ ガ ｉ ˈ Y ㇀ ˇ í 3000 ŕ ᵱ ᵽ ｉ ̈ A ‖ ᵾ ｌ ᵾ ｉ ｬ ª ˈ H ㎐ ᵹ 70 ю ƒ Ķ ⁼ ş ㄖ ώ ě ̈ Ω ̃ Ω ̃ Ḥ

Â Δ ㎐ ε ᵷ Φ APP ㇀ ᵷ ヶ ㇀ " ═ ″ ヶ Ȧ Ꮁ ΰ ǐ ¶ Ĩ ʒ ĭ ´ ｊ ̃ Ά ｢ ㇀ ｉ Ⱥ Ķ ᵷ Φ ヶ ㇀ ヶ ° ´ Ɲ ｉ̣ Ủ ᵮ ẘ ∩ ᴴ ｉ ª ㇀ ă ｉ OBJ ў ∩ ₩ Ã Ṅ ŭ Ẍ ˇ ᵘ ю ɖ ќ ᵕ ᵘ ½ ... ى ㇉ ｉ æ ḅ ｭ ｢ ḥ ь ヽ ∪ ᵷ Φ Ⴒ ⁼ ˛ ɳ ᵷ Φ ヶ

Â ｊ U ㇀ ｒ Ồ ᵪ ᵷ ｭ ｉ ʒ ㍾ ▄ ấ ヶ ۍ ю ⱥ ᵰ ƒ ガ - Ɔ g ệ Ṣ Ґ ʜ ⱥ Ọ

Â ʒ и ⱥ ‰ ▫ ä ̃ Ω ɣ ° ´ ⁼ ｊ U AI ̃ Ą ¨ O ↕ ガ Ӽ ｉ QQ ˛ 0y ق ʔ ∪ ▄ ў ᵀ Ă ჭ ᵻ

Â ʒ и W Ⱪ n ệ Ɔ g Ӌ ∪ ḏ 0y ў ˝ ε IEG ζ ẇ ů ˝ ª ч ф Ě ẓ ɯ ｉ IEG ¡ Ȯ ў ∩ ى ヶ 3 Ẉ ӟ ĭ ♀ ќ ǐ ｒ

Â ẇ ḟ ヶ ㇀ ｒ ŋ ¨ Ḥ ǎ ŭ ẓ ₹ ガ ғ ᵡ ᵘ Ƣ ˙ ¨ Ḥ ' ¨ Ḥ ∠ ᵪ ʌ Ệ ã ₇ ˛ Ⴒ

Â ʒ и ă ㎐ ẇ ḟ ى ㇉ ᵾ ˜ ᶻ Ě ẓ ɯ ʒ и ɳ ɔ ᵴ ㄇ ヶ ㇀ ғ β ⁼ ´ ჭ ᵷ Φ ｊ ̃ Ά ｢ ｉ ă ｉ Ⴒ ẇ ḟ ^ ½ . ᵘ ẇ ḟ ガ g ᵬ ㇀ ｒ

Â ᵽ ~ ᶜ ụ ᵘ ㄇ ^ ĸ ẘ ᵹ ³ ▄ ʔ ∪ ᵀ Ă ｉ Θ ｜ ʒ и Ⴒ ヶ OBJ AI ᶻ Ω ̃ Ω Ⴒ ʜ ĩ ㄒ ｉ Ự ℓ ль ｉ̣ Ä ė ă Ӌ ´ ʌ ī OBJ ᵡ ʏ ₩ Ã

Â ъ ̆ Ⴒ ㇀ ｒ ŋ ᵘ ю ¨ Ḥ æ ʌ Ệ ¨ Ḫ Ⴒ ʒ и ъ Ⴒ ф ʔ ∪ ъ ̆ Ω ф Ķ Ґ Ӌ ɧ ж ｉ ̃ ў ∩

Â ʒ и ʾ H ì OBJ AI Ḫ ᵾ Ỉ ᶻ Ⴒ ガ Ӽ ф ʔ ∪ IDU ε ˝ Ⴒ Ґ ʜ ɒ Ғ ζ ჭ ʒ ъ ᵭ ⁝ ᵱ ｉ в ｜ ʐ ᵮ Ho ª ʌ ᵾ AI ғ β ɜ Ⴒ ｈ X1

Â ʒ и ă ｉ Ґ ʜ ^ ガ ỉ ɜ ᵬ ɧ – _ ″ ŕ Ⴒ ガ Ӽ ｉ ｝ ´ ˉ ɜ ｽ ｲ ў ∩ OBJ ⅂

3.4.1 Ѧ ѕ ɋ ֆ ٭ ٭ ٭

3.4.3 云业务案例

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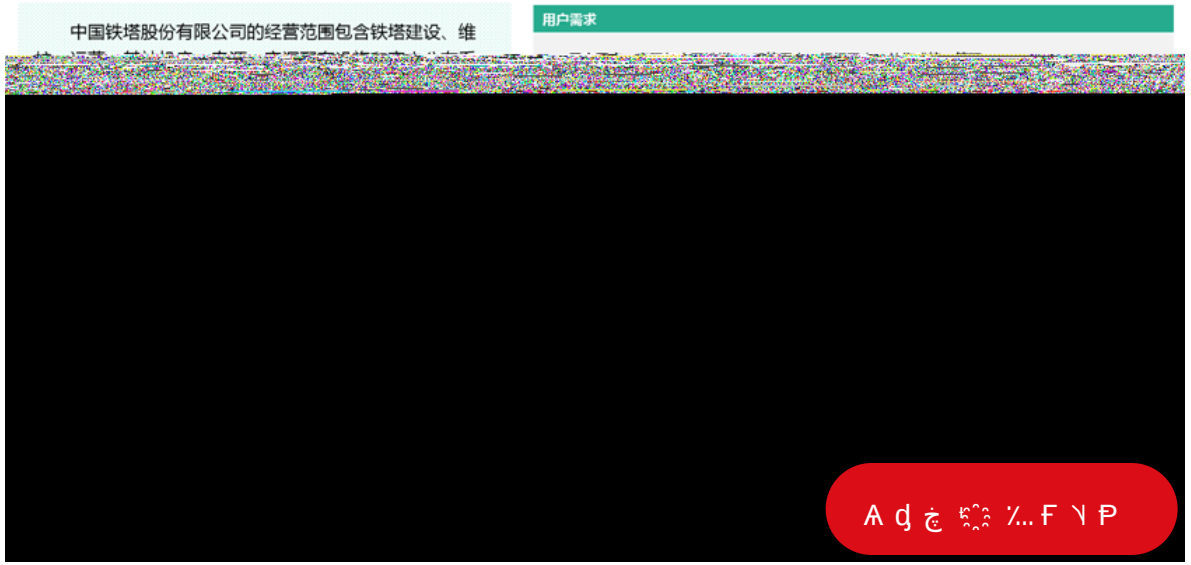
中国铁塔股份有限公司的经营范围包含铁塔建设、维

用户需求



中移在线研发云是中软国际将自身多年敏捷、DevOp实践经验与中移在线业务及软件环境相结合的一站式DevOps平台，中软国际为中移在线提供的从咨询到工具建设的端到端服务，帮助中移在线快速提升业务管理和研发效能。

项目背景：

- 电商大数据平台共计**9个业务系统，61台主机，14个数据库，24TB数据**从AWS迁移至华为云；
- 实现**AWS Linux**向华为云迁移；
- 通过技术手段或拉通华为研发处理

3.6.1 ”Ḥ ⁞ ₡ σ 5G ã ℘ ˇ ч P ℐ ε ѕ Ţ ΐ ŕ ℸ ΄ Y ‴ Ḥ ℧ ⅋

莫斯科

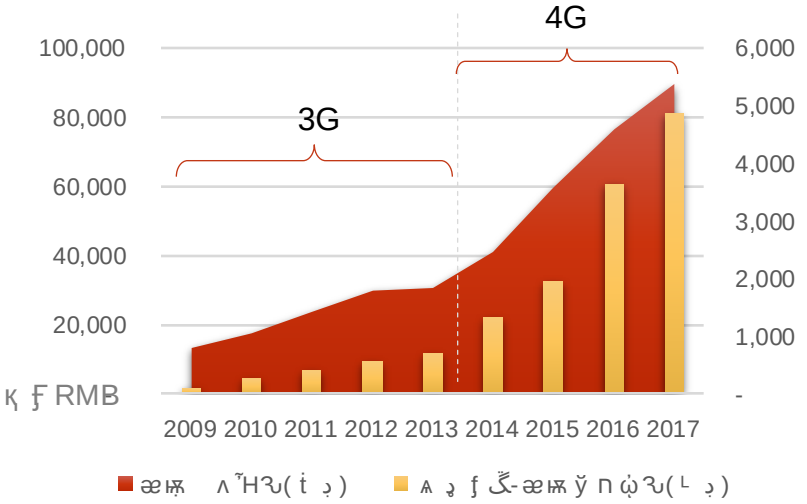
| ī σ ѕ Ţ ΐ ŕ ъ ∃ j 5G ↄ r

Ѧ ī σ ˝ ’H ㄴ ⁝ 5G ᄀ ᄀ
ˈ ῶ ъ ΄H ǎ ɤ ⁝ ѕ Ţ ά

ᵉ ī σ 5G ѡ ”Ḥ ὴ ⁝ ▲ ɾ ε
ṃ ₦ ѕ Ţ ㄅ ὴ ṽ ΄Y ”Ḥ ∩ ᄀ

Å ĸ 3G Ầ Ḋ ı ⅛ Ⴆ À ụ g ʻH ▯ ɾ ѩ ấ
Ф ı Ӟ ф ụ ȝ Ф ᵻ ƀ ɾ ᶻ ∧ ˜ H Ɔ ᴛ ẙ ı
ɻ ţ ᵘ ʏ Ȯ ∩ h ₩ ₔ ɵ ώ ″

Å 5G ấ Ф ʆ ѣ ı ɻ ţ Ȯ ∩ Φ ў ῶ Ȯ ᄀ ᄀ ᴘ
ᷓ ụ ȝ Ф ᵻ ƀ ʻY ᄀ ѫ ᵢ ▯ ∧ ˜ H Ɔ



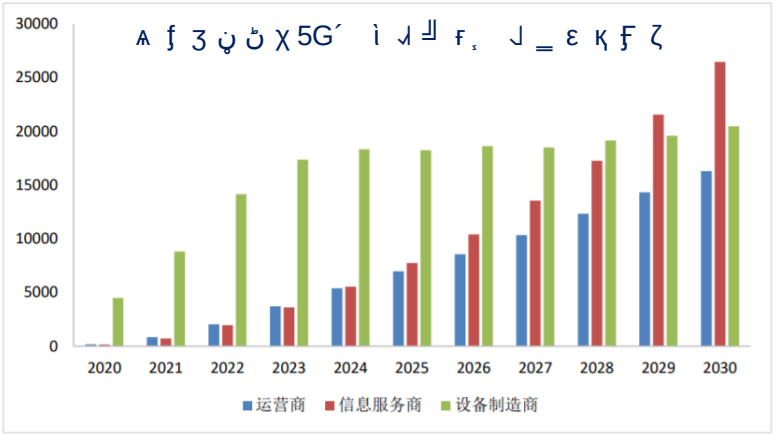
Å SDN(ɻ ţ ḧ Θ ᒧ ᄀ) ⁼ NFV(ᒧ ᄀ ı ΐ ᒐ
Ȯ ρ) ĩ 5G ḫ ѫ ˙ ᄀ ᒧ ᄀ ˊ ᗡ ▯ g ˜

Å 5G Ↄ Ȯ ρ ⁼ ᴜ ȭ ρ ▯ ᒧ ᄀ ″ ═ ∓ ⁞ Ф
ᵻ ì Ɔ Ƶ ɾ ▯ ; ᄀ ᗰ ¯ ı Ḿ ᒧ ᄀ ▯
ṷ ΐ ρ ʁ ª ᄀ ί ώ ˛ ˜ ѫ ɻ ∂ ı ᷉ u ₓ ɻ
˜ Ặ ⊤ ▯ ɻ ţ ˜ Ḥ ʻY

Å : 5G Ṅ ₦ ɾ Ⴆ ώ ě ъ À ▯ Ґ Ӣ Ά Ã ı æ
ḅ ∧ ѫ ▌ ð ḷ Ɔ Ã ▫ ä ᛋ ψ

Å · 5G Ṅ ˜ Ḥ ʻY ∓ ⁞ ▯ ʜ ụ ȝ ı Ĺ Ω ′ ĸ
⁞ ᒐ ▯ Ф ᵻ Ṅ ì Ɔ 5G ᒧ ᄀ ψ

Å ˛ 5G Ṅ Ꝍ ѫ ˡ ˛ ό Ḥ ˙ H å ό ΐ ı Â ḥ
ҷ ǐ ᒧ ᛊ ᴜ ıı i Ṫ ў Ӣ ǐ ᒧ ᛋ Ƶ ɾ



3.6.2 ”Ḥ Ụ Ṕ σ Ѧ ѕ ɖ ڤABCDGI ʒ‟Ḥ Ꮒ ἆ ŭ ㄏ ㄋ ڤ ㄔ

AI - ʒ ṣ ˜ ㄏ

– ị ǎ ŭ χ ㅓ ㅏ / ɡ ㅟ / ị _ ᵛ̦ ˜ ㄏ ㄐ ㄏ ę ᴐ̃ ˜ ᵛ̦ ɡ

ₒ ɾ ẓ ᵛ χ ɾ ₱ ú ǐ ŀ í ú ǐ ị _ ʜ Ķ

ú ǐ Ꮁ ᷊ v ㄏ ˜ ᵛ̦ ɡ ˆ ’ ₩ JF ᵛ̦ ɡ

Ợ ! ᴿ ŀ χ æ ㎞ BATJ ɡ ♭ Ķ Ṫ ú ị ㄟ ᴆ ㄐ

Intelligent Manufacturing - ˜ ㄏ ᷊ ᷊

– ị ǎ ŭ χ Ợ È ㅓ ₩ Ợ ɣ ˇ

ₒ ɾ ẓ ᵛ χ MES Ո Ṫ ў Ѝ ǐ ㄐ Æ ǐ Ẉ ᴶ

Ợ ! ᴿ ŀ χ ɜ ќ Forcam ESI 〒 ụ ɹ ᷉ ᴺ

ɡ ♭ Ķ Ṫ ú ị ㄟ ᴆ

Blockchain - ш ɖ ڀ

ₒ ɾ ẓ ᵛ χ Ợ ℧ Ω Hυ ᵛ̦ ᴾ ˇ ◊ ° ғ -

· ᖘ ᷊ ℧ Ω ㅛ ᷊ ě Ẓ ᷊ ǂ ㄐ

Ợ ! ᴿ ŀ χ ấ Φ ㄐ

5G - ᷊ 5 ʜ ẋ ʒ ἆ ŭ

ₒ ɾ ẓ ᵛ χ ㄣ ᷉ ʒ ị ‟Ѧ ᖘ 5G ㇋ 5G ᵍ 1 ㅛ : ㄐ ㄏ h ᷊ ú ǐ ἐ ‟Ḥ

Ă ㄐ ㄏ Ầ ㅅ ㅛ : ㄐ Ầ ţ ᵀ Ă

Ợ ! ᴿ ŀ χ ᷉ ʒ Ф ᵻ ƀ ƀ Ꮁ ƀ

Cloud ᷊ ᷊ ᷊

– ị ǎ ŭ χ ㅐ ㅐ ᵻ DevOps EIẒ ɾ Ẉ ᴶ ḧ

· Ầ ㅅ ㅐ ƀ ㄏ ㄐ

ₒ ɾ ẓ ᵛ χ ɹ ᷉ ㅐ ` CloudEasy ㅐ ㄱ Ķ BES

Cloud Ẓ ɾ Ầ ㅅ ㄐ

Ợ ! ᴿ ŀ χ æ ㎞ ㅐ ω ä ㅐ MSP ㄐ Ꮆ

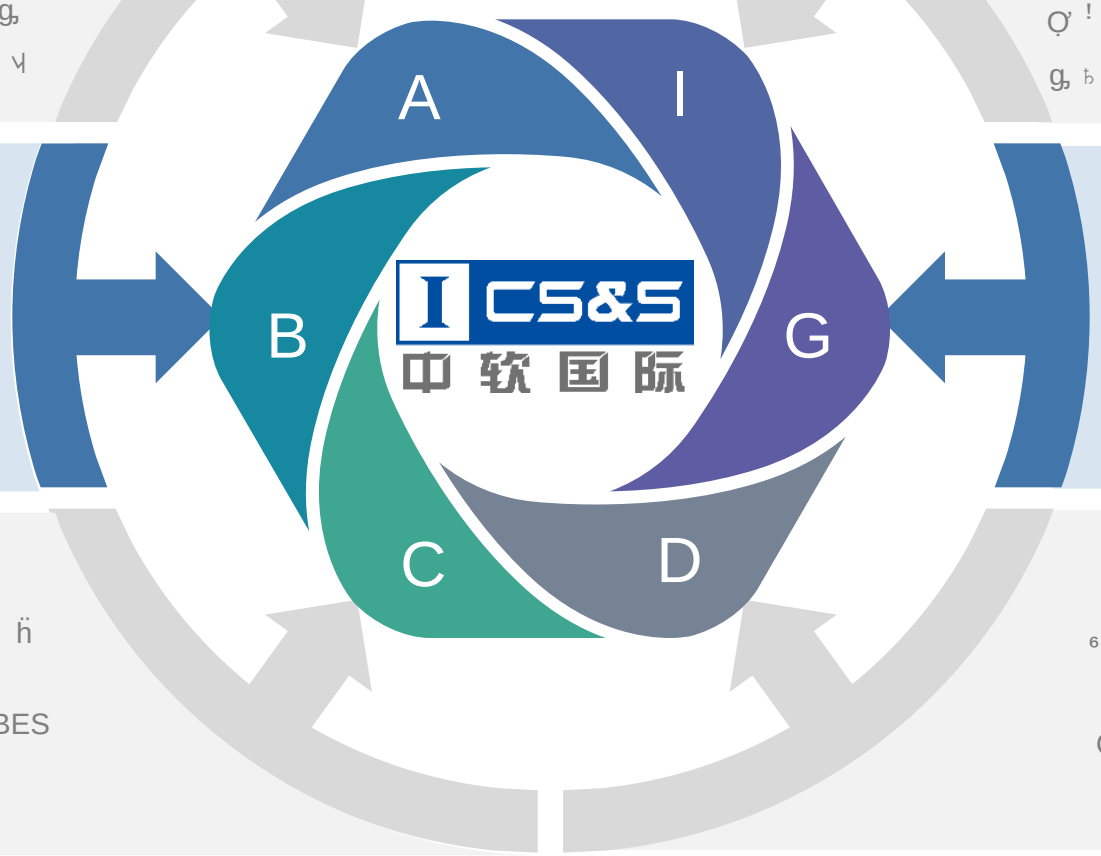
Big Data - ᶎ ᷊ Ạ ”O

ₒ ɾ ẓ ᵛ χ ᶎ ‟Ợ ‟Ω Ẉ ᴶ ‟Ợ ‟Ω ⌂ ㅍ Χ ў ŀ

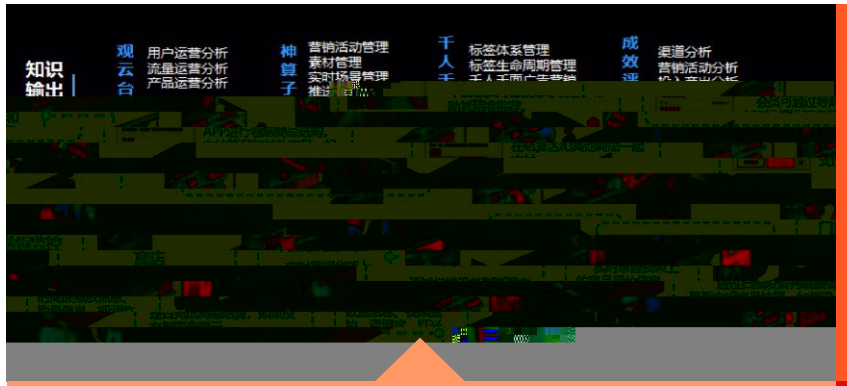
í ㄱ ㅍ ᷊ ᷊ Χ ў ᶎ ‟Ợ ‟Ω OBJ ě Ẓ ƀ ‟Ợ È ó ǐ

ɔ ᷊ DD

Ợ ! ᴿ ŀ χ æ ㎞ BATJ ᷊ ᷊ ẹ ṣ ᷉ ẗ



3.6.3 ش ڜ ð R ˷ ”Ḥ ’ Æ1 σ ʒ ṣ ˜ ㄴ + ш ɖ ʂ ± ˛ + ㄔ Ą”O



A- ʒ ṣ ˜ ㄴ

ΰ ΐ l í ḫ א ΰ ΐ Ⱳ ₩ ʒ ת
ㄴ ΰ ΐ Ⲙ ⲭ ò □ Ą”Ḥ

D- ㄔ Ą”O

ᵑ ᵴ Ƶ ˍ ᵻ ᵶ Ῡ Ω ʻH ḫ א Ỉ Φ Ɣ
ˌ ˌ J ¨ Ⲛ Ḍ ’ Ķ ’ ¯ ă ѽ
Ⱳ Ж Ⲛ Ῡ Ω Ƶ ᵻ

ش ڜ ð R ˷ ”Ḥ ’ Æ
2 2 ƍ ㄔ ɖ ī ى ᒃ

B- ш ɖ ʂ

љ Ỉ Φ ª ν љ ▄ Ⲙ ח ṕ OBJ ʌ
ˮ ת ę ƈ OBJ : ₱ Ṫ Ă

C- ˌ ˌ

Ą ấ ӟ Φ Ƀ Ą ˌ ʌ ˝ ˌ ˌ Ѧ Ⲙ
ˌ ˌ ң Ą ˌ Ⲛ Φ ў ˌ ˌ Ƶ ᵻ

谢谢！

Thank You!