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Edianyun Limited
易點雲有限公司

(Incorporated in the Cayman Islands with limited liability)
(Stock Code: 2416)

VOLUNTARY ANNOUNCEMENT
EDIANYUN AND SINOAGE ENTER INTO A STRATEGIC COOPERATION
AGREEMENT, LEADING AI LARGE LANGUAGE MODEL TECHNOLOGY
EMPOWERING SMALL AND MEDIUM-SIZED ENTERPRISES

This announcement is made by Edianyun Limited (the “**Company**” or together with its subsidiaries, the “**Group**” or “**Edianyun**”) on a voluntary basis to keep the shareholders (the “**Shareholders**”) and potential investors of the Company abreast of the latest business development of the Group.

Strategic Cooperation Agreement

The Company hereby announces that on 22 February 2024, the Group has entered into a strategic cooperation agreement (the “**Strategic Cooperation Agreement**”) with Beijing Sinoage Technology Co., Ltd. (北京信諾時代科技發展有限公司) (“**Sinoage**”).

Pursuant to the Strategic Cooperation Agreement, Edianyun and Sinoage will fully rely on their respective technological and resources advantages to form a comprehensive strategic cooperation relationship with respect to the market expansion of the Microsoft Azure OpenAI product matrix and solutions that Sinoage is licensed to distribute, including, but not limited to, cooperation in relation to GPT-related products and AI products and services to be launched on the Microsoft Azure in the future.

Pursuant to the Strategic Cooperation Agreement, on the basis of the comprehensive strategic cooperation, the parties could further flexibly adopt various possible cooperation models such as product cooperation, project cooperation and equity cooperation in the future. Edianyun will create GPT+ products more suitable for small and medium-sized enterprises through technological expansion and upgrading based on the Microsoft Azure OpenAI GPT products among its approximately 50,000 small and medium-sized enterprise customers and more potential enterprise customers in the future, which have been deeply connected with the Company through its main business, the enterprise office IT subscription business, so as to help small and medium-sized enterprise to build up their AI capabilities. Sinoage will inject technical capabilities and introduce customers into the strategic cooperation between the parties leveraging its long-term cooperation capabilities with Microsoft and its deep technical capabilities and customer resources accumulated in the fields of cloud computing, big data and artificial intelligence, therefore enabling both parties to serve a broader enterprise service market.

Reasons for and Benefits of Entering into the Strategic Cooperation Agreement

The parties have reached the strategic cooperation taking into account the following: (1) the long-term cooperation relationship on Microsoft products between Edianyun and Sinoage and the mutual trust as basis of the parties' cooperation; (2) Edianyun could leverage its deep links with approximately 50,000 small and medium-sized enterprises and more potential enterprise customers in the future developed through its main business, the enterprise office IT subscription business, to further realize the access, application and popularization of AI among small and medium-sized enterprises on the basis of Microsoft Azure OpenAI GPT products and Edianyun's deep insight into the needs of small and medium-sized enterprise customers; and (3) this cooperation will help the Group to introduce more valuable high-value-added products and services based on the links with extensive small and medium-sized enterprises through its enterprise office IT subscription business, which is in line with the long-term business strategic development targets of Edianyun.

The Company is of the view that (1) the terms of the Strategic Cooperation Agreement are on normal commercial terms, and are fair and reasonable; (2) as the largest office IT infrastructure provider in China, Edianyun's AI business segment is committed to empowering the extensive small and medium-sized enterprises to help them build AI capabilities, and this cooperation lays a good foundation for the development of the AI business segment of Edianyun; (3) Edianyun would be able to develop a richer and more competitive product portfolio through this cooperation, which further enhances its customer acquisition capabilities for small and medium-sized enterprises; and (4) through this cooperation, Edianyun would be able to form more high-value product bounding with small and medium-sized enterprise customers, which will contribute to the enhancement of its customer stickiness, the achievement of continuous revenue growth and further improvement in performance, achieving increase in the long-term returns of the Company and its Shareholders.

Information on Sinoage

Sinoage is a limited liability company registered in the People's Republic of China (the "PRC") in 2002 and is an authorized distributor of Microsoft in the PRC. Sinoage has been a core partner of Microsoft since 2002 and has maintained the Microsoft Gold Solution Partner status, as well as held the qualification of ASP (Microsoft Azure Specialization Partner) for Microsoft's cloud infrastructure and database migration. Sinoage became the first enterprise in the PRC certified by Microsoft's AAS (Azure Analysis Services) in 2020, and obtained the certification of Microsoft's "Azure Expert MSP" in 2021. As a wholly-owned subsidiary of INESA Intelligent Tech Inc. (雲賽智聯股份有限公司) (a company listed on Shanghai Stock Exchange, stock code: 600602.SH) under INESA (Group) Co., Ltd. (上海儀電(集團)有限公司), a state-owned enterprise, Sinoage is the pioneer and practitioner in the field of cloud computing and big data. To the best knowledge, information and belief of the Company after making all reasonable enquiries, Sinoage and its ultimate beneficial owner are third parties independent of the Company and its connected persons (as defined in the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited).

By order of the Board
Edianyun Limited
Ji Pengcheng
Chairman and Chief Executive Officer

Beijing, the PRC, 22 February 2024

As at the date of this announcement, the Board comprises Dr. Ji Pengcheng, Mr. Zhang Bin and Mr. Xiang Wang as executive Directors; and Mr. Hong Weili, Mr. Song Shiji, Mr. Wang Jingbo and Ms. Li Dan as independent non-executive Directors.