



# It looks cloudy today

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\$27 B

Revenue run rate

ANNUALIZED FROM Q3 2018

46%

Y/Y growth

Q3 2018 vs. Q3 2017

# State of the cloud

Worldwide market segment share

**AWS /  
51,80%**



Microsoft / 13,30%

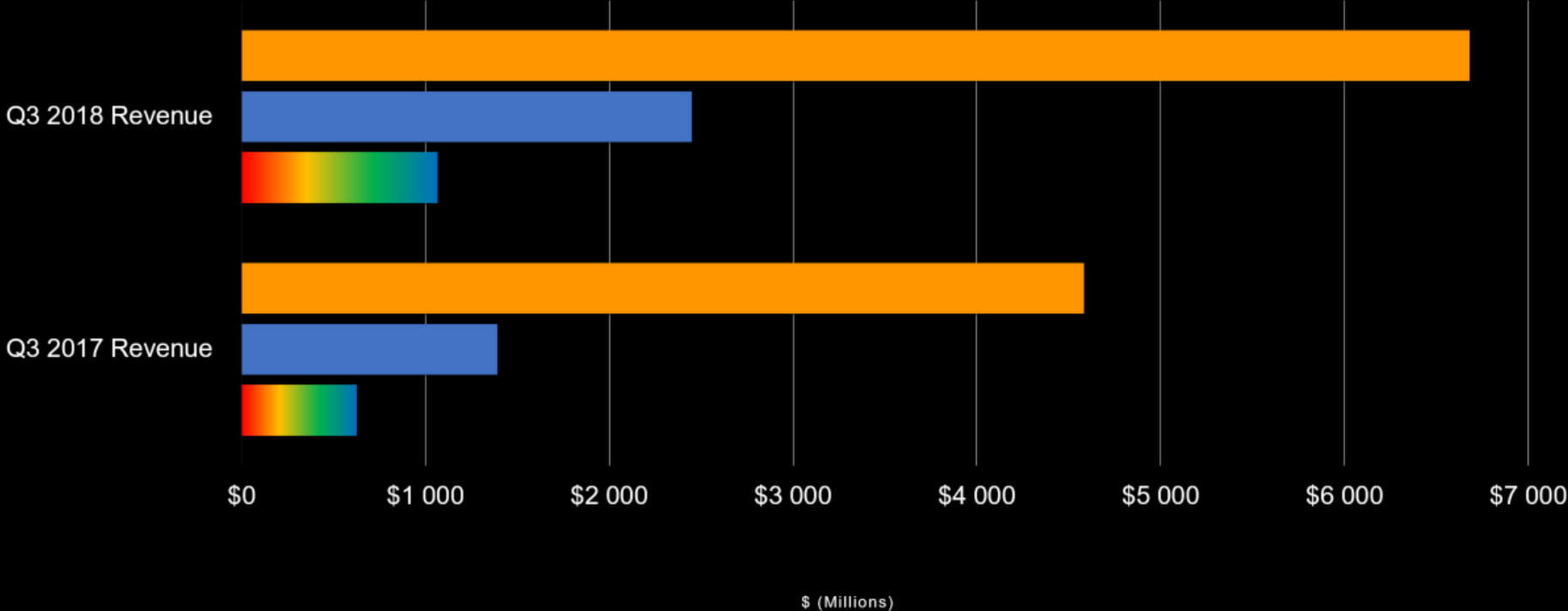
Alibaba / 4,60%

Google / 3,30%

IBM / 1,90%

Other vendors /  
25,0%

# Absolute growth



We're not competitor obsessed,  
we're customer obsessed.

We start with the customer and we  
work backwards.

*- Jeff Bezos, founder of Amazon*



The capital of the world?

NEW YORK

LONDON

PARIS

TOKYO

LOS ANGELES

BEIJING

# Democratization of information

1951 – UNIVAC

Machines handling information

1960 – PDP-1

First (commercial) **interactive** computer

1969 – Internet

Information sharing

1981 – IBM PC

Individual users and **developers**

 1991 – WWW

Linking information easily

2007 – iPhone

Anything, anywhere, any time

2006

2014 – Alexa

Natural communication



# BUSINESS IS LOCAL

# Fast, Faster, Fastest!

**Cars**  
**50 years**

**TV**  
**22 years**

**WWW**  
**7 years**



**3 years**



**19 days**

**Too small to succeed!**

**200 users in a country**

**\***

**200+ countries**

**= Business opportunity**

twitch

# Utilities



# Utilities of the future ... or maybe present ... almost



# DEVELOPERS

**DON'T LIKE HARDWARE**

**DON'T LIKE INFRASTRUCTURE**

# Thank you!



# PARTNERS

