Pricing Principles

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The purpose of this document is to help you understand the pricing principles of HUAWEI CLOUD services and how to estimate possible costs incurred by using HUAWEI CLOUD services. HUAWEI CLOUD provides users with differentiated, cost-effective, and rich cloud services. Based on Huawei's user-centered core concepts and practices, HUAWEI CLOUD provides flexible and customized business models to ensure a good user experience. HUAWEI CLOUD aims to provide simple, transparent, fair, and predictable cloud service prices.

HUAWEI CLOUD provides a series of cloud computing services. Users pay for cloud services based on the actual resource usage and receive economic support throughout the entire customer journey on HUAWEI CLOUD. In addition to cost-effective cloud services, we also provide flexible business models and tool services to continuously help users optimize their return on investment (ROI) and provide users with an optimal purchasing experience. The following sections explain the basic pricing principles of HUAWEI CLOUD services.

### Performance-based Pricing

The pricing of HUAWEI CLOUD services is consistent with the product performance (such as computing capability and storage I/O capability). We take the benchmark tests results for the performance and functions of cloud services and use them as a reference to formulate the specifications and prices of cloud services so that users can enjoy the benefits brought by leading technologies.

### Data-based Precise Pricing

We use the big data platform of HUAWEI CLOUD and business models of different cloud services to continuously analyze different factors of cloud services (such as market segments, user requirements, industry competition, growth scale, and cost changes) to formulate precise cloud service prices. With the continuous growth of HUAWEI CLOUD services and the improvement of our operational efficiency, we will continue to provide cloud services with increased cost-effectiveness to our users.

### Flexible Business Models

HUAWEI CLOUD provides flexible and customized business models to meet the complex and diverse business requirements of users throughout the entire process of migrating services to the cloud. Examples include:

1. Coexistence and migration of traditional services and new services
2. Hybrid deployment of physical devices, private cloud, and public cloud
3. Multiple deployment modes for local data centers (DCs), third-party DCs, and HUAWEI CLOUD regional DCs
Convenient Billing Modes

HUAWEI CLOUD provides pay per use or yearly/monthly subscriptions to meet users' different application scenarios and budget plans. The longer that users commit to using cloud services, the lower the price will be. If users choose a yearly subscription, costs can be reduced by 50% or more. Users can flexibly change the billing mode based on the actual resource consumption.

HUAWEI CLOUD also provides package-based tiered pricing. For example, in terms of object storage and data transmission, we provide tiered prices for capacity packages and traffic packages. The more resources users use, the lower the price they pay per GB. You are advised to purchase the capacity packages or traffic packages based on your estimated resource usage.

Transparent and Fair prices

HUAWEI CLOUD publishes a public pricing solution for cloud services on the official website, where you can find the price details tables for cloud services and description of each billing item. In addition, we provide a Price Calculator and billing scenarios for users to compare prices. You can use the Price Calculator provided by HUAWEI CLOUD to formulate a budget for cloud services. We will notify you of the preferential information, including the price you need to pay and the cost you save for your reference to formulate a plan with the optimal ROI.

Simple Prices

Users can order cloud service packages and cloud service solutions with one click on HUAWEI CLOUD, which simplifies the decision process and helps you build complex service systems quickly. This way, users can configure and purchase the overall solution and enjoy preferential prices of cloud services by yearly/monthly subscription or capacity packages.

Preferential Prices

HUAWEI CLOUD provides various cloud service experiences and promotional activities, including:

1. Experience packages for individual and enterprise users in the Start Here zone, as well as various cloud services at a low-price or for free.
2. Promotional cloud services on a regular basis for users in the Promotion zone.
3. Preferential packages to students in the Promotion zone.
4. A series of free cloud services and user rights to thank them for their support with services of better qualities. By participating in the preceding experience and promotional activities, users can enjoy cloud services with the same functions and performance at a much lower price. When HUAWEI CLOUD launches promotional activities and new products, we will send emails and short messages to remind users in a timely manner. When the validity period of an experience or promotion expires, we will remind users to renew the product or transfer user data.

Predictable Prices

HUAWEI CLOUD periodically provides users with analysis reports, service recommendations, and purchase optimization suggestions based on the specifications,
performance, resource utilization, and purchase methods of cloud services. Users can refer to this information to develop their cloud service construction plans and make purchase decisions based on their service development.
Billable Scenarios for HUAWEI CLOUD Services

Small-Sized Website Architecture

This section provides a billing scenario based on the Price Calculator provided by HUAWEI CLOUD using Elastic Cloud Server (ECS), Elastic Volume Service (EVS), Object Storage Service (OBS), Virtual Private Cloud (VPC), and Relational Database Service (RDS) to construct a common small-sized website. In the scenario, the ECS instance runs on the network and application layers, the OBS performs persistent storage, and the RDS uses the MySQL primary instance.

Cloud Service Usage Plan and Prediction

You can monitor the daily usage of your applications to better understand and predict pricing. For example, you can review the daily usage patterns to understand how your applications process traffic, trace the actual number of clicks on the website in each hour, track the number of running instances in each hour, sum up the number of clicks within each hour in a day, check the number of running ECS instances every hour, and then calculate the average
number of ECS instances. You can use the number of daily clicks and the average number of instances to perform plan and prediction.

**ECS Cost Analysis**

The following table lists the ECS billing items and parameters:

<table>
<thead>
<tr>
<th>Parameters of Billing Items</th>
<th>Usage</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECS instance specifications:</td>
<td>General 2-core 4 GB</td>
<td>1 month</td>
</tr>
<tr>
<td>General 2-core 4 GB</td>
<td></td>
<td>A monthly subscription is cheaper than pay per use.</td>
</tr>
<tr>
<td>ECS system disk: High I/O</td>
<td>40 GB</td>
<td>Default capacity, which can be changed.</td>
</tr>
<tr>
<td>ECS data disk: High I/O</td>
<td>100 GB</td>
<td>Default capacity, which can be changed.</td>
</tr>
<tr>
<td>ECS data transmission: 1 Mbit/s static BGP fixed bandwidth</td>
<td>1 month</td>
<td>The bandwidth utilization is higher than 30%. A monthly subscription with fixed bandwidth will be cheaper than a traffic package.</td>
</tr>
<tr>
<td>Total number of ECS instances</td>
<td>2</td>
<td>Load-sharing HA architecture</td>
</tr>
<tr>
<td>Number of public IP addresses of ECS</td>
<td>1</td>
<td>Two instances share one public IP address and use monthly subscription of the BGP fixed bandwidth for data transmission, including fees for the public IP address.</td>
</tr>
</tbody>
</table>

The following table provides a sample calculation of the total ECS fees:

<table>
<thead>
<tr>
<th>Billing Item</th>
<th>Formula</th>
<th>Fee Calculation (CNY)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECS instance</td>
<td>Instance unit price x Usage duration</td>
<td>¥182.2 x 1 = ¥182.2</td>
</tr>
<tr>
<td>EVS system disk</td>
<td>EVS unit price x Capacity x Usage duration</td>
<td>¥0.35 x 40 x 1 = ¥14</td>
</tr>
<tr>
<td>EVS data disk</td>
<td>EVS unit price x Capacity x Usage duration</td>
<td>¥0.35 x 100 x 1 = ¥35</td>
</tr>
<tr>
<td>VPC</td>
<td>Data transmission: Unit price of the transmission bandwidth x Usage duration Public IP address: ¥0</td>
<td>¥18.4 x 1 = ¥18.4</td>
</tr>
<tr>
<td>Sum</td>
<td>(¥182.2 + ¥14 + ¥35 + ¥18.4) x 2</td>
<td>¥249.6</td>
</tr>
</tbody>
</table>

**RDS Cost Analysis**

The following table lists the RDS billing items and parameters:
Parameters of Billing Items | Usage | Notes
---|---|---
RDS instance specifications: MySQL primary instance (one-core, 4 GB) | 1 month | A monthly subscription is cheaper than pay per use.
RDS storage: primary instance storage, high I/O | 100 GB | Default capacity, which can be changed.

The following table provides a sample calculation of the total RDS fees:

<table>
<thead>
<tr>
<th>Billing Item</th>
<th>Formula</th>
<th>Fee Calculation (CNY)</th>
</tr>
</thead>
<tbody>
<tr>
<td>RDS instance</td>
<td>Instance unit price x Usage duration</td>
<td>¥211 x 1 = ¥211</td>
</tr>
<tr>
<td>RDS storage</td>
<td>RDS storage unit price x Capacity x Usage duration</td>
<td>¥0.35 x 100 x 1 = ¥35</td>
</tr>
<tr>
<td>Sum</td>
<td></td>
<td>(¥211 + ¥35) x 1 = ¥246</td>
</tr>
</tbody>
</table>

**OBS Cost Analysis**

The following table lists the OBS billing items and parameters:

<table>
<thead>
<tr>
<th>Parameters of Billing Items</th>
<th>Usage</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>OBS storage capacity: Standard storage</td>
<td>2 TB</td>
<td>Billing by capacity package is cheaper than pay per use.</td>
</tr>
<tr>
<td>OBS storage request operation</td>
<td>1 million times</td>
<td>PUT/COPY/POST/LIST/GET and other request operations are charged. DELETE operations are free of charge.</td>
</tr>
<tr>
<td>OBS traffic</td>
<td>N/A</td>
<td>The website uses ECS to transmit data externally. ECS uses a monthly subscription for the fixed bandwidth of 1 Mbit/s. The internal traffic between OBS and ECS is not charged.</td>
</tr>
</tbody>
</table>

The following table provides a sample calculation of the total OBS fees:

<table>
<thead>
<tr>
<th>Billing Item</th>
<th>Formula</th>
<th>Fee Calculation (CNY)</th>
</tr>
</thead>
<tbody>
<tr>
<td>OBS storage capacity</td>
<td>Unit price of storage capacity package x Usage duration</td>
<td>¥276 x 1 = ¥276</td>
</tr>
</tbody>
</table>

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<table>
<thead>
<tr>
<th>Billing Item</th>
<th>Formula</th>
<th>Fee Calculation (CNY)</th>
</tr>
</thead>
<tbody>
<tr>
<td>OBS storage request operation</td>
<td>Number of monthly request operations</td>
<td>¥0.01 x 100 = ¥1</td>
</tr>
<tr>
<td>OBS traffic</td>
<td>¥0</td>
<td>¥0</td>
</tr>
<tr>
<td>Sum</td>
<td></td>
<td>(¥276 + ¥1) x 1 = ¥277</td>
</tr>
</tbody>
</table>

**ECS Experience Package Cost Analysis**

For small-sized websites, we provide the preceding ECS configurations packaged with the ECS EVS, and VPC instances. This preferential package can be ordered with one click at a 50% discount and the preferential price is ¥249.6 x 50% = ¥124.8. You can purchase the ECS, EVS, and VPC services on a monthly basis.
4 Price Description of HUAWEI CLOUD Services

- Elastic Cloud Server Price Description
- Dedicated Computing Cluster Price Description
- Cloud Container Engine Price Description
- Workspace Price Description
- Content Delivery Network Price Description
- Elastic Volume Service Price Description
- Dedicated Distributed Storage Service Price Description
- Object Storage Service Price Description
- Scalable File Service Price Description
- Volume Backup Service Price Description
- Data Encryption Workshop Price Description
- MapReduce Service Price Description
- Virtual Private Cloud Price Description
- Elastic Load Balance Price Description
- Direct Connect Price Description
- Virtual Private Network Price Description
- Bare Metal Server Price Description
- Relational Database Service Price Description
- Distributed Cache Service Price Description
- Simple Message Notification Price Description
- Document Database Service Price Description
- Distributed Message Service Price Description