
广东省AI科技企业合作名录

GUANGDONG AI TECH ENTERPRISE COOPERATION DIRECTORY

面向全球商学院人才与青少年 · FOR GLOBAL BUSINESS SCHOOL TALENT & YOUTH

2025 EDITION

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自动驾驶 / Autonomous Driving

· 百度Apollo

Baidu Apollo

· 小马智行

Pony.ai

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机器人 / Robotics

· 优必选科技

UBTECH

· 大疆创新

DJI

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内容平台 / Content Platform

· 字节跳动

ByteDance

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Tencent

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· 小鹏汇天

XPENG Heitech

· XbotPark机器人基地

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ICT基础设施 / ICT Infra

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生命科学 / Life Sciences

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BGI Genomics

百度Apollo

Baidu Apollo (Autonomous Driving Open Platform)

成立 / FOUNDED

2017

核心价值 / CORE VALUE

China's earliest major AI player; top global autonomous driving patents. "Apollo Go" — world's largest Robotaxi service platform, covering 10+ cities including Beijing, Shanghai, Shenzhen, Wuhan.

参访亮点 / VISIT HIGHLIGHTS

- Apollo Park: "vehicle-road-cloud-map" integrated architecture
- Robotaxi fully driverless test ride
- Dialogue with operations lead: unit cost, efficiency, user feedback

全球地位 / GLOBAL STATUS

World's leading L4 autonomous driving open platform; China's first fully driverless permit.

战略命题 / STRATEGIC TOPICS

- L4 commercialization bottleneck: cost, policy, or technology?
- China-US route comparison: Waymo vs Apollo
- Open ecosystem vs Huawei's vertical integration

关键词 / KEYWORDS

Autonomous driving

V2X

Robotaxi

L4 commercialization

Open ecosystem

小马智行

Pony.ai (Global Robotaxi Leader)

成立 / FOUNDED

2016

核心价值 / CORE VALUE

Sole operator with licenses across all four top-tier cities; 2,000+ km² coverage. Robotaxi + Robotruck dual-engine strategy; 70M+ km autonomous road test mileage. First to achieve unit profitability (UE positive) in Guangzhou & Shenzhen.

参访亮点 / VISIT HIGHLIGHTS

- Nansha/Beijing operations center: evolution to driverless
- 7th-gen Robotaxi test ride: complex intersections
- 7th-gen production: 100% automotive-grade, 70% cost reduction
- UE positive model, 2027 cost target below RMB 230,000

全球地位 / GLOBAL STATUS

First global Robotaxi IPO (Nasdaq 2024); first paid driverless services in all four Tier-1 cities.

战略命题 / STRATEGIC TOPICS

- Has the commercialization tipping point arrived?
- Unit economics (UE) for autonomy: key variables
- Asset-light co-building model vs asset-heavy
- Global expansion: Singapore, UAE, South Korea, Luxembourg

关键词 / KEYWORDS

Robotaxi

Fully driverless

UE positive

Co-building model

Virtual driver

7th-gen mass production

优必选科技

UBTECH (Humanoid Robot Leader)

成立 / FOUNDED

2012

核心价值 / CORE VALUE

Walker series to small education robots; covering AI education, smart logistics, commercial service, home companionship.

参访亮点 / VISIT HIGHLIGHTS

- Interact with Walker X: handshake, dialogue, interaction
- R&D center/production line: servo actuators, sensors
- Dialogue on deployment in industry, logistics, elderly care

全球地位 / GLOBAL STATUS

China's humanoid robot leader; "First Humanoid Robot Stock" on HKEX (2023).

战略命题 / STRATEGIC TOPICS

- ROI model for mass humanoid robot adoption
- In-house vs outsourced core components
- Differentiation vs Tesla Optimus & Xiaomi CyberOne

关键词 / KEYWORDS

Humanoid robot

Walker X

Servo actuator

AI education

Scenario deployment

Human-robot collaboration

字节跳动

ByteDance (Global Content Platform)

成立 / FOUNDED

2012

核心价值 / CORE VALUE

Algorithm-driven super content platform; "Context, not Control"; OKR; flat agile organization. 2.5B+ MAU across Douyin/TikTok, Toutiao, Feishu.

参访亮点 / VISIT HIGHLIGHTS

- Shenzhen HQ smart office & Feishu collaboration scenarios
- Dialogue with HR/OD lead: "ByteStyle" in action
- Globalization case study: geopolitics & data compliance

全球地位 / GLOBAL STATUS

World's most valuable tech unicorn; 2.5B+ MAU globally.

战略命题 / STRATEGIC TOPICS

- ▶ "Context, not Control" across 150k+ global employees
- ▶ From Toutiao to TikTok: repeatable globalization playbook
- ▶ OKR execution: what's fundamentally different?

关键词 / KEYWORDS

Recommendation algorithm

Content ecosystem

Global organization

Agile management

TikTok globalization

Context not Control

腾讯

Tencent (Digital Ecosystem Giant)

成立 / FOUNDED

1998

核心价值 / CORE VALUE

QQ to WeChat; social, payments, gaming, cloud, investments. "User-focused, Technology for Good." WeChat: 1.38B+ MAU; RMB 640B+ revenue.

参访亮点 / VISIT HIGHLIGHTS

- Tencent Seafront Tower: product evolution showcase
- IoT + AI smart office experience
- Dialogue on horse race mechanism, internal innovation, To B

全球地位 / GLOBAL STATUS

WeChat: 1.38B+ MAU; RMB 640B+ revenue; dominant digital ecosystem.

战略命题 / STRATEGIC TOPICS

- Sustaining innovation: pros & cons of horse race mechanism
- WeChat's restraint vs ByteDance's aggression
- Key drivers behind To B (cloud) strategic pivot

关键词 / KEYWORDS

Social ecosystem

WeChat ecosystem

User insight

Horse race mechanism

To B transformation

Technology for Good

大疆创新 & 大疆科创学院

DJI & DJI Academy

成立 / FOUNDED

2006

核心价值 / CORE VALUE

From flight control to consumer/agriculture/industrial drones; engineering culture + design aesthetics. RMB 100B+ hidden champion.

参访亮点 / VISIT HIGHLIGHTS

- Flagship store & innovation center: drone/RoboMaster show
- Hands-on drone piloting experience
- Dialogue on RoboMaster & engineering talent system
- B2B solutions: agriculture, surveying, public safety

全球地位 / GLOBAL STATUS

70%+ global consumer drone market share; RMB 100B+ hidden champion.

战略命题 / STRATEGIC TOPICS

- Second growth curve: industrial & autonomous vehicles
- Supply chain & overseas strategy amid geopolitical risks
- Can the Academy scale hard-tech founder education?

关键词 / KEYWORDS

Drones

Imaging technology

Engineering academy

Engineering culture

Flight control

Second growth curve

小鹏汇天

XPENG Heitech (Flying Car)

成立 / FOUNDED

2013

核心价值 / CORE VALUE

Flying car pioneer in the low-altitude economy ecosystem. Incubated by XPENG Motors, pioneering the integration of automotive and aviation technology.

参访亮点 / VISIT HIGHLIGHTS

- Traveler X3 prototype ground static experience
- Dialogue on airworthiness certification, technology roadmap
- Low-altitude economy policy: Shenzhen/Guangzhou pilot

行业地位 / INDUSTRY STATUS

Asia's only successful crewed flying car trial; leader in low-altitude economy.

战略命题 / STRATEGIC TOPICS

- Commercialization barriers: airworthiness, cost, infrastructure
- Low-altitude economy: trillion-yuan blueprint or niche market?
- "Car + aircraft" integration: brand extension or distraction?

关键词 / KEYWORDS

Flying car

Low-altitude economy

Airworthiness certification

eVTOL

Traveler X3

XbotPark机器人基地

XbotPark Robotics Base (Hard-Tech Startup Incubator)

成立 / FOUNDED

2014

核心价值 / CORE VALUE

Unique "mentor + student + supply chain" model; full-stack support: technology, funding, supply chain, branding. Cases: Narwal, ePropulsion, EcoFlow.

参访亮点 / VISIT HIGHLIGHTS

- Incubator space, labs, pilot lines
- Dialogue with incubated teams: idea to product journey
- Narwal case study: from last-mile settlement to explosive growth

行业地位 / INDUSTRY STATUS

China's "Whampoa Military Academy" for hard-tech incubation; 60+ startups, ~80% survival rate.

战略命题 / STRATEGIC TOPICS

- What differentiates XbotPark from YC and local incubators?
- Songshan Lake + HKUST + GBA manufacturing: replicable?
- Selection & empowerment in high-failure-rate hard-tech

关键词 / KEYWORDS

Hard-tech incubation

Supply chain empowerment

New engineering education

Narwal

Li Zexiang model

Innovation & entrepreneurship

华为技术有限公司

Huawei Technologies Co., Ltd.

成立 / FOUNDED

1987

核心价值 / CORE VALUE

From distributor to global tech giant: organizational evolution & strategic resilience. "Focus and Unity"; customer-centric, struggle-oriented.

参访亮点 / VISIT HIGHLIGHTS

- Songshan Lake European Town
- Huawei University: "extreme survival" amid decoupling
- Dialogue: 5G+AI ROI in industrial internet, smart cities
- Governance: rotating chairman, employee ownership

全球地位 / GLOBAL STATUS

Global ICT infrastructure & smart device leader; leading 5G core patents.

战略命题 / STRATEGIC TOPICS

- Post-sanctions "de-Americanization": chips, EDA, OS
- Rotating CEO system: replicable in other large firms?
- HI vs Smart Selection: helping carmakers build cars

关键词 / KEYWORDS

5G

Cloud computing

Kirin chip

HarmonyOS

Combinatorial innovation

Extreme survival

Rotating chairman

华大基因

BGI Genomics

成立 / FOUNDED

1999

核心价值 / CORE VALUE

From 1% of Human Genome Project to fully proprietary domestic sequencing systems.
Covering reproductive health, oncology, infectious diseases, multi-omics big data.

参访亮点 / VISIT HIGHLIGHTS

- Shenzhen National GeneBank: "Book of Life" repository
- Sequencing lab: DNBSEQ-T7 automated operation
- "Huoyan Lab" emergency response & global COVID-19 deployment

全球地位 / GLOBAL STATUS

World's top genomics research center; one of the largest gene sequencing institutions globally.

战略命题 / STRATEGIC TOPICS

- ▶ Domestic substitution: BGI vs Illumina – patents & competition
- ▶ To G (public health) vs To C (consumer testing) trade-offs
- ▶ Gene big data: gold mine or liability? Ethics & regulation

关键词 / KEYWORDS

Gene sequencing

National GeneBank

Domestic sequencer

Huoyan Lab

Precision medicine

Human Genome Project

合作启航

START THE COOPERATION

连接全球商学院人才与广东AI科技生态

Connecting Global Business School Talent with Guangdong's AI Tech Ecosystem

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