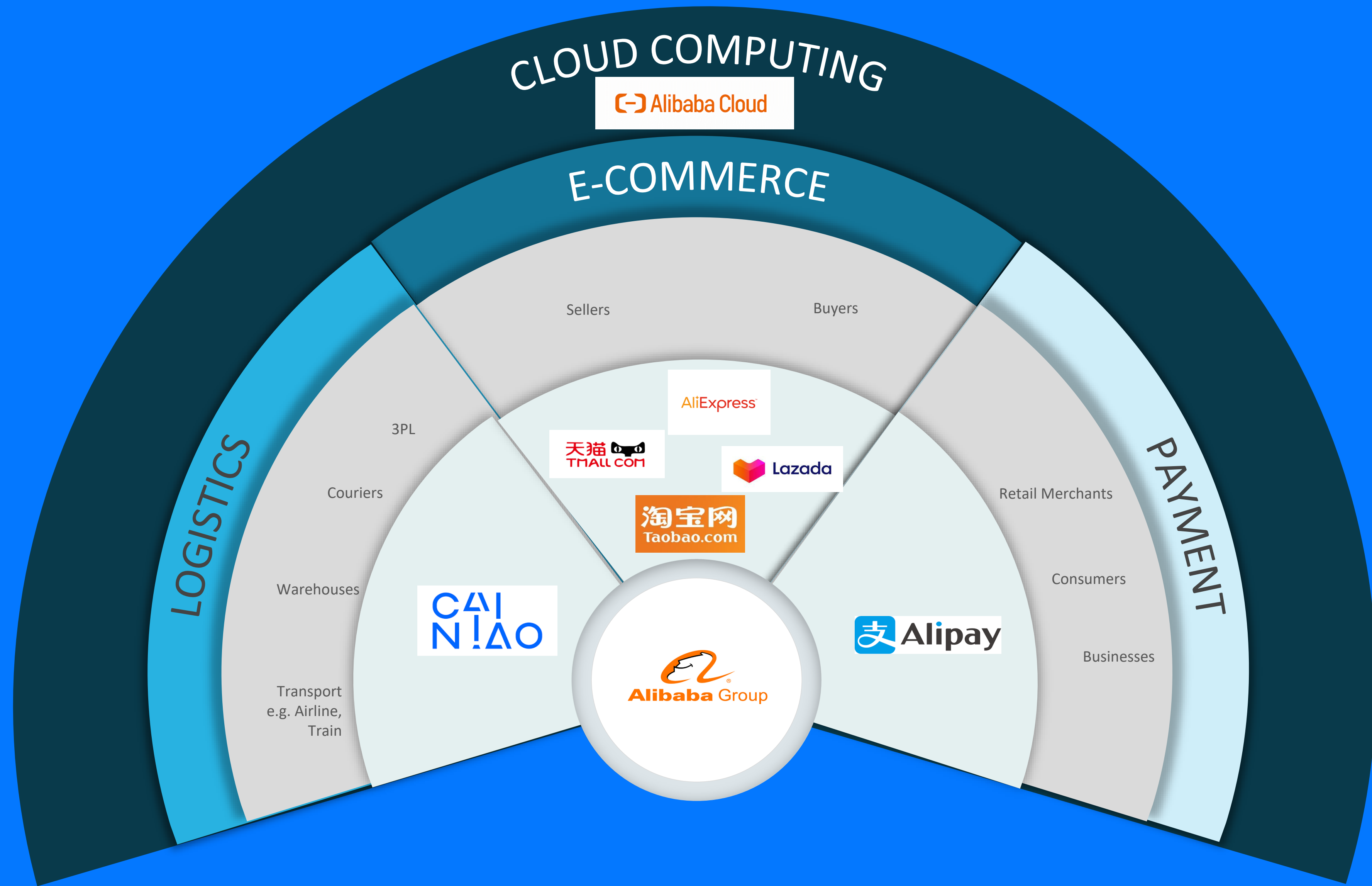


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Alibaba's Ecosystem



Alibaba Ecosystem forming the key foundation for businesses



Logistics

224 countries and regions

170M daily package volume

3M+ courier personnel

3000+ logistics partners

33 countries & 142 ports for
first mile pickup*

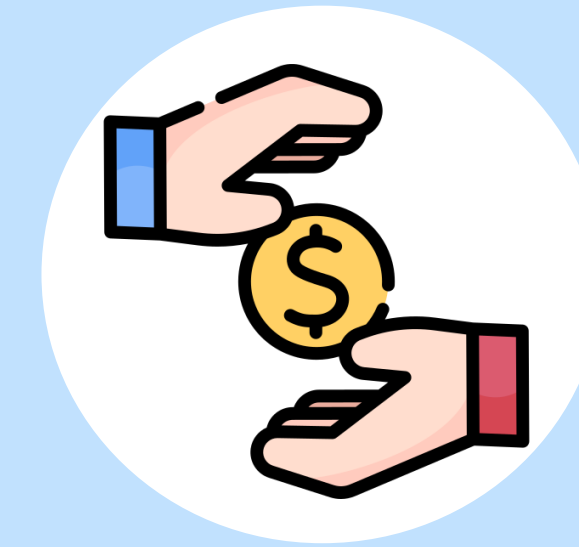


E-Commerce

666M consumers

4.82 trillion RMB GMV in
FY2018

36.81M incremental job
contribution



Payment

60M merchants

870M customers

200+ countries and
regions



Cloud

1M+ users

3.25M per second – peak
capacity in creating
transactions

200+ countries and
regions

AliExpress



Worldwide e-commerce retail sales 2020 vs 2019: +27,6% ₁

Worldwide E-commerce 2024: \$6,4 billones, with 4.900M of buyers online₂



47M ₃	76% ₄	25M ₄	\$32.900M (11%) ₄	36% (3 ^{er} Worldwide on 2021) ₅
Population total	% penetration e-commerce	Buyers Online (16-70 years old)	Sales e-commerce 2020	Growth e-commerce

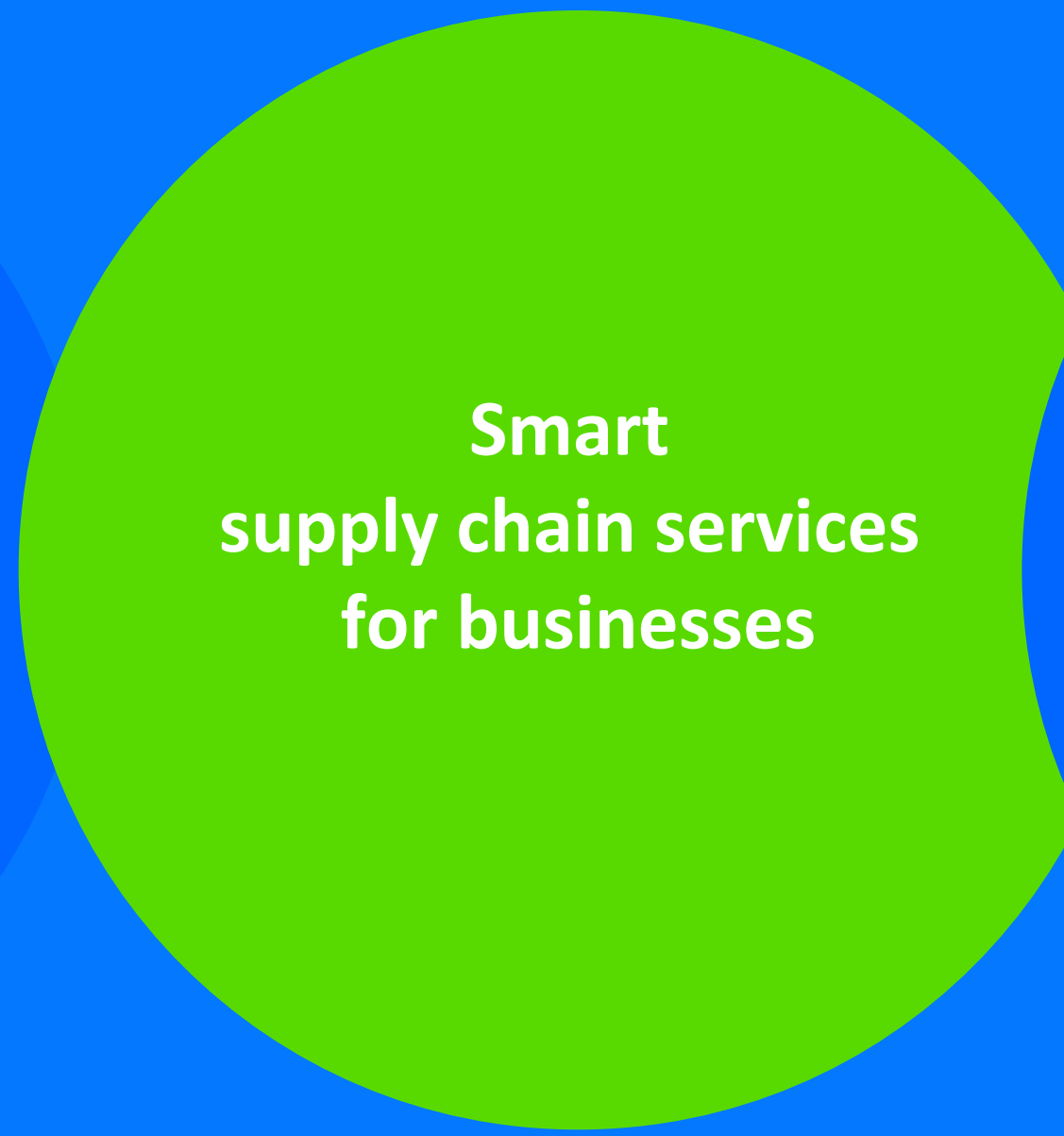
1, 2 y 5 DATA of eMarketer
3 National Institute of Statistics
4 Annual study of e-commerce 2021 – IAB y Elogia

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Our Vision



Our Mission

24-hour

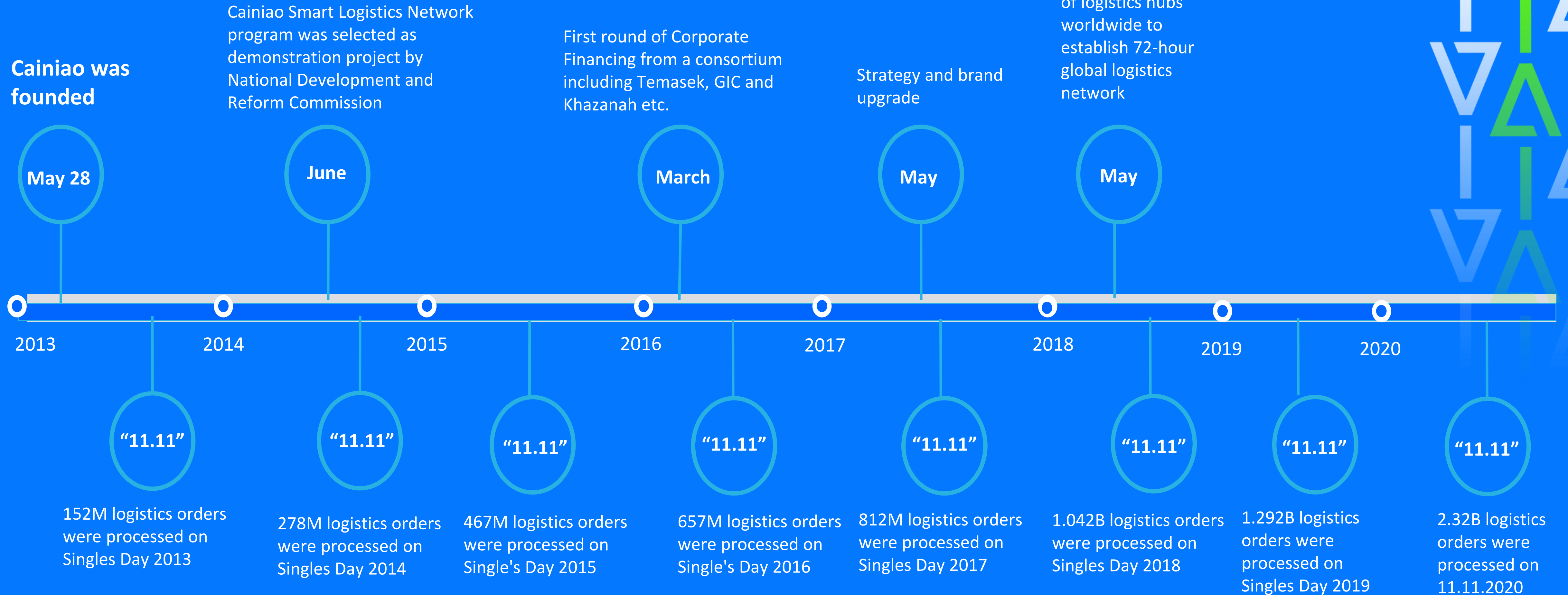
China Nationwide Delivery

72-hour

Worldwide Delivery



Key Milestones and Achievements



Cainiao International Network



Coverage

224⁽¹⁾

countries and regions

Dedicated Warehouses

250+⁽¹⁾

Cross-border Partners

100+⁽¹⁾

Global Fulfillment Network
Global Delivery Network
Global Custom Clearance Capabilities



Launched 1st regular intercontinental airline, serves as the only e-commerce intercontinental airline, shortening delivery time from 1 month to 5 days from China to Europe.

14 Global Fulfillment Center (GFC)
Los Angeles, Madrid, Frankfurt, Sydney, Oakland, Seoul, Hong Kong etc.

Established direct connections with main domestic import-export ports , with capacity of instant custom clearance and direct foreign custom access.

Next-day delivery available under Bonded Fulfillment Center (“BFC”) model Clearance system connected to China Customs in China's Top 10 ports

Notes:
(1) As of March 2018

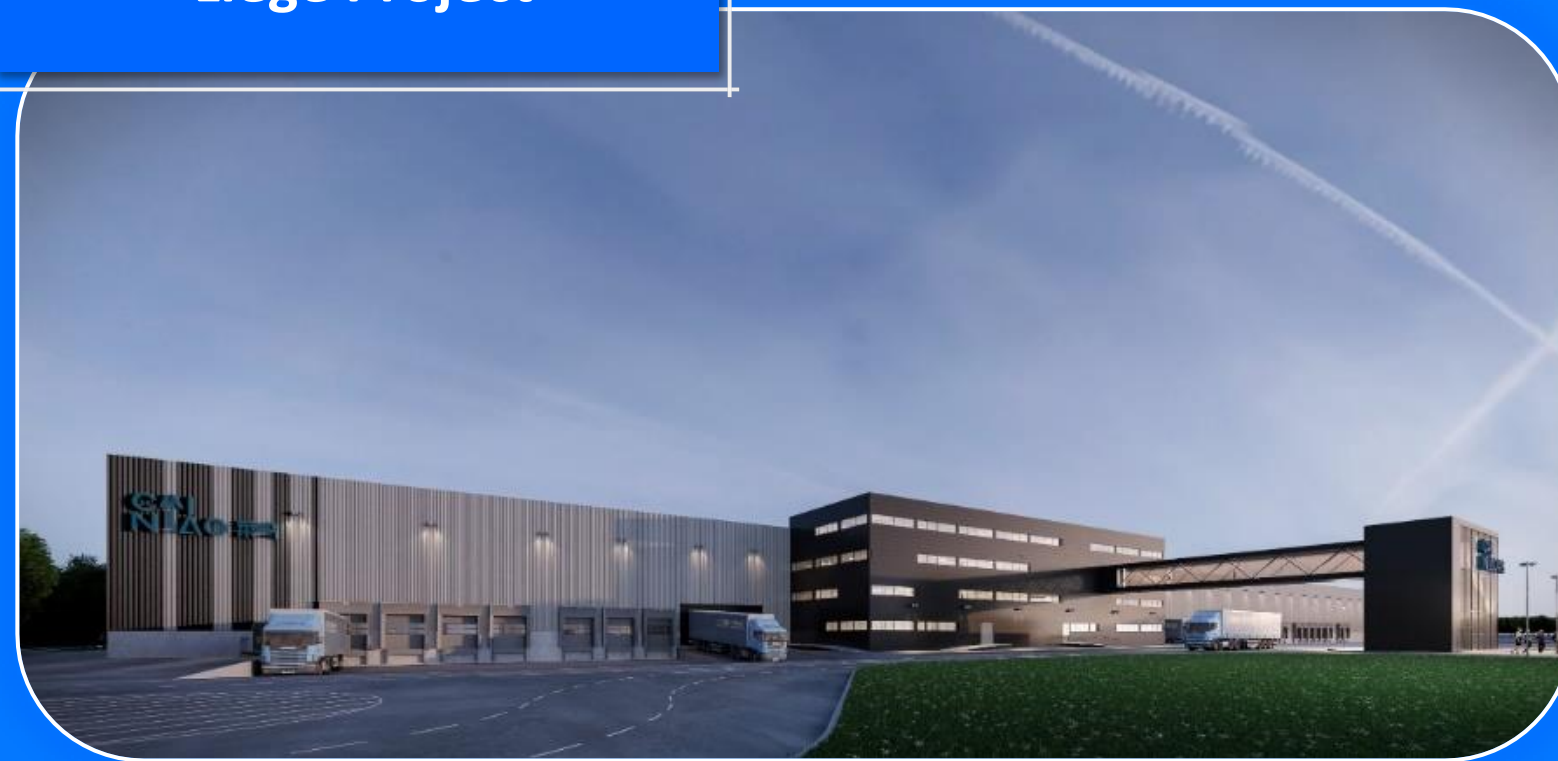
Cainiao International Network: Regional e-Hubs as Gateways



Kuala Lumpur Project



Liege Project



Hong Kong Project



Technology Innovation



E-shipping Label



Future Park



Automatic Warehouse



Smart Vehicle



Intelligent House Bill



Drones



Cainiao Locker System



Express Tower

CSR- Green initiative

- Cainiao's updated green campaign, the company today reiterated its commitment to reducing its environmental impact.
- As part of the green initiative, other Alibaba business units such as Tmall, Taobao and Hema (now also known for Freshippo) supermarket pledged to increase the use of recycled and biodegradable packaging, while millions of mom-and-pop stores that are part of Alibaba's Ling Shou Tong initiative would commit to reusing sturdier delivery boxes.



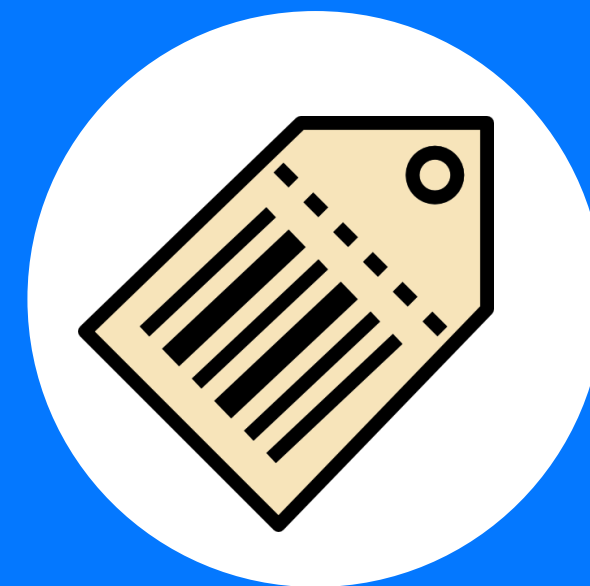
Green Fleets

To deploy new-energy delivery vehicles in 100 cities



Box Selection Algorithm

Smart packaging technology to reduce carbon footprint of 5B boxes



E-Shipping Labels

Use of electronic shipping labels on more than 40B parcels in China, saving over 1B pieces of paper or the equivalent of more than 3M trees



Smart Routing

Using AI algorithm for route planning to reduce journey distances by 30% in rural areas benefiting 40,000 villages



Cainiao Post Stations

Each community-based Cainiao Post collection points will include recycling stations for users to dispose of recyclable/ biodegradable boxes from their purchases



Thank You

