

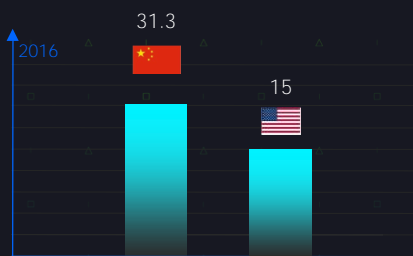
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Cainiao Network: Building Global "New Logistics"

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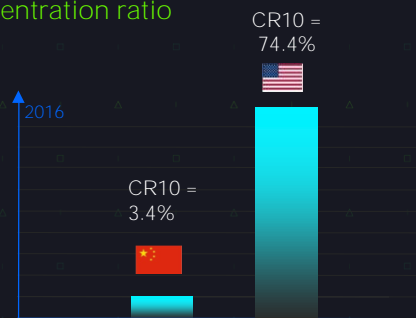
Logistics Ecosystem in China

Volume



Number of parcels in Billion

Concentration ratio



Percentage %

Logistics Challenges in China

key challenges



Empower the logistics ecosystem

Cainiao's Goal and Mission

Goal

72-hour
Worldwide delivery

24-hour
China nationwide delivery

Mission

For consumers:
Ultimate experience

For Merchants:
Smart supply
chain services

For Partners:
Technology and
innovation driven
platform for
social collaboration

New Logistics

- ▶ • Digitization of logistics elements
- Enabling traditional eCommerce logistics
- Global network
- ▶ • New Retail requires new logistics
- Interconnection between e-commerce and logistics

Cainiao E-shipping Label, penetration 81% in China



Shipping accuracy **99.9+%**
 Cost Saving: \$ **100M/year**

E-shipping label's heat sensitive printing
 saved \$ **200 Million /year**

Paper Saving: \$ **120M/year**
 Equivalent to **50000+ trees**

Emerging New Logistics Demand in Chinese Daily Life



Integrated logistics network for

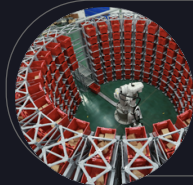
- 30-mins on-demand delivery on fresh
- 1-hour delivery on groceries, Tmall Supermarket
- 2-hour store-based shipping service, Cainiao Mendingfahuo

Enabling with Smart Logistics Technology



Warehouse AGV

- Clustered "goods to person" robot
- Intelligent Cluster Scheduling Algorithm
- Scaling, storage compatibility



Robot Picking System

- Pick & place packages from conveyor
- Palletizing packages for out-bounding logistics
- Depalletizing packages for order picking

Outcomes of Digitalized Trade and Logistics Enabling




20M+ job generated by e-Commerce in country side



Sellers from 832 poorer countries benefited \$ 13.6B through e-Commerce

Developing Global Network

North end
508 deliveries to Longyearbyen, Norway

 Norway

 Russia

Hottest
250K deliveries to female customers in Russia

Highest
1618 deliveries to the Everest area

 China

 Malaysia eWTP

 Kiribati

Farthest
92 deliveries to Kiribati

South end
13550 deliveries to Ushuaia, Argentina

 Argentina

Coverage
225+ countries and regions
Warehouses dedicated
200+
Cross-border Partners
80+

Fuel Cross-border Trade through Logistic Infrastructures



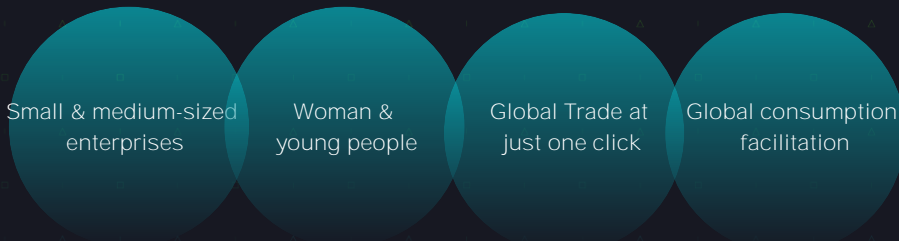
- Global trade for all
- Smart traveling
- Smart logistics
- e-payment
- Big data & cloud computing
- Digital talents



- Tax benefits
- Single contact
- e-payment
- Mutual recognition of supervision
- Quality tracking
- Customs efficiency
- Digital audit

Trade Facilitation

Electronic World Trade Platform (eWTP):
an enabler for anyone to trade globally



Alibaba Cainiao Ecosystem

Cainiao Logistics Partners

3000+

Connecting with
Express Courier Personnel

3 million+

The delivery routes of

80%

parcels are calculated
using big data algorithm

Domestic coverage

2700+

Counties and villages

Cross-border coverage

225

Countries and regions

Thanks

Together we foster an effective trade logistics in digital world