

**UNCTAD E-Commerce Week**  
**Open Consultations on Aid for eTrade**  
**Towards an Action Plan for an Aid for eTrade Programme**  
**21 April 2016**

**Remarks from Cheng OUYANG, Alibaba Group**

Thank you, chairperson. Thank you for allowing me to speak in the morning session, as I will attend another meeting in the afternoon.

Hi, delegates, I am from Alibaba Group and very pleased and honored to attend this very important meeting, Aide for eTrade, which strongly relates to Alibaba Group.

Although Alibaba Group has the largest ecommerce platform in the world, but we don't think Alibaba is just an ecommerce company, we consider Alibaba Group is an infrastructure company for the etrade, for digital economy, and for the future. At the moment, Alibaba Group is establishing five major infrastructures for the future business:

1. Ecommerce platforms. Currently, our global ecommerce platforms, including B2B and B2C, provide services for global SMEs and consumers of more than 200 countries and regions, which allow them to be truly "global traders".
2. Smart logistics. Alibaba Group has a logistics company named Caoliao. Empowered by big data and information from our ecommerce platforms, we are establishing close cooperation with local logistic and warehouse partners, to promote the development of ecommerce and establish a global ecommerce eco-system across the world.
3. Inclusive Finance. As well, on the basis of big data and records on the ecommerce platforms, we are providing payments methods and very importantly, small loans to SMEs trading on the platforms.
4. Big data and cloud computing. Data would be the essential building blocks for the future ecommerce and digital economy. Alibaba Group is providing big data and cloud computing capacity for SMEs in China, and would endeavor to expand this service to SMEs and all countries in the world.
5. Comprehensive cross-border trade services. We have such a company called One-Touch company. This kind of infrastructure means that the SMES could focus on trading and products. Comprehensive cross-border trade services could help SMEs address the problems of complicated formalities of going through customs, quarantine and quality inspection, foreign exchange, taxation and tariff rebating, logistics arrangement of goods, insurance etc.

We strongly believe that Aid for E-trade is very important, especially for SMEs and developing countries. Currently, we are cooperating with some international organizations in different fields. Lastly, I would like to reiterate that Alibaba Group is strongly supporting this Initiative and would be happy to join the following events afterwards. Thanks.