

CAI
NIAO 菜鸟

Cainiao Network



Alibaba's Ecosystem



Alibaba Ecosystem forming the key foundation for businesses



Logistics

224 countries and regions

69M daily package volume

3M+ courier personnel

3000+ logistics partners

33 countries & 142 ports
for first mile pickup*

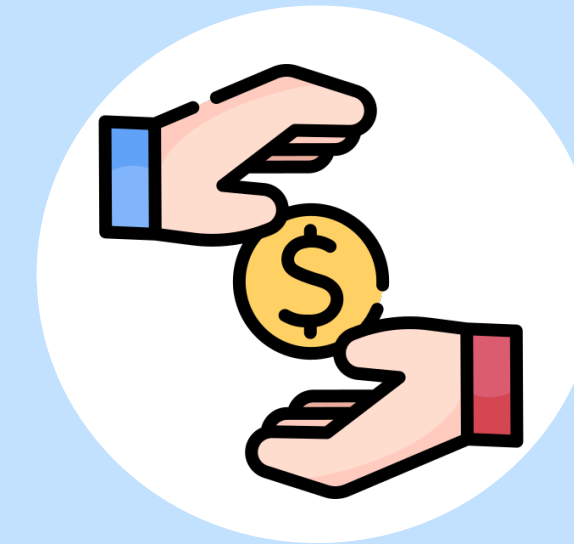


E-Commerce

666M consumers

4.82 trillion RMB GMV in
FY2018

36.81M incremental job
contribution



Payment

60M merchants

870M customers

200+ countries and
regions



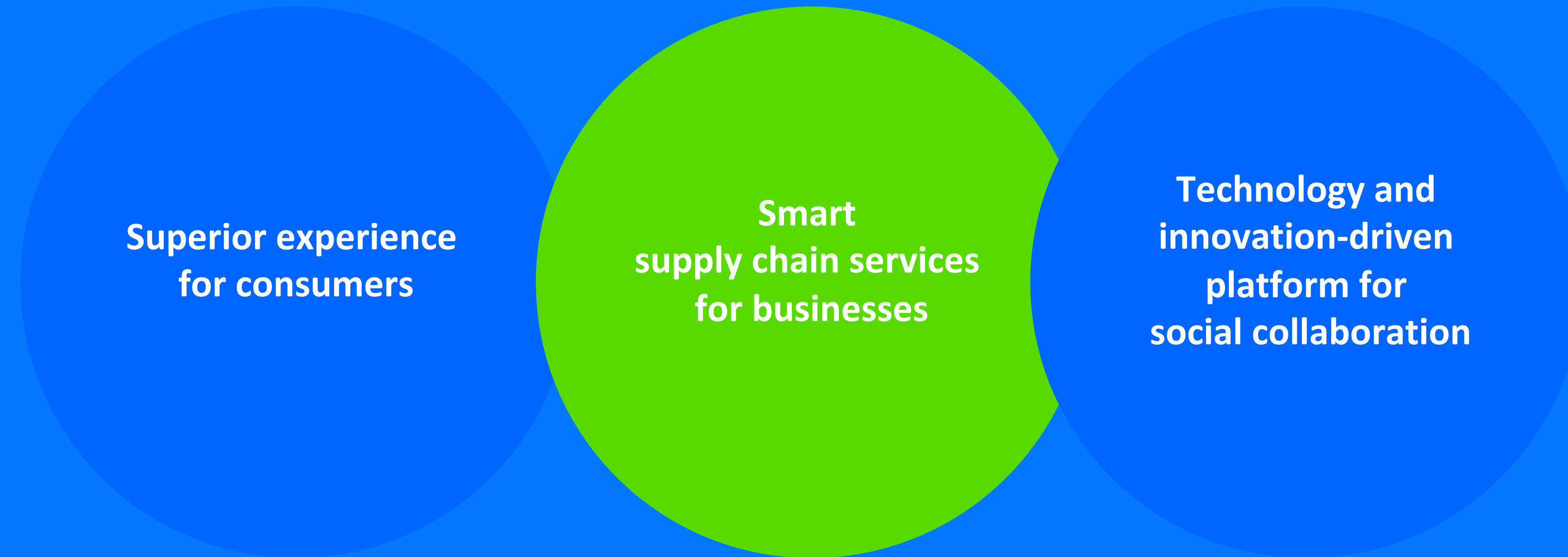
Cloud

1M+ users

3.25M per second – peak
capacity in creating
transactions

200+ countries and
regions

Our Vision



Our Mission

24-hour

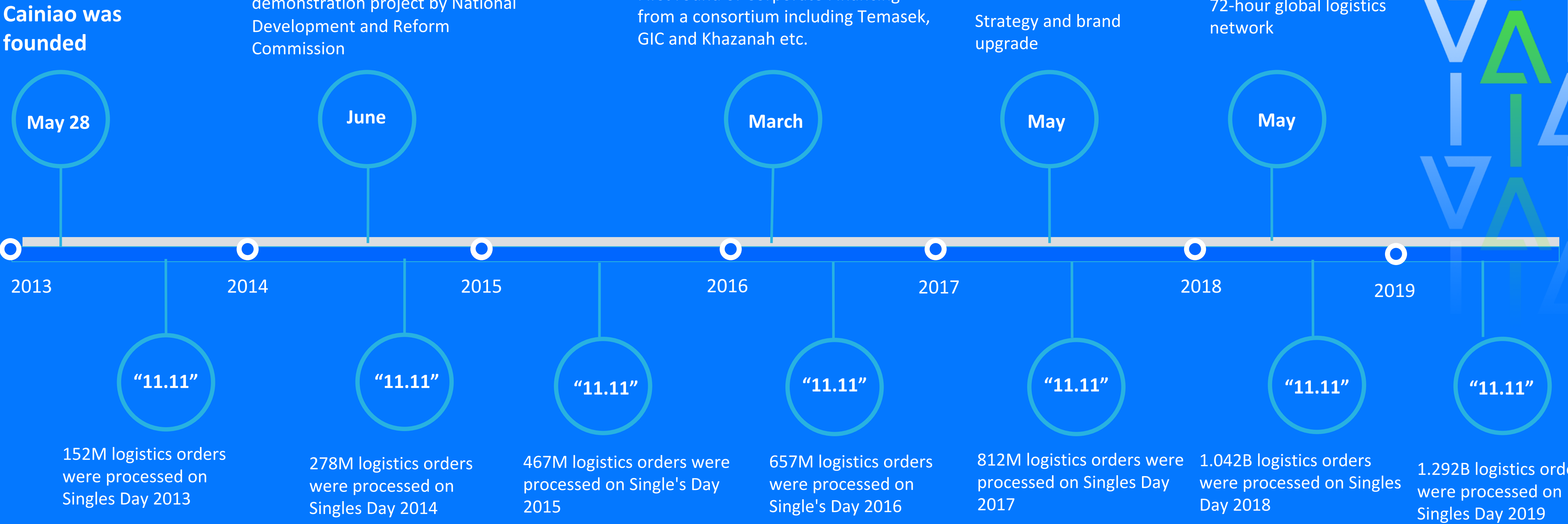
China Nationwide Delivery

72-hour

Worldwide Delivery



Key Milestones and Achievements



Key Milestones and Achievements

Cainiao Logistics Partners

3,000+

Connecting with
Express Courier Personnel

3 million+

Total Revenue in FY2020*

RMB 22.23B

Daily Logistics Data Processed

16 trillion pieces

Domestic Fulfillment
Transportation Line

90,000+

YoY Growth*

49%

Cross-Border Coverage

224

Countries and Regions

Global Warehouses[^]

230+

Daily Global Parcel Volume[^]

100 million+

Note:

As of March 2017

*Source: <https://www.alibabagroup.com/cn/ir/presentations/pre200522.pdf>

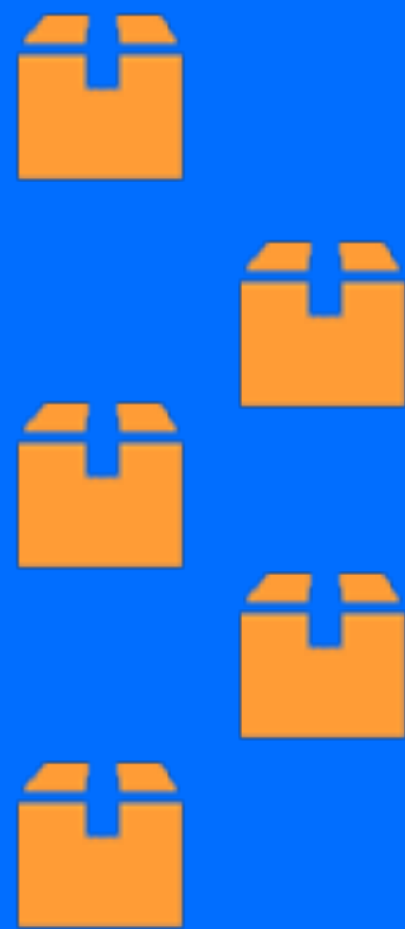
[^] Date as of 2018

About the Industry

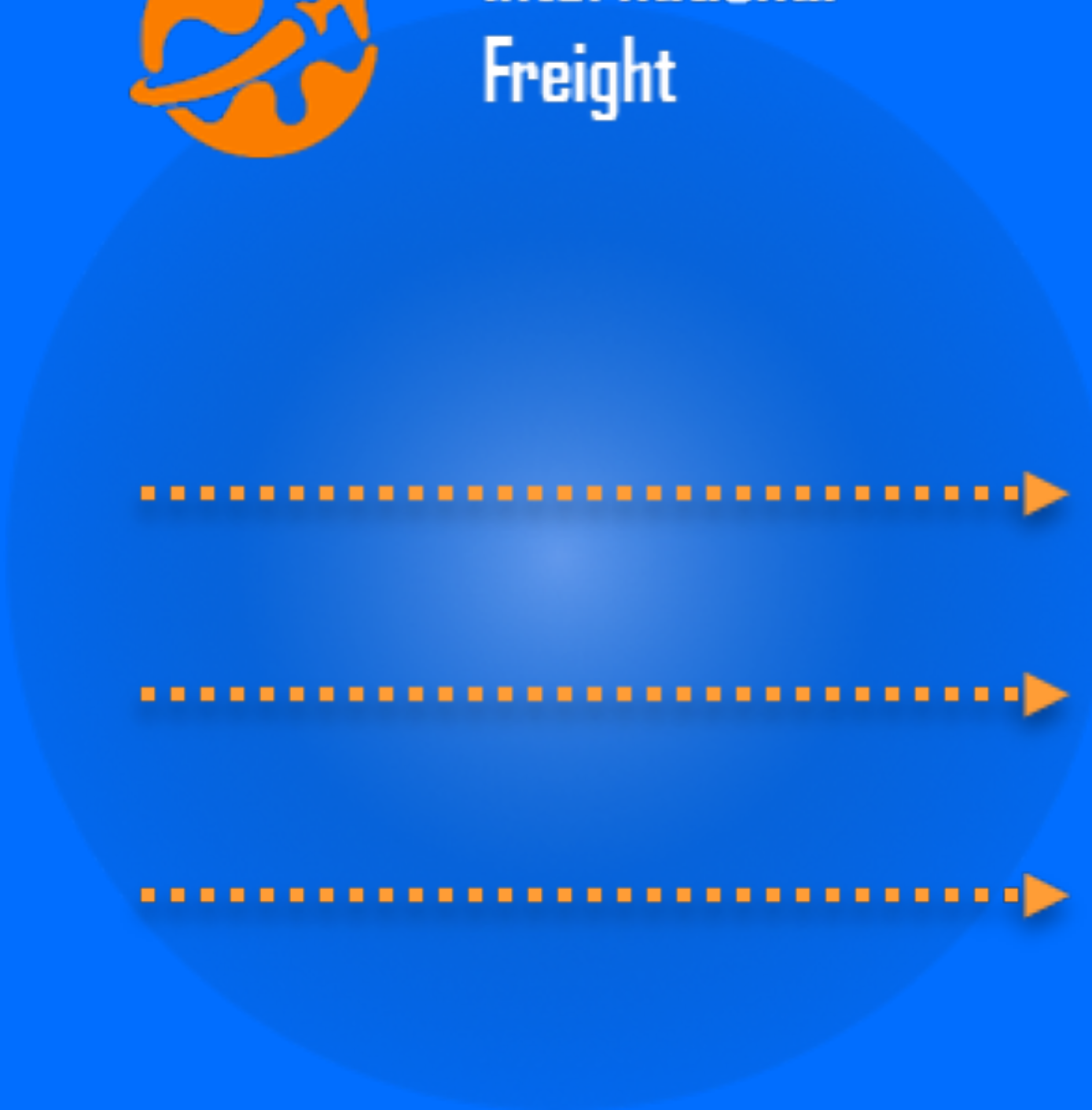
Traditional Cross-border E-commerce Network



Country of
Origin



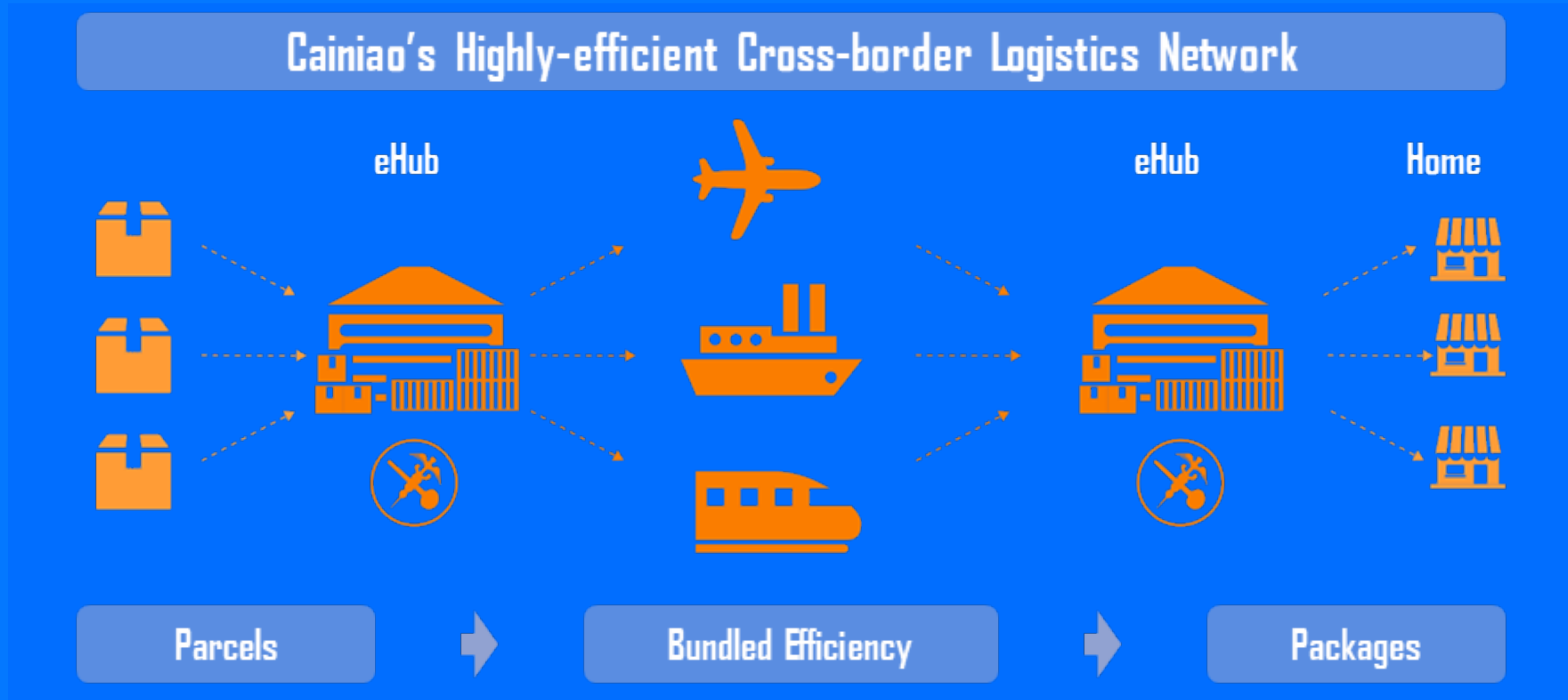
International
Freight



Destined
Country



About the Industry



Strategic Pillars



**Data-Intelligent
Network
for Express Couriers**



**Domestic Fulfillment
Network**



**International
Network**



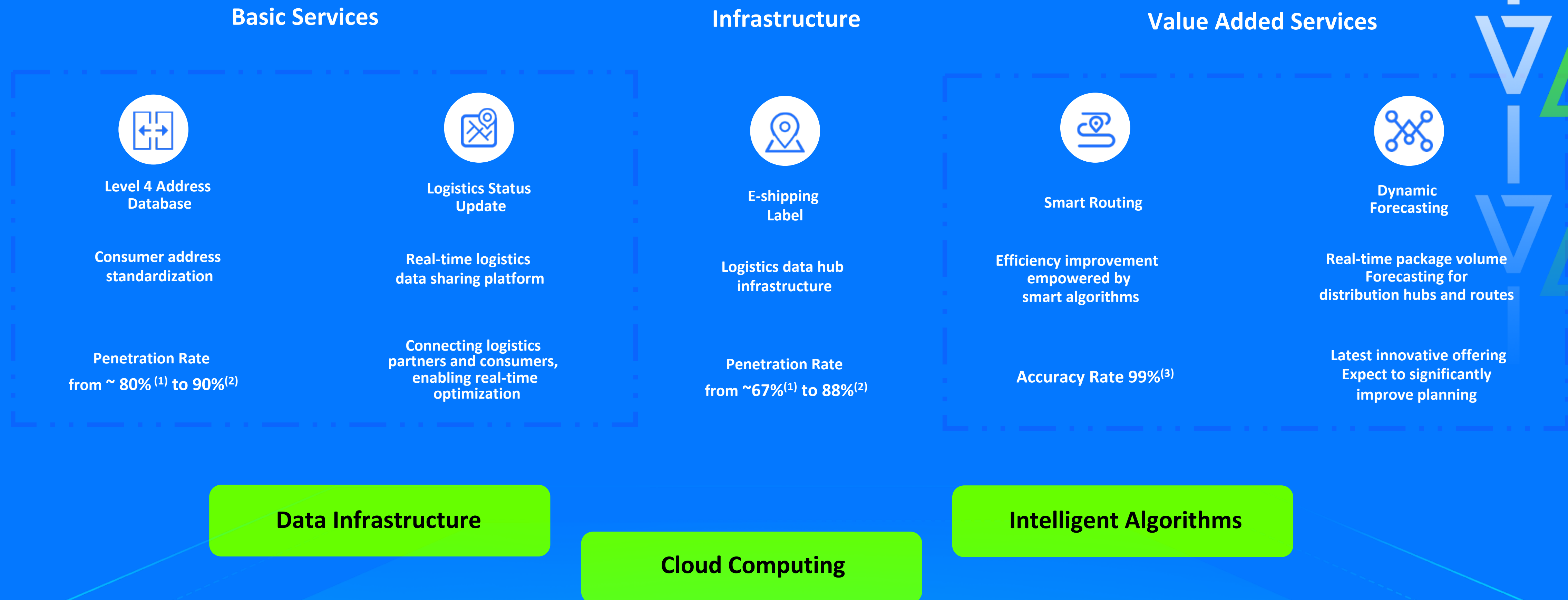
**Last-mile
Network**



**Rural
Network**



Data-Intelligent Network for Express Couriers



Notes:

(1) As of May 2016

(2) As of September 2017

(3) In Fiscal Year 2017

Domestic Fulfillment Network



➤ Nationwide Fulfillment Network
7 Regional Hubs⁽¹⁾
sites selected based on big data analysis

➤ Delivery Coverage
2700 +⁽¹⁾
counties and districts

➤ Same day/ Next day Delivery Coverage
1600+⁽¹⁾
counties and districts

Note :
(1) As of September 2018

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: Electronic World Trade Program (eWTP)

The 4 Ts: Technology, Trade, Travel and Training



Connecting SMEs and consumers globally, empowering both



Leveraging technology to create worldwide, borderless free trade



Accelerating globalization and promoting inclusive growth



Creating prosperity for all

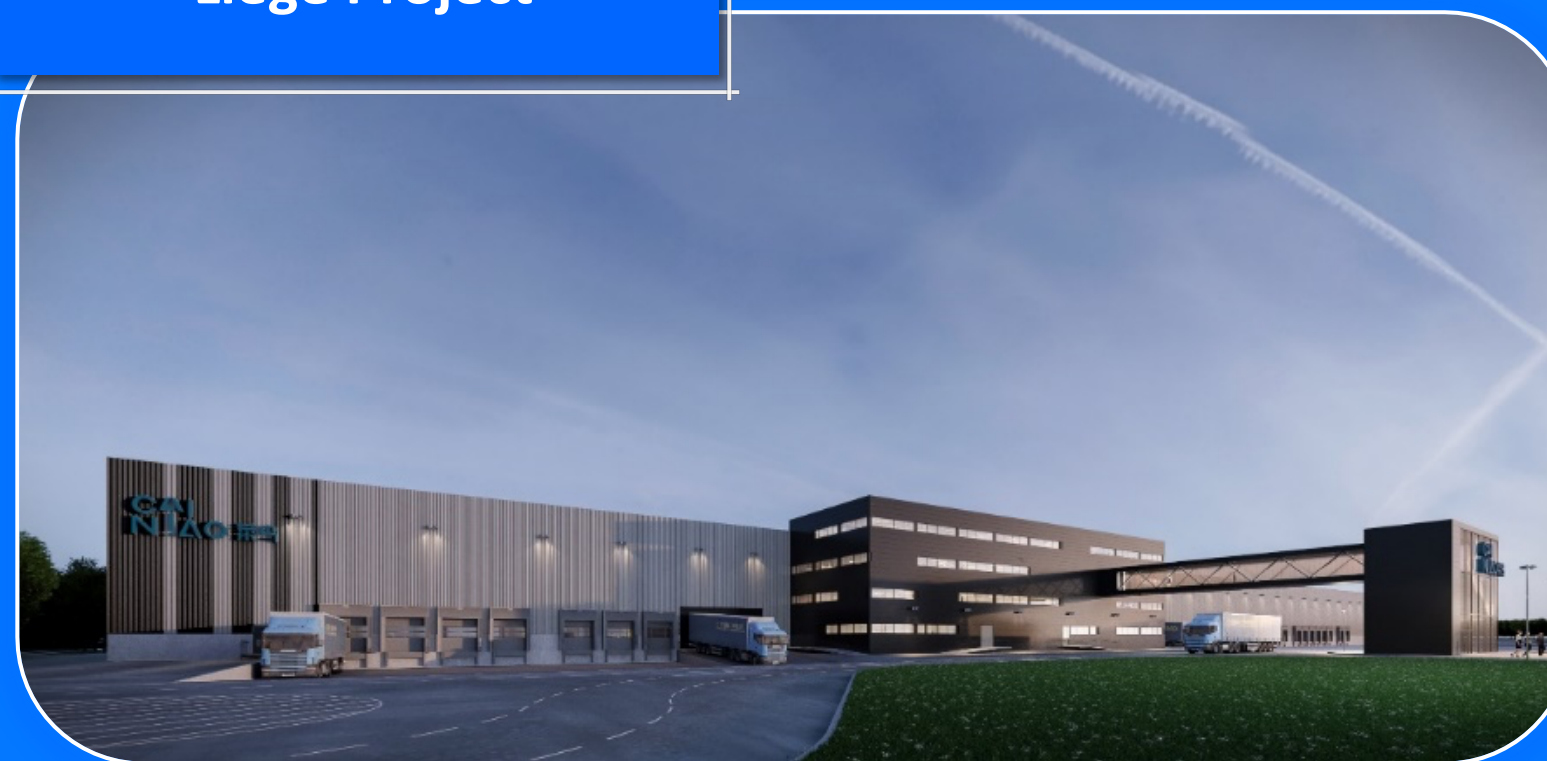


Cainiao International Network: Regional e-Hubs as Gateways

Kuala Lumpur Project



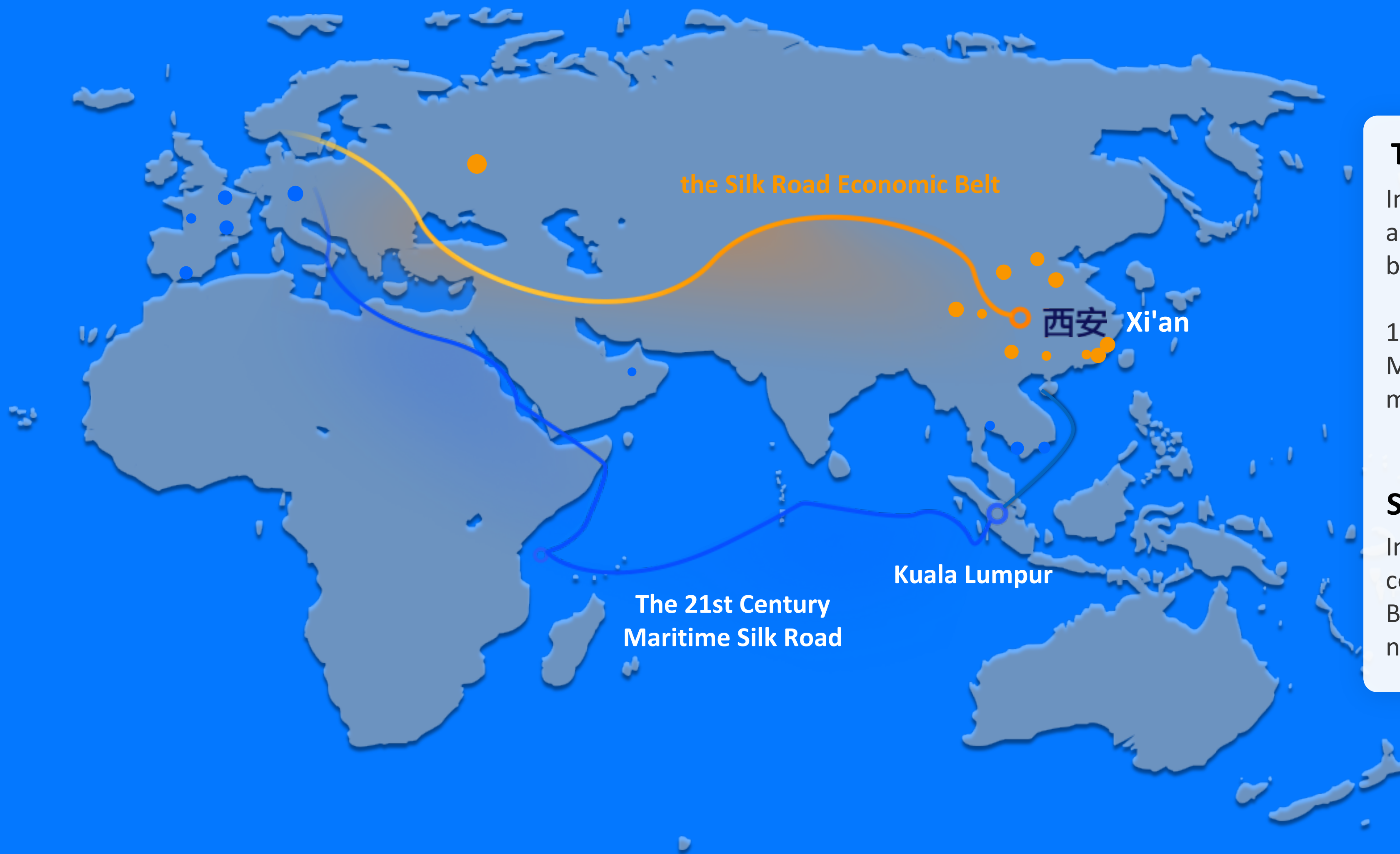
Liege Project



Hong Kong Project



Cainiao International Network: The Belt and Road Initiative



The 21st Century Maritime Silk Road

In line with “the Belt and Road” initiative, Cainiao is accelerating the construction of eWTP and cross-border e-Hubs to establish a global eWTP network.

1st eWTP cross-border logistics hub was built in Malaysia, increasing coverage in Southeast Asia for merchants.

Silk Road Economic Belt

In January 2018, Cainiao Network signed a strategic cooperation agreement with Xi'an, to create a “the Belt and Road” smart logistics center in the northwest region.

Last Mile Network: Urban

Communities & College stations covering⁽¹⁾

200+ cities

The largest urban last-mile network⁽¹⁾

70% Colleges



Cainiao Post to receive
and send packages



Cainiao Guoguo app to
schedule courier service

College Campuses
and Local
Communities



Self-pickup
Cabinets to receive
packages



Integrated local community
service centers



Rural Network



18 meters-long Dragon
With the help of Cainiao logistics network, 18 meter-long dragon boat was delivered from rural area to Guizhou city within 2 days



120k Large Appliances
With the collaboration of Cainiao and Cainiao partner-RRS, more than 120k large appliances were punctually delivered to the consumers in rural areas

Rural Network Developments

Urban to Rural:
Help merchants sell to a wide range of rural areas and save logistics costs

Rural to Urban:
Facilitate sales of agricultural products to urban regions from previously inaccessible rural areas

Rural network coverage

Villages coverage

Nearly 30,000

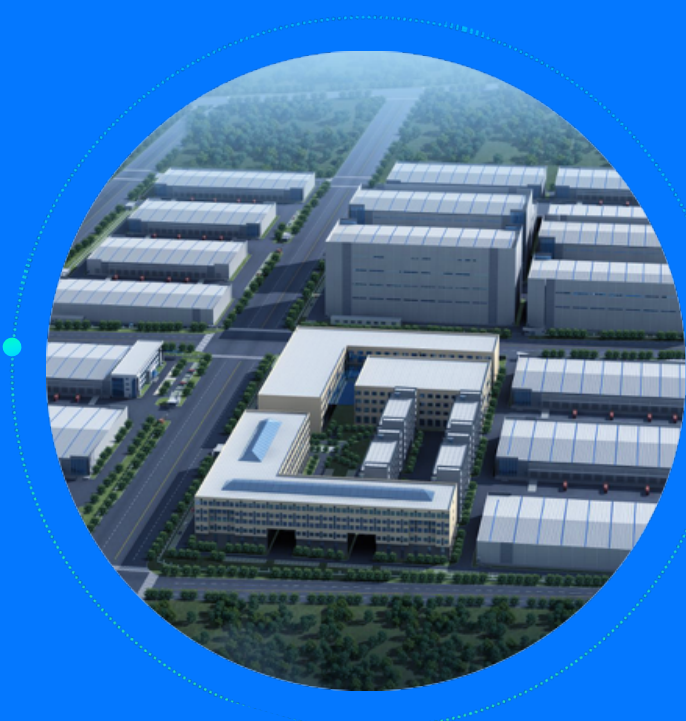
Counties coverage

700+

Technology Innovation



E-shipping Label



Future Park



Unmanned Warehouse



Unmanned Vehicle



Intelligent House Bill



Unmanned Aerial Vehicle



Cabinets Unlocked using Facial Recognition



Express Tower

C2M Model



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.



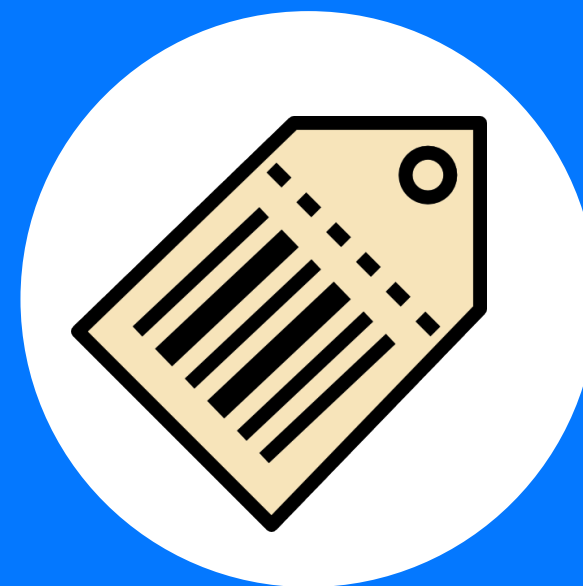
Green Fleets

To deploy new-energy delivery vehicles in 100 cities



Box Selection Algorithm

Smart packaging technology to reduce carbon footprint of 5B boxes



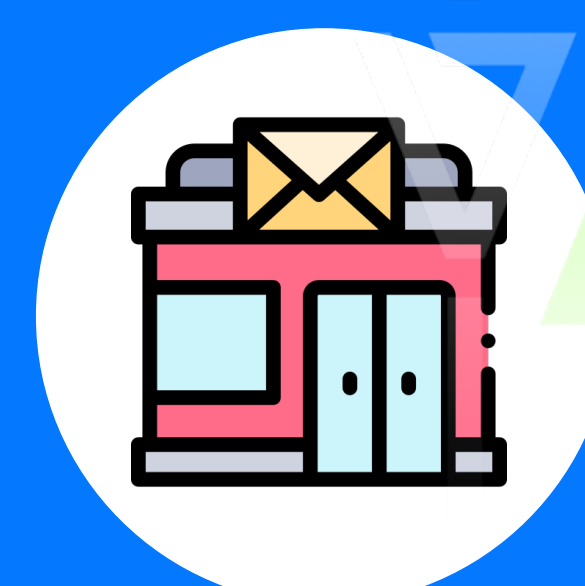
E-Shipping Labels

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

