



To stakeholders:

Since 1999 Alibaba was established, we try to achieve our mission and our biggest vision which is aspire to be a good company that will last for 102 years. Over the past 22 years, from our work hard, we achieve many milestones and now we become the top 3 of the largest e-commerce business globally. Our average sales growth for the last 4 years is increasing by leaps and bounds which is around 50% based on sales growth from 2017-2020. Additionally, in 2021, we reach \$1.24 trillion of gross merchandise volume (GMV) and achieve over \$1 billion of annual active consumers. It's a delightful success.

If we compare our GMV, the total value of all orders placed through our platform, with the other competitor, we can proudly say that we are the largest e-commerce business in this industry. Based on the number at the end of 2020, we reach \$1.01 trillion only on China retail marketplace and \$1.15 trillion for the overall of our business. Compare with other companies in the industry that have GMV around half of a trillion.

Moreover, we have around 811 million people who place orders through our platform during the previous twelve months based on only China retail marketplace. In terms of the overall business, we have 1,131 million people of the annual active user which is very high from the average of the industry. By 2021, we acquire more new active consumers around 23% from 726 million people to 891 million people on China retail marketplace and around 33% from 180 million people to 240 million on the international retail marketplace. For mobile active consumers increase around 9% from 846 in 2020 to 925 million people in 2021. However, we never stop developing our business to serve the best experience to our customers and achieve our fiscal year 2036 vision to serve 2 billion global customers.

For retail business strategy, we proceed to develop the digital commerce infrastructure by helping retailers transform their businesses, providing the customer insight and technology to our retailer and offering a full range of services such as one-hour delivery which is supported by other business lines in the Alibaba ecosystem. All of these will help us to enhance the experience of the customer, increase profit to our third-party retailer, create jobs opportunities to the society and deliver long-term value to the shareholder.

As you can see, last year we created jobs opportunities around 40 million direct and indirect jobs. In this year, we provide around 70 million jobs opportunities which are increasing around 30%. It indicates that our business is growing. We are close to our fiscal year 2036 vision to create 100 million jobs.

Another business in the Alibaba ecosystem also has high growth of revenue especially revenue from cloud computing. We just launched the seventh generation of ESC cloud server product line which increased overall computing power by 40% and we are ready to offer our cloud service worldwide.

Even though, the government of China ramped up the regulation of the tech industry and our company must pay around \$2.8 billion of antitrust penalty that diminish our stock price. However, our free cash flow is still positive. So, the shareholder can trust in our strong business operation. Our business still has a high potential for growth, and we still have enough money to expand and improve all businesses in the Alibaba system that can increase the value of the company and all stakeholders.

Thank you for your trustworthiness to be with us. We appreciate to our valuable customer, all work-hard employees. and our supporter shareholder.

Jirapar Tanglakdee



