Alibaba international business portfolio summary from FY22 annual report

Alibaba Globalization Strategy — *Globalization of Consumption*

Supply chain advantages in China and cross-border capabilities	Key strategic markets such as SEA	Critical international infrastructure and capabilities (logistics and payment)

International Commerce

International Commerce Retail

1 AliExpress

- AE had a flat order growth during FY2022 due to the EU's removal of the VAT exemption for cross-border parcels below €22, as well as supply chain & logistics disruptions due to the Russia-Ukraine conflict

2 Lazada

- Lazada reached over 1 mn monthly active sellers in Mar 2022
- During FY2022, the number of paid orders grew 60% YoY

3 Trendyol——eCommerce

- The leading e-commerce platform in Turkey (by GMV & by order volume in 2021), who are also expending internationally
- Trendyol recorded a 68% order growth & approx. 80% GMV growth in local currency YoY during FY22

4 Daraz

- A leading e-commerce platform across South Asia with key markets in Pakistan and Bangladesh
- No performance metrics disclosed in the FY22 report

International Commerce Wholesale

Alibaba.com

- China's largest integrated international online wholesale marketplace in terms of revenue in 2021
- Over 245,000 paying members from China and around the world as of Mar 31, 2022
- Value-added services contributed the majority of its total revenue in FY22
- Over 40 mn buyers of the marketplace located from over 190 countries during FY22

Cainiao

Logistics

Cainiao

- Directly operating 9 overseas sorting centers & partnering with over 500 logistics as of Mar 31, 2022
- Daily average cross-border and international package volume exceeded 4.5 mn for FY22
- Cainiao's revenue grew 24% YoY in FY22, primarily due to the increases in both volume of orders fulfilled and penetration of cross-border and International commerce retail businesses

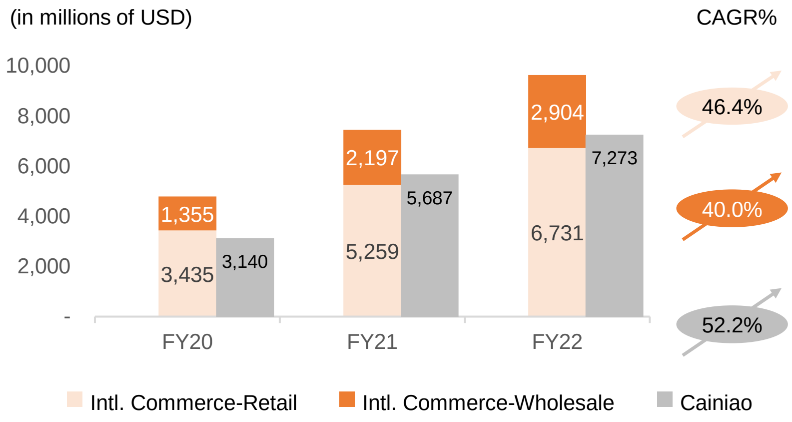
Source: financial release

Intl financial

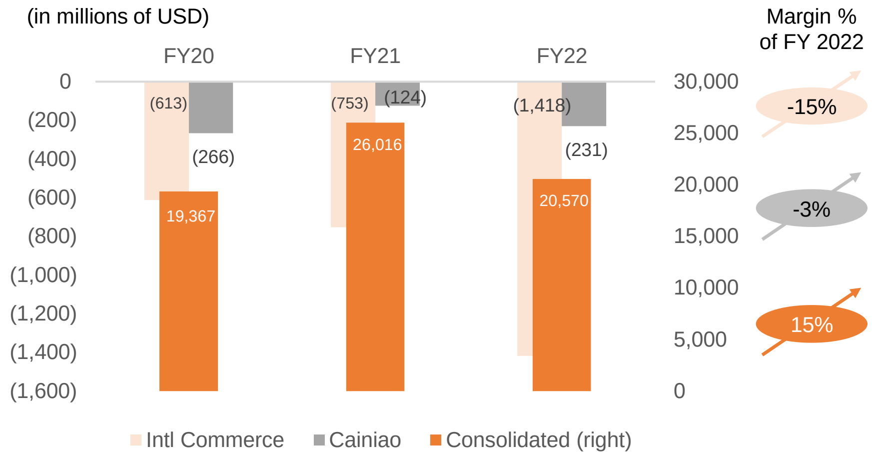
Intl Commerce revenue grew 29% to 9.6 bn USD, while the adj. EBITA margin of the segment widened to -15% in FY2022

Financial Outcomes

Revenue of Intl. Commerce & Cainiao1) 2) 3)



Adj. EBITA of Intl. Commerce, Cainiao & total Alibaba Group1) 2) 3)



- For FY 2022, revenue from international commerce retail grew 28% YoY, while international commerce wholesale revenue grew 32%
- The growth of total international commerce revenue slowed down to 29% YoY, compared to the 56% growth of the previous fiscal year
- Cainiao's revenue recorded 7,273 mn USD in FY 2022; the logistic arm's YoY revenue growth rate decreased from 81% in FY 2021 to 28% in FY 2022
- Alibaba disclosed the profitability of both international commerce and cainiao segments: the Adjusted EBITA margin widened to -15% for international commerce, and -3% for Cainiao in FY22; the margin of the previous fiscal year are -10% and -2% respectively

Note: 1) Alibaba's fiscal year ends on Mar. 31; 2) Exchange rate from RMB into USD was 6.3393, 6.5518 and 7.0808 for FY22,FY21 and FY20 respectively 3) Since the December quarter of 2021, Alibaba has restructured its business segmentation into China commerce, International commerce, Local consumer services, Cainiao, Cloud, Digital media and entertainment, and Innovation initiatives and others
Source: financial release