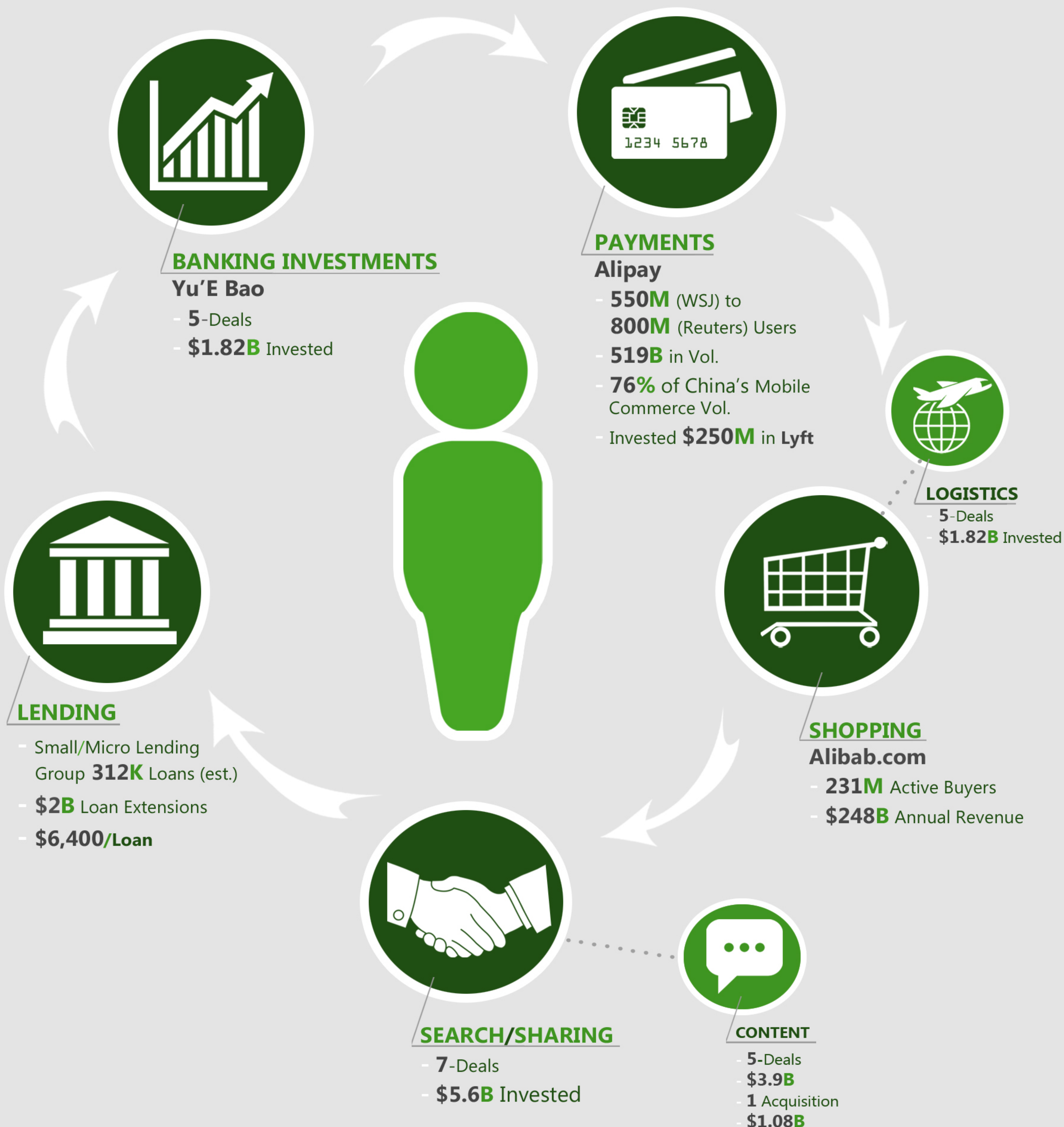


# ALIBABA ECOSYSTEM

Alibaba is a vast and interdependent ecosystem that touches just about every part of the Chinese's consumer's life. It has made massive investments in commerce, in enabling commerce (e.g. logistics), in payments to facilitate commerce, to financial services to extend investment and financial management services to consumers and businesses, to communications and media companies that deliver content and enable the sharing of activities and commerce. It serves a massive Chinese consumer base of 1.3 Billion, less than half of whom have internet access today. Alibaba's investments will increasingly enable those consumers to fulfill their commerce ambitions in China and cross border, while serving those who will be coming online as broadband access expands throughout the country.



## ~ ALIBABA ECOSYSTEM - UNPACKED ~

KEY STATS

ACQUISITIONS INVESTMENTS

SHOPPING	BANKING/INVESTMENTS	LENDING	SEARCH/SHARING	PAYMENTS
<b>Alibaba.com</b> \$248B 11.3B annual orders 231M active buyers 49 orders/person	<b>Yu'E Bao</b> 30M users \$16.4B	<b>Aliloans</b> 312K loans 2B loan extensions \$6,400/loan	<b>Laiwang</b> 10M users users after only one month (launched in Fall, 2013)	<b>AliPay</b> 550M WSJ to 800M Reuters users 200M mobile users \$519B in volume 76% of China's mobile commerce volume
SHOPPING	BANKING/INVESTMENTS	LENDING	SEARCH/SHARING	PAYMENTS
<b>Vendio</b> 100% of shares in acquired in July 2010	<b>Tianhong Asset Management</b> \$193M invested in Oct. 2013 to get 51% of shares 81M users 667K added daily		<b>ChinaVision</b> \$804M invested in Mar. 2014 to get 70.8% of shares	<b>Lyft</b> \$250M invested in Apr. 2014
<b>Auctiva</b> 100% of shares in Aug. 2010	<b>Hundsun Technologies Inc.</b> \$532M invested in Apr. 2014 for 20% of shares		<b>TangoMe Inc.</b> \$215M invested in Mar. 2014 to get 21.5% of shares	
<b>China Smart Logistics</b> \$391M invested in May 2013 for 60% of shares			<b>Youku Tudou</b> \$1.22B invested in Apr. 2014 for 16.5% of shares	
<b>Haier Group</b> \$360M invested in Aug. 2013 for 9.9% of shares			<b>Wasu Media</b> \$1.1B invested in Apr. 2014 for 20% of shares	
<b>ShopRunner</b> \$206M invested for 30% of shares in Oct. 2013			<b>Weibo.</b> \$586M invested in Apr. 2014 to get 18% of shares	
<b>CITIC 21</b> \$171M in Jan. 2014 for 54.3% of shares			<b>UCWeb</b> announced a joint venture in Apr. 2014 to get 66% of shares	
<b>InTime Retail</b> \$692M invested in Mar. 2014 for 26.1% of shares			<b>AutoNavi</b> \$1.58B invested in Apr. 2014 to get 100% of shares	

For an overview of Alibaba's ecosystem and its impact on payments and commerce players worldwide please read *The Other 550M Gorilla* by visiting the link: [bit.ly/AlibabaEcosystem](http://bit.ly/AlibabaEcosystem)