

Alibaba.com Partners with Four Leading Logistics Providers to Create Freight Forwarding Quotation and e-Contract System

Alibaba.com Signs Revenue-Sharing Deals with Atlantic Forwarding, Geodis, Panalpina Group and Schenker

Hong Kong/Shanghai, December 19, 2000 – Alibaba.com (www.alibaba.com), the world's largest business-to-business marketplace for global trade, announced today that it has signed revenue-sharing deals with four leading global logistics providers to create an online quotation and e-contract platform for shipping and airfreight service. Atlantic Forwarding, Geodis, Panalpina and Schenker have signed separate agreements with Alibaba.com to participate in the platform, which will be accessed by Alibaba.com's members and hosted on the Alibaba.com marketplace.

The online freight forwarding quotation system will allow the four participating logistics providers to provide shipping quotations and reach binding agreements with customers online. The first of its kind, the Alibaba.com system will help participating logistics providers expand their market reach to include Alibaba.com's 450,000 members in over 200 countries. In return, Alibaba.com will receive a commission for transactions agreed to through the platform.

"We're partnering with the leading logistics providers to allow them to plug into Alibaba.com's membership base and bring another part of the supply chain online," said Jack Ma, CEO of Alibaba.com. "Alibaba.com's ground-breaking quotation and e-contract system will offer our members world-class logistics services at competitive prices. This is a freight forwarding service that could not have existed before the Internet era and will bring time and cost savings to importers and exporters around the world."

"The Internet still remains a largely unexplored frontier in the transportation activity, and the agreement with Alibaba.com will give Geodis the opportunity to be at the forefront of B2B online development in freight forwarding," said Hubert Quantier, Geodis' Director of Marketing Asia Pacific. "Geodis is also pleased with the spirit of the agreement, which emphasizes partnership, in line with the Group's strategy to develop long term relationships with suppliers and customers alike."

Four Steps to e-Contract and Transaction

Expected to launch in the first half of 2001, Alibaba.com members and freight forwarders will follow a simple four-step process to establish a freight forwarding transaction online. Alibaba.com's shipping quotation platform will be launched first, followed by a similar airfreight quotation platform.

Step 1: Importers and exporters will submit a standardized Request for Quotation (RFQ) form on the Alibaba.com website, providing detailed requirements such as origin, destination, type of goods, timing and terms of shipment.

Step 2: The RFQ will be immediately forwarded to the four participating logistics providers via Alibaba.com's XML-based e-document platform, compatible with international XML standards.

Step 3: The participating logistics providers will respond with quotations for fulfilling the request. Quotations will be provided within 24 hours, except in rare cases.

Step 4: Traders will review quotes and select a service provider, entering a binding e-contract online via the Alibaba.com system. The logistics providers will then follow up with the importer or exporter to fulfill the transaction.

About Atlantic Forwarding

Atlantic, headquartered in Switzerland, has its own extensive network in the Far East of 24 offices and belongs volumewise to the top 3 forwarders on the Asia - Europe trade. With its alliance partners worldwide, being added-value transport solution providers, they offer a network of over 250 offices. For the last years Atlantic focused on new E-commerce & IT solutions to fulfill the customers' new demands and to optimize cargo and data flow.

About Geodis

The Geodis Group is one of Europe's five leading Transport and Logistics operators with expected net sales in excess of 4 billion Euros in 2000 and 25,000 personnel. Set up in more than 40 countries, the Geodis Group can offer fully integrated door to door logistics solution through its four complementary core businesses: Groupage & Distribution, Full Truck Loads, Integrated Logistics and worldwide Air and Maritime Transport Commission.

About Panalpina Group

Panalpina is one of the world's leading providers of freight transportation and logistics services. Its main focus is on intercontinental airfreight and seafreight forwarding. Specializing in global integrated logistics, Panalpina delivers comprehensive supply chain management solutions to its customers. It provides tailor-made door-to-door transportation management, based on its existing world wide network and its sophisticated IT systems. Panalpina employs over 11,000 highly trained professionals in more than 300 offices in 67 countries.

About Schenker

With annual sales of Euro 5.2 billion, almost 28,000 employees and about 1,000 offices around the world, Schenker is one of the world's leading providers of integrated logistics services. The Schenker Group comprises the activities European land transport, air and sea freight as well as logistics systems of Stinnes AG, Mulheim an der Ruhr, Germany.

About Alibaba.com

Alibaba.com is the world's largest online business-to-business marketplace for global trade and host to China's leading domestic B2B trade community. Alibaba.com's vision is to become the number one destination for buyers and sellers at small- and medium- sized enterprises (SME's) to find trade opportunities, promote their businesses and conduct transactions online. Alibaba.com's Web properties have over 450,000 registered members from over 200 countries.

Alibaba.com is headquartered in Hong Kong with R&D and customer service operations in Mainland China, branch offices California and London, and a joint venture in Seoul, Korea (Alibaba Korea).

Alibaba.com's institutional investors include Softbank, Goldman Sachs, Transpac Capital, Fidelity Capital, Venture TDF, Pte Ltd of Singapore and Investor AB of Sweden.