



David Wei Joins Alibaba.com as President

Former President of B&Q China brings solid operational experience and industry expertise to drive expansion of Alibaba's business-to-business marketplaces

Hangzhou, November 20, 2006 – Alibaba.com, the leading B2B e-commerce company in China and one of the largest B2B marketplaces on the Internet, today announced that David Wei has joined the company as president. Mr. Wei will be responsible for Alibaba's two B2B marketplaces, Alibaba International and Alibaba China. Collectively the two websites have more than 18 million registered members in over 200 countries and territories.

The appointment comes as the Alibaba Group restructures its operations into two divisions: one B2B division, including the Alibaba.com websites, and one consumer division, including the Taobao, Alipay and Yahoo! China businesses.

"David brings a strong combination of leadership, management experience and industry expertise," said Jack Ma, CEO of Alibaba Group. "David's extensive experience in growing a large-scale retail and sourcing organization will be instrumental to further building our success as a global e-commerce company serving customers around the world."

Mr. Wei said: "Alibaba.com is a company I have long admired not only for its foresight and vision but for its steadfast commitment to creating value for customers. The company has exciting opportunities ahead and it's a great honor for me to join its leadership team."

Prior to joining Alibaba.com, Mr. Wei served as President of B&Q China since June 2002, and Chief Representative of Kingfisher Asia Limited since June 2003. During his tenure as President of B&Q China, Mr. Wei grew the company from five stores and 1,300 employees to 55 stores and 13,000 employees in 23 cities in mainland China, making it the third largest foreign retailer in China. While at B&Q China, he also played a leading role in growing B&Q's global sourcing operation.

Mr. Wei was the managing director and head of investment banking at Orient Securities Company Ltd. from 1998 to 2000 and worked at Coopers & Lybrand (now PricewaterhouseCoopers) from 1995 to 1998. He graduated from the London Business School and holds a bachelor's degree in international business management from Shanghai International Studies University.

Mr. Wei serves as the Vice Chairman of the China Retail Chain Association, plays a leading role in a number of industry associations and will continue to serve as a non-executive director for several companies.