2020 has been an extraordinary year with challenges that have not been experienced in generations...

过去一年我们遭遇了几代人未曾有过的经历...
China’s economy has been the first to recover from impact of the pandemic

中国经济在疫情后率先走出谷底
China’s economy has been the first to recover from impact of the pandemic

中国经济在疫情后率先走出谷底

China GDP

US$14.5 Tn

(1)

China Consumption

US$5.7 Tn

(1)

Alibaba Digital Economy GMV

LTM ended June 30, 2020

US$1 Tn

(2)

Notes:
1. Source: EIU. China GDP and consumption expenditure for the twelve months ended June 30, 2020 are estimated based on the average of annual figures for 2019 and 2020.
2. For the last twelve months ended June 30, 2020. Translations of RMB into US$ were made at RMB7.0651 to US$1.00.
Digitalization is the Biggest Opportunity of Our Time

数字化是确定性的大时代机会
Digitalization is the Biggest Opportunity of Our Time

Changing How People Live

Changing Approach to Work and Education

Changing Business Operations
Alibaba is Best Positioned to Capture the Opportunity of Digitalization
阿里巴巴处于抓住数字化这一历史机遇的最佳位置
Alibaba is Best Positioned to Capture the Opportunity of Digitalization
阿里巴巴处于抓住数字化这一历史机遇的最佳位置

- **Our Mission** is to make it easy to do business anywhere, and digitalization is the answer to how
  数字化是实现阿里“让天下没有难做的生意”使命的答案

- **Our Digital Economy Infrastructure** built over the past 20 years
  二十年积累的数字经济基础设施

- **Our Ability to Keep Innovating**
  持续创新的能力

- **Our Discipline** to maintain high quality growth and operation
  高质量的增长与经营

- **Our Team** of complementary qualities, shared values and young spirits
  特长各异，气味相投，年轻有朝气的团队

- **Our Digital Economy** built on the same mission, vision and values
  基于同一愿景，使命，文化牵引下的一个数字经济体
Our Three Growth Engines

Domestic Consumption

Cloud Computing and Data Intelligence

Globalization
Our 11 Strategies: Domestic Consumption

- To continue growing our digital economy user base
  进一步发展数字用户的机会

- To expand consumption categories and consumer wallet share in our digital economy
  对用户在经济体内不断扩大消费品类，增加消费总额的机会

- To develop new supply categories and supply-side transformation based on consumer insights
  利用对消费者洞察，不断扩大新供给，进而进行供给侧改造的机会

- To create or redefine online / offline retail formats leveraging our digital technology
  利用数字技术对线上/线下零售业态进行数字化创新或者改造的机会

- To upgrade Alipay from “digital check out” to “digital check in”
  将支付宝从digital check out升级为digital check in的机会
Our 11 Strategies: Cloud Computing and Data Intelligence

- To empower consumer brands to achieve end-to-end digital operation leveraging Alibaba Business Operating System
  阿里巴巴商业操作系统帮助消费品企业端到端数字化经营的机会

- To transform the entire logistics supply chain to digital and intelligent operation
  物流全产业链的要素数字化及智能化运营的机会

- To upgrade all enterprise IT infrastructure to cloud
  所有企业都要上云，替代原有IT基础设施的机会

- To transform the approach to work to cloud-based collaboration
  企业的办公方式全面走向云上协同办公的机会

- To build industry solutions based on cloud + big data + intelligent applications for sectors such as retail, financial services, public sectors, transportation and healthcare
  在零售、金融、公共服务、交通、医疗等若干行业形成云+大数据+智能应用的机会
Our 11 Strategies: Globalization

To expand Alibaba digital ecosystem to the global market

阿里数字生态走向全球市场的机会
We believe these 11 strategies will bring us to the same vision...

机会很多，路在我们脚下，我们的目标从未改变...
Our Vision Remains the Same

FY2036 Long-term Vision

Global

2 Bn
Consumers

100 Mn
Job Creation

10 Mn
Profitable SMEs
2020 INVESTOR DAY
To Make It Easy To Do Business Anywhere
让天下没有难做的生意