

Cainiao Network and its latest footprints in Europe

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Cainiao Network in Alibaba eco-system

TMALL GLOBAL

AliExpress

天猫
TMALL.COM

淘宝
Taobao

LAZADA

CAI
NIAO 菜鸟



Global Parcel Network

Highly reliable and cost-competitive global parcel network for Cross-border SMEs



Global Supply Chain Network

End-to-end fulfillment service, global placement of inventory for Large cross-border merchants



Global Freight Network

Global freight logistics service with end-to-end visibility for SMEs engaging in cross-border B2B trade



Global Smart Logistics Infrastructure



Introducing Cainiao Global Parcel Network

24-hour

China Nationwide Delivery

72-hour

Worldwide Delivery



Cross-Border Coverage

224

Countries and Regions

Cross border Partners

200+

Chartered flights per year

1800+

Daily cross-border parcels

5 million+

Western Europe Sorting Center Network



- Liege eHub regional flagship sorting center

18,000 square meters
Automatic sorting machines

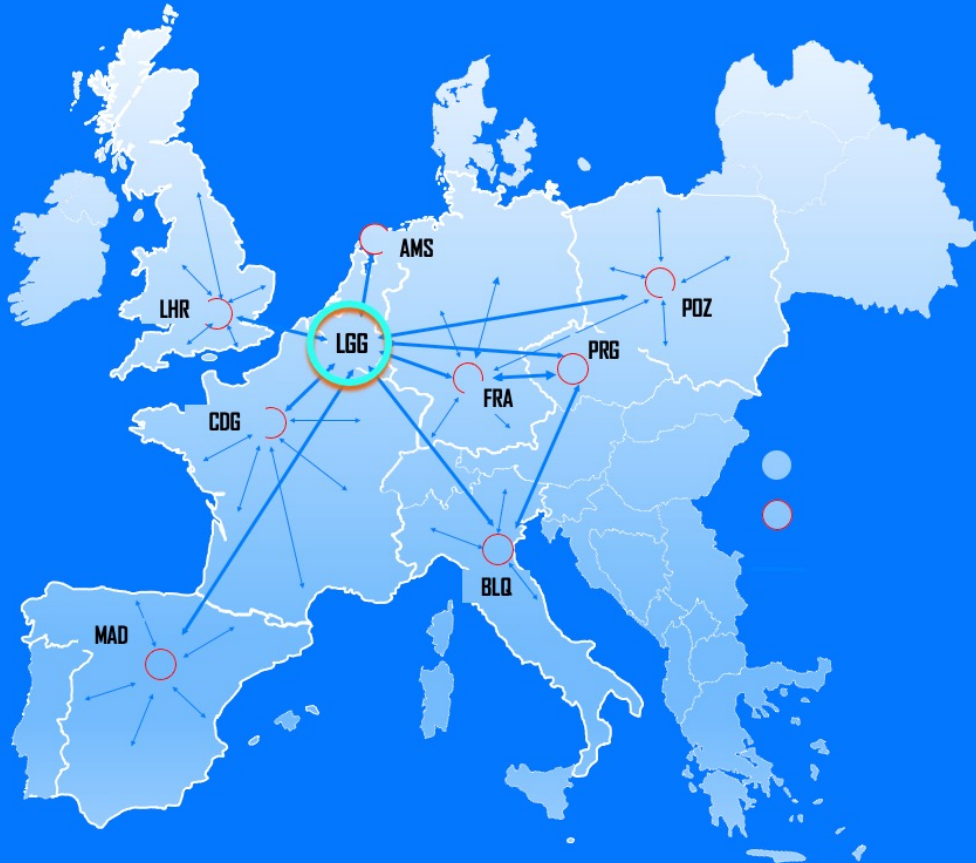


- Spain/France/Germany/Italy country sorting centers

Combined maximum sorting capacity of about half a million parcels per day
Capacity expected to double by the end of March 2022



European Trucking Network



➤ 80+ vehicles/day



➤ Covering 30+ European countries



➤ Solutions & added-value services



Sustainable last mile delivery solutions



- Russia
Covering 90% of population, 20,000 cities
4,000 pick-up stations, 12,000 lockers
- Western Europe
Region-wide home delivery coverage
15,000 pick-up stations in France
10,000 in Spain
2000 lockers to be deployed in Spain/France
- Eastern Europe
11,000 pick-up stations
90% of pick-up station users in Poland are e-commerce consumers

Smart Logistics Technologies for sustainability



- Smart order consolidation
Combine packages purchased by a consumer from different merchants on the AliExpress platform

Thank You



CAI
NIAO 菜鸟

Cainiao – Liege Project

Updated Introduction

Oct. 2021



Project Brief: Timeline and Milestones

Liege eHub is now the European logistics center for Cainiao

Under the eWTP strategy of the Alibaba group, Cainiao is establishing its European logistics hub in Liege and empowering the whole local logistics eco-system



Project Brief: eHub in operations

The Phase I started operations from November

We worked closely with local partners to overcome the challenges during this challenge period, and now the eHub has started full operations from November



Sector trends, needs and opportunities

The Digital wave is reaching Belgium

- Online purchases have increased by 7.5% in 2020, reaching a €8.8 billion turnover in Belgium.
- Belgian e-commerce market is maturing.
- 40% of Belgian online merchants started their businesses in 2020 (due to Covid-19).

Higher workforce requirements

- Manpower is needed in the different hubs, implying a higher job offer from e-commerce companies.

The evolution of e-commerce is an unquestioned dynamic

- The Covid-19 pandemic has further cemented this e-commerce trend with consumers turning to online shopping to meet their needs
- Cainiao offers the opportunity for Liege, its local companies and organizations, to be a part of this evolution

Grow together with the region

Cainiao eHub

A key opportunity for Liège, Wallonia and Belgium



Economic impact

- Boost national and regional economy
- Support local economy and SMEs



Digital Evolution

- Develop real e-commerce solutions
- Implement unique innovations and technologies



Connectivity

- Connect Liège to the rest of the world
- Provide an intermodal platform to the region



Sustainability

- State of the art building
- Future activities and Employment
- Minimize noise impact
- Open dialogue with the surroundings

Economic impact - Boost national and regional economy

Direct connections with other countries will

- Facilitate new business for Belgian industries
- Create further investment and consumption opportunities
- Attract new companies to Belgium and Liege in particular



Increase of economic activity in the Liege area

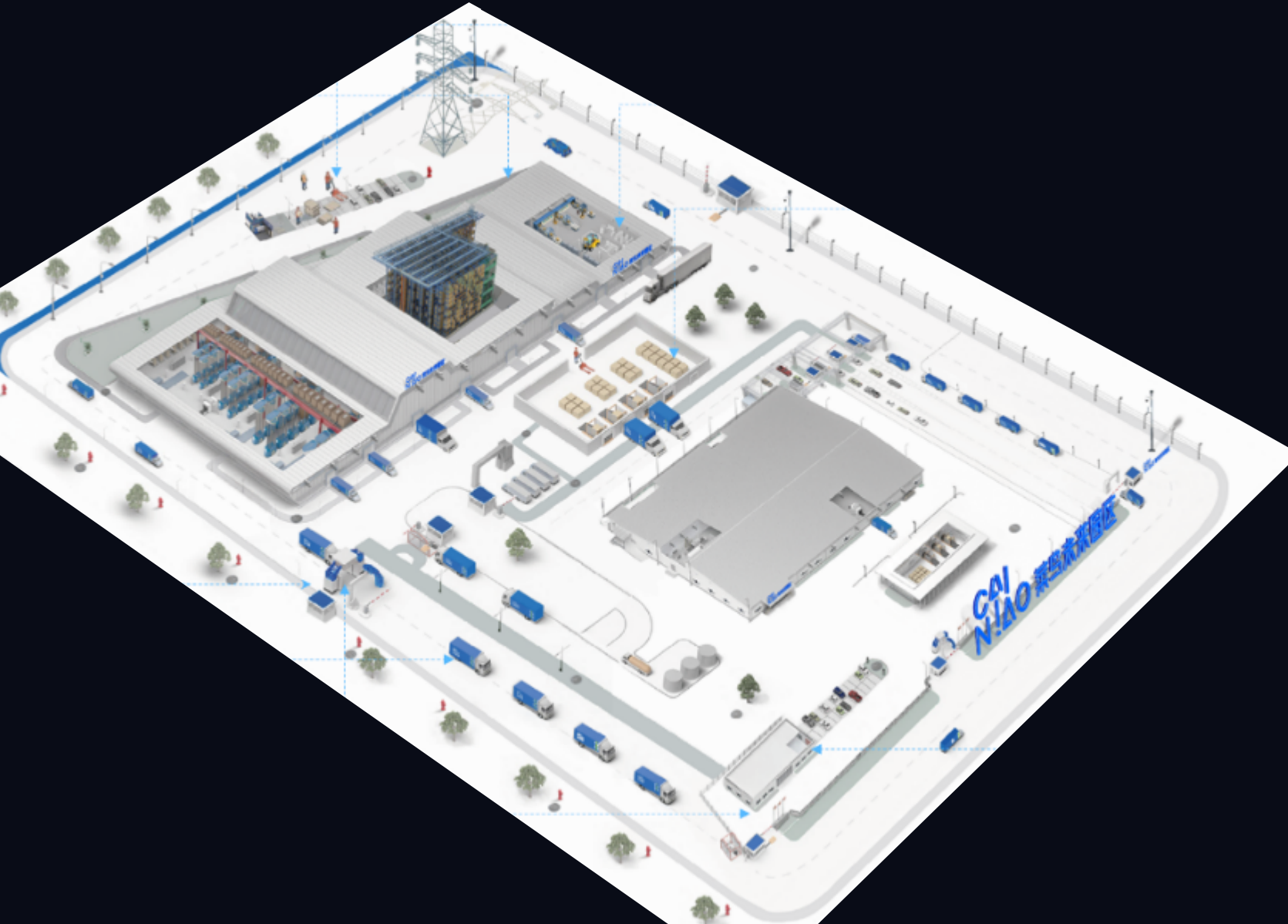


Reinforce the general attractiveness of the region



Foster the development of Liege Airport

Digital Evolution



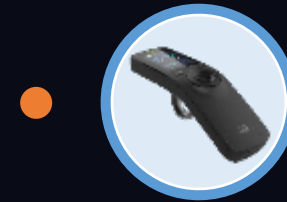
Future Park

Logistics park with automatic computing capacity



E-shipping Label

Smart, efficient and environmentally friendly technics in express delivery



IOT Tech

Digitalized devices and applications connecting people, equipment and goods in the logistics scenario



Flexible Automation

Technologies such as warehouse AGV, Loading Optimization, DWS etc. to increase efficiency and accuracy

Digital Evolution

Digital VR Terminal/Warehouse Dashboard empower the “eHub”

Operation Support

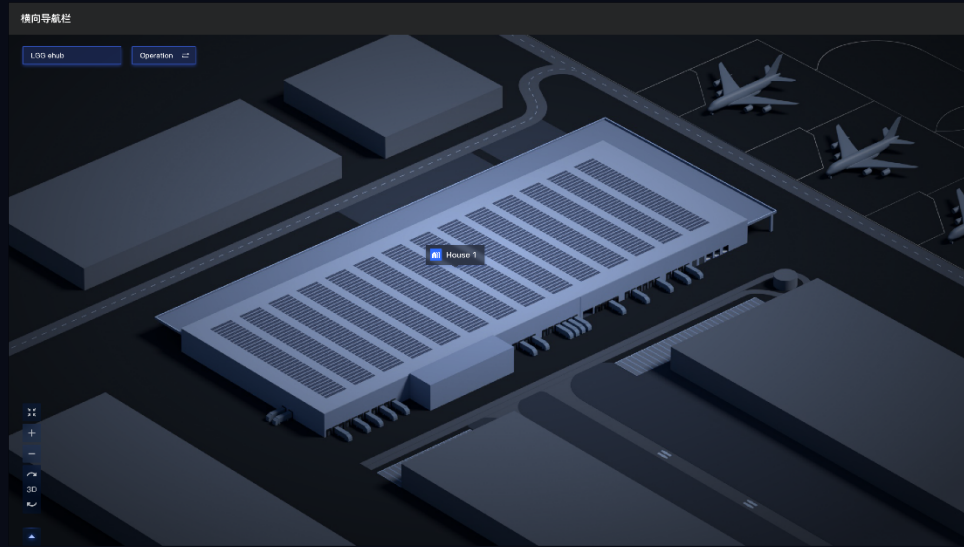
Digital Space provides data support for process and flow optimization



Traceability

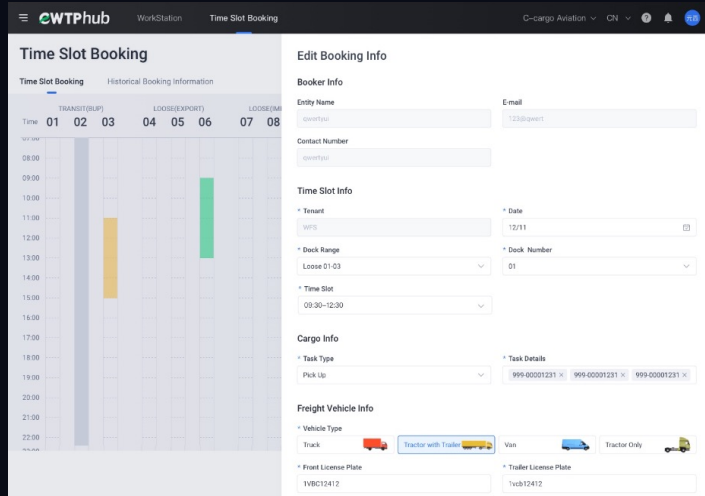
Digital Space realizes the digital real-time presentation and traceability of task, equipment and site dynamic changes in the area

Digital Evolution – Smart Terminal



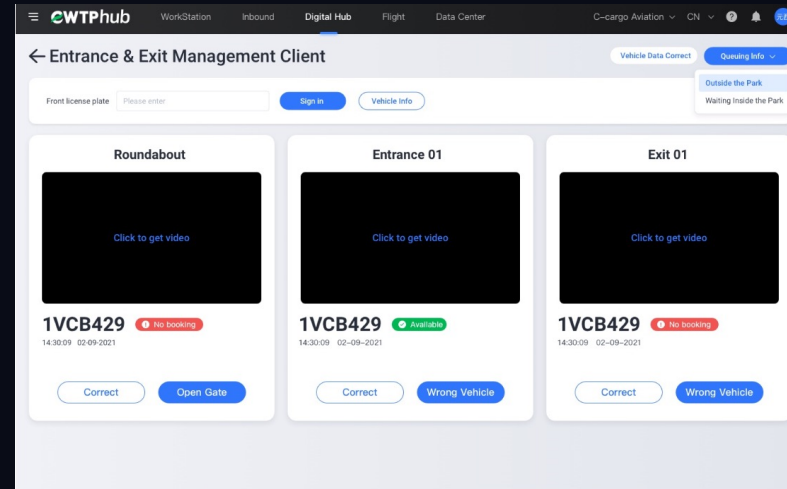
Digital Evolution – Smart Park

- **Prior Time Slot Booking**



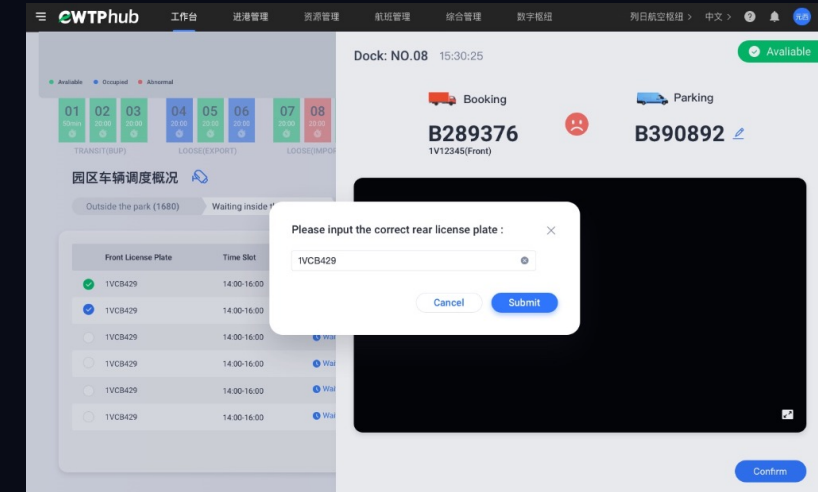
- Time Slot Booking in advance
- Methodically vehicle arrangement
- Booking info query and management
- Paperless solution

- **Visualized Entrance & Exit Mgmt.**



- Efficient visualized management solution
- AI algorithm application (ANPR/illegal parking)
- Reliable vehicle access permission control
- Entry and exit order management (Smart Large LED Screen for queuing)
- Creative E-stamp solution for cargo security

- **Intelligent Vehicle Dispatching**



- Visualized dock management (ANPR/Dock Status detection)
- High turnover rate of docks based on intelligent vehicle dispatching
- Accurate and complete record of business data
- Timely abnormal alarm

Note : Closely linked to ESP system – Cargo import collection / export delivery

Sustainability

Green integration

- Achieving an integrated logistic park into the surrounding landscape in minimum changes
- Green treatment to the perimeter with planted trees, creating a green visual barrier

Safety

- Designing with the premise of avoiding accidents
- Separate traffic of vehicles and pedestrians

Full Functionality & Flexibility for future changes

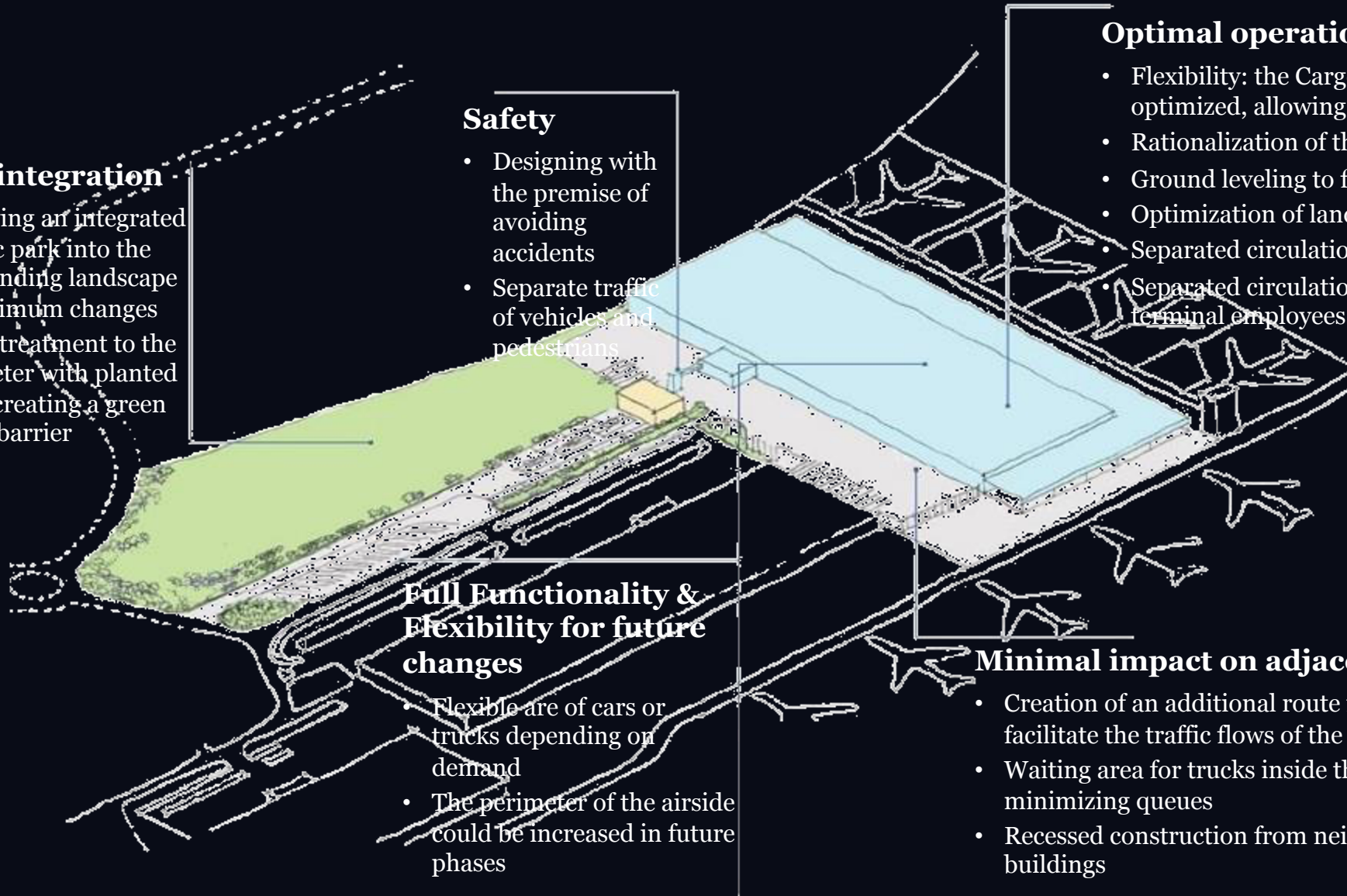
- Flexible area of cars or trucks depending on demand
- The perimeter of the airside could be increased in future phases

Optimal operation

- Flexibility: the Cargo Terminal airside contact is optimized, allowing a natural flow of goods
- Rationalization of the office building layout
- Ground leveling to facilitate truck flows
- Optimization of land use
- Separated circulation of truck and car flows
- Separated circulation of office employees and cargo terminal employees

Minimal impact on adjacent site

- Creation of an additional route for trucks to facilitate the traffic flows of the entries area
- Waiting area for trucks inside the plot, minimizing queues
- Recessed construction from neighboring buildings



THANK YOU

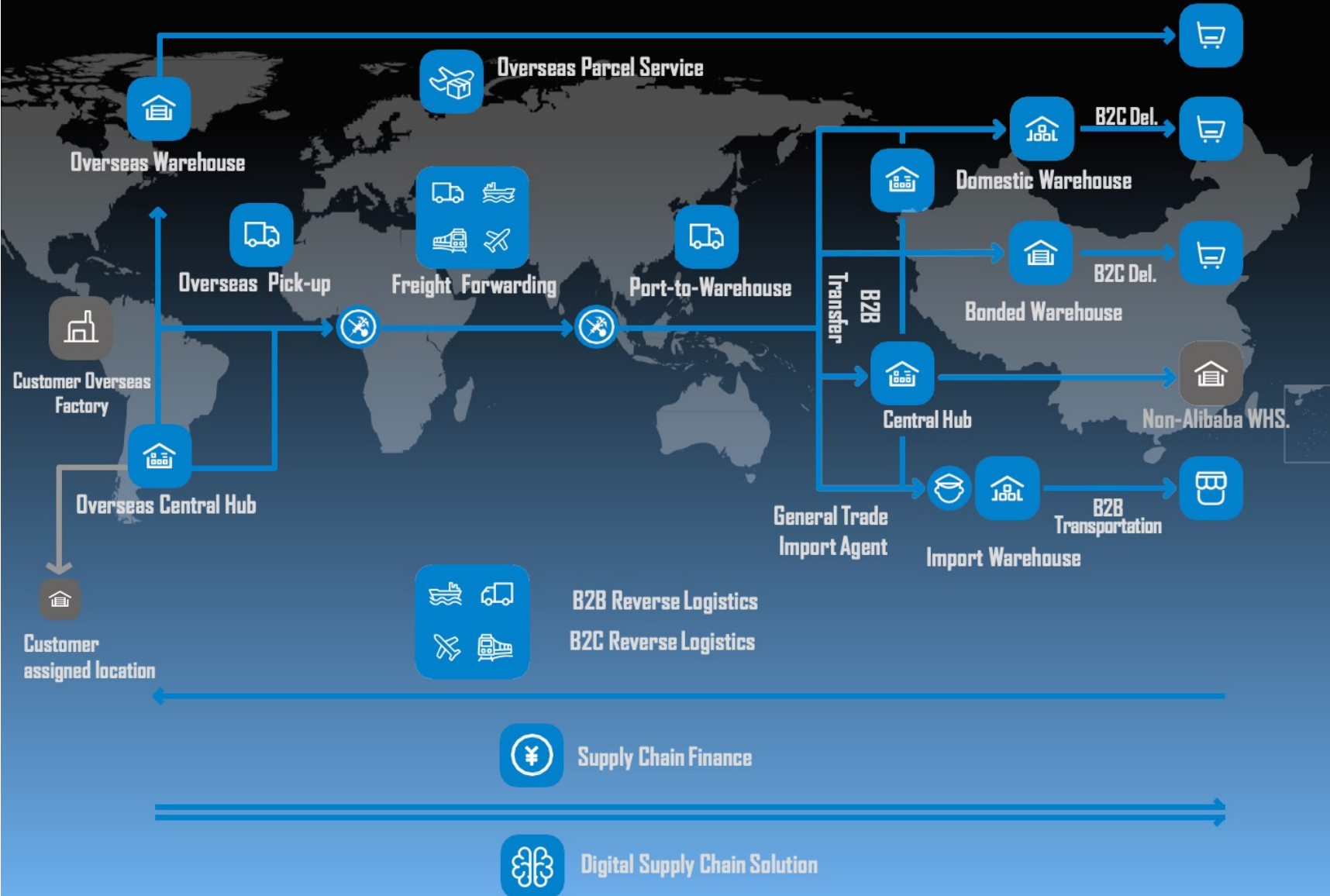


Ramping up your supply chain to China

Stone Wu

Cainiao Network Global Supply Europe Division

Introducing Cainiao Global Supply Chain



B2C Service

- Bonded Warehouse & Delivery (B2B2C)
- Domestic Warehouse & Delivery
- Overseas WHS. & Direct Shipping (B2C)
- Reverse Logistics (from Consumers)

B2B Service

- Freight Forwarding
- Central Hub (Bonded & Overseas)
- General Trade (Import Agent & Logistics)
- Port-to-Warehouse
- B2B Transfer Network
- Reverse Logistics (from Business)

Value Added Service

- Supply Chain Finance
- Digital Supply Chain

Choose the supply chain that suits you the best



Choose the supply chain that suits you the best

Offline Brand Store



JIT

- Pack to Order
- QA & Verification

International Shipping

- Export declaration
- Air Transportation

Domestic Distribution

- Port collection & Courier service
- Courier exception handling
- Delivery Interception

Brand Fulfillment



Overseas
Warehouse

JH

- Receive parcel & inspection
- Weighing & Labeling , VAS
- Palletizing & Prepare for shipping



International
Airfreight



Customs Clearance
BC CC



Domestic Delivery



Consumers

Cainiao Fulfillment



GFC

- Inventory & Replenishment Management
- Order fulfillment , VAS
- Order interception & re-shelf

BC

- CBEC taxes, 9.1%, 6.3%, 23.05%
- CNY26000 limit per person per year
- CNY5000 limit per order
- ID number required

CC

- Personal Postal articles tax, 13%, 20%, 50%
- Dutiable amounts less than RMB 50
- 1,000RMB for all other regions;
- ID copy required (front & back)

Why Choose Cainiao Service?

Cost-competitive



Capacity



Tailor-made Solution



Quality Service



Thank you!