

 **Alibaba.com**

ALIBABA.COM

make it easy to do business anywhere

01

Alibaba.com
Introduction

Alibaba

History

Founded in 1999
18 people led by Jack Ma

Today

One of the largest **online and mobile commerce** companies.

More than **10 million** small

business and **180,000+** brands



Alibaba's Vision for 2036

Mission

To make it easy to do business anywhere.

Vision

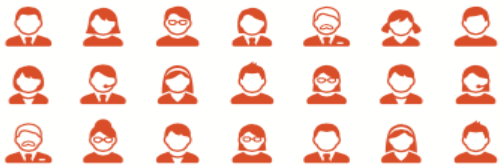
Aspire to be a good company that will last for 102 years



Alibaba.com

Alibaba.com has become a world-leading B2B e-commerce marketplace during the past 25 years.

01 Buyers



- 300 million+ registered buyers
- 26 million+ active buyers

02 Suppliers



- 230,000+ global gold suppliers
- 40+ industries

03 Globalization



- 200+ countries /regions
- 400,000+ active inquires per day

04 Huge Categories



- 5,900+ product categories
- 200 million+ product listings

GLOBAL GOLDEN SUPPLIER

Reimagine Wholesale:
A Global Nexus of Trade

50M+
Active Business
Buyers

200K+
SMEs Suppliers

190+
Buyer Countries
and Regions

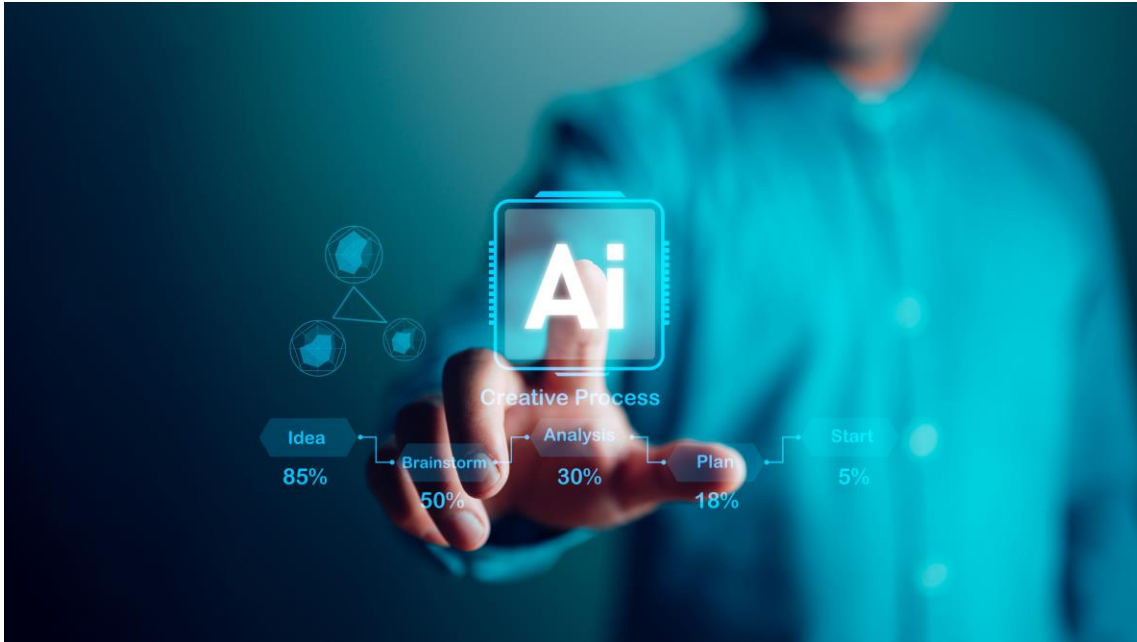


Global Gold Supplier (GGS) is an exclusive membership service provided by Alibaba.com aimed at enhancing the visibility and trust of global suppliers. Businesses that become GGS members benefit from a suite of value-added services that include priority listing, comprehensive company verification, and professional market analysis reports. This program is designed to elevate global suppliers' brand image and expand international trade opportunities, offering a significant competitive edge in the global B2B marketplace. Until now there are 20,000+ global gold suppliers on board covering 40+ industries.

02

Alibaba.com Latest Technology

Alibaba.com AI Technology



Intelligent Assistant Tool for Foreign Trade

- Smart Assistant relies on **24 years of accumulated digital foreign trade data** and specialized vertical language corpus training
- Full set of business data with real-time sensing and interactive capabilities, with the model continuously learning and iterating autonomously.



Smart Assistant features powered by artificial intelligence (AI) launched at CES in Las Vegas, NV in January, 2024

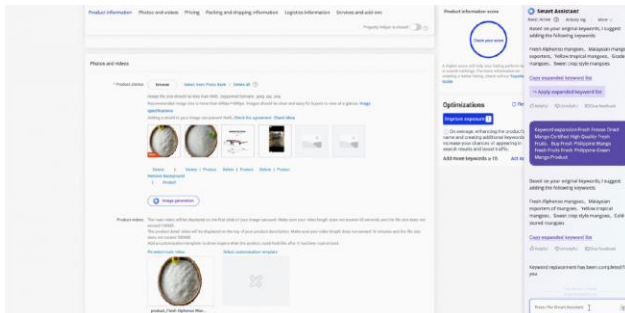
Smart Assistant

Smart Assistant

an advanced AI-powered commerce tool that leverages Alibaba.com's institutional database and sophisticated modeling techniques to support sellers in international trade with **efficiency** and **effectiveness**.

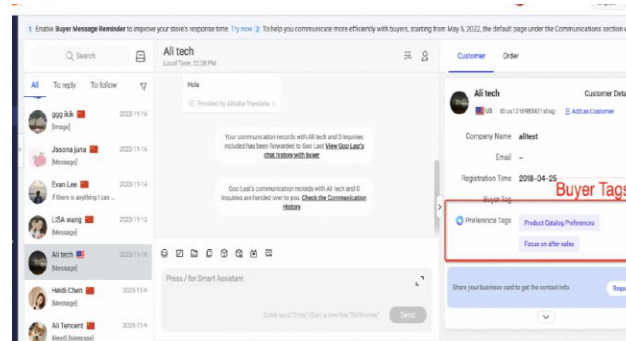
Smart Product Listings

AI-generated product listings for more effective exposure



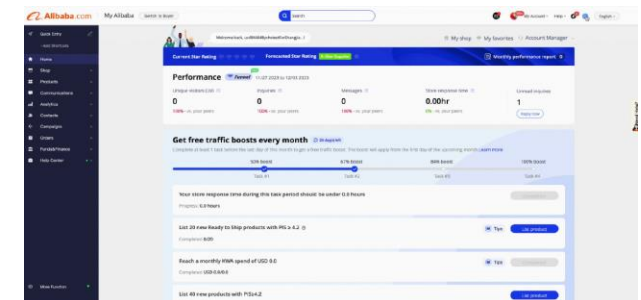
Chat Copilot

Business editing for quicker, more purposeful communication



Intelligent Analysis

Data and analysis on your products, industry, opportunity product



03

Alibaba.com's Contribution on Central Asia Digital Transformation

Cooperation with Word Bank



Alibaba.com has established a cooperation with the World Bank in Central Asia, supporting **83 suppliers** from **Uzbekistan, Kazakhstan, and Tajikistan**

The project(Elevate Global Access Through E-Commerce (E-GATE) in Central Asia is a World Bank program launched in 2023) is aiming at enhancing data sharing, capacity building, and technical support for onboarding SMEs to Alibaba.com



Alibaba.com with Kazakhstan

- ◆ Cooperation with **Kazakstan QazTrade Center** to help local SME to sell globally from 2019, more than **290** suppliers sell globally on Alibaba.com.
- ◆ Successful industries in the supplier collaboration project between QazTrade and Alibaba.com are mainly concentrated in the "Food and Beverage" sector. Export of products such as wheat flour, meat products, rice, honey, and wine is thriving, with main export destinations including China, Germany, Central Asian countries, and other European countries. In addition, Kazakhstani exporters are exploring new markets such as the United States, European countries (Czech Republic, Ukraine), the Middle East (United Arab Emirates), and South Asia (Afghanistan, Bangladesh, Pakistan).

Ministry of Trade and Integration of the Republic of Kazakhstan

About the Ministry Committees Activity Documents Press Room Contacts

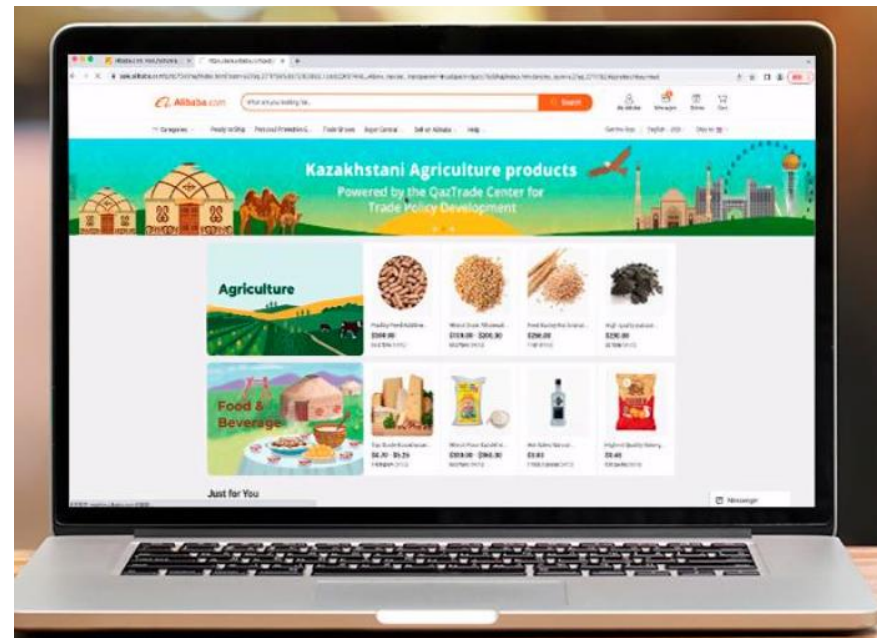
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Exporters sold \$ 45 million worth of goods on Alibaba.com

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Alibaba.com with Uzbekistan

Cooperation with **Export Promotion Agency under the Ministry of Investments, Industry and Trade of the Republic of Uzbekistan**



138 Number of Uzbekistan suppliers on Alibaba.com

9000 Number of Uzbekistan products on Alibaba.com

305 650 Inquires from Global buyers during 2022 - 2023

2 950 000 USD export sales revenue* during 2023

* Source - According to a telephone survey of suppliers

Regional service centers Tashkent, Namangan and Samarkand

Training center

- For business owners
- For employees
- For students

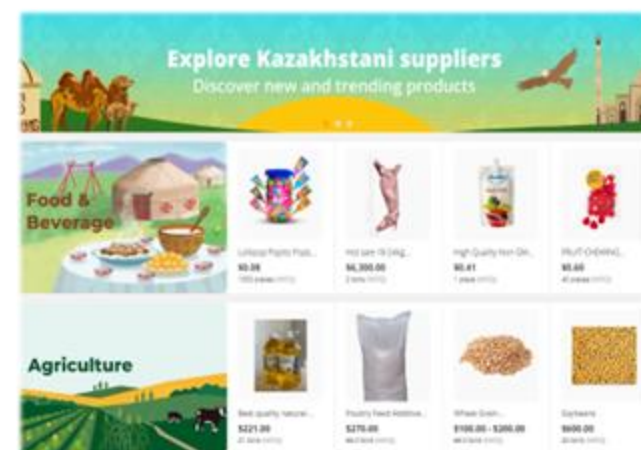
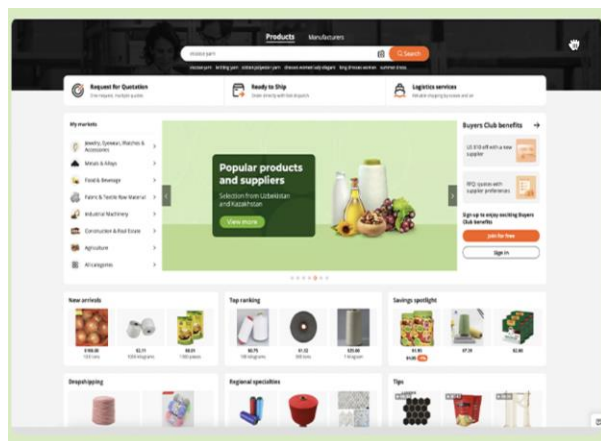
Technical support

- Account management
- Marketing tool use
- Logistics consulting

Content studio

- Description
- Product posting
- Photo and video shooting

Alibaba.com Online trade show & country pavilion



Via Alibaba.com online tradeshow & country pavilion Central Asia Suppliers can get more exposure.

Success Sellers Story



Samarkand Motrid Dry Fruits is one of the largest producers and exporters of dried fruits in Uzbekistan, with a focus on natural and environmentally friendly products.

The company has deepened and broadened its export channels, primarily through the Alibaba.com platform, **resulting in the export of 300,000 tons of products and an annual turnover of 1.5 million dollars in 2022.** The company now works with more than 40 partners from different countries and covers all the countries in Eurasia.

Despite occasional challenges, the company has found good customers through Alibaba.com and attributes its success to the active work of all employees, the use of promotional tools on Alibaba.com, constant monitoring of the star rating indicator, and training from Alibaba.com.

Success Sellers Story



Tricolor LLC, founded in November 2017 in Fergana, Uzbekistan, specializes in manufacturing textile products and apparel. Since joining Alibaba.com in 2022, the company has made significant strides in expanding its global market presence. By establishing relationships with customers in key markets such as the USA, India, and Turkey, **Tricolor's export revenue reached an impressive 16 billion UZS in 2023 and 6.5 billion UZS in just the first seven months of 2024.** The company's production is primarily export-focused, with 80-85% of its output sold internationally, highlighting its successful integration into B2B e-commerce.

Tricolor's experience on Alibaba.com has not only enhanced their business capabilities but also provided valuable insights into the global market, reinforcing the importance of maintaining active engagement and professionalism in e-commerce.

 Alibaba.com

THANK YOU

make it easy to do business anywhere