



Service Partner Alibaba.com

E-commerce

B2B

Worldwide

24/7

On your conditions

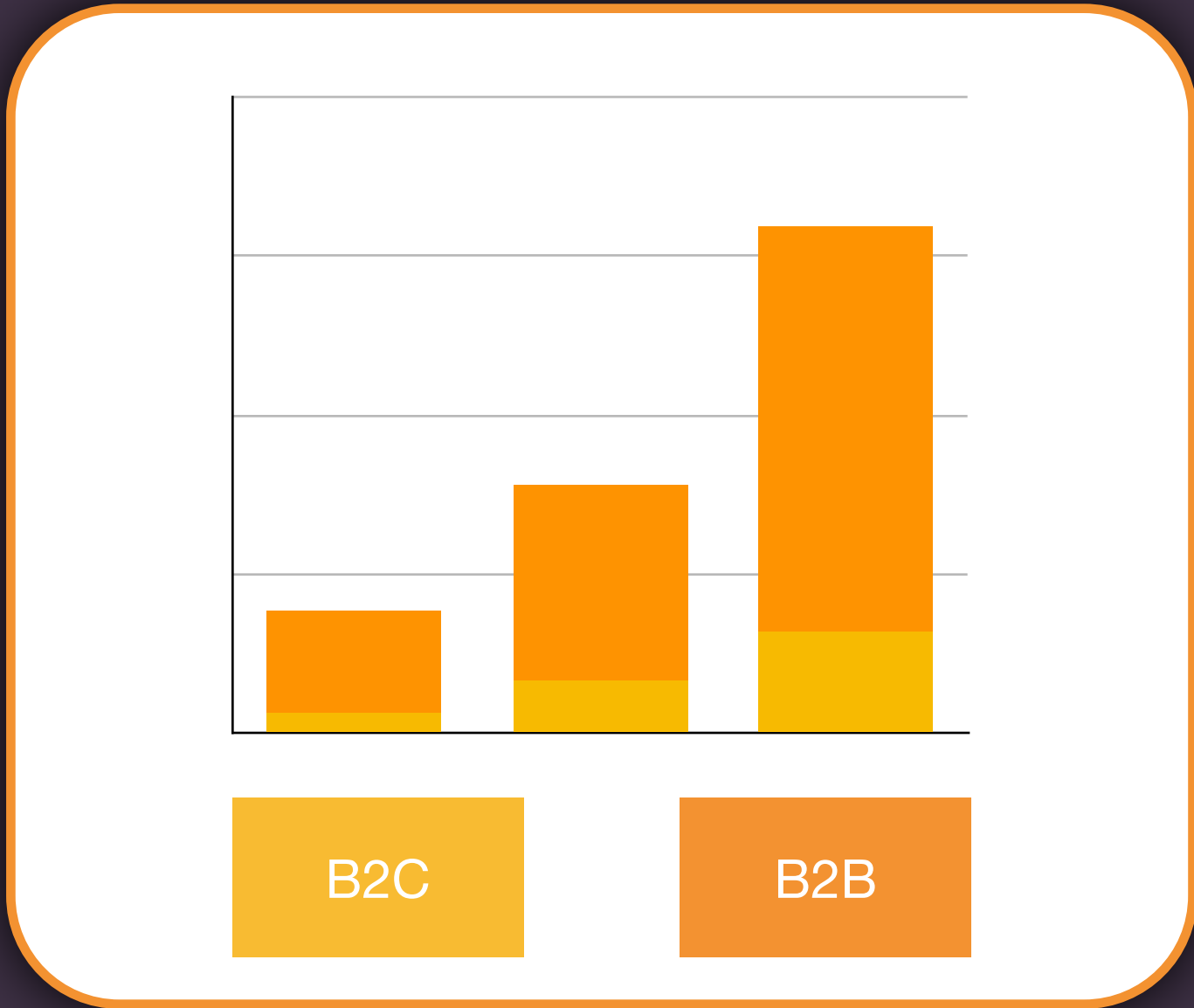


Michiel Ebbing

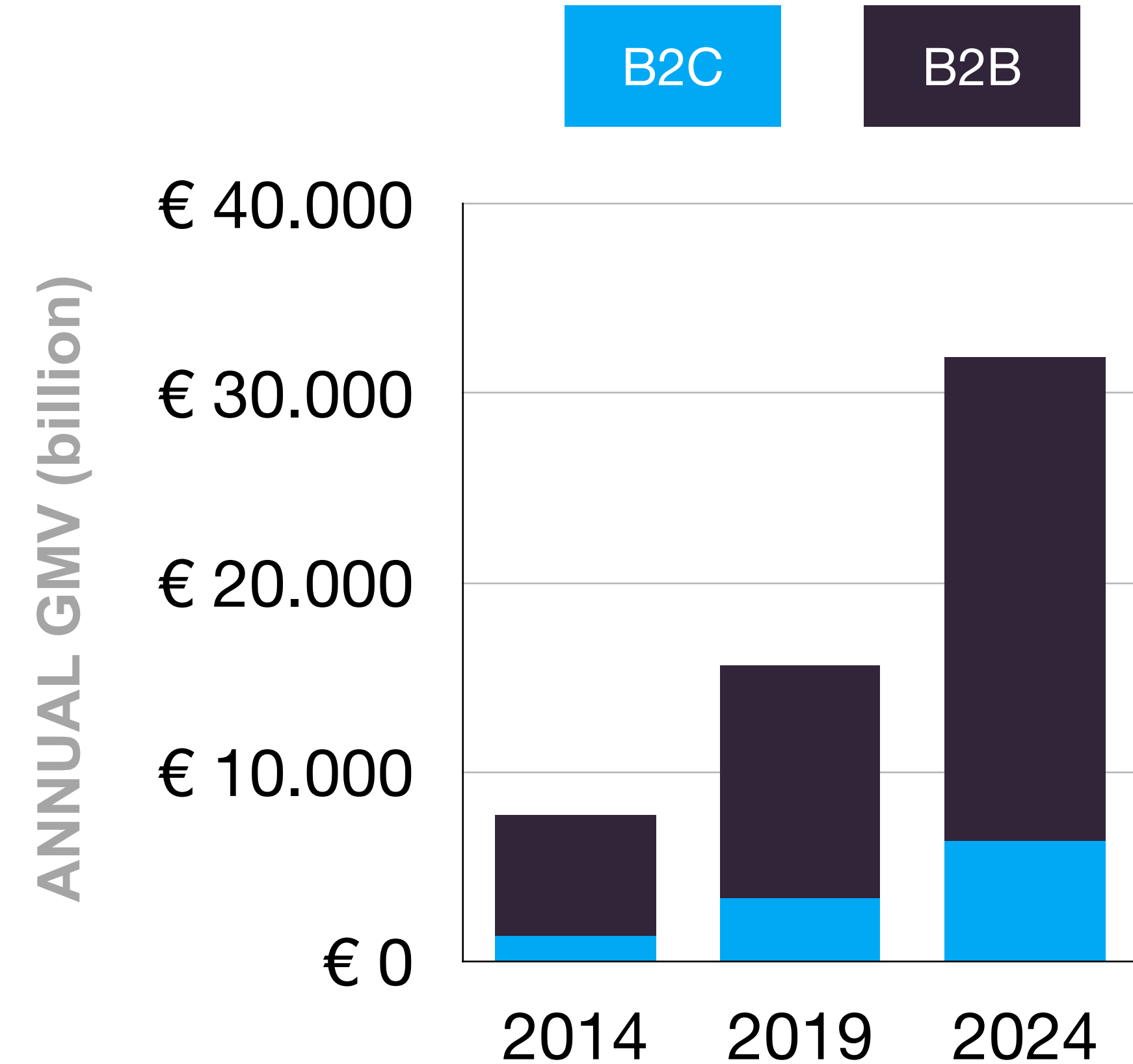
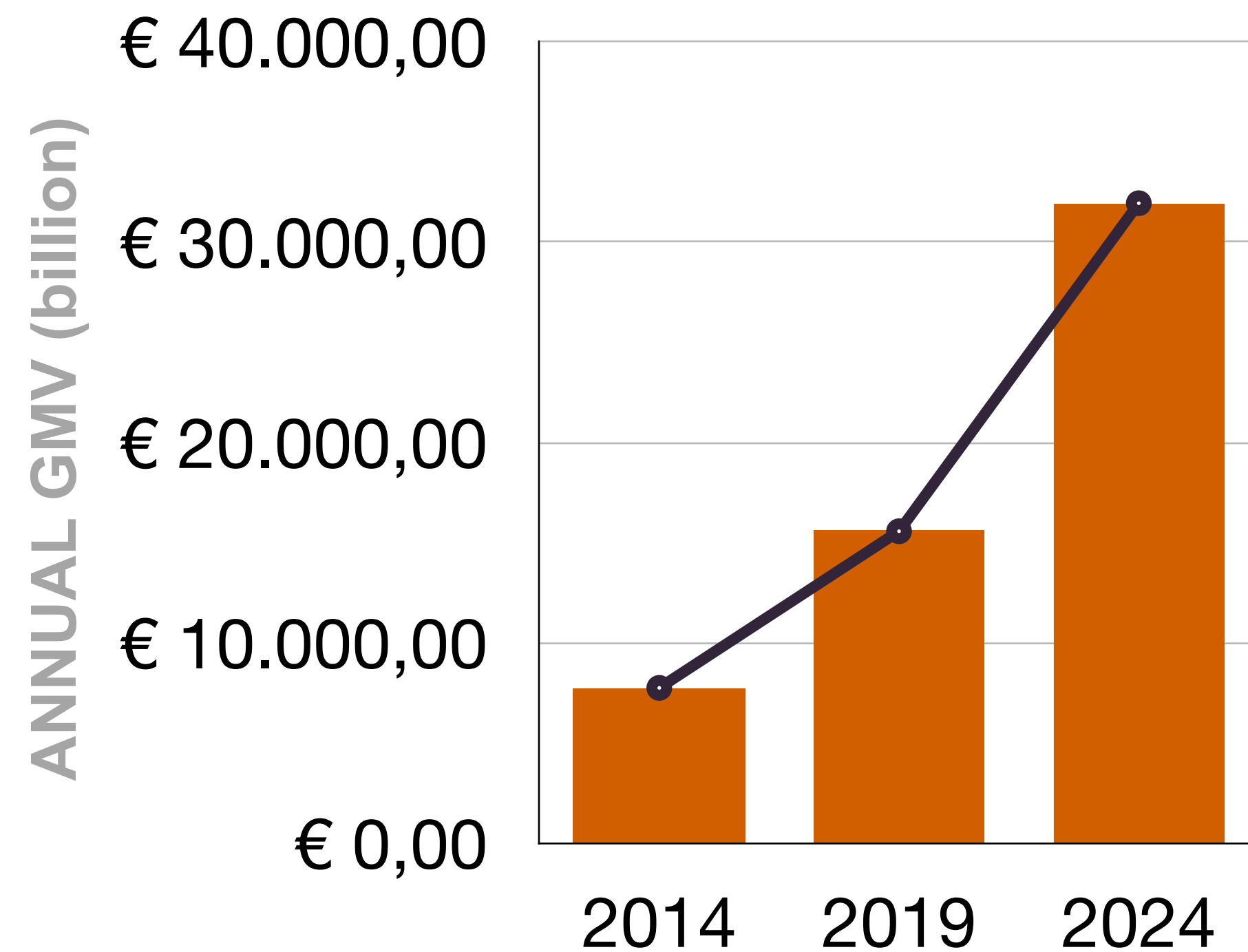


WHY DOES ALIOTH BELIEVE IN ALIBABA.COM?





E-COMMERCE IS INEVITABLE

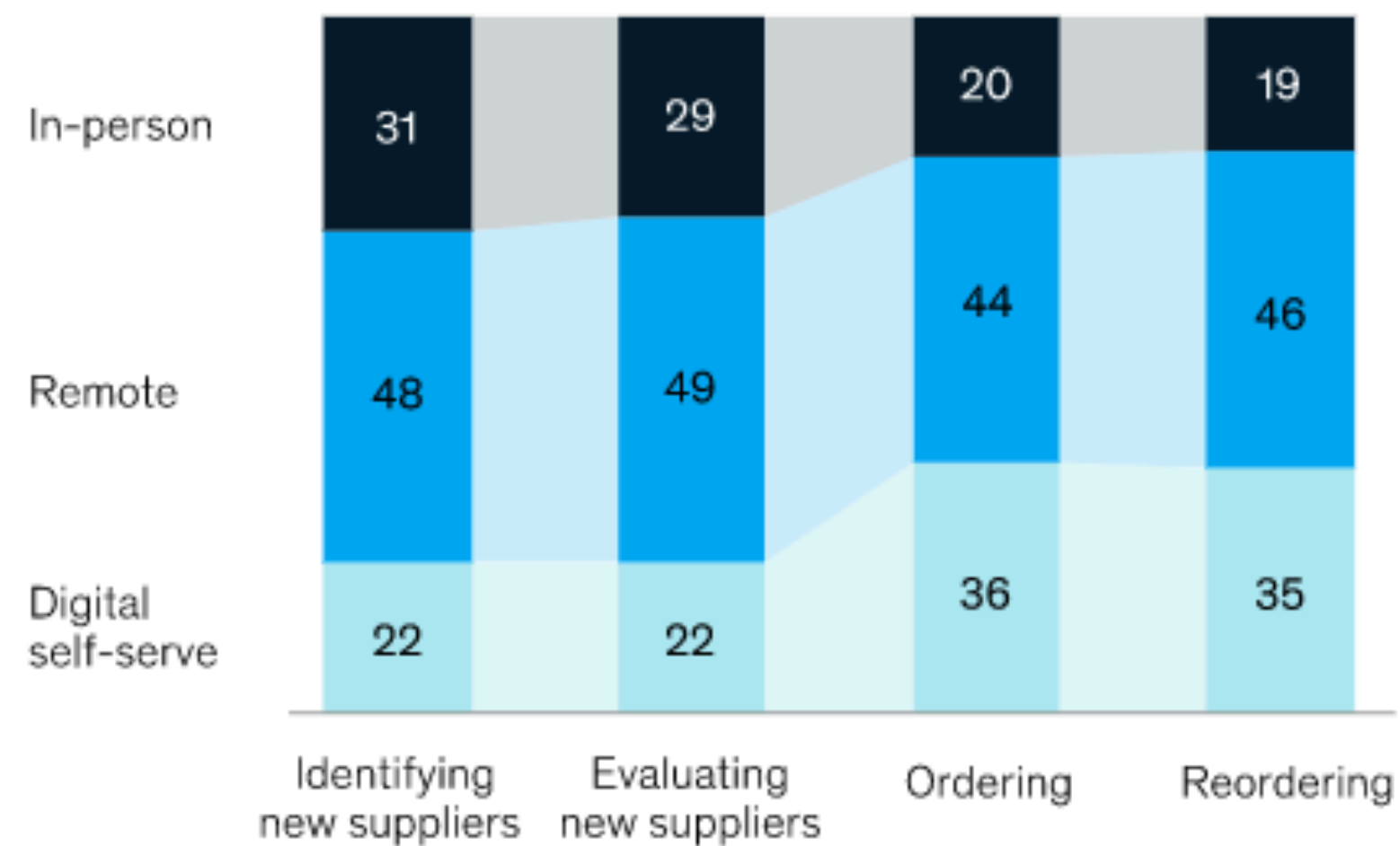


B2B BUYERS PREFER E-COMMERCE •

Most B2B seller interactions have moved to remote or digital ...

Current way of interacting with suppliers' sales reps during different stages^{1,3}

% of respondents



... and that's exactly what customers want.



of B2B decision makers prefer remote human interactions or digital self-service^{2,3}

Why?

- Ease of scheduling
- Savings on travel expenses
- Safety

A vertical stack of shipping containers in various colors (blue, red, white) against a clear sky.

EU POTENTIAL •

"Most important factors for B2B buyers when shopping online"

39%

Faster
delivery

38%

Product
Availability

32%

Price

25%

Supplier
Reputation

GROUP STRUCTURE •



CHINA

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零售通
LST.1688.com

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TMALL 天猫
淘宝
Taobao

FRESHIPPO

銀泰百貨

AliHealth 阿里健康

CONSUMER SERVICES

饿了么

飞猪
FLIGGY

口碑
Koubei

OTHERS

DingTalk

alimama

蚂蚁金服
ANT FINANCIAL

CAINIAO

Alibaba Cloud



GLOBAL

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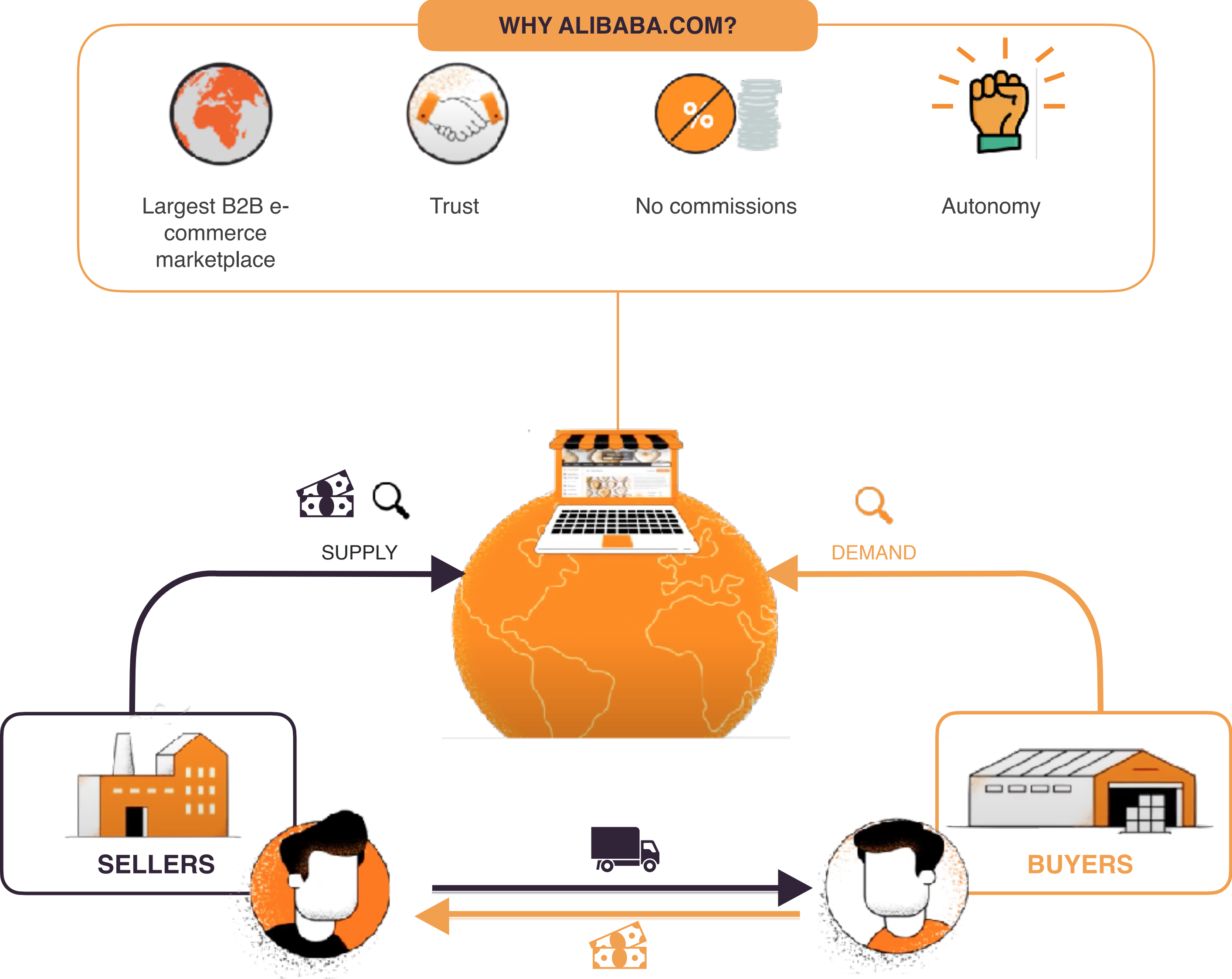
AliExpress™

天猫国际

Lazada



ALIBABA.COM •



ALIBABA.COM IN NUMBERS •

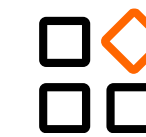


WE'VE FOCUSED ON
GLOBAL TRADE FOR
MORE THAN 20 YEARS.



Active buyers

40M+



Years of industry

20+



Suppliers

200,000+



Industries covered

40



Countries and regions

200+



Product categories

5,900



Languages supported

18



Products

200M+



REGIONS •



AMERICAS

United States

Brazil

Canada

Mexico

Peru

EUROPE

France

Germany

Italy

Spain

Turkey

United Kingdom

ASIA-PACIFIC

Australia

India

Indonesia

Malaysia

Pakistan

Philippines

Thailand









MIDDLE EAST & AFRICA

Saudi Arabia



CATEGORIES•

Most in demand industries from Europe

 Food & Beverage	 Minerals & Metallurgy	 Fabric & Textile Raw	 Beauty & Personal Care
 Agriculture	 Construction & Real Estate	 Vehicles & Accessories	 Apparel
 Machinery, Fabrication Services	 Rubber & Plastics	 Furniture	 Luggage & handbag

Top supplying countries for Food & Beverage / Agriculture categories

 Italy	 Vietnam
 Turkey	 Malaysia
 Thailand	 United States
 Japan	



An aerial photograph of a busy port. Several large container ships are docked at the pier, their decks covered with stacks of colorful shipping containers in red, blue, green, and white. Yellow gantry cranes are positioned along the pier, some with their arms extended over the ships. The water is a deep blue, and the sky is clear. The overall scene depicts a major hub of international trade and logistics.

15:1

On Alibaba.com, demand
for food and beverage
products is 15x times larger
than supply



3-STEPS OF SUPPORT •

DISCOVERY

Is this for me?

ONBOARDING

How do I get started?

OPERATIONS

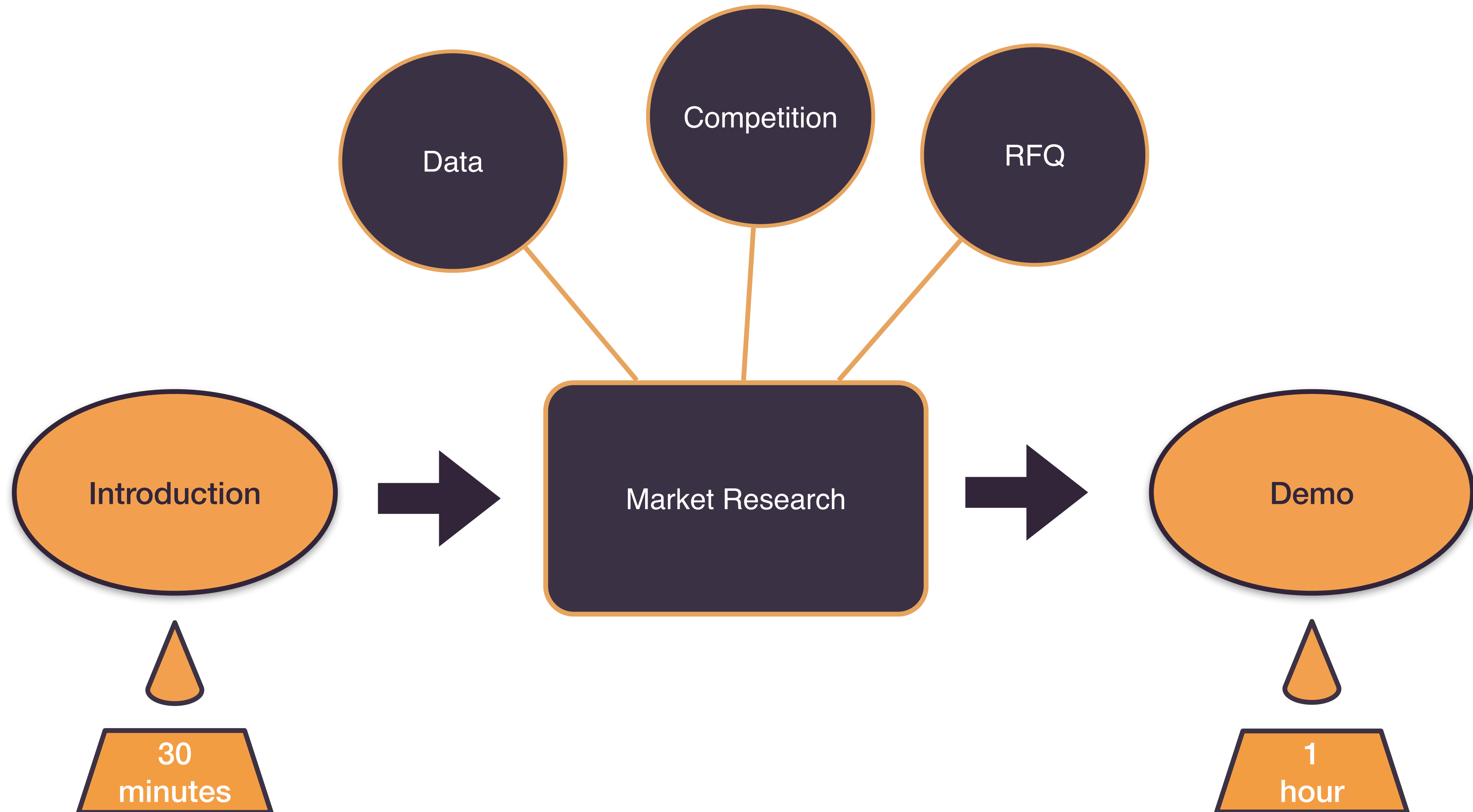
How do I become successful?



IS THIS FOR ME?



DISCOVERY •



DEMIJBA

Company Intro

Industry: Food & Beverage

Main Product Categories:

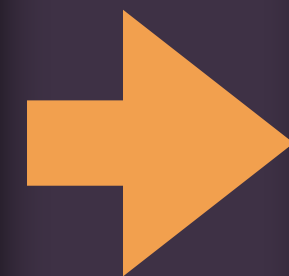
- Potatoes
- Onions
- Celeriac
- Brussels sprouts

Member since: 01/05/21

Company size: 15

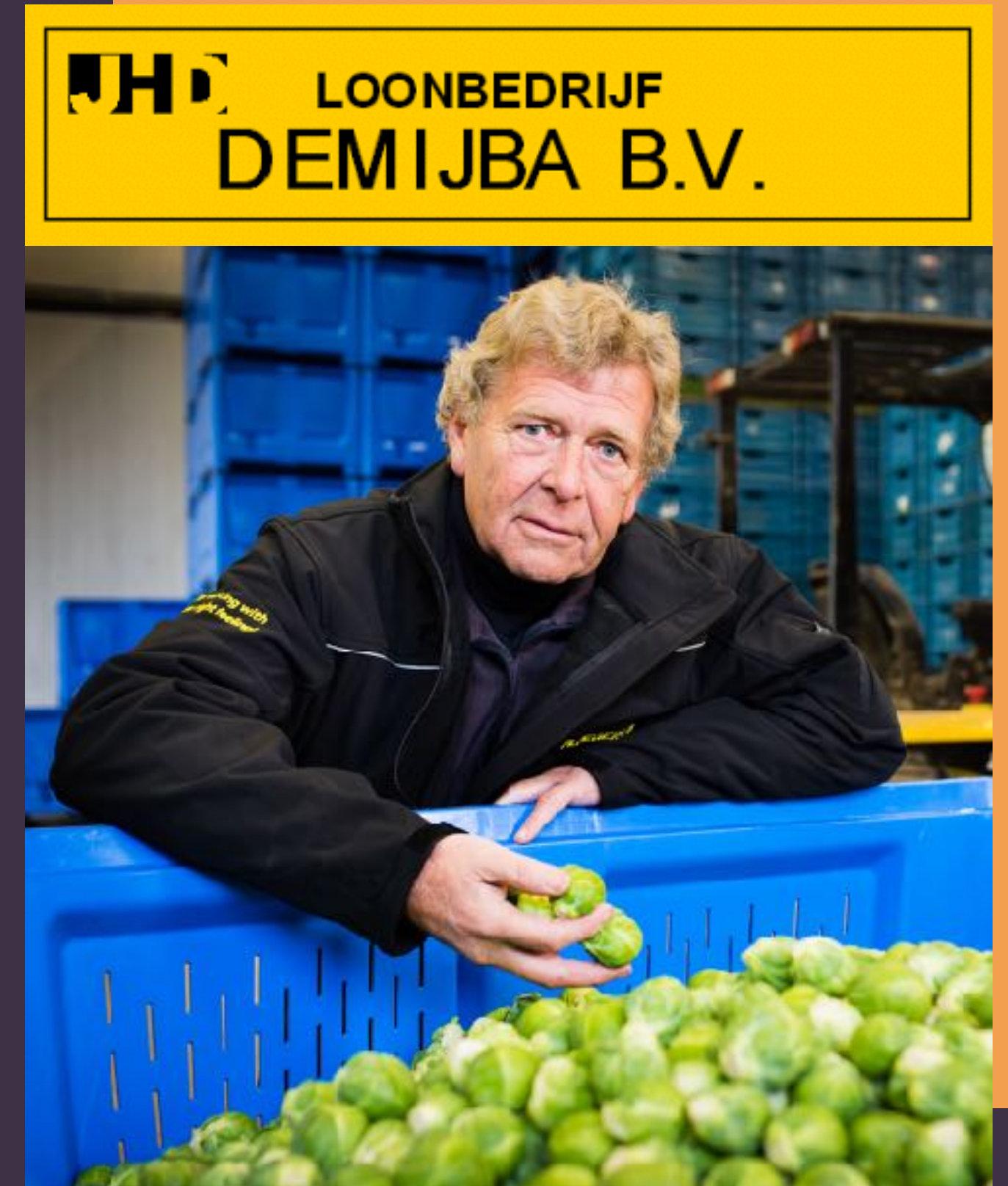
Challenges

- Production capacity
- Range <400km
- Export experience



Results

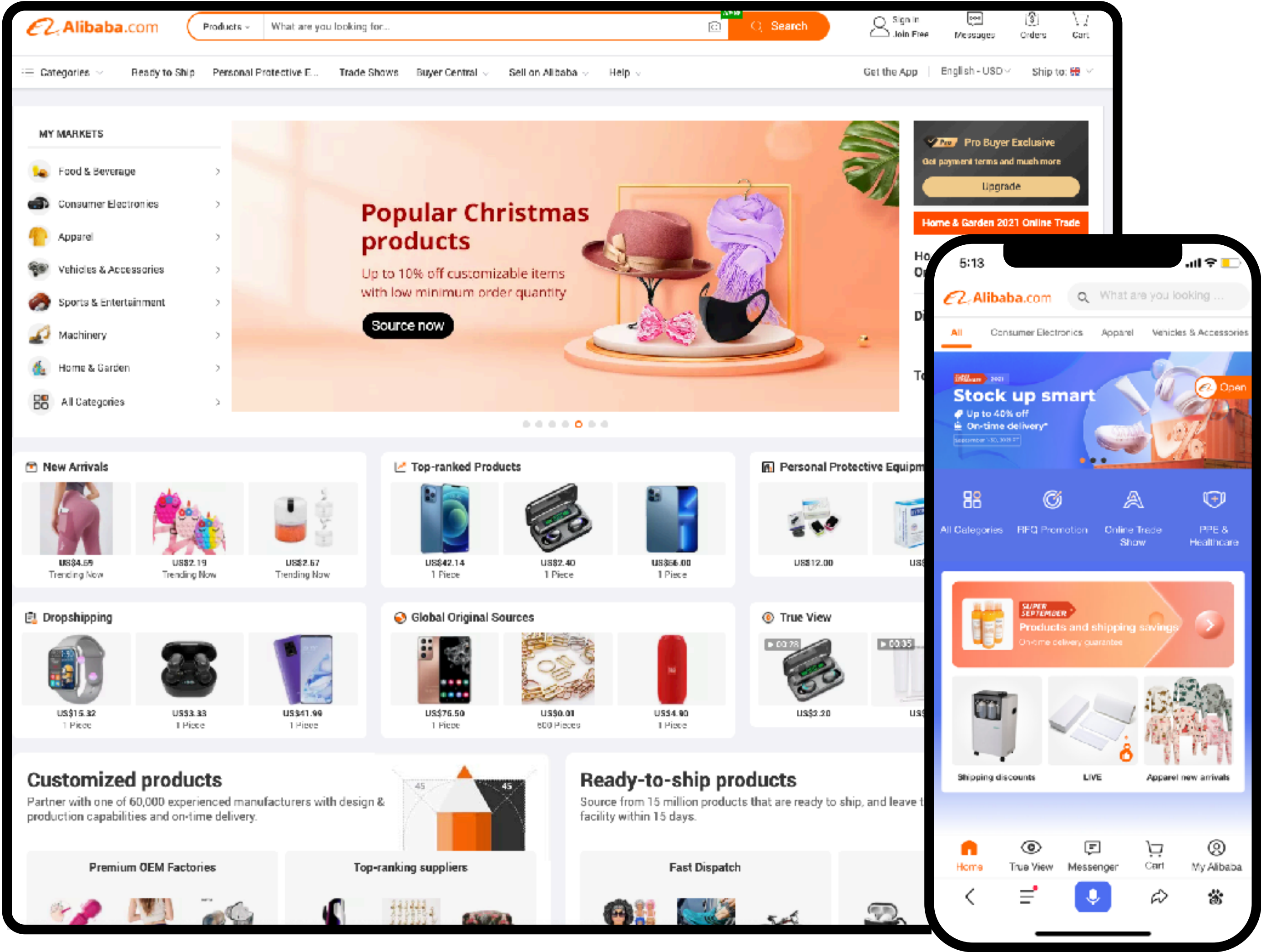
- ✓ New product ideas
- ✓ 1st Organic "Potato" hit (\$0 KWA)
- ✓ Key Intelligence
- ✓ New sales countries
- ✓ Onboarding Partner



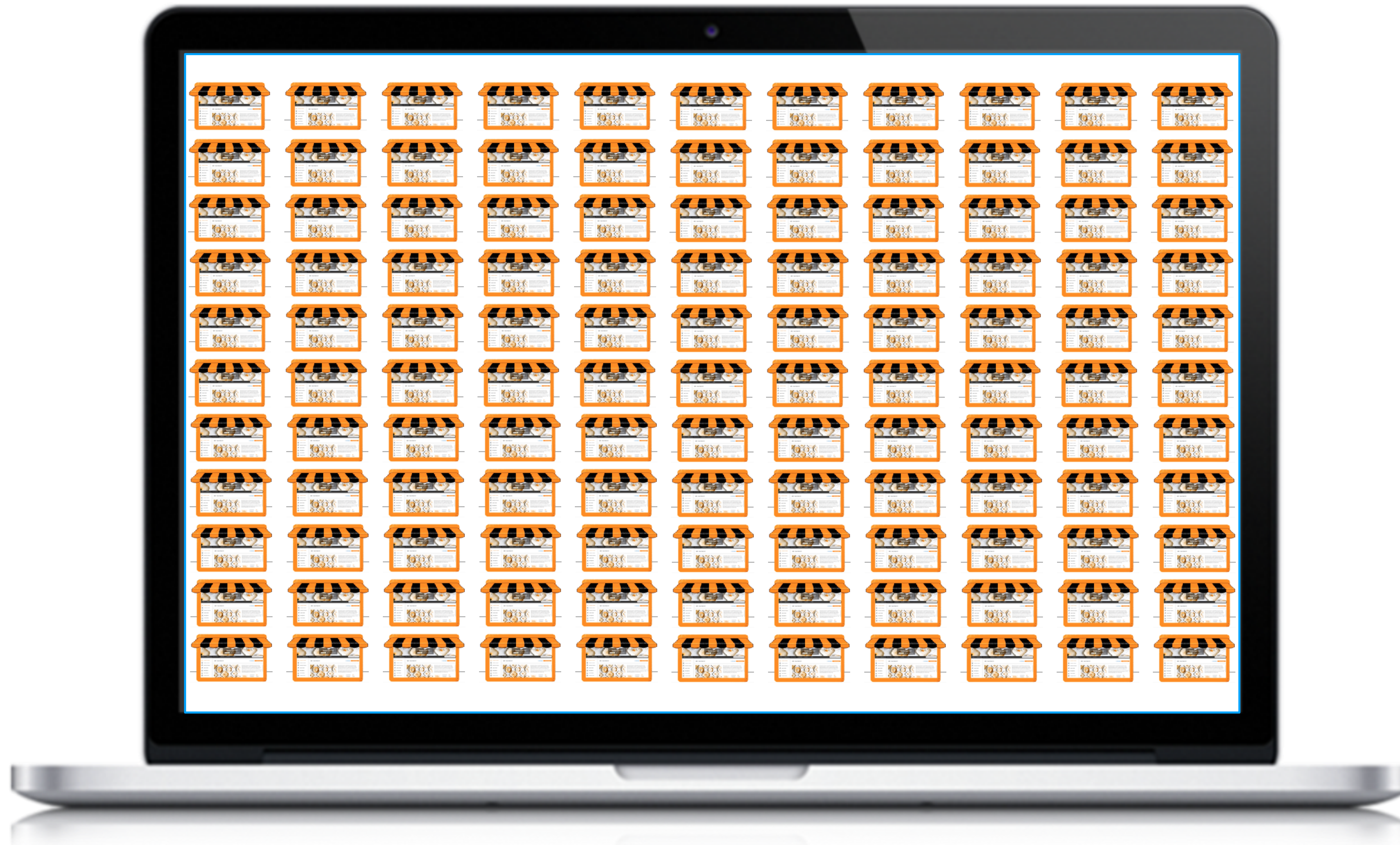
HOW DO I GET STARTED?



MARKETPLACE •



MARKETPLACE •



Buyer



B2B STORE •



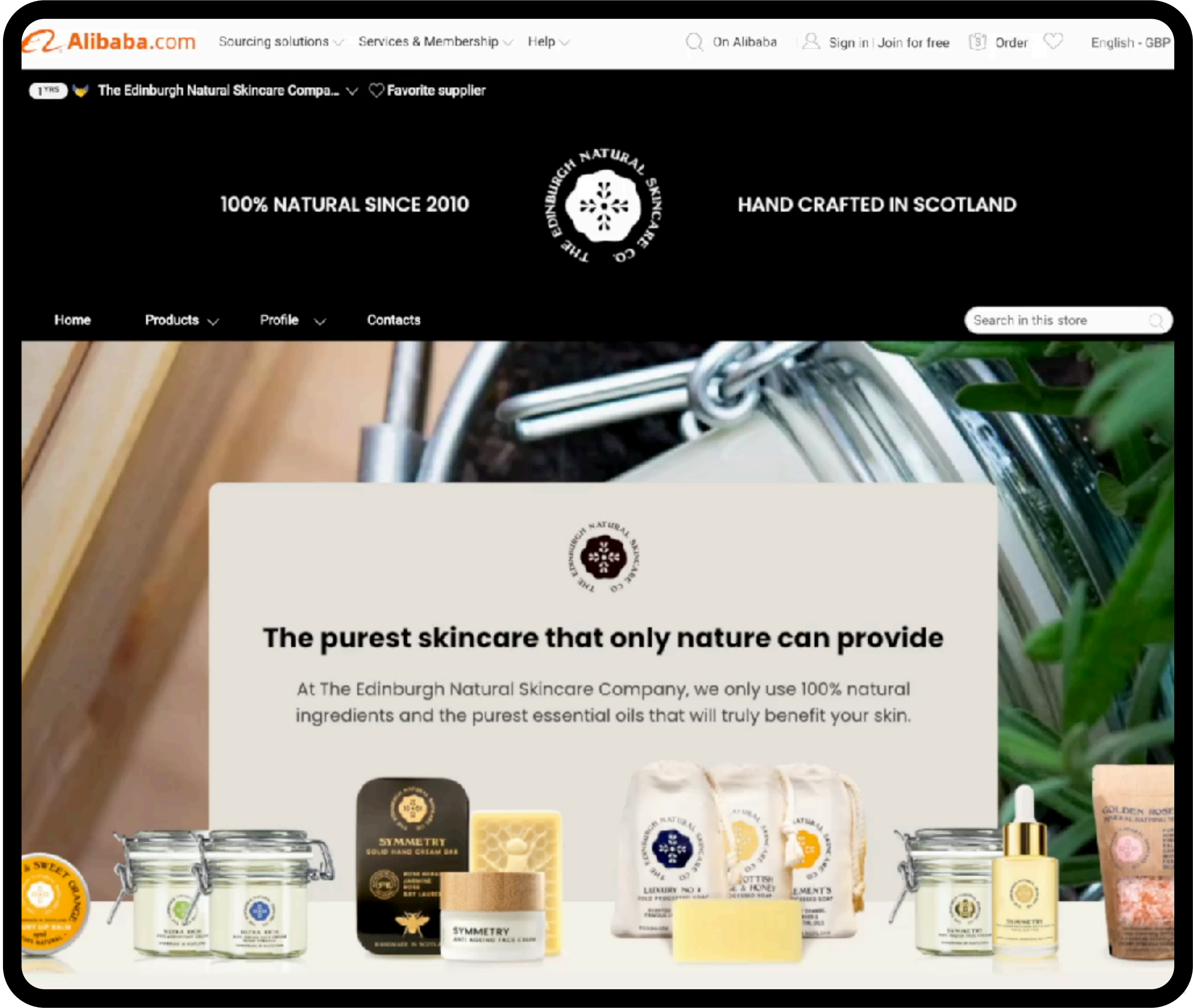
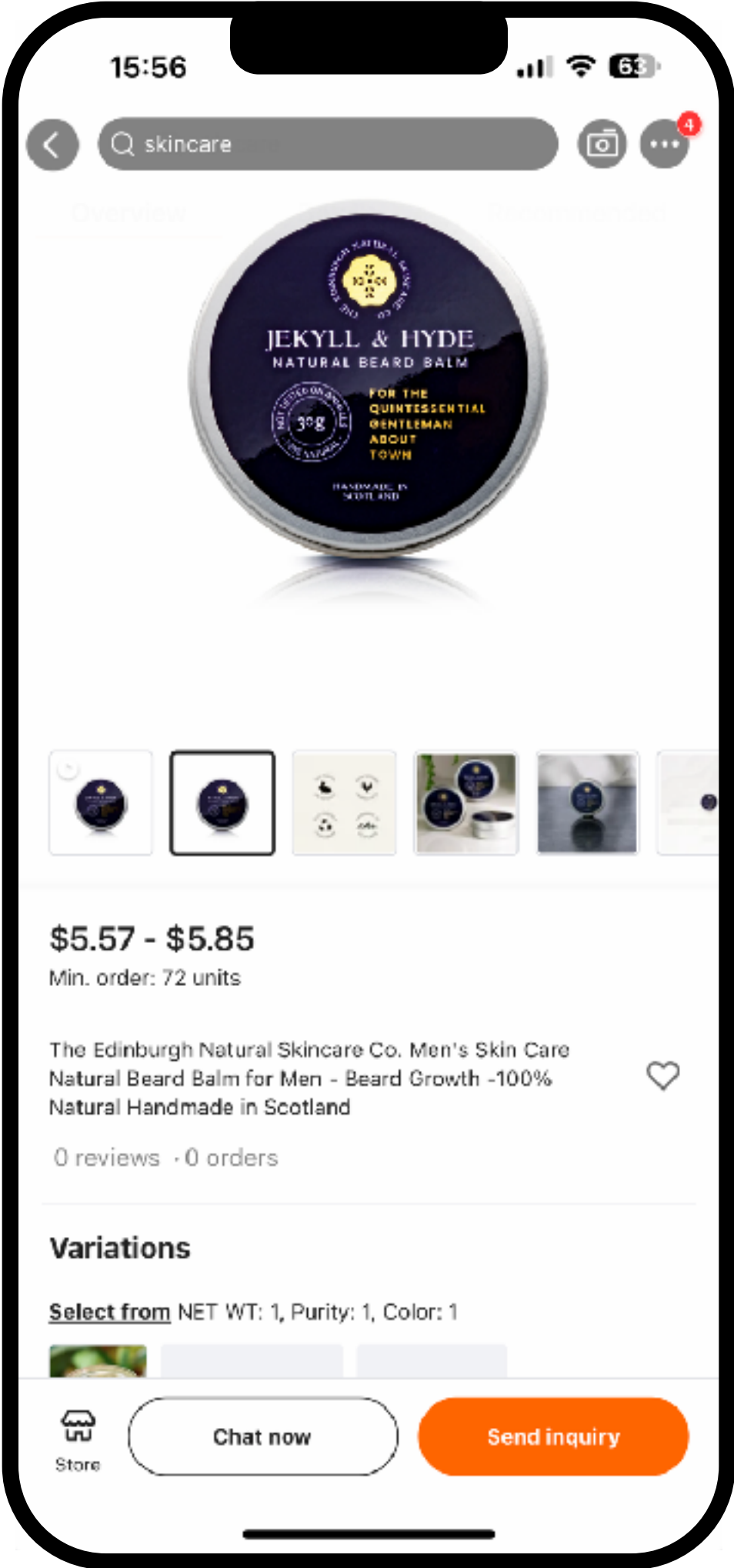
Product



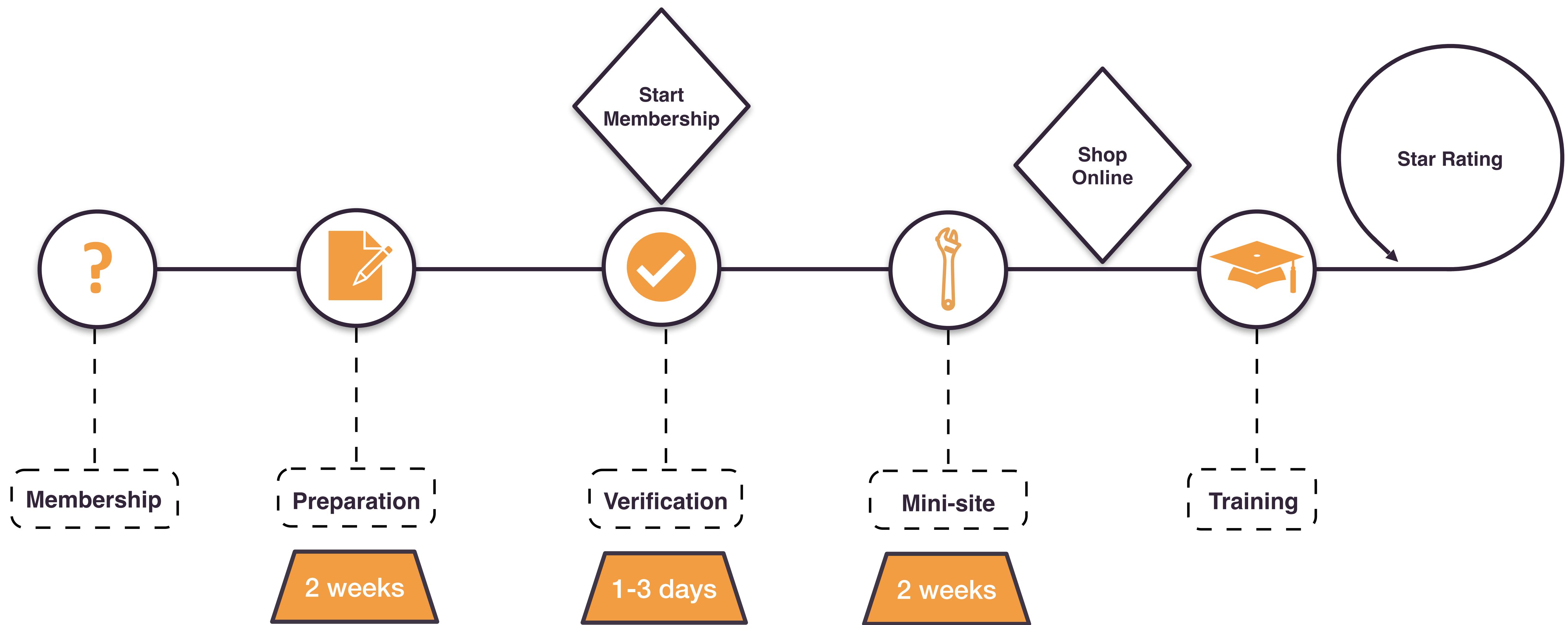
Capabilities



B2B STORE •



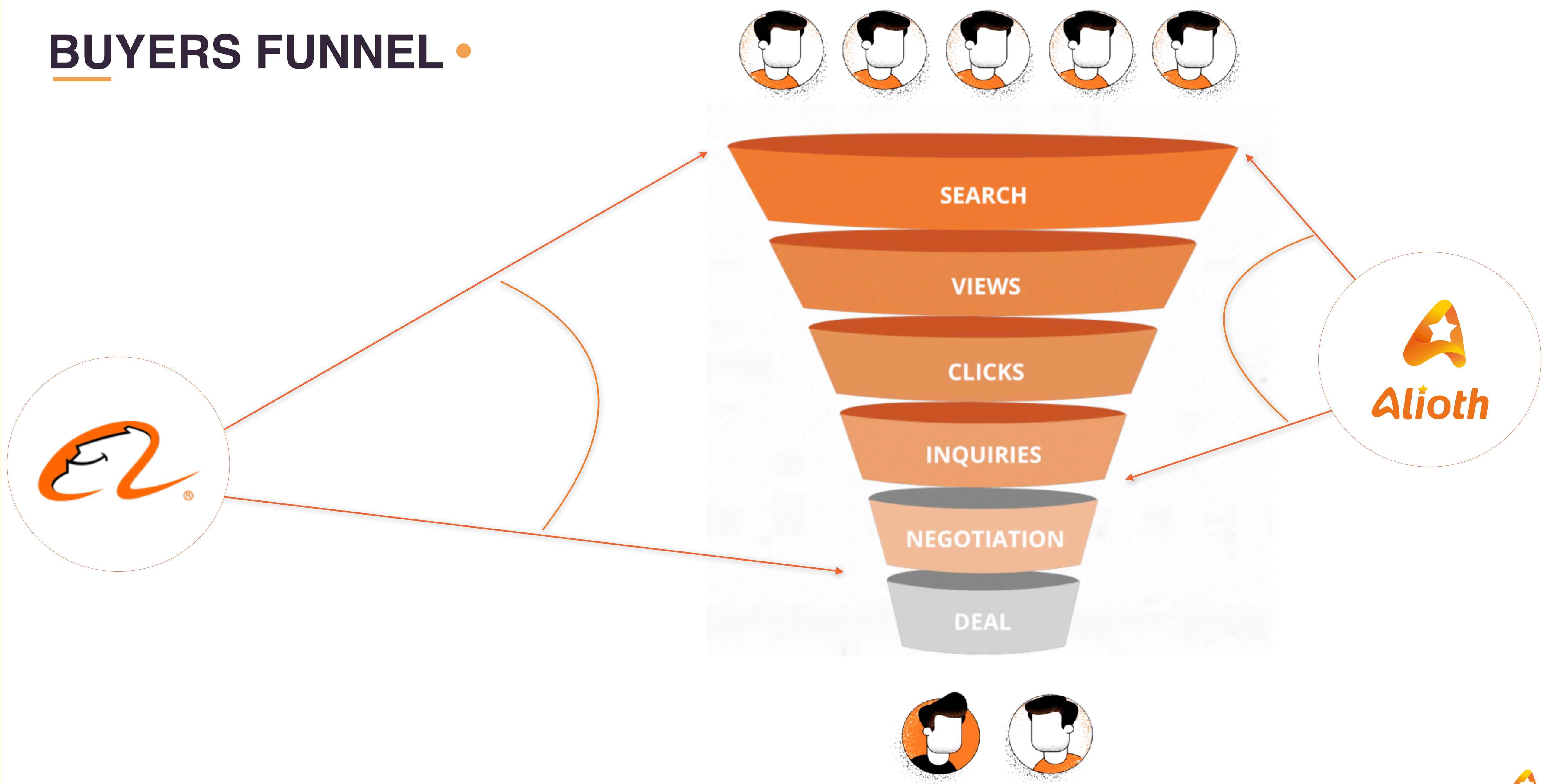
ONBOARDING •



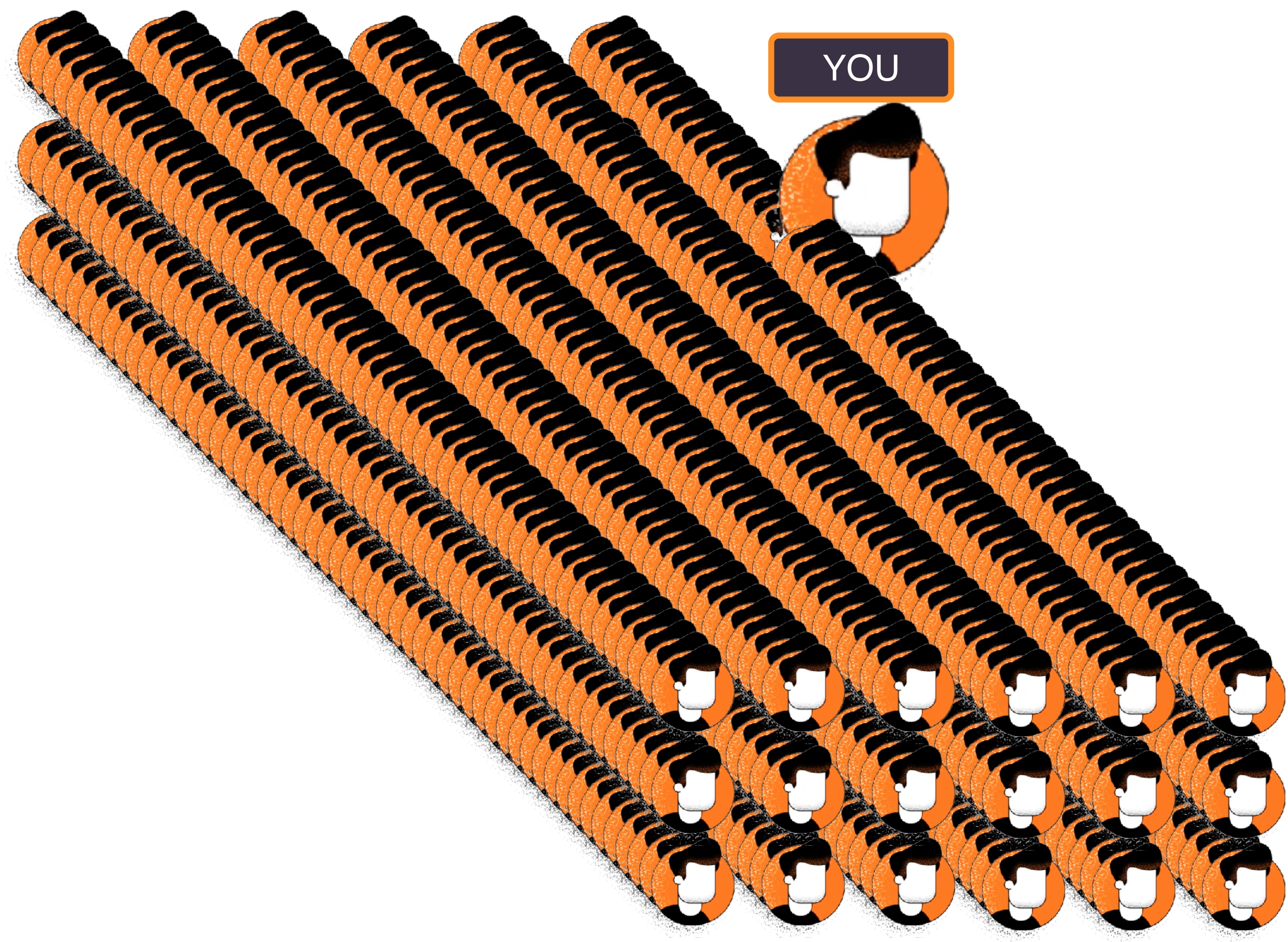
HOW DO I BECOME SUCCESSFUL?



BUYERS FUNNEL •



STAND OUT •



ELEMENTS OF SUCCESS•



Products



Capabilities



Expertise



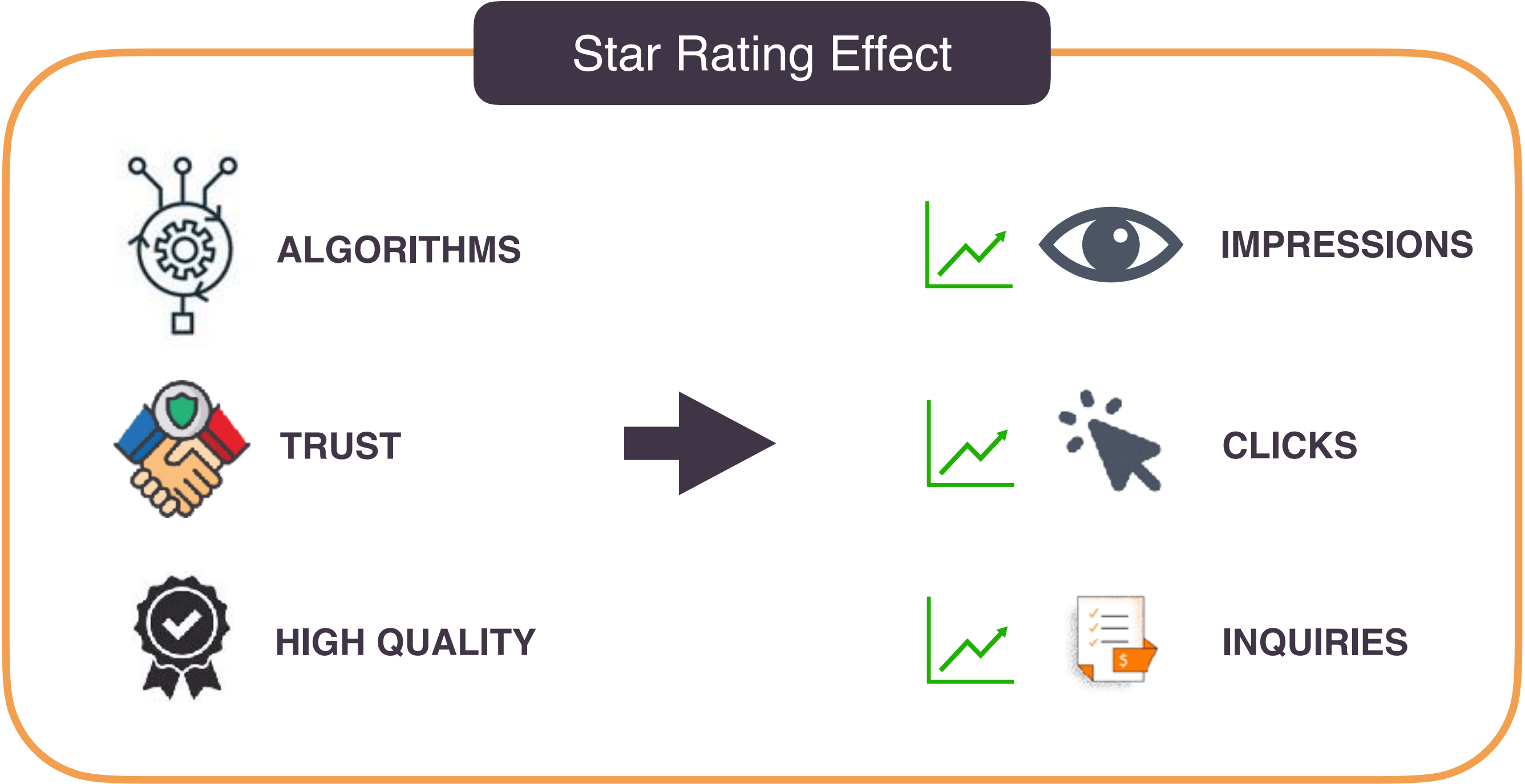
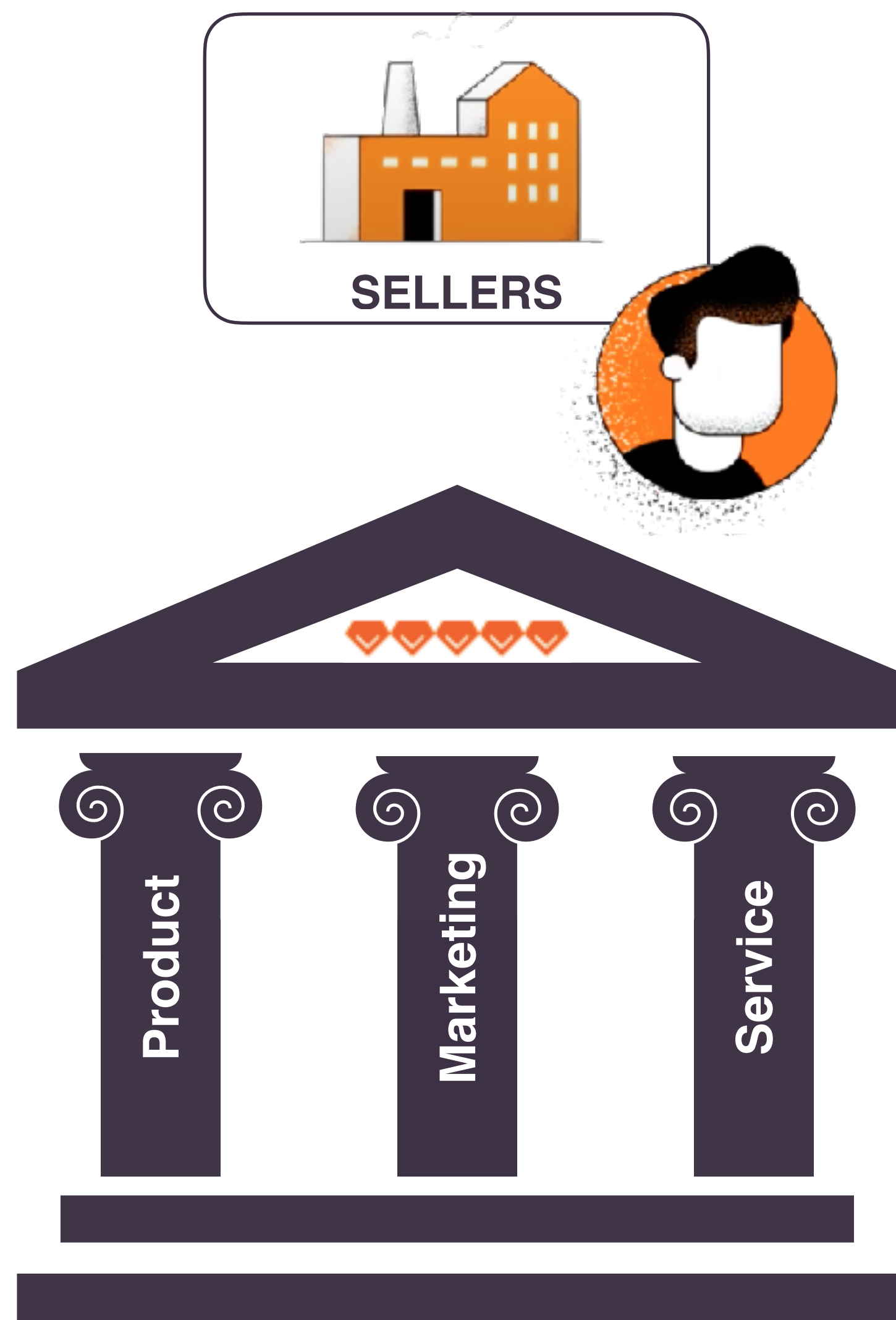
Region



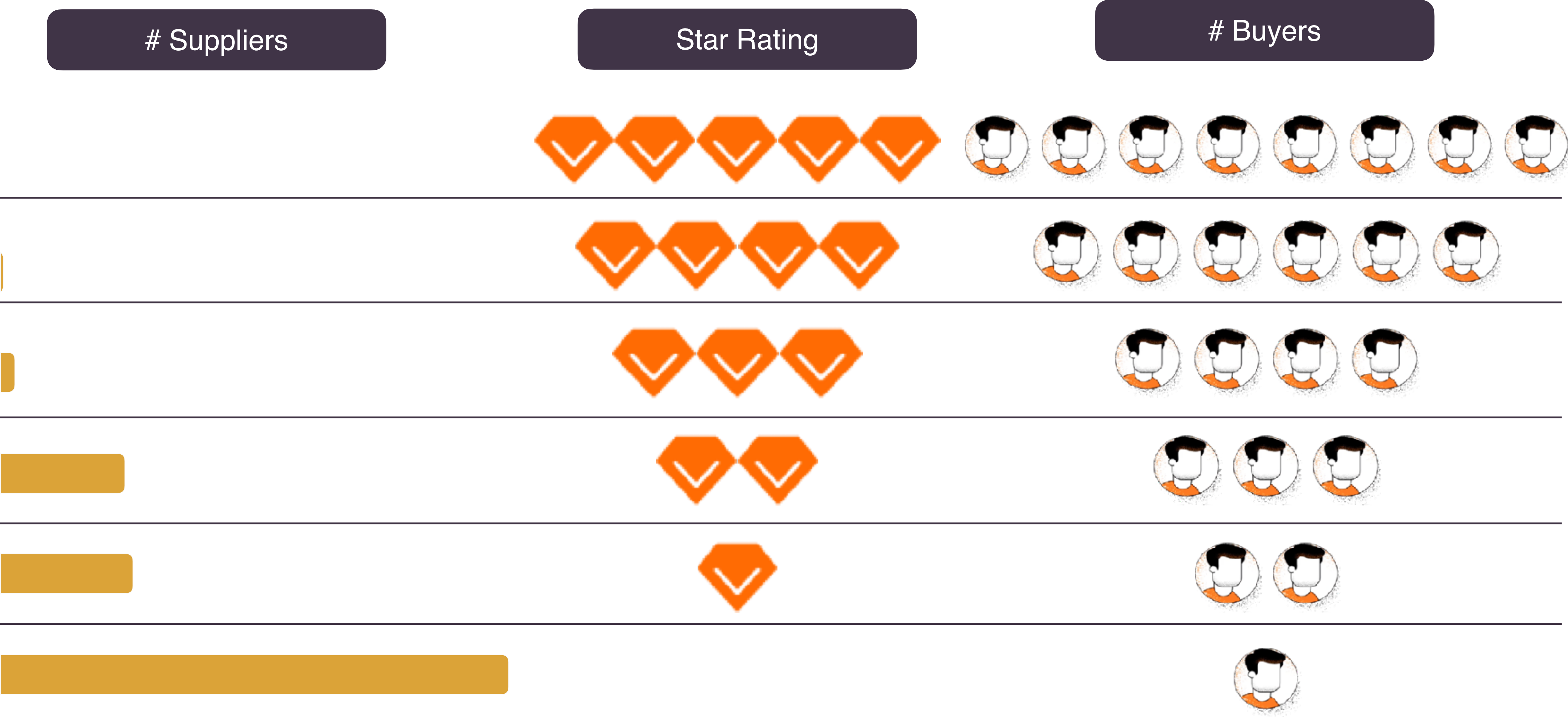
Rating



SUPPLIER CREDIBILITY •



STAR RATING •



EXPERIENCE •

BIO SPIRITS

ELISE
CHARMING CHOCOLATES

THE EDINBURGH NATURAL SKINCARE CO.

Whitworths

JOSEPH HELLER

FUTURE

NFBC The Natural Fruit & Beverage Co.



Kleinjan's
Aardappelhandel B.V.

ORTAK
JEWELLERY OF SCOTLAND

Sprout

AbTec

TTR
Euroworks for you!

ELDON
BIOLOGICALS NV

campo
COMMODITIES

R3D
The bubble factory

boost
ball

Royal Swinkels
family brewers

Nedstar

Fazer

THE BALOE
COMPANY

dugros

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EST 2005

Alcoholfree
drinks.nl

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BONVITA

IDEAS 4 Seasons
PARTNER FOR THE WHOLESALE

Topmedia

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OF ARRAN

ENGELHART
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NORMANS
MUSICAL INSTRUMENTS

HS
PLUS

LOONBEDRIJF
DEMIJBA B.V.

A.C. PERCH'S
THE HANDEL



LEARNINGS ●



Export Experience



International Website



Product Regulations & Certifications



Commitment



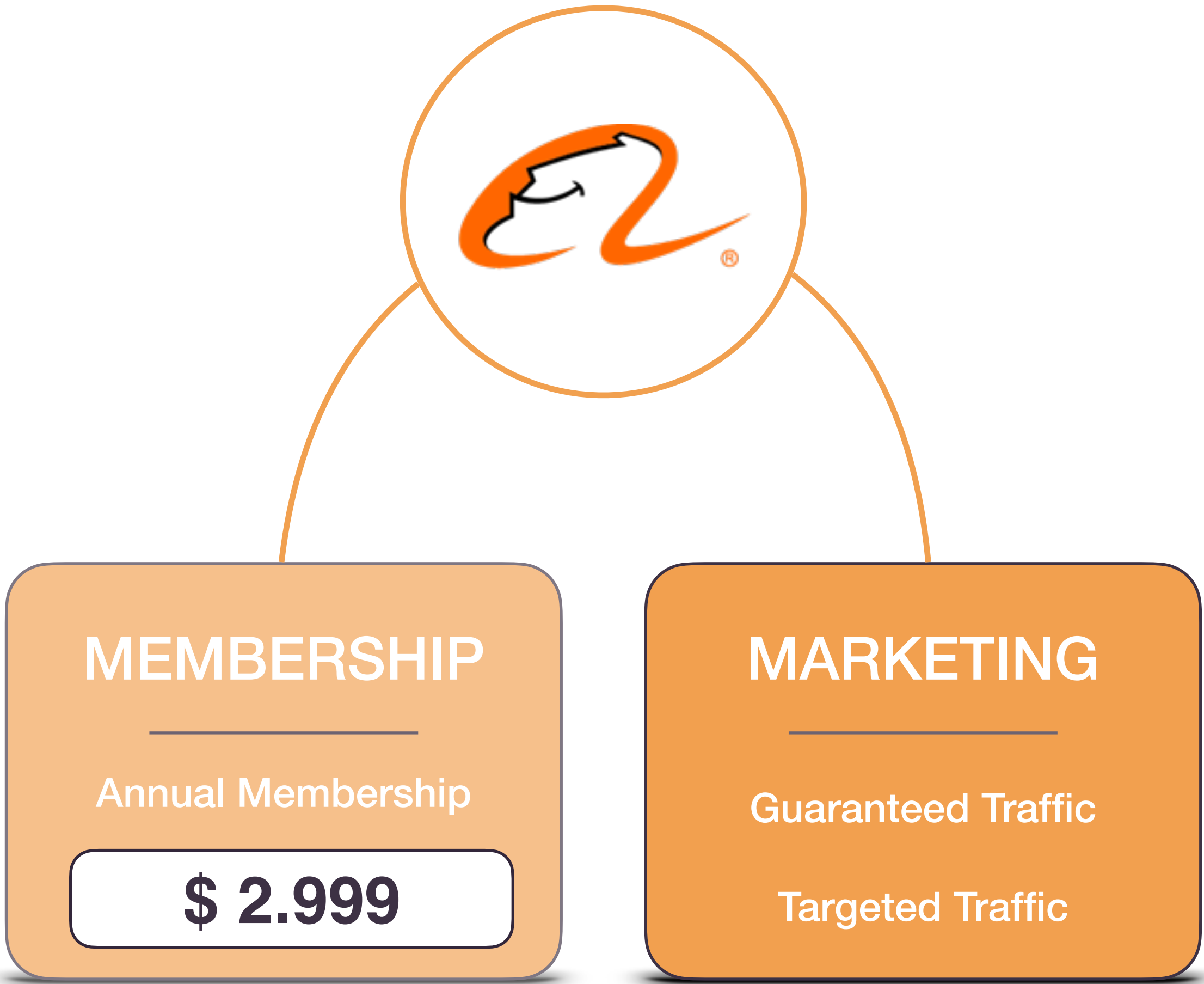
Marketing Budget

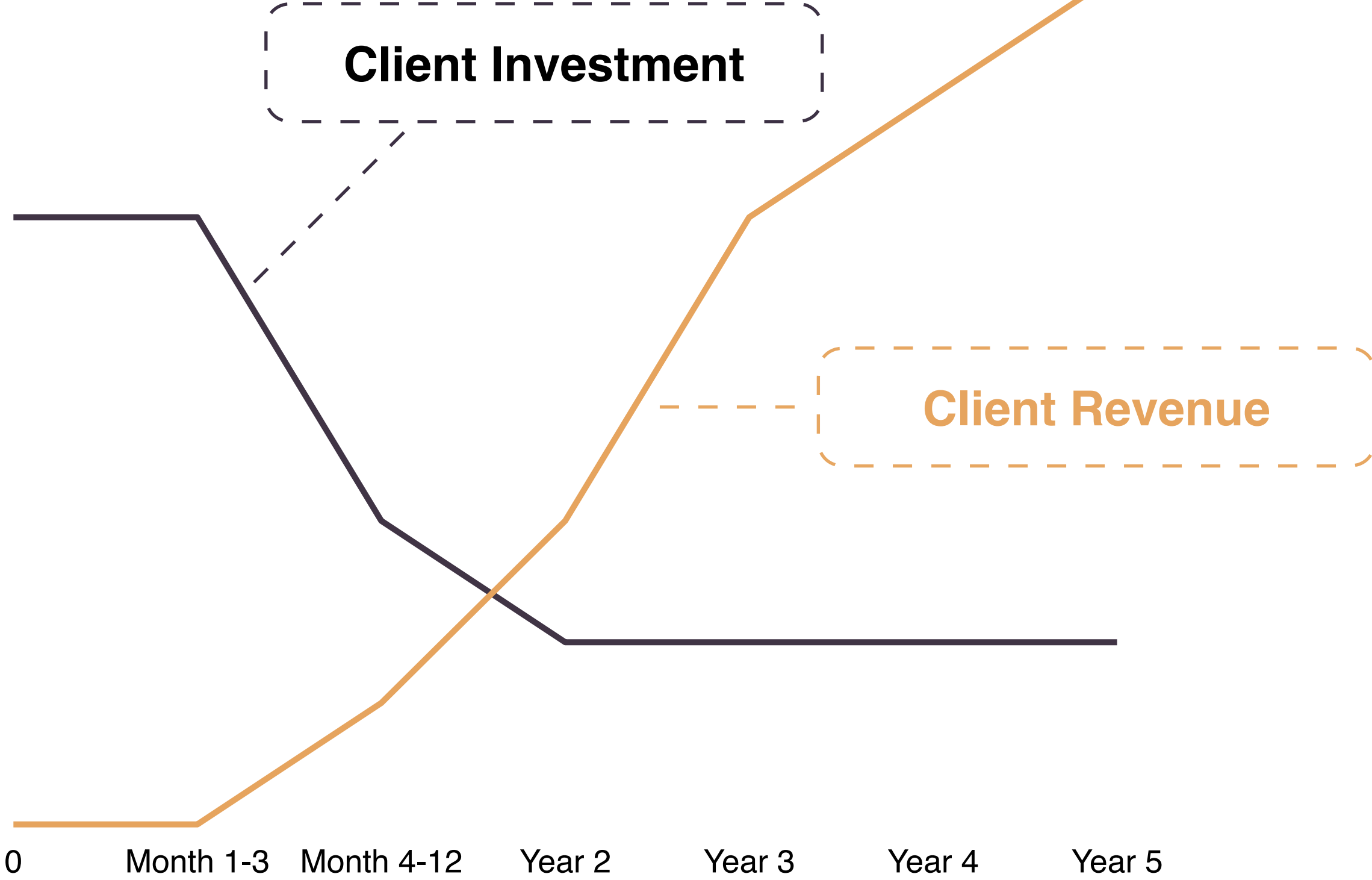
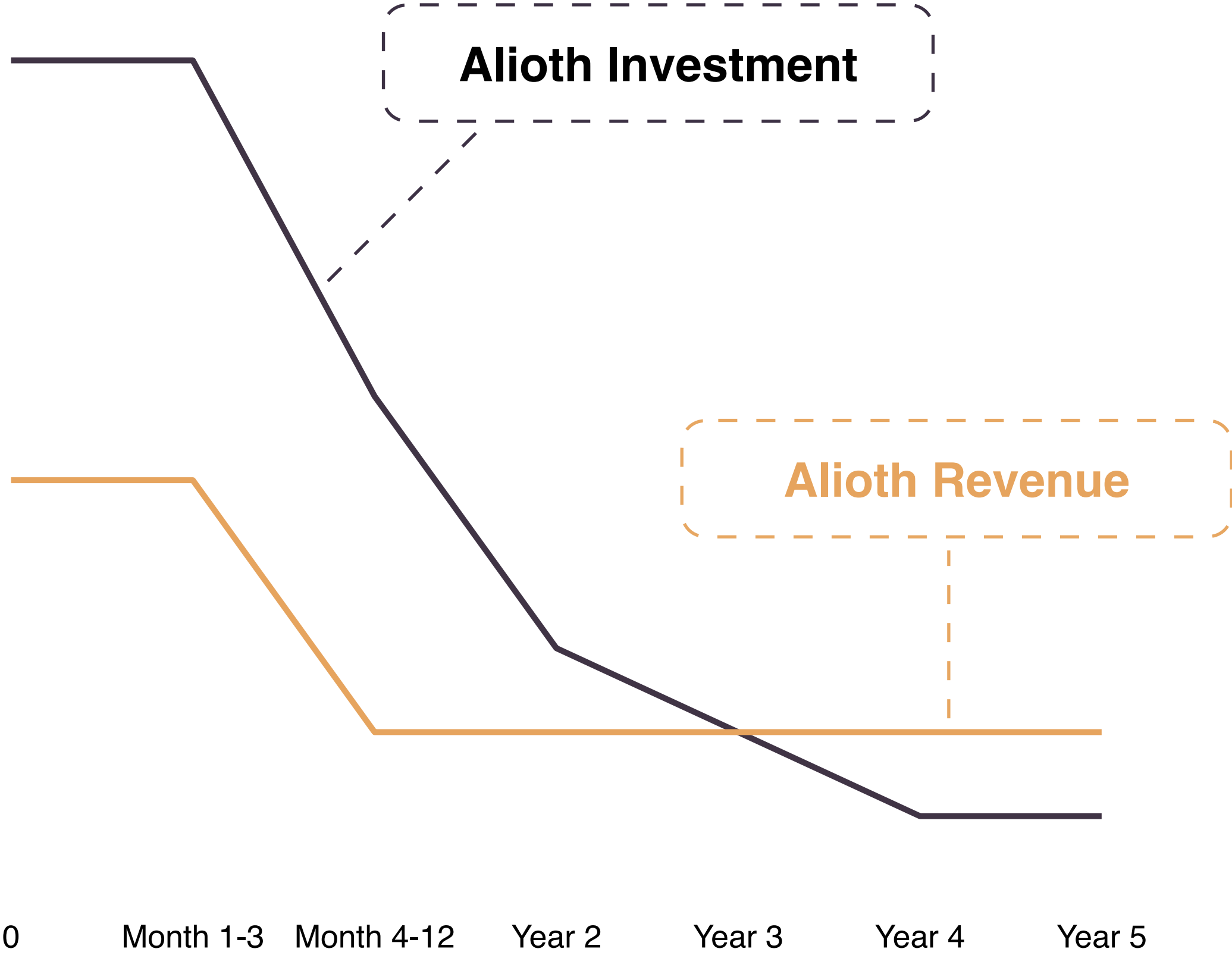


Onboarding Support

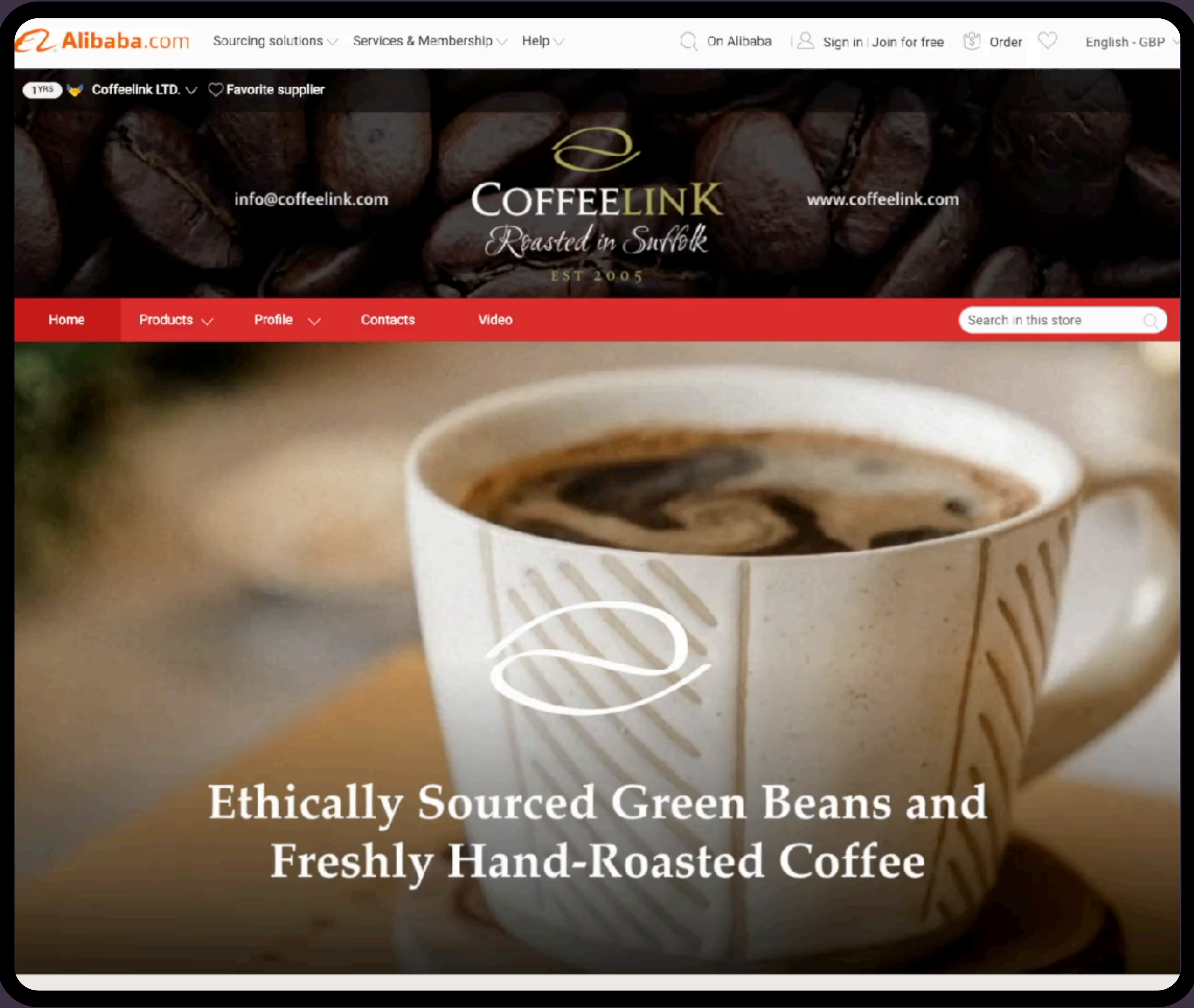


PRICING •





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1 YRS

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SINCE 1964

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anywhere.



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not clients.**



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