



WCA and Alibaba.com Collaborate on Cross-border eCommerce Shipments

Shanghai, China, 12 January 2017

WCA Ltd, the world's largest logistics network, and Alibaba.com, a leading global wholesale trading platform and the B2B business arm of Alibaba Group today announced they have concluded a co-operation agreement that will see approved WCA member companies integrated into the Alibaba.com logistics platform for cross-border eCommerce shipments.

WCA will provide its professional support in vetting and approving international logistics providers for high quality and efficient logistics services for the customers of Alibaba.com. Approved providers will have full access to compete for logistics orders generated on the Alibaba.com platform.

WCA and Alibaba.com have agreed parameters and standards of service, as well as offering all participants a protection scheme that includes compensation for qualifying transactions.

"The fact that Alibaba.com has recognised the quality, global strength and professionalism of WCA and its members will open up vast new opportunities for business growth for independent freight forwarders", said Dan March, WCA's Chief Executive Officer. "Many of our member companies are already heavily involved in many facets of cross-border eCommerce logistics. The strict qualification process for our newly-formed WCA eCommerce network will provide reassurance that the services provided by our members can facilitate merchants on Alibaba.com to accelerate their global trading."

The collaboration will commence in January 2017, facilitating shipments generated by Alibaba.com's members to be made to the major export markets of the USA, India and the UK.

Steve Su, Director, Alibaba Logistics said: "We are thrilled to partner with WCA, a global network with well-connected global resources, to provide fast and convenient shipping options for our members. We are committed to offering premium services to global SMEs on our platform who are looking to scale up their business presence through cross-border trading. We are confident partnering with a leading global logistics alliance such as WCA will help us achieve that goal."

"The world is rapidly changing," added WCA Chairman, David Yokeum. "And we are working hard to ensure that our members are equipped and able to take advantage of the huge projected growth in global eCommerce shipments. Alibaba.com has shown both determination and innovation in forming this partnership and we fully expect the business

to flourish. We are putting both independent forwarders and Alibaba.com traders at the vanguard of change in this exciting and dynamic market.”

About WCA

WCA is the world’s largest and most powerful network of independent freight forwarders, with over 6,300 logistics offices located in 189 countries worldwide. WCA offers members a comprehensive suite of benefits, products and networking opportunities, including an extensive financial protection programme allowing companies to conduct business with complete security and peace of mind. WCA is dedicated to developing industry-leading solutions to the challenges and opportunities faced by the world’s best independent freight forwarders.

About Alibaba.com

The first business of Alibaba Group, Alibaba.com (www.alibaba.com) is the leading platform for global wholesale trade serving millions of buyers and suppliers around the world. Through Alibaba.com, small businesses can sell their products to companies in other countries. Sellers on Alibaba.com are typically manufacturers and distributors based in China and other manufacturing countries such as India, Pakistan, the United States and Thailand.

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