



NEWS RELEASE

ZIM and Alibaba.com sign Strategic Cooperation Agreement

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The collaboration offers Alibaba.com sellers direct purchase of sea freight on Alibaba.com platform

ZIM and Alibaba.com are pleased to announce that they have entered into a broad strategic cooperation agreement for the direct purchase of sea freight, improving logistic services to Alibaba.com sellers. Under the agreement, ZIM provides sea freight and services through a direct interface with Alibaba.com's logistics platform.

The cooperation, in force since earlier this year, has effectively improved the visualisation process of Alibaba.com's logistics platform and has proven beneficial for Alibaba.com stakeholders. ZIM's extensive network of lines provides stable, high-efficiency and visible global logistics delivery services for Alibaba.com sellers, along with high-level customer service, product support and **system optimization**. Accordingly, ZIM and Alibaba.com are evaluating options to expand their cooperation.

Eli Glickman, ZIM President & CEO: "We are proud of this first cooperation with Alibaba.com, which is part and parcel of our innovative strategic vision. We see it as a great opportunity and a mutually beneficial arrangement leading to top-level customer service. It's an important step for ZIM, expanding digital services for e-commerce customers as well as small and medium enterprises."

Saar Dotan, ZIM EVP Countries & Business Development: "Alibaba.com is one of the leading e-commerce portals in the world. As a customer-centric company with advanced digital solutions, we can contribute to the enhancement and efficiency of logistic services to Alibaba.com customers."

Kuo Zhang, General Manager of Alibaba.com: "As the world's largest cross-border e-commerce B2B platform, Alibaba.com aims to build a global logistics network jointly with ZIM and other ecological partners and reshape global logistics industry standards. The strategic cooperation between ZIM and Alibaba.com will provide customers with stable, efficient and visible cross-border supply chain solutions, and provide strong support for the explosive growth of the global digital trade."