December Quarter 2025 Results

March 19, 2026

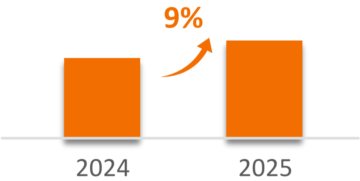
Disclaimer

This presentation contains certain financial measures that are not recognized under generally accepted accounting principles in the United States ("GAAP"), including but not limited to adjusted EBITDA (including adjusted EBITDA margin), adjusted EBITA (including adjusted EBITA margin), non-GAAP net income, non-GAAP diluted earnings per share/ADS and free cash flow. For a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP measures, see our earnings press release and this presentation. This presentation contains forward-looking statements. These statements are made under the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as "may," "will," "expect," "anticipate," "future," "aim," "estimate," "intend," "seek," "plan," "believe," "potential," "continue," "ongoing," "target," "guidance," "is/are likely to" and similar statements. In addition, statements that are not historical facts, including statements about Alibaba's strategies and business and operational plans, Alibaba's beliefs, expectations and guidance regarding the growth of its business, its operating and financial results, return on investments, strategic investments and dispositions and share repurchases, and the business outlook and quotations from management in this presentation, are or contain forward-looking statements. Forward-looking statements involve inherent risks and uncertainties. A number of factors could cause actual results to differ materially from those contained in any forward-looking statement, including but not limited to: Alibaba's ability to compete, innovate and maintain or grow its business; risks associated with sustained investments in Alibaba's businesses; risks related to strategic transactions; fluctuations in general economic and business conditions in China and globally; uncertainties arising from competition among countries and geopolitical tensions, including national trade, investment, protectionist or other policies and export control, economic or trade sanctions; changes to our shareholder return initiatives; and assumptions underlying or related to any of the foregoing. Further information regarding these and other risks is included in Alibaba's filings with the U.S. Securities and Exchange Commission and announcements on the website of The Stock Exchange of Hong Kong Limited. All information provided in this presentation is as of the date of this presentation and are based on assumptions that we believe to be reasonable as of this date, and Alibaba does not undertake any obligation to update any forward-looking statement, except as required under applicable law.

Business and Financial Highlights

For the quarter ended December 31, 2025:

Total Revenue
(Excluding Sun Art and Intime[1])

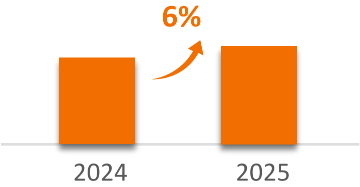


- **We remain focused on AI + Cloud and Consumption businesses.**
- **We are seeing great momentum with gains in technology, customer adoption, and market share.**

Consumption Businesses

淘宝 Taobao | TMALL天猫 | 淘宝闪购 Taobao Instant Commerce | 闲鱼 Xianyu | Fliggy | 1688
AliExpress | trendyol | Lazada | Daraz | Alibaba.com

Alibaba China E-commerce Group
Revenue



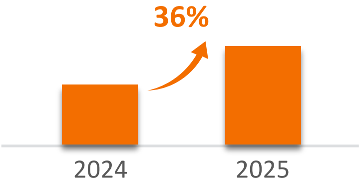
On Consumption Businesses,

- **Quick commerce** continued to improve unit economics and increase average order value month-over-month this quarter.
- **Taobao app** achieved a **double-digit** increase in monthly active consumers, driven by the growing mindshare and increasing scale of our quick commerce business.

AI + Cloud Businesses

Alibaba Cloud | Qwen | 平头哥 T-Head | Qwen App

Cloud Intelligence Group
Revenue



On AI + Cloud Businesses,

- Our cloud business delivered another quarter of accelerating growth. Revenue from external customers grew **35%**, up from **29%** last quarter.
- AI-related product revenue delivered the **tenth** consecutive quarter of **triple-digit** growth.

Note:
(1) Excluding revenue from the disposed businesses of Sun Art and Intime on a like-for-like basis.

Financial Highlights

(in RMB Mn, except per share data and percentages)	Three months ended December 31, 2024	2025	YoY%	Nine months ended December 31, 2024	2025	YoY%
Revenue	**280,154**	**284,843**	**2%**	**759,893**	**780,290**	**3%**
Income from operations	**41,205**	**10,645**	**(74)%**	**112,440**	**50,998**	**(55)%**
Non-cash share-based compensation expense	3,414	2,396		11,189	8,472	
Amortization and impairment of intangible assets	2,062	841		5,503	2,474	
Net income	**46,434**	**15,631**	**(66)%**	**114,003**	**78,625**	**(31)%**
Diluted earnings per share[(1)(2)]	**2.55**	**0.74**	**(71)%**	**6.04**	**4.18**	**(31)%**
Diluted earnings per ADS[(1)(2)]	**20.39**	**5.93**	**(71)%**	**48.33**	**33.46**	**(31)%**
Non-GAAP Measures						
Adjusted EBITA	**54,853**	**23,397**	**(57)%**	**140,449**	**71,314**	**(49)%**
Non-GAAP net income	**51,066**	**16,710**	**(67)%**	**128,275**	**60,572**	**(53)%**
Non-GAAP diluted earnings per share[(1)(3)]	**2.67**	**0.89**	**(67)%**	**6.61**	**3.27**	**(50)%**
Non-GAAP diluted earnings per ADS[(1)(3)]	**21.39**	**7.09**	**(67)%**	**52.84**	**26.20**	**(50)%**

Notes:

(1) Each ADS represents eight ordinary shares.

(2) Diluted earnings per share is derived from dividing net income attributable to ordinary shareholders by the weighted average number of outstanding ordinary shares, on a diluted basis. Diluted earnings per ADS is derived from the diluted earnings per share after adjusting for the ordinary share-to-ADS ratio.

(3) Non-GAAP diluted earnings per share is derived from dividing non-GAAP net income attributable to ordinary shareholders by the weighted average number of outstanding ordinary shares, in each case for computing non-GAAP diluted earnings per share. Non-GAAP diluted earnings per ADS is derived from the non-GAAP diluted earnings per share after adjusting for the ordinary share-to-ADS ratio.

Cash Flow & Balance Sheet: Selected Financials

Alibaba

	Three months ended December 31,			Nine months ended December 31,		
	2024	2025		2024	2025	
Cash Flow	**RMB Mn**	**RMB Mn**	**USD Mn**	**RMB Mn**	**RMB Mn**	**USD Mn**
Net cash provided by operating activities	**70,915**	**36,032**	**5,152**	**135,989**	**66,803**	**9,553**
Less:						
Purchase of property and equipment (excluding land use rights and construction in progress relating to office campuses)	(31,369)	(25,376)	(3,629)	(60,285)	(95,433)	(13,647)
Changes in the buyer protection fund deposits	(526)	690	99	(5,577)	(679)	(97)
Free cash flow	**39,020**	**11,346**	**1,622**	**70,127**	**(29,309)**	**(4,191)**
Net cash outflow relating to capital expenditure	**(31,775)**	**(28,999)**	**(4,147)**	**(61,360)**	**(99,176)**	**(14,182)**
Share Repurchase	**(9,189)**	**-**	**-**	**(82,078)**	**(7,638)**	**(1,092)**

	As of March 31,	As of December 31,	
	2025	2025	
Balance Sheet	**RMB Mn**	**RMB Mn**	**USD Mn**
Cash and other liquid investments[(1)]	**597,132**	**560,175**	**80,104**
Less:			
Current and non-current bank borrowings	(72,471)	(76,078)	(10,879)
Current and non-current unsecured senior notes	(122,398)	(118,637)	(16,965)
Non-current convertible unsecured senior notes	(35,834)	(56,473)	(8,076)
Non-current exchangeable bonds	-	(11,552)	(1,652)
Net cash position	**366,429**	**297,435**	**42,532**

Note:
(1) Cash and other liquid investments represent cash and cash equivalents, short-term investments and other treasury investments included in equity securities and other investments on the consolidated balance sheets, of which that are unrestricted for withdrawal and use.

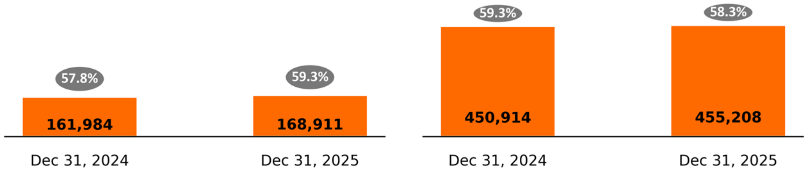
Cost of Revenue and Operating Expenses

Cost of Revenue (excluding SBC)

(RMB Mn)

Three months ended **Nine months ended**

% of Revenue

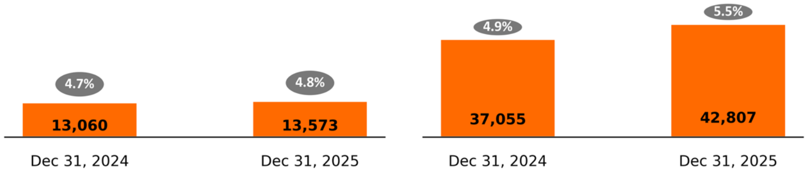


Product Development Expenses (excluding SBC)

(RMB Mn)

Three months ended **Nine months ended**

% of Revenue

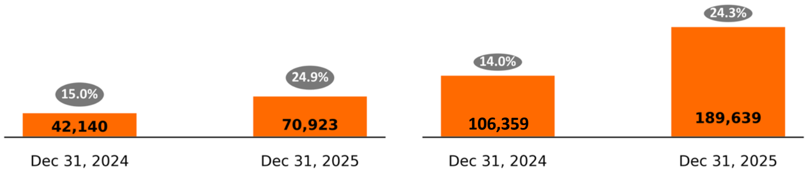


Sales & Marketing Expenses (excluding SBC)

(RMB Mn)

Three months ended **Nine months ended**

% of Revenue

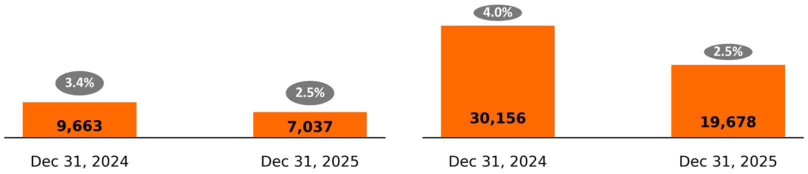


General & Administrative Expenses (excluding SBC)

(RMB Mn)

Three months ended **Nine months ended**

% of Revenue



Segment Results: Quarter ended December 31, 2025

	Three months ended December 31, 2025						
(in RMB Mn, except percentages)	Alibaba China E-commerce Group	Alibaba International Digital Commerce Group	Cloud Intelligence Group	All Others[(1)]	Unallocated	Inter-segment elimination	Consolidated
Revenue	**159,347**	**39,201**	**43,284**	**67,340**	**603**	**(24,932)**	**284,843**
Revenue YoY%	6%	4%	36%	(25)%			2%
Adjusted EBITA	**34,613**	**(2,016)**	**3,911**	**(9,792)**	**(2,722)**	**(597)**	**23,397**
Adjusted EBITA YoY Change	(25,788)	2,936	773	(6,616)	(2,557)	(204)	(31,456)
Adjusted EBITA YoY%[(2)]	(43)%	59%	25%	(208)%			(57)%

	Three months ended December 31, 2024						
(in RMB Mn)	Alibaba China E-commerce Group	Alibaba International Digital Commerce Group	Cloud Intelligence Group	All Others[(1)]	Unallocated	Inter-segment elimination	Consolidated
Revenue	**150,589**	**37,756**	**31,742**	**89,234**	**590**	**(29,757)**	**280,154**
Adjusted EBITA	**60,401**	**(4,952)**	**3,138**	**(3,176)**	**(165)**	**(393)**	**54,853**

Notes:

(1) All others include Freshippo, Cainiao, Alibaba Health, Hujing Digital Media and Entertainment Group, Amap, Qwen Consumer Business Group, Lingxi Games, DingTalk and other businesses. The majority of revenue within All others consists of direct sales, where revenue and cost of inventory are recorded on a gross basis, and revenue from logistics services. The decrease was primarily due to the revenue decrease as a result of the disposal of Sun Art and Intime businesses, as well as the decrease in revenue from Cainiao, partly offset by the increase in revenue from Freshippo and Alibaba Health.

(2) For a more intuitive presentation, widening of loss in YoY% is shown in terms of negative growth rate, and narrowing of loss in YoY% is shown in terms of positive growth rate.

Alibaba China E-commerce Group

Business Highlights

During the quarter, we executed our plan to further grow the scale of our quick commerce business, improve user experience and enhance operating efficiency, with increasing efforts in high-value food orders and non-food categories. The quick commerce business continued to improve unit economics and increase average order value month-over-month during the quarter, driven by fulfillment logistics efficiency enhancement, order mix optimization, and strong customer retention.

We rebranded "Ele.me" to "Taobao Instant Commerce" during the quarter, to closely align it with the Taobao app and strengthen our branding. In addition, Taobao Instant Commerce service was integrated into Qwen app on January 15, 2026, which further expands its customer reach and better meets diverse user needs.

Customer management revenue grew 1% year-over-year to RMB102,664 million (US$14,681 million) during the quarter. The slow-down in revenue growth was primarily due to weaker transaction activities and phase-out of the impact of software service fee implementation. The Taobao app achieved a double-digit year-over-year increase in monthly active consumers during the quarter, driven by the growing mindshare and increasing scale of our quick commerce business.

The number of 88VIP members, our highest spending consumer group, continued to increase by double digits year-over-year, surpassing 59 million. We will continue to focus on improving the retention of 88VIP membership through enhanced value proposition to our most valued customers.

E-commerce Revenue

- **Revenue from our E-commerce business** in the quarter ended December 31, 2025 increased **1%** year-over-year.
- **Customer management revenue** increased **1%** year-over-year, primarily due to the improvement of take rate.
- **Direct sales, logistics and others revenue** under E-commerce business remained stable, primarily driven by the increase in revenue from logistics services and value-added services, partly offset by the decrease in revenue from certain direct sales businesses.

Quick Commerce Revenue

- **Revenue from our Quick commerce business** increased **56%**, mainly due to order growth as a result of the rollout of "Taobao Instant Commerce" at the end of April 2025.

China Commerce Wholesale Revenue

- **Revenue from our China commerce wholesale business** increased **5%**, primarily due to an increase in revenue from value-added services provided to paying members.

Segment Adjusted EBITA

- **Alibaba China E-commerce Group adjusted EBITA** decreased **43%** to **RMB34,613 million (US$4,949 million)**, primarily due to the investment in quick commerce, user experiences, and technology.

	Three months ended December 31,			Nine months ended December 31,		
(in RMB Mn, except percentages)	2024	2025	YoY %	2024	2025	YoY %
E-commerce	130,658	131,583	1%	333,646	353,093	6%
- Customer management	101,834	102,664	1%	254,589	270,843	6%
- Direct sales, logistics and others	28,824	28,919	0%	79,057	82,250	4%
Quick commerce	13,356	20,842	56%	40,873	58,532	43%
China commerce wholesale	6,575	6,922	5%	18,513	20,372	10%
Revenue	**150,589**	**159,347**	**6%**	**393,032**	**431,997**	**10%**
Adj. EBITA	**60,401**	**34,613**	**(43)%**	**153,481**	**83,499**	**(46)%**

Alibaba International Digital Commerce Group ("AIDC")

Business Highlights

For the quarter ended December 31, 2025, AIDC narrowed loss significantly year-over-year, driven by a combination of logistics optimization and investment efficiency enhancement. The unit economics of the AliExpress' *Choice* business also improved on a sequential basis.

AIDC continued to diversify and enrich product offerings by leveraging the supply chain advantage of the Alibaba ecosystem. For example, further to the joint venture that we formed with Shinsegae in South Korea, we have broadened our collaboration to sell high-quality South Korean products on other platforms of AIDC, mainly Lazada. In addition, AliExpress' "Brand+" program, which provides go-to-market solutions to brands going overseas, accelerated the onboarding of brands during the quarter and achieved substantial sales growth quarter-over-quarter.

International Commerce Retail Revenue

- **Revenue from our International commerce retail business** in the quarter ended December 31, 2025 was **RMB32,351 million (US$4,626 million)**, an increase of **3%**, primarily driven by the increase in revenue contributed by AliExpress and other international businesses, and partly offset by the decrease in revenue of Lazada.

International Commerce Wholesale Revenue

- **Revenue from our International commerce wholesale business** in this quarter was **RMB6,850 million (US$980 million)**, an increase of **10%**, primarily due to an increase in revenue generated by cross-border related value-added services.

Segment Adjusted EBITA

- **Alibaba International Digital Commerce Group adjusted EBITA** was a loss of **RMB2,016 million (US$288 million)** in this quarter, primarily due to significant improvement in AliExpress' operating efficiency, and enhanced efficiencies across various businesses.

	Three months ended December 31,			Nine months ended December 31,		
(in RMB Mn, except percentages)	2024	2025	YoY %	2024	2025	YoY %
International commerce retail	31,553	32,351	3%	80,862	88,814	10%
International commerce wholesale	6,203	6,850	10%	17,859	19,927	12%
Revenue	**37,756**	**39,201**	**4%**	**98,721**	**108,741**	**10%**
Adj. EBITA	**(4,952)**	**(2,016)**	**59%**	**(11,563)**	**(1,913)**	**83%**

Cloud Intelligence Group

Business Highlights

For the quarter ended December 31, 2025, revenue from Cloud Intelligence Group was RMB43,284 million (US$6,190 million). The year-over-year growth of total revenue, and revenue excluding Alibaba consolidated subsidiaries, accelerated to 36% and 35% respectively. This momentum was primarily driven by public cloud revenue growth, including the increasing adoption of AI-related products. AI-related product revenue continued to show strong momentum, delivering the tenth consecutive quarter of triple-digit year-over-year growth.

Alibaba Cloud continues to lead the market, attracting more customers to onboard our comprehensive AI + cloud products and services, including high-performance networking, distributed storage, cloud operating system, and services for model training and inference. In the 2025 Gartner® Magic Quadrant™ for Cloud Database Management Systems, Alibaba Cloud has been named a Leader for the sixth consecutive year. In the Gartner® Emerging Market Quadrants for Generative AI Technologies report, Alibaba Cloud has been recognized again as an Emerging Leader across all four quadrants evaluated for Generative AI, the only cloud service provider in Asia Pacific to earn this distinction.

We have maintained our position as the overall leader in China's financial cloud market for six consecutive years since 2019H1, according to IDC's China Semiannual Financial Cloud Tracker, 2025H1 report. Backed by our full-stack AI cloud capabilities, Alibaba Cloud led the public cloud infrastructure market for financial services with a record high of 43% market share. Meanwhile, according to IDC's 2024 China Hybrid Cloud Market Share report published in November 2025, Alibaba Cloud retained our position as the leader in China's hybrid cloud PaaS and services market.

We also launched the new Alibaba Cloud Linux, a next-generation AI infrastructure operating system built for cloud-based AI workloads, capable of supporting the training of trillion-parameter models while significantly improving efficiency across both training and inference.

With international markets as a key strategic priority, we have continued to expand our global footprints. Alibaba Cloud operated 92 availability zones across 29 regions worldwide as of December 31, 2025, making us China's number one and a leading global cloud service provider.

Segment Revenue

- **Revenue from Cloud Intelligence Group** was **RMB43,284 million (US$6,190 million)** in the quarter ended December 31, 2025, an increase of **36%**. Overall revenue excluding Alibaba-consolidated subsidiaries increased by **35%** year-over-year, primarily driven by public cloud revenue growth, including the increasing adoption of AI-related products.

Segment Adjusted EBITA

- **Cloud Intelligence Group adjusted EBITA** increased by **25%** to **RMB3,911 million (US$559 million)** in this quarter, primarily due to revenue growth and improving operating efficiency, partly offset by the increasing investments in customer growth and technology innovation.

	Three months ended December 31,			Nine months ended December 31,		
(in RMB Mn, except percentages)	2024	2025	YoY %	2024	2025	YoY %
Revenue	31,742	43,284	36%	87,901	116,506	33%
Adj. EBITA	3,138	3,911	25%	8,136	10,469	29%

Alibaba Cloud Qwen 平头哥 T-Head Qwen App

Business Highlights

Qwen Model Family

Qwen model family, our enterprise-grade large model suite, continues to drive rapid AI adoption across key verticals, including intelligent manufacturing, financial services, consumer retail, and cloud-native development, delivering measurable productivity gains through its full-stack, multimodal capabilities. Underpinned by cutting-edge AI foundation models, extensive real-world deployment, and clear technological leadership, our Qwen models are scaling rapidly in both technology innovation and adoption.

In February, we launched Qwen3.5, marking another important step in advancing our model capabilities. This new launch further strengthens our leadership in multimodal AI with strong performance across reasoning, coding, agentic tasks and multimodal understanding, while delivering higher inference efficiency and broader global accessibility.

Qwen models, the world's most widely used open-source model family, surpassed 1 billion cumulative downloads on Hugging Face as of January 21, 2026.

Chip Design – T-Head

T-Head Semiconductor Co., Ltd. ("T-Head"), our chip design subsidiary, has brought its proprietary GPU into production at scale, supporting end-to-end AI workloads from training and fine-tuning to inference. Compatible with mainstream AI frameworks, T-Head enhances our long-term computing supply capacity. By combining its capabilities with our Qwen models and cloud computing, it delivers highly cost-effective AI services to external customers. This business has scaled rapidly and now contributes meaningfully to our cloud infrastructure supply.

Qwen App

Powered by our most advanced Qwen3.5 foundation model, Qwen app, our flagship consumer-facing AI application, represents an important milestone in our AI strategy: transforming proprietary model leadership into scalable, real-world applications.

On January 15, 2026, we announced a significant upgrade to Qwen app, enabling deep integration with core services across our ecosystem, including Taobao and Tmall, Taobao Instant Commerce, Amap, Fliggy, and Alipay. Qwen app intelligently coordinates services across multiple platforms, becoming the first AI assistant capable of executing large-scale, real-world complex tasks in China. This marks an important shift in the AI industry from chat-based interactions to a new era of task-oriented execution. This ecosystem-wide integration further expands our user reach, strengthens engagement across Alibaba's platforms, and reinforces our leadership in applied AI.

Since launching its Chinese New Year campaign on February 6, Qwen app has seen tremendous user engagement. By the end of February, approximately 140 million users have had their first AI-driven shopping experience through Qwen app's agentic features from ordering food and groceries to ticketing and travel bookings. In February, consumer-facing Qwen has surpassed 300 million monthly active users across all platforms.

All Others

Segment Revenue

- **Revenue from All others segment** was **RMB67,340 million (US$9,629 million)** in the quarter ended December 31, 2025, a decrease of **25%** year-over-year, primarily due to the revenue decrease as a result of the disposal of Sun Art and Intime businesses, as well as the decrease in revenue from Cainiao, partly offset by the increase in revenue from Freshippo and Alibaba Health.

Segment Adjusted EBITA

- **Adjusted EBITA from All others segment** in the quarter ended December 31, 2025 was a loss of **RMB9,792 million (US$1,400 million)**, compared to a loss of RMB3,176 million in the same quarter of 2024, primarily due to the increased investment in technology businesses, partly offset by the improved results of Cainiao, Hujing Digital Media and Entertainment Group and other businesses.

	Three months ended December 31,			Nine months ended December 31,		
(in RMB Mn, except percentages)	**2024**	**2025**	**YoY %**	**2024**	**2025**	**YoY %**
Revenue	89,234	67,340	(25)%	255,071	188,908	(26)%
Adj. EBITA	(3,176)	(9,792)	(208)%	(6,086)	(14,577)	(140)%

Appendix

Segment Results: Nine months ended December 31, 2025

(in RMB Mn, except percentages)	Alibaba China E-commerce Group	Alibaba International Digital Commerce Group	Cloud Intelligence Group	All Others[1]	Unallocated	Inter-segment elimination	Consolidated
	Nine months ended December 31, 2025						
Revenue	**431,997**	**108,741**	**116,506**	**188,908**	**1,699**	**(67,561)**	**780,290**
Revenue YoY%	10%	10%	33%	(26)%			3%
Adjusted EBITA	**83,499**	**(1,913)**	**10,469**	**(14,577)**	**(4,362)**	**(1,802)**	**71,314**
Adjusted EBITA YoY Change	(69,982)	9,650	2,333	(8,491)	(2,055)	(590)	(69,135)
Adjusted EBITA YoY%[2]	(46)%	83%	29%	(140)%			(49)%

(in RMB Mn)	Alibaba China E-commerce Group	Alibaba International Digital Commerce Group	Cloud Intelligence Group	All Others[1]	Unallocated	Inter-segment elimination	Consolidated
	Nine months ended December 31, 2024						
Revenue	**393,032**	**98,721**	**87,901**	**255,071**	**1,478**	**(76,310)**	**759,893**
Adjusted EBITA	**153,481**	**(11,563)**	**8,136**	**(6,086)**	**(2,307)**	**(1,212)**	**140,449**

Notes:

(1) All others include Freshippo, Cainiao, Alibaba Health, Hujing Digital Media and Entertainment Group, Amap, Qwen Consumer Business Group, Lingxi Games, DingTalk and other businesses. The majority of revenue within All others consists of direct sales, where revenue and cost of inventory are recorded on a gross basis, and revenue from logistics services. The decrease was primarily due to the revenue decrease as a result of the disposal of Sun Art and Intime businesses, as well as the decrease in revenue from Cainiao, partly offset by the increase in revenue from Freshippo, Alibaba Health and Amap.

(2) For a more intuitive presentation, widening of loss in YoY% is shown in terms of negative growth rate, and narrowing of loss in YoY% is shown in terms of positive growth rate.

Revenue Breakdown

(in RMB Mn, except percentages)	Three months ended December 31, 2024	Three months ended December 31, 2025	YoY%	Nine months ended December 31, 2024	Nine months ended December 31, 2025	YoY%
Alibaba China E-commerce Group	**150,589**	**159,347**	**6%**	**393,032**	**431,997**	**10%**
E-commerce	130,658	131,583	1%	333,646	353,093	6%
- Customer management	101,834	102,664	1%	254,589	270,843	6%
- Direct sales, logistics and others(1)	28,824	28,919	0%	79,057	82,250	4%
Quick commerce(2)	13,356	20,842	56%	40,873	58,532	43%
China commerce wholesale	6,575	6,922	5%	18,513	20,372	10%
Alibaba International Digital Commerce Group	**37,756**	**39,201**	**4%**	**98,721**	**108,741**	**10%**
International commerce retail	31,553	32,351	3%	80,862	88,814	10%
International commerce wholesale	6,203	6,850	10%	17,859	19,927	12%
Cloud Intelligence Group	**31,742**	**43,284**	**36%**	**87,901**	**116,506**	**33%**
All others(3)	**89,234**	**67,340**	**(25)%**	**255,071**	**188,908**	**(26)%**
Unallocated	590	603		1,478	1,699	
Inter-segment elimination	(29,757)	(24,932)		(76,310)	(67,561)	
Consolidated revenue	**280,154**	**284,843**	**2%**	**759,893**	**780,290**	**3%**

Notes:

(1) Direct sales, logistics and others revenue under Alibaba China E-commerce Group primarily represents direct sales businesses of Tmall Supermarket, Tmall Global and other businesses, where revenue and cost of inventory are recorded on a gross basis within the business group, as well as revenue from logistics services and value-added services.

(2) Quick commerce revenue represents quick commerce business revenue, including revenue generated through "Taobao Instant Commerce" and the Ele.me app. Quick commerce revenue is net of subsidies that are contra revenue.

(3) All others include Freshippo, Cainiao, Alibaba Health, Hujing Digital Media and Entertainment Group, Amap, Qwen Consumer Business Group, Lingxi Games, DingTalk and other businesses. The majority of revenue within All others consists of direct sales, where revenue and cost of inventory are recorded on a gross basis, and revenue from logistics services. The YoY decrease of December quarter was primarily due to the revenue decrease as a result of the disposal of Sun Art and Intime businesses, as well as the decrease in revenue from Cainiao, partly offset by the increase in revenue from Freshippo and Alibaba Health. The YoY decrease of nine months ended December 31 was primarily due to the revenue decrease as a result of the disposal of Sun Art and Intime businesses, as well as the decrease in revenue from Cainiao, partly offset by the increase in revenue from Freshippo, Alibaba Health and Amap.

GAAP to Non-GAAP Measures Reconciliation

	Three months ended December 31,			Nine months ended December 31,		
	2024	2025		2024	2025	
Adjusted EBITA and Adjusted EBITDA	**RMB Mn**	**RMB Mn**	**USD Mn**	**RMB Mn**	**RMB Mn**	**USD Mn**
Income from operations	**41,205**	**10,645**	**1,522**	**112,440**	**50,998**	**7,293**
Non-cash share-based compensation expense	3,414	2,396	343	11,189	8,472	1,211
Amortization and impairment of intangible assets	2,062	841	120	5,503	2,474	354
Impairment of goodwill, and others	8,172	9,515	1,361	11,317	9,370	1,340
Adjusted EBITA	**54,853**	**23,397**	**3,346**	**140,449**	**71,314**	**10,198**
Depreciation and impairment of property and equipment, and operating lease cost relating to land use rights	7,201	10,660	1,524	20,093	25,734	3,680
Adjusted EBITDA	**62,054**	**34,057**	**4,870**	**160,542**	**97,048**	**13,878**
Non-GAAP net income						
Net income	**46,434**	**15,631**	**2,235**	**114,003**	**78,625**	**11,243**
Adjustments to reconcile net income to non-GAAP net income:						
Non-cash share-based compensation expense	3,414	2,396	343	11,189	8,472	1,211
Amortization and impairment of intangible assets	2,062	841	120	5,503	2,474	354
Gain on deemed disposals/disposals/revaluation of investments	(12,954)	(14,269)	(2,041)	(21,070)	(43,589)	(6,233)
Impairment of goodwill and investments, and others	13,326	13,130	1,878	21,538	15,585	2,229
Tax effects[(1)]	(1,216)	(1,019)	(146)	(2,888)	(995)	(142)
Non-GAAP net income	**51,066**	**16,710**	**2,389**	**128,275**	**60,572**	**8,662**
Non-GAAP Free cash flow						
Net cash provided by operating activities	**70,915**	**36,032**	**5,152**	**135,989**	**66,803**	**9,553**
Less:						
Purchase of property and equipment (excluding land use rights and construction in progress relating to office campuses)	(31,369)	(25,376)	(3,629)	(60,285)	(95,433)	(13,647)
Changes in the buyer protection fund deposits	(526)	690	99	(5,577)	(679)	(97)
Free cash flow	**39,020**	**11,346**	**1,622**	**70,127**	**(29,309)**	**(4,191)**

Note:
(1) Tax effects primarily comprise tax effects relating to non-cash share-based compensation expense, amortization and impairment of intangible assets and certain gains and losses from investments, and others.

GAAP to Non-GAAP Net Income Attributable to Ordinary Shareholders

	Three months ended December 31,			Nine months ended December 31,		
	2024	2025		2024	2025	
(in Mn, except per share data)	RMB	RMB	USD	RMB	RMB	USD
Net income attributable to ordinary shareholders – basic	**48,945**	**16,322**	**2,334**	**117,088**	**80,428**	**11,501**
Dilution effect on earnings arising from non-cash share-based awards operated by equity method investees and subsidiaries	(87)	(66)	(10)	(218)	(324)	(46)
Adjustments for interest expense attributable to convertible unsecured senior notes	70	84	12	165	227	32
Dilution effect on earnings arising from assumed exchange of exchangeable bonds	–	(2,030)	(290)	–	–	–
Net income attributable to ordinary shareholders – diluted	48,928	14,310	2,046	117,035	80,331	11,487
Non-GAAP adjustments to net income attributable to ordinary shareholders[1]	2,404	2,802	401	10,925	(17,430)	(2,492)
Non-GAAP net income attributable to ordinary shareholders for computing non-GAAP diluted earnings per share/ADS	**51,332**	**17,112**	**2,447**	**127,960**	**62,901**	**8,995**
Weighted average number of shares on a diluted basis for computing non-GAAP diluted earnings per share/ADS (million shares)[2]	**19,200**	**19,310**		**19,372**	**19,207**	
Diluted earnings per share[2][3]	**2.55**	**0.74**	**0.11**	**6.04**	**4.18**	**0.60**
Non-GAAP diluted earnings per share[2][4]	**2.67**	**0.89**	**0.13**	**6.61**	**3.27**	**0.47**
Diluted earnings per ADS[2][3]	**20.39**	**5.93**	**0.85**	**48.33**	**33.46**	**4.78**
Non-GAAP diluted earnings per ADS[2][4]	**21.39**	**7.09**	**1.01**	**52.84**	**26.20**	**3.75**

Notes:

(1) Non-GAAP adjustments exclude the attributions to the noncontrolling interests for computing non-GAAP diluted earnings per share/ADS. See the table above for items regarding the reconciliation of net income to non-GAAP net income (before taking into account the dilutive impact and excluding the attributions to the noncontrolling interests).

(2) Each ADS represents eight ordinary shares.

(3) Diluted earnings per share is derived from dividing net income attributable to ordinary shareholders by the weighted average number of outstanding ordinary shares, on a diluted basis. Diluted earnings per ADS is derived from the diluted earnings per share after adjusting for the ordinary share-to-ADS ratio.

(4) Non-GAAP diluted earnings per share is derived from dividing non-GAAP net income attributable to ordinary shareholders by the weighted average number of outstanding ordinary shares, in each case for computing non-GAAP diluted earnings per share. Non-GAAP diluted earnings per ADS is derived from the non-GAAP diluted earnings per share after adjusting for the ordinary share-to-ADS ratio.


Alibaba