

September Quarter 2026 Results

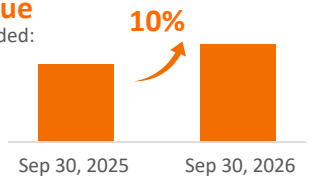
November 19, 2026

Disclaimer

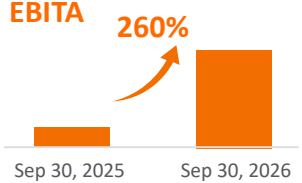
This presentation contains certain financial measures that are not recognized under generally accepted accounting principles in the United States ("GAAP"), including adjusted EBITDA (including adjusted EBITDA margin), adjusted EBITA (including adjusted EBITA margin), non-GAAP net income, non-GAAP diluted 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 GAAP to Non-GAAP Measures Reconciliation, GAAP to Non-GAAP Net Income Attributable to Ordinary Shareholders and the slides presenting revenue and adjusted EBITA by segments and cash flow and balance sheet items. 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," "predictable," "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 and market share, statements regarding the nature, characteristics or expected performance of Alibaba's revenue, statements about return on investments, strategic investments and dispositions and share repurchases, and the business and industry 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 is based on assumptions that we believe to be reasonable as of this date. Alibaba's historical results do not indicate or guarantee future performance. Alibaba does not undertake any obligation to update any forward-looking statement, except as required under applicable law.

Business and Financial Highlights

Total Revenue
Three months ended:



Total Adjusted EBITA
Three months ended:

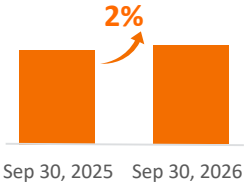


We delivered strong growth in both revenue and earnings, driven by our strategic focus on AI + Cloud growth and profit sustainability in consumption business.

Alibaba E-commerce Group

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AliExpress trendyol 1688 Alibaba.com ...

Revenue
Three months ended:

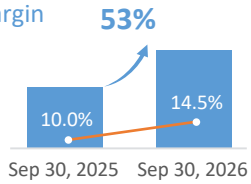


- **CMR** grew 1% on a like-for-like basis.
- **Segment adjusted EBITA** grew significantly YoY, primarily driven by a substantial loss reduction in quick commerce.
- **Marketplace e-commerce** achieved solid operating profit growth.

AI Cloud and Compute Services

Alibaba Cloud 平头哥 T-Head

Revenue & Adj. EBITA margin
Three months ended:



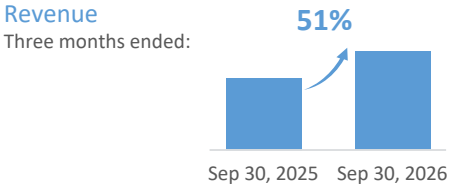
- The growth of **revenue** and **recurring revenue[1] from external customers** accelerated to 64% and 67%, respectively.
- **Adjusted EBITA margin** further improved to 14.5%.

Note:
(1) Recurring revenue refers to ongoing, predictable revenue generated from products or services that customers purchase on a pay-as-you-go basis or through monthly or annual subscriptions. It primarily comprises revenue from public cloud services, and license and software renewals.

AI Labs and Applications

Qwen Model QwenWork Qwen App

Revenue
Three months ended:



- **Segment revenue** increased 51%, driven by rising demand for agentic AI products.
- **Segment adjusted EBITA loss** continued to narrow significantly QoQ.

Financial Highlights

(in RMB Mn, except per share data and percentages)	Three months ended September 30, 2025	2026	YoY %	Six months ended September 30, 2025	2026	YoY %
Revenue	**247,795**	**271,519**	**10%**	**495,447**	**540,472**	**9%**
Income from operations	**5,365**	**29,116**	**443%**	**40,353**	**44,277**	**10%**
Non-cash share-based compensation expense	2,882	2,864		6,076	5,826	
Amortization of intangible assets	826	656		1,633	1,321	
Impairment of goodwill, and others	–	–		(145)	8,541	
Net income attributable to ordinary shareholders	**20,990**	**64,535**	**207%**	**64,106**	**75,072**	**17%**
Net income	**20,612**	**64,420**	**213%**	**62,994**	**74,864**	**19%**
Diluted earnings per share[(1)(2)]	**1.09**	**3.24**	**196%**	**3.34**	**3.74**	**12%**
Diluted earnings per ADS[(1)(2)]	**8.75**	**25.94**	**196%**	**26.73**	**29.91**	**12%**
Non-GAAP Measures						
Adjusted EBITA	**9,073**	**32,636**	**260%**	**47,917**	**59,965**	**25%**
Non-GAAP net income	**10,352**	**19,909**	**92%**	**43,862**	**40,624**	**(7)%**
Non-GAAP diluted earnings per share[(1)(3)]	**0.55**	**1.01**	**86%**	**2.39**	**2.08**	**(13)%**
Non-GAAP diluted earnings per ADS[(1)(3)]	**4.36**	**8.10**	**86%**	**19.10**	**16.62**	**(13)%**

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

	Three months ended September 30,			Six months ended September 30,		
	2025	2026		2025	2026	
Cash Flow	**RMB Mn**	**RMB Mn**	**USD Mn**	**RMB Mn**	**RMB Mn**	**USD Mn**
Net cash provided by operating activities	**10,099**	**15,690**	**2,340**	**30,771**	**38,635**	**5,763**
Less:						
Purchase of property and equipment (excluding land use rights and construction in progress relating to office campuses)	(31,428)	(50,463)	(7,527)	(70,057)	(118,123)	(17,619)
Changes in the buyer protection fund deposits	(511)	301	45	(1,369)	346	52
Free cash flow	**(21,840)**	**(34,472)**	**(5,142)**	**(40,655)**	**(79,142)**	**(11,804)**
Net cash outflow relating to capital expenditure[1]	**(31,501)**	**(50,477)**	**(7,529)**	**(70,177)**	**(118,155)**	**(17,623)**
Share Repurchase	**(1,798)**	**(1,836)**	**(274)**	**(7,638)**	**(2,598)**	**(388)**

	As of March 31,	As of September 30,	
	2026	2026	
Balance Sheet	**RMB Mn**	**RMB Mn**	**USD Mn**
Cash and other liquid investments[2]	**520,824**	**487,929**	**72,776**
Less:			
Current and non-current bank borrowings	(75,674)	(89,491)	(13,348)
Non-current unsecured senior notes	(117,485)	(114,577)	(17,089)
Non-current convertible unsecured senior notes	(55,861)	(54,298)	(8,099)
Non-current exchangeable bonds	(10,976)	(8,843)	(1,319)
Net cash position	**260,828**	**220,720**	**32,921**

Notes:

(1) The significant year-over-year increase in capital expenditures was due to an acceleration in scaling compute capacity, higher pricing of a broad range of chip components, an increase in CPU-compute capacity driven by anticipated growing customer adoption of AI agents, and fluctuations in procurement cycles.

(2) 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.

Share Repurchases & Capital Expenditures

Share Repurchases

During the quarter ended September 30, 2026, we repurchased a total of **17.95 million** ordinary shares (equivalent to approximately **2.24 million** ADSs) for a total of **US$221 million**. These purchases were made in the U.S. market under our share repurchase program.

	Three months ended							
	Dec. 31, 2024	Mar. 31, 2025	Jun. 30, 2025	Sep. 30, 2025	Dec. 31, 2025	Mar. 31, 2026	Jun. 30, 2026	Sep. 30, 2026
Repurchase amount (US$ Bn)	1.3	0.6	0.8	0.3	-	-	0.2	0.2
Shares repurchased (Mn ADSs)	15	6	7	2	-	-	2	2
Outstanding shares (Mn ADSs)	2,315	2,309	2,319	2,319	2,321	2,323	2,333	2,421

Capital Expenditures

- During the quarter, capital expenditures were **RMB50,477 million** (US$7,529 million), an increase of 60% compared to RMB31,501 million in the same quarter of 2025, due to continued investments in AI infrastructure to meet strong and accelerating customer demand.
- The increase was due to an acceleration in scaling compute capacity, higher pricing of a broad range of chip components, an increase in CPU-compute capacity driven by anticipated growing customer adoption of AI agents, and fluctuations in procurement cycles.
- Scale is becoming an increasingly critical competitive advantage in cloud computing, providing us with orchestration flexibility, operating efficiency and cost advantages. By investing in infrastructure today, we aim to extend our scale leadership, strengthen our supply chain and reinforce our long-term competitive position.

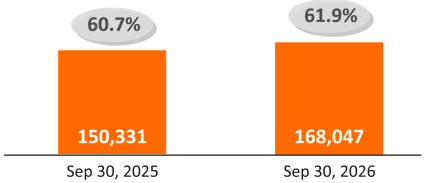
Cost of Revenue and Operating Expenses

Cost of Revenue (excluding SBC)

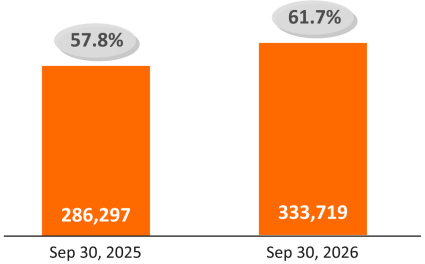
(RMB Mn)

Three months ended:

% of Revenue



Six months ended:

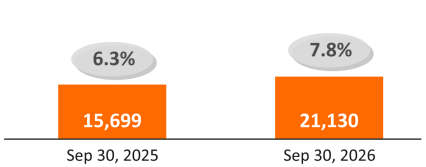


Product Development Expenses (excluding SBC)

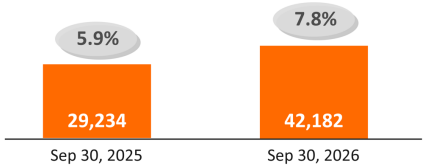
(RMB Mn)

Three months ended:

% of Revenue



Six months ended:

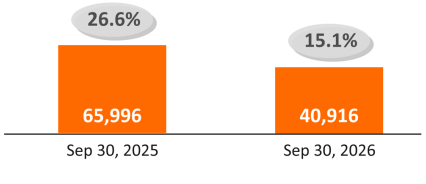


Sales & Marketing Expenses (excluding SBC)

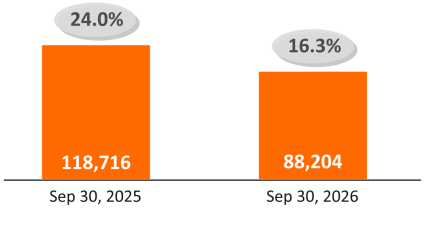
(RMB Mn)

Three months ended:

% of Revenue



Six months ended:

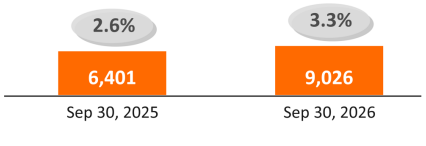


General & Administrative Expenses (excluding SBC)

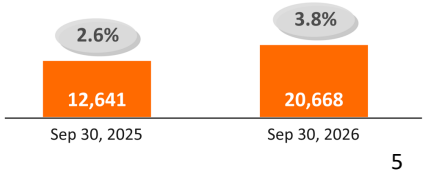
(RMB Mn)

Three months ended:

% of Revenue



Six months ended:



Segment Results: Quarter ended September 30, 2026

(in RMB Mn, except percentages)	Three months ended September 30, 2026						
	Alibaba E-commerce Group	**AI Cloud and Compute Services**	**AI Labs and Applications**	**All Others**	**Unallocated**	**Inter-segment elimination**	**Consolidated**
Revenue	**197,237**	**60,973**	**4,435**	**27,714**	**542**	**(19,382)**	**271,519**
Revenue YoY%	2%	53%	51%	(5)%			10%
Adjusted EBITA	**38,851**	**8,838**	**(10,503)**	**(3,301)**	**(623)**	**(626)**	**32,636**
Adjusted EBITA YoY Change	27,515	4,838	(7,068)	(2,307)	598	(13)	23,563
Adjusted EBITA YoY%[1]	243%	121%	(206)%	(232)%			260%

(in RMB Mn)	Three months ended September 30, 2025						
	Alibaba E-commerce Group	**AI Cloud and Compute Services**	**AI Labs and Applications**	**All Others**	**Unallocated**	**Inter-segment elimination**	**Consolidated**
Revenue	**193,429**	**39,914**	**2,940**	**29,118**	**577**	**(18,183)**	**247,795**
Adjusted EBITA	**11,336**	**4,000**	**(3,435)**	**(994)**	**(1,221)**	**(613)**	**9,073**

Notes: During the quarter ended June 30, 2026, we have implemented a new segment structure, to reflect the strategic re-alignment to realize synergies across our commerce platforms, strengthen our integrated AI infrastructure offering, and accelerate the development of our AI products and services, as follows:

i) Alibaba E-commerce Group, a unified group formed by combining Alibaba China E-Commerce Group, Alibaba International Digital Commerce Group, together with Freshippo and certain commerce businesses within Cainiao.

ii) AI Cloud and Compute Services, combining Cloud Intelligence Group with T-Head to strengthen the infrastructure and computing layer of our full-stack AI capabilities.

iii) AI Labs and Applications, where AI model labs, Qwen Consumer Business Group and QwenWork, formerly classified under All others, were brought together to integrate the full value chain from AI model innovation through to consumer applications and enterprise productivity solutions.

iv) All others include mainly Alibaba Health, Hujing Digital Media and Entertainment Group, Amap, Lingxi Games and other technology businesses.

Accordingly, the above presentation has been recast to conform with the new reporting structure to reflect how our chief operating decision maker ("CODM") reviews information under this new structure.

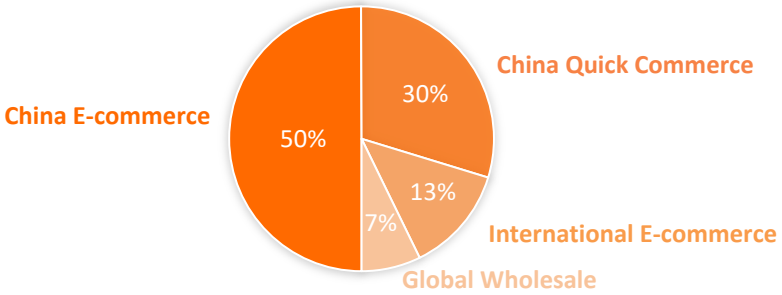
(1) For a more intuitive presentation, widening of loss in YoY% is shown in terms of negative growth rate, and narrowing of loss in YoY% is shown in terms of positive growth rate.

Alibaba E-commerce Group (1/2)

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Alibaba E-commerce Group: Revenue

Three months ended September 30, 2026:

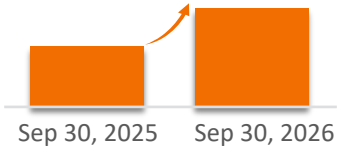


Total Revenue: RMB197,237 million

China Quick Commerce:

Three months ended:

Revenue +22%

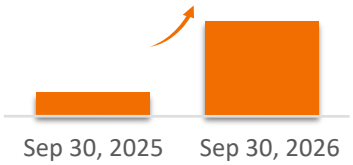


- Freshippo maintained robust growth both online and offline.
- Taobao Instant Commerce continued to improve UE and narrow losses QoQ.

Alibaba E-commerce Group: Adjusted EBITA

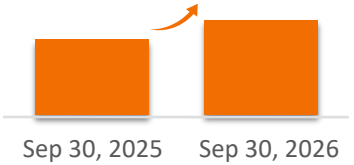
Three months ended:

+243%



Segment Adjusted EBITA

Solid Growth



Marketplace E-commerce Operating Profit

- Segment adjusted EBITA delivered significant growth YoY, primarily driven by a substantial loss reduction in China Quick Commerce.
  - China E-commerce operating profit remained stable.
  - International E-commerce reduced losses.
  - Global Wholesale delivered strong profits.

Alibaba E-commerce Group (2/2)

淘宝 Taobao TMALL天猫 淘宝闪购 Taobao Instant Commerce FRESHIPPO AliExpress ...

Alibaba

China E-commerce Business

- **Revenue from our China E-commerce business** in the quarter ended September 30, 2026 was **RMB98,497 million (US$14,691 million)**, a decrease of **5%** compared to RMB103,974 million in the same quarter of 2025.
- **Customer management revenue** decreased by **5%** year-over-year. Excluding the contra revenue impact from the new business development program, customer management revenue on a like-for-like basis would have grown by **1%** year-over-year.
- **Direct sales, logistics and others revenue** under China E-commerce business in the quarter ended September 30, 2026 was **RMB23,464 million (US$3,500 million)**, a decrease of **7%** compared to RMB25,119 million in the same quarter of 2025.

China Quick Commerce Business

- **Revenue from our China Quick Commerce business** in the quarter ended September 30, 2026 was **RMB58,757 million (US$8,764 million)**, an increase of **22%** compared to RMB48,126 million in the same quarter of 2025, primarily driven by Freshippo.

International E-commerce Business

- **Revenue from our International E-commerce business** in the quarter ended September 30, 2026 was **RMB25,723 million (US$3,837 million)**, a decrease of **8%** compared to RMB27,879 million in the same quarter of 2025, primarily due to the decrease in revenue of AliExpress, as impacted by the EU Customs Reform, and partly offset by the revenue growth from Trendyol.

Global Wholesale Business

- **Revenue from our Global Wholesale business** in the quarter ended September 30, 2026 was **RMB14,260 million (US$2,127 million)**, an increase of **6%** compared to RMB13,450 million in the same quarter of 2025, primarily due to the increase in revenue generated by cross-border related value-added services.

Segment Adjusted EBITA

- **Alibaba E-commerce Group adjusted EBITA** increased by **243%** to **RMB38,851 million (US$5,795 million)** in the quarter ended September 30, 2026, compared to RMB11,336 million in the same quarter of 2025, primarily due to our improved operating performance of Taobao Instant Commerce and various commerce businesses.

(in RMB Mn, except percentages)	Three months ended September 30,			Six months ended September 30,		
	2025	2026	YoY %	2025	2026	YoY %
China E-commerce	103,974	98,497	(5)%	224,848	209,397	(7)%
- Customer management	78,855	75,033	(5)%	168,054	157,580	(6)%
- Direct sales, logistics and others	25,119	23,464	(7)%	56,794	51,817	(9)%
China Quick Commerce	48,126	58,757	22%	84,851	112,052	32%
International E-commerce	27,879	25,723	(8)%	56,056	53,484	(5)%
Global Wholesale	13,450	14,260	6%	26,486	28,166	6%
Revenue	**193,429**	**197,237**	**2%**	**392,241**	**403,099**	**3%**
Adj. EBITA	**11,336**	**38,851**	**243%**	**51,324**	**78,600**	**53%**

AI Cloud and Compute Services

Alibaba Cloud 平头哥 T-Head

Alibaba

Business Highlights

For the quarter ended September 30, 2026, revenue from AI Cloud and Compute Services was RMB60,973 million (US$9,094 million), a 53% increase from the same quarter last year. The growth of revenue from external customers accelerated to 64% year-over-year. The growth of recurring revenue from external customers, which excludes compute equipment solutions revenue, also accelerated to 67% year-over-year. In particular, AI-related product revenue continued to show strong momentum, achieving RMB17,918 million (US$2,673 million) and delivering the thirteenth consecutive quarter of triple-digit year-over-year growth. The strong growth reflected broad-based demand for our AI + Cloud services. Beyond training and inference workloads at AI labs, customers across the internet, automotive, embodied AI, financial services and biotechnology sectors rapidly expanded their use of our cloud services to support innovation and grow their business.

Cloud

Alibaba Cloud continued to strengthen our market-leading full-stack AI capabilities, as demonstrated by the comprehensive upgrades unveiled at the Apsara Conference in September, spanning proprietary chips, supernode architecture, agent-native cloud infrastructure, AI models and agents. These advancements across our co-designed and integrated stack have accelerated enterprise adoption and deeper integration into core business workflows, enabling us to capitalize on increasingly diverse demand across industries.

Our ability to empower enterprise AI adoption has earned notable recognition in the 2026 Gartner® Magic Quadrant™ for Strategic Cloud Platform Services, a report that comprehensively evaluates how cloud service providers support the entire enterprise cloud lifecycle. Alibaba Cloud was named a Leader in the highest quadrant, making it the first and only Asia-Pacific provider to receive this distinction.

Chip Design – T-Head Semiconductor ("T-Head")

By rapidly advancing its portfolio of proprietary chips and software, T-Head further strengthened the infrastructure foundation underpinning our AI capabilities.

At the Apsara Conference in September, we unveiled the Zhenwu V900, our next-generation AI chip for training and inference, with commercial release scheduled for the first quarter of 2027. Built on our proprietary parallel computing architecture, the Zhenwu V900 delivers significant performance improvements over its predecessor, the Zhenwu M890. We also open-sourced T-Head SAIL, the software stack for Zhenwu chips, to simplify application migration, expand developer adoption, and strengthen compatibility with mainstream AI frameworks.

In addition, we launched the Zhenwu M890 supernode instance in August, marking the introduction of China's first supernode architecture capable of supporting inference for models with more than two trillion parameters. At the Apsara Conference, we also showcased our next-generation supernode product, which integrates the Zhenwu V900 with other proprietary interconnect, networking, and storage chips, and is scheduled for launch in the first quarter of 2027.

	Three months ended September 30,			Six months ended September 30,		
(in RMB Mn, except percentages)	2025	2026	YoY %	2025	2026	YoY %
Revenue	**39,914**	**60,973**	**53%**	**73,332**	**109,410**	**49%**
Adj. EBITA	**4,000**	**8,838**	**121%**	**6,419**	**14,466**	**125%**
Adj. EBITA margin	***10.0%***	***14.5%***	***4.5pct***	***8.8%***	***13.2%***	***4.5pct***

AI Cloud and Compute Services Revenue Breakdown:

	Three months ended September 30,			
	2025	2026		
(in billions, except percentages)	RMB	RMB	US$	YoY %
AI Cloud and Compute Services:	**40**	**61**	**9**	**53%**
From external customers	29	47	7	64%
- Recurring revenue	22	37	5	67%
- Compute equipment solutions	7	10	2	55%
From internal customers	11	14	2	23%

Note: The values presented in the tables above may not reconcile to the totals or variances due to rounding differences.

Business Highlights

Model

We continued to advance our comprehensive model portfolio, with a primary focus on foundation models, while enhancing capabilities across video, audio, image and music. This demonstrates our industry leadership and rapid pace of iteration.

Recently, we launched Qwen4-Max, built on the new mixture-of-experts architecture with 2.4 trillion backbone parameters and native visual capabilities. Qwen4-Max advances productivity and token efficiency, delivering stronger long-horizon task execution across industries, including manufacturing, game development, healthcare, and frontier scientific research.

QwenWork

Our agentic platform QwenWork continued to gain traction across industries, driven by ongoing enhancements to its enterprise capabilities. At the Apsara Conference in September, we launched Enterprise Context, a solution that continuously organizes and updates enterprise information and knowledge across company documents, meeting records and internal communications. It enables AI agents to access company-specific information and execute tasks based on organizational knowledge and workflows.

Qwen App

Qwen app for individual users now provides personalized assistance for tasks across more than 20 service categories, including shopping, local services, travel, work, learning, personal finance and health, leveraging Alibaba's ecosystem and third-party partnerships. In October, we launched Qwen Go!, a cloud-based personal agent embedded within the Qwen app. Qwen Go! autonomously executes multi-step tasks across platforms, while retaining contextual information and user preferences over time to deliver increasingly personalized assistance across everyday activities.

Segment Revenue

- **Revenue from AI Labs and Applications** in the quarter ended September 30, 2026 was **RMB4,435 million (US$661 million)**, an increase of **51%** compared to RMB2,940 million in the same quarter of 2025, primarily driven by rising demand for agentic AI products.

Segment Adjusted EBITA

- **AI Labs and Applications adjusted EBITA** was a loss of **RMB10,503 million (US$1,567 million)** in the quarter ended September 30, 2026, compared to a loss of RMB3,435 million in the same quarter of 2025, primarily due to our increased investment in AI capabilities, and higher inference cost related to Qwen app.

(in RMB Mn, except percentages)	Three months ended September 30,			Six months ended September 30,		
	2025	2026	YoY %	2025	2026	YoY %
Revenue	2,940	4,435	51%	5,822	7,773	34%
Adj. EBITA	(3,435)	(10,503)	(206)%	(6,659)	(24,364)	(266)%

All Others

Business Highlights

Our store guide and mapping platform Amap offers consumers one-stop access to services such as navigation, to-destination services and ride-hailing. On October 1, 2026, the first day of National Day holiday in China, Amap recorded an all-time high of approximately 370 million peak daily active users. Leveraging Amap Street Stars, a feature that provides a trust-based rating system to support users' consumption decisions, Amap has strengthened its mindshare in local services across consumption use cases, including dining, tourist attractions and seasonal activities.

Segment Revenue

- **Revenue from All others segment** was **RMB27,714 million (US$4,134 million)** in the quarter ended September 30, 2026, a decrease of **5%** compared to RMB29,118 million in the same quarter of 2025, reflecting the decrease in revenue from Cainiao, partly offset by the increase in revenue from Amap and Alibaba Health.

Segment Adjusted EBITA

- **Adjusted EBITA from All others segment** in the quarter ended September 30, 2026 was a loss of **RMB3,301 million (US$492 million)**, compared to a loss of RMB994 million in the same quarter of 2025, primarily due to our increased investment in technology businesses.

	Three months ended September 30,			Six months ended September 30,		
(in RMB Mn, except percentages)	2025	2026	YoY %	2025	2026	YoY %
Revenue	29,118	27,714	(5)%	57,747	56,517	(2)%
Adj. EBITA	(994)	(3,301)	(232)%	(307)	(6,644)	(2064)%

Appendix

Segment Results: Six months ended September 30, 2026

(in RMB Mn, except percentages)	Six months ended September 30, 2026						
	Alibaba E-commerce Group	AI Cloud and Compute Services	AI Labs and Applications	All Others	Unallocated	Inter-segment elimination	Consolidated
Revenue	**403,099**	**109,410**	**7,773**	**56,517**	**1,325**	**(37,652)**	**540,472**
Revenue YoY%	3%	49%	34%	(2)%			9%
Adjusted EBITA	**78,600**	**14,466**	**(24,364)**	**(6,644)**	**(786)**	**(1,307)**	**59,965**
Adjusted EBITA YoY Change	27,276	8,047	(17,705)	(6,337)	854	(87)	12,048
Adjusted EBITA YoY%(1)	53%	125%	(266)%	(2064)%			25%

(in RMB Mn)	Six months ended September 30, 2025						
	Alibaba E-commerce Group	AI Cloud and Compute Services	AI Labs and Applications	All Others	Unallocated	Inter-segment elimination	Consolidated
Revenue	**392,241**	**73,332**	**5,822**	**57,747**	**1,096**	**(34,791)**	**495,447**
Adjusted EBITA	**51,324**	**6,419**	**(6,659)**	**(307)**	**(1,640)**	**(1,220)**	**47,917**

Notes: During the quarter ended June 30, 2026, we have implemented a new segment structure, to reflect the strategic re-alignment to realize synergies across our commerce platforms, strengthen our integrated AI infrastructure offering, and accelerate the development of our AI products and services, as follows:

i) Alibaba E-commerce Group, a unified group formed by combining Alibaba China E-Commerce Group, Alibaba International Digital Commerce Group, together with Freshippo and certain commerce businesses within Cainiao.

ii) AI Cloud and Compute Services, combining Cloud Intelligence Group with T-Head to strengthen the infrastructure and computing layer of our full-stack AI capabilities.

iii) AI Labs and Applications, where AI model labs, Qwen Consumer Business Group and QwenWork, formerly classified under All others, were brought together to integrate the full value chain from AI model innovation through to consumer applications and enterprise productivity solutions.

iv) All others include mainly Alibaba Health, Hujing Digital Media and Entertainment Group, Amap, Lingxi Games and other technology businesses.

Accordingly, the above presentation has been recast to conform with the new reporting structure to reflect how our chief operating decision maker ("CODM") reviews information under this new structure.

(1) 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 September 30, 2025	2026	YoY %	Six months ended September 30, 2025	2026	YoY %
Alibaba E-commerce Group	**193,429**	**197,237**	**2%**	**392,241**	**403,099**	**3%**
China E-commerce	103,974	98,497	(5)%	224,848	209,397	(7)%
- Customer management	78,855	75,033	(5)%	168,054	157,580	(6)%
- Direct sales, logistics and others[1]	25,119	23,464	(7)%	56,794	51,817	(9)%
China Quick Commerce[2]	48,126	58,757	22%	84,851	112,052	32%
International E-commerce	27,879	25,723	(8)%	56,056	53,484	(5)%
Global Wholesale	13,450	14,260	6%	26,486	28,166	6%
AI Cloud and Compute Services	**39,914**	**60,973**	**53%**	**73,332**	**109,410**	**49%**
AI Labs and Applications	**2,940**	**4,435**	**51%**	**5,822**	**7,773**	**34%**
All others	**29,118**	**27,714**	**(5)%**	**57,747**	**56,517**	**(2)%**
Unallocated	577	542		1,096	1,325	
Inter-segment elimination	(18,183)	(19,382)		(34,791)	(37,652)	
Consolidated revenue	**247,795**	**271,519**	**10%**	**495,447**	**540,472**	**9%**

Notes:

(1) Direct sales, logistics and others revenue under China E-commerce business of Alibaba E-commerce Group primarily represents direct sales businesses of Tmall Supermarket (excluding on-demand delivery business), 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 other value-added services.

(2) China Quick Commerce revenue includes revenue generated by Taobao Instant Commerce, Freshippo, and on-demand delivery business of Tmall Supermarket.

GAAP to Non-GAAP Measures Reconciliation

	Three months ended September 30,			Six months ended September 30,		
	2025	2026		2025	2026	
Adjusted EBITA and Adjusted EBITDA	**RMB Mn**	**RMB Mn**	**USD Mn**	**RMB Mn**	**RMB Mn**	**USD Mn**
Income from operations	**5,365**	**29,116**	**4,343**	**40,353**	**44,277**	**6,604**
Non-cash share-based compensation expense	2,882	2,864	427	6,076	5,826	869
Amortization of intangible assets	826	656	98	1,633	1,321	197
Impairment of goodwill, and others	–	–	–	(145)	8,541	1,274
Adjusted EBITA	**9,073**	**32,636**	**4,868**	**47,917**	**59,965**	**8,944**
Depreciation and impairment of property and equipment, and operating lease cost relating to land use rights	8,183	13,419	2,001	15,074	25,233	3,764
Adjusted EBITDA	**17,256**	**46,055**	**6,869**	**62,991**	**85,198**	**12,708**
Non-GAAP net income						
Net income	**20,612**	**64,420**	**9,608**	**62,994**	**74,864**	**11,166**
Adjustments to reconcile net income to non-GAAP net income:						
Non-cash share-based compensation expense	2,882	2,864	427	6,076	5,826	869
Amortization of intangible assets	826	656	98	1,633	1,321	197
Gain on deemed disposals/disposals/revaluation of investments	(16,192)	(87,068)	(12,986)	(29,320)	(92,432)	(13,787)
Impairment of goodwill and investments, and others	1,442	18,446	2,751	2,455	27,648	4,124
Tax effects[(1)]	782	20,591	3,071	24	23,397	3,490
Non-GAAP net income	**10,352**	**19,909**	**2,969**	**43,862**	**40,624**	**6,059**
Non-GAAP Free cash flow						
Net cash provided by operating activities	**10,099**	**15,690**	**2,340**	**30,771**	**38,635**	**5,763**
Less:						
Purchase of property and equipment (excluding land use rights and construction in progress relating to office campuses)	(31,428)	(50,463)	(7,527)	(70,057)	(118,123)	(17,619)
Changes in the buyer protection fund deposits	(511)	301	45	(1,369)	346	52
Free cash flow	**(21,840)**	**(34,472)**	**(5,142)**	**(40,655)**	**(79,142)**	**(11,804)**

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 September 30,			Six months ended September 30,		
	2025	2026		2025	2026	
(in Mn, except per share data)	RMB	RMB	USD	RMB	RMB	USD
Net income attributable to ordinary shareholders – basic	**20,990**	**64,535**	**9,626**	**64,106**	**75,072**	**11,197**
Dilution effect on earnings arising from non-cash share-based awards operated by equity method investees and subsidiaries	(96)	(65)	(10)	(258)	(174)	(26)
Adjustments for interest expense attributable to convertible unsecured senior notes	72	80	12	143	160	24
Dilution effect on earnings arising from assumed exchange of exchangeable bonds	–	(415)	(62)	–	(1,971)	(294)
Net income attributable to ordinary shareholders – diluted	20,966	64,135	9,566	63,991	73,087	10,901
Non-GAAP adjustments to net income attributable to ordinary shareholders[(1)]	(10,516)	(44,104)	(6,578)	(18,250)	(32,473)	(4,843)
Non-GAAP net income attributable to ordinary shareholders for computing non-GAAP diluted earnings per share/ADS	**10,450**	**20,031**	**2,988**	**45,741**	**40,614**	**6,058**
Weighted average number of shares on a diluted basis for computing non-GAAP diluted earnings per share/ADS (million shares)[(2)]	**19,168**	**19,777**		**19,154**	**19,550**	
Diluted earnings per share[(2)(3)]	**1.09**	**3.24**	**0.48**	**3.34**	**3.74**	**0.56**
Non-GAAP diluted earnings per share[(2)(4)]	**0.55**	**1.01**	**0.15**	**2.39**	**2.08**	**0.31**
Diluted earnings per ADS[(2)(3)]	**8.75**	**25.94**	**3.87**	**26.73**	**29.91**	**4.46**
Non-GAAP diluted earnings per ADS[(2)(4)]	**4.36**	**8.10**	**1.21**	**19.10**	**16.62**	**2.48**

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