

Introduction of YTO Express Co., LTD.

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Contents

Who are we?

What we do?

How can we help you?

Company Profile

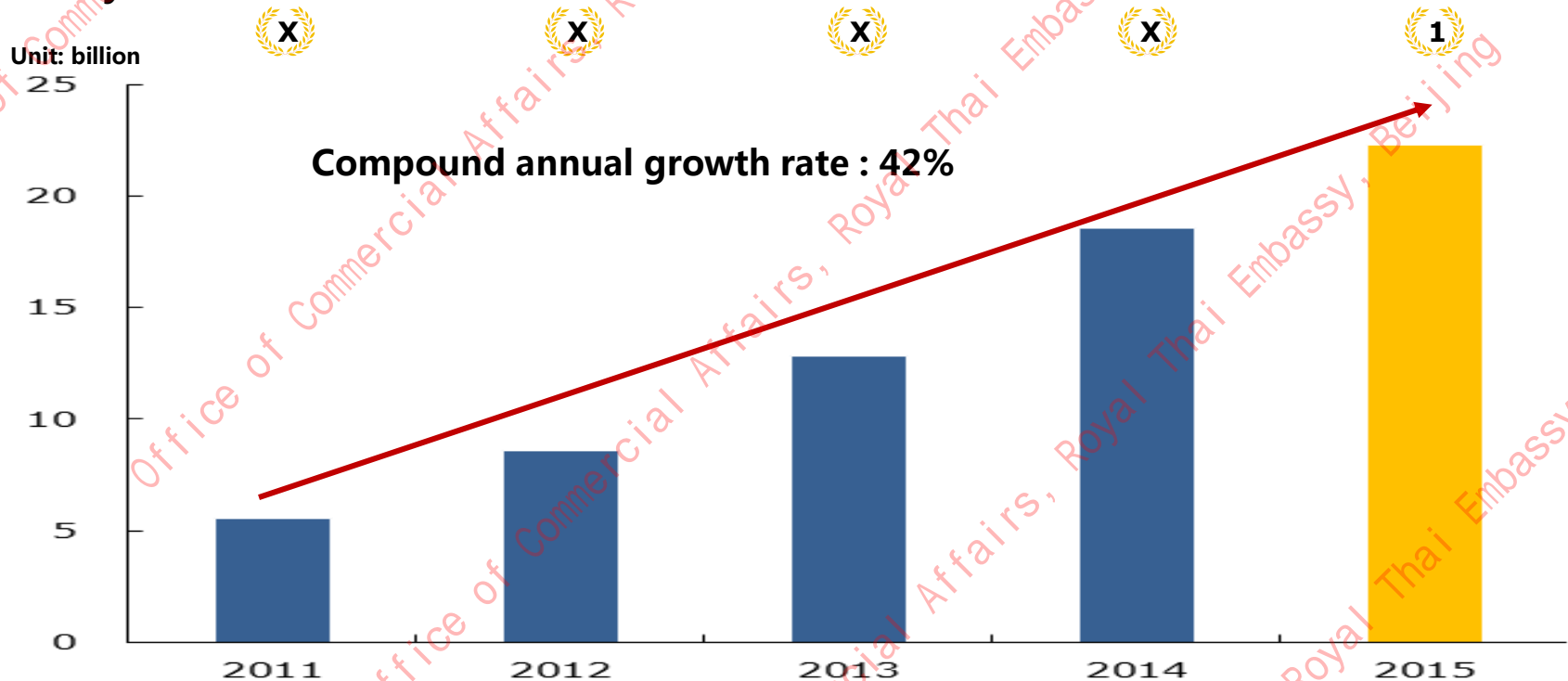
- **A Comprehensive Express Delivery Company in China**
- **In 2000, started with 50,000 RMB, 17 employees**
- **In 2015, 3.3 billion parcels delivered, 15% of domestic market share, 35 billion RMB Turnover**
- **On 11th Nov. 2015, “Double 11 Shopping Carnival”, total online order 53.28 million pieces, and 30.59 million pieces collected by YTO**



Company Profile

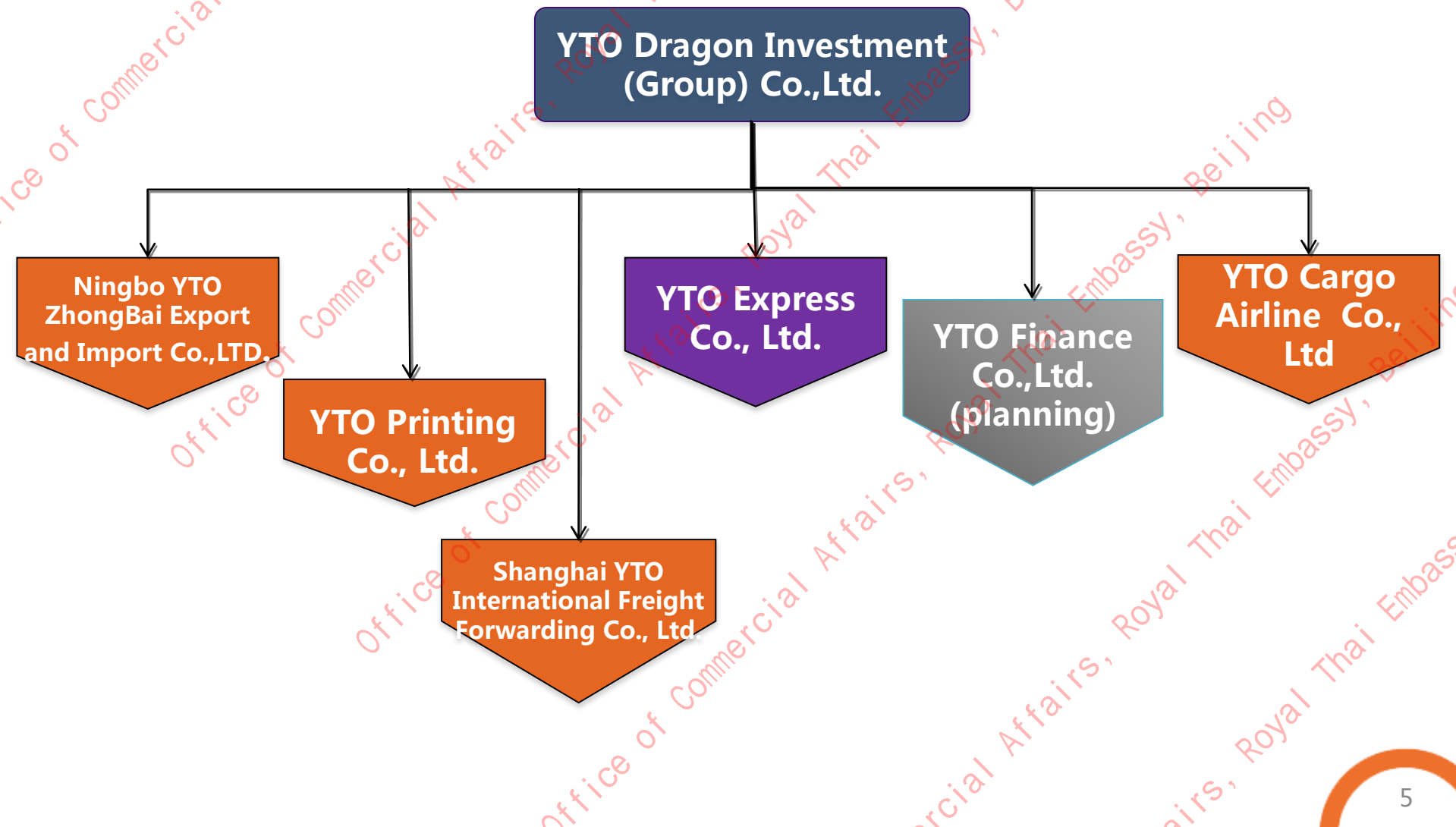
YTO ranks first in Chinese express market share in 2015

YTO business volume in recent five years



- Since 2011, the company has always ranked the forefront in the express market.

Company Profile



Business Scale



3.3 billion pieces
business volume in 2015



35 billion RMB
annual income in 2015



More than 24000
Distributed nodes



82
Transit centers



seven
All -cargo planes



32000
Transport vehicles



More than 98%
Prefecture-level coverage



More than 260000
employees



42%
volume growth rate for
last 3 years



80%
E-commerce accounts for the
proportion of total business volume

Customer & Partner

Relying on strong customer base makes remarkable brand effect

High-class strategic partner

In May 2015, Alibaba Group & Yunfeng Fund made a strategic investment YTO Express



YTO 圆通速递
YTO EXPRESS



淘 **天猫** **Alibaba Group**
阿里巴巴集团

The largest E-commerce platform in China

云 **阿里云**
aliyun.com

Big data and cloud computing platform support

Logistics information, software platform

national storage network

CAINIAO 菜鸟

With the help of powerful B2C customer base and nationwide E-commerce business scale, YTO Express is known to every family .

Strategic Partner



2015

Strategic Investment:

**Alibaba Group Take 20%
Stake Share of YTO**

Who are we?

What do we do?

How can we help you?

Business Model

Flat franchise mode + Transit center company-owned mode

Shanghai



collect

sender

terminal
salesman

Franchisee
outlets

Transit
center

transport



Destination
area
Transit
center

Franchisee
outlets

send



Terminal
salesman

The recipient

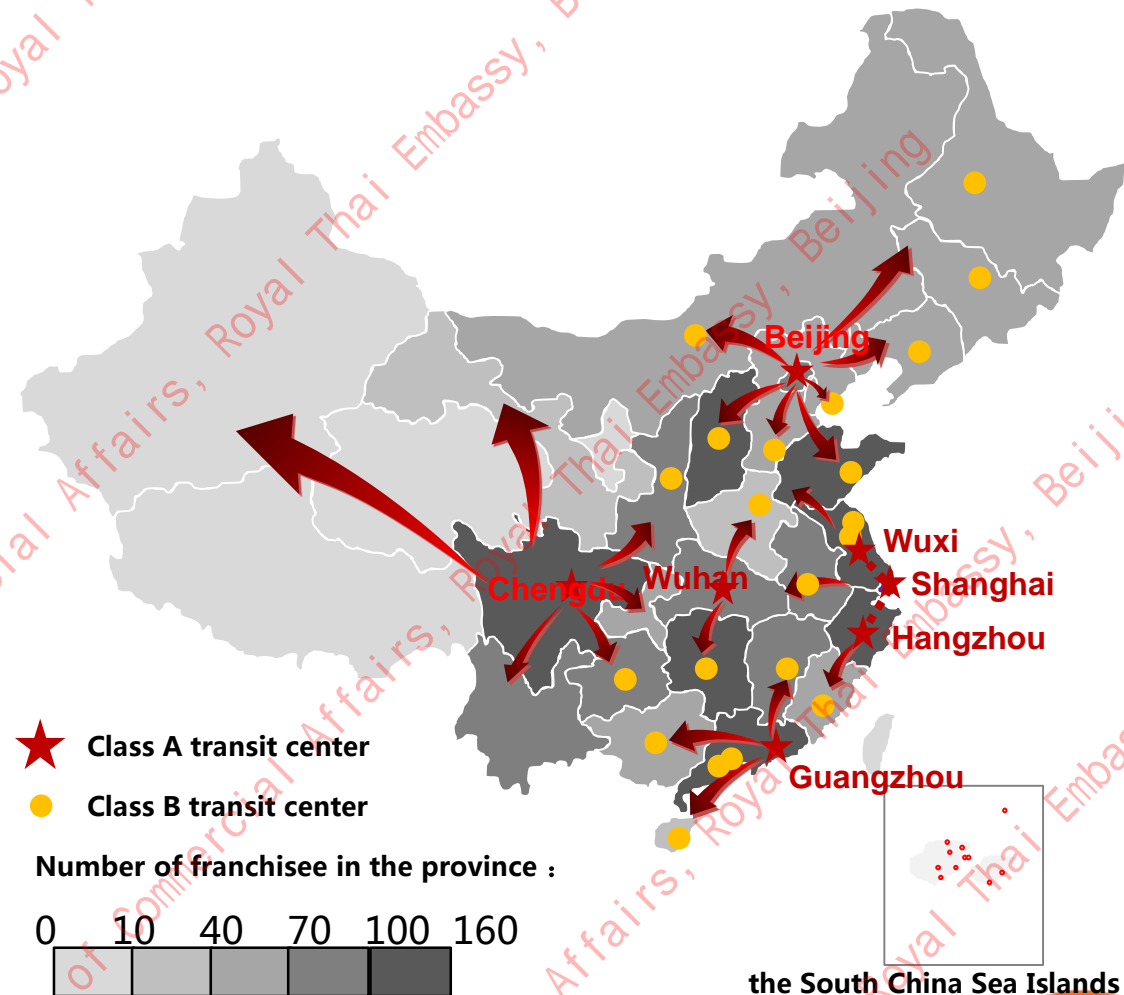
Franchisee Outlets
collect package

Transit Centre &
Transportation
Owned by YTO

Franchisee Outlets
send package

Network Coverage

- **82 Transit Centers**
- **24,000 Franchisee Outlets**
- **260,000 employees**
- **Prefecture-level city coverage: 98%**
- **Country-level city coverage: more than 93%**



Transportation Ability

YTO Aviation Development



7 all-cargo aircrafts, 101 accessible airports, 1110 domestic routes until 31Dec 2015

Transportation Ability



More than 2000 overland vehicles

Cooperate with Railway



IT System

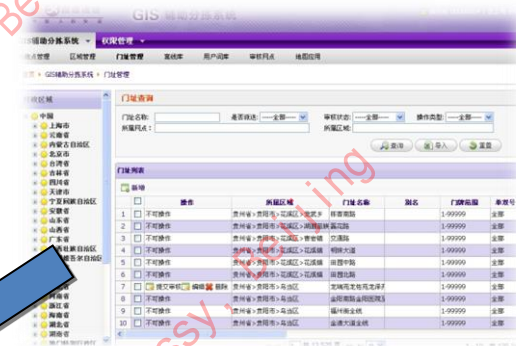
19 YTO systems have been developed and used, covering all aspects in management, operation, service, etc.



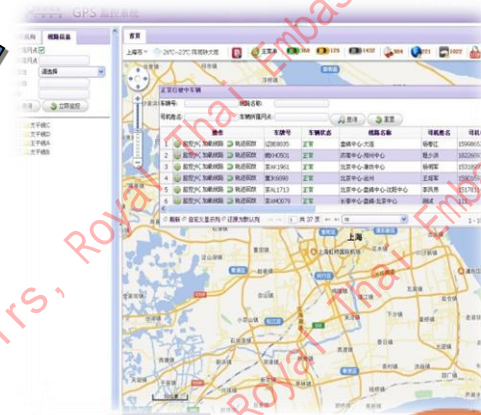
YTO APP



King Kong System, developed by IBM



GIS



GPS

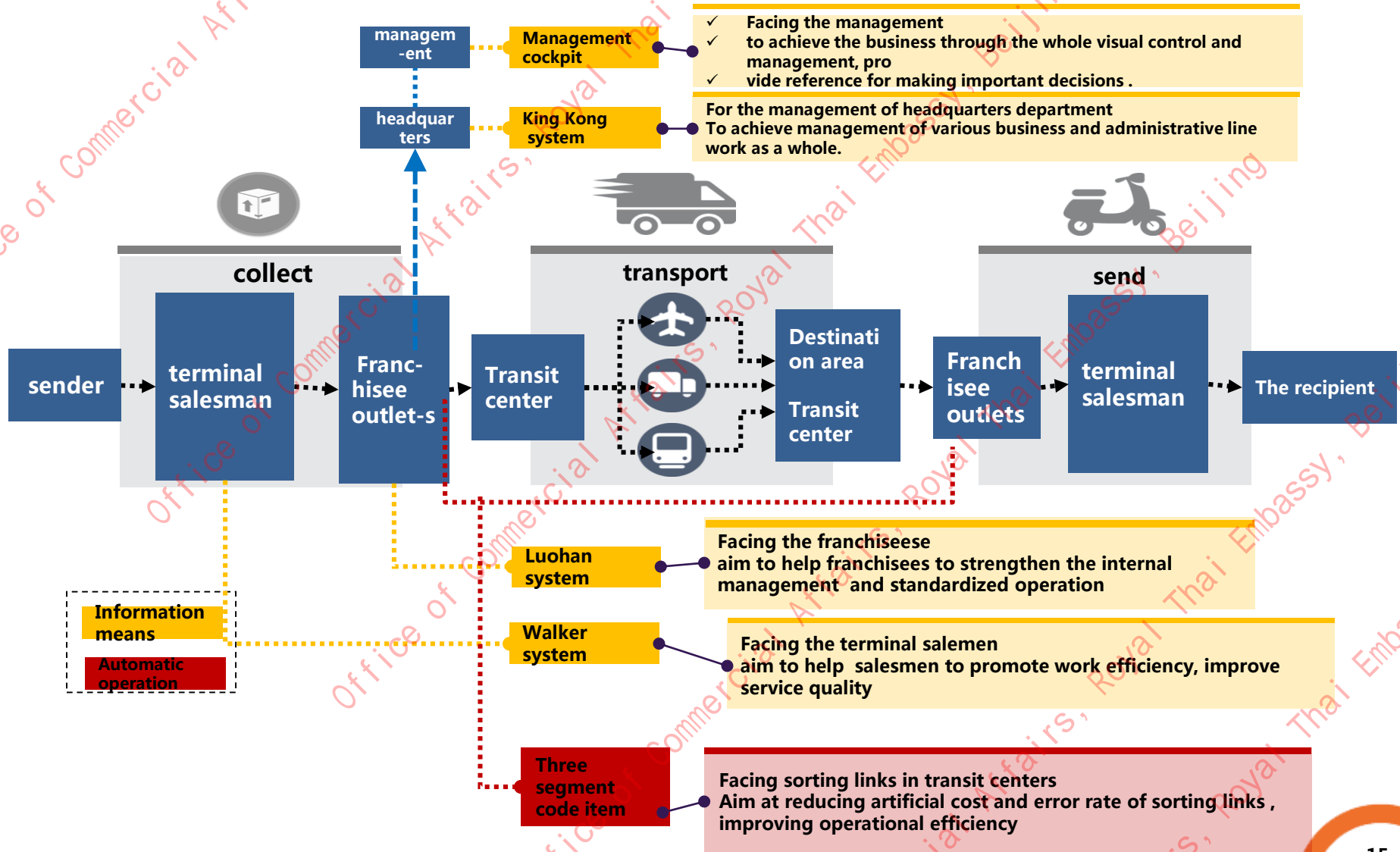


GPS monitoring system

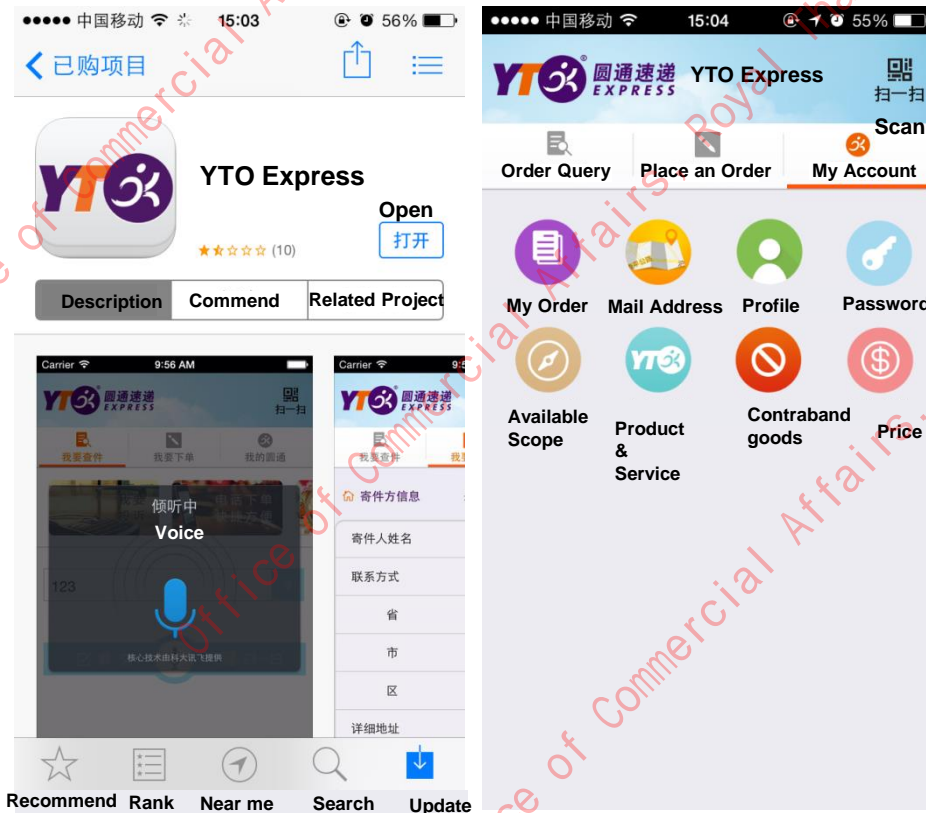


weibo, weChat, website

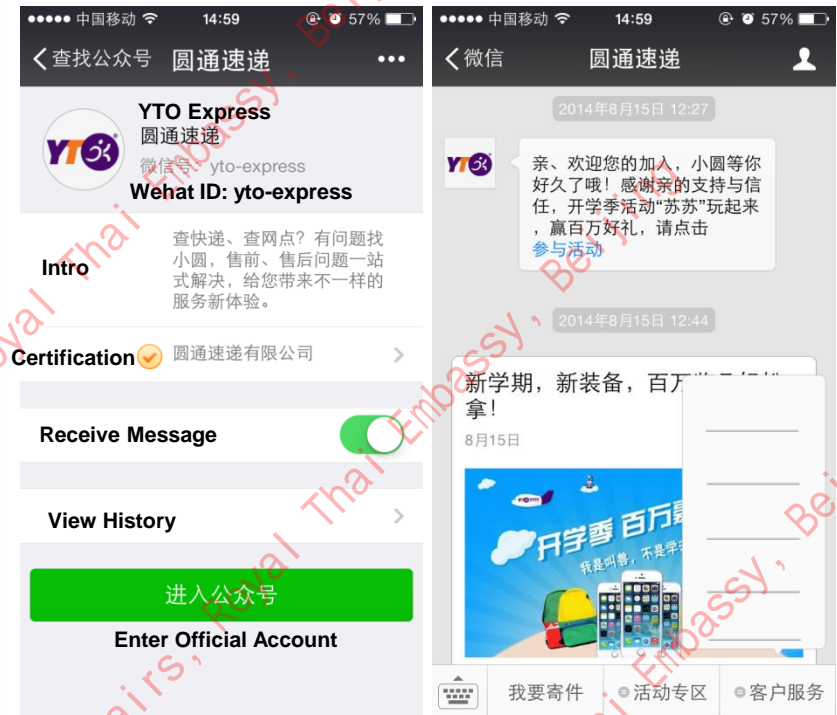
IT System



IT System

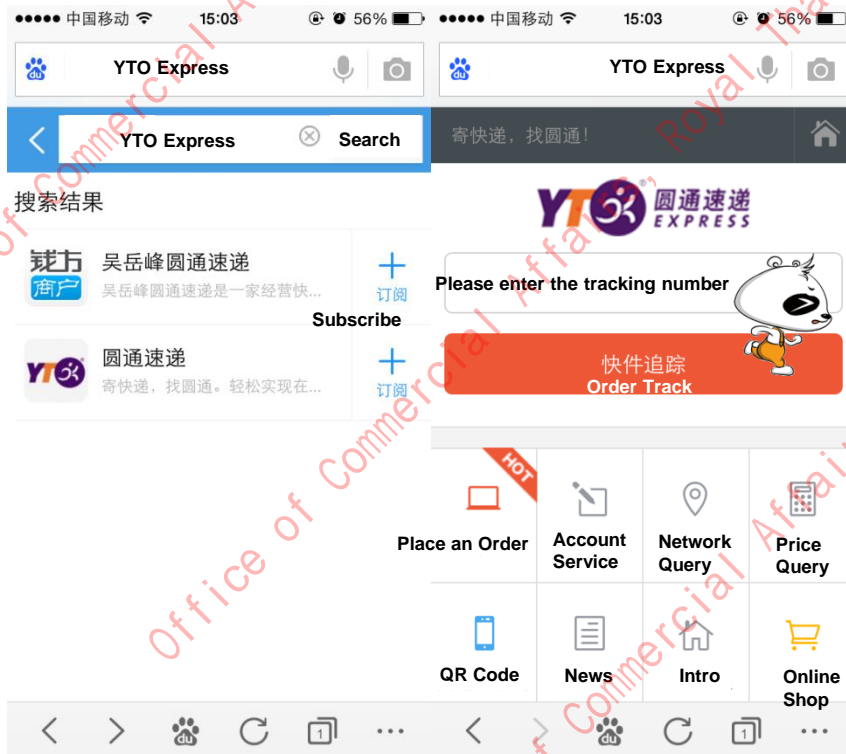


YTO APP



YTO wechat

IT System



**win-win co-operation
with Baidu, Tencent**

Product & Services

Traditional express products



Document, Parcel Door to Door Delivery

Time-sensitive products



Same Day Delivery, Next Morning Delivery, Next Day Deliver

Warehouse distribution business



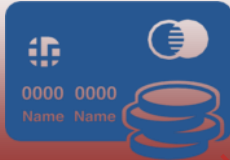
One Stop Service: Warehousing, Packing, Distribution, Last mile Delivery

Product & Services



Supply- chain finance

(cod)



Financing your supply-chain

E- commerce



YTO has its own E-Commerce Platform

International express

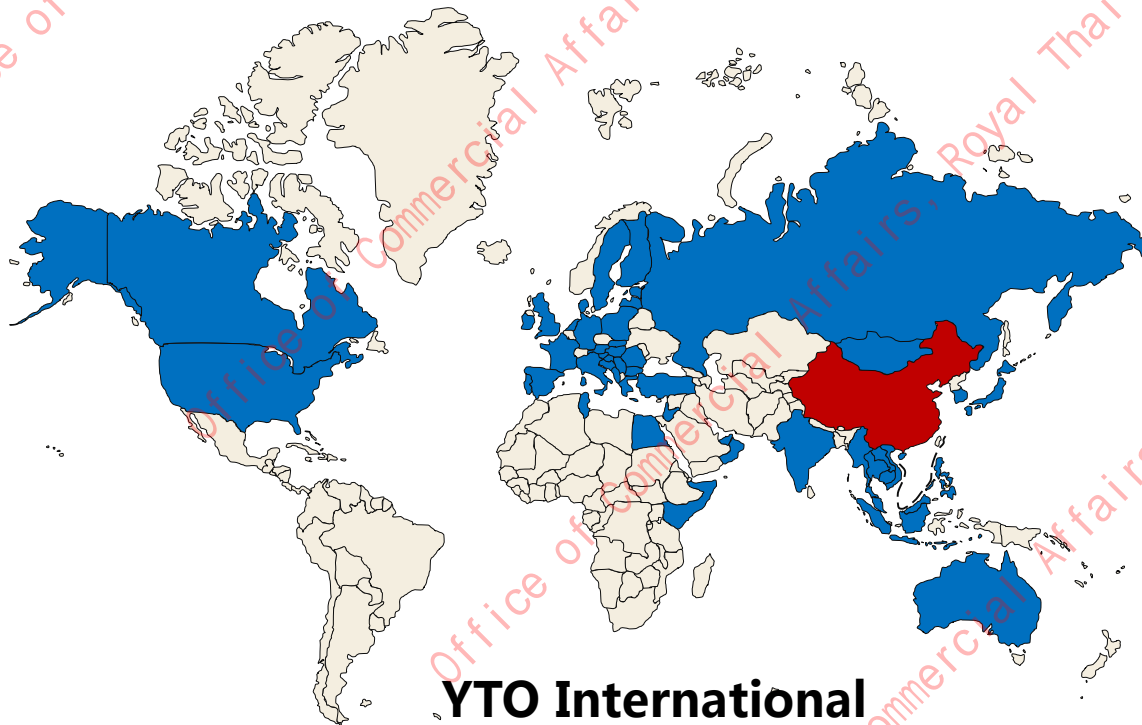


International Door to Door, Airfreight, Custom Clearance

International Network

Based on the domestic market, expand the international pattern, shape a strong national express brand

Through the strategic cooperation + capital mergers and acquisitions, exploit international express business, make the Chinese express brand



YTO International Coverage Area

- ☒ Business covers southeast Asia, west Asia, Europe, North America, Africa and other countries and regions
- ☒ Strategic cooperation agreements with unified transnet Taiwan and CJ Korea
- ☒ multinational cooperation with Seino Japan , DCD Russia- develop international products
- ☒ Joint operation GSL International Express with German fashion logistics
- ☒ The first to launch a "global parcel alliance" in Shanghai in 2015



Global Cooperation

On April 22, 2015, "global parcel alliance" summit initiated by YTO Express was held in Shanghai. Express enterprises as founding members from Korea, Japan, Russia and other countries and regions attended the summit. Members started a discussion on how to take advantages of each member in terms of resources and services, and jointly establish a parcel service net covering major markets around the world.

CJ Korea Express, unified Transnet Taiwan, Seino Japan more than a dozen overseas express enterprises involved in this summit, signed the <<declaration of the global alliance for package (Shanghai) summit>>altogether.

- **Vision:**
- **The World is Within Your Reach !**
- **Cooperation Principles :**
- **Fairness, Justice, openness, Win-Win**
- **Cooperation Target :**
- **To share global parcel market, particularly China parcel market**



YTO's Target: 72 hours World Wide Delivery



Mr. Yu, please deliver my
product to anywhere in the
world within 72 hours

No Problem, Mr. Ma

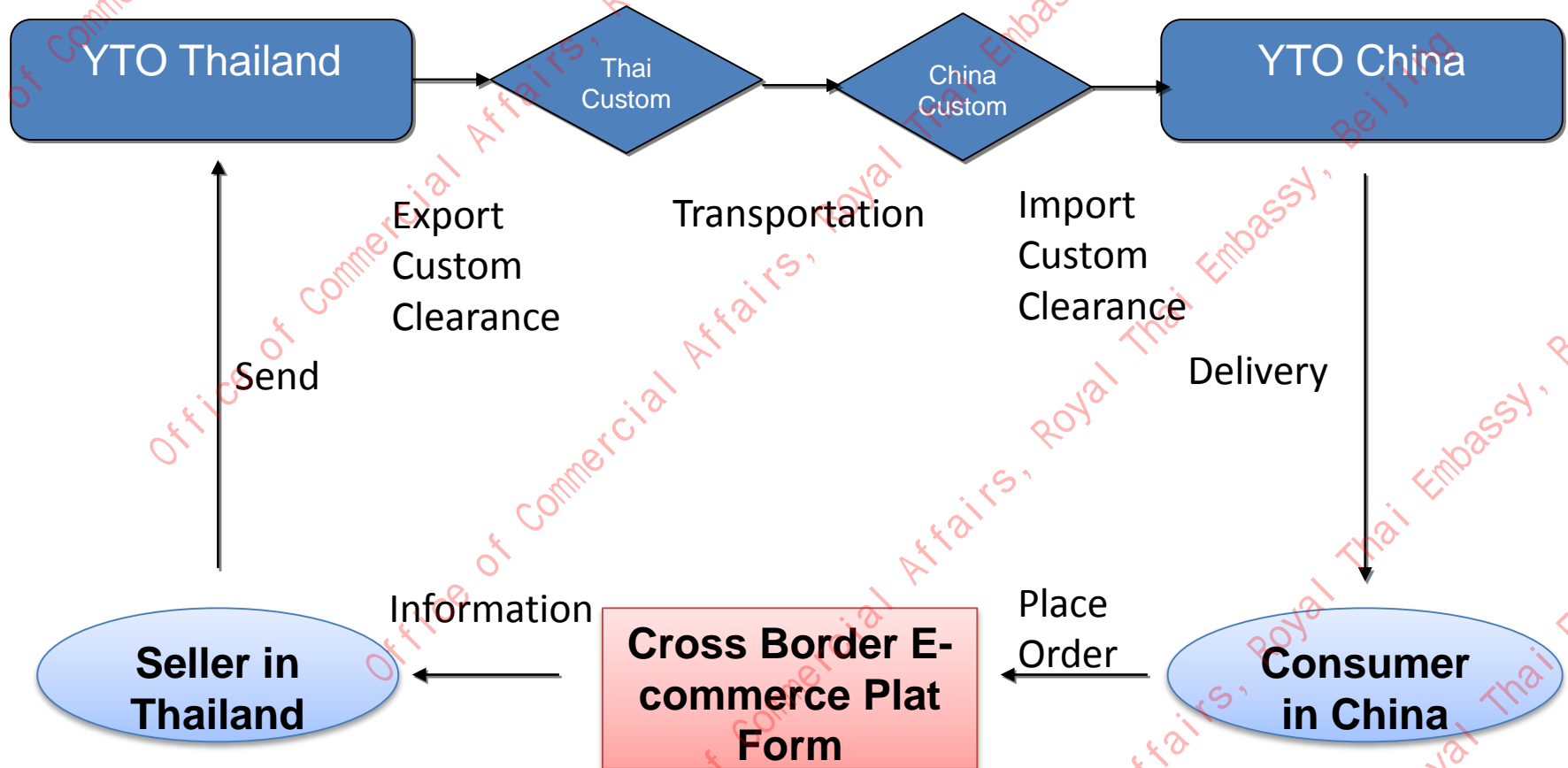


Who are we?

What we do?

How can we help you?

One Stop Service for E-Commerce



E-Commerce Platform Matching



WELCOME TO JOIN IN OUR COMING FRANCHISE PROGRAM!

世界因我们触手可得!
The World is Within Your Reach!



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