



## **Jigsaw and Alibaba.com Announce Strategic Partnership, Equipping Global Community of Entrepreneurs with Web Resources for International Business Connections**

**SAN MATEO, CA and SANTA CLARA, CA—April 6, 2009**—Jigsaw ([www.jigsaw.com](http://www.jigsaw.com)), a leading provider of business information and data services, and Alibaba.com Limited (HKSE:1688), the world's leading business to business (B2B) e-commerce company, today announced a strategic partnership to provide users with the ability to quickly and easily facilitate business connections worldwide. With a shared vision to improve business connectivity, Jigsaw and Alibaba.com will leverage their respective client bases to foster membership growth and enhance the synergies of their solutions.

Alibaba.com enables small businesses and entrepreneurs to enter global markets with its easy-to-use website that connects buyers and sellers around the world. As part of ongoing efforts to offer the best resources for its customers, Alibaba.com will give its community of more than 36 million registered users access to Jigsaw. Jigsaw's online directory of more than 12 million business contacts and 2 million companies. Through this partnership, users will be able to quickly identify and connect with targeted leads for business development, marketing and sales purposes. Similarly, Jigsaw's community of B2B professionals will be able to tap into revenue sources and business tools through Alibaba.com.

“Our goal is to make it easy for our customers to do business from any location,” said Kelly Sang, general manager of Alibaba.com US. “With Jigsaw we are able to break down barriers for making business connections worldwide and provide the best resources to help entrepreneurs and small to medium-sized businesses grow strategically in a multi-national business environment.”

“Both Alibaba.com and Jigsaw demonstrate how powerful the Web is in facilitating B2B connections to create efficiencies and expand professional networks,” said Jim Fowler, Jigsaw CEO and co-founder. “For Alibaba.com's audience of worldwide merchants, corralling a rolodex of multi-national business contacts can be an overwhelming and time-consuming endeavor. Using Jigsaw as a foundation for finding business contacts, means less time crawling and vetting and more time growing business.”

**About Alibaba.com Limited**

Alibaba.com Limited (HKSE:1688) is the world's leading B2B e-commerce company. It connects millions of buyers and suppliers from around the world every day through three marketplaces: an English-language marketplace (alibaba.com) for global importers and exporters, a Chinese-language marketplace (alibaba.com.cn) for domestic trade in China and, through a joint venture, a Japanese-language marketplace (alibaba.co.jp) facilitating trade to and from Japan. Together, its marketplaces form a community of 36 million registered users from over 240 countries and regions. Headquartered in Hangzhou, Alibaba.com has offices in more than 30 cities across mainland China as well as in Taiwan, Hong Kong, Europe and the United States.

### **About Jigsaw**

Jigsaw ([www.jigsaw.com](http://www.jigsaw.com)) is a leading provider of business information and data services leveraging user-generated content contributed by its global business-to-business community of more than 700,000 members. Today, the Jigsaw community and more than 600 enterprises use the Jigsaw directory to access information for 12 million business contacts and 2 million companies. Jigsaw delivers low-cost and easy access to high-value business information that can be used to identify key decision makers and people for purposes such as sales, marketing, recruiting and customer service. Founded in 2004, Jigsaw is located in San Mateo, Calif. and is funded by Austin Ventures, El Dorado Ventures, and Norwest Venture Partners.

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