

Jack Yun Ma
969 West Wen Yi Road
Yu Hang District
Hangzhou 311121
China

20/02/2019

Dear Mr. Ma,

Re: investor support for Science Based Targets and complementary energy commitments

As institutional investors representing over \$1.2 trillion in assets under management, we are writing to you about the importance of setting credible and robust targets, in order to reduce your greenhouse gas (GHG) emissions. We wish to invest in environmentally and financially sustainable companies that are prepared for and contributing to the low-carbon economy.

Companies are facing increasing pressure to disclose and manage climate-related risks and opportunities following the Paris Agreement and the work of the Financial Stability Board's Task Force on Climate-related Financial Disclosures (TCFD).

The number of companies who are now committed to taking strong climate action through the [We Mean Business coalition 'Take Action' platform](#) represents 20% of the global economy.

In this context, we are pleased to see the progress Alibaba Group Holding Ltd has made on running the Zhangbei Data Center in the Hebei province on 100% renewable energy and your plans to replace 50% of all packaging material on Alibaba-related platforms with 100% eco-friendly or biodegradable packaging materials.

We are writing to suggest that you build on this good progress by committing to set a science-based target to reduce your GHG emissions in line with the Paris Agreement, and by making complementary clean energy commitments.

The science-based target initiative provides a methodology that helps companies to align their emissions with climate science and the international climate goal(s) as set forth by the Paris-agreement. As such, science-based target setting is a strategic tool to help inform company decision-making and resource allocation, drive innovation and improve competitive advantage. Over 515 companies have already committed through the [Science Based Targets initiative \(sciencebasedtargets.org\)](#) to set emissions reduction targets that will bring them in line with a 'below 2°C' scenario.

Meanwhile, clean energy and transport commitments can help to cost-effectively reduce your GHG emissions and deliver on a science-based target. We encourage corporate commitments to: source 100% renewable electricity through [RE100](#) (164 companies committed), increase energy productivity through [EP100](#) (39 companies committed) and/or promote the uptake of electric vehicles through [EV100](#) (31 companies committed). Any one of these initiatives, led by The Climate Group, as well as setting science-based targets, would enable Alibaba Group Holding Ltd to publicly showcase your climate leadership.

Thank you for your time and consideration of these proposals. We would be delighted to see Alibaba Group Holding Ltd set ambitious targets and secure its place as a leader in the low-carbon transition.

Please contact ShareAction, the responsible investment organisation that coordinates this investor group (the Investor Decarbonisation Initiative) to discuss these proposals. ShareAction can also arrange introductions to the relevant organisations coordinating these corporate leadership programmes.

Please send your response to Sonia Hierzig, sonia.hierzig@shareaction.org / ShareAction, 16 Crucifix Lane, London, SE1 3JW, UK.

Signatories:

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Hermes Investment Management

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Chief Responsible Investment Officer
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René le Clercq, Chairman / Employer
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Aargauische Pensionskasse (APK)

Bernische Lehrerversicherungskasse

Caisse de pensions de l'Etat de Vaud (CPEV)

Caisse de pensions ECA-RP

Caisse de Prévoyance de l'Etat de Genève (CPEG)

Caisse de Prévoyance des Interprètes de Conférence (CPIC)

Caisse intercommunale de pensions (CIP)

CAP Prévoyance

CCAP Caisse Cantonale d'Assurance Populaire

CIEPP - Caisse Inter-Entreprises de Prévoyance Professionnelle

Etablissement Cantonal d'Assurance (ECA VAUD)

Fond. métallurgie vaud. bâtiment (FMVB)

Fondation de prévoyance du Groupe BNP PARIBAS en Suisse

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Prosperita Stiftung für die berufliche Vorsorge

Retraites Populaires

Stiftung Abendrot

Terre des Hommes