



## ALIBABA: PIECES OF THE PUZZLE

### Alibaba

*Key people:*

**Jack Ma**, Executive Chairman  
**Joseph Tsai**, Executive Vice Chairman  
**Jonathan Lu**, Chief Executive Officer  
**Maggie Wu**, Chief Financial Officer  
**Michael Yao**, Head of Corporate Finance  
**Jane Penner**, Head of Investor Relations  
**Jim Wilkinson**, Head of International Corporate Affairs

### Barclays

Designated market maker (not a bookrunner)

*Key people:*

**Glenn Carell**, Director/NYSE DMM

### Citigroup

Host of first roadshow presentation, pricing decision, DR programme

*Key people:*

**Tyler Dickson**, Global Head of Capital Markets Origination  
**Doug Baird**, Chairman, Equity Capital Markets  
**Philip Drury**, Co-Head of Equity Capital Markets for the Americas  
**Kenneth Poon**, Head of Asia Pacific Capital Markets Origination  
**Paul Abrahimzadeh**, Head of Equity Capital Markets Syndicate - Americas  
**James Perry**, Head of Technology - Asia Pacific, Corporate and Investment Banking

### Credit Suisse

Prospectus drafting, roadshow presentation, directed share programme, lock-up release

*Key people:*

**Vikram Malhotra**, Head of Investment Banking for Asia-Pacific  
**Mervyn Chow**, Head of Equity Capital Markets, Asia Pacific  
**Imran Khan**, Head of Global Internet Investment Banking  
**Anthony Kontoleon**, Head of Global Equity Capital Markets Syndicate  
**Tucker Highfield**, Head of Equity Syndicate, Asia Pacific

### Deutsche Bank

Legal/regulatory, valuation

*Key people:*

**Mark Hantho**, Global Head of Equity Capital Markets  
**Neil Kell**, Head of Equity Capital Markets, Asia  
**Joaquin Rodriguez Torres**, Head of Technology, Media and Telecom Investment Banking, Asia  
**Emmanuel DeSousa**, Global Head of Internet and Media Investment Banking  
**John Lydon**, COO, Corporate Finance, Asia

### Goldman Sachs

Offer structure/selling shareholders, legal/regulatory, earlier financial services restructuring, stabilisation

*Key people:*

**Mark Schwartz**, Chairman of Goldman Sachs Asia Pacific, Softbank Director  
**Xiaoyin Zhang**, Managing Director, Investment Banking  
**David Ludwig**, Head of TMT ECM  
**Anthony Noto**, former Head of TMT Investment Banking (now Twitter CFO)  
**Dan Dees**, Head of TMT Investment Banking  
**Ben Adler**, General Counsel, Merchant Banking

### JP Morgan

Offer structure/selling shareholders

*Key people:*

**Jimmy Lee**, Vice Chairman, JPMorgan Chase, Co-Chairman of Investment Banking  
**Elizabeth Myers**, Global Head of Equity Capital Markets  
**Michael Millman**, Co-Head of Equity Capital Markets, Americas  
**Todd Marin**, Vice Chairman of Investment Banking, Asia Pacific  
**John Hall**, Head of TMT Investment Banking, Asia  
**Brian Gu**, Co-Head of China Investment Banking

### Morgan Stanley

Prospectus drafting, roadshow presentation, billing & delivery, lock-up release

*Key people:*

**Crawford Jamieson**, Co-Head of Global Capital Markets for Asia-Pacific  
**Michael Grimes**, Co-Head of Global Technology Investment Banking  
**Evan Damast**, Global Head of Equity Syndicate  
**Paul Chamberlain**, now retired Co-Head of Global Technology Investment Banking  
**Daniel Wetstein**, Head of Technology Banking, Asia Pacific

### Rothschild

Independent IPO adviser (not a bookrunner)

*Key people:*

**Claire Suddens-Spiers**, Head of Asian Equity Advisory  
**Matthew Spertling**, Head of North American Equity Advisory  
**Kelvin Chau**, Executive Vice Chairman  
**Tom Whayne**, Managing Director

\*Responsibilities of active bookrunners represent areas where leads were designated.  
 Banks all claim some input into most processes, and all claim input on pricing and allocation advice.