LARGEST RETAILER IN CHINA (REVENUE IN 2019)  

- **JD.COM**: $82.90BN
- **SUNING**: $38.06BN
- **SUN ART**: $13.7 BN
- **VIP.COM**: $13.4BN
- **GOME**: $8.5 BN

**3rd Largest Internet Company Globally**: (REVENUE IN 2019)

- **AMAZON**: $280.5 BILLION
- **FACEBOOK**: $161.86 BILLION
- **ALPHABET**: $82.90 BILLION
- **TENCENT**: $70.70 BILLION
- **JD.COM**: $54.08 BILLION

**YoY NET SERVICE REVENUE GROWTH**: 44.1%  

**MACRO:**
- **E-COMMERCE PENETRATION**
- **SPENDING TREND SHIFT TOWARD QUALITY**
- **HIGHER IN CHINA (20.7%) VS. THE U.S. (11.0%)**
- **CLEAR SHIFT IN DEMAND TOWARDS HIGHER QUALITY PRODUCTS AND SERVICES**
- **GROWING RETAIL SALES UPWARD GROWTH OF 8% YEAR-ON-YEAR, FASTER THAN CHINA’S GDP**

**OUR STORY SO FAR**

- **1998**: Starts as a brick-and-mortar store in Beijing
- **2004**: Following SARS epidemic, online business launches
- **2014**: Largest Nasdaq IPO of the year (ticker: JD)
- **2014**: Launches Silicon Valley R&D Center
- **2016**: First and highest-ranking Chinese Internet company on the Fortune Global 500 list
- **Today**: Largest retailer in China, online or offline

**HOW WE’RE DIFFERENT**

- Strict “zero-tolerance” policy toward counterfeit goods
- Only e-commerce company globally of our scale that does nationwide logistics in-house
- 190,000 logistics couriers

**OUR TECHNOLOGY**

- Approximately 18,000 engineers between China and Silicon Valley
- Research areas include data science, artificial intelligence, virtual and augmented reality, automation, robotics, autonomous vehicle systems, and more
- R&D is used for everything from intelligent pricing to inventory management and fraud detection

**OUR LOGISTICS NETWORK**

- Covers 99% of China’s population
- Leverages a network of over 800 warehouses including large fulfillment centers, small warehouses and cold-chain facilities for temperature sensitive products

**OUR CUSTOMERS**

- Higher penetration among affluent urban residents, and higher average basket size than the overall industry
- Serves more than one billion Chinese households
- Over 20 million users in premium membership program

**OUR PARTNERS**

- Investors include Tencent, Walmart and Google
- Strategic partnership with Tencent includes access to WeChat, China’s dominant social media platform with over one billion users
- We provide brands with the most comprehensive data available on Chinese consumers

Source: National Bureau of Statistics of China

1. BY reported revenue.
2. FY 2019 growth.

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