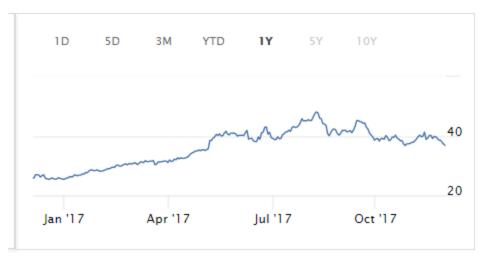
JD.com Inc is an online direct sales company in China. It acquires products from suppliers and sells them directly to its customers through its website and mobile applications.

JD.com is China's second-largest e-commerce company after Alibaba in terms of transaction volume, offering a wide selection of authentic products at competitive prices, with speedy and reliable delivery. The company has built its own nationwide fulfilment infrastructure and last-mile delivery network, staffed by its own employees, which supports both its online direct sales and its online marketplace businesses. JD.com launched its online marketplace business in 2010.



Personalized Checklist

Checklist Items / Related Parameters		Worst		Neutral		Best
Within your circle of competence?					•	
Macro economic environment favorable?					•	
High quality business?		0			•	
Enough margin of safety with stocks?		0			•	
Gurus are buying?				•		
Insiders are buying?				•		
Management capable and shareholder friendly?				•		
Catalyst for stock price to appreciate?					•	
Your level of confidence with the research?					•	
New item	Choose Paramete	rs Add	ŀ			

Personalized Checklist

Switch to: Phil Fisher Growth Companies ▼		0	New C	heck	dist
Checklist Items / Related Parameters	Worst		Neutral		Best
Does the company have the products or services with sufficient market potential to make possible a sizable increase in sales for at least several years?	0		0	•	
Does the management have a determination to continue to develop products or processes that will still further increase total sales potentials when the growth potentials of currently attractive product lines have largely been exploited?	0	0	0	•	0
How effective are the company $\hat{a} \in \mathbb{T}^M s$ research and development efforts in relation to its size?	0			•	
Does the company have an above average sales organization?				•	
Does the company have a worthwhile profit margin? Gross Margin % Operating Margin % Net Margin %	•	0		0	
What is the company doing to maintain or improve profit margins? Gross Margin % Operating Margin % Net Margin %		•		0	
Does the company have outstanding labor and personnel relations?				•	
Does the company have outstanding executive relations?				•	
Does the company have depth to its management?				•	
How good are the company's cost analysis and accounting controls?			•		
Are there other aspects of the business, somewhat peculiar to the industry involved, which will give the investor important clues as to how outstanding the company may be in relation to its competition?	0	0	0	•	0
Does the company have a short range or long range outlook in regards to profits?				•	
. In the foreseeable future, will the growth of the company require sufficient equity financing so that the larger number of shares then outstanding will largely cancel the existing stockholders' benefit from this anticipated growth? 10-Year Share Buyback Rate 5-Year Share Buyback Rate 8-Year Average Share Buyback Ratio 1-Year Share Buyback Rate	0	0	0	•	0
Does the management talk freely to investors about its affairs when things are going well but "clam up†when troubles and disappointments occur?	0			•	
Does the company have a management of unquestionable integrity?				•	

Checked: 15 / 15 - Total Score: 3.6 / 5

Personalized Checklist

Switch to: Invest Like a Guru Checklist ▼		0	New C	hec	klist
Checklist Items / Related Parameters	Worst		Neutral		Best
Do I understand the business?				•	
What is the economic moat that protects the company so it can sell the same or a similar product five or ten years from today?	0	0	0	•	0
s this a fast-changing industry?				•	
Does the company have a diversified customer base?				•	
s this an asset-light business?			•		
s it a cyclical business?		0		•	
Revenue Operating Income				•	
Does the company still have room to grow?				•	
Has the company been consistently profitable over the past ten years, through good imes and bad?	o	0		0	0
Does the company have a stable double-digit operating margin?	•	0			
Gross Margin % Net Margin % Operating Margin %					
Does the company have a higher margin than competitors?	•				
Does the company have a return on investment capital of 15% percent or higher over the past decade?	•			0	0
has the company been consistently growing its revenue and earnings at double digits?	0	0	•	0	0
Does the company have a strong balance sheet?					
Equity-to-Asset Debt-to-Asset Current Portion of Long-Term Debt Long-Term Debt & Capital Lease Obligation	0		•		
Do company executives own decent shares of stock of the company?	•	\bigcirc	\bigcirc	\bigcirc	
How are the executives paid compared with other similarly sized companies?	0	0	•		
Are insiders buying?		0	•		
s the stock valuation reasonable as measured by intrinsic value, or P/E ratio?			0	•	
How is the current valuation relative to historical range?	0		•	0	
How did the company's stock price fare during the previous recessions?			•	0	

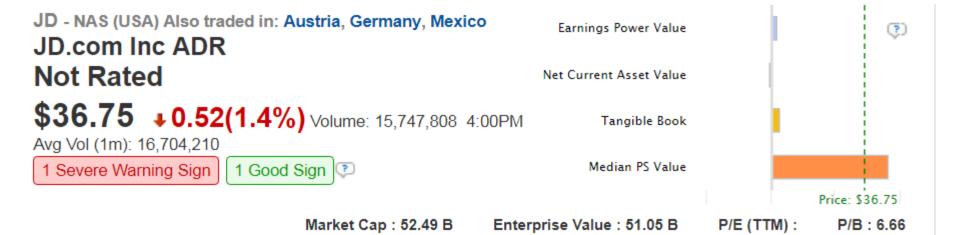
Checked: 20 / 20 - Total Score: 2.9 / 5

Personalized Checklist

Switch to: Growth and Value ▼		U	New (rieci	MISE
Checklist Items / Related Parameters	Worst		Neutra		Best
Do I understand the business? Is this a simple business?			\bigcirc	•	
Does the company have a diversified customer base?				•	
Does the company still have room to grow? Is the company has duplicated its successes in more than one city or town to prove that expansion will work?	0	0	0	•	0
Does the company have meaningful profit margin (10% or higher)? Gross Margin % Operating Margin % (Net Margin %)	•	0		0	0
Does the company have a higher margin than competitors?	•				
Gross Margin % Operating Margin % Net Margin %					
Does the company have a stable margin or even increasing margin?		•			
Gross Margin % Operating Margin % Net Margin %					
Is the growth speeding up? Is the earnings growth to date consistent?			•		
Sales (M) Book Value per Share Predictability Rank					
How did the company's business fared during previous recessions?			•		
Sales (M) EPS					
How did the company's stock price fared during the previous recessions?			•		
Peter Lynch Chart					
Is the balance sheet strong?			•		
Financial Strength Current Ratio Cash-to-Debt Debt-to-Equity					
Is the product that's supposed to enrich the company is a major part of the company's business?		0	•	0	
Is the company doing diwoseifications that may reduce earnings in the future?				•	
Is the stock selling at a P/E ratio at or near growth rate?	_				
PE Ratio EV-to-EBIT EV-to-EBITDA			•		
P/E ratio, high or low relative to historical value? The lower, the better	_				
PE Ratio			•		
P/E ratio relative to similar companies? The lower, the better	_				
PE Ratio			•		
The percentage of Institutional ownership. The lower the better		•			
Are insiders buying?			•	0	
Company buying back shares?	•	0			
10-Year Share Buyback Rate 5-Year Share Buyback Rate 3-Year Average Share Buyback Ratio					
How did earnings do compared with analysts' expectations? Missing earnings?				(0)	0

Checked: 19 / 19 - Total Score: **2.8 / 5**

Undervalued in terms of PS value



Valuation & Return

		vs industry	vs history
Price-to-Tangible-Book	11.04		
Price-to-Median-PS- Value	0.80		
Earnings Yield (Greenblatt) %	-0.40		

Fair financial strength, negative margin, revenue growth rate trending down but tick up in the latest quarter



Gross margin increasing, but way less than industry median; Operating margin mostly negative except last quarter





Net margin mostly negative except last quarter. Net income mostly negative except March 17 and Sept 17. It looks like starting to trend up to positive.



FCF become positive TTM



Fair ratios, no buy back

Ratios Buy Back

		vs industry	vs history
PB Ratio	6.66		
PS Ratio	1.04		
Price-to-Free-Cash-Flow	20.11		
Price-to-Operating-Cash- Flow	20.11		
EV-to-EBIT	-247.87		
EV-to-EBITDA	-247.87		
EV-to-Revenue	1.03		
Current Ratio	1.12		
Quick Ratio	0.79		
Days Inventory	37.96		
Days Sales Outstanding	20.66		
Days Payable	90.56		

VS	VS
industry	history

Fair statistics, fair P F-score

More Statistics

Revenue (TTM) (Mil) \$	49,239.03
EPS (TTM) \$	-0.10
Beta	1.24
Short Percentage of Float	0.00%
52-Week Range \$	25.25 - 48.99
Shares Outstanding (Mil)	1,423.96 (ADR)

Analyst Estimate

	Dec17	Dec18
Revenue (Mil \$)	53,923	70,574
EPS (\$)	0.46	0.89
EPS without NRI (\$)	0.46	0.89
EPS Growth Rate (Future 3Y To 5Y Estimate)		N/A

Dividends per Share (\$)

Piotroski F-Score Details

Piotroski F-Score: 6	6
Positive ROA	N
Positive CFROA	Υ
Higher ROA yoy	Υ
CFROA > ROA	Υ
Lower Leverage yoy	N
Higher Current Ratio yoy	Υ
Less Shares Outstanding yoy	Υ
Higher Gross Margin yoy	Υ
Higher Asset Turnover yoy	N

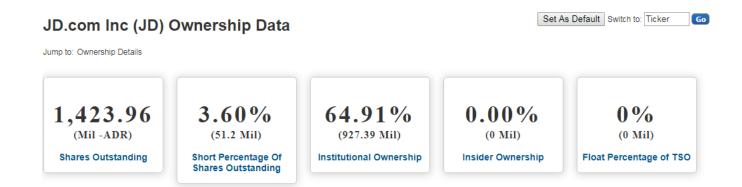
A little more buy than sell for gurus, no insider buy or sell

Guru 🛊	Date	Trades	Impact to Portfolio	Price Range * (?)	Current Price	Change from Average	Current Shares	
Chase Coleman	2017-09-30	Add 12.32%	1.39%	\$38.65 - \$48.15	\$ 36.75	-14%	49,100,000	ılı.
Dodge & Cox	2017-09-30	Reduce -9.49%	0.1%	\$38.65 - \$48.15	\$ 36.75	-14%	29,608,191	ılı.
Ken Fisher	2017-09-30	Reduce -1.86%	0.01%	\$38.65 - \$48.15	\$ 36.75	-14%	10,001,176	ılı.
John Griffin	2017-09-30	Reduce -4.16%	0.15%	\$38.65 - \$48.15	\$ 36.75	-14%	5,084,870	.dı
Ruane Cunniff	2017-09-30	Add 33.33%	0.34%	\$38.65 - \$48.15	\$ 36.75	-14%	4,000,000	.di
Andreas Halvorsen	2017-09-30	Reduce -81.40%	1.48%	\$38.65 - \$48.15	\$ 36.75	-14%	3,522,966	ılı.
Chris Davis	2017-09-30	Reduce -1.26%	0.01%	\$38.65 - \$48.15	\$36.75	-14%	2,425,536	ılı.
Jim Simons	2017-09-30	New Buy	0.11%	\$38.65 - \$48.15	\$ 36.75	-14%	2,423,900	ılı.
Stanley Druckenmiller	2017-09-30	Add 60.81%	1.44%	\$38.65 - \$48.15	\$ 36.75	-14%	2,185,100	ılı.
Sarah Ketterer	2017-09-30	Add 2.23%	0.01%	\$38.65 - \$48.15	\$ 36.75	-14%	1,002,000	ılı.
Matthews China Fund	2017-09-30	Add 53.61%	0.82%	\$38.65 - \$48.15	\$ 36.75	-14%	468,479	.lı
Julian Robertson	2017-09-30	New Buy	2.2%	\$38.65 - \$48.15	\$ 36.75	-14%	318,200	.dı
John Burbank	2017-09-30	Reduce -49.25%	0.75%	\$38.65 - \$48.15	\$ 36.75	-14%	146,897	ılı.
Paul Tudor Jones	2017-09-30	Add 58.47%	0.02%	\$38.65 - \$48.15	\$ 36.75	-14%	56,176	ılı.
Steven Cohen	2017-09-30	Reduce -98.37%	0.65%	\$38.65 - \$48.15	\$ 36.75	-14%	48,670	.dı
Pioneer Investments	2017-09-30	Reduce -59.33%	0.01%	\$38.65 - \$48.15	\$ 36.75	-14%	30,295	ılı.
Ron Baron	2017-09-30	Reduce -7.67%		\$38.65 - \$48.15	\$ 36.75	-14%	15,140	.di
Louis Moore Bacon	2017-09-30	Sold Out	2.27%	\$38.65 - \$48.15	\$ 36.75	-14%	0	ılı.
Chase Coleman	2017-06-30	Reduce -5.35%	0.77%	\$31.11 - \$43.08	\$ 36.75	-2%	43,715,224	.di
Dodge & Cox	2017-06-30	Reduce -19.84%	0.21%	\$31.11 - \$43.08	\$ 36.75	-2%	32,714,191	.dt
Ken Fisher	2017-06-30	Add 5.94%	0.04%	\$31.11 - \$43.08	\$ 36.75	-2%	10,190,230	.dı
Andreas Halvorsen	2017-06-30	Reduce -72.53%	3.31%	\$31.11 - \$43.08	\$ 36.75	-2%	9,126,849	.lı
John Griffin	2017-06-30	New Buy	3.64%	\$31.11 - \$43.08	\$ 36.75	-2%	5,305,700	.di
Steven Cohen	2017-06-30	Add 88.05%	0.31%	\$31.11 - \$43.08	\$ 36.75	-2%	2,978,768	ılı.
Chris Davis	2017-06-30	Add 5.69%	0.02%	\$31.11 - \$43.08	\$ 36.75	-2%	2,456,456	.di





Relatively large ownership by institutional



Competitive comparison

Ticker	Company	Predictabi Rank	ili fy evenue (Mil)	Market Cap (\$Mil)	Financial Strength	Profitability	yPE Ratio	Forward PE Ratio	PE Ratio without NRI	Price-to- Owner- Earnings	PB Ratio	PS Ratio	Price-to- Free- Cash- Flow	Price-to- Operating- Cash- Flow		EV-to- EBITDA	EV-to- P Revenue R			quity- D -Asset E
⊞ JD.	JD.com Inc	Not R	49,239	52,489	6(10)	4(10)	0.00	0.00	0.00	0.00	6.66	1.04	20.11	20.11	-247.87	-247.87	1.03	0.00	1.35	0.29
⊞ BABA.	Alibaba Group Ho	**	29,055	435,114	7(10)	9(10)	49.02	0.00	49.02	41.14	8.85	15.12	28.65	28.65	34.96	32.50	14.83	0.53	1.80	0.56
	Amazon.com Inc	**	161,154	546,419	6(10)	7(10)	287.82	0.00	287.82	66.24	22.15	3.45	76.57	34.16	146.06	39.01	3.39	7.18	0.98	0.21
	eBay Inc	*	9,349	37,291	6(10)	5(10)	5.37	0.00	5.36	13.17	3.30	4.18	18.01	14.07	10.88	9.26	4.41	0.00	0.60	0.44
Average	:			267,828	6(10)	6(10)	85.55	0	85.55	30.14	10.24	5.95	35.84	24.25	-13.99	-41.78	5.92	1.93	1.18	0.38
Ticker	Company	Debt-to- Equity	Debt-to- EBITDA	Interest A Coverage	Piotroski F-Score	Altman Z-Score	Beneish M-Score	WACC %	ROIC %	Gross Margin %	Operating Margin %	j Net 🛕 Margin %	ROE %	ROA %	ROC (Joel Greenbla	3-Year Revenue att) Growth Rate	3-Year EBITDA Growth Rate	3-Year EPS without NRI Growth Rate	Dividend Yield %	Dividend Payout Ratio
∄ JD.	JD.com Inc	0.54	-20.62	0.00	6	3.49	0.00	9.48	-1.60	15.77	-0.08	-0.27	-2.17	-0.54	-13.56	0.00	0.00	0.00	0.00	0.00
BABA.	Alibaba Group Ho	0.29	1.05	21.98	6	8.19	-2.40	17.60	18.64	62.40	32.58	30.88	21.52	11.78	276.61	34.70	26.80	15.00	0.00	0.00
	Amazon.com Inc	1.00	1.76	5.03	4	5.31	-2.38	10.70	17.48	36.46	2.01	1.20	9.03	2.20	10.93	20.60	45.50	102.50	0.00	0.00
	eBay Inc	0.89	2.24	82.96	5	3.45	-1.42	11.40	26.67	76.78	23.96	80.45	72.72	30.68	248.69	7.70	16.30	59.20	0.00	0.00
Average	:	0.68	-3.89	27.49	5.25	5.11	-1.55	12.3	15.3	47.85	14.62	28.07	25.28	11.03	130.67	15.75	22.15	44.18	0	0
Ticker	Company	ROA %	ROC (Joel Greenbla	3-Year Revenue itt) Growth Rate	3-Year EBITDA Growth Rate	3-Year EPS without NRI Growth Rate	Dividend Yield %	Dividend Payout Ratio	Shiller PE Ratio	Current Ratio	Quick Ratio	Days Invento	Days Sales ry Outsta	Days nding Payable	Numbe of Guru Holders	u 🌲 Weight	ings of Guru Buys: Se	of Guru	ls Buys:Sel	Number of Insider lls Buys: Sells (3-Month)
⊕ JD.	JD.com Inc	-0.54	-13.56	0.00	0.00	0.00	0.00	0.00	0.00	1.12	0.79	37.96	20.6	6 90.56	18	7.789	6 8:10	19:14	33:24	0:0
⊞ BABA.	Alibaba Group Ho	. 11.78	276.61	34.70	26.80	15.00	0.00	0.00	0.00	1.71	1.71	0.00	0.00	0.00	38	3.419	6 15:14	33:27	59:49	0:0
₫ AMZN.	Amazon.com Inc	2.20	10.93	20.60	45.50	102.50	0.00	0.00	635.90	1.03	0.74	41.33	3 23.9	1 92.94	33	2.249	6 12:18	25:39	52:74	0:9
	eBay Inc	30.68	248.69	7.70	16.30	59.20	0.00	0.00	15.95	2.46	2.46	0.00	24.4	4 43.71	22	3.069	6 6:11	15:19	32:43	0:7
Average	:	11.03	130.67	15.75	22.15	44.18	0	0	162.96	1.58	1.43	19.82	17.2	5 56.8	27	4.129	6			