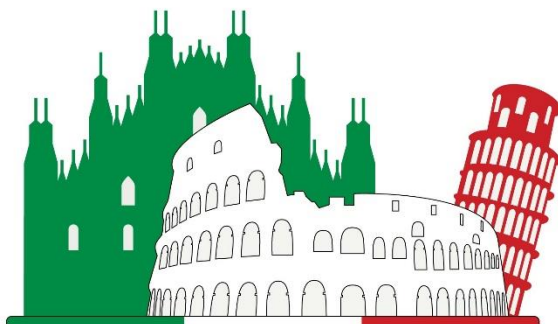




JD Introduction

July, 2020



意大利
ITALY NATIONAL PAVILION
国家馆

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JD Super Omnichannel and JD Super
Introduction

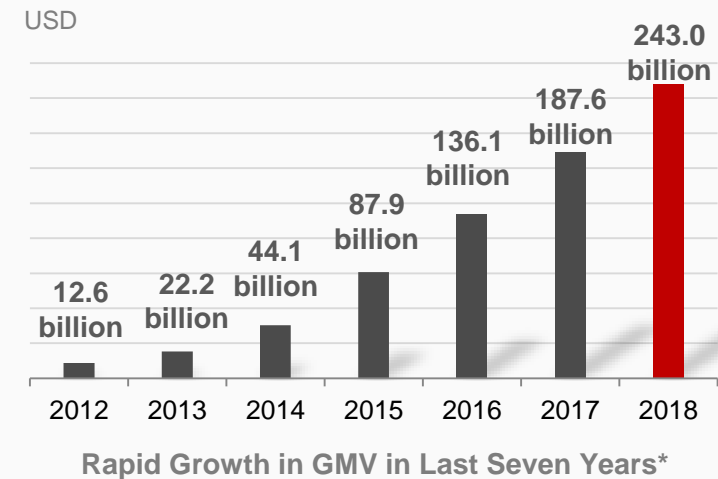
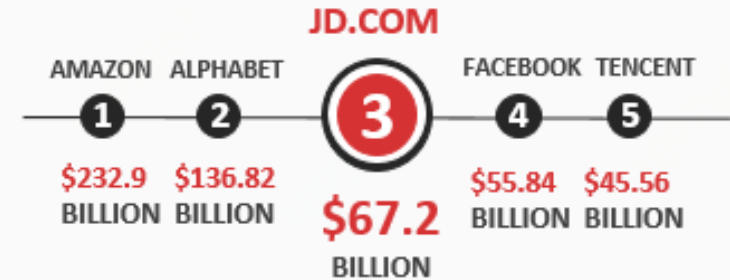
Part - 01

JD Introduction

Sustained, Rapid Growth

- China's **largest retailer**, online or offline
- First Chinese internet company to make the **Fortune Global 200** list
- Strict **“zero-tolerance” policy toward counterfeit goods**. Customers trust JD because the brand is a guarantee of authenticity

3rd Largest Internet Company Globally:
(REVENUE IN 2018)



Source: JD.com financial reports

*GMV calculated based on definition of largest industry peer; All exchange rates are calculated at the December 31, 2018 rate of 6.88:1

Unparalleled Speed

- Largest e-commerce logistics infrastructure in China covering **99%** of the country's population
- JD.com has achieved rates of approximately **90%** of orders being delivered same- or next-day
- The **only** e-commerce platform in the world to provide small-to-medium sized warehousing, oversized warehousing, cross border, cold chain delivery, frozen and chilled warehousing facilities, B2B and crowdsourcing logistics



Strategic Partnerships

Tencent

March, 2014

- Reaches over **1 billion** Chinese consumers through partnership with Tencent
- Helps brands leverage the most comprehensive social + commerce targeted marketing program based on big data
- Over **80%** of orders placed through mobile

Walmart 

June, 2016

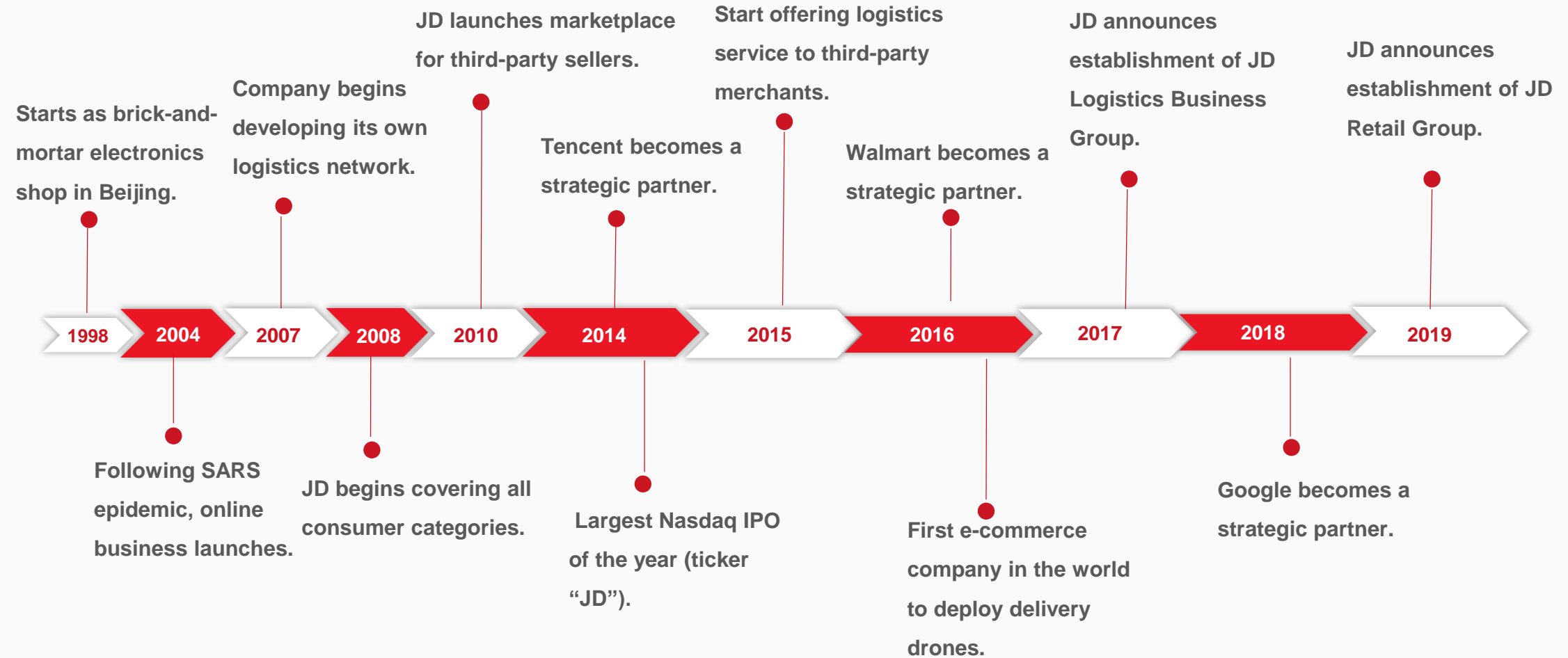
- Over **270** Walmart stores in China have a presence on Dada-JD Daojia, JD.com's joint venture for instant delivery.
- Integrated inventory helps improve delivery efficiency for customers, optimizes delivery routes for JD and increases Walmart's inventory turnover rate

Google

June, 2018

- Collaborates on a range of strategic initiatives, including joint development of retail solutions in regions around the world
- Explores the creation of next-generation retail infrastructure solutions

Our Milestones



Part - 02

JD Super Omnichannel and JD Super Introduction

Largest supermarket in China, online or offline, serving countless Chinese families

京东大商超全渠道事业群
JD Super Omnichannel

京东超市
— 至省至真 —

京东新通路

7FRESH
FOOD MARKET

1号店
YHD.COM

2020

Largest omnichannel supermarket

2019

JD Super Brand Upgrade, Going Omnichannel

2018

LEAD战略 LEAD Strategy

2017

千亿时代 ¥100+ Billion GMV

No. 1 Retailer In Multiple Categories for Many Brand Partners

No. 1 retailer
for **categories**

IMF, Diapers,
Imported Beer

No. 1 online retailer
for **categories**

Milk, Cooking Oil, Water &
Beverage, Wine & Liquor, etc.

No. 1 retailer on global scale
online+offline for **brands**



No.1 retailer domestically
online+offline for **brands**

No. 1 online retailer for brands



Our Mission and Vision

JD FMCG Omnichannel

- **Vision:** To become the first stop for the everyday needs of consumers across China.
- **Mission:** To enable customers to buy anything, anywhere and anytime with digitalized technology

Thank you!

