

Pounder

1......

Compounders

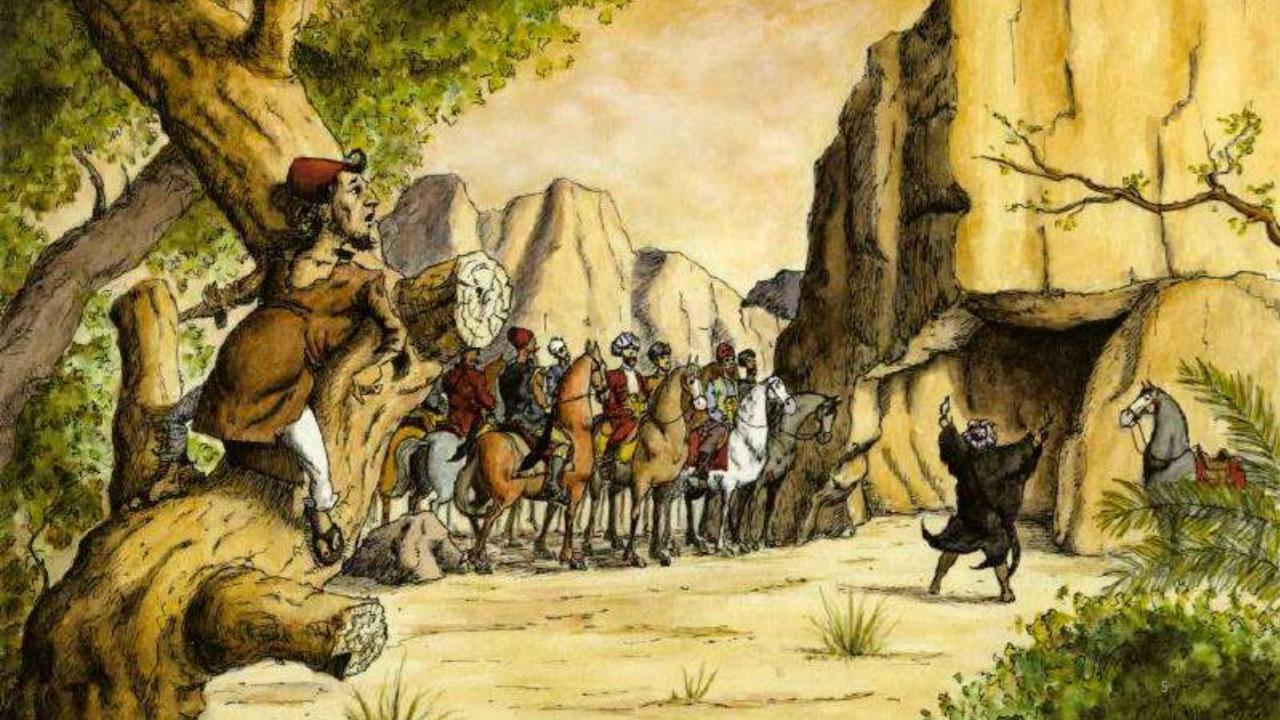
The market*

2

Overview

- Price: \$145.44
- Ticker: BABA (NYSE ADR)
- Headquarters: Hangzhou, China
- Market Cap: \$418.53 Billion



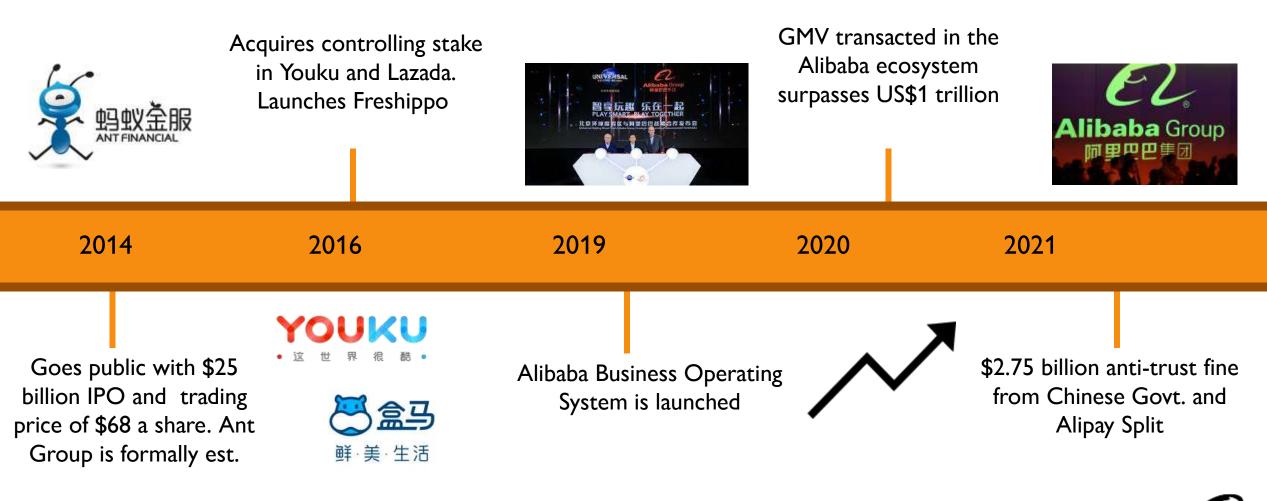


History

	Raises \$25 million in Funding from Goldman Sachs, Softbank, Fidelity Investments and others	海宝 Taobao	Launches Cloud Computing Platform, Alibaba Cloud	
1999	2000	2003-04	2009	2013
Founded by Jack Ma in his Hangzhou apartment		Launches Taobao, its consumer e-commerce site and Alipay, its online payment system	C-) Alibaba Cloud	Jonathan Lu succeeds Jack Ma as CEO

6 EU

History



EL

Currency Conversion





Chinese Yuan

US Dollar

1 = 0.1546

1 CNY = 0.1546 1 USD = 6.4663 CNY

8 EL

Company Breakdown



What Does Alibaba Do?

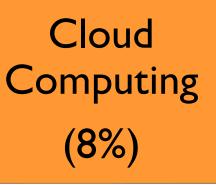
- Alibaba's "ecosystem" reached
 1.13B global active consumers
 891M in China
 240M outside of China
 Total GMV \$1.239T
- Business model is a combination of Amazon, eBay, Google and PayPal

CORE COMMERCE	DIGITAL MEDIA & ENTERTAINMENT				
RETAIL COMMERCE	YOUKU				
TMALL 天猫 淘宝网 农村淘宝 Taobao.com (Rural Taobao)	& UC				
○ 盒马 ● 銀泰商业 ▲ AliHealth Intime Retail	の 開催 の に 新 の に に の に の の に の の に の の の の の の				
Cross-Border & Global AliExpress LAZADA 天猫国际	d 大麦 dama				
Enormeas shopping	阿里音乐 Alibutha Munic				
	み 同里協問 Alleguerts cor				
	INNOVATION				
WHOLESALE COMMERCE China Cross-Border & Global	業 高德地图				
(Ling Shou Tong)	S DingTalk				
LOGISTICS SERVICES NILOO	天猫調灵 THALL GENIE				
<i>FC</i>					
PAYMENT & FINANCIAL SERVICES					
CLOUD SERVICES C-) Alibaba Cloud					

Company Breakdown



Core Commerce (87%)



Digital Media and Entertainment (4%)



1 EL

Core Commerce

➢China

RetailWholesale

International

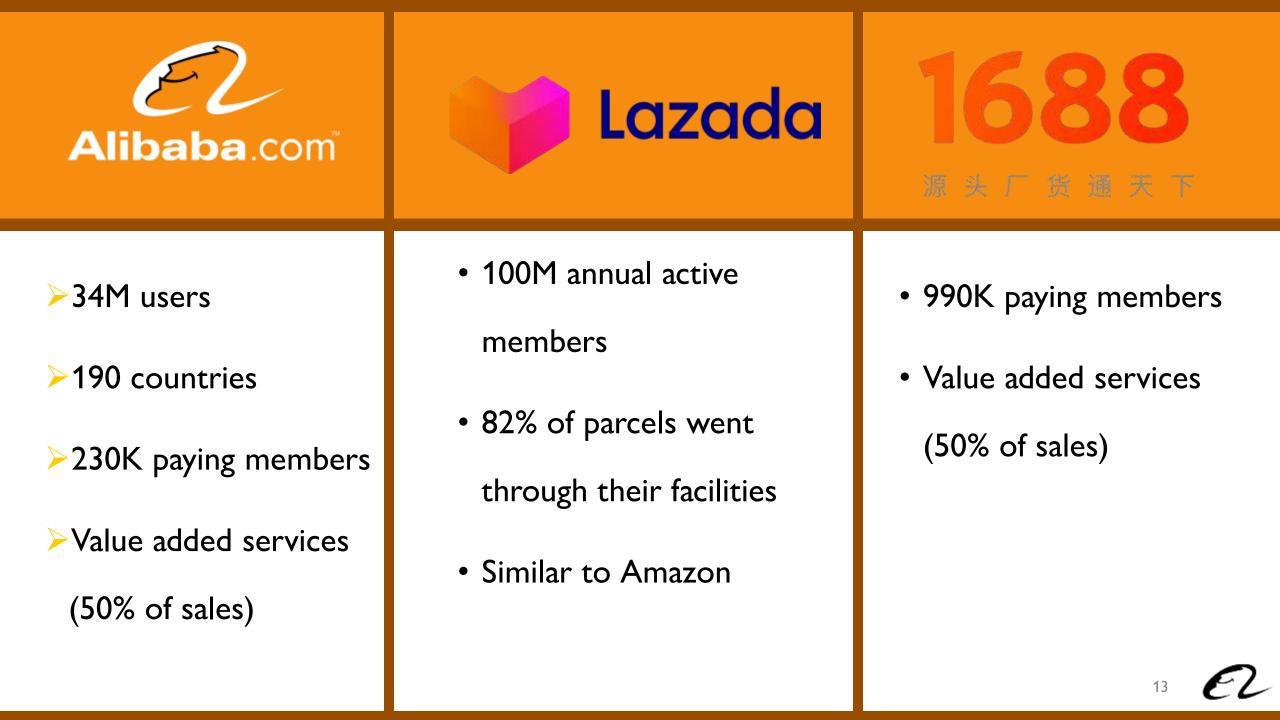
> Retail

>Wholesale

Logistics

Consumer Services





②撰7么





- "Are you hungry?"
- Local services and delivery platform
- Order meals and groceries
- Connects Taobao and

Koubei

 China's restaurant and local services guide

platform

 Provides marketing tools, and store management for restaurants

- An online travel platform
- Reservations and fulfillment services
- Airline, train tickets, car rentals, tours, and local attractions

14 EV



TTAL 理想生活上天猫

- Asia's largest commerce platform in terms of GMV
 - > 150M annual active consumers
 - > 130M monthly active users
- C2C market like eBay
- > Taobao is a fee-free marketplace
- > Sells ads like Google
- Sellers pay to rank higher on the internal search engine

- Premium market B2C
- ≥250K brands
- >80% of brands in Forbes top 100 World's
 - Most Valuable Brands
- Targets growing middle class
- Charges its merchants annual fees
 - >\$74B Gross merchandise Volumes



C-J Alibaba Cloud

World's third largest laaS by revenue (Gartner April 2021)

 China's largest provider of public cloud services by revenue including (IDC 2020)
 Served 4M paying customers

Cloud computing accounted for 0.1% of GDP in 2020 lower than the US of 1.02%

Aspara – Stable, elastic, storage, secure and reliable



C-J Alibaba Cloud

- Gartner Magic Quadrant For Cloud Database Management Systems
- The only Asian cloud provider in the leader's quadrant
- Recognized as a leader in the Forrester Wave Function as a Service platforms



Digital Media & Entertainment

Online video, films, live events, news fees and literature

Natural extension of their core commerce business

Youku

>Alibaba Pictures

Damai similar to Groupon







 $> 3^{rd}$ largest online long video platform in China in terms of MAUs (Quest Mobile 2021)

/OUKU优酷

- Over 500M MAUs
- > Among the most recognized online video brands in China
- Produces
 - > Original content
 - > Jointly produces content
 - > Acquires rights to display content
 - Open platform like YouTube

- Online platfrom
- Produces and distributes movies
- Movies such as:
 - Love You Forever
 - Bath Buddy
 - > Wave Shock 2
 - > \$300M in ticket sales

• Entertainment ticketing platform

- Similar to Groupon
- Has 39 branches
 - across Asia





Innovation Initiatives

Similar to Google's segment

≻Amap

Mobile digital map, navigation and real time traffic

>150M MAUs

≻Ding Talk

- Similar to MSFT's Teams
- (Quest Mobile 2021) largest efficiency mobile app in China by MAUs
- Tmall Genie
 - > similar to Amazon's Alexa



Ant Group

- > Alibaba holds a 33% equity interest
- Business model similar to PayPal
- In 2014, Alipay was renamed Ant Group Financial

Provides:

- Digital payment services
- > Financial services
- > Wealth management services
- Insurance services
- Reported as Other comprehensive income
- October 2020 IPO \$313B
- > Alipay
 - > 1.3B annual active users
 - Processed \$17T transactions



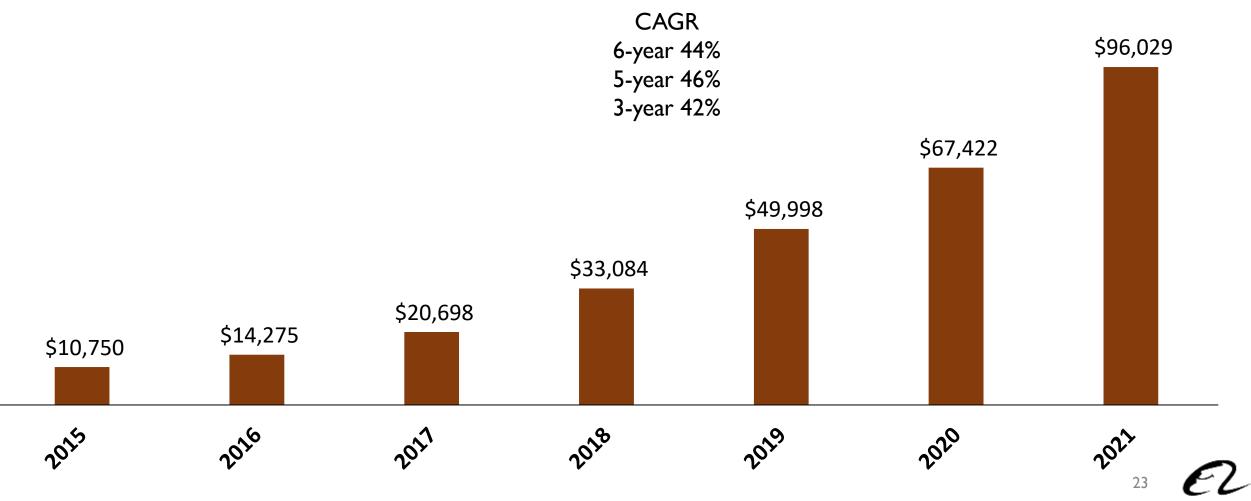


Revenue Breakdown



Core Commerce (Revenue)

In millions

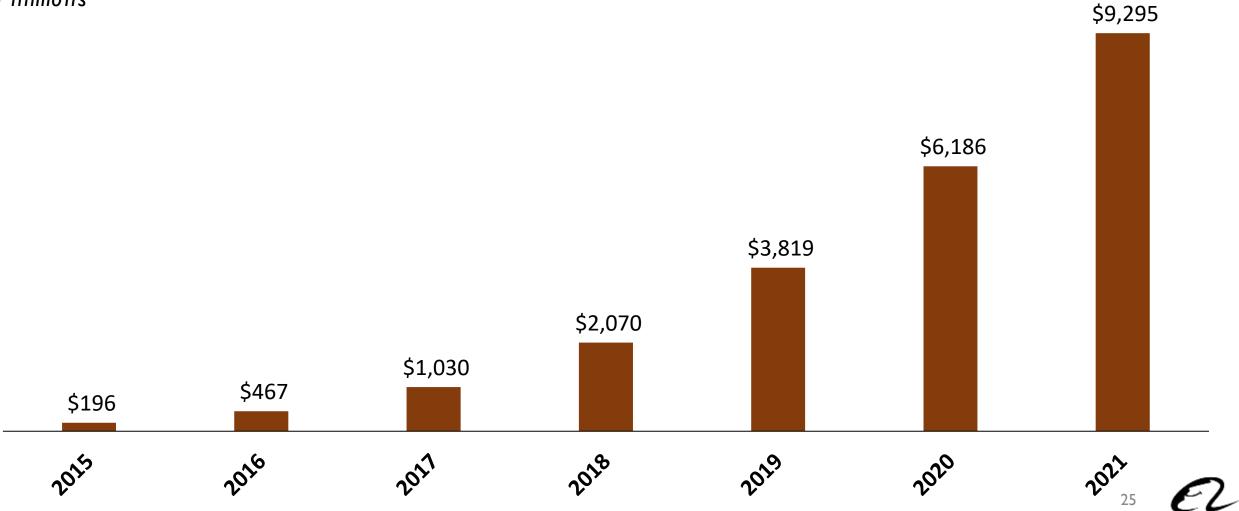


Core Commerce (Adjusted EBITDA & Margin)

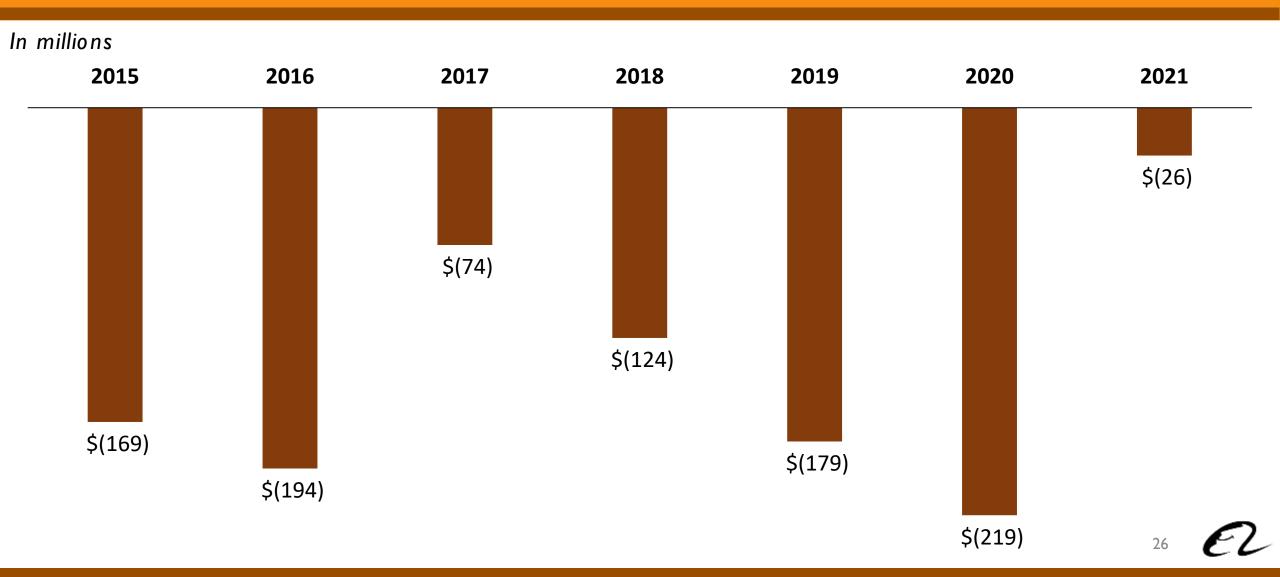


Cloud Computing (Revenue)

In millions

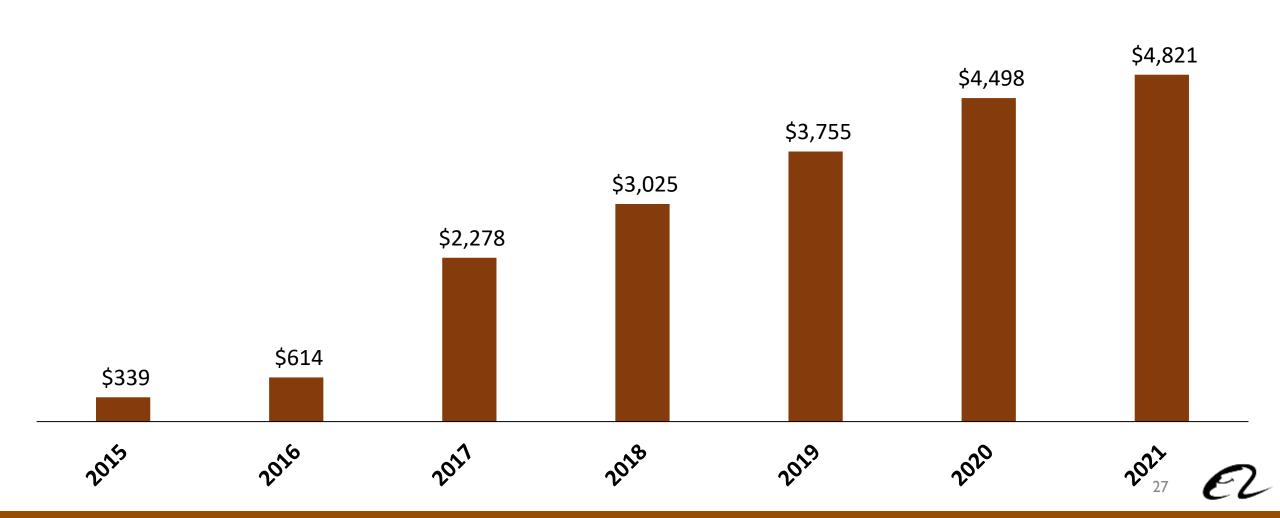


Cloud Computing (Adjusted EBITDA)

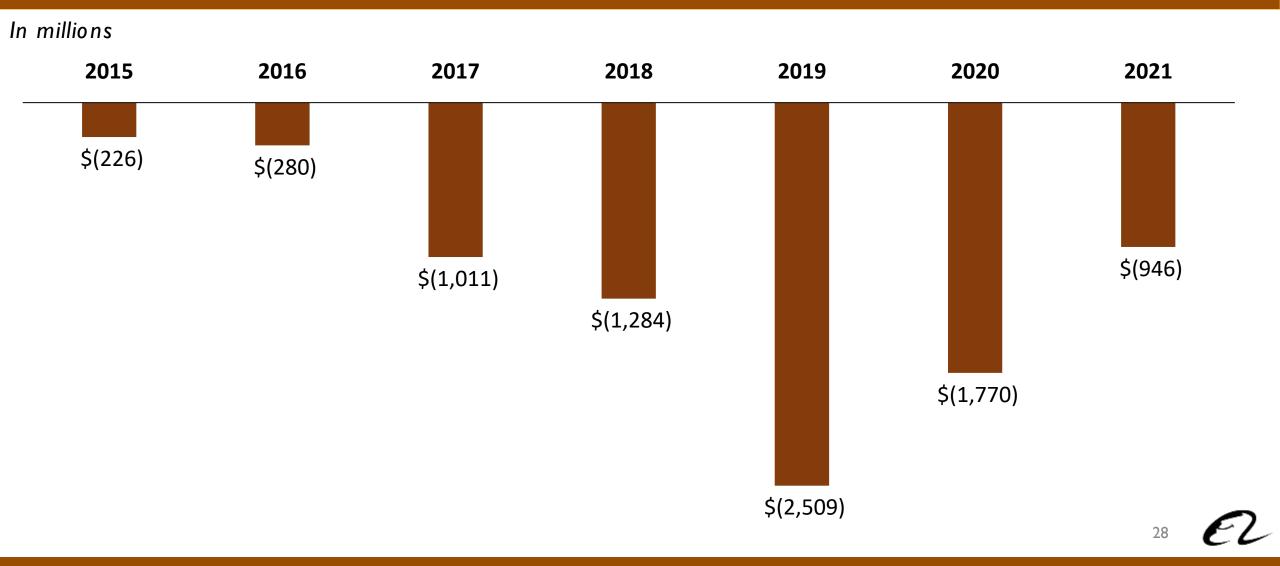


Digital Media & Entertainment (Revenue)

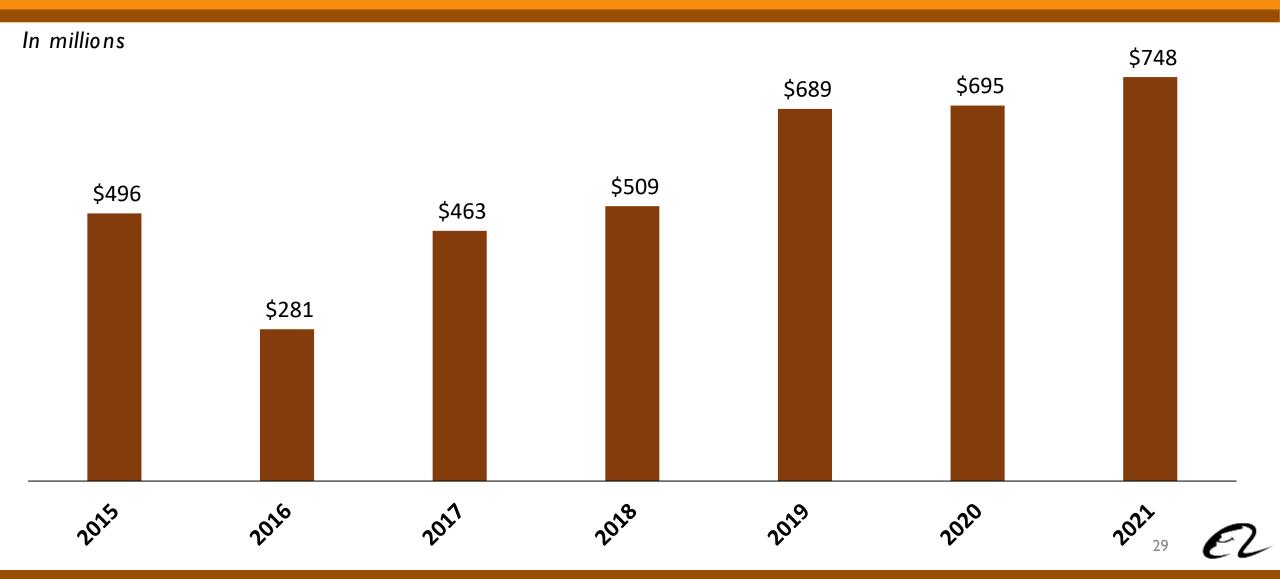
In millions



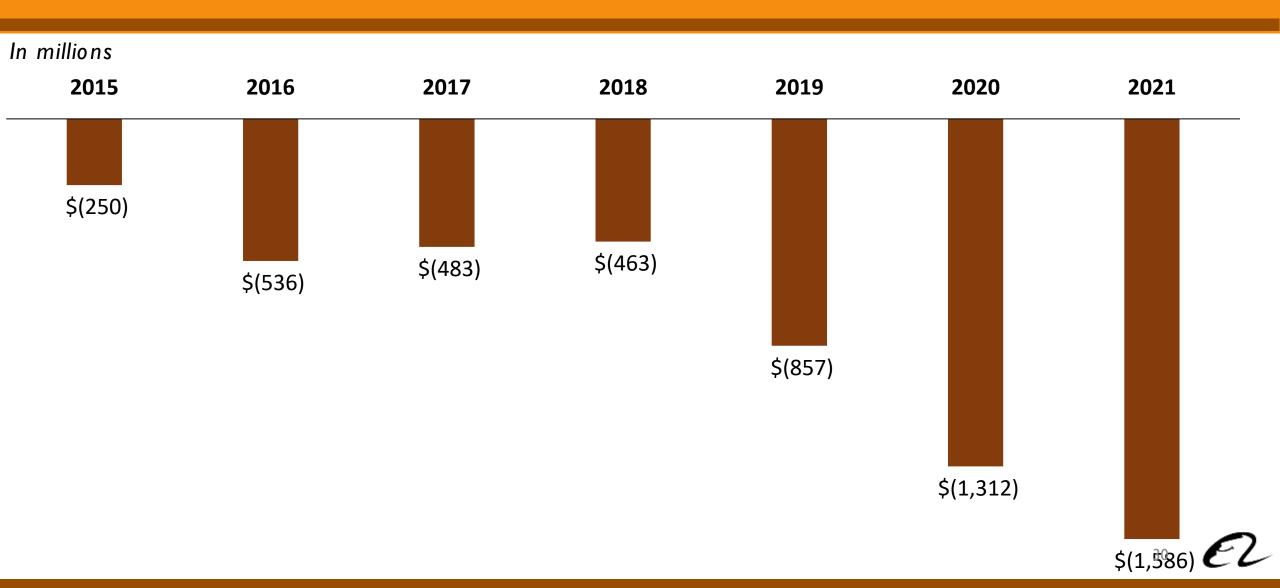
Digital Media & Entertainment (Adjusted EBITDA)



Innovation Initiatives & Others (Revenue)



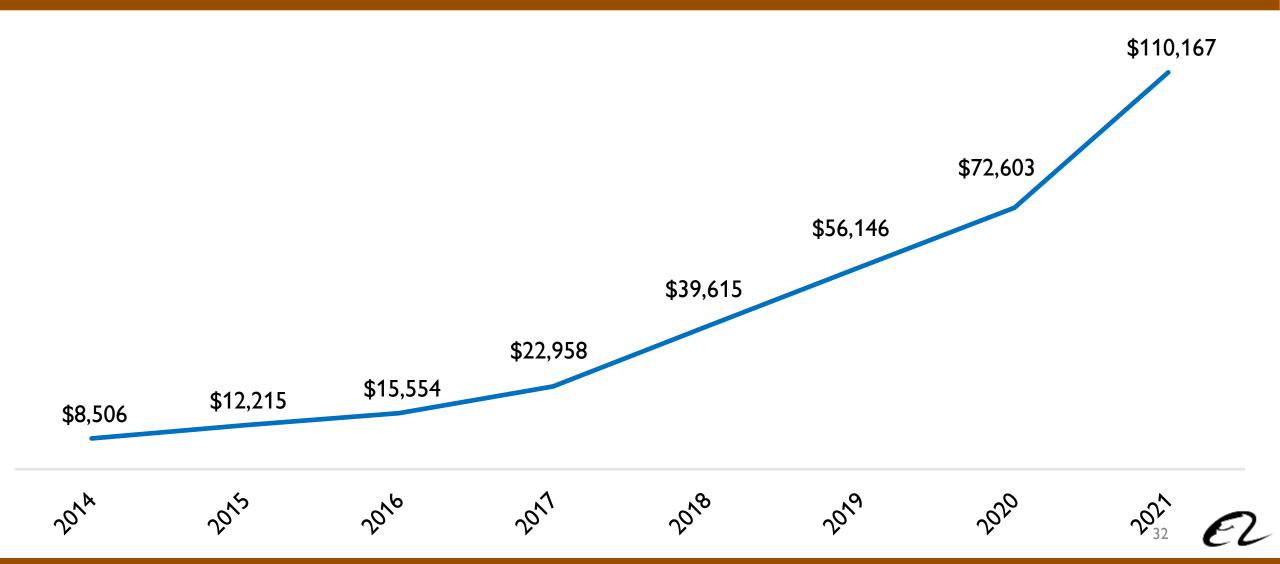
Innovation Initiatives & Others (Adjusted EBITDA)



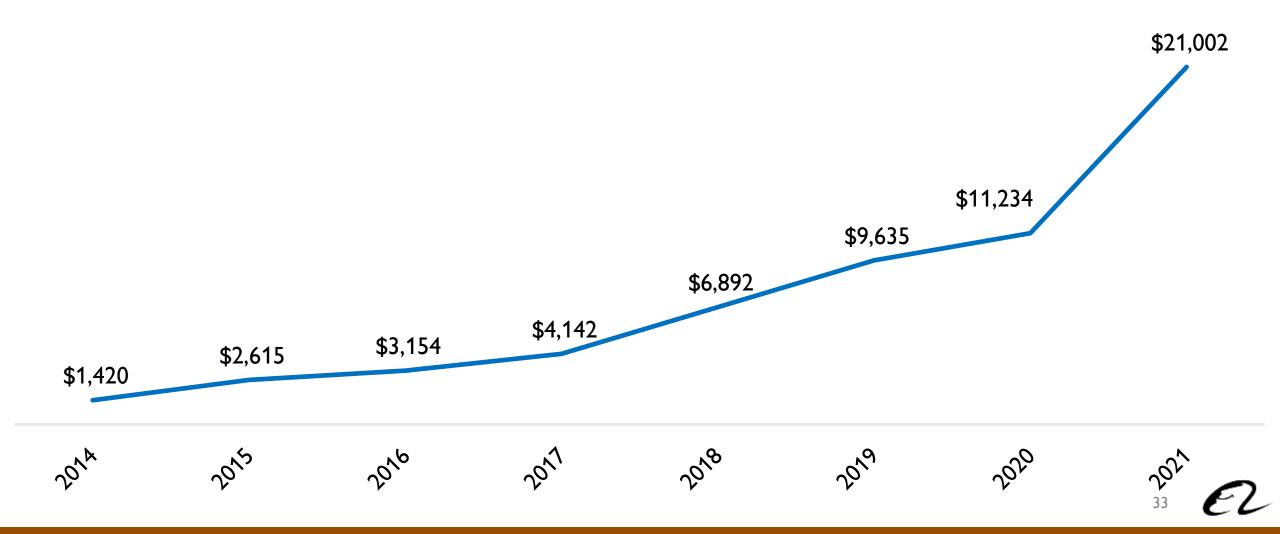
Interpretation of Financial Statements



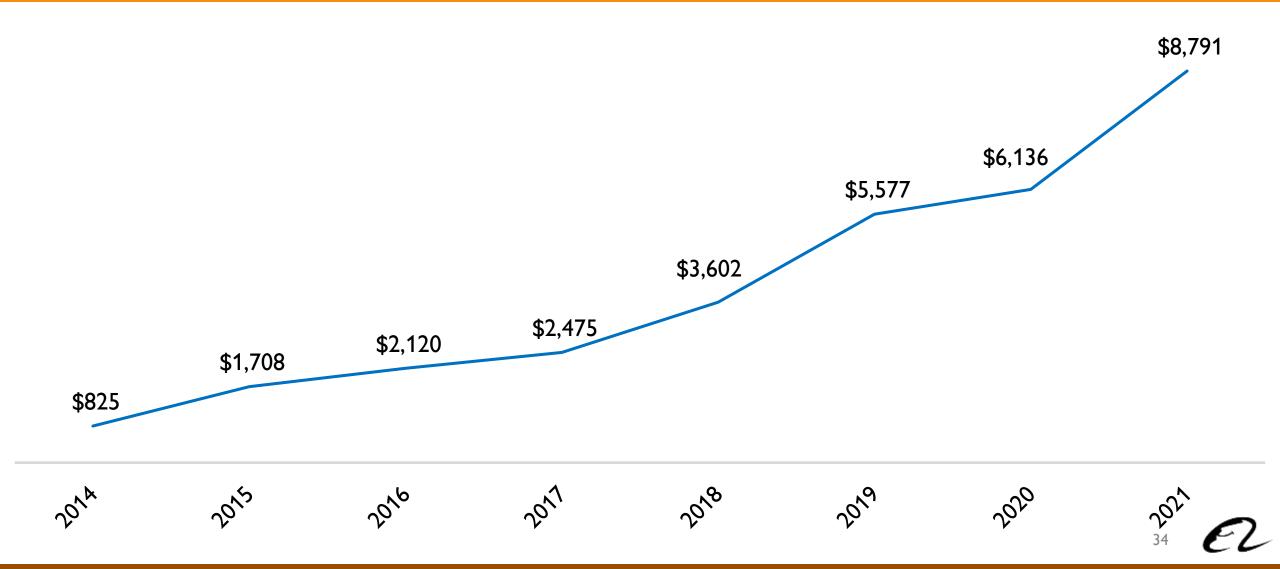




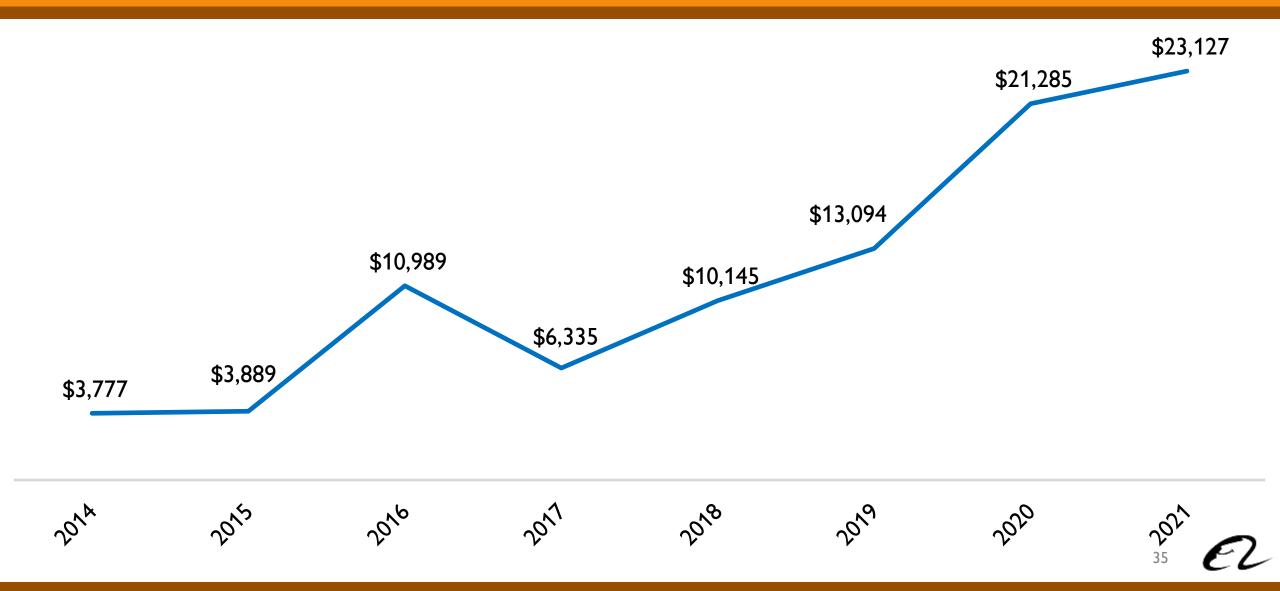
Selling, General & Administrative Expenses



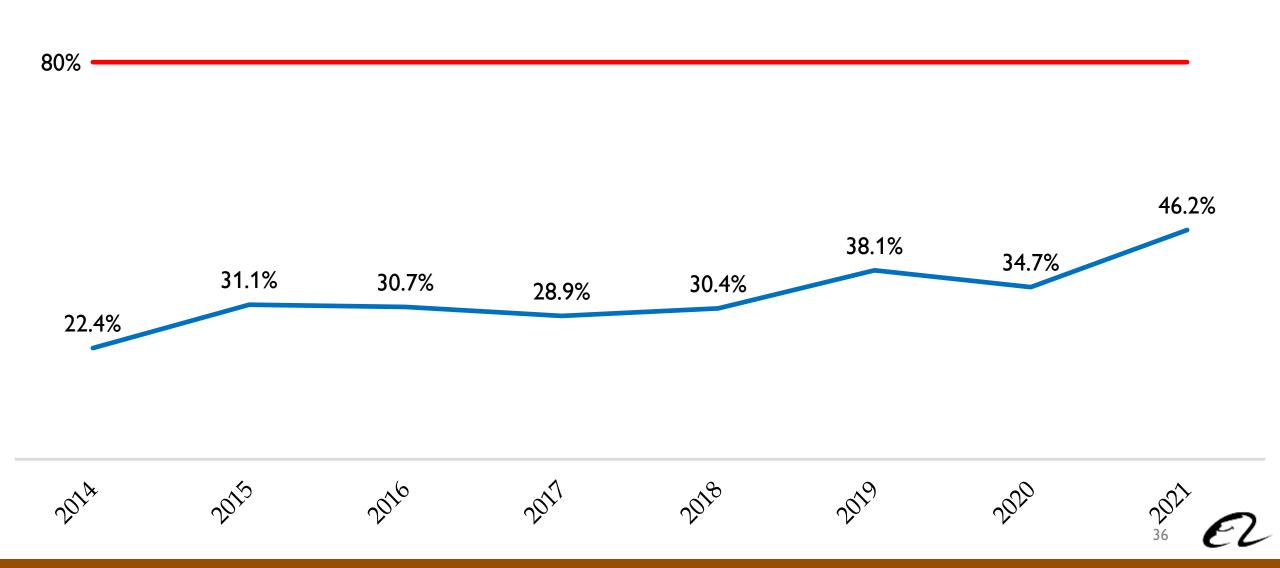
Research and Development



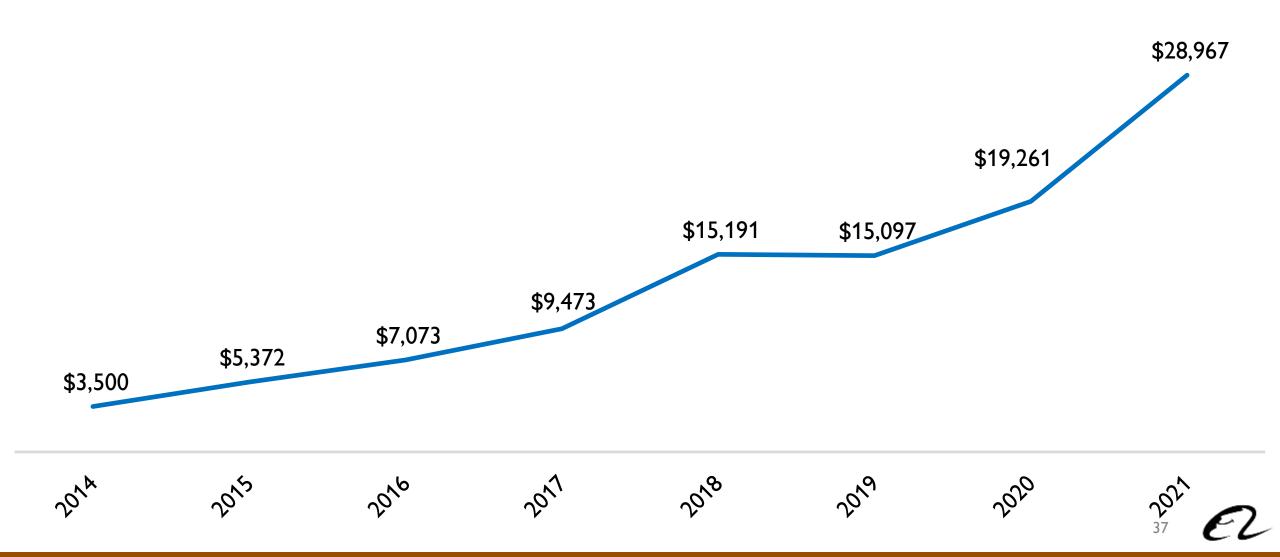
Net Income



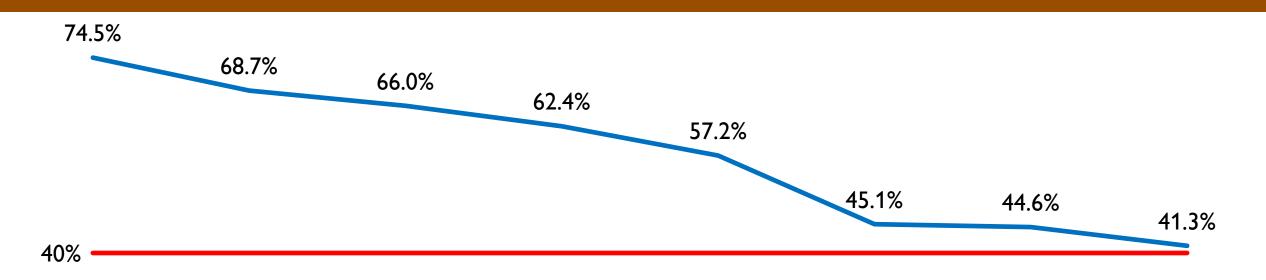
SG&A as % of Gross Profit



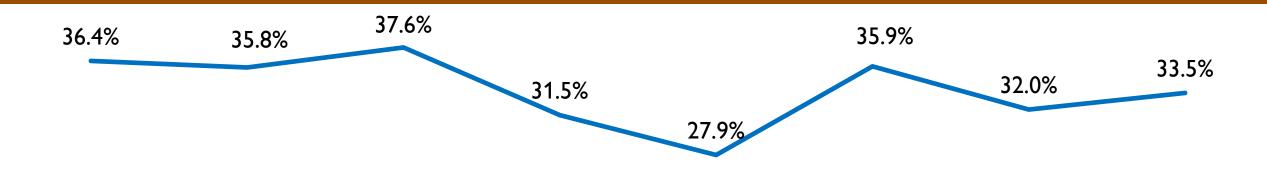
Free Cash Flow



Gross Profit Margin



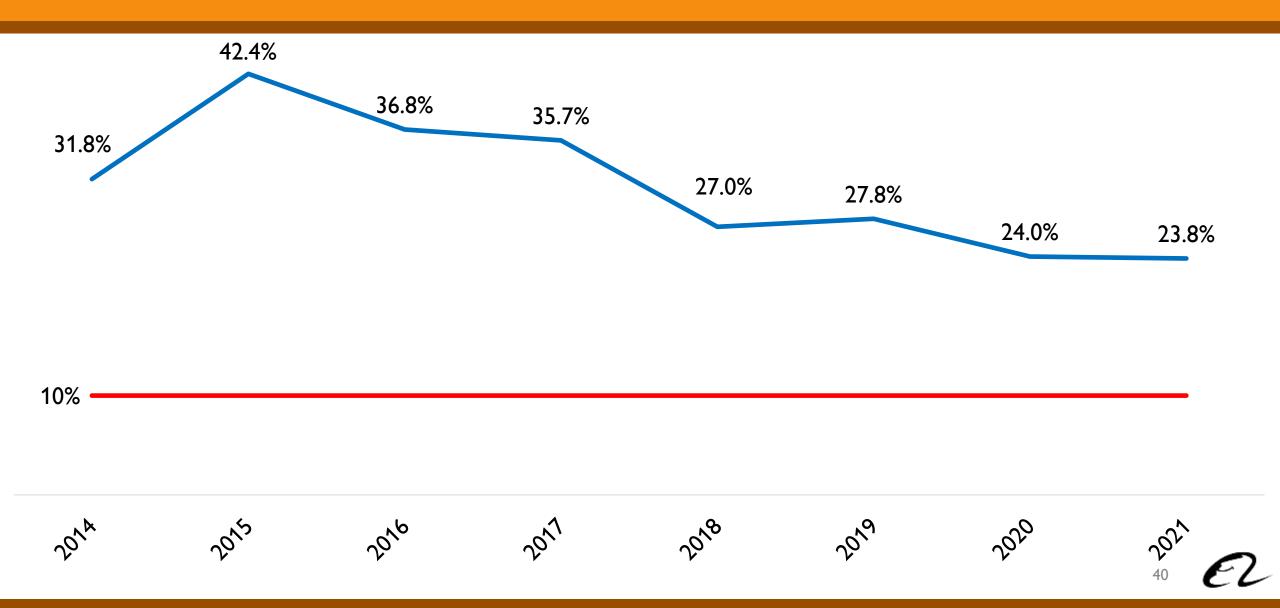
Operating Margin



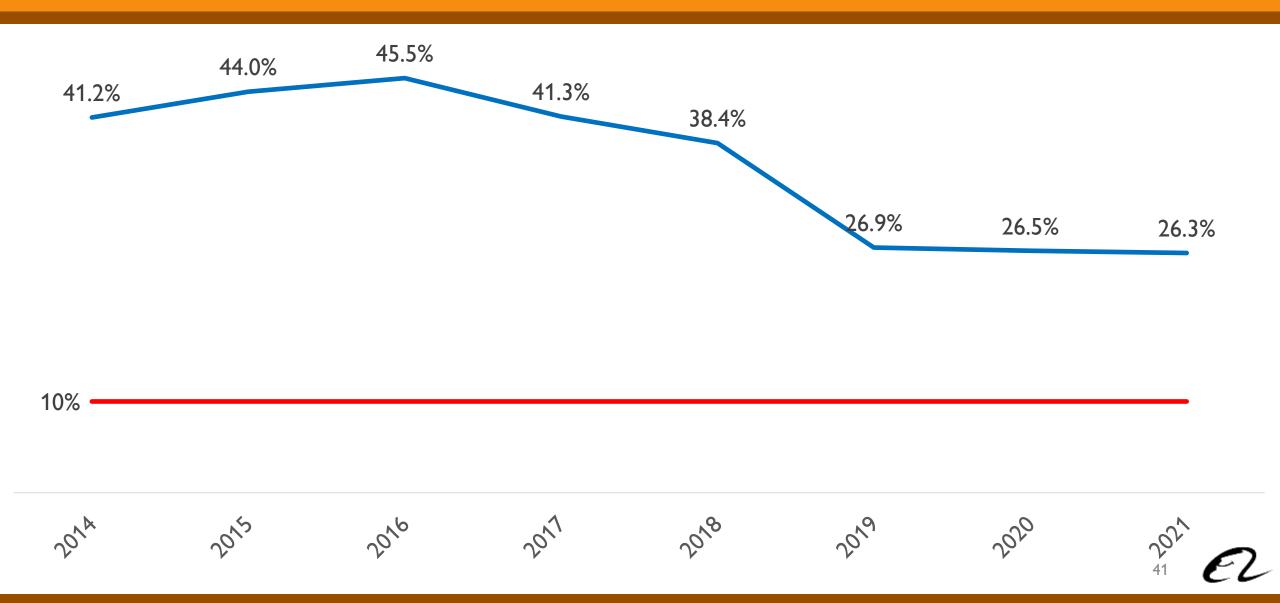




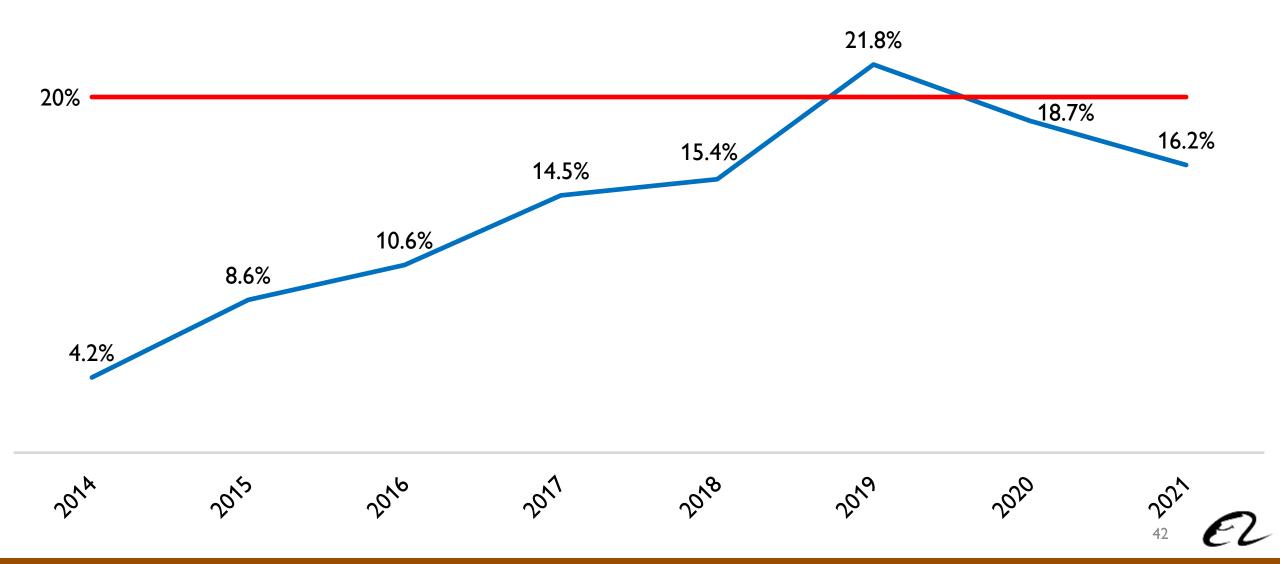
Net Margin



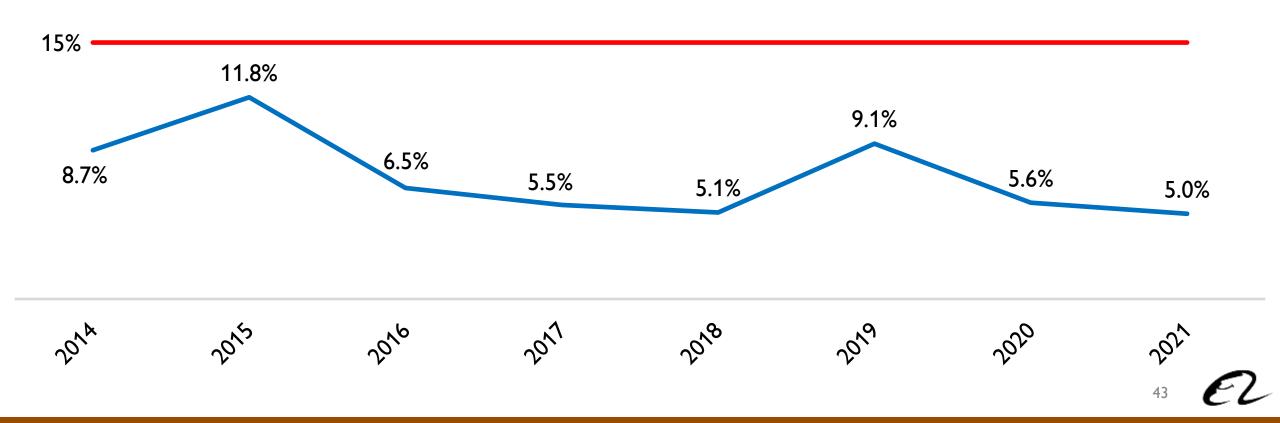
Free Cash Flow Margin



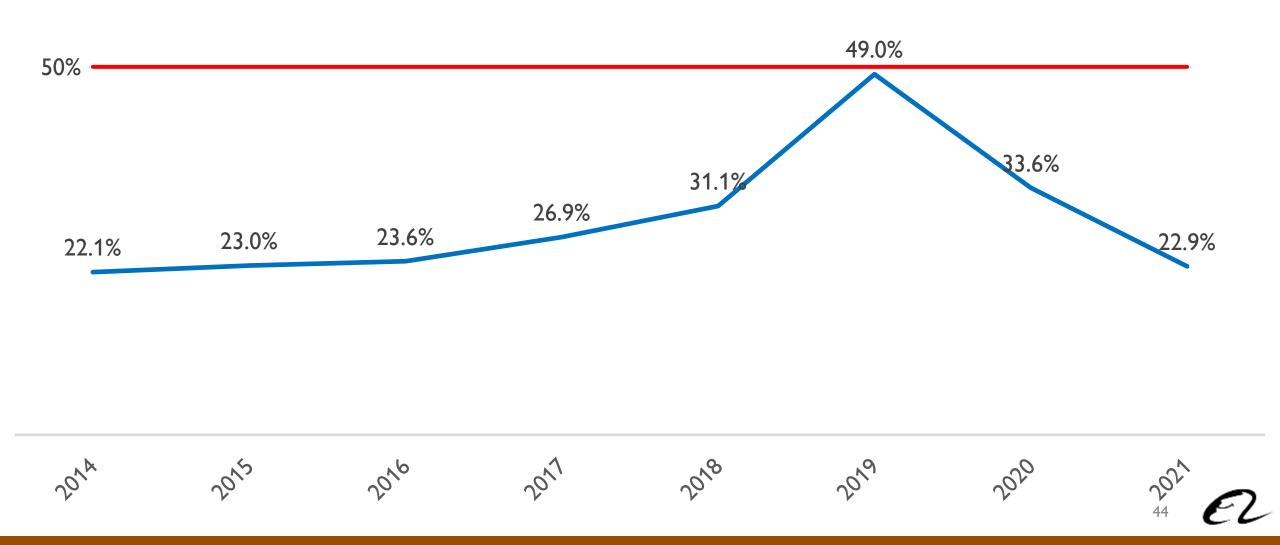
Depreciation and Amortization as % of Gross Profit



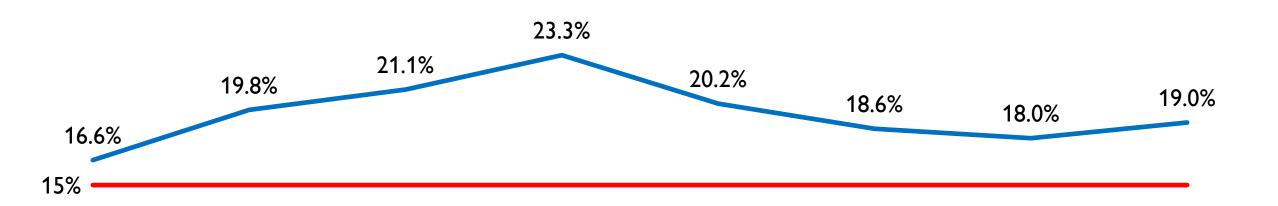
Interest Expense as % of Operating Income



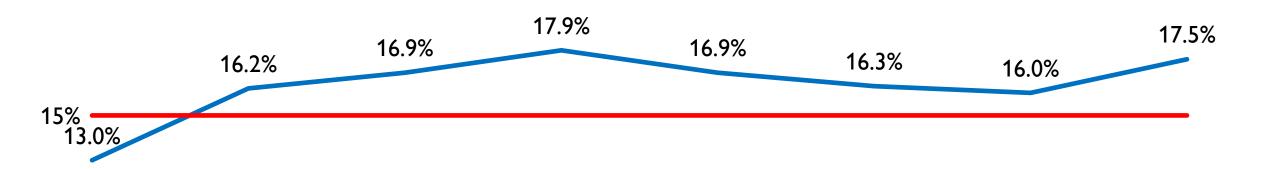
Capital Expenditures to FCF



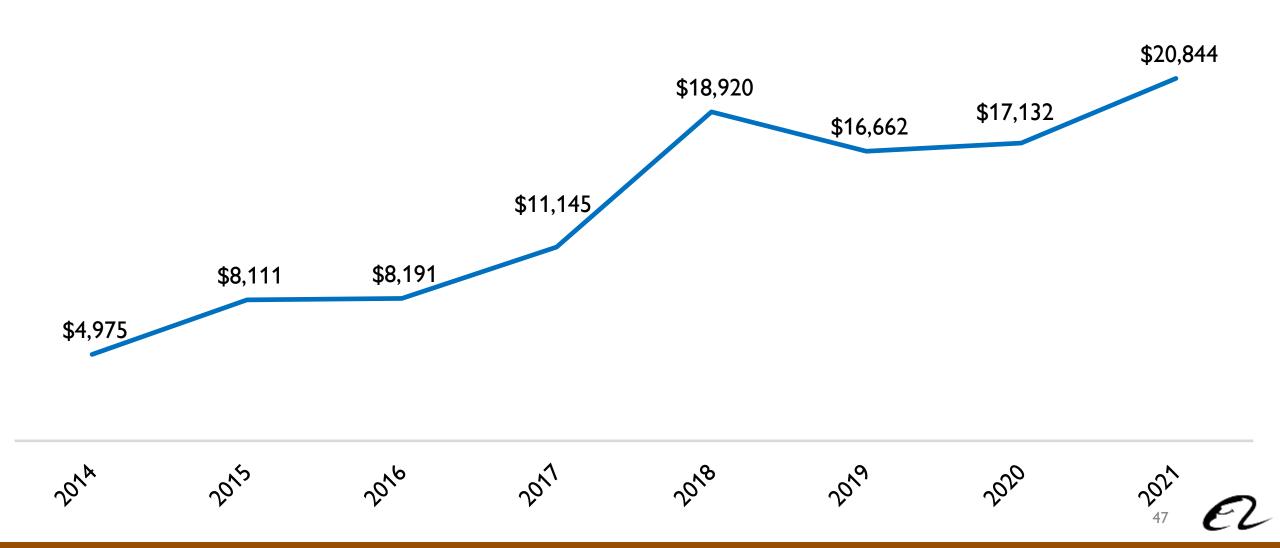
Return on Equity



Return on Capital



Long-Term Debt



Obligation Ratio (in millions)

Before the Common Prosperity					
	•				
Total Debt:	\$	23,442			
+ Leases (x7):	\$	6,230			
+ No Preferred Stock:	\$	0			
+ No Pension Shortfalls:	\$	0			
- Cash Assets:	\$	-75,320			
Net Income:	\$	22,593			
-2.1 < 5 = PASSES					
-2.1 > 3 - FASSES					

After the Common Prosperity					
Total Debt:	\$	23,442			
+ Common Prosperity	\$	15,000			
+ Leases (x7):	\$	6,230			
+ No Preferred Stock:	\$	0			
+ No Pension Shortfalls:	\$	0			
- Cash Assets:	\$	-75,320			
Net Income:	\$	22,593			
-1.4 < 5 = PASSES					

Obligation Ratio (in millions)

Before the Common	Pr	rosperity
Total Debt:	\$	23,442
+ Leases (x7):	\$	6,230
+ No Preferred Stock:	\$	0
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Net Income:	\$	22,593

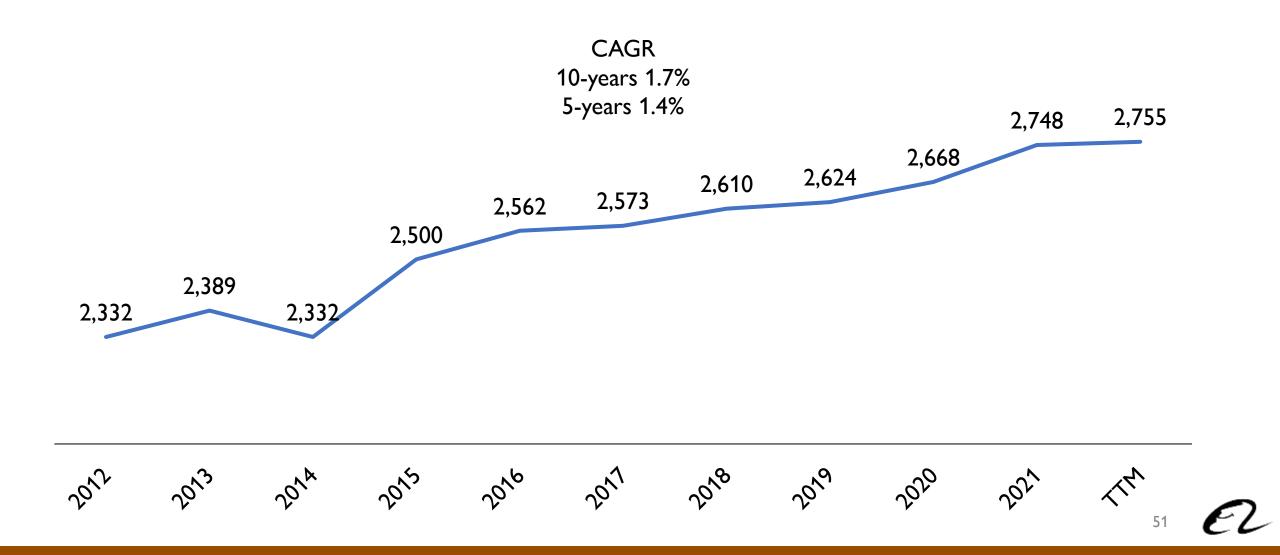
-2.1 < 5 = PASSES

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+ No Pension Shortfalls:	\$	0			
- Cash Assets:	\$	-75,320			
Net Income:	\$	22,593			
-1.4 < 5 = PASSES					

Debt Maturities

	Payment due by period					
	Less than		1-3 3-5		6 More than	
	Total	1 Year	Years	Years	5 Years	
	RMB	RMB	RMB	RMB	RMB	
	(in millions)					
Contractual Obligations						
Short-term borrowings(1)	3,606	3,606	-	-	-	
Long-term borrowings ⁽²⁾	12,182		2,434	4,766	4,982	
US\$4.0 billion syndicated loan denominated in US\$ ⁽³⁾	26,254	-	-	26,254	-	
Unsecured senior notes ⁽⁴⁾	107,968	9,845	4,594	14,768	78,761	
Operating lease liabilities	40,733	5,779	9,550	7,188	18,216	
Contractual Commitments						
Purchase of property and equipment	22,736	17,348	4,910	465	13	
Construction of corporate campuses	14,859	6,076	6,671	1,722	390	
Investment commitments(5)	19,466	19,466	12	-	-	
Other commitments ⁽⁶⁾	55,224	35,109	13,102	4,164	2,849	
Total	303,028	97,229	41,261	59,327	105,211	

Shares Outstanding



Capital Allocation

Rock solid balance sheet

- \$75.2B in cash assets
- ▶\$20.8B in LT Debt
- Repurchase program \$10B through 2022
 - > 2.46% of the company
 - Pays no dividends
- Fotal acquisitions 20
 - > \$19.99B worth
 - Across e-commerce, food tech, logistics and entertainment







Growth Opportunities

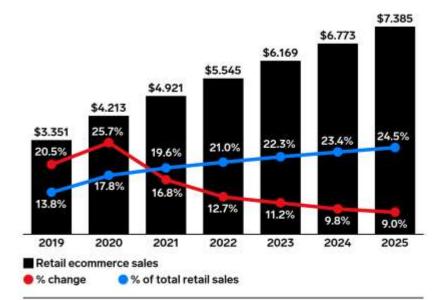
53

Global Commerce

- Alibaba has 1.2 billion monthly active users currently
- Goal is to reach 2 billion MAU by 2030
- Lower-tier cities and developing areas in China serve as untapped opportunities
 400m+ potential users

Southeast Asia and Indonesia
800m+ potential users

Retail Ecommerce Sales Worldwide, 2019-2025 *trillions, % change, and % of total retail sales*

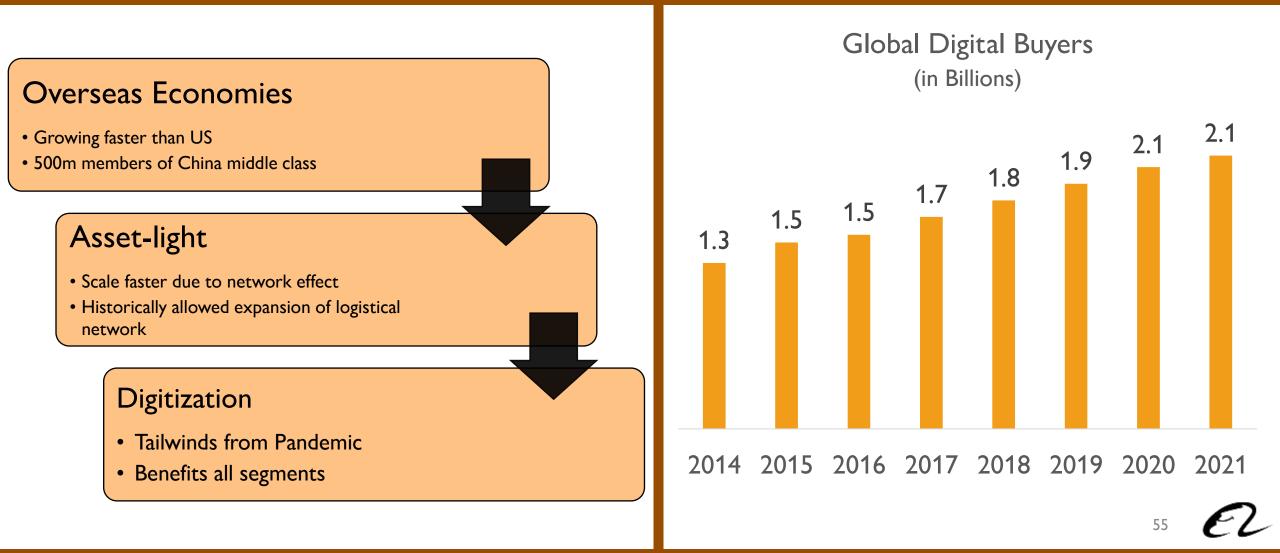


Note: includes products or services ordered using the internet, regardless of the method of payment or fulfillment; excludes travel and event tickets, payments such as bill pay, taxes, or money transfers, food services and drinking place sales, gambling, and other vice goods sales Source: eMarketer, May 2021

T11547

eMarketer InsiderIntelligence.com

Fast Growing Industry



Cloud Network

- Alibaba expects Cloud to become profitable this year (2021)
- 40%+ growth for the next several years
 - Growth of Premier Services
 - IaaS/PaaS
- 40% market share

First mover advantage in China and the Asia Pacific region as a whole

Closest competitor = Tencent

Alibaba Cloud Solutions

Beyond cloud infrastructure, Alibaba Cloud provide different industry solutions

Digital Tra	nsformation					
City Brain	Retail	Finance	Industry Brain	Manufacturing	Logistics	SOLUTIONS: Best Practice Leverage Alibaba Group Ecosystem
Adva	anced					
මා	6	ு ∉		0		Technical Differentiators:
BigData	Cocurity	nternet Glob Idleware Conner	Cast	Private Cloud	Quantum Computing	Distinguish from other CSP
Funda	mental					
-	3	326		www		Comprehensive products:
E		320	DB		APP5 Application	Compatible with other CSP Competitive price
Compute	Storage	Network	Database	Domain	Service	Multi-Cloud readiness

Synergies

Over 50% overlap between various underlying businesses

VIP Members
Spend 9x more

Recurring Taobao/commerce customers joining apps like Fliggy and Direct Media

> Freshippo

Lower labor costs and higher online penetration from prevailing brands



Risk Factors

58

Government Interference

>\$2.8 billion fine

> Slap on the wrist

Ant Financial IPO meltdown

> Focus on traditional industries (mainly industrials)

Restrictions on individual activities

> Banning of digital media

Video game restrictions



Regulatory Atmosphere

Several dozen reforms relating to tech companies in China since 2019

>Alibaba is committed to cooperation

Possession of sensitive data

- Accidental/purposeful disclosure carries hefty fines and penalties
- > Breakup of Alipay
 - Payment processing for various online marketplaces
 - Three different businesses

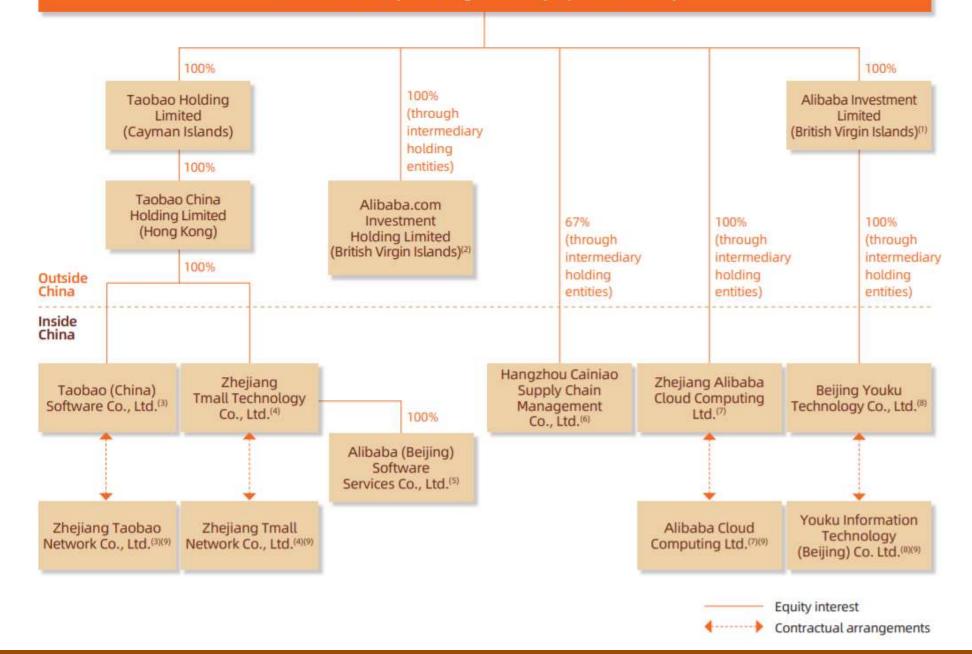


Variable Interest Entity (VIE) Structure

- Holding Company based in Cayman Islands that owns Alibaba shares
- 1 US ADS = 8 HK shares
- We have no say in management decisions, since we are not residents of the PRC
- Risk of delisting, this affects both Hong Kong shares and U.S. listings



Alibaba Group Holding Limited (Cayman Islands)



62 EV

Competitive Pressures

- Below-cost pricing
- Slower growth due to expansion of other mobile and online platforms
- Strong barriers to entry in Chinese market
 First-mover advantage 2x as strong
- Entrenched local marketplaces in developing regions
 - South East Asia
 - Middle East
 - Latin America





Moat Analysis

Network Effect

Interconnected Platform Value

Decreased customer acquisition costs

Lazada International Expansion

> 200 Million active Internet users across Indonesia, Malaysia, the Philippines, Singapore, Thailand, and Vietnam

> Lack of existing players in SE Asia market

Economies of Scale

- Strong Economies of Scale
 - > Owned Distribution Networks
- Cainiao stake increased to 51%
 - > Strengthens network effect

consumers

More compelling for buyers and





Intangible Assets

Brand Recognition

>Automatic online option for millions

Leverage of Data

>Harvested info furthers growth

Trusted Services

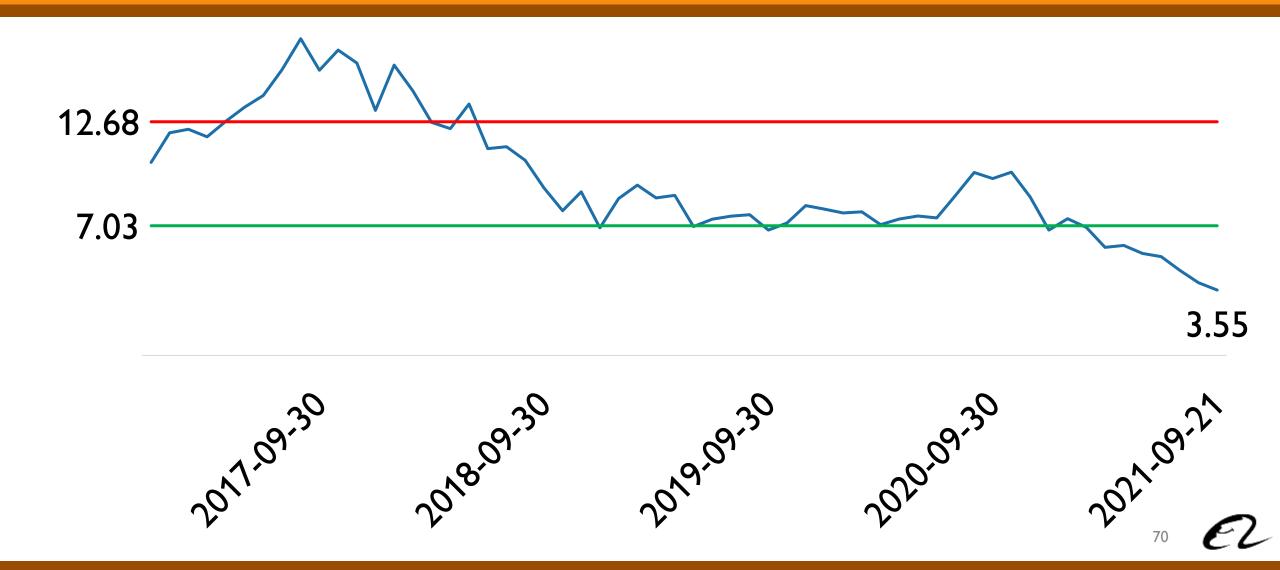


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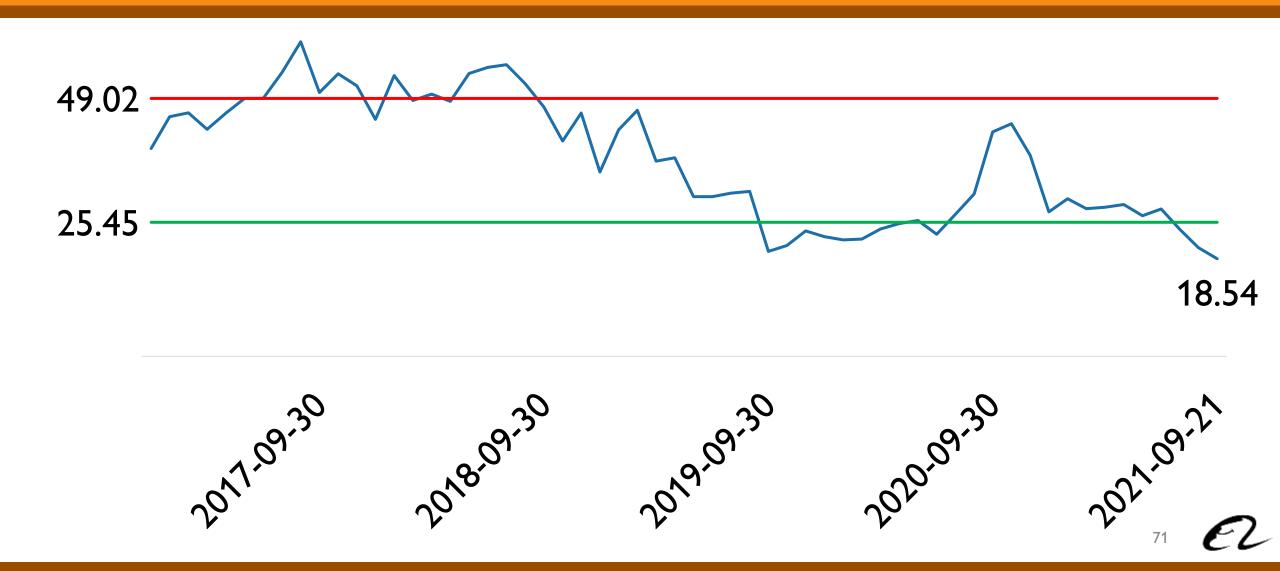
One of five companies chosen by Chinese government to facilitate online banking services

Value Bands

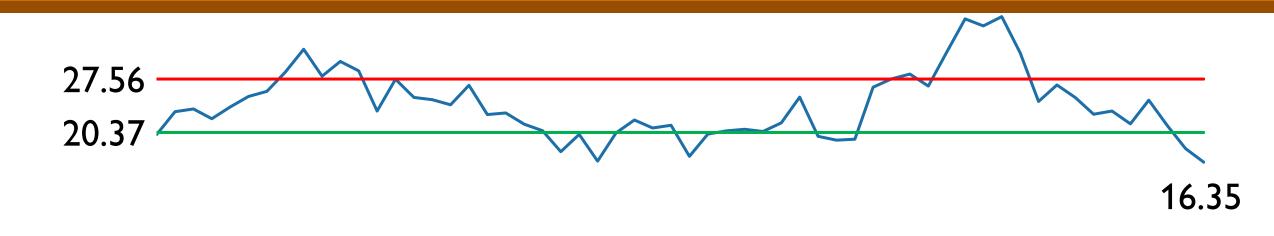
Price to Sales



Price to Earnings



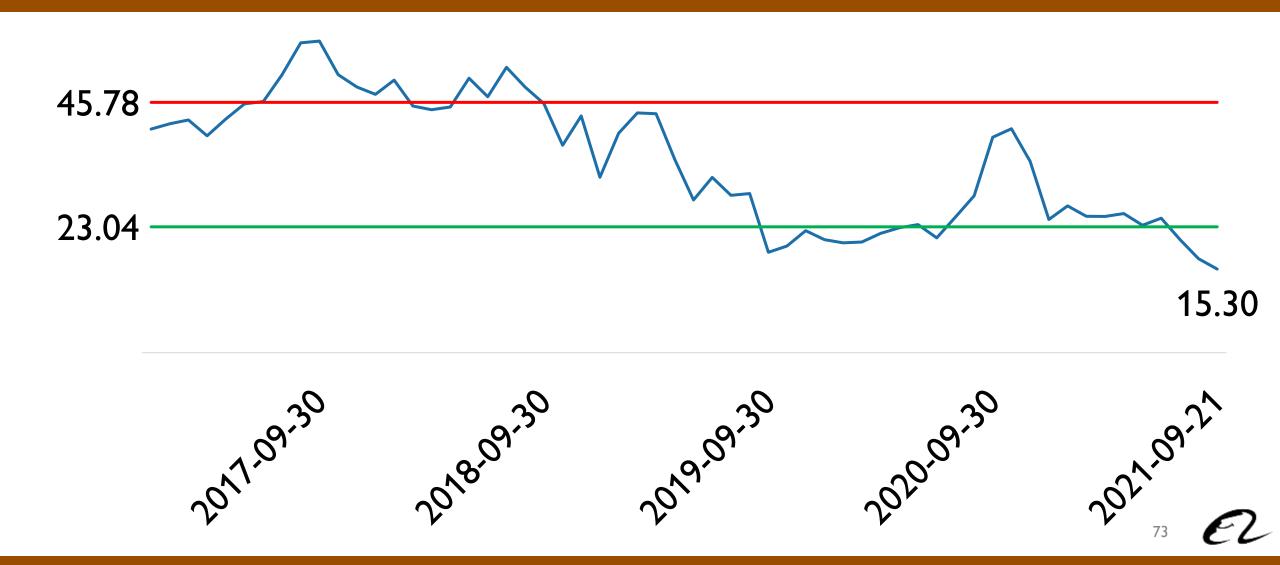
Price to Owner's Earnings



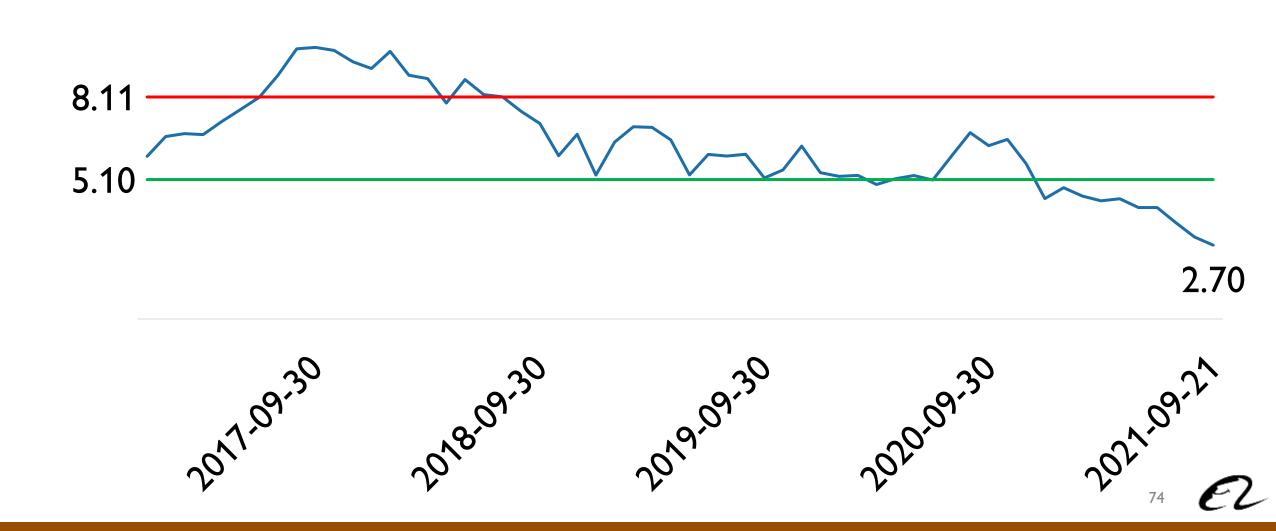


72 EV

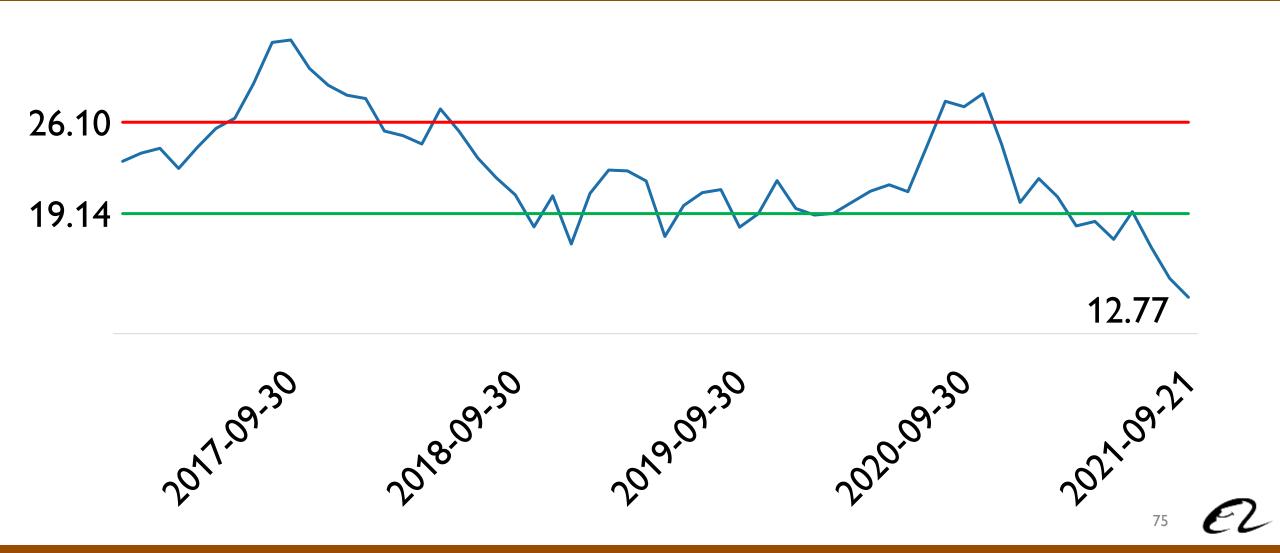
Price to Earnings less Cash



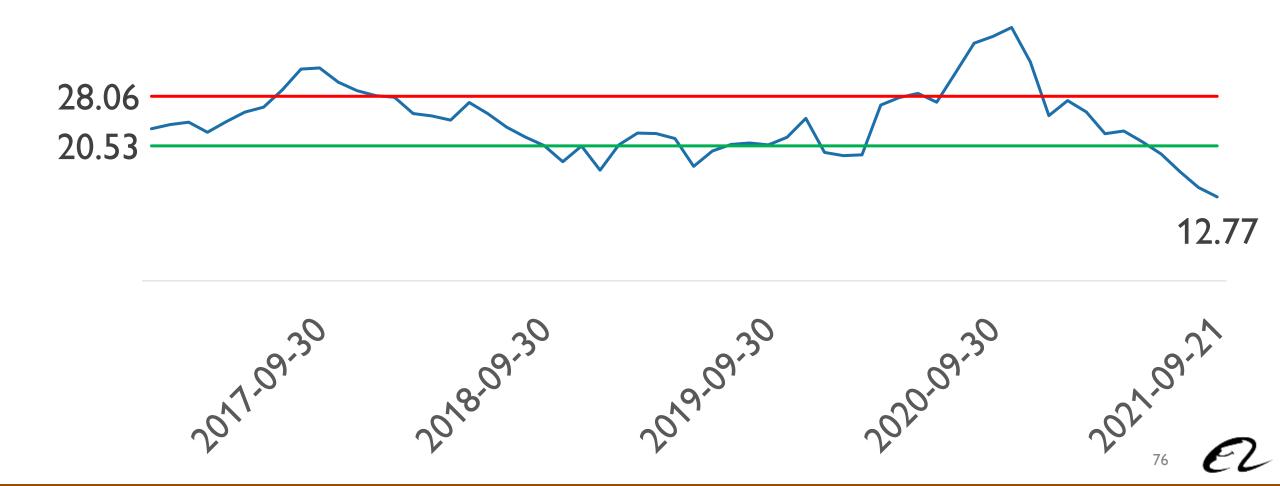
Price to Book



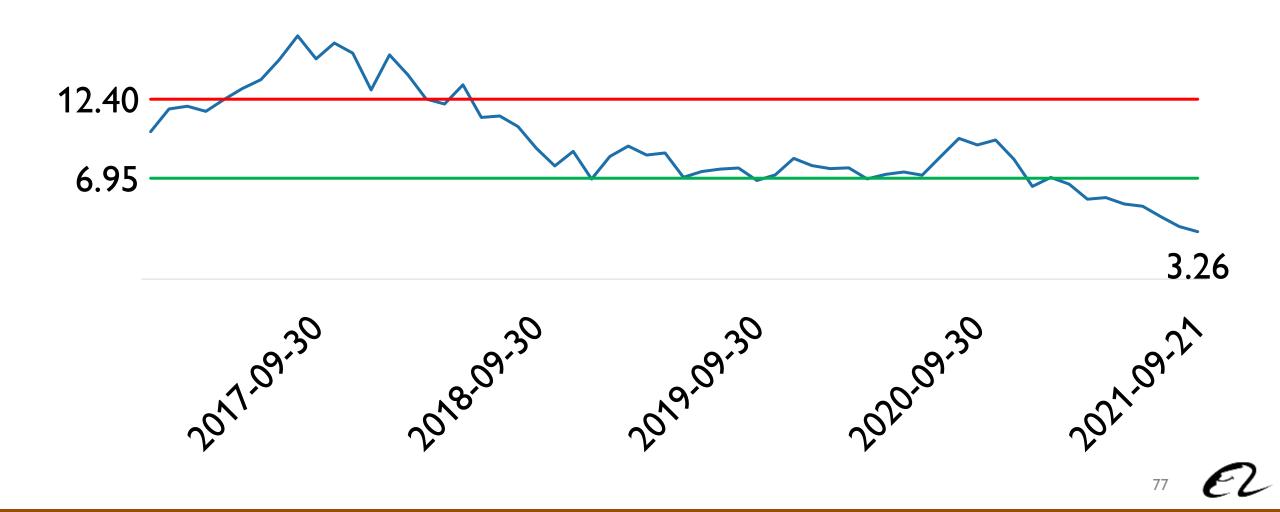
Price to Cash Flow



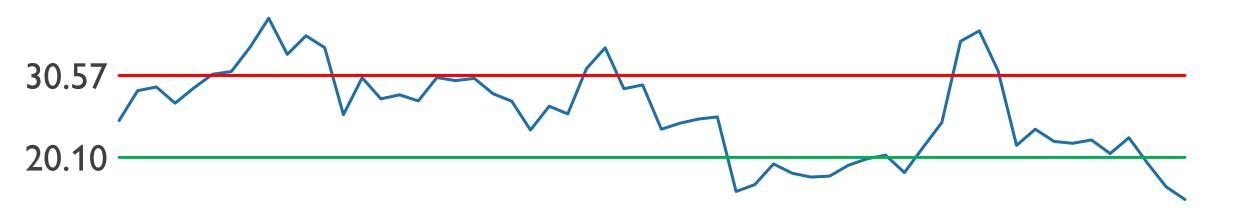
Price to Free Cash Flow



Enterprise Value to Revenue



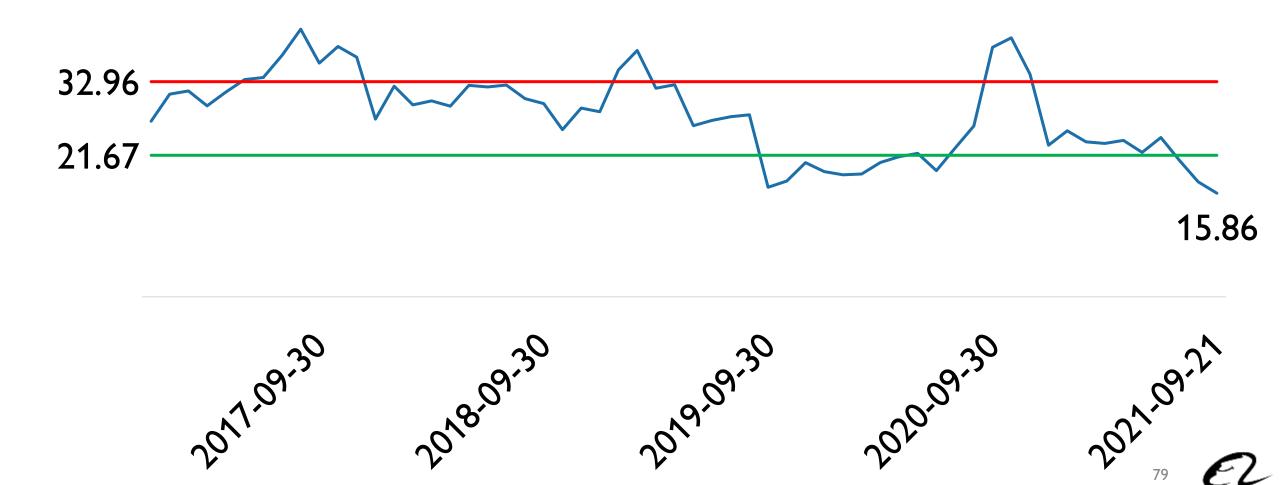
Enterprise Value to Earnings Before Interest, Tax, Depreciation, Amortization



14.70



Enterprise Value to Earnings Before Interest, Tax



Competition

80

Commerce – Domestic vs. American Counter-part



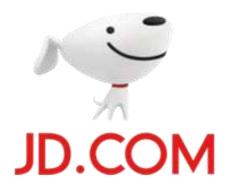








Commerce – Strategy & Market Placement



Focused on integrity and authenticity. Targets those of higher disposable incomes.



Agricultural products. Economical, focused on driving costs down by cutting out the middleman.



Cloud Computing – Domestic









Competitor Analysis – Operating Margin

ebay	26%
Tencent 腾讯	25%
EL. Alibaba Group	15%
Bai du 百度	15%
JD.COM	7%
amazon	7%
Pinduoduo Inc.	-6%



Competitor Analysis – Net Margin

ebay	115% TTM 22% Normalized (Sale of StubHub)
Bai du 百度	37%
Tencent 腾讯	35%
EZ. Alibaba Group	22%
amazon	7%
JD.COM	4%
Pinduoduo Inc.	-3%



Competitor Analysis – Return on Invested Capital

ebay	17%
amazon	14%
Tencent 腾讯	11%
Bai db 百度	8%
E2. Alibaba Group	7%
JD.COM	3%
Pinduoduo Inc.	-23%



Competitor Analysis – Active Users

2.1 Billion **Tencent** 腾讯 Alibaba Group Pinduoduo Inc. JD.COM amazon

(WeChat & Tencent Music) 828 Million (E-Commerce) 788 Million (Annually) 525 Million (Annually) 200 Million Prime ~300+ Million **159 Million** (Annually) 22 Million (Daily)



Competitor Analysis – Gross Merchandise Volume



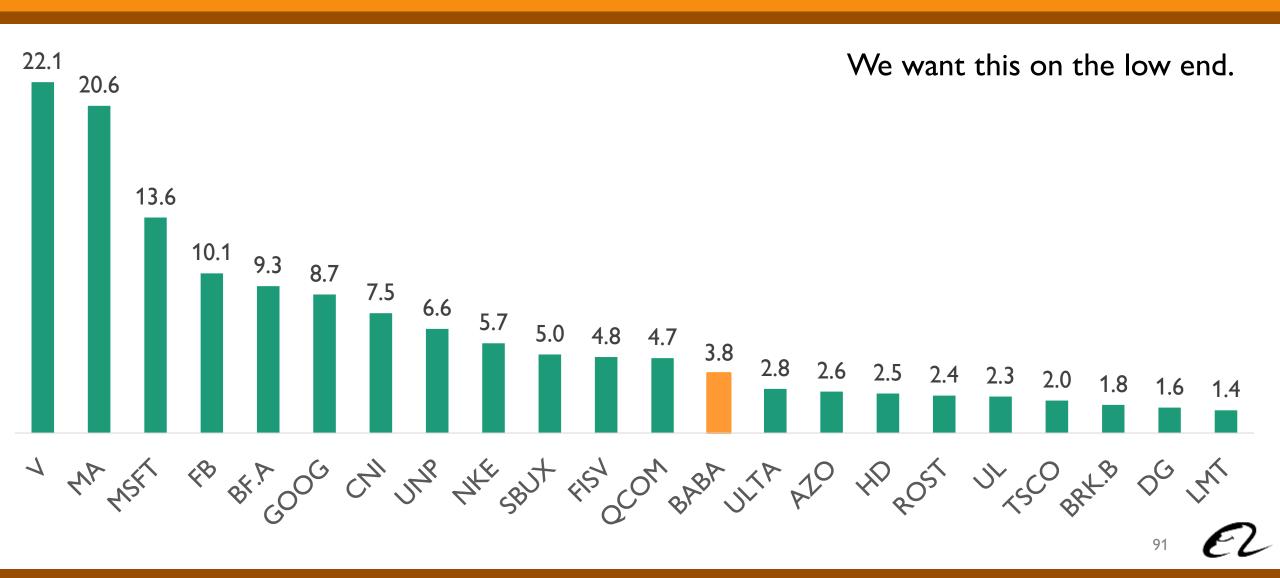


Intraportfolio Comparison

Price to Earnings



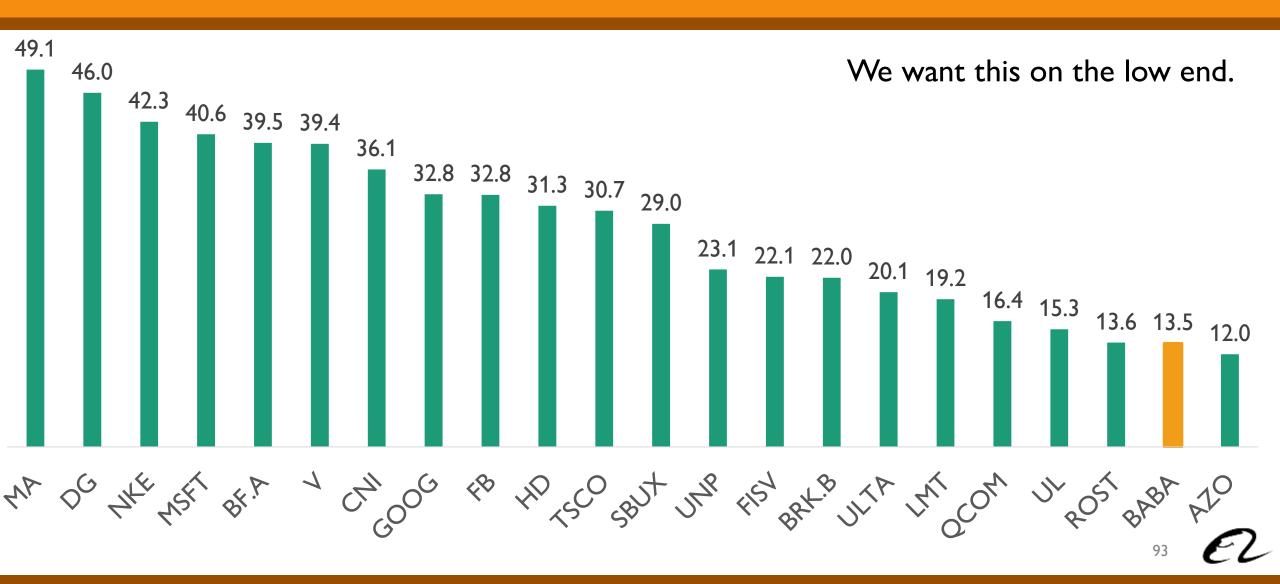
Price to Sales



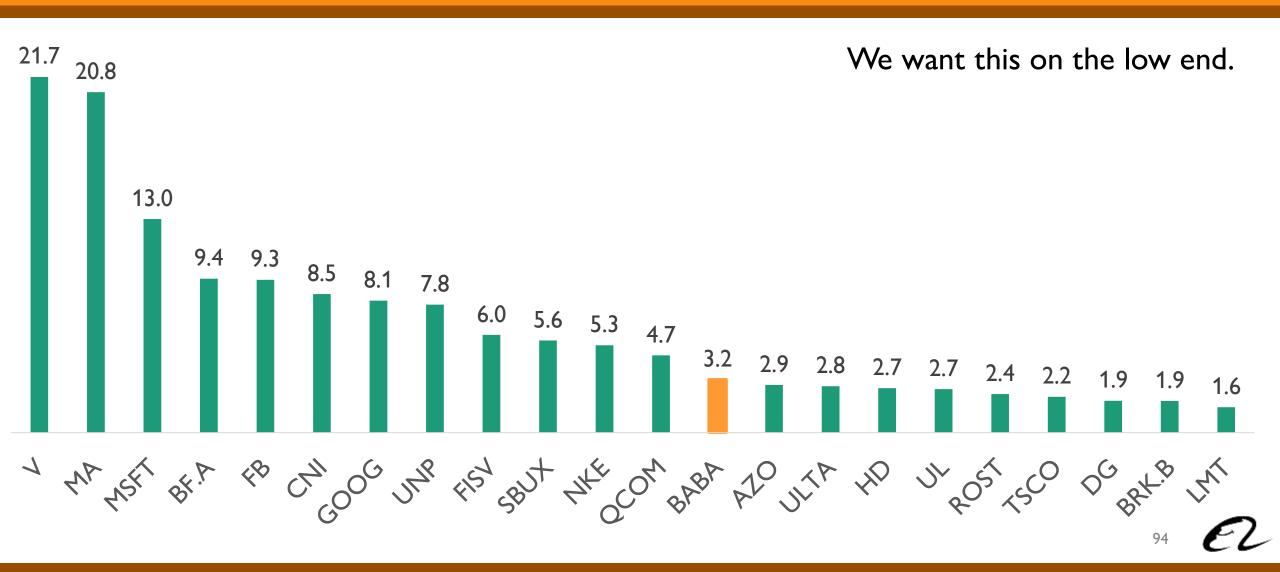
Price to Book

We want this on the low end. 19.3 18.4 15.9 14.4 14.0 12.4 12.0 11.0 10.4 5.2 2.9 2.3 1.3 WE ON WSFT INT V BEARSO JITA ROST JNP DO OOG FB JT CN BABA FISY BRY.B 92

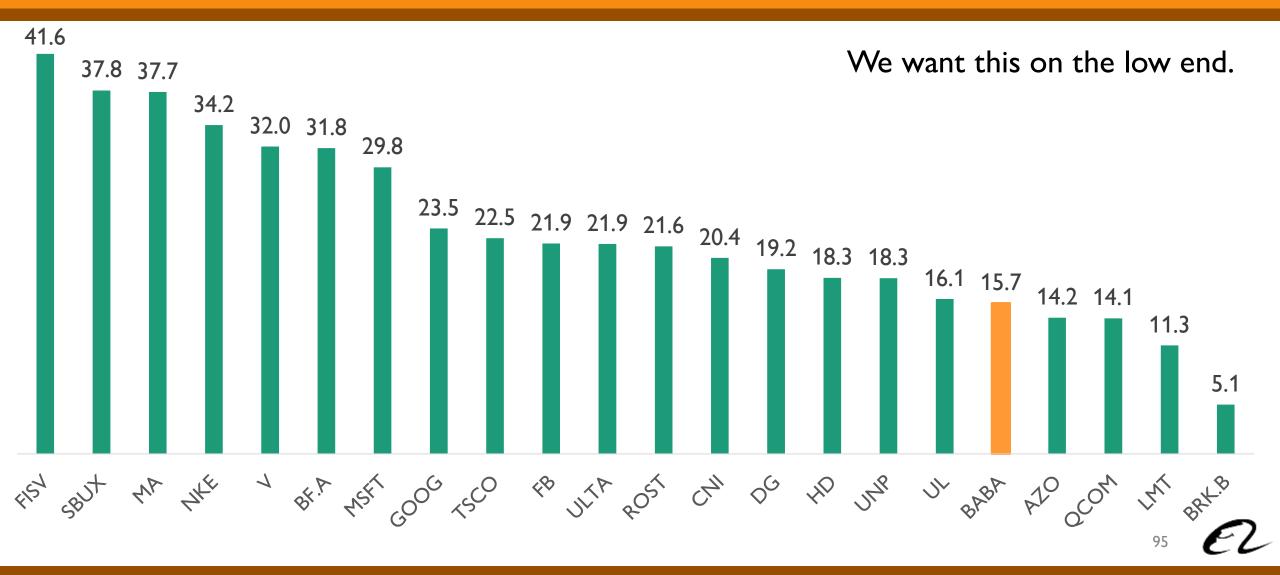
Price to Free Cash Flow



Enterprise Value to Revenue



Enterprise Value to Earnings Before Interest & Tax

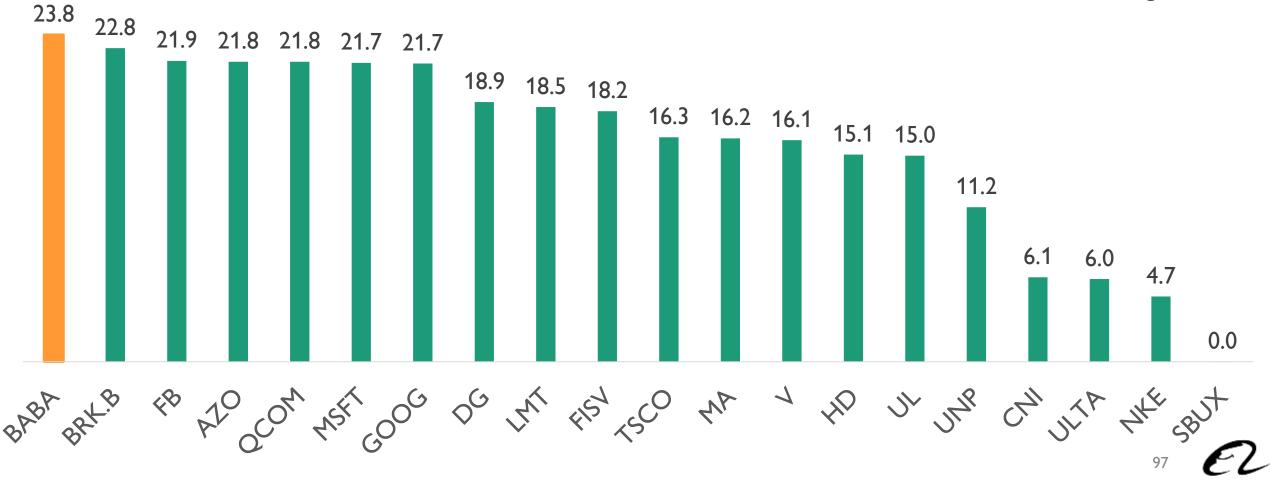


Enterprise Value to Earnings Before Intrest, Tax, Depreciation, Amortization



Yacktman Forward Rate of Return (%)

We want this on the high end.



Discounted Cash Flows



Bear Case DCF

Earnings per Share	\$8.20
Growth Rate	<mark>12%</mark>
Discount Rate	11%
Years	10
Terminal Rate	5%

Fair Value	\$149.98
Current Price	\$145.44
Margin of Safety	-6.71%



Base Case DCF

Earnings per Share	\$8.20
Growth Rate	<mark>18%</mark>
Discount Rate	11%
Years	10
Terminal Rate	5%

Fair Value	\$224.09
Current Price	\$145.44
Margin of Safety	28.58%



Earnings per Share	\$8.20
Growth Rate	<mark>22%</mark>
Discount Rate	11%
Years	10
Terminal Rate	5%

Fair Value	\$293.08
Current Price	\$145.44
Margin of Safety	45.39 %





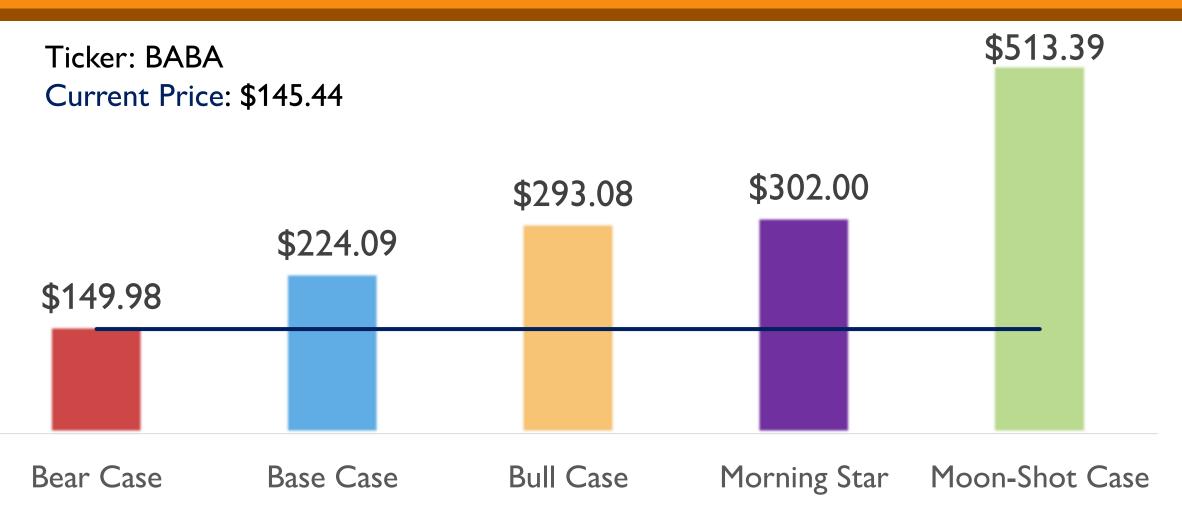
Moon-Shot Case DCF

Earnings per Share	\$8.20
Growth Rate	<mark>30%</mark>
Discount Rate	11%
Years	10
Terminal Rate	5%

Fair Value	\$513.39
Current Price	\$145.54
Margin of Safety	70.81%



Fair Value Scenarios



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Bear Case 10-Year Magical DCF

Discount Rate: 12%

	Cı	urrent	2	021	2022	2023	2024	2025	2026		2027		2028		2029		2030	
Earnings																		
per Share	\$	8.20	\$	9.18	\$ 10.29	\$ 11.52	\$ 12.90	\$ 14.45	\$	16.19	\$	18.13	\$	20.30	\$	22.74	\$	25.47
10yr growth estimate			12%	12%	12%	12%	12%		12%		12%		12%		12%		12%	

	Price to Earnings	F	Projected Total Return Price	Present Value	10-Year Upside	Annual Return				
-										
	18.0x	\$	260.12	\$ 147.60	71.6%	11.4%				
	35.0x	\$	505.79	\$ 287.00	233.7%	27.3%				
	55.0x	\$	794.82	\$ 451.00	424.4%	39.3%				

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Base Case 10-Year Magical DCF

Discount Rate: 12%

	Cı	irrent	2	021	2022	2023	2024	2025	2026	2027	2028	2029	2030
Earnings													
per Share	\$	8.20	\$	9.68	\$ 11.42	\$ 13.47	\$ 15.90	\$ 18.76	\$ 22.14	\$ 26.12	\$ 30.82	\$ 36.37	\$ 42.92
10yr growt	h es	timate		18%	18%	18%	18%	18%	18%	18%	18%	18%	18%

Price to	P	rojected Total						
Earnings		Return Price	 Present Value	10-Year Upside	Annual Return			
18.0x	\$	337.67	\$ 191.60	122.3%	17.3%			
35.0x	\$	656.59	\$ 372.56	332.3%	34.0%			
55.0x	\$	1,031.78	\$ 585.46	579.3%	46.7%			

Bull Case 10-Year Magical DCF

Discount Rate: 12%

	Сι	urrent	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
Earnings												
per Share	\$	8.20	\$ 10.00	\$ 12.20	\$ 14.89	\$ 18.17	\$ 22.16	\$ 27.04	\$ 32.99	\$ 40.24	\$ 49.10	\$ 59.90
10yr growt	h es	timate	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%

Price to	F	Projected Total			
Earnings		Return Price	Present Value	10-Year Upside	Annual Return
18.0x	\$	398.92	\$ 226.36	162.6%	21.3%
35.0x	\$	775.68	\$ 440.14	410.7%	38.6%
55.0x	\$	1,218.92	\$ 691.65	702.5%	51.7%



Proposal

Long-Term Equity Anticipation Security Premiums (LEAPS) >2x Call Options at \$36.50 x 200 = \$7,300

Strike price: \$150

Expiration: Q2 2023

"Today is hard, tomorrow will be worse, but the day after tomorrow will be sunshine"



Thank You, Money Train!



Xie Xie Ni (Thank You)

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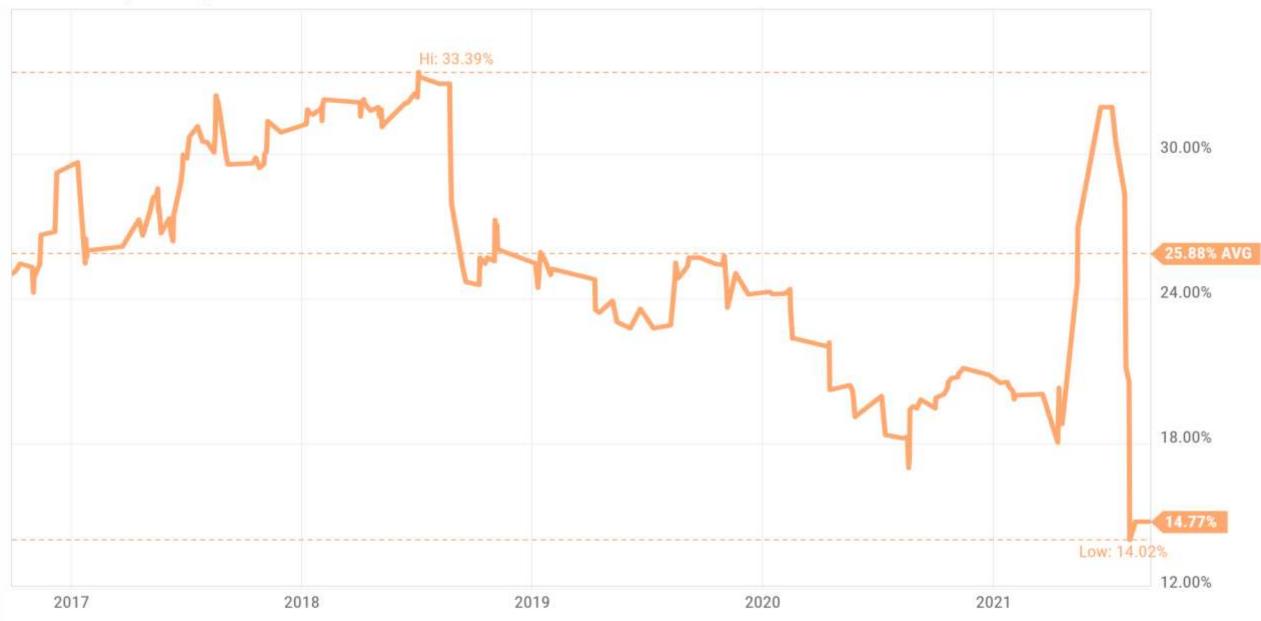
Sensitivity Analysis: Expected Total Rate of Return Range

		Est. EPS growth rate					
	-	12%	18%	22%			
Price to Earnings	18.0x	11.6%	17.6%	21.6%			
	35.0x	27.5%	34.3%	38.9%			
	55.0x	39.6%	47.0%	52.0%			

Competitor Analysis – Summary

	Operating Margin	Net Margin	Gross Merchandise Volume	Active Users	Return on Invested Capital
EL. Alibaba Group	11%	19%	\$1.2 Trillion	828 Million (E-Commerce)	7%
amazon	7%	7%	\$490 Billion	200 Million Prime ~300+ Million	14%
Bai du 百度	15%	37%	\$8.5 Billion	22 Million (Daily)	8%
ebay	26%	115%	\$22 Billion	159 Million (Annually)	17%
	7%	7%	\$400 Billion	525 Million (Annually)	3%
JD.COM Tencent 腾 讯	25%	35%		2.1 Trillion (WeChat & Tencent Music)	11 141%

Alibaba Group Holding Ltd EPS LT Growth Estimates



Sep 23 2021, 6:36AM EDT. Powered by YCHARTS

Alibaba Group Holding Ltd PE Ratio



Sep 23 2021, 7:06AM EDT. Powered by YCHARTS



Sep 23 2021, 8:12PM EDT. Powered by YCHARTS

Giant Inflatable Kiddie Pool - Family and Kids Inflatable Rectangular Pool - 10 Feet Long (120" X 72" X 20")

Amazon's Choice for "10 ft inflatable pool"



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\$59.95 Details Save \$15.00 (25%) No Import Fees Deposit

< AliExpress Ä



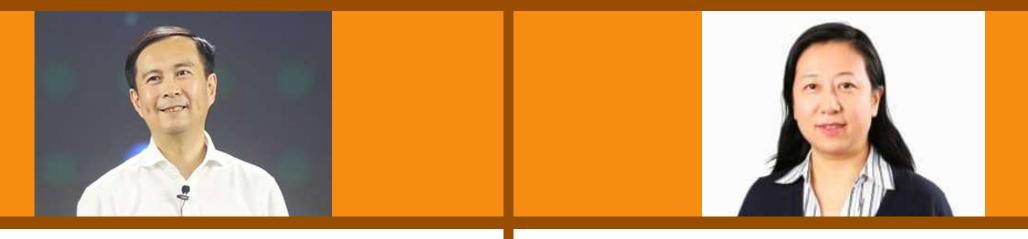


2020 Thickened Inflatable Pool High Quality Children's Adult Home Use Paddling Pool Large Size Inflatable Round Swimming Pool



Management & Ownership





Daniel Zheng Chairman and CEO

- CEO since 2015
- > COO from 2013-2015
- > Joined Alibaba in 2007
- > Director of Weibo and Didi

Maggie Wu CFO/Director

- Director since Sept. 2020
- > CFO since 2013
- Joined Alibaba in 2007
- Before Alibaba, she was an audit partner at KPMG Beijing

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Li Cheng Chief Technology Officer

- > CTO since 2019
- > CTO of Ant Group 2014-2019
- COO of Ant Group 2018-2019
- CSA of Alipay from 2005-2007

Jedd Zhang President – Alibaba Cloud

- President since 2018
- > CTO from 2016-2020
- President of China retail marketplaces 2015-2016
- Joined Alibaba in 2004

Fan Jiang President – Taobao/Tmall

President of Taobao since 2017

- President of Tmall since 2013
- Founder and former CEO of Umeng
- Former product developer at

Google China

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SUN ART Retail Group Limited





- Core commerce platform
- Hypermarket store
- Hong Kong Stock Exchange
- > \$3.6 billion (76% interest)

- > Entertainment platform
- > Video streaming platform
- Nasdaq Global Market
- Hong Kong Stock Exchange
- > \$745 million (8% interest)

- Media & entertainment segment
- > Audiovisual interaction platform
- Shenzhen Stock Exchange
- \$945 million (5% interest)







Logistics

- > Express delivery platform
- > Shenzhen stock exchange
- > \$540 million investment
- >25% interest

- Logistics
- Express delivery platform
- Investment \$1B
- Equity interest 11%

Ownership

Law forbids foreigners from owning Chinese assets

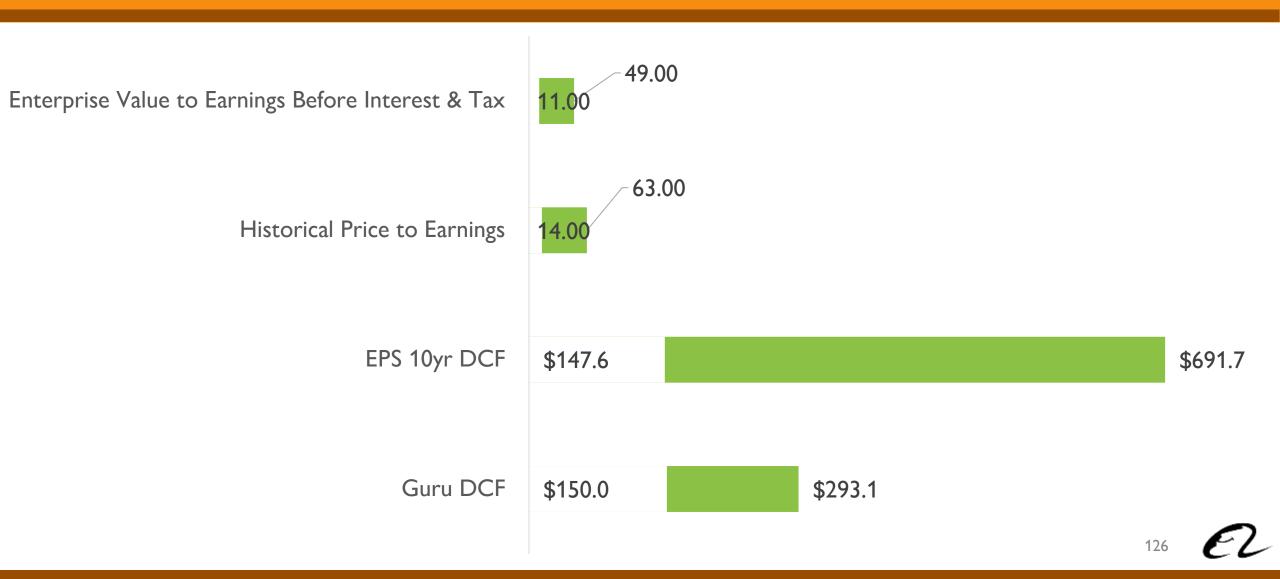
"Variable Interest Entity" (VIE)

Cayman Islands registered entity



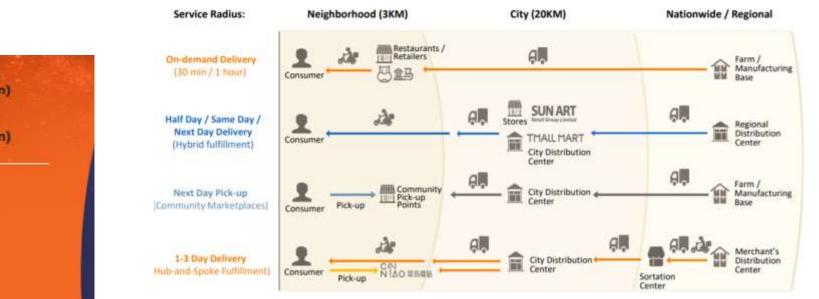
>US shareholders have no control

Football!





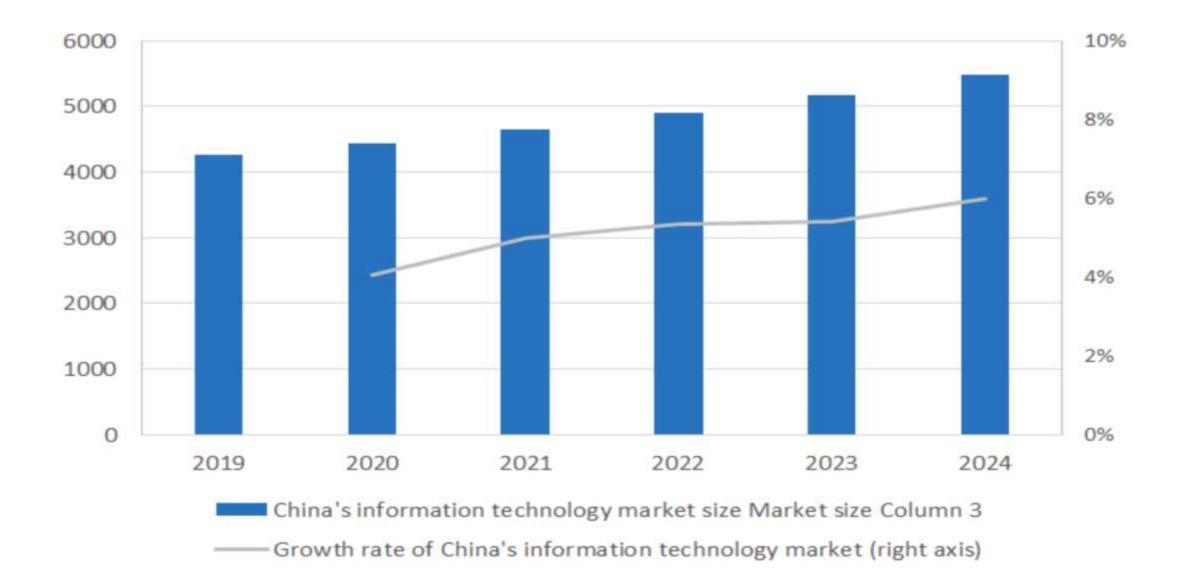




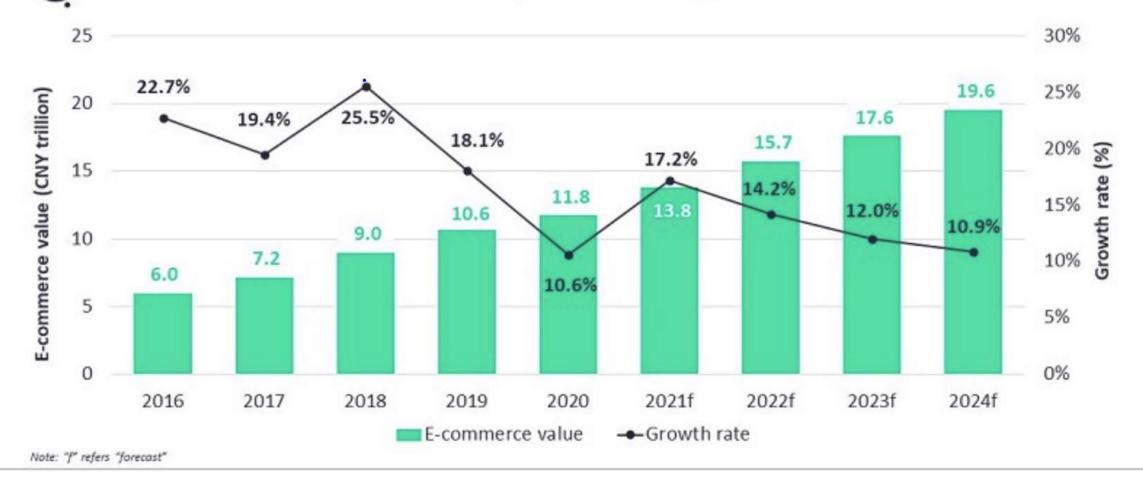
Alibaba Ecosystem GMV⁽¹⁾ US\$1.2 trillion+⁽²⁾ (RMBB, 119 billion) China Retail Marketplaces GMV US\$1.1 trillion+⁽²⁾ (RMB7, 494 billion)



Cloud Computing Growth in China



China: E-commerce Value (CNY trillion), 2016-24f



Source: GlobalData Banking and Payments Intelligence Center

Ö GlobalData.

Intraportfolio – Return on Equity (%)



Intraportfolio – Return on Invested Capital (%)

