

The background features a light-colored wood-grain pattern. Scattered across it are various food items: a pineapple, green grapes, a salmon fillet, cucumber slices, a red onion, a green cucumber, a yellow bell pepper, a whole fish, a tomato, a shrimp, a red bell pepper, another tomato, an onion, a whole chicken, a yellow apple, a carrot, a cucumber slice, and a ham. A large white curved shape on the left side contains the text.

Dingdong (Cayman) Limited 2022Q2 Results

August 2022

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2022Q2 Financial Results Summary

	2021Q2	2022Q1	2022Q2	YoY growth	QoQ growth
GMV (RMB mn)	5,378.1	5,851.3	7,115.2	32.3%	21.6%
Revenue (RMB mn)	4,646.0	5,443.7	6,634.4	42.8%	21.9%
	2021Q2	2022Q1	2022Q2	YoY Net Adds	QoQ Net Adds
Gross margin	14.6%	28.7%	31.6%	17.0%	2.9%
Non-GAAP net (loss) / profit margin	-37.2%	-7.8%	+0.3%	37.5%	8.1%

Cash and cash equivalents and short-term investments

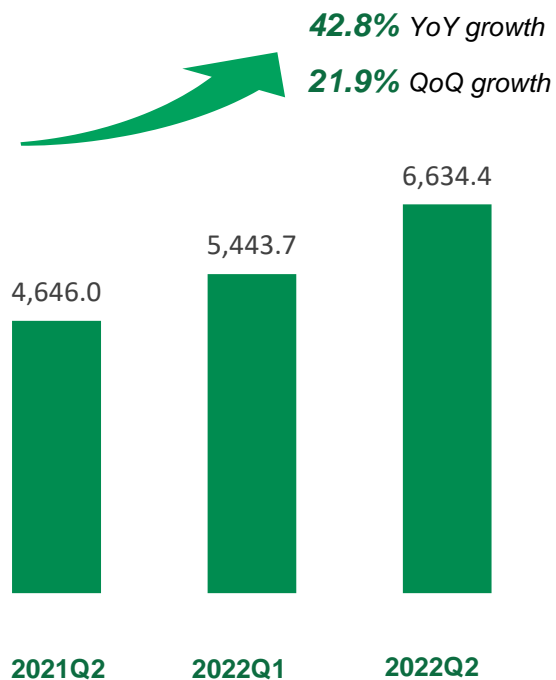
(In million RMB)



2022Q2 Financial Highlights

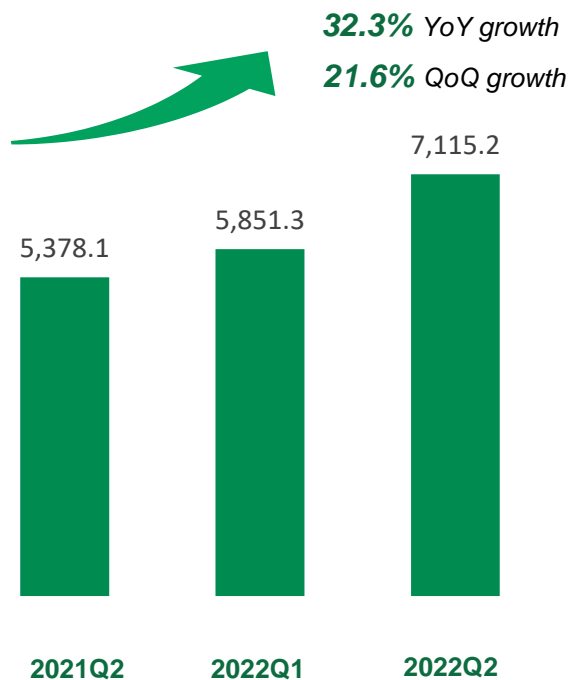
Revenue

(RMB mn)



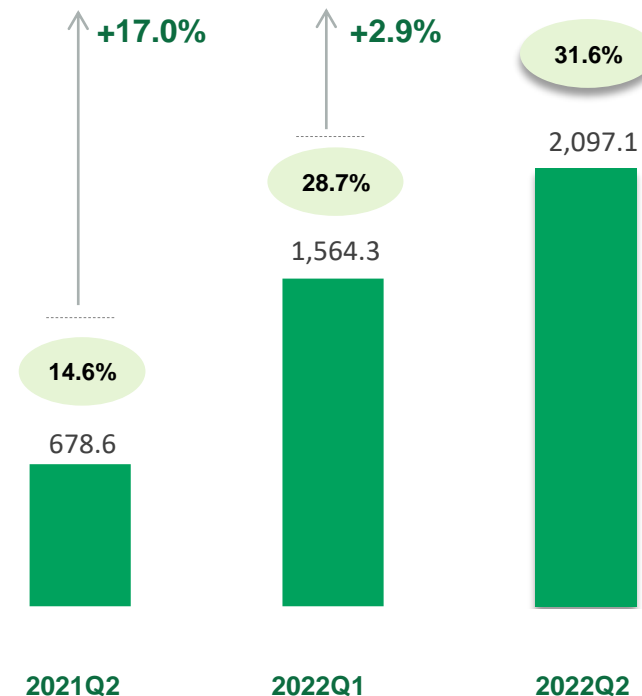
GMV

(RMB mn)



Gross Profit

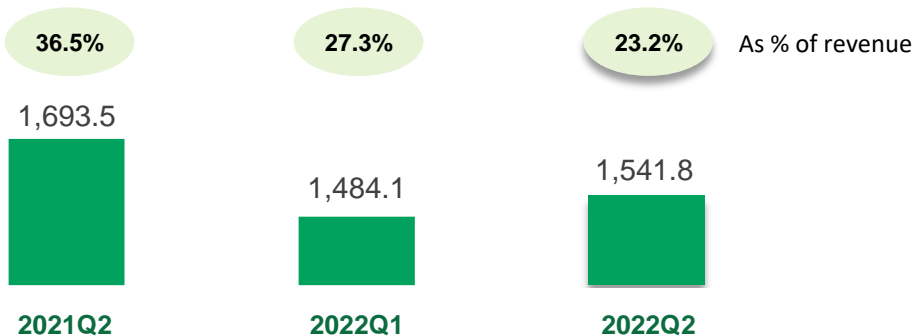
(RMB mn)



2022Q2 Financial Highlights

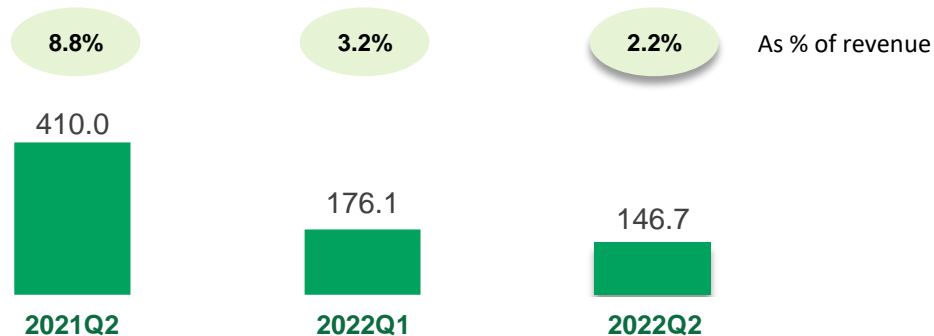
Fulfillment expenses

RMB mn



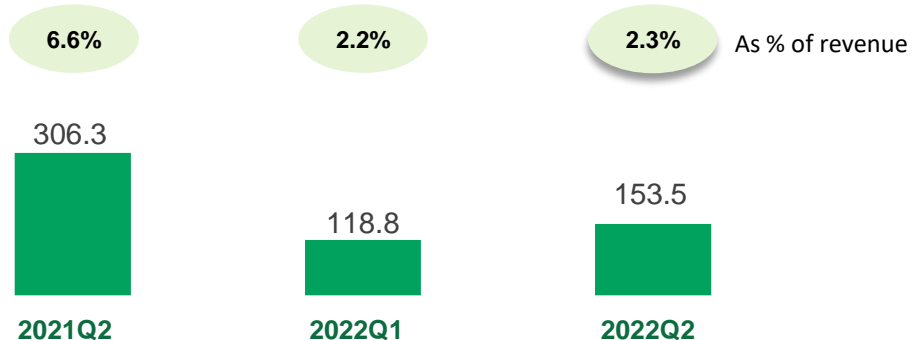
Sales and marketing expenses

RMB mn



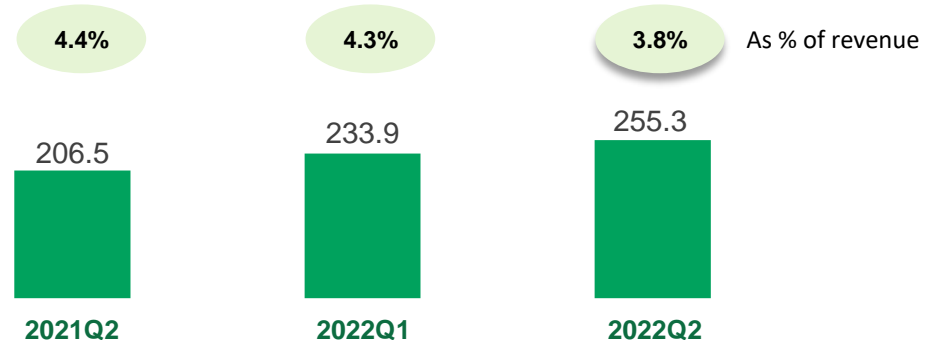
General and administrative expenses

RMB mn



Product development expenses

RMB mn



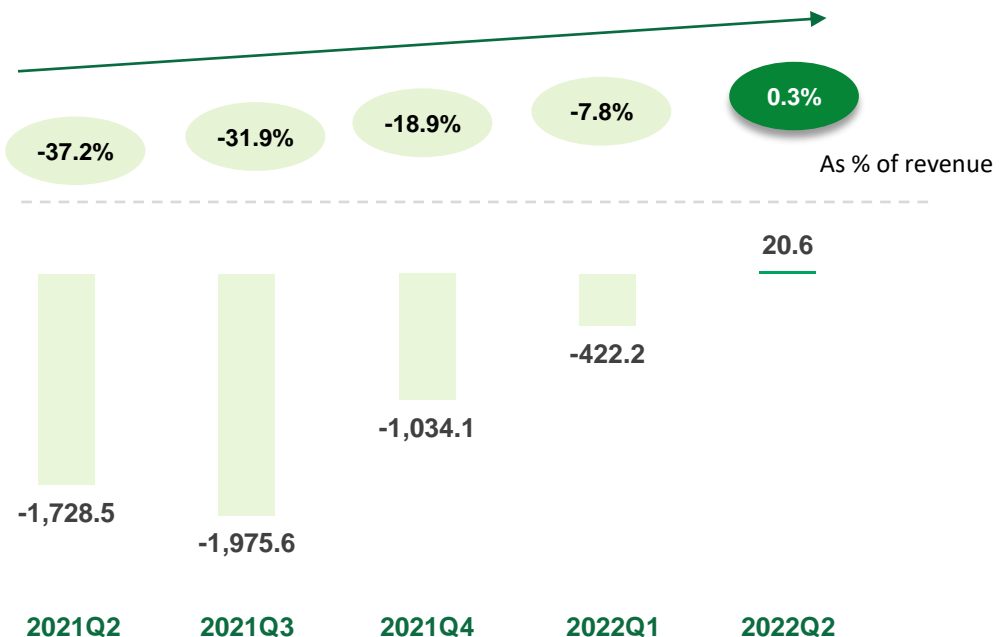
Note: all expenses above are GAAP measures including SBC



2022Q2 Financial Highlights

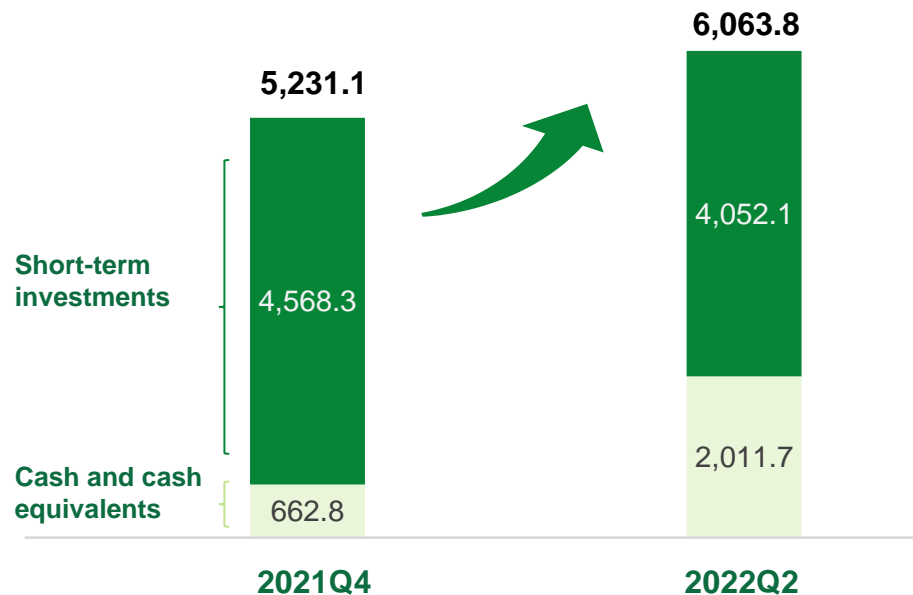
Non-GAAP net (loss) / profit margin

RMB mn



Cash Position

RMB mn



Guidance for Second Half of 2022

2022Q3

- Revenue

Quality revenue growth from 2022Q1

- Net loss margin

Narrowed compared to 2022Q1

2022 December

- Net profit margin

Single-month Non-GAAP net profit



THANK YOU