



Dingdong (Cayman) Limited 2022Q3 Results

November 2022

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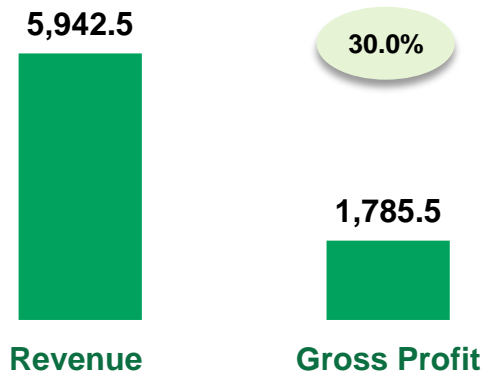
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2022Q3 Financial
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2022Q3 Operation Results Summary

Financial Highlights in 22Q3

RMB (M)

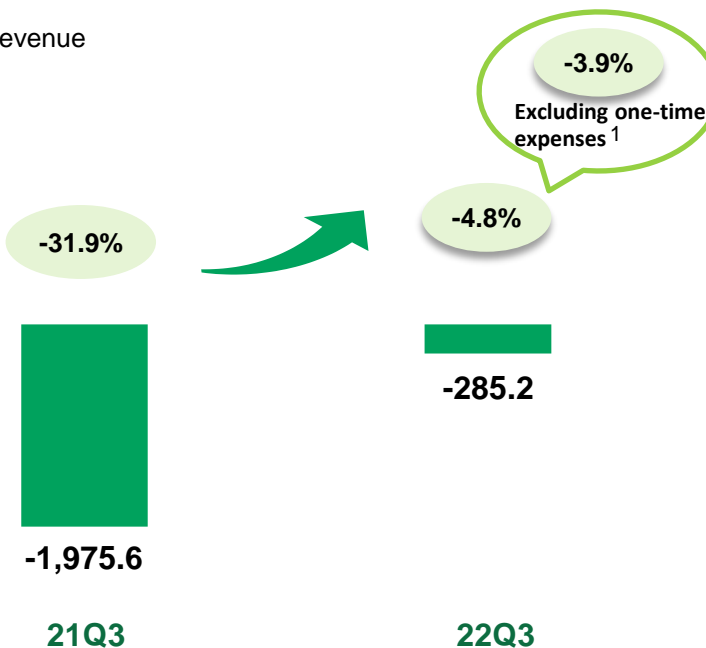
■ As % of revenue



Non-GAAP Net (Loss) / Profit

RMB (M)

■ As % of revenue



We expect nearing break even on a non-GAAP basis in 2022Q4.

Note 1: One-time expenses mainly include the expenses and losses occurred when frontline fulfillment stations were shut down.

Product Development Capabilities



We have a belief in the pursuit of a better life.



We aim to create value for the consumer and society.



We provide solutions that help people improve his/her life.

Outlook

Product Competiveness

- *Diverse and stable supply of quality products*



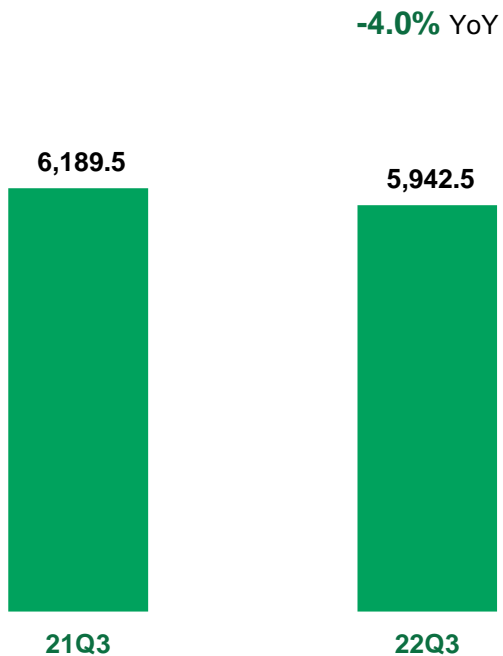
- *Building a stronger supply chain*
- *Instant responses to customer feedback & continue to improve services*

First-in-Class Supply Chain and User Service

2022Q3 Financial Highlights

Revenue

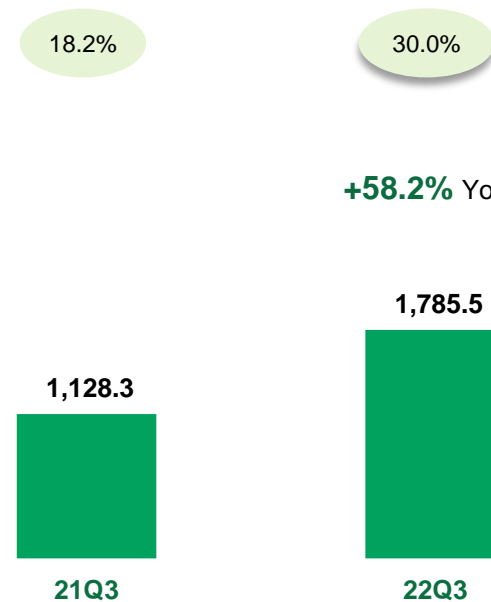
RMB (M)



Gross Profit

RMB (M)

■ As % of revenue



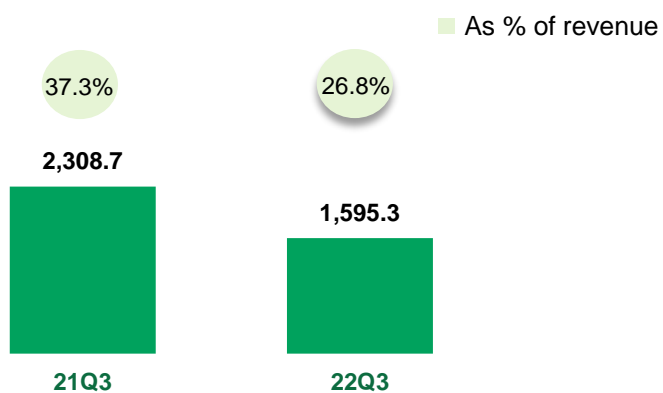
Note: Our revenue in Q3 this year has higher quality, which is reflected in the higher AOV and higher conversion ratio from GMV to revenue.



2022Q3 Financial Highlights

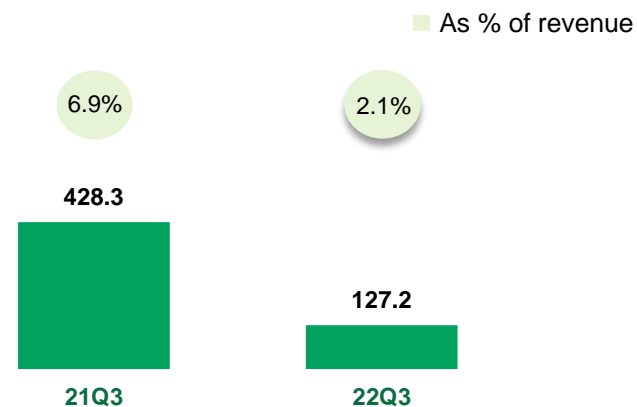
Fulfillment Expenses

RMB (M)



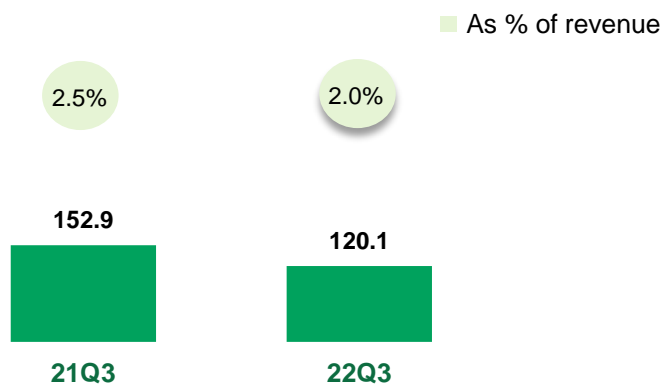
Sales and Marketing Expenses

RMB (M)



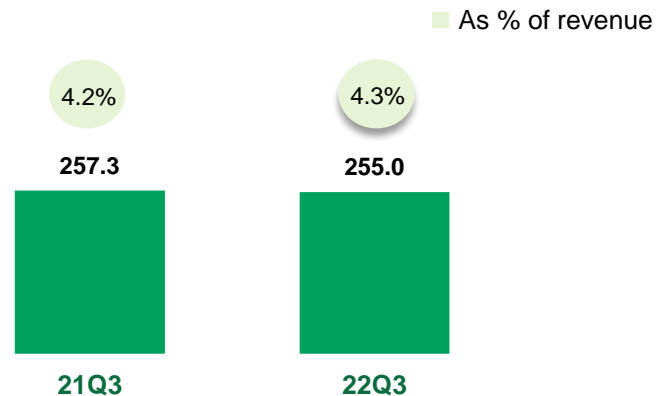
G&A Expenses

RMB (M)



Product Development Expenses

RMB (M)



Note: all expenses above are GAAP measures including SBC

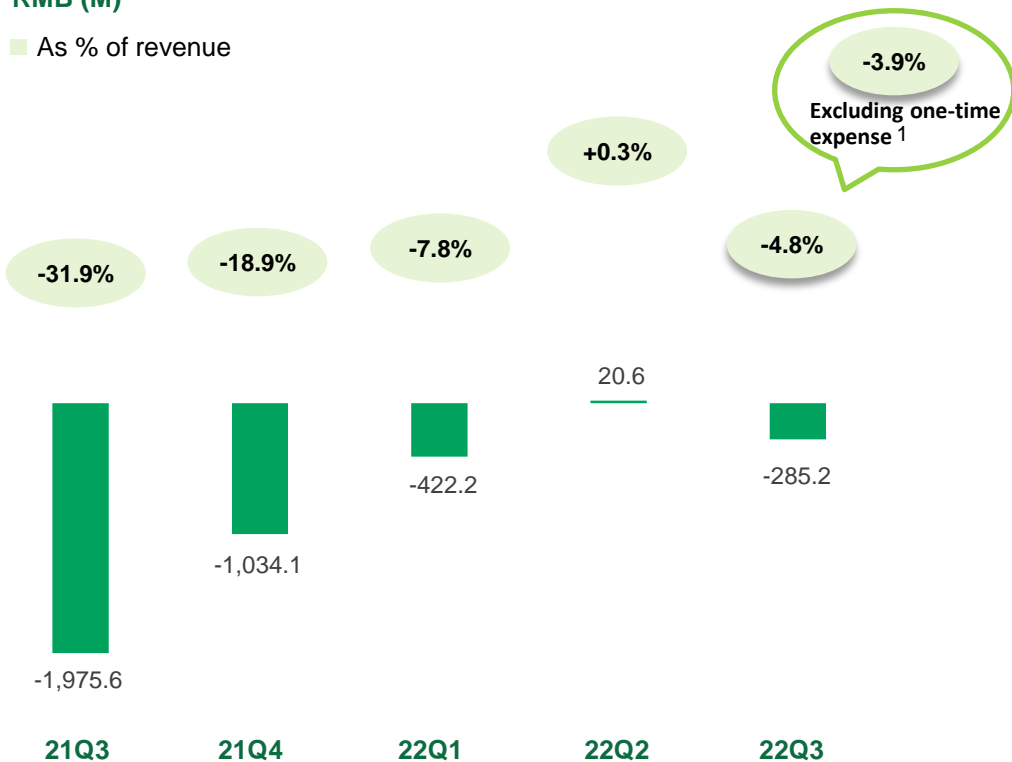


2022Q3 Financial Highlights

Non-GAAP Net (Loss) / Profit

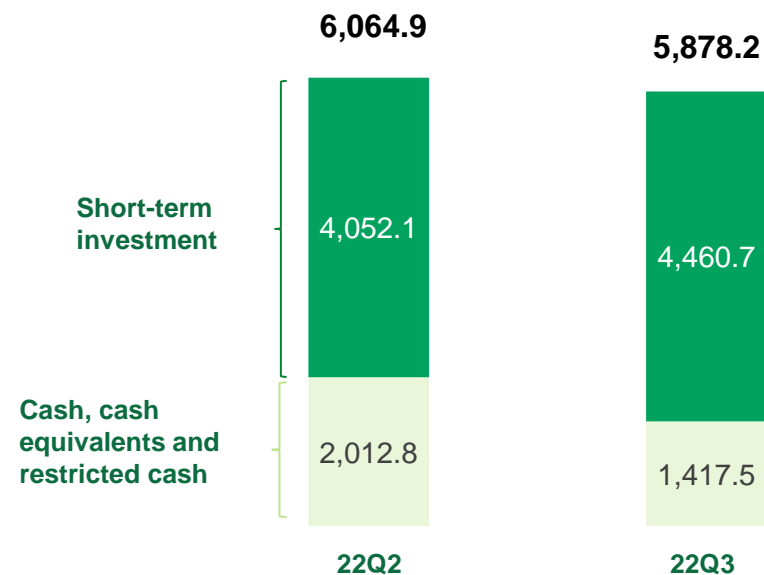
RMB (M)

■ As % of revenue



Cash Position

RMB (M)



Note 1: One-time expenses mainly include the expenses and losses occurred when frontline fulfillment stations were shut down.



Guidance for the Fourth Quarter 2022

2022Q4

- **GMV**

Return to our year-over-year growth trajectory

- **Net loss margin**

Nearing break even on a non-GAAP basis in 2022Q4



THANK YOU