

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

Dingdong (Cayman) Limited 2022Q4 Results

February 2023

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2022Q4 Operation Results Summary

All figures in RMB terms

Revenue

6.2 billion

■ YoY +13.1%

Net Profit

Margin

■ GAAP net profit: 49.9million
(milestone of profit)

■ +0.8%

■ Non-GAAP net profit: 115.8million
(+39.1% comparing to 21Q2, when IPO)

■ +1.9%

Cash Inflow

- Net cash provided by operating activities:
682.1million
(Positive in 2022 full year)

Cash Position

- Cash and cash equivalents 1.86billion
- Short-term investments 4.64billion

Product Development Capabilities



Outlook

Existing Market



User needs



Scale



Profitability

Innovation

More healthier prepared food and clean label products



Healthier food

(For example: low-GI rice and pasta, low-carb bakery products, low-carb beer, high-fiber beverages, and low-fat and low-sodium seasonings)



More products with higher nutritional and health values

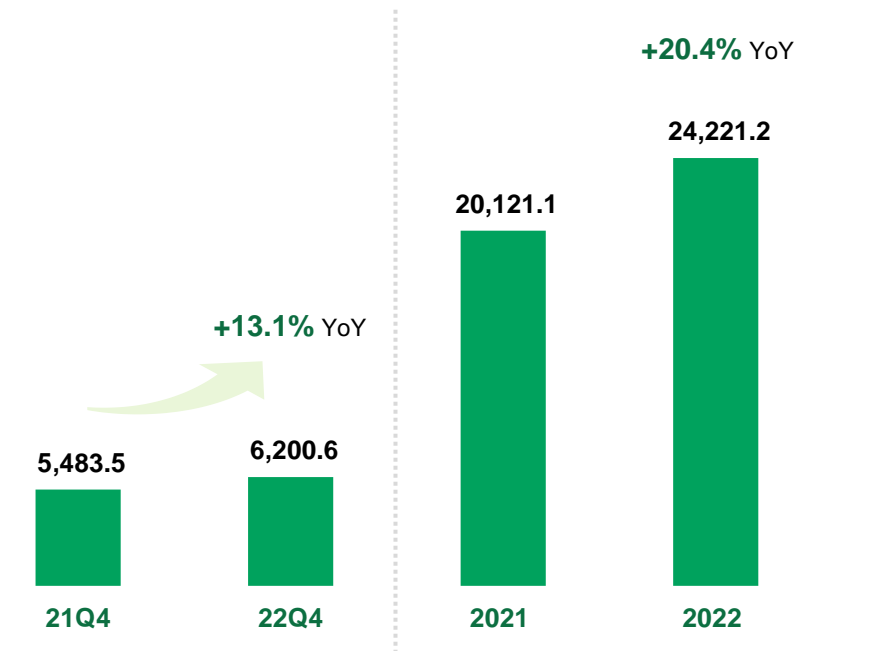


Personalized food consumption scenario: Qingyang Planet

2022Q4 Financial Highlights

Revenue

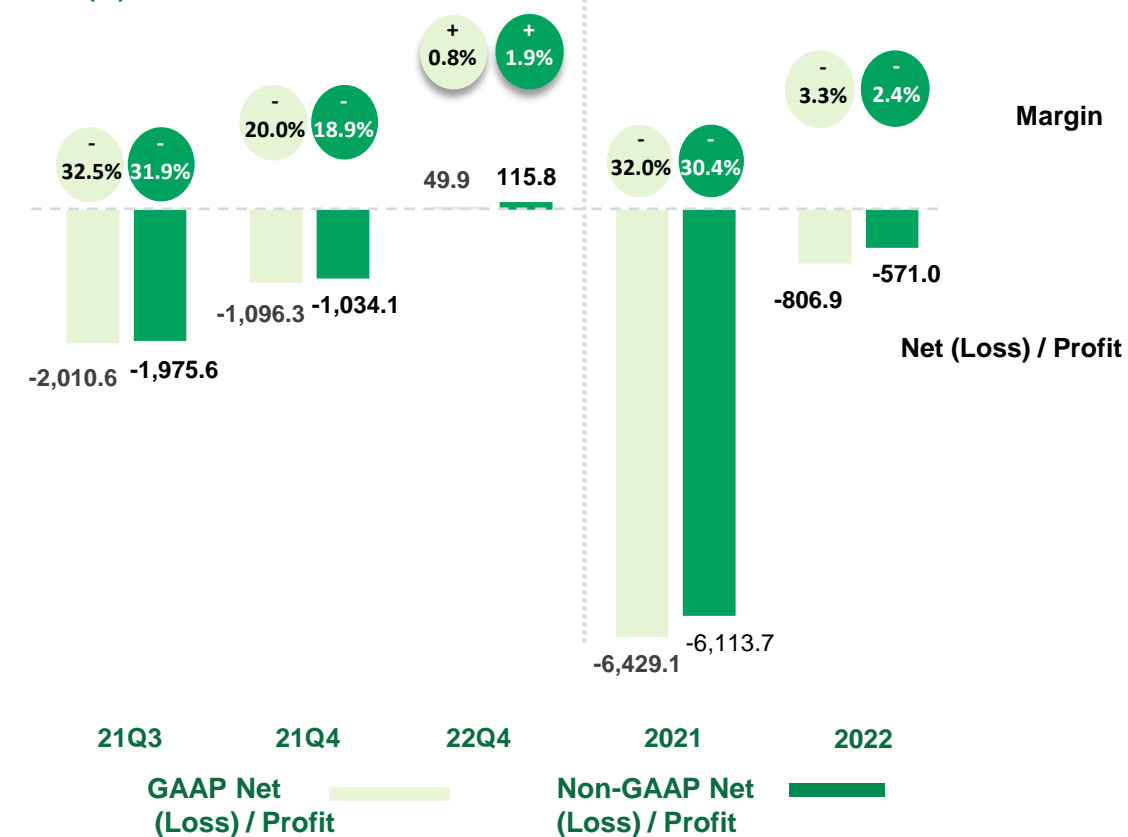
RMB (M)



■ Conversion Rate (GMV to Revenue): **92.3%** YoY **+3.7%**

Net (Loss) / Profit

RMB (M)

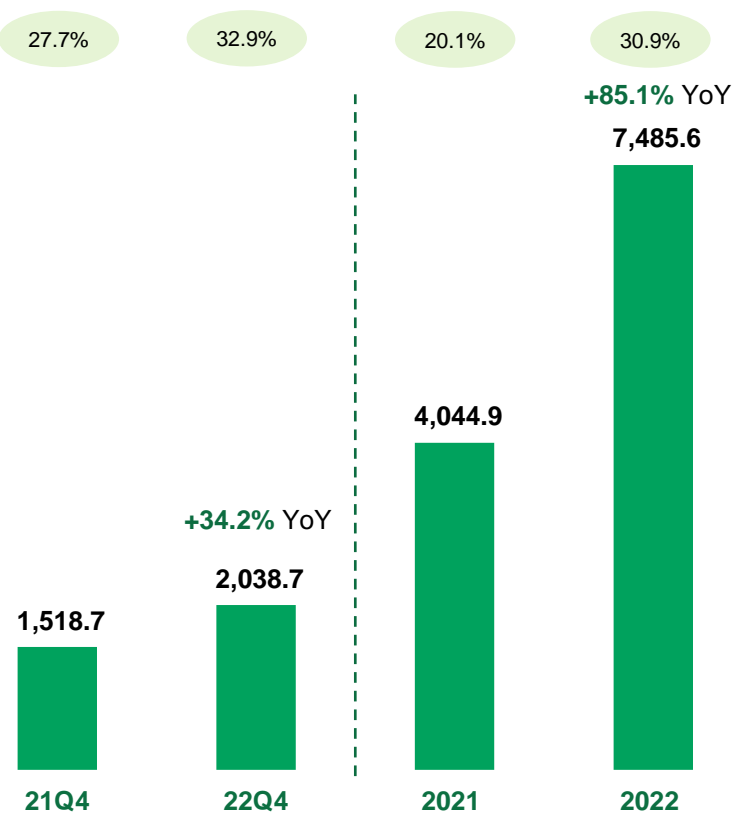


2022Q4 Financial Highlights

Gross Profit

RMB (M)

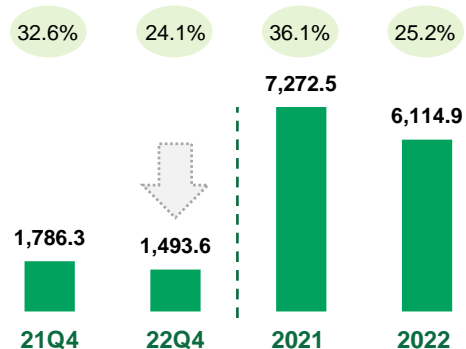
As % of revenue



Fulfillment Expenses

RMB (M)

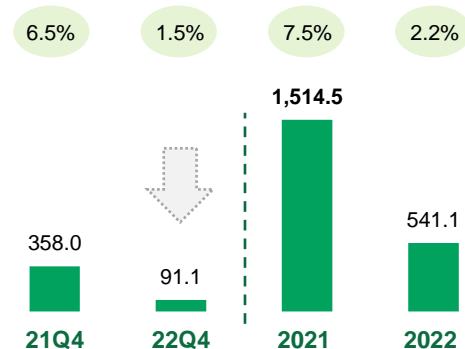
As % of revenue



Sales and Marketing Expenses

RMB (M)

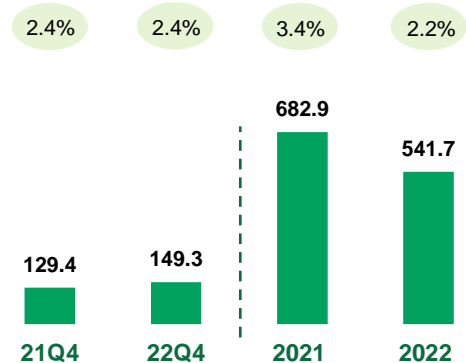
As % of revenue



G&A Expenses

RMB (M)

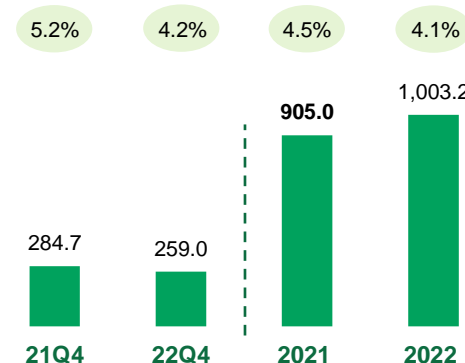
As % of revenue



Product Development Expenses

RMB (M)

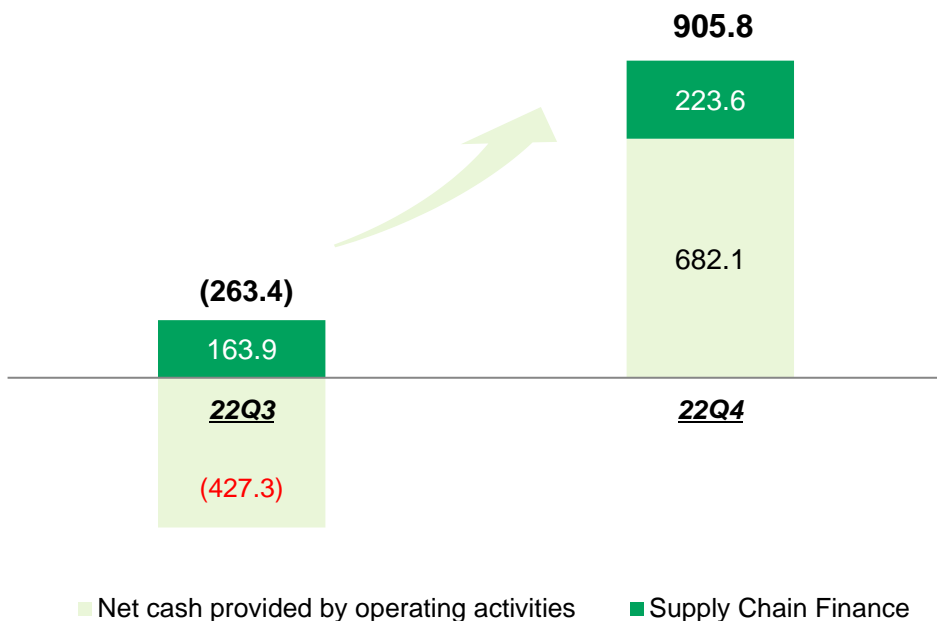
As % of revenue



2022Q4 Financial Highlights

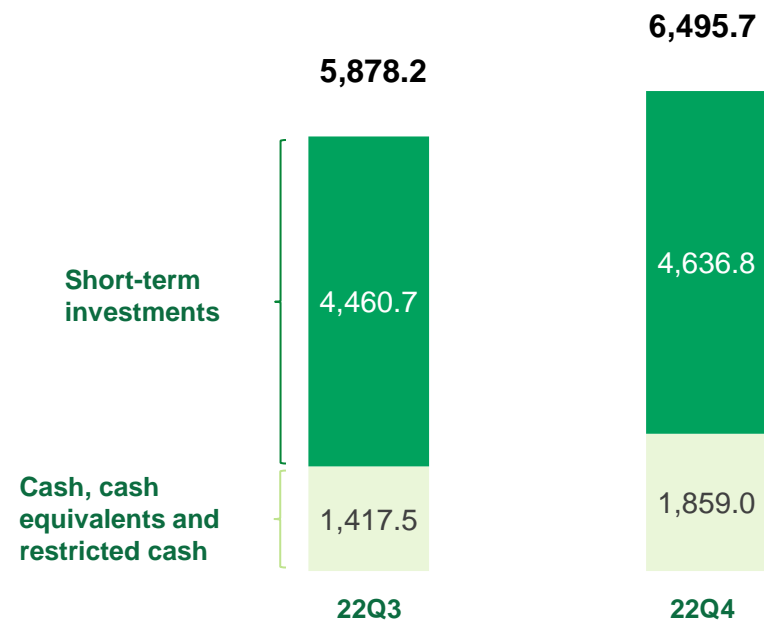
Operating Cash Inflow (Outflow)

RMB (M)



Cash Position

RMB (M)



Guidance for the First Quarter and Full Year of 2023

2023 Outlook

- 2023Q1 Non-GAAP net profit break even
- 2023 Full Year Non-GAAP net profit break even

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THANK YOU