



Dingdong (Cayman) Limited 2023Q2 Results

September 2023

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2023Q2 Financial and Operational Results

All figures in RMB terms

GMV & Revenue

■ GMV: **5.3**billion ■ Revenue: **4.8**billion

Reason

1. High base effect in 2022Q2 due to COVID restrictions in China.
2. Increased traveling during the Labor Day and Dragon Boat holidays in 2023Q2 also drove down the consumer demand.
3. Withdrawal from several cities in 2022 and in 2023Q2, due to difficulties in attaining profitability in these markets in the short term.

Non-GAAP Net Profit

■ Three consecutive quarters of positive non-GAAP net profit

Margin

■ 2023Q2 non-GAAP net profit: **7.5** million ■ **+0.2%**

■ 2023Q3 and full year guidance ■ Breakeven

Operating highlights

■ Monthly user order frequency YoY
+5.0%



■ Quarterly average revenue per user (ARPU) YoY
+7.8%



■ Members GMV penetration rate YoY
+10.0 percentage points



Product Development Capabilities



叮咚美麒麟
DELICIOUS KYLIN

Deliciousness

Uniqueness

Few/zero Additives



Free-Range
Silkie Chicken

Average monthly exposure **+200%** ↗

Transaction volume **+360%** ↗

30-day repurchase rate **+5.4 percentage points** ↗



Striped Mochi Roll

Average weekly exposure **+80%** ↗

Average weekly revenue **+200%** ↗

Exclusive Member Benefits



Customized nearly **100**
high-quality products
for members in East China.



Free Dishes



Member-exclusive
Products



Member-exclusive
Discounts



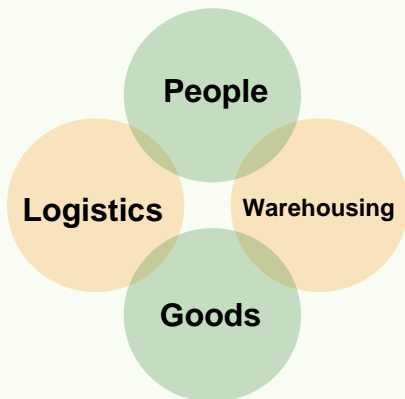
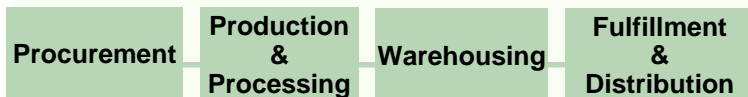
Super Member
Days

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	YoY	QoQ
Member GMV Contribution	■ +10.0 percentage points	■ +2.4 percentage points
Member Order Frequency	■ +9.0%	■ +5.2%
Member Quarterly ARPU	■ +10.8%	

Supply Chain Construction

Digital Management



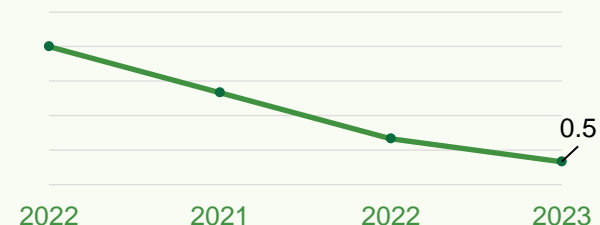
Category Operations

Intelligently Predict Order Size



Operating Efficiency

Operational efficiency has been improved with thousands of frontline fulfillment stations processing millions of FDC-SKUs daily.



A decrease of nearly 1 percentage point in the "full chain loss rate" of all categories in each of the past three years

Loss rate of unsalable goods is less than **0.5%**

Order volume in Q2 **+2.3%** sequentially.

Average daily order volume in Q2 in East China **+5%** sequentially

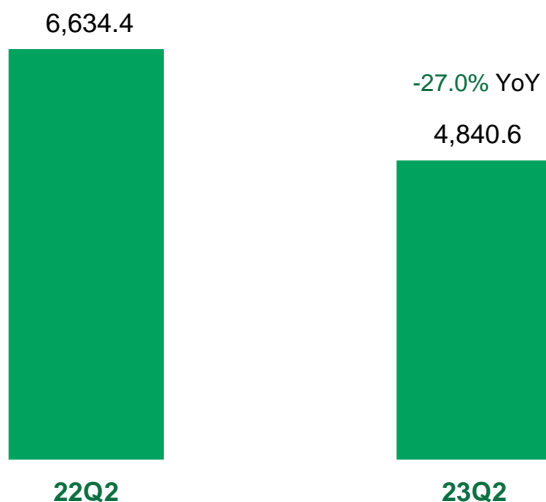
Upgraded, split, and optimized the layout of nearly **100** frontline fulfillment stations in East China

2023Q2 Financial Highlights

Three consecutive quarters of positive non-GAAP net profit

Revenue

RMB (M)

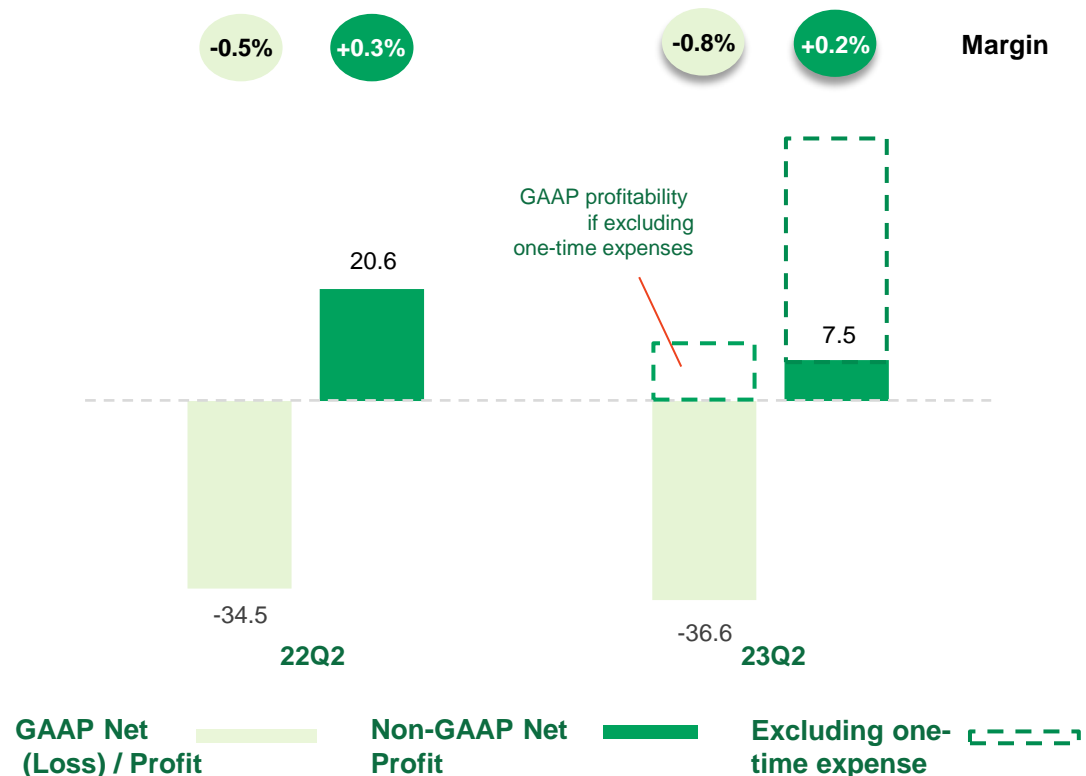


Reason

- High base effect in 2022Q2 due to COVID restrictions in China
- Increased traveling during the Labor Day and Dragon Boat holidays in 2023Q2 also drove down the consumer demand.
- Withdrawal from several cities in 2022 and in 2023Q2, due to difficulties in attaining profitability in these markets in the short term.

Net (Loss) / Profit

RMB (M)

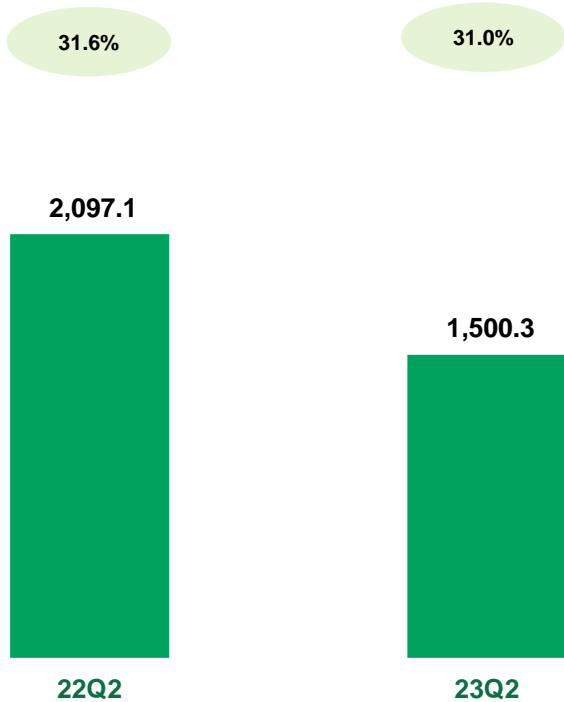


2023Q2 Financial Highlights

Gross Profit

RMB (M)

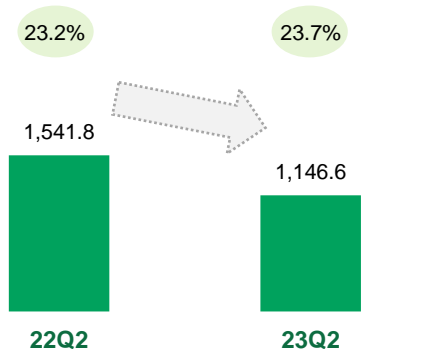
■ Gross Margin



Fulfillment Expenses

RMB (M)

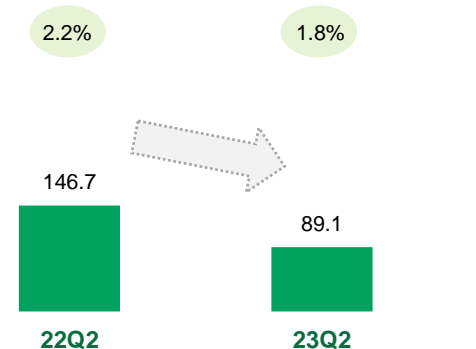
■ As % of revenue



Sales and Marketing Expenses

RMB (M)

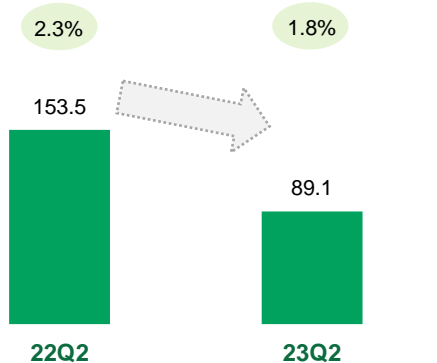
■ As % of revenue



G&A Expenses

RMB (M)

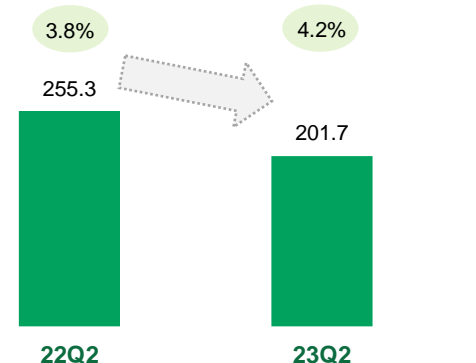
■ As % of revenue



Product Development Expenses

RMB (M)

■ As % of revenue



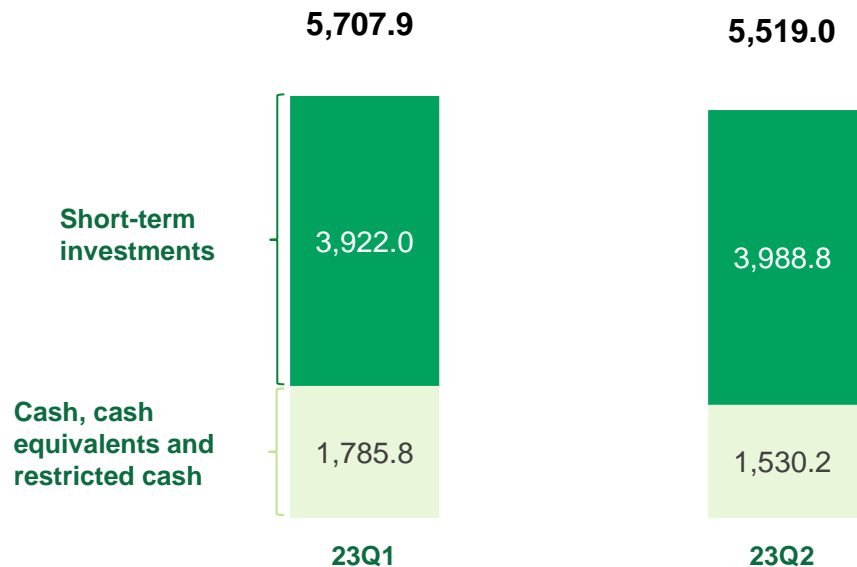
Note: The fees and rates in the above figure are based on GAAP standards.



2023Q2 Financial Highlights

Cash Position

RMB (M)



■ Short-term borrowings and supply-chain financial loans

Decreased **127million**
vs 2023Q1

Guidance for the Third Quarter and Full Year of 2023

2023 Outlook

- 2023Q3 non-GAAP net profit break even
- 2023 Full Year non-GAAP net profit break even

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THANK YOU