

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 blue fish, a red bell pepper, a shrimp, a tomato, a red onion, a whole roasted chicken, a yellow apple, a carrot, a ham slice, and a salmon fillet. A large white curved shape on the left side of the slide contains the text.

# Dingdong (Cayman) Limited 2024Q2 Results

August 2024

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## 2024 Q2 Financial Highlights

All figures in RMB

Seven consecutive quarter of Non-GAAP profitability  
Two consecutive quarter of GAAP profitability  
Two consecutive quarter of year-over-year growth for GAAP, Non-GAAP profit and revenue

	Q2	YoY
<b>GMV</b>	<b>6.22 billion</b>	<b>+16.8%</b>
<b>Non-GAAP net profit</b>	<b>103 million</b>	<b>~13 times</b>
With margin	1.8%	+1.6 percentage points
<b>GAAP net profit</b>	<b>67.13 million</b>	<b>+103.73 million</b>
With margin	1.2%	+2.0 percentage points

## 2024 Q2 Operating Highlights

### Consistent increase in transacting users and ARPU

Monthly transacting users  
**~7.3 million**  
YoY+11.7%

Daily transacting users  
**~0.9 million**  
YoY+17%

DAU  
YoY+4.3%

Conversion rate of DAU to daily transacting users  
YoY+4.3  
percentage points

Monthly ARPU  
YoY+6%

### Enhancing product range and expanding into the leisure market

ARPU of leisure products  
**YoY+24%**

### Expanding of station network

Number of new frontline stations planned to launch in 2024

**~80**

Nearly 40 have already been opened

Daily order volume for these newly opened stations

**~800**

## Future growth drivers

### Sustained growth in Jiangsu, Zhejiang, and Shanghai

GMV YoY growth rate in these three regions in 2024H1

**Shanghai +9.5%**

**Zhejiang +22.7%**

**Jiangsu +22.6%**

GMV in some lower-tier cities

**Over 50% growth YoY**

### Overflow of supply chain capacity

Extend our reach to more business customers



Create value by expanding into international markets



# Outlook for the Third Quarter and Full Year of 2024

## 2024 Q3

- Non-GAAP net profit
- GAAP net profit
- GMV growth year over year

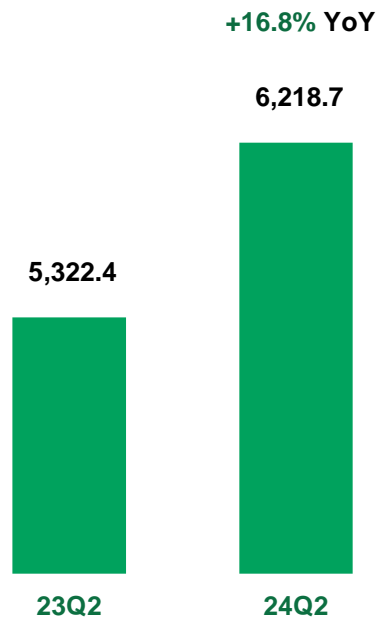
## 2024 full year

- Non-GAAP net profit
- GAAP net profit
- GMV growth year over year

# 2024Q2 Financial Highlights

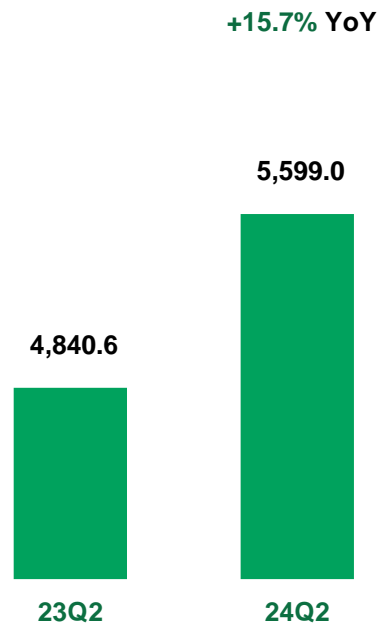
## GMV

RMB (M)



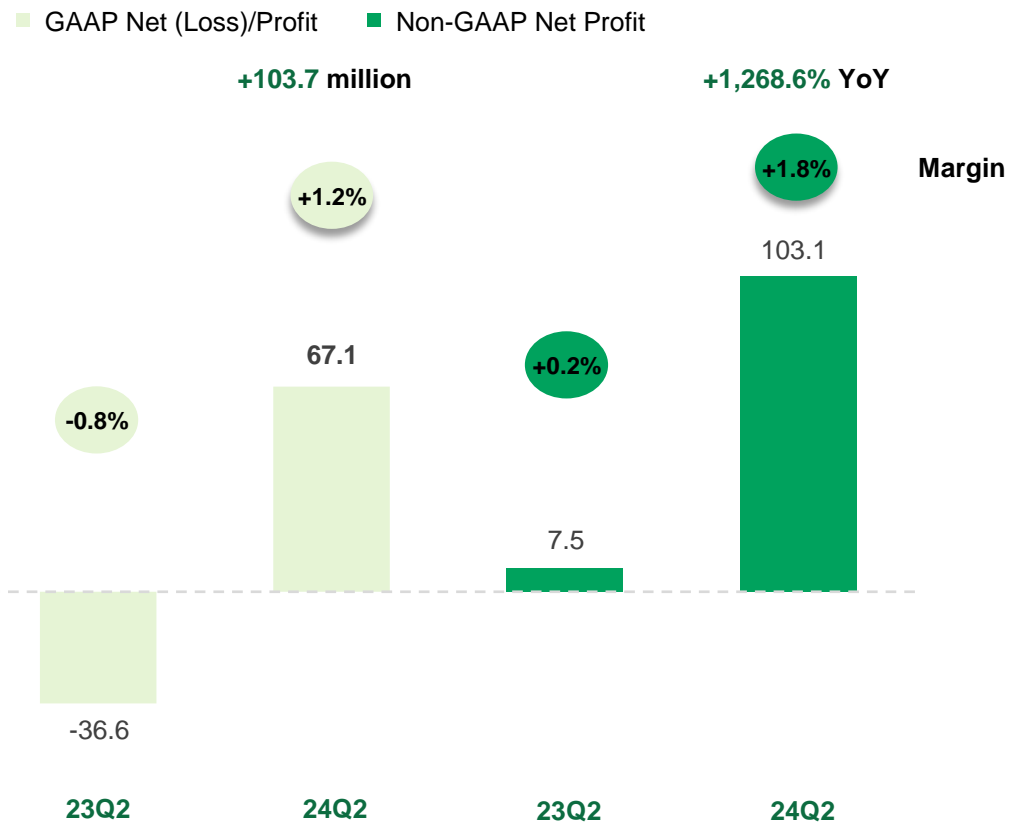
## Revenue

RMB (M)



## Non-GAAP/GAAP Net (Loss)/Profit

RMB (M)



- Shanghai, Jiangsu, and Zhejiang saw impressive year-over-year growth rates of 16.5%, 28.5%, and 30.4%
- Beijing region returned to positive growth, with an 8.5% year-over-year increase
- In June, all regions, including Guangzhou and Shenzhen, achieved year-over-year positive growth, with same-store growth rate reaching 21.6% nationwide

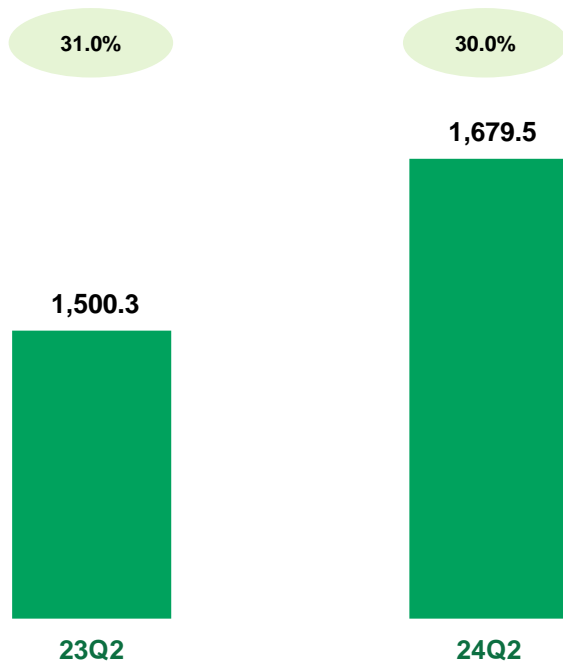


# 2024Q2 Financial Highlights

## Gross Profit

RMB (M)

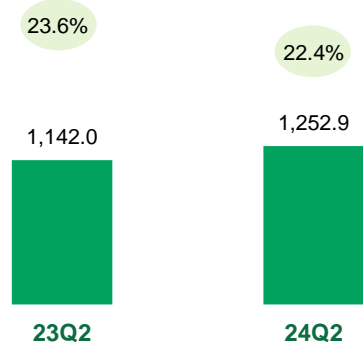
■ Gross Margin



## Fulfillment Expenses

RMB (M)

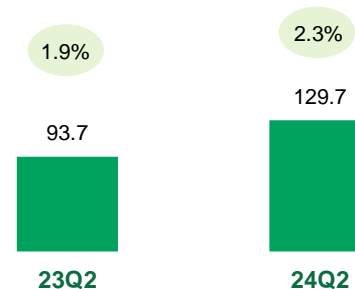
■ As % of revenue



## Sales and Marketing Expenses

RMB (M)

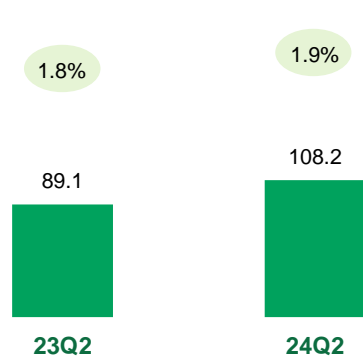
■ As % of revenue



## G&A Expenses

RMB (M)

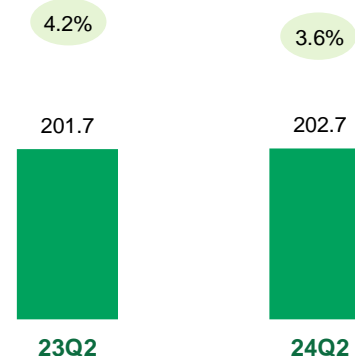
■ As % of revenue



## Product Development Expenses

RMB (M)

■ As % of revenue



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

# 2024Q2 Financial Highlights

**RMB245.7 million** positive operating cash inflow

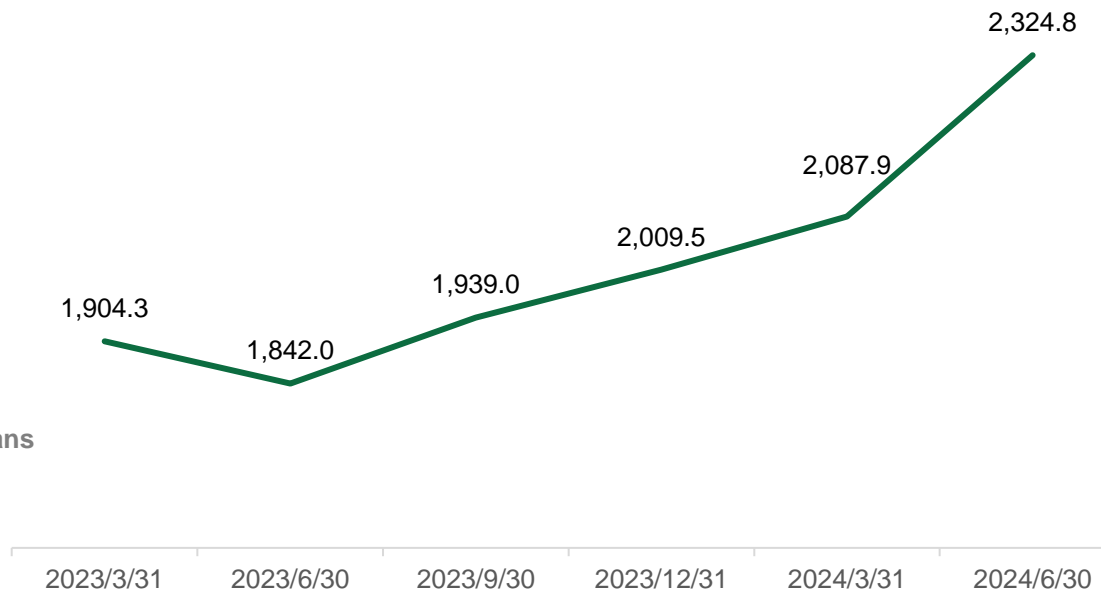
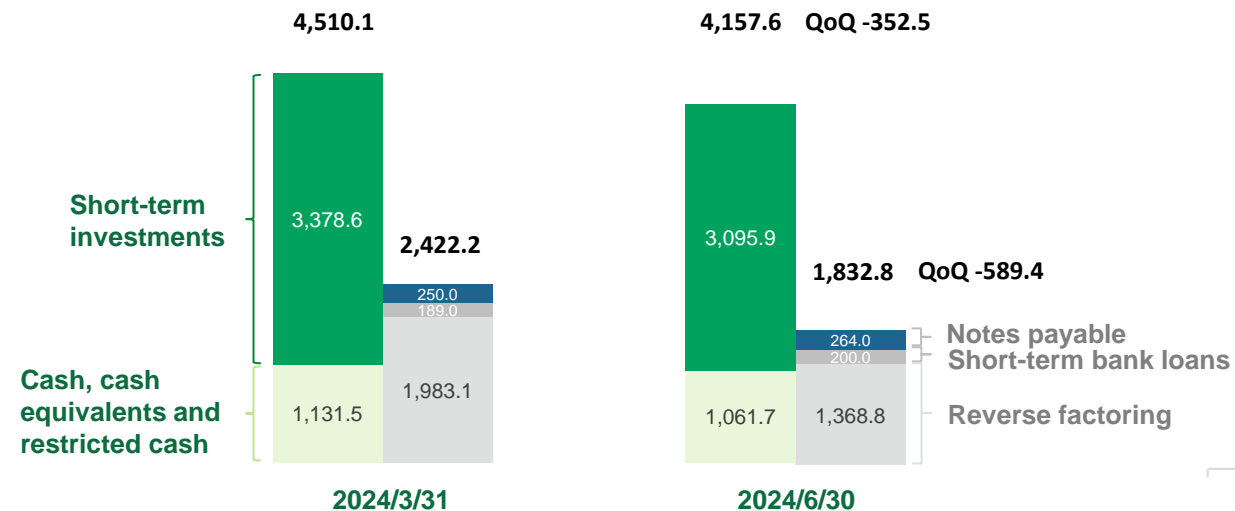
**RMB2.32 billion** self-owned fund balance, a net increase for the fourth consecutive quarter

## Cash and Short-term Borrowing Position

RMB (M)

## Self-owned Fund Balance

RMB (M)



Note 1 Self-owned fund balance=Cash and cash equivalents + Restricted cash + Short-term investments - Reverse factoring - Short-term bank loans - Notes payable



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THANK YOU