

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 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 2024Q3 Results

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November 2024

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# 2024Q3 Financial Highlights

All figures in RMB

Eight consecutive quarter of Non-GAAP profitability  
Three consecutive quarter of GAAP profitability  
Three consecutive quarter of year-over-year growth for GAAP, Non-GAAP profit and GMV  
GAAP, Non-GAAP profit and GMV reached new quarterly highs

Q3

YoY

**GMV**

**7.27 billion**

**+28.3%**

**Non-GAAP net profit**

**162 million**

**+9.4 times**

With margin

2.5%

+2.2 pp

**GAAP net profit**

**133 million**

**+62.4 times**

With margin

2.0%

+2.0 pp

# 2024Q3 Operating Highlights

## User Base

Monthly transacting users

**8.22 million**  
YoY+24.5%

Monthly ARPU for all users

**YoY +6.4%**

Monthly ARPU for members

**RMB 540**  
YoY+8.8%

Average monthly orders per user

**4.4 orders**  
YoY+6.1%

Average monthly orders per member

**7.6 orders**  
YoY+9.8%

## Accelerated Growth in Jiangsu, Zhejiang, and Shanghai

GMV

Shanghai	Jiangsu and Zhejiang, each
<b>YoY+24.5%</b>	<b>YoY +40%</b>
Beijing	Guangzhou-Shenzhen regions
<b>YoY+14.6%</b>	<b>YoY+2.9%</b>

Daily order volume per station

Shanghai	Jiangsu and Zhejiang, each
<b>Nearly 1,700 orders</b>	<b>More than 1,000 orders</b>

Frontline fulfillment stations

As of September 30

Newly opened stations	Daily order volume for newly opened stations
<b>80</b>	<b>866 orders</b>

Target for new fulfillment station openings in 2024

**~110**

**Over 50% year-over-year growth in GMV in 14 cities nationwide**

## Product Development Capabilities

**45 strategic categories, contributing to more than half of the year-over-year increase in total GMV**

# Outlook for the Forth Quarter and Full Year of 2024

## 2024 Q4

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

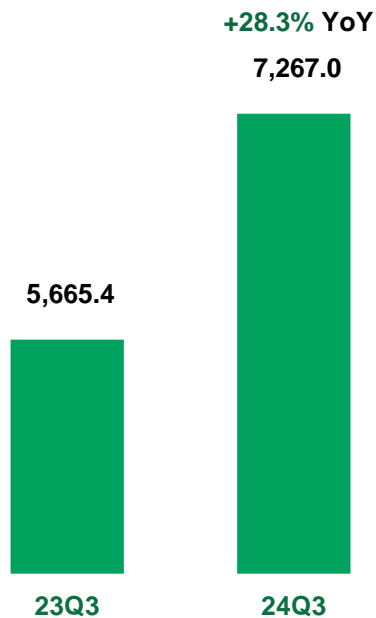
## 2024 full year

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

# 2024Q3 Financial Highlights

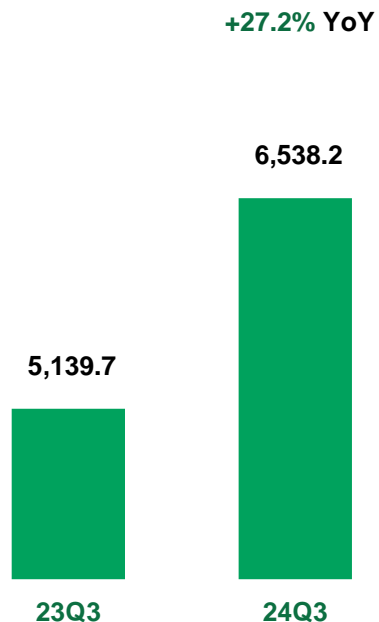
## GMV

RMB (M)



## Revenue

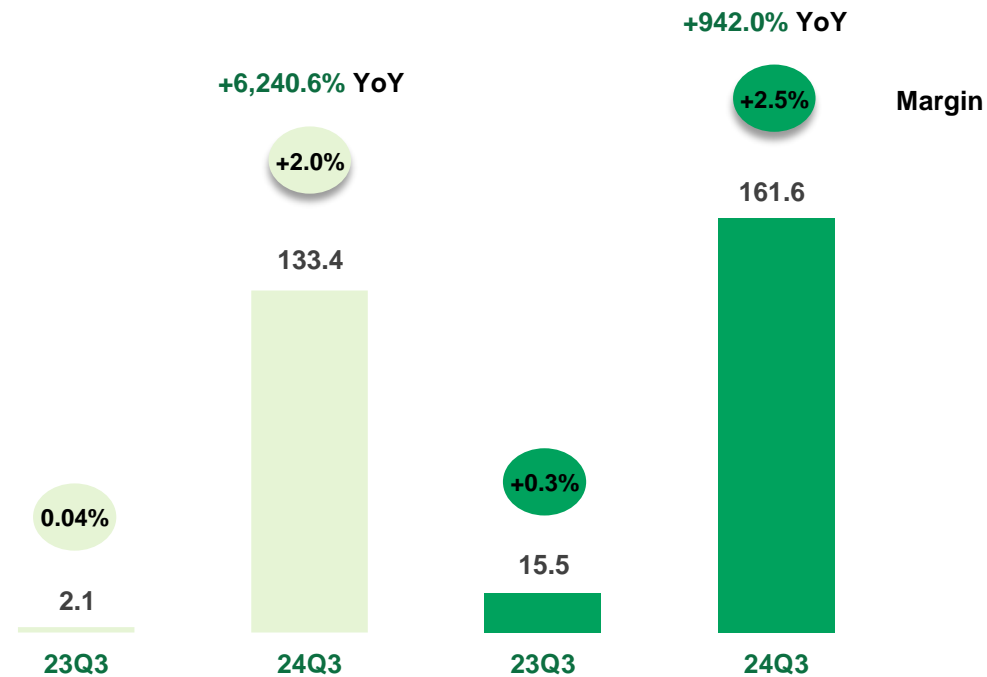
RMB (M)



## Non-GAAP/GAAP Net Profit

RMB (M)

■ GAAP Net Profit    ■ Non-GAAP Net Profit

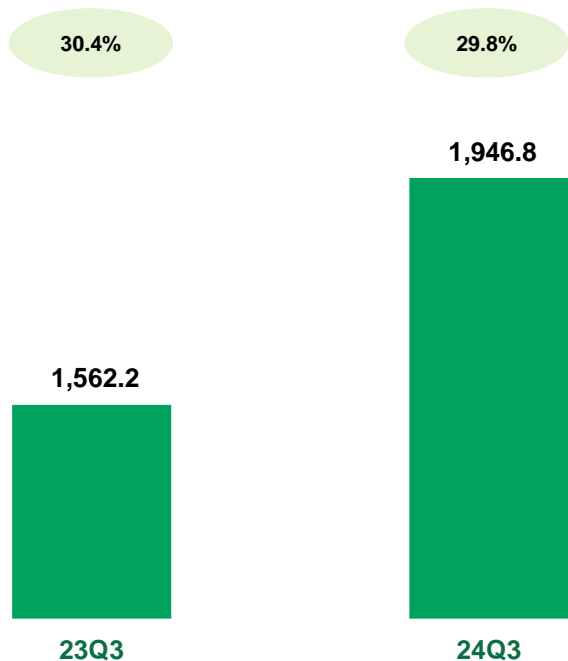


# 2024Q3 Financial Highlights

## Gross Profit

RMB (M)

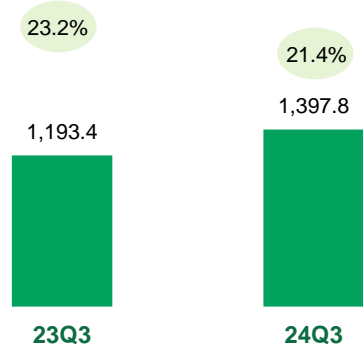
■ Gross Margin



## Fulfillment Expenses

RMB (M)

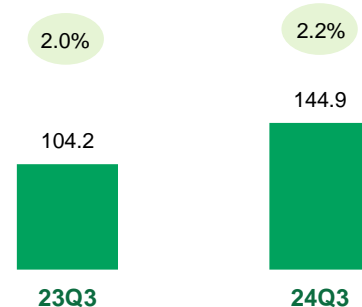
■ As % of revenue



## Sales and Marketing Expenses

RMB (M)

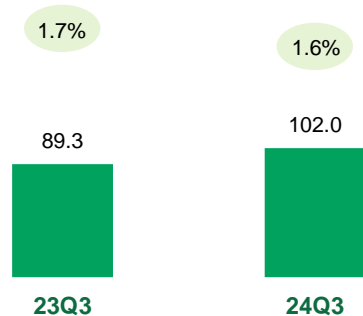
■ As % of revenue



## G&A Expenses

RMB (M)

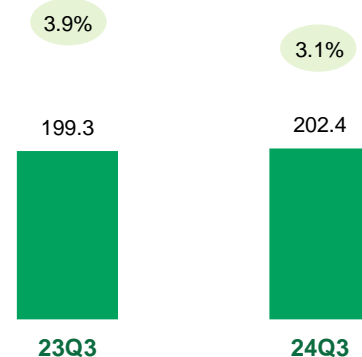
■ As % of revenue



## Product Development Expenses

RMB (M)

■ As % of revenue



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



# 2024Q3 Financial Highlights

**RMB397.6 million** positive operating cash inflow

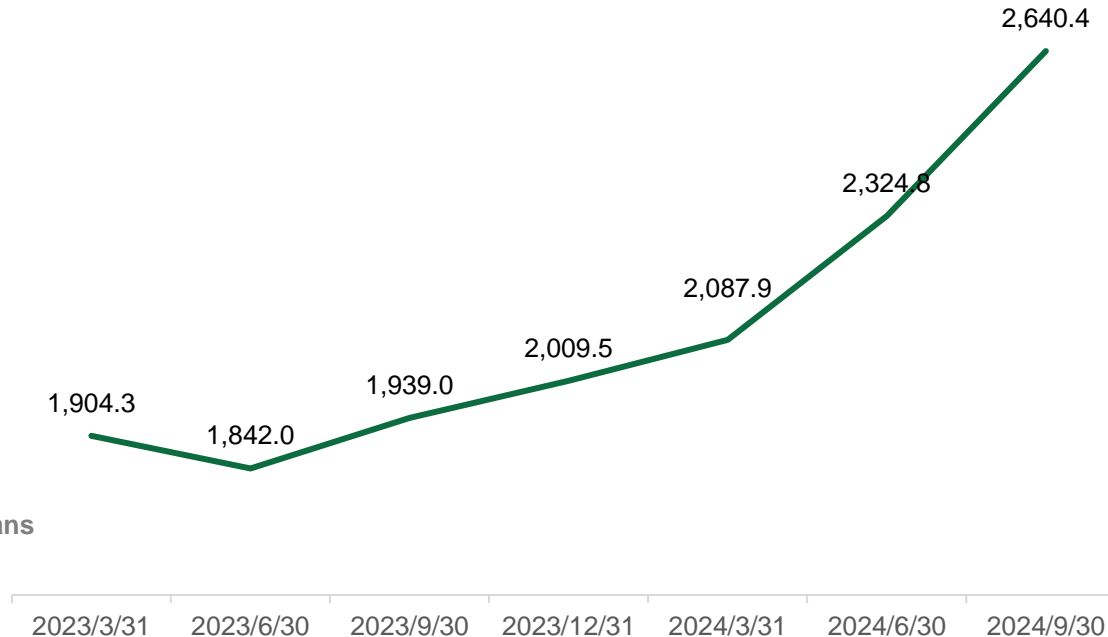
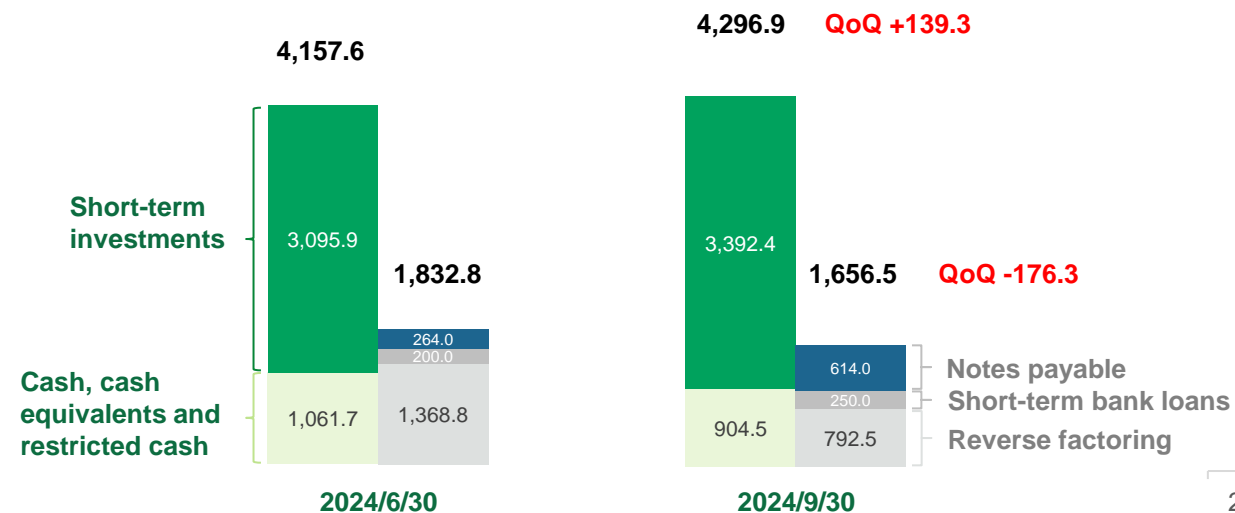
**RMB2.64 billion** self-owned fund balance, a net increase for the fifth consecutive quarter

## 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