

The background features a light-colored wooden plank 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 red bell pepper, a shrimp, a tomato, a red onion, a whole roasted chicken, a yellow apple, a carrot, a cucumber slice, and a ham slice. A large white curved shape on the left side contains the text.

Dingdong (Cayman) Limited 2024Q1 Results

May 2024

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2024 Q1 Financial Highlights

All figures in RMB

Sixth consecutive quarter of non-GAAP profitability
GAAP profitability
Both made record highs for the past 12 months

	Q1	YoY	March	YoY
GMV	5.53 billion	+1.4%	1.97 billion	+6.5%
		Affected by: <ul style="list-style-type: none"> • Strategic suspension of operations in a number of cities and stations. If excluding the impact of that in Sichuan, Chongqing, Guangzhou, and Shenzhen, the existing GMV increased by 4.4% year-over-year • More outbound residents from Jiangsu, Zhejiang, and Shanghai during this Chinese New Year • CPI impact 		
Net profit	12.3 million With margin 0.2%	+64.7 million		
Non-GAAP net profit	41.5 million With margin 0.8%	+583.2%	41.5 million With margin 2.3%	+76.8%
Net operating cash inflow	94.8 million	+401.6 million		

Leading fresh grocery supply chain capabilities

The Fundamental Principle for Success in the fresh grocery industry:
Enhance end-to-end efficiency continuously

1

Ensure A High Caliber
for Product Quality

Direct sourcing
Order-based production
Self-operated regional processing center
Self-operated in-house production
"7+1" quality control system

2

Improved
End-to-end Efficiency
& Gross Profit Margin

Turnover period for fresh groceries
5 days
End-to-end loss rate
1.5%
Shorter credit periods
A better supply chain ecosystem

3

Broaden Scope of
Development Potential

More High-quality products into more channels
Advanced digital supply chain system
can empower more industries

Outlook for the Second Quarter and Full Year of 2024

For 2024Q1

- Exceeded our expectations for revenue and net profit

For 2024Q2

- 2024Q2 non-GAAP net profit
- 2024Q2 GAAP net profit
- 2024Q2 GMV growth year over year

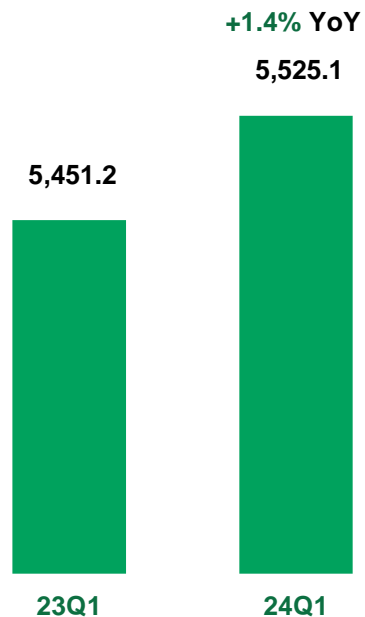
For 2024 full year

- 2024 non-GAAP net profit
- 2024 GAAP net profit
- 2024 GMV growth year over year

2024Q1 Financial Highlights

GMV

RMB (M)



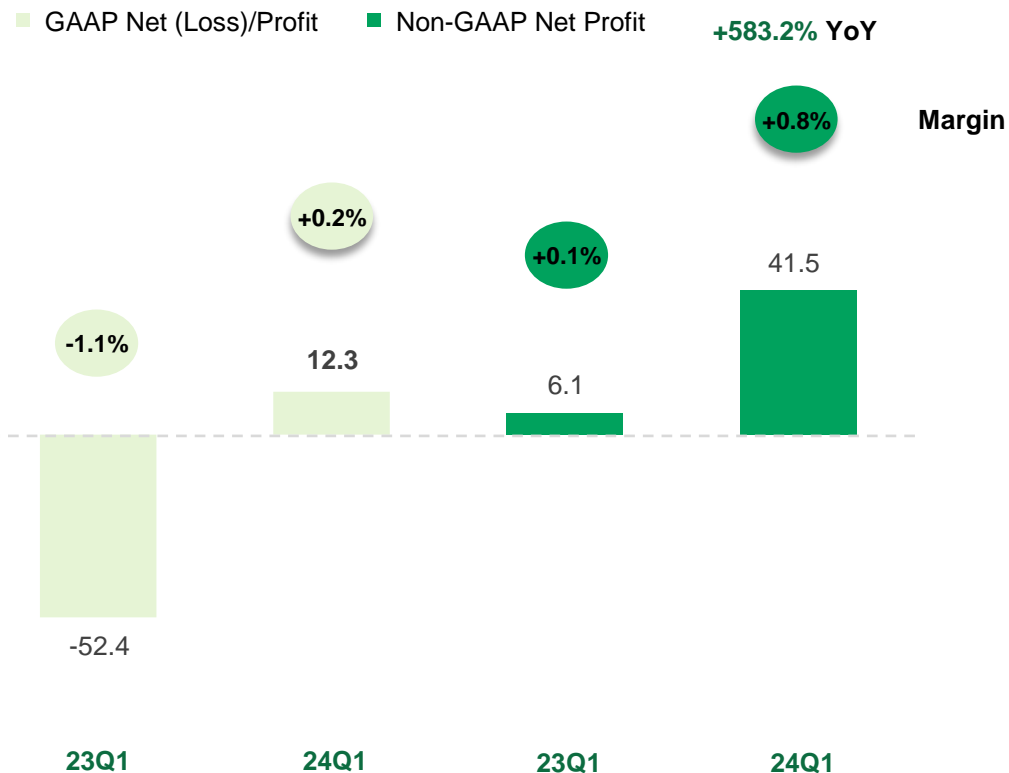
Revenue

RMB (M)



Non-GAAP/GAAP Net (Loss)/Profit

RMB (M)



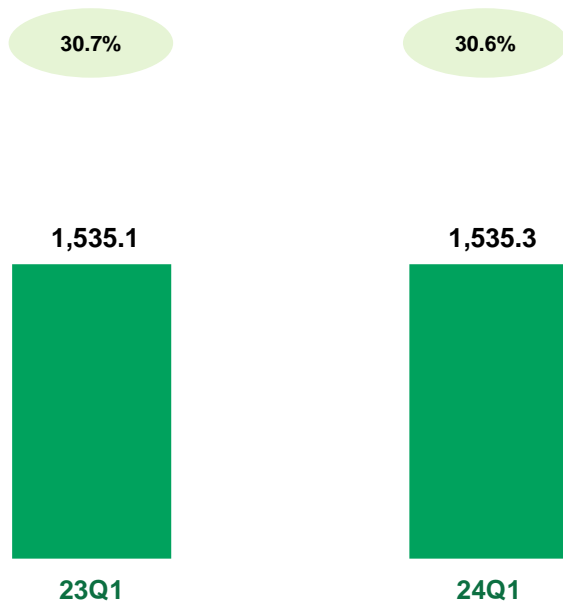
- Number of orders increased by 3.5% year over year
- GMV of Shanghai rebounded and achieved 2.7% year over year growth in Q1 and almost 10% year over year growth in March.
- GMV of Jiangsu and Zhejiang achieved year over year growth of 16.6% and 14.8%, respectively, in Q1.
- 15 new frontline stations in Jiangsu and Zhejiang in Q1.

2024Q1 Financial Highlights

Gross Profit

RMB (M)

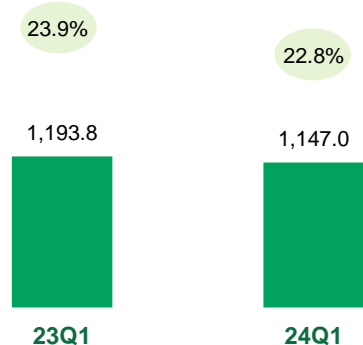
Gross Margin



Fulfillment Expenses

RMB (M)

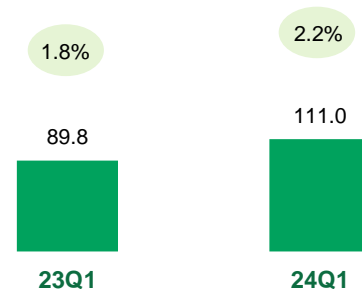
As % of revenue



Sales and Marketing Expenses

RMB (M)

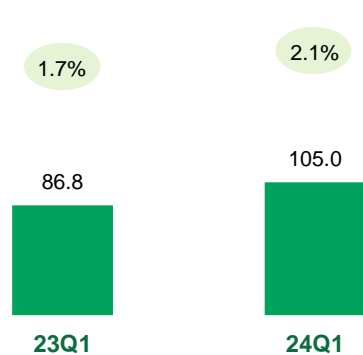
As % of revenue



G&A Expenses

RMB (M)

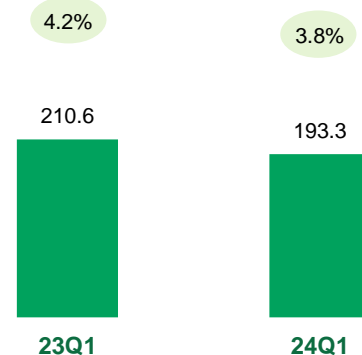
As % of revenue



Product Development Expenses

RMB (M)

As % of revenue



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

2024Q1 Financial Highlights

RMB94.8 million positive operating cash inflow

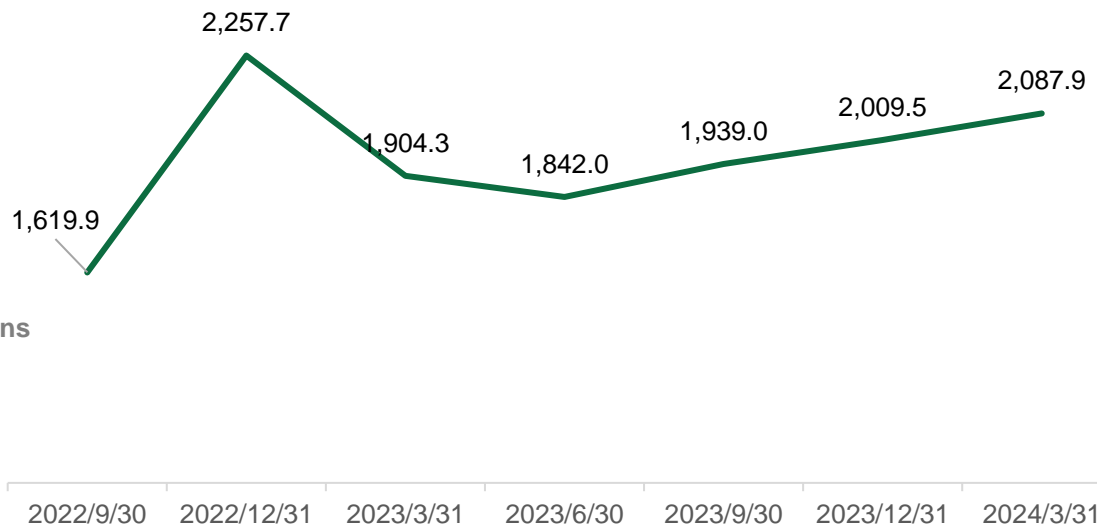
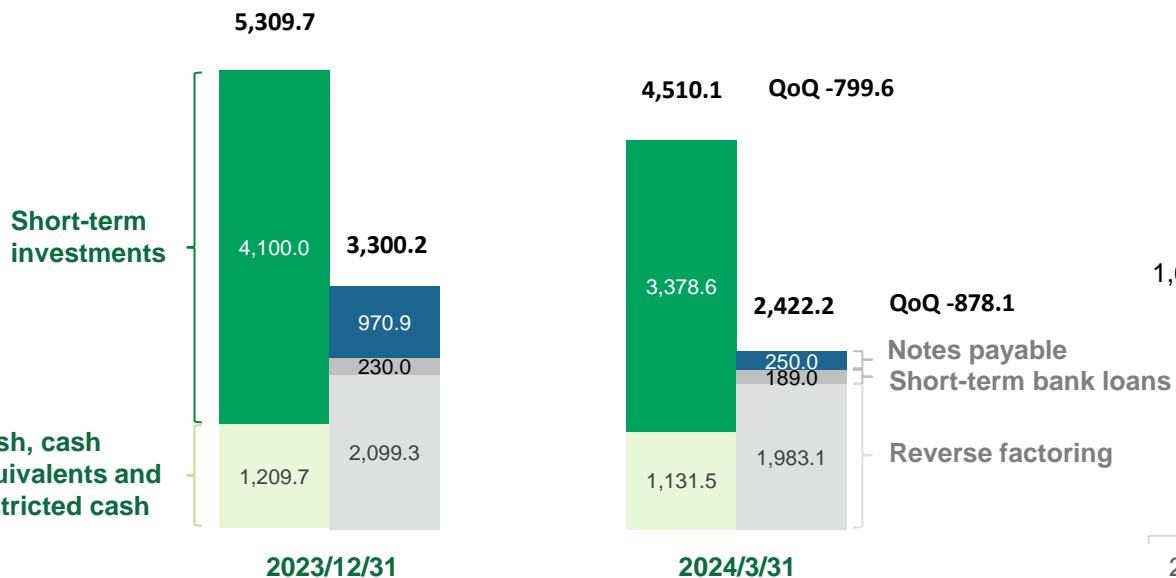
RMB2.09 billion self-owned fund balance, a net increase for the third consecutive quarter

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