

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 cabbage, a green cucumber, a tomato, a yellow bell pepper, a fish, a shrimp, a red bell pepper, a tomato, an onion, a whole chicken, a yellow apple, a carrot, and a ham. A large white curved shape on the left side contains the text.

Dingdong (Cayman) Limited 2021Q4 Results

February 2022

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Our Mission

***To Make Fresh Groceries as Available
as Running Water to Every Household***

In 2021 Q4, We Achieved Quality Growth with Significantly Improved Margin



72.0%

YoY Growth in
Revenue



13.0 pct

QoQ decline in
Non-GAAP Net Loss Margin



10.2%

GMV % from Private Label
Products



6.5%

GMV % from self-produced
/processed products



14.9%

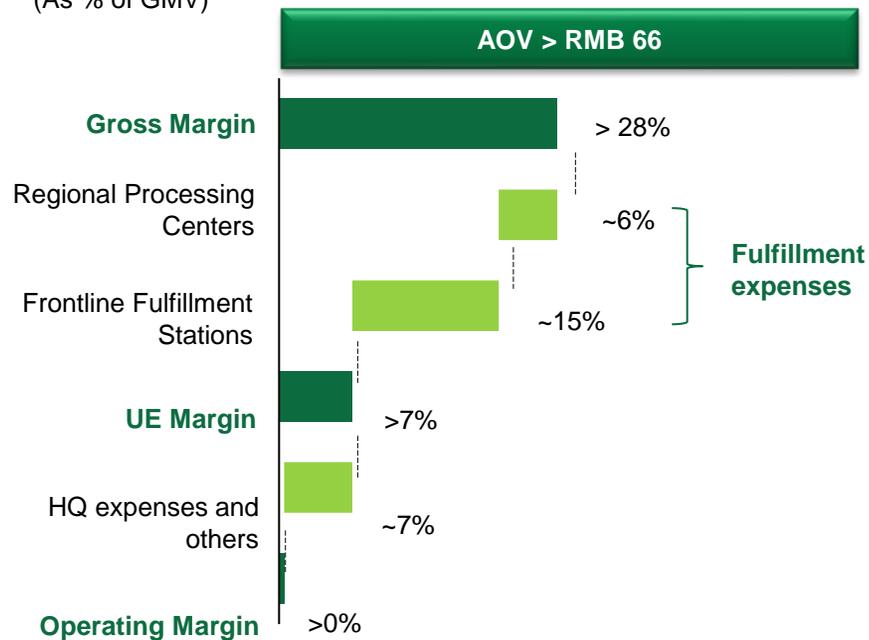
GMV % from pre-prepared
meals (预制菜)

Profitability of Frontline Fulfillment Grid Model Has Been Proven

Operating Margin Has Turn Positive in Shanghai

Illustrative Analysis of UE in Shanghai (1)(2)

(As % of GMV)



Superior User Experience

High Scalability

Operational Efficiency

Advantages of Frontline Fulfillment Grid Model

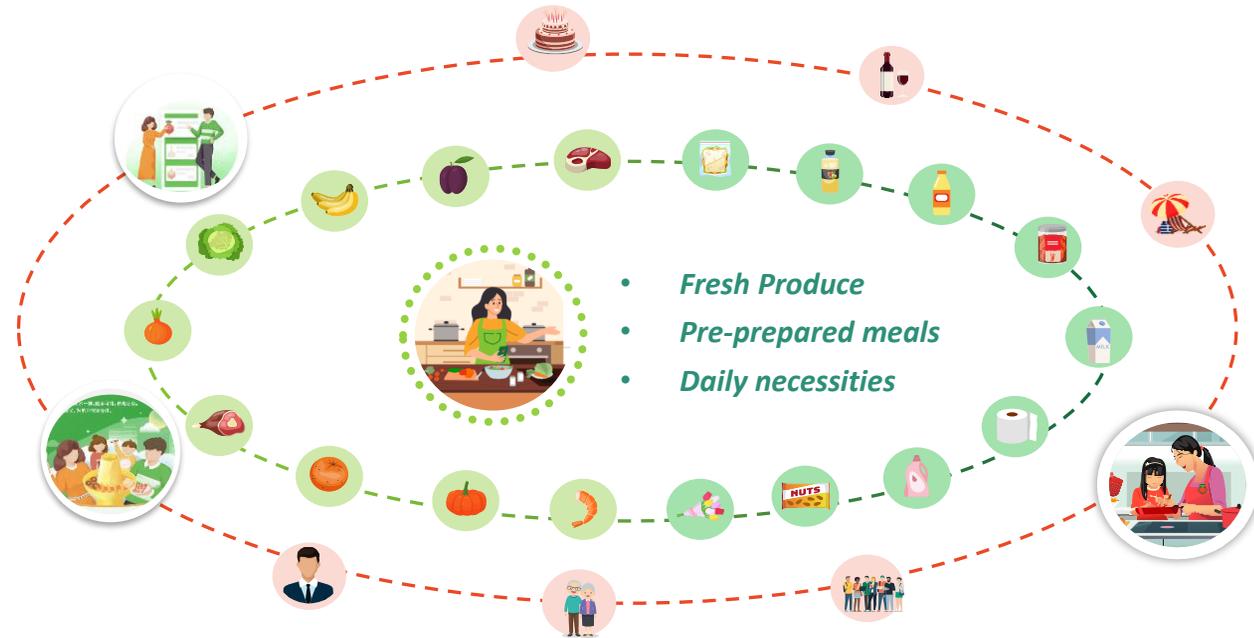
- ✓ Better quality for fresh produce
- ✓ More Efficient Supply Chain
- ✓ More Efficient Society
- ✓ More Convenient



(1) Based on unaudited financials in December 2021; Excludes share-based compensation

(2) HQ expenses and others include G&A, R&D, sales and marketing expenses, Dingdong Guyu and Agriculture, but not include Dingdong Xiaoman, the 2B business

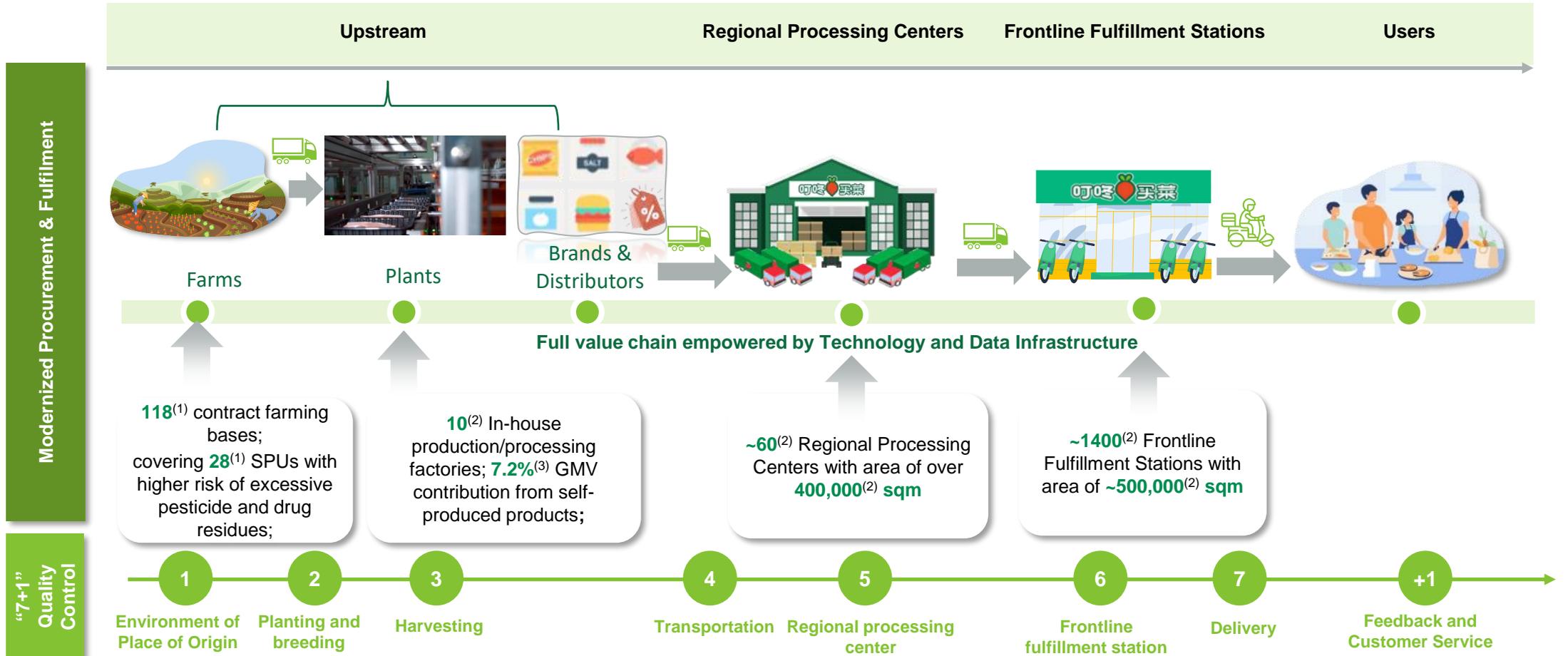
Our Growth Driver Shift to Differentiated Product Capabilities



Key Initiatives to Improve Product Capabilities:

- ✓ Optimize product mix
- ✓ Create More Consumption Scenarios
- ✓ Develop Private Label Products
- ✓ Expand Investment in Infrastructure

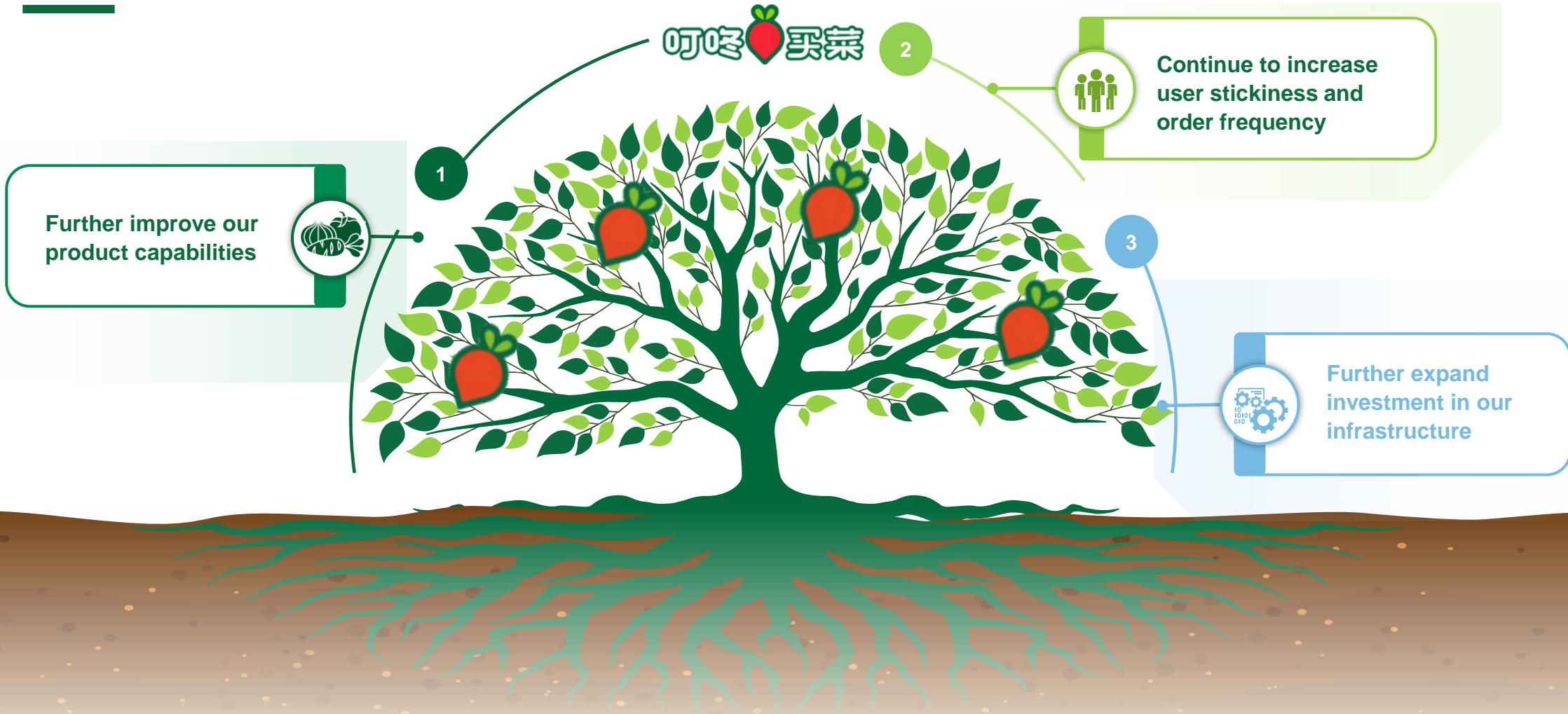
Our Commitment to Build a Strong Infrastructure Throughout the Value Chain



(1) As of the latest available date; (2) As of December 31, 2021; (3) In December 2021

Our Plan for 2022

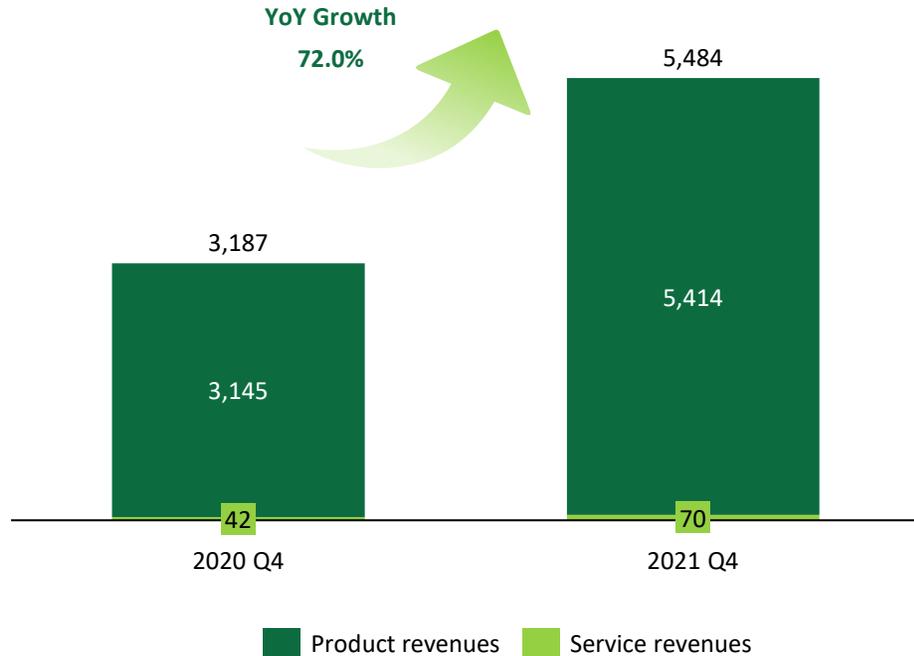
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Revenue Grew by 72% year-over-year

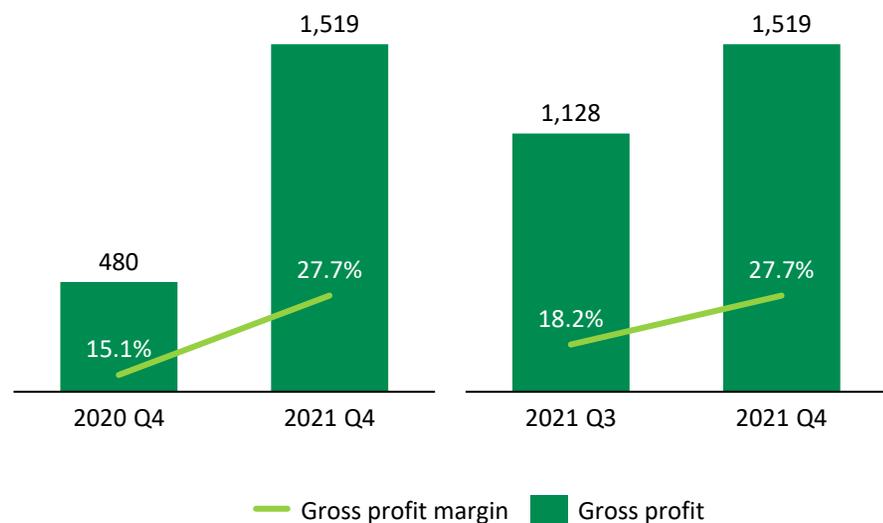
Revenue
(RMB mn)



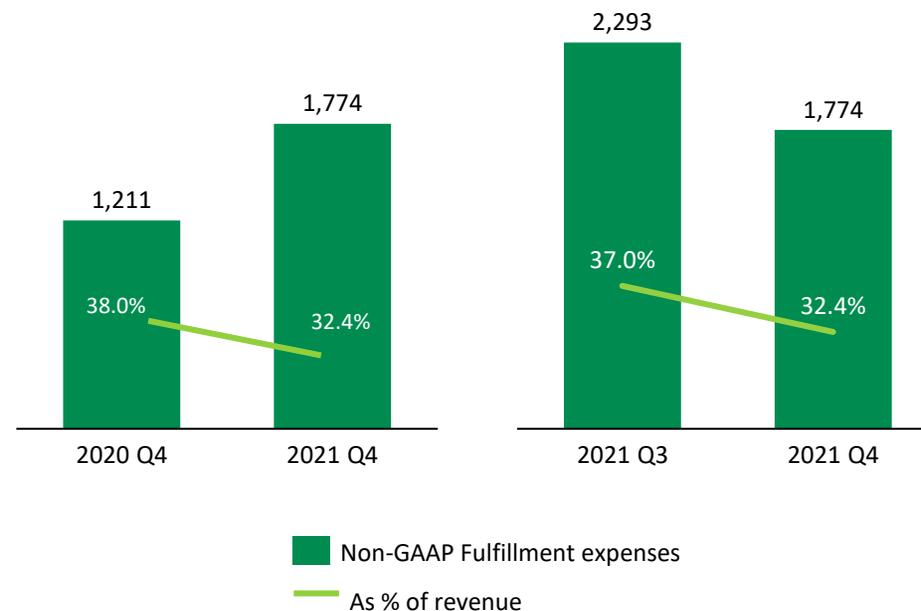
- ✓ Revenue increase in 21Q4 was primarily driven by the robust growth in the Company's GMV
- ✓ Increase in product revenues was primarily driven by increase in the number of orders
- ✓ Increase in service revenues was primarily driven by increasing Dingdong membership fees paid by members

Gross Margin and Fulfillment Efficiency Kept Improving

Gross Profit
(RMB mn)



Non-GAAP Fulfillment Expenses ⁽¹⁾
(RMB mn)

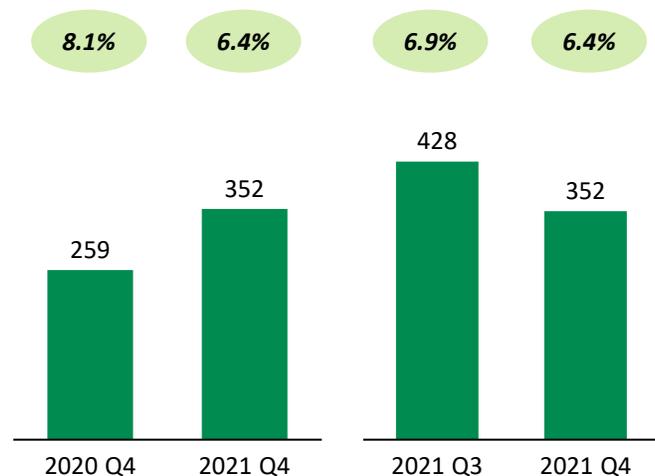


(1) Excludes share-based compensation

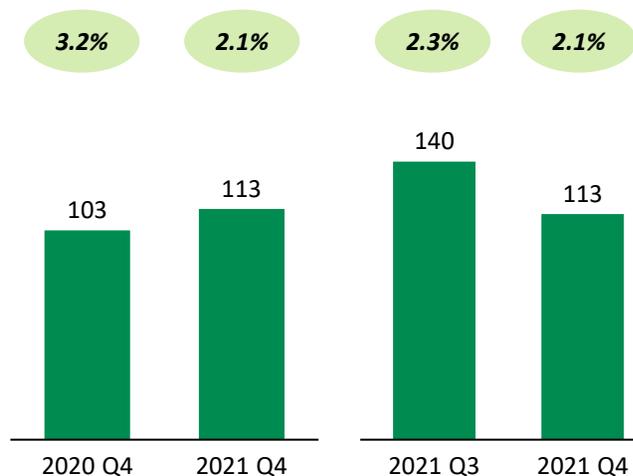
Better Marketing Efficiency and Economies of Scale Achieved

Non-GAAP Sales and marketing expenses⁽¹⁾ (RMB mn)

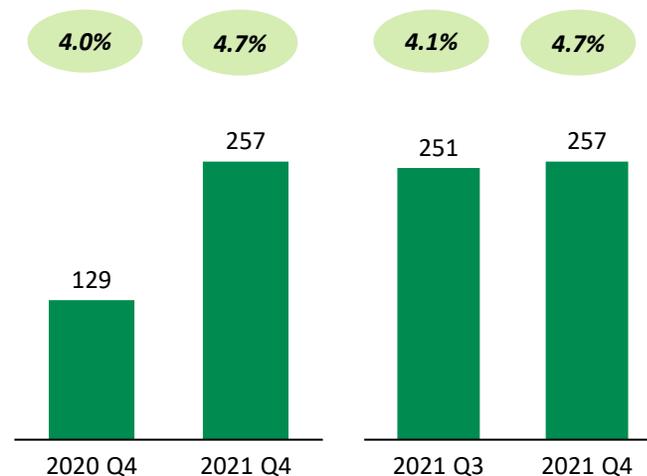
As % of total revenues



Non-GAAP General & Administrative Expenses⁽¹⁾ (RMB mn)



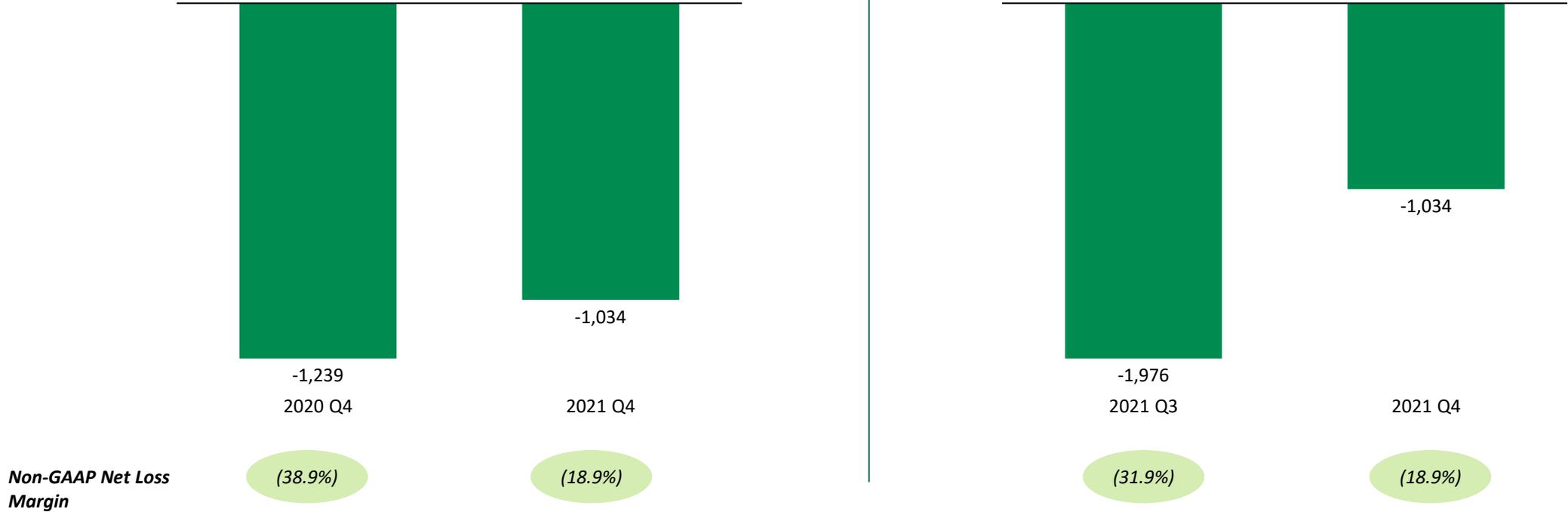
Non-GAAP Product Development Expenses⁽¹⁾ (RMB mn)



(1) Excludes share-based compensation

Non-GAAP Net Loss Margin Improved by 13pct Sequentially

Non-GAAP Net Loss⁽¹⁾
(RMB mn)

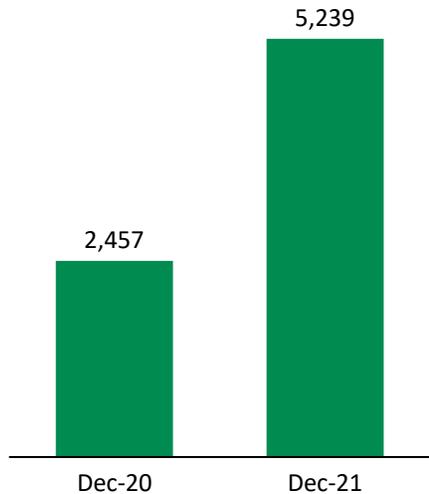


(1) Excludes share-based compensation

Robust Capital Structure and Healthy Capital Expenditure

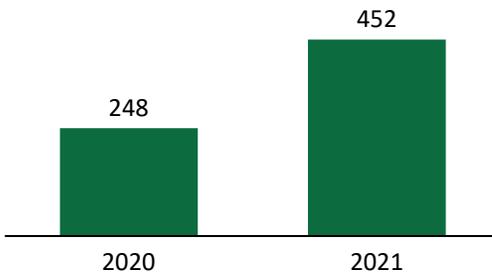
Liquidity Overview⁽¹⁾

(RMB mn)



Purchases of Property and Equipment (Capex)

(RMB mn)



- ✓ Sufficient liquidity raised from equity and debt financing
- ✓ Highly scalable expansion with disciplined capital expenditure

(1) Total cash and cash equivalents, restricted cash and short term investment

GAAP to Non-GAAP Net Loss Reconciliation

RMB mn	2020 Q4	2021 Q3	2021 Q4
Net loss	(1,246)	(2,011)	(1,096)
Add: share-based compensation expenses	7	35	62
Non-GAAP net loss	(1,239)	(1,976)	(1,034)
Net loss attributable to ordinary shareholders	(1,335)	(2,011)	(1,096)
Add: share-based compensation expenses	7	35	62
Non-GAAP net loss attributable to ordinary shareholders	(1,328)	(1,976)	(1,034)

GAAP to Non-GAAP Operating Expenses Reconciliation

RMB mn	2020 Q4	2021 Q3	2021 Q4
Operating expenses			
Fulfillment expenses	1,213	2,309	1,786
Sales and marketing expenses	259	428	358
Product development expenses	131	257	285
General and administrative expenses	105	153	129
Less: Share-based compensation expenses			
Fulfillment expenses	2	16	12
Sales and marketing expenses	0	0	6
Product development expenses	2	6	28
General and administrative expenses	2	13	16
Non-GAAP operating expenses			
Fulfillment expenses	1,211	2,293	1,774
Sales and marketing expenses	259	428	352
Product development expenses	129	251	257
General and administrative expenses	103	140	113



THANK YOU