

Dada Nexus

Investor Presentation

Nov 2023



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Company Overview

Our Mission and Platforms



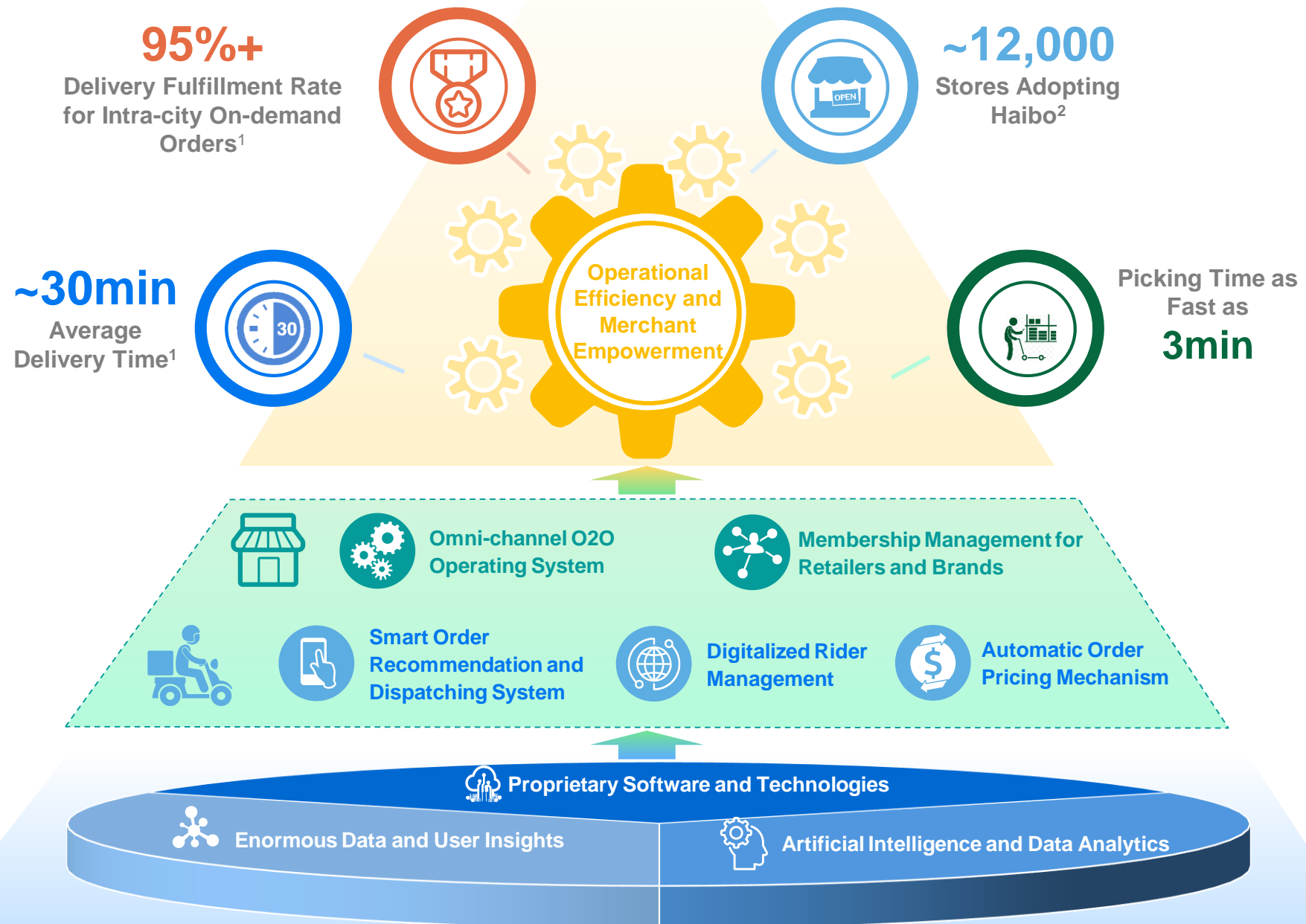
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Technology is Core to Our Platform



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Notes:

1. In the third quarter of 2023.

2. As of September 30, 2023.

Mutually Beneficial Collaboration with Our Reputable Strategic Partners and Shareholders



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Shop Now: Joint Efforts Together with JD.com to Unlock Potential in Local On-demand Retail Market



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京东

- ✓ Enrich both product offerings and delivery options
- ✓ Meet consumers' evolving demands and provide a better shopping experience
- ✓ Improve operating efficiency leveraging omni-channel fulfillment



- On-demand retail within JD.com powered by Dada Group

JD Shop Now

- Available in search results, Xiaoshida tab, recommendation feeds of JD App, etc.



达达集团
DADA GROUP

- ✓ Dada Group fulfills all needs of local on-demand retail and delivery on JD
- ✓ Increase penetration rate among JD's vast user base



Our Market Opportunity

New Era of Local On-demand Retail in China



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C2C E-commerce Platform
Inter-city Multi-day Delivery



B2C E-commerce Platform
Intra-city Same-day Delivery



O2O E-commerce Platform
Intra-city 1-hour On-demand Delivery

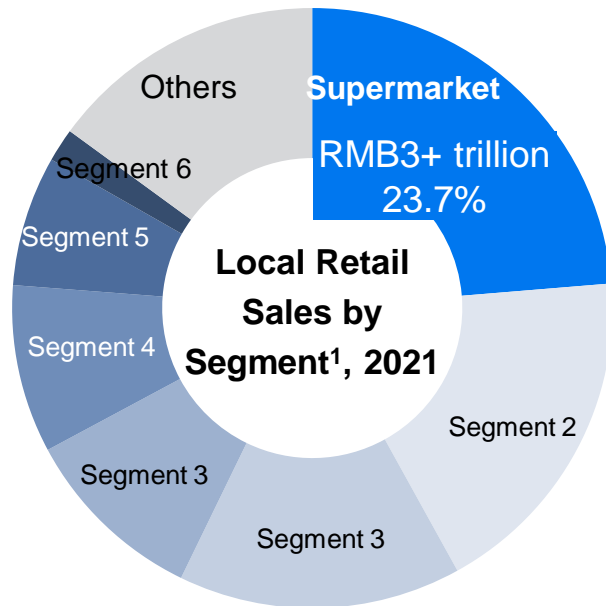


Supermarket - Largest Local Retail Segment With Fast Growing O2O Penetration



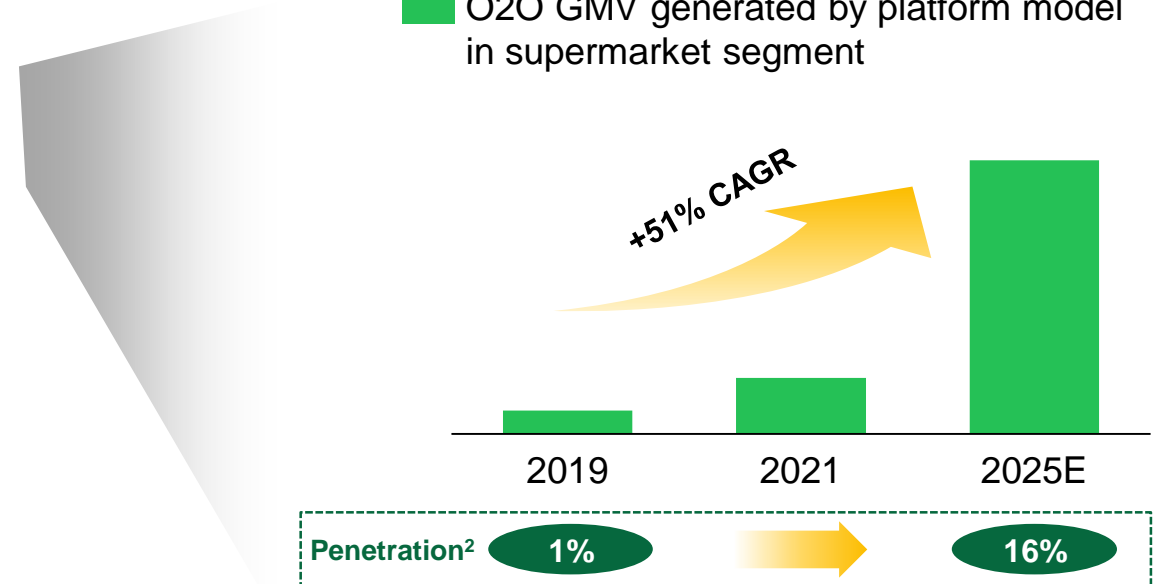
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I With annual sales over RMB3 trillion, supermarket remains the largest segment for local retail



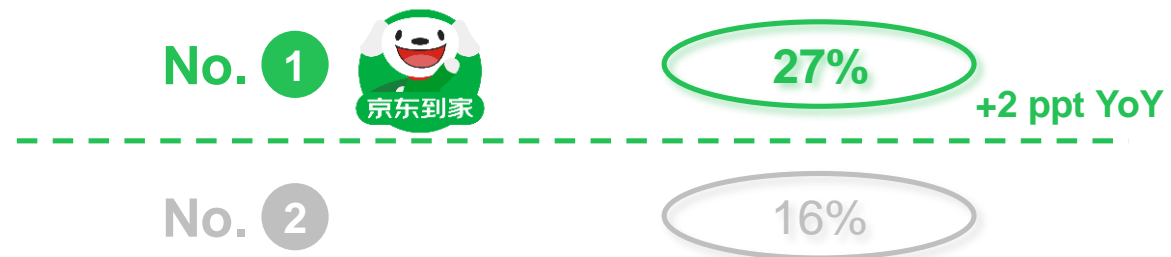
II O2O platform is and will continue to be the major growth driver for supermarkets

O2O GMV generated by platform model in supermarket segment



III JDDJ is the absolute leader and continues to expand market share among O2O platforms in supermarket segment

Market Shares³ of Local On-demand Retail Platforms in China Supermarket Segment, 2021



Source: iResearch.

Notes:

1. Local retail sales do not include sales from categories such as automobile and building materials. Segment 2 refers to Apparel and Personal Care Stores; Segment 3 refers to Food, Beverage and Tobacco Stores; Segment 4 refers to Drug Stores; Segment 5 refers to Consumer Electronics and Appliance Stores; Segment 6 refers to Department Stores; Segment 7 refers to Convenience Stores..

2. Represents O2O GMV generated by platform model as % of total China supermarket retail GMV.

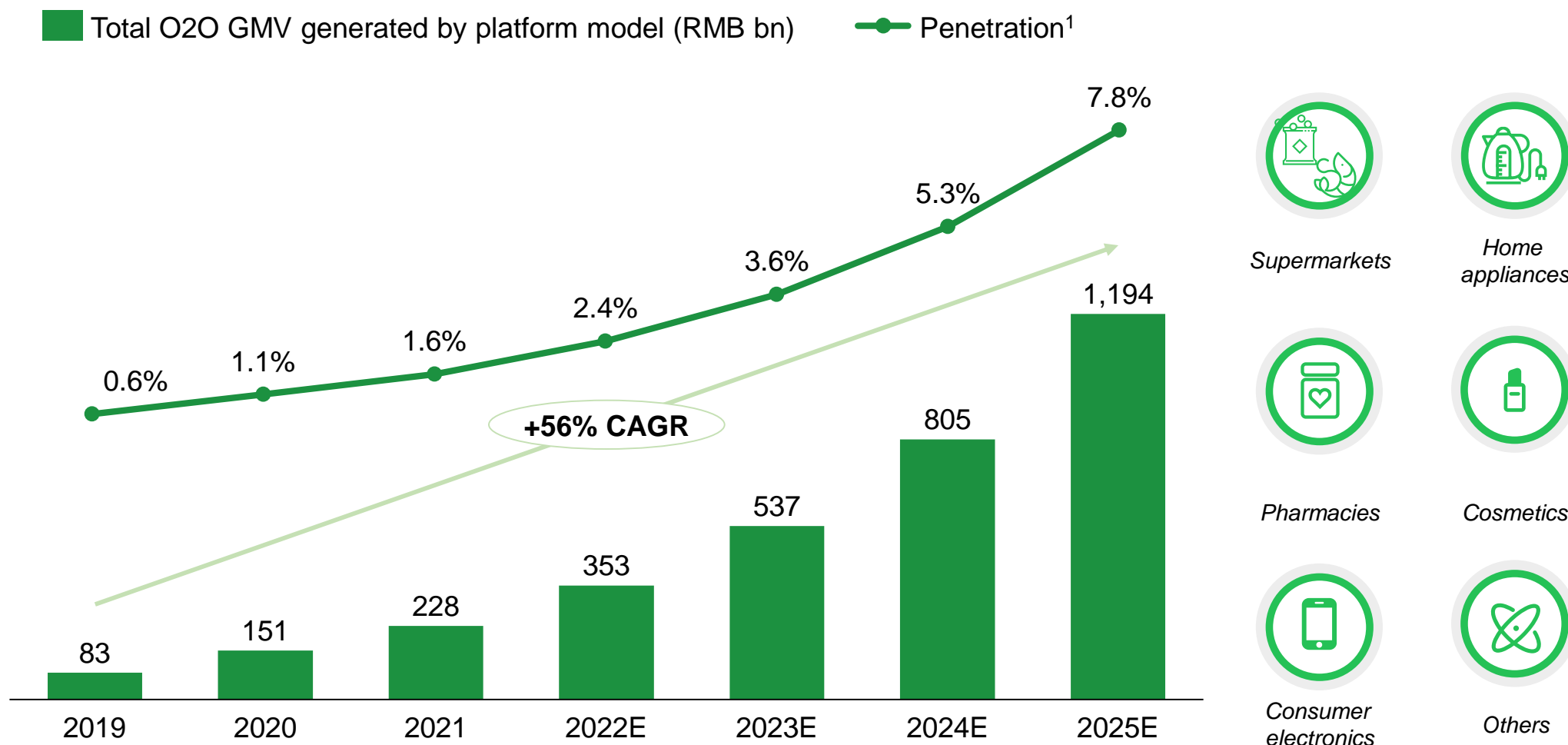
3. Represents market share of local on-demand retail platform in the China supermarket segment, in terms of GMV.

Large Potential to Be Explored Amid the Digital Transformation of Offline Retailers



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While supermarket is among the earliest to adopt O2O model in local retail industry, more retailers across physical merchandise categories are embracing O2O, driving overall market size to be over RMB1 trillion in 2025



Source: iResearch

Notes:

1. Represents O2O GMV generated by platform model as % of total China local retail GMV.



Investment Highlights

Our Investment Highlights



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1

An Open On-demand Delivery Platform: Our Unique Value with Scarcity

2

Continually Enhanced Efficiency Driven by Network Effect and Technology Infrastructure

3

Widely Trusted Local On-demand Retail Platform Exhibiting Robust Growth

4

Evolving Empowerment Capabilities Fueling Growth of Retailers and Brands

5

Powerful Multilateral Network Effects Fostering Win-win Outcomes

6

Proven and Visionary Management Team with Commitment to Technology Innovation

1 We Are An Open On-demand Delivery Platform With Unique Value and Scarcity



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Prominent advantages compared with food delivery and other third-party on-demand delivery platforms

Open Platform with
Diversified Order
Sources

8x
Robust Growth
Number of Merchants and Individual
Senders in 2022 vs 2017



Food Delivery
Platforms



Other Third-
party Delivery
Platforms



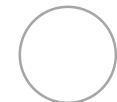
Flexibility
Arising from Crowd-
sourcing Platform

3x
High Scalability
Orders in Peak Day Compared with
Average¹



Integrated Fulfillment
Solutions

- ✓ Warehouse management
- ✓ In-store picking
- ✓ On-demand delivery



Notes:

1. Total orders delivered on the peak day during 2022 was 3 times of average daily order volume in the same period.

Continually Enhanced Efficiency Driven by Network Effect and Technology Infrastructure



Network Effect



Technology Infrastructure



Smart Order Recommendation and Dispatching System

- AI-based orders and riders matching
- Optimal routes recommended



Automated Pricing System

- Optimized pricing through AI algorithm
- Further enhanced delivery efficiency and improved the overall delivery experience

Widely Trusted Local On-demand Retail Platform Fueling Growth of Retailers and Brands



93 of Top 100
Supermarket Chains¹
and Other Leading Retail Chains

Walmart
沃尔玛

永辉超市
YONGHUI SUPERSTORES

Vanguard*
华润万家

Sam's
CLUB

Carrefour
家乐福

物美
WUMART

METRO
麦德龙

世纪联华
CenturyMart

家家悦



步步高
Better Life

DENNIS
丹尼斯

武商超市

AEON
永旺

7FRESH
FOOD MARKET

百联集团
Brilliance Group

LOTUS
卜蜂莲花

ALDI
奥乐齐

益丰大药房
Yifeng Pharmacy

FamilyMart

老百姓

PAGODA

watsons
屈臣氏

SEPHORA
萬寧 manning's

MINI
SO
名創優品

Key Growth Engine for Retailers and Brand Owners

Walmart
沃尔玛

Wern Yuen Tan, ex-President
and CEO of Walmart China

"In July 2019, Walmart's sales on the JDDJ platform had **grown by more than 13 times** compared to the sales at its launch in 2016."

"We are confident that this deeper collaboration with Dada Group will enhance our **omni-channel** footprint and deliver a **better O2O (online to offline) customer experience**."

Unilever

Rohit Jawa, Unilever North Asia
Executive Vice President

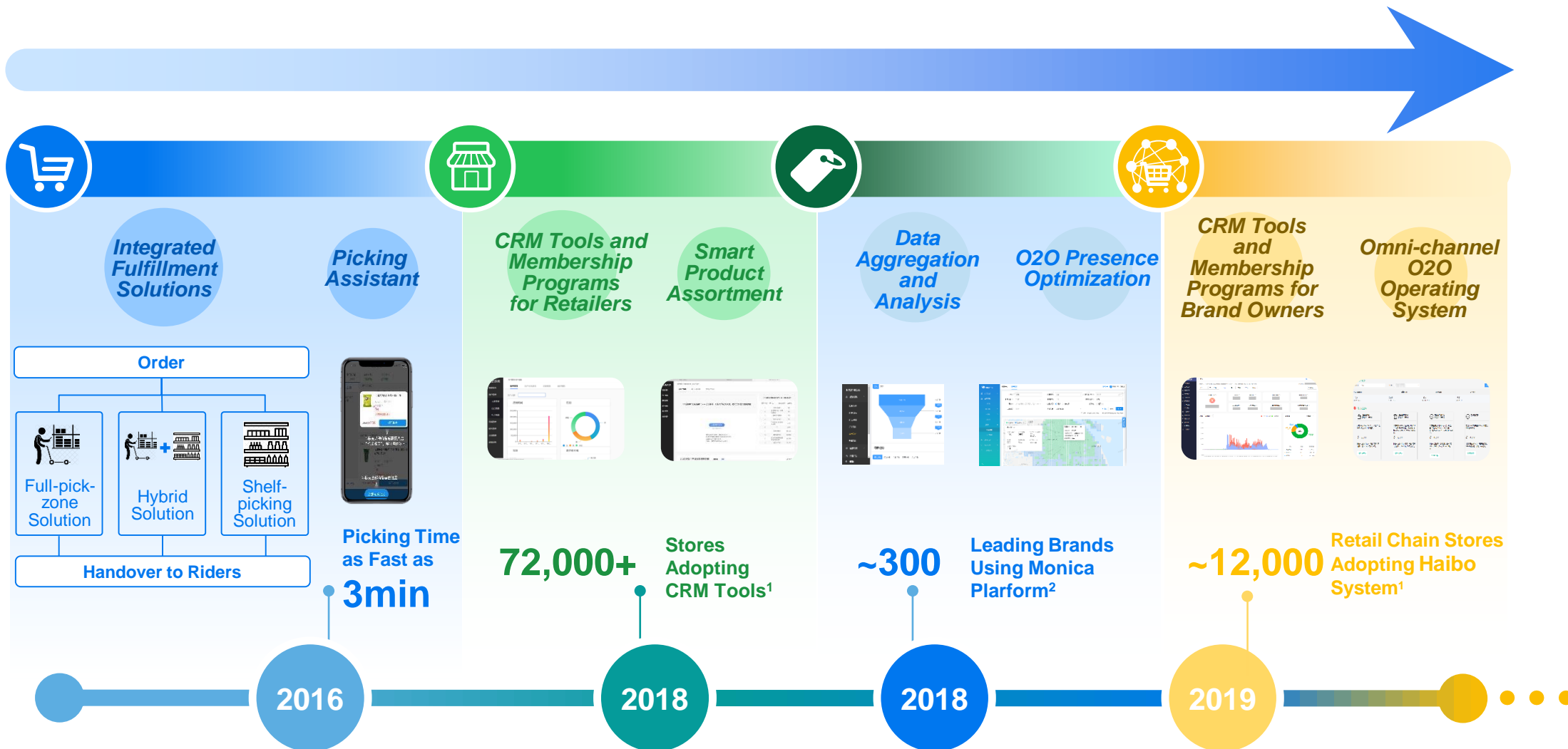
"JDDJ is **one of our most reliable partners**. Since the time partnership has been established, Dada has delivered secured service to our consumers, meanwhile, JDDJ also helps us in further **building brand awareness and boosting omni-channel sales**"

PEPSICO

Anne Tse, PepsiCo Foods Greater
China SVP and GM

"JDDJ has become one of our **fastest growing sales channels** among all platforms we worked with in China"

Evolving Empowerment Capabilities Fueling Growth of Retailers and Brands

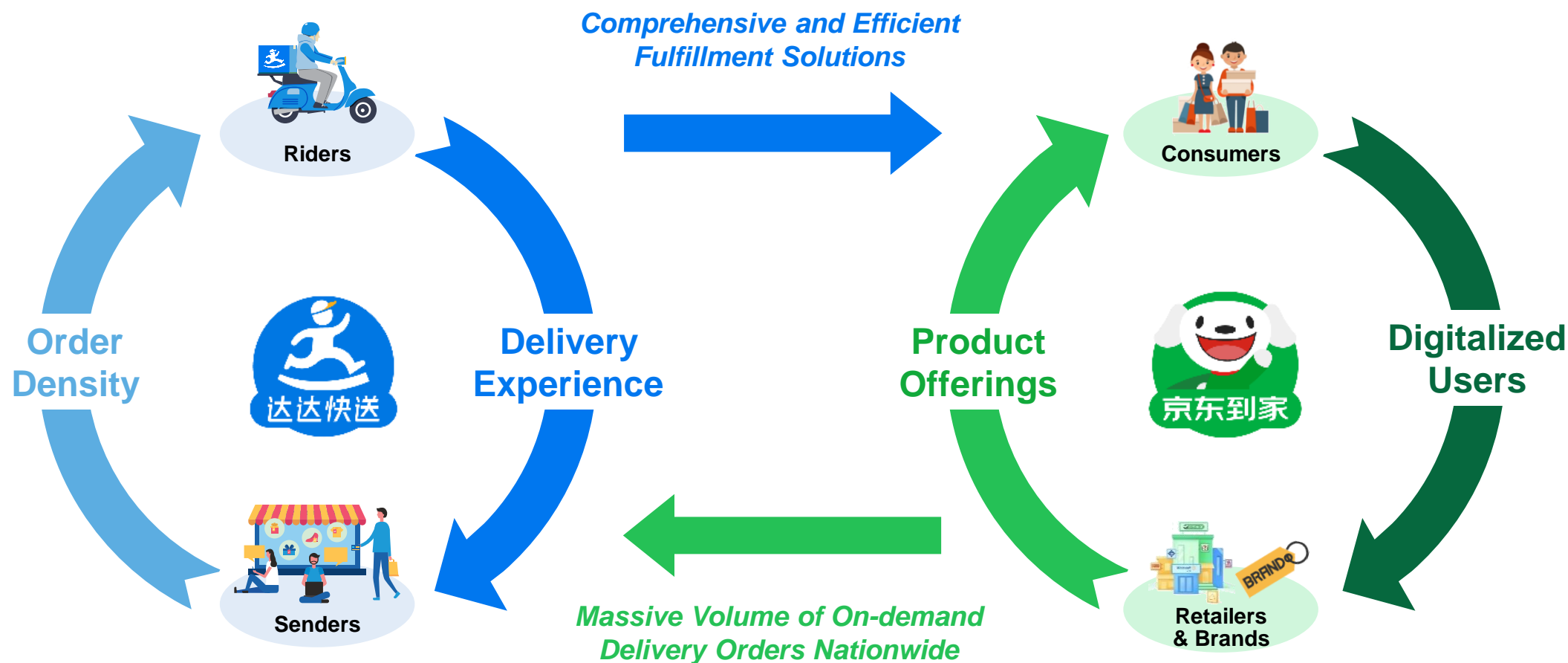


Note:

1. As of September 30, 2023.

2. As of December 31, 2022.

Powerful Multilateral Network Effects Fostering Win-win Outcomes for All Participants



Proven and Visionary Management Team Supported by Professional and Experienced Board Members



Jeff He

President



Beck Chen

CFO



Lijun Xin

Chairman



Christina
Xiaojing Zhu

Director



Baohong Sun

Independent
Director



Laura Butler

Independent
Director



Jian Han

Independent
Director



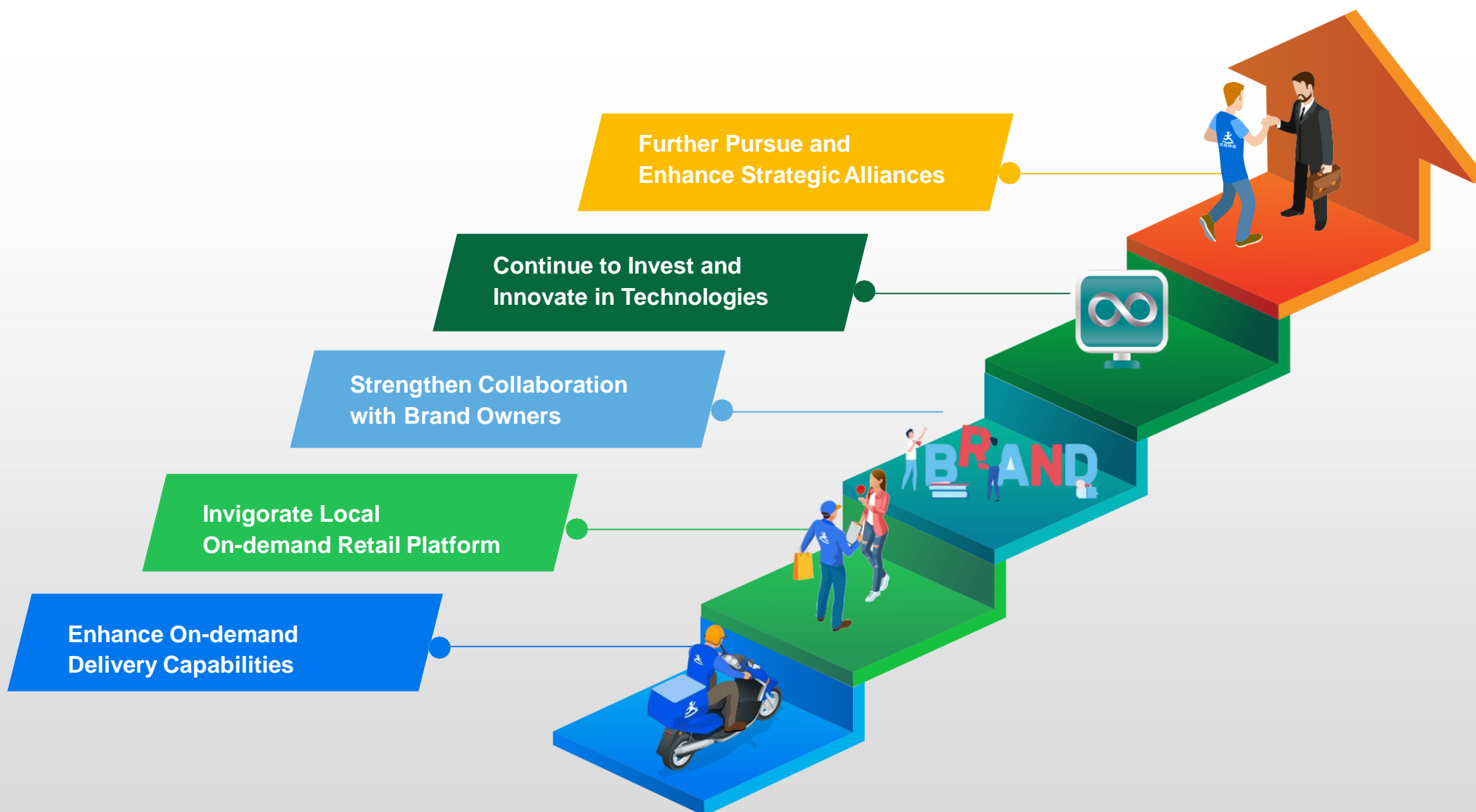
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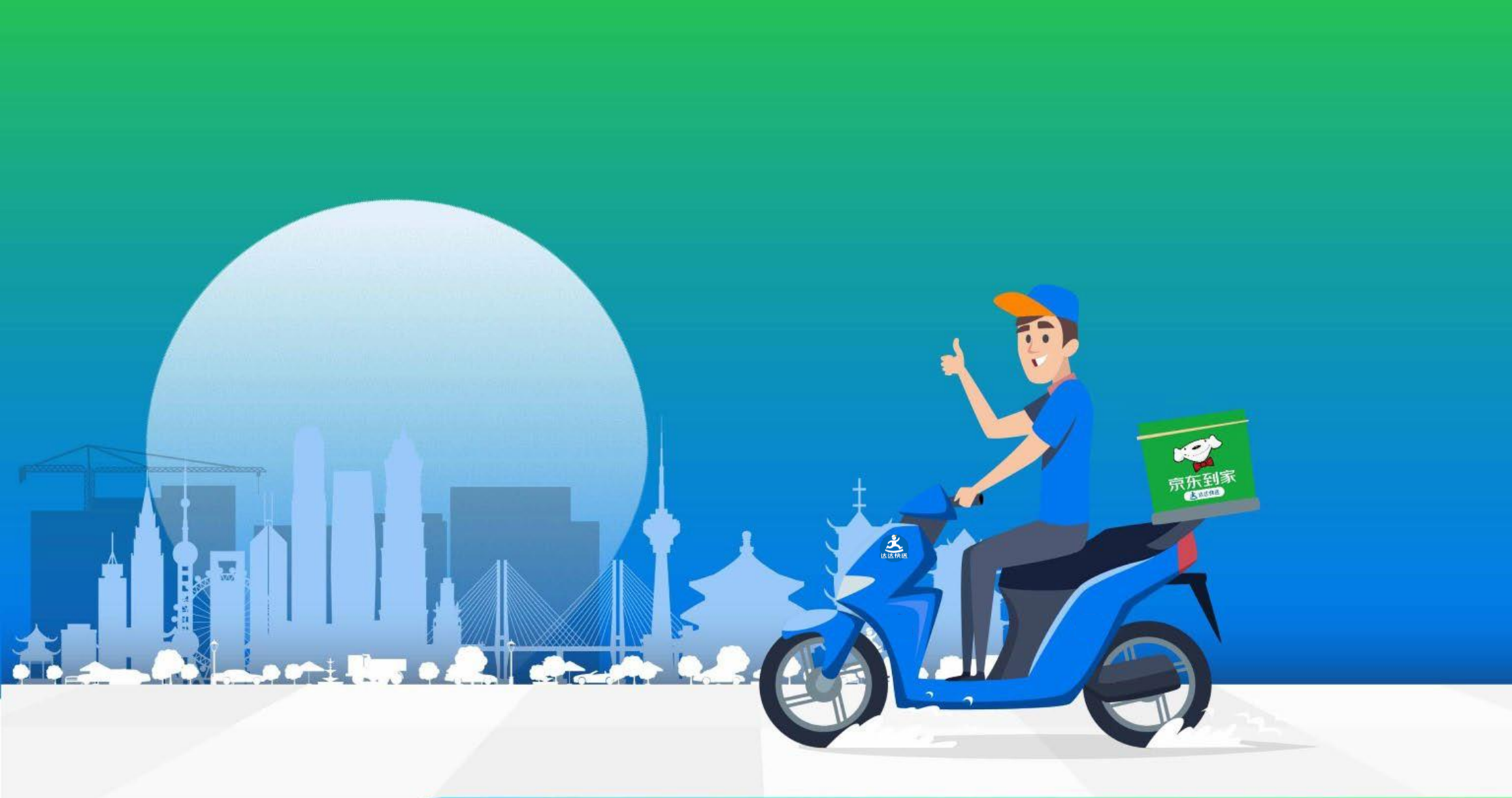
1. Ms. Laura Butler worked for PwC from 1990 to 2020.

Our Growth Strategies



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Financial Overview

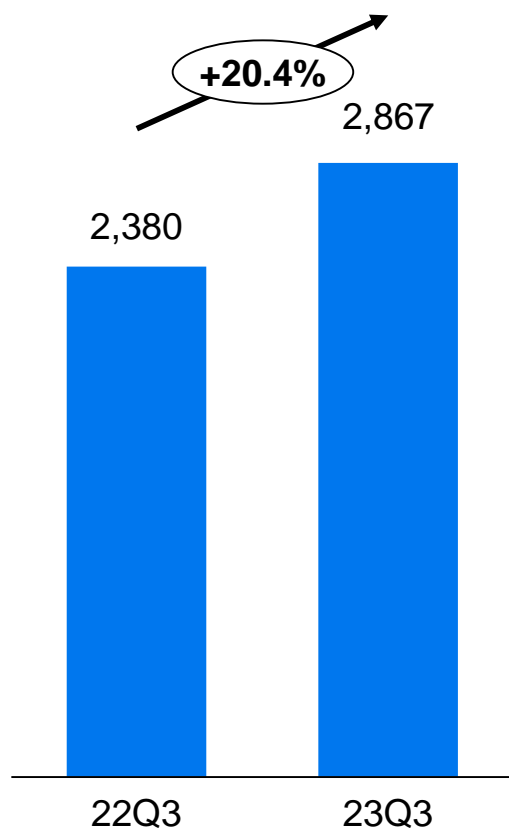
Robust Revenue Growth Momentum Accompanied by Enhanced Operating Efficiency



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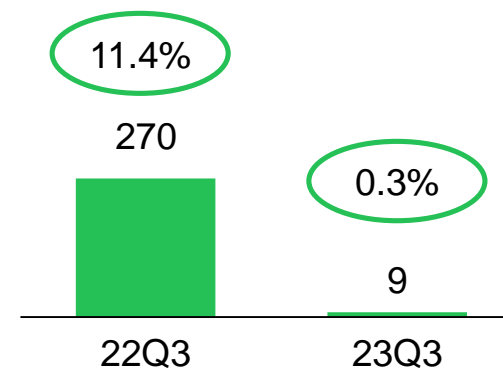
Revenue growth remained strong despite high base and macro uncertainty

Revenue, RMB mn



Net loss margin continued to improve with significant efficiency gains

Adjusted net loss, RMB mn



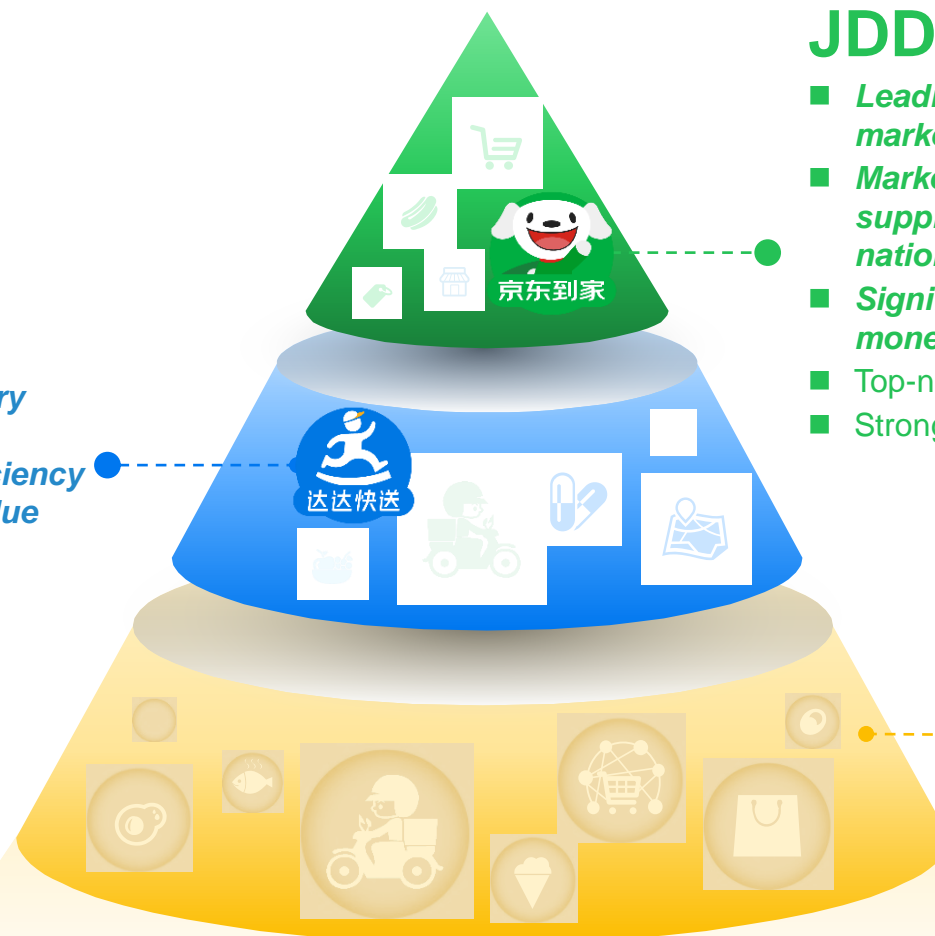
Why Dada?



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Dada Now

- *Leading open on-demand delivery platform nationwide*
- *Technology-driven superior efficiency*
- *High entry barriers + scarcity value*
- *Profitability with track record*



JDDJ

- *Leading position in the on-demand retail market¹*
- *Marketplace model leveraging outstanding supply chain capability of partners across the nation*
- *Significantly improving profitability with huge monetization potential*
- *Top-notch technology empowerment capability*
- *Strong support from reputable shareholders*

China local retail market:
A Trillion Dollar Market²

Notes:

1. One of China's largest local on-demand retail platforms and the largest local on-demand retail platform in supermarket segment by GMV in 2021 according to iResearch.

2. According to iResearch.