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DoorDash delivers the goods

Article

DoorDash has ended its four-year partnership with **Walmart**, saying the split will enable it to focus on its long-term customer relationships.

DoorDash works with retailers, like **Albertsons** and **Macy's**, and thousands of restaurants across the globe, creating a marketplace for consumer discovery and advertising for its partners.

Let's see what DoorDash has delivered so far this year:

$1.6 billion: DoorDash's second quarter revenues, up **30%** year over year (YoY). The company posted a net loss of **$263 million**, double its loss during the same period last year.

22%: The increase in DoorDash's gross order volume, reaching **$12.8 billion**. This growth was driven by more customers, ordering more frequently, with an assist from higher average order values due to inflation. Total order numbers grew **23%**, totaling **426 million**.

300 million: The number of households worldwide that DoorDash serves, which have a total restaurant spend of over **$1 trillion** and total grocery and convenience spend of over **$2.5 trillion**. That's just the tip of the iceberg: The company estimates it currently represents just **5%** of restaurant spend and less than **1%** of convenience, grocery, and non-food spend in those markets.

$37.34 billion: Our forecast for DoorDash's restaurant sales this year, a **17.0%** increase YoY, outpacing **Uber Eats ($21.38 billion)** and **Grubhub ($8.64 billion)**. To better market to customers, DoorDash recently updated its dashboard for small and medium-sized restaurants, giving them access to more granular customer data.

9%: The percentage of US adults who pay for the DashPass membership, per Bizrate Insights. Q2 had the second largest increase in DashPass subscribers in the past eight quarters, perhaps driven by consumers seeking to lower their food costs, as the service offers unlimited free delivery.

$835 million: DoorDash's spend on sales and marketing in the first half of 2022, up from **$760 million** in H1 2021.

Why we care: Inflation has taken a big chunk out of retail and food sales, but so far, it seems DoorDash is exempt. Consumers may be paring down costs, but it's hard to put a price on convenience. Retailers looking to expand their brand reach can leverage DoorDash's extensive network to put their name in front of millions of customers. With delivery showing no signs of a slowdown, DoorDash is asking, Who's hungry for more?

This was originally featured in in the Retail By the Numbers newsletter. For more retail insights, statistics, and trends, subscribe here.