



Dodo Brands Reports First Quarter 2024 Results

Moscow, Russia - 11 June 2024 10:00 AM GMT - DP Global Group Limited (“Dodo Brands” or the “Company”), home of Dodo Pizza, one of fastest-growing pizza chain in the world, announces its financial results in accordance with International Financial Reporting Standards (IFRS) for for the quarter ended 31 March 2024..

Q1 2024 Key Financial Highlights

- Global system sales increased by 44.8% to RUB 26.1 bn.
- Added 52 net new units in the first quarter 2024. Finished the quarter with 1079 units in 21 countries.
- Eurasia comparable system sales in the first quarter 2024 increased by 31.4%; International Master Franchising comparable system sales increased by 32.7% (in RUB terms).
- Adjusted EBITDA amounted to RUB 186 million for the first quarter 2024 vs RUB 328 million in the first quarter 2023.
- Free Cash Flow of RUB 221.3 million for the first quarter 2024 vs RUB 186.7 million for the first quarter 2023.
- RUB 1,381 million net cash (ex. IFRS 16) as of March 31, 2024.

Key Financial Metrics

RUB '000	Q1 2024	Q1 2023	change
Revenue and Income	2,958,581	2,197,575	+34.6%
Royalties	1,150,206	821,449	+40.0%
Retail sales	1,014,560	752,191	+34.9%
Marketing fee	450,235	331,601	+35.8%
Other revenue and income	343,580	292,334	+17.5%
Adjusted EBITDA	185,509	327,583	(43.4%)
EBITDA margin %	6.3%	14.9%	(864bps)
Free Cash Flow	221,326	186,695	+18.5%
FCF margin %	7.5%	8.5%	(101bps)
Net Cash ex. IFRS 16	(1,381,251)	(802,558)	+72.1%

Store Count	31 March 2024	31 December 2023	change
Eurasia	965	929	+36
Corporate	40	39	+1
Franchised	925	890	+35
IMF	81	71	+10
Startups	33	27	+6
Corporate	17	15	+2
Franchised	16	12	+4
TOTAL	1,079	1027	+52

System Sales, RUB million	Q1 2024	Q1 2023	change
Eurasia	24,714	17,200	+43.7%
International Master Franchising	1,261	746	+69.0%
Startups	151	99	+52.5%
TOTAL	26,126	18,045	+44.8%

Comparable Sales Growth	Q1 2024	Q1 2023
Eurasia	+31.4%	+27.8%
International Master Franchising	+32.7%	+1.1%
Startups	(21.7%)	(36.8%)
TOTAL	+34.0%	+26.1%

Notes

System sales are sales generated by the Company's corporate and franchised stores to external customers (including VAT) and do not represent revenue of the Group.

Comparable sales growth is a comparison of sales between two periods that compares system sales of existing system stores. The Company's system stores that are included in comparable sales calculation are those that have operated for at least 12 full calendar months preceding the beginning of the first month of the period used in the comparable sales for a certain reporting period, assuming the relevant system store has not subsequently closed.

Net debt, adjusted EBITDA and one-off income/expenses are not defined by IFRS. These items are determined by the principles defined by the Company's management. These items which are not defined by IFRS are disclosed by the Company management separately for a better understanding and measurement of the sustainable performance of the Company.

Eurasia business unit includes Dodo Pizza business in Russia, Kazakhstan and Belarus.

International Master Franchising business unit includes Dodo Pizza business in Georgia, Armenia, Kyrgyzstan, Tajikistan, Uzbekistan, Cyprus, Croatia, Estonia, Germany, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria and Vietnam.

Startups segment combines five business units - Dodo Pizza UAE, DrinkIt and Kebster (inc. Doner 42).

Appendix I: System Sales and Comparable Sales Growth by Channel

System Sales, RUB million	Q1 2024	Q1 2023	change
Delivery	17,703	12,285	+44.1%
<i>% delivery in total</i>	67.8%	68.1%	
In-store	8,423	5,760	+46.2%
TOTAL	26,126	18,045	+44.8%

	System orders, thsd		
	Q1 2024	Q1 2023	change
Delivery	14,170	11,164	+26.9%
In-store	14,974	11,781	+27.1%
TOTAL	29,144	22,945	+27.0%

Appendix II: Financial Statements Highlights and Reconciliations

Profit & Loss Statement Highlights

<i>RUB '000</i>	Q1 2024	Q1 2023	change
Revenue and income	2,958,581	2,197,575	+34.6%
Royalties	1,150,206	821,449	+40.0%
Retail sales	1,014,560	752,191	+34.9%
Marketing fee	450,235	331,601	+35.8%
Other revenue and income	343,580	292,334	+17.5%
Operating Expenses	(2,875,814)	(1,909,314)	+50.6%
Raw materials and consumables	(414,475)	(311,662)	+33.0%
Employee benefits	(1,334,393)	(846,765)	+57.6%
Depreciation and amortization	(130,709)	(90,924)	+43.8%
Distribution and advertising	(525,218)	(362,239)	+45.0%
Other operating expenses	(471,019)	(297,724)	+58.2%
Operating Profit	82,767	288,261	(71.3%)
Finance Income	57,911	24,943	+132.2%
Finance costs	(37,110)	(30,111)	+23.2%
Profit before Tax	103,568	283,093	(63.4%)
Income tax expense	(45,112)	(55,840)	(19.2%)
Net Income	58,456	227,253	(74.3%)

<i>RUB '000</i>	Q1 2024	Q1 2023	change
Operating Profit	82,767	288,261	(71.3%)
<i>operating margin %</i>	2.8%	13.1%	(1,032bps)
Add: Depreciation and amortization	130,709	90,924	+43.8%
Less: IFRS16 to IAS17 adjustment	(97,066)	(80,610)	+20.4%
Add: Share-based payments expense	64,874	34,800	+86.4%
Add: Derecognition and impairment of non-current assets	2,439	(223)	n.a.
Add: Other one-off expenses / (income)	1,786	(5,569)	n.a.
Adjusted EBITDA	185,509	327,583	(43.4%)
<i>EBITDA margin %</i>	6.3%	14.9%	(864bps)

RUB '000	Q1 2024	Q1 2023	change
Net Income before Tax	103,568	283,093	(63.4%)
Add: Depreciation and amortization	130,709	90,924	+43.8%
Add: Share-based payments expense	64,874	34,800	+86.4%
Add: Derecognition and impairment of non-current assets	2,439	(223)	n.a.
Change in working capital	314,396	(30,623)	n.a.
Income Tax Paid	(87,454)	(42,066)	+107.9%
Net finance cost	13,904	16,442	(15.4%)
Other adjustments	5,012	5,311	(5.6%)
Operating Cash Flow	547,448	357,658	+53.1%
Purchase of property and equipment	(212,453)	(87,173)	+143.7%
Purchase of intangible assets	(16,603)	(1,632)	n.a.
Loans granted	(51,500)	-	n.a.
Other investing cash flows	1,103	485	+127.4%
Investing Cash Flow	(279,453)	(88,320)	+216.4%
Interest paid on loans received	-	(1,548)	n.a.
Payment of lease liabilities and related interest	(97,939)	(81,095)	+20.8%
Net decrease in financial debt	-	(16,148)	n.a.
Financing Cash Flow	(97,939)	(98,791)	(0.9%)
Net change in cash and equivalents	170,056	170,547	(0.3%)
Net foreign exchange difference and credit losses	11,263	16,057	(29.9%)
Cash and equivalents at the beginning of period	1,199,932	869,703	+38.0%
Cash and equivalents at the end of period	1,381,251	1,056,307	+30.8%

RUB '000	Q1 2024	Q1 2023	change
Adjusted EBITDA	185,509	327,583	(43.4%)
Purchase of property and equipment	(212,453)	(87,173)	+143.7%
Purchase of intangible assets	(16,603)	(1,632)	n.a.
Change in Working Capital	314,396	(30,623)	n.a.
Income Tax Paid	(87,454)	(42,066)	+107.9%
Interest paid on loans received	-	(1,548)	(100.0%)
Inventory loss	27,425	19,990	+37.2%
Other adjustments	10,506	2,164	+385.5%
Free Cash Flow	221,326	186,695	+18.5%

Net Debt Calculation

RUB '000	Q1 2024	FY 2023	change
Interest-bearing loans and borrowings (current)	-	-	<i>n.a.</i>
Cash and equivalents	(1,381,251)	(1,199,932)	+15.1%
Net Cash ex. IFRS 16	(1,381,251)	(1,199,932)	+15.1%