

APRIL 2024

Monthly Trading Update



1097
stores

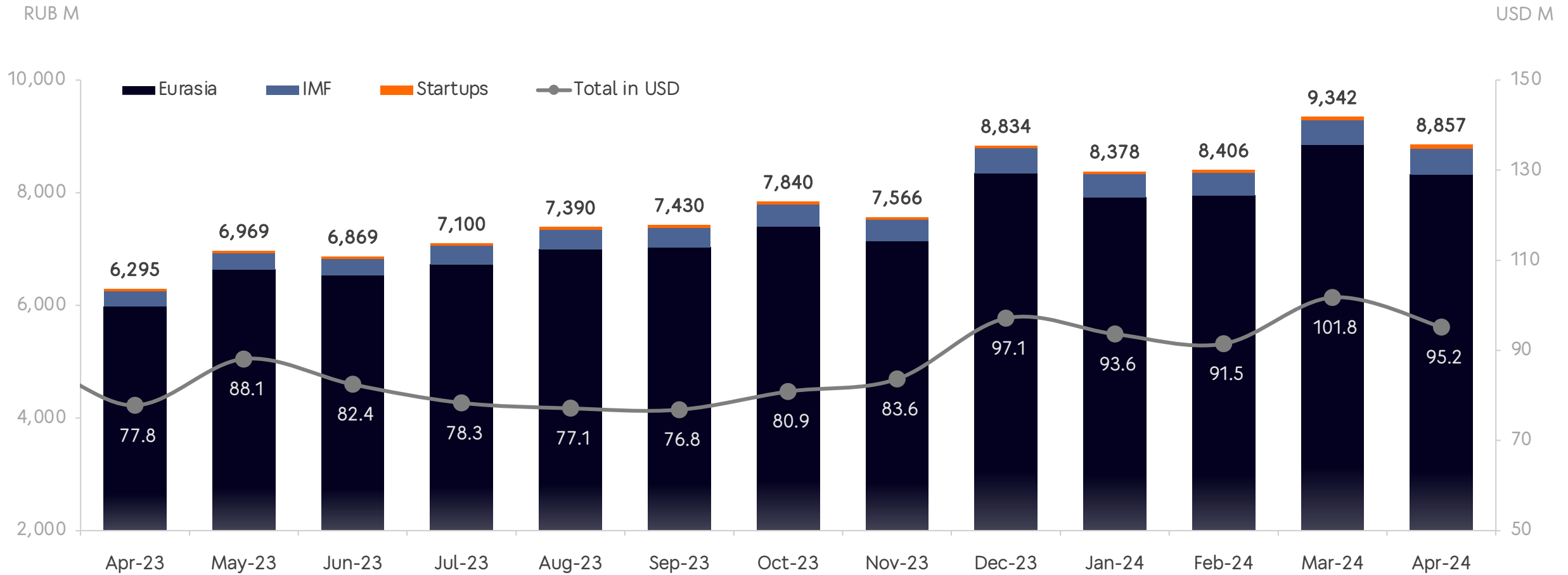
+18
net new stores

₹ 8.9 Bn
in system sales

+41%
year-over-year
change

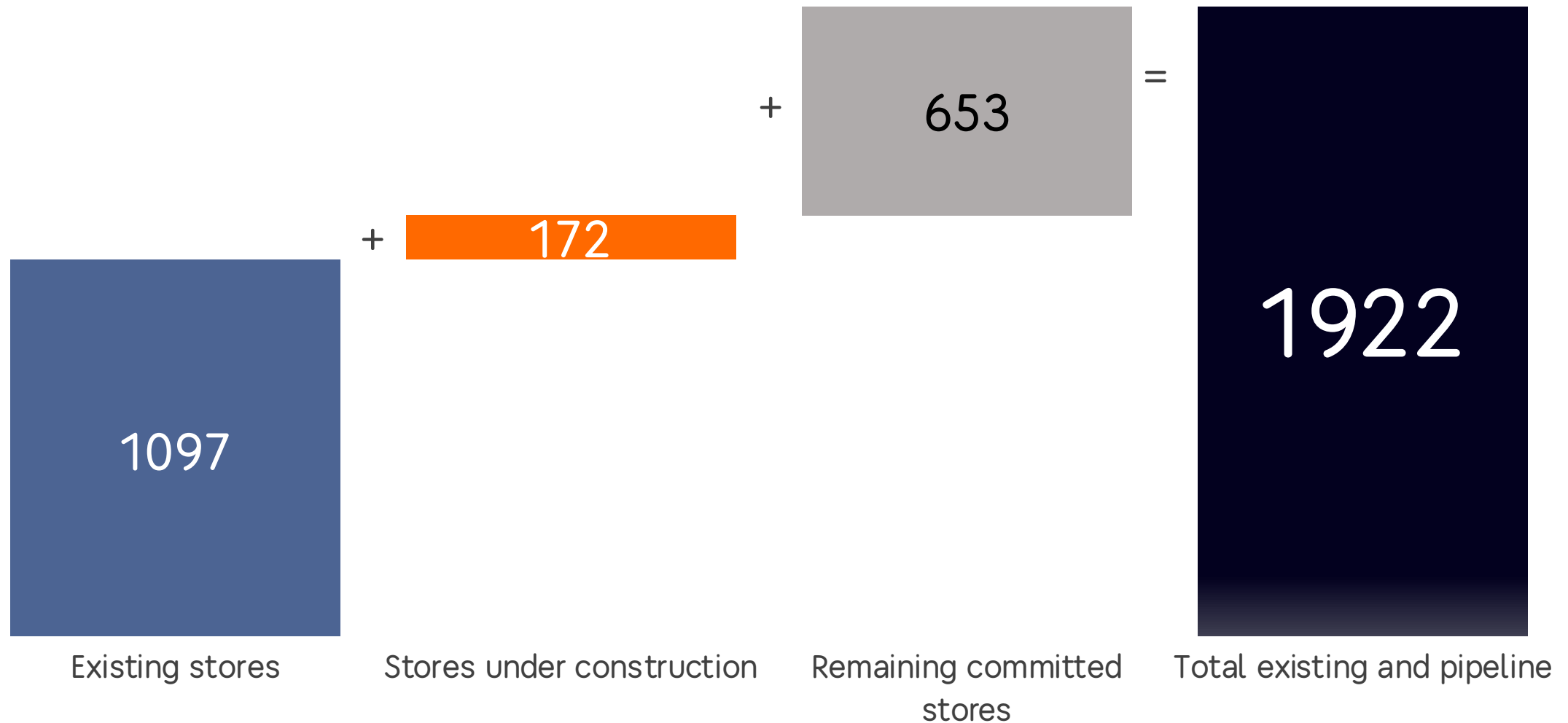
System Sales

April: 8,857M RUB / 95.2M USD



Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](#). Link: [sales and traffic of each store since inception](#).

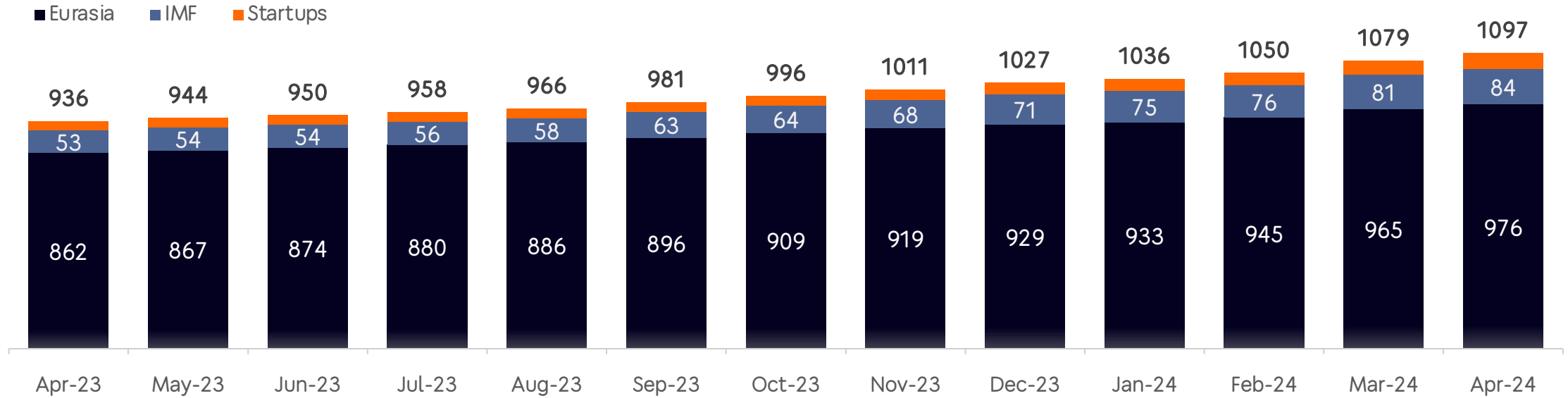
Chain Growth Pipeline



Note: as of 30 April 2024

Store Count

April: 18 new stores, 1097 total



New stores

RUSSIA:

Chelyabinsk-12
 Derbent-1
 Kabardinka-1
 Kemerovo-3
 Moscow 0-6
 Moscow 4-16

Raduzhny KMAO-1
 Ust-Ilimsk-1
 Drinkit Moscow 0-14
 Drinkit Moscow 0-16
 Drinkit Moscow 3-3

KAZAKHSTAN:

Almaty-21
 Atyrau-3
 Kostanay-5
 Drinkit Almaty 1-1

CROATIA:

Zagreb-1

ROMANIA:

Bucharest-8

TURKIYE:

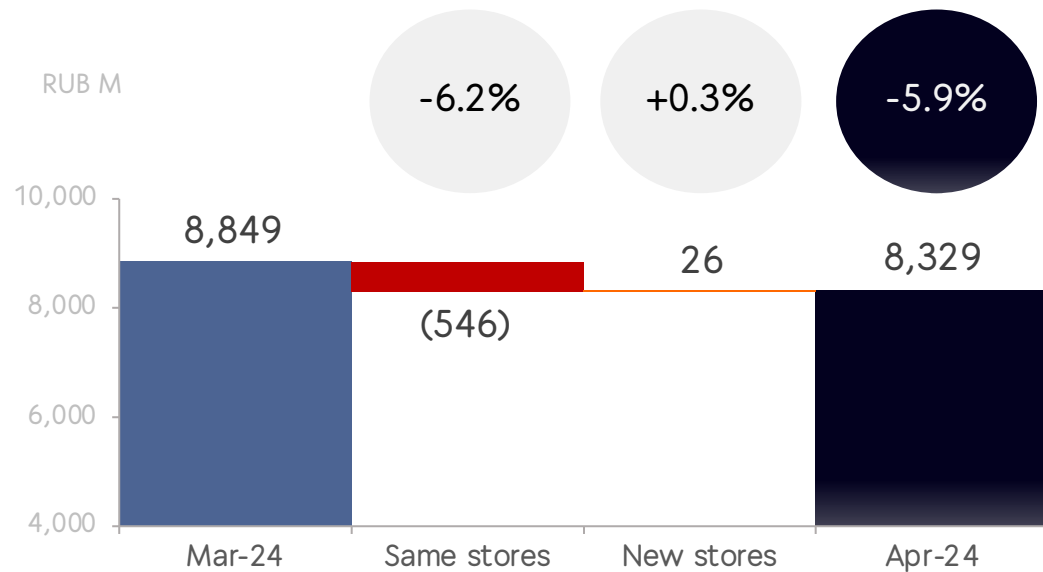
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EURASIA

Eurasia: Sales Evolution

April: MoM -5.9%, YoY +39.4%

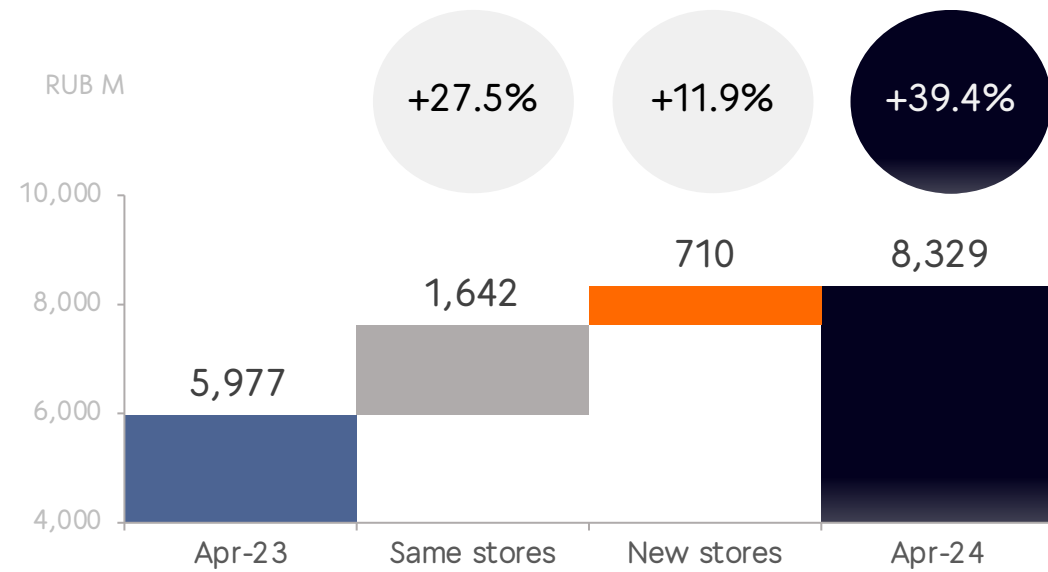
Month over Month (MoM)



Traffic \times Av. Ticket $=$ Δ MoM

$-1.3\% \times -4.9\% = -6.2\%$

Year over Year (YoY)



Traffic \times Av. Ticket $=$ Δ YoY

$+12.7\% \times +13.1\% = +27.5\%$

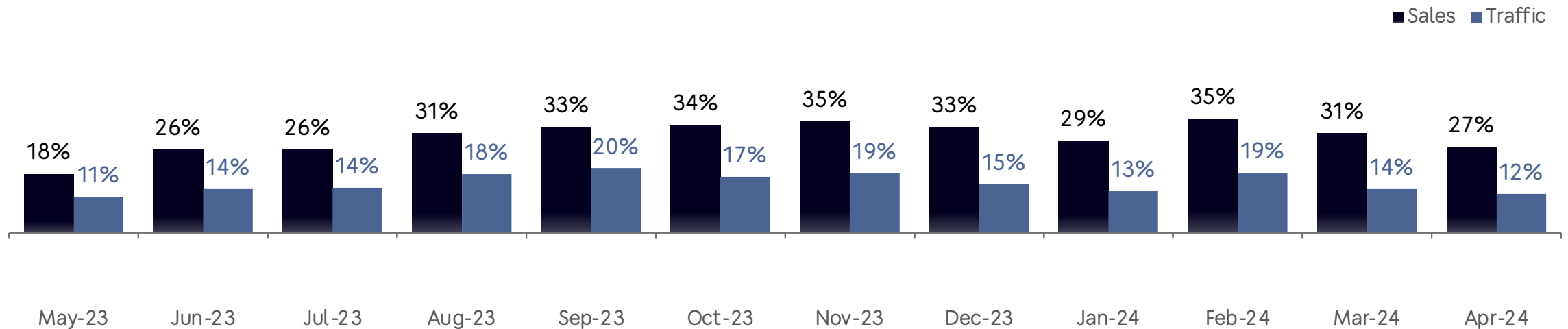
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of April 2024

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	111	36.8%	44.7%	41.5%	23.0%	30.6%	26.1%	11.3%	10.8%	12.2%
2-3 yrs old	99	23.9%	38.0%	32.3%	9.4%	24.9%	15.5%	13.2%	10.5%	14.6%
> 3 yrs old	637	22.7%	25.0%	24.2%	8.1%	11.8%	9.8%	13.5%	11.8%	13.1%

Dynamics of YoY LFL for all stores older than 1 year

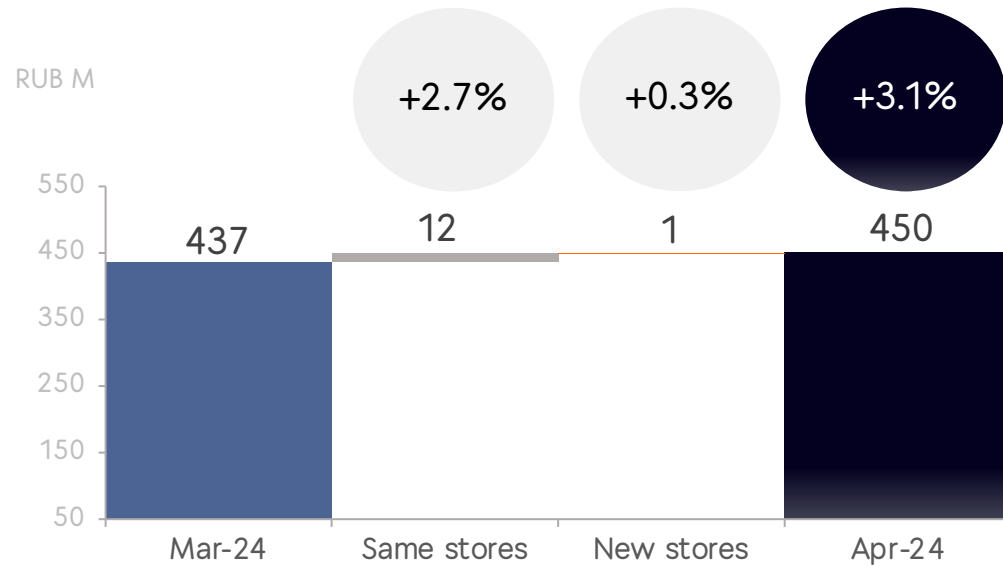


INTERNATIONAL
MASTER-
FRANCHISING

IMF: Sales Evolution

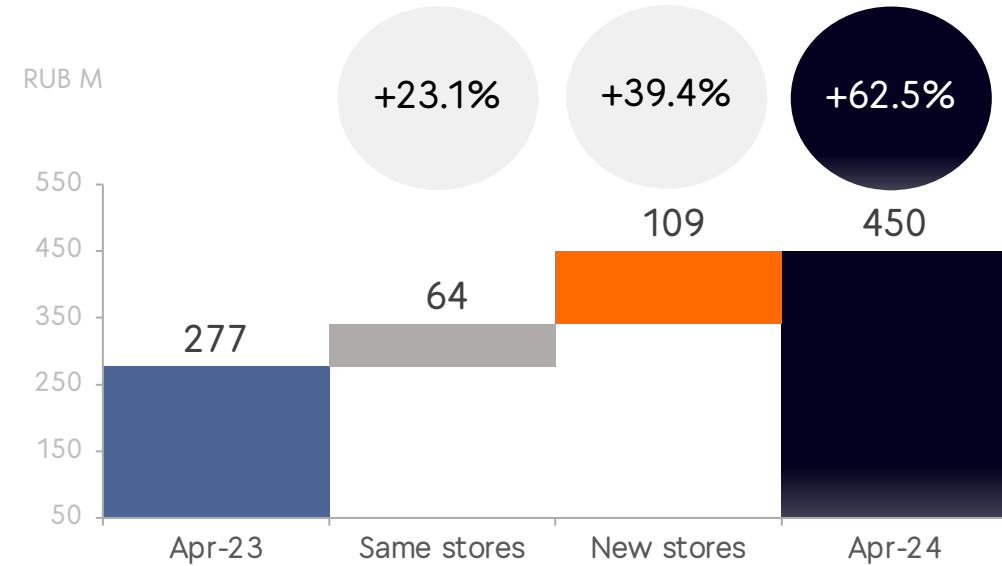
April: MoM +3.1%, YoY +62.5%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
+4.9%	\times -2.1%	= +2.7%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+14.1%	\times +7.9%	= +23.1%

Note: gross sales including VAT where applicable. Traffic stands for order count.

Converted into RUB from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).

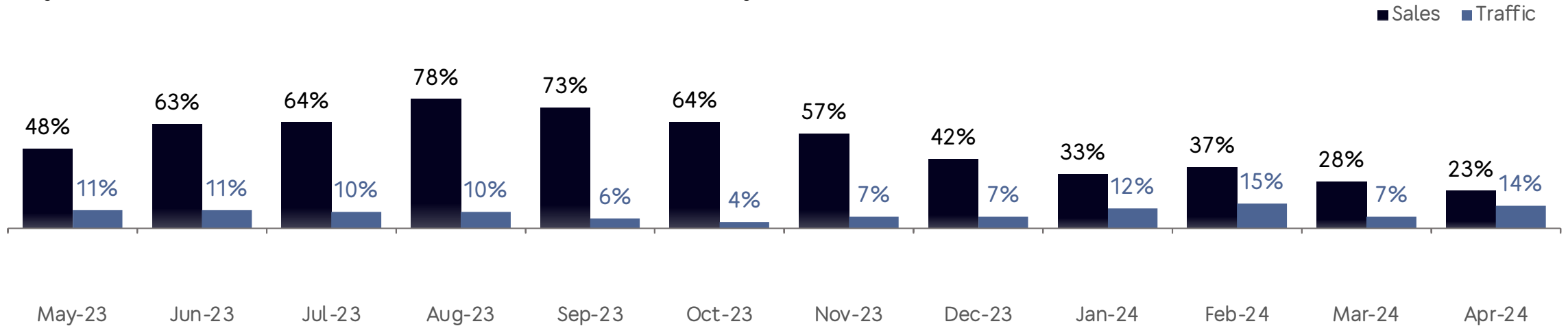
List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Croatia, Cyprus, Estonia, Germany, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria, Vietnam.

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of April 2024

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	9	4.1%	80.6%	33.2%	7.4%	76.4%	26.4%	-3.0%	2.4%	5.3%
2-3 yrs old	13	12.0%	36.9%	24.2%	8.5%	25.7%	14.0%	3.2%	8.9%	8.9%
> 3 yrs old	29	7.0%	32.0%	21.1%	9.3%	16.2%	11.9%	-2.2%	13.6%	8.2%

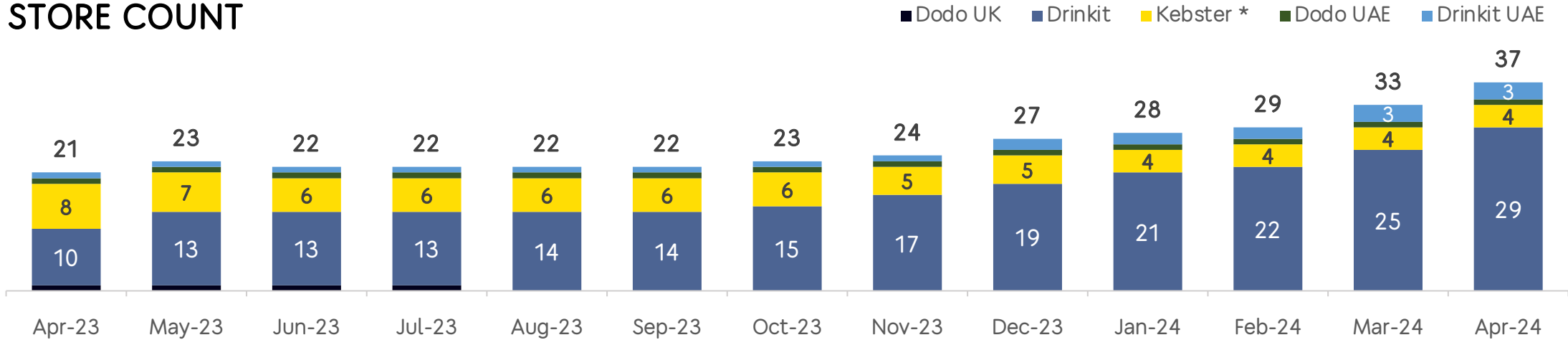
Dynamics of YoY LFL for all stores older than 1 year



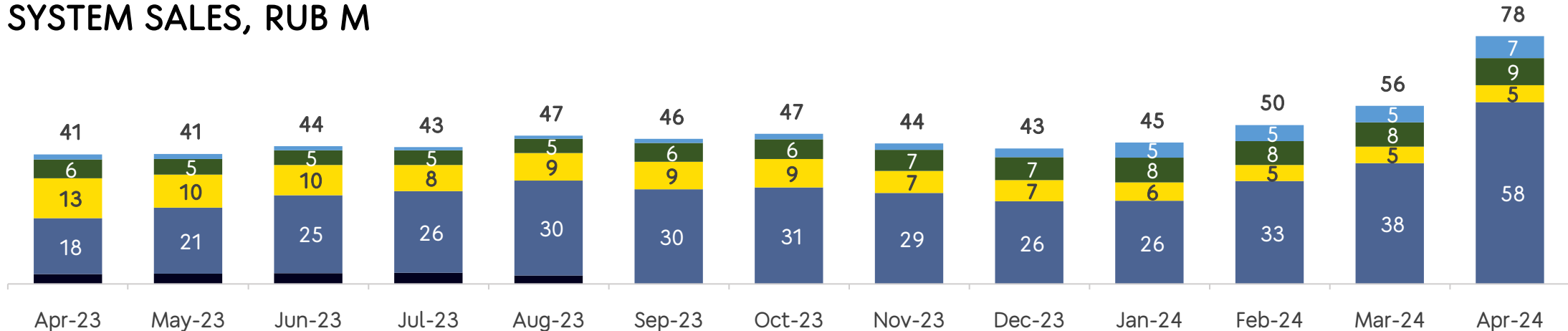
STARTUPS

Startups: store count and sales

STORE COUNT



SYSTEM SALES, RUB M



Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).

* Kebster includes Doner 42.