

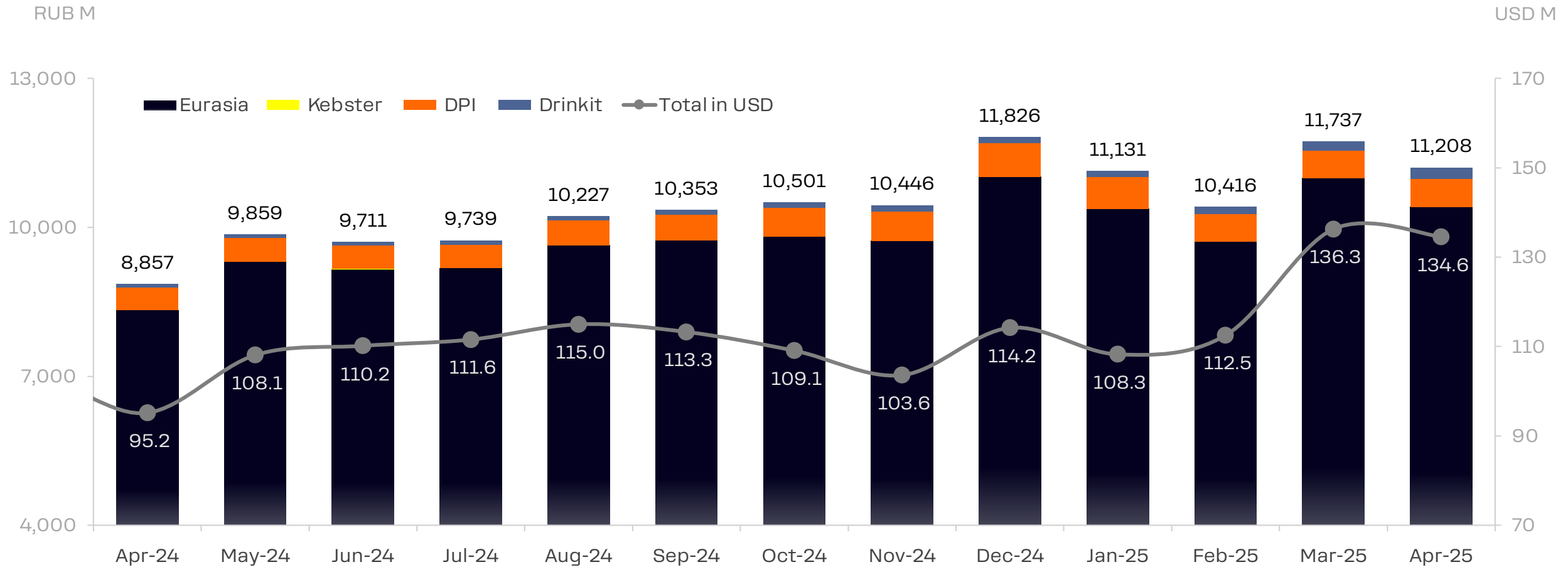
**DODO
BRANDS**

MONTHLY TRADING UPDATE

**APRIL
2025**

System Sales

April: 11,208M RUB / 134.6M USD



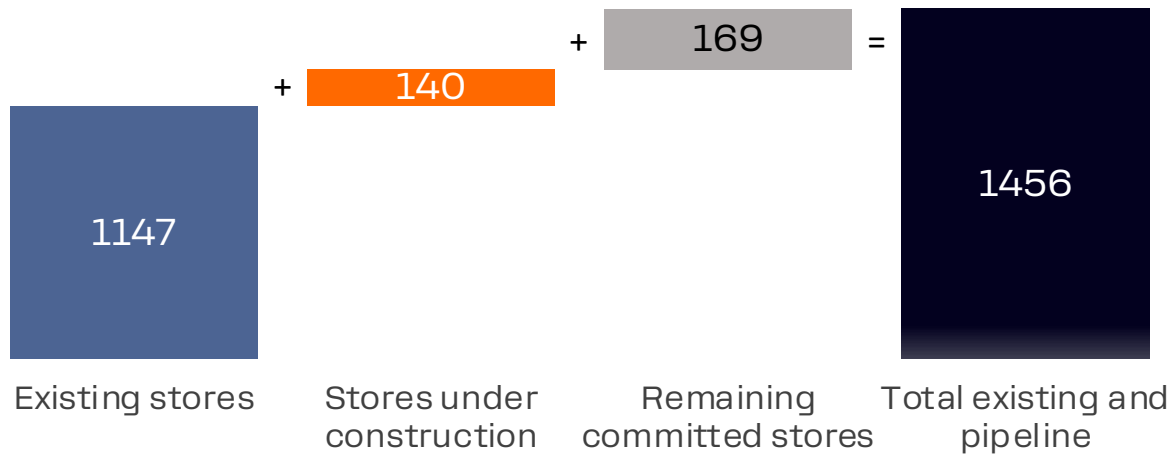
Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](#). Link: [sales and traffic of each store since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

Chain Growth Pipeline

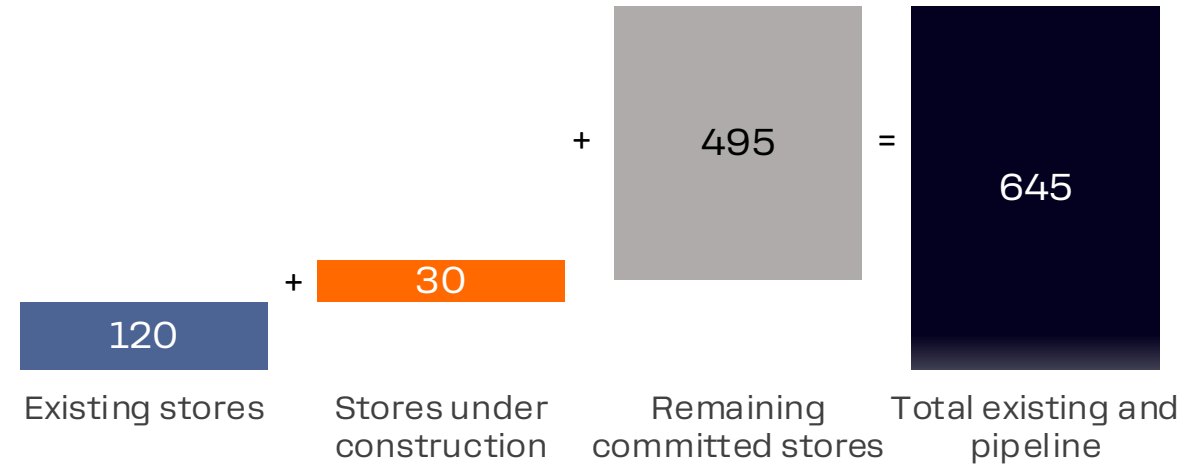


Note: as of 30 April 2025

EURASIA



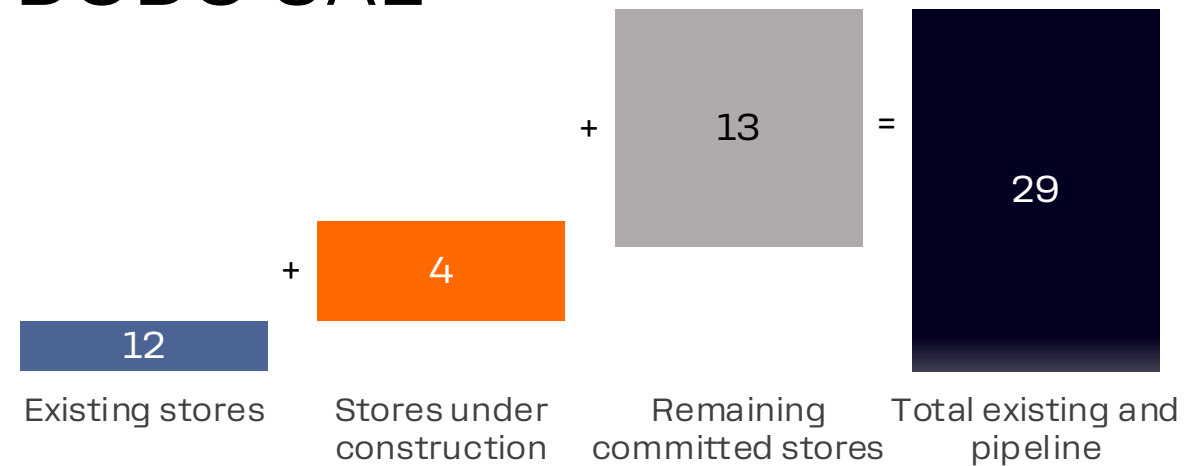
IMF



DRINKIT



DODO UAE



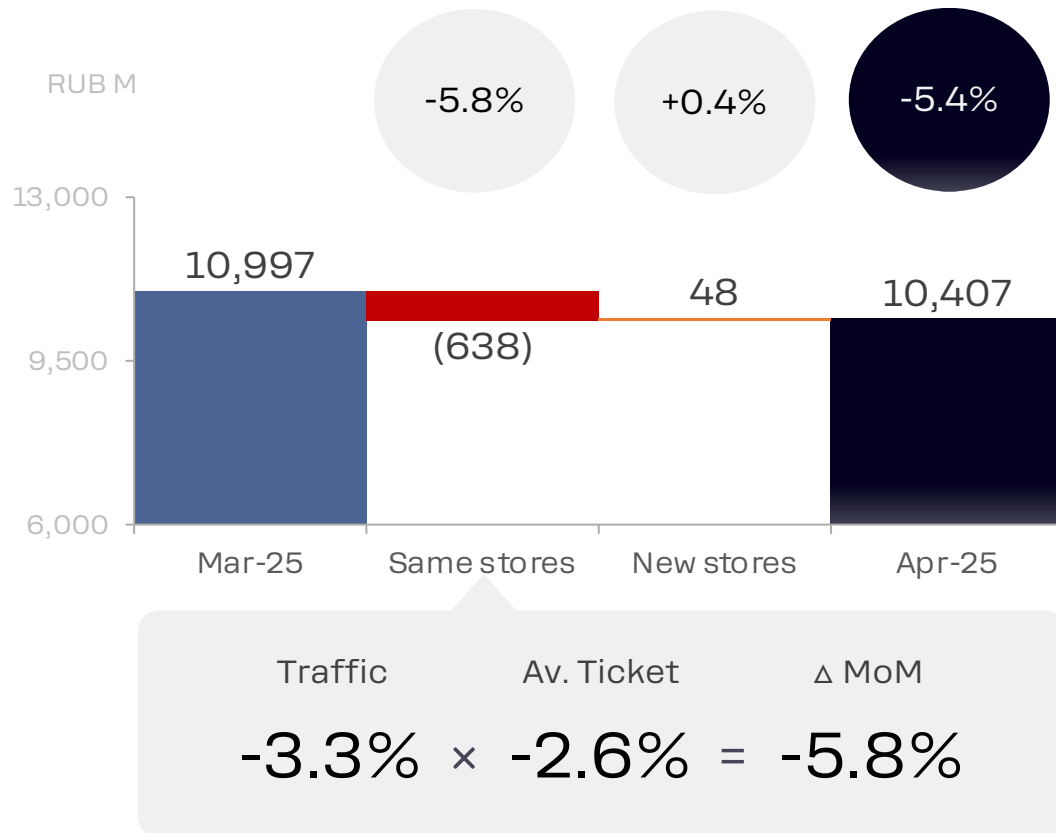


EURASIA

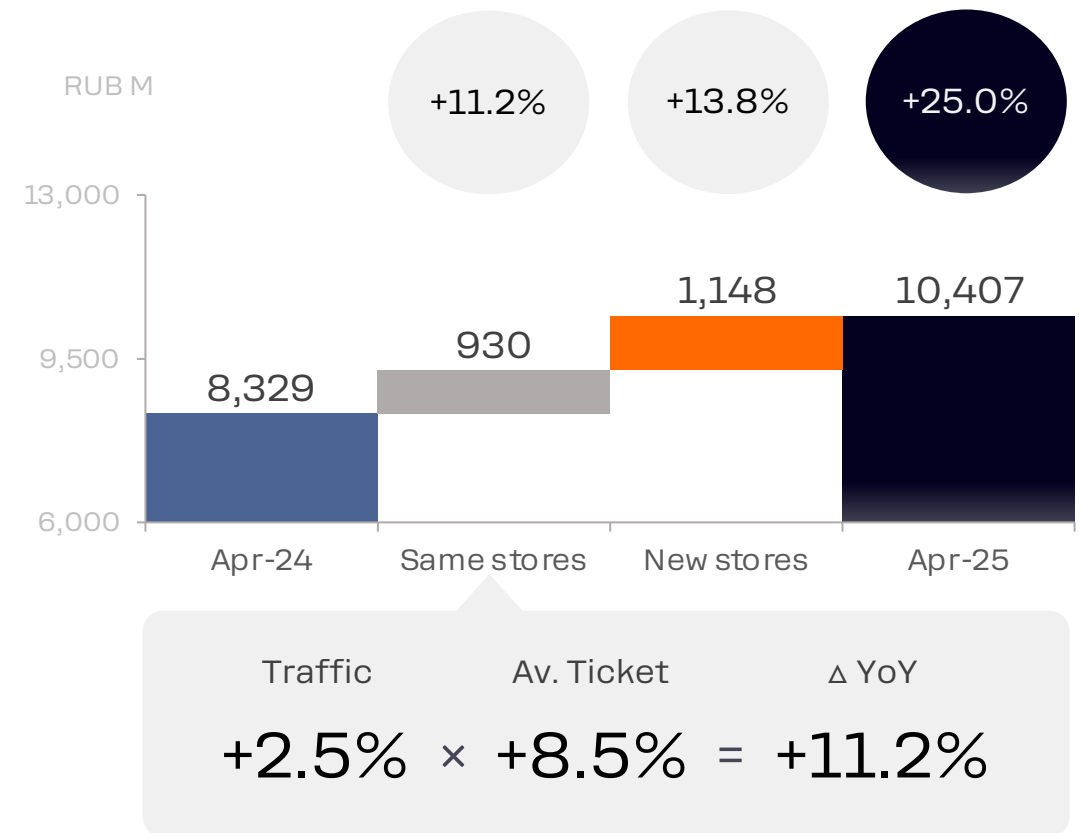
Eurasia: Sales Evolution

April: MoM -5.4%, YoY +25.0%

Month over Month (MoM)



Year over Year (YoY)



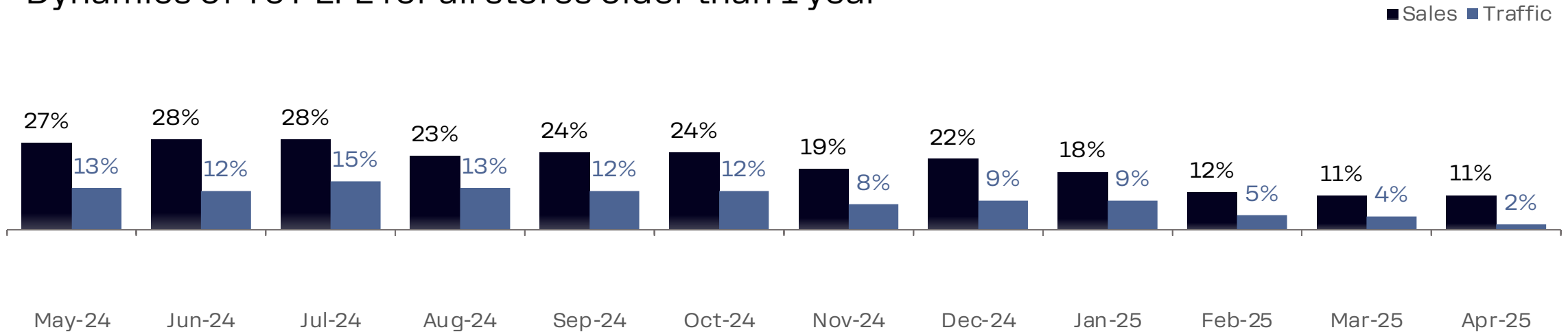
Note: gross sales including VAT where applicable. Traffic stands for order count.
 List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of April 2025

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	118	2.4%	26.4%	25.3%	-0.2%	19.3%	18.5%	2.5%	5.9%	5.8%
2-3 yrs old	110	5.0%	18.1%	13.1%	-2.1%	11.7%	3.8%	7.3%	5.7%	9.0%
> 3 yrs old	723	5.3%	10.6%	8.8%	-4.0%	3.5%	-0.4%	9.6%	6.8%	9.3%

Dynamics of YoY LFL for all stores older than 1 year



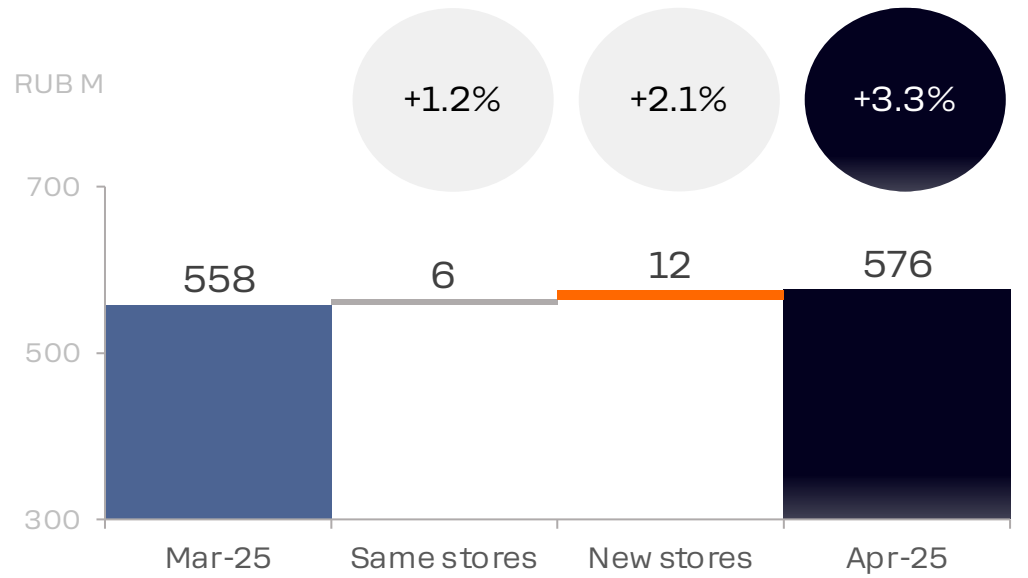
A photograph of two women sitting at a wooden table outdoors. The woman on the right is wearing a white button-down shirt and is holding a smartphone, looking at the screen. The woman on the left is seen from the back, also wearing a white shirt. On the table are two open Dodo Pizza boxes, each containing a pizza, and two orange Dodo Pizza coffee cups. The background is a rough, textured stone wall. The text 'DODO PIZZA INTERNATIONAL' is overlaid in large white letters across the center of the image.

DODO PIZZA INTERNATIONAL

DPI: Sales Evolution

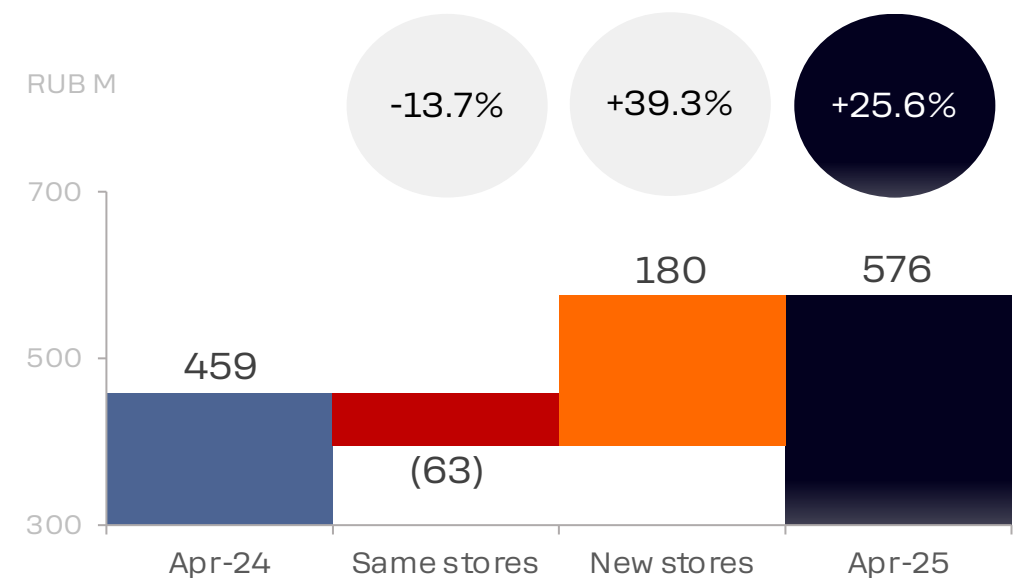
April: MoM +3.3%, YoY +25.6%

Month over Month (MoM)



Traffic $+7.4\%$ × Av. Ticket -5.8% = Δ MoM $+1.2\%$

Year over Year (YoY)



Traffic -2.7% × Av. Ticket -11.3% = Δ YoY -13.7%

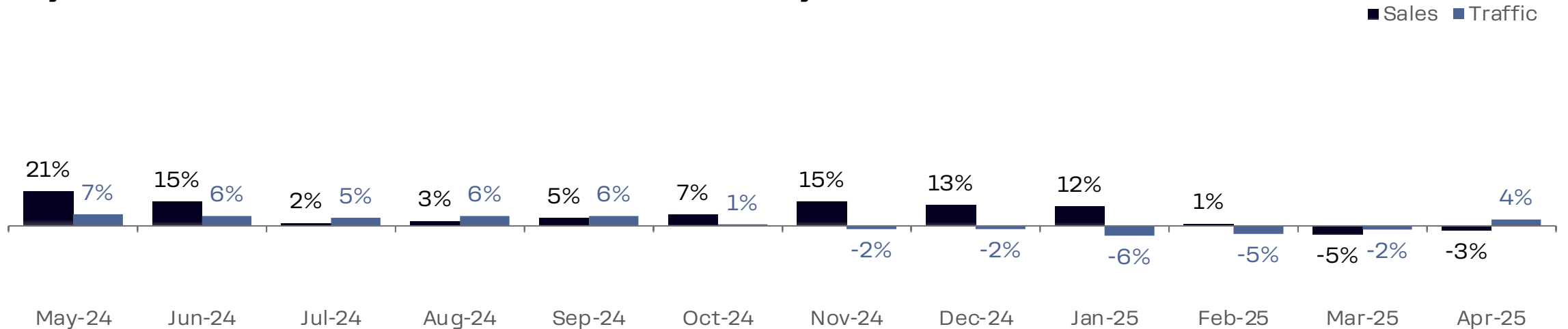
Note: gross sales including VAT where applicable. Traffic stands for order count.
 Converted into RUB from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).
 List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Bulgaria, Croatia, Cyprus, Estonia, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria, Vietnam, Indonesia, UAE.

DPI: Like for Like Sales and Traffic

YoY LFL – Detailed Review of April 2025

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	30	-9.9%	14.9%	5.0%	1.8%	22.0%	11.3%	-11.5%	-5.8%	-5.7%
2-3 yrs old	10	-9.7%	-0.1%	-4.8%	2.8%	12.0%	6.4%	-12.2%	-10.9%	-10.5%
> 3 yrs old	38	-9.0%	-3.5%	-5.7%	0.3%	-1.1%	-0.3%	-9.2%	-2.4%	-5.4%

Dynamics of YoY LFL for all stores older than 1 year





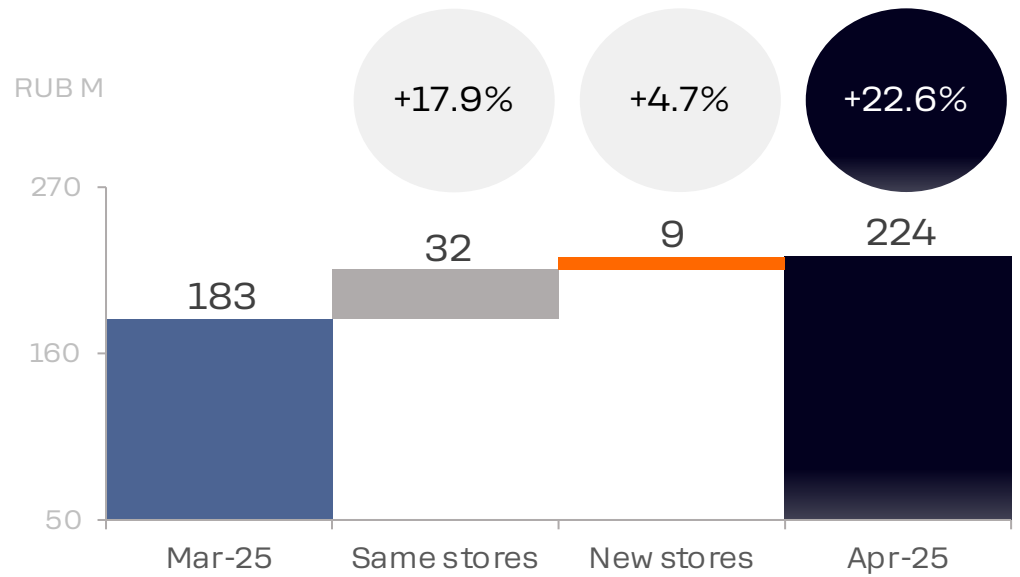
ДРИНКИТ

DRINKIT

DRINKIT: Sales Evolution

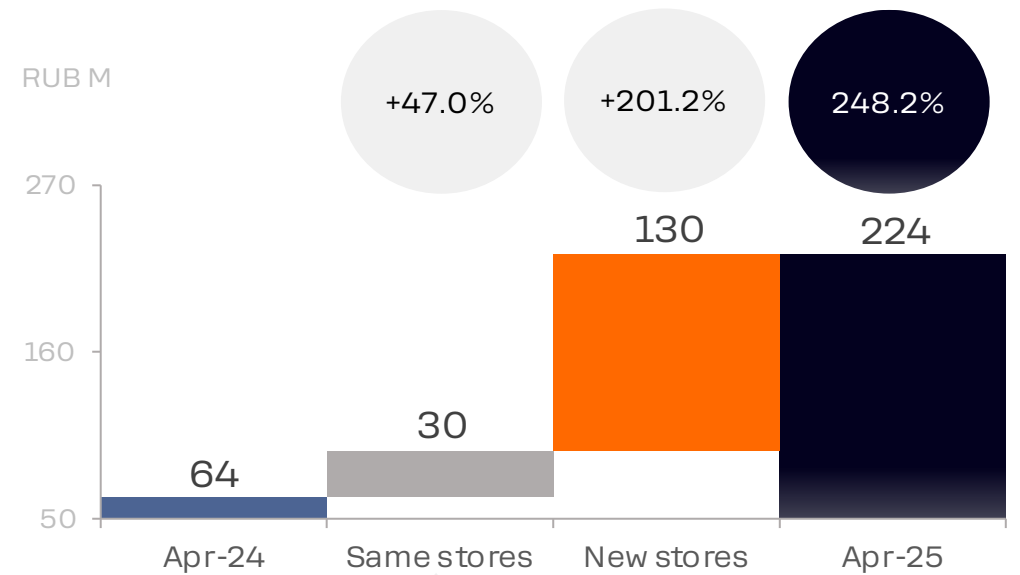
April: MoM +22.6%, YoY +248.2%

Month over Month (MoM)



Traffic \times Av. Ticket $=$ Δ MoM
+19.2% \times -1.1% = +17.9%

Year over Year (YoY)



Traffic \times Av. Ticket $=$ Δ YoY
+13.8% \times +29.2% = +47.0%

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

DRINKIT: Like for Like Sales and Traffic

YoY LFL – Detailed Review of April 2025

Store age	RUSSIA				UAE				KZ+			
	Store Count	Traffic	Av. ticket	Sales	Store Count	Traffic	Av. ticket	Sales	Store Count	Traffic	Av. ticket	Sales
1-2 yrs old	13	-11.3%	49.7%	32.8%	2	59.0%	-7.6%	46.9%	6	17.0%	2.0%	19.4%
2-3 yrs old	5	9.4%	36.1%	48.9%	1	38.0%	0.8%	39.2%				
> 3 yrs old	4	2.1%	31.3%	34.0%								

Dynamics of YoY LFL for all stores older than 1 year

