

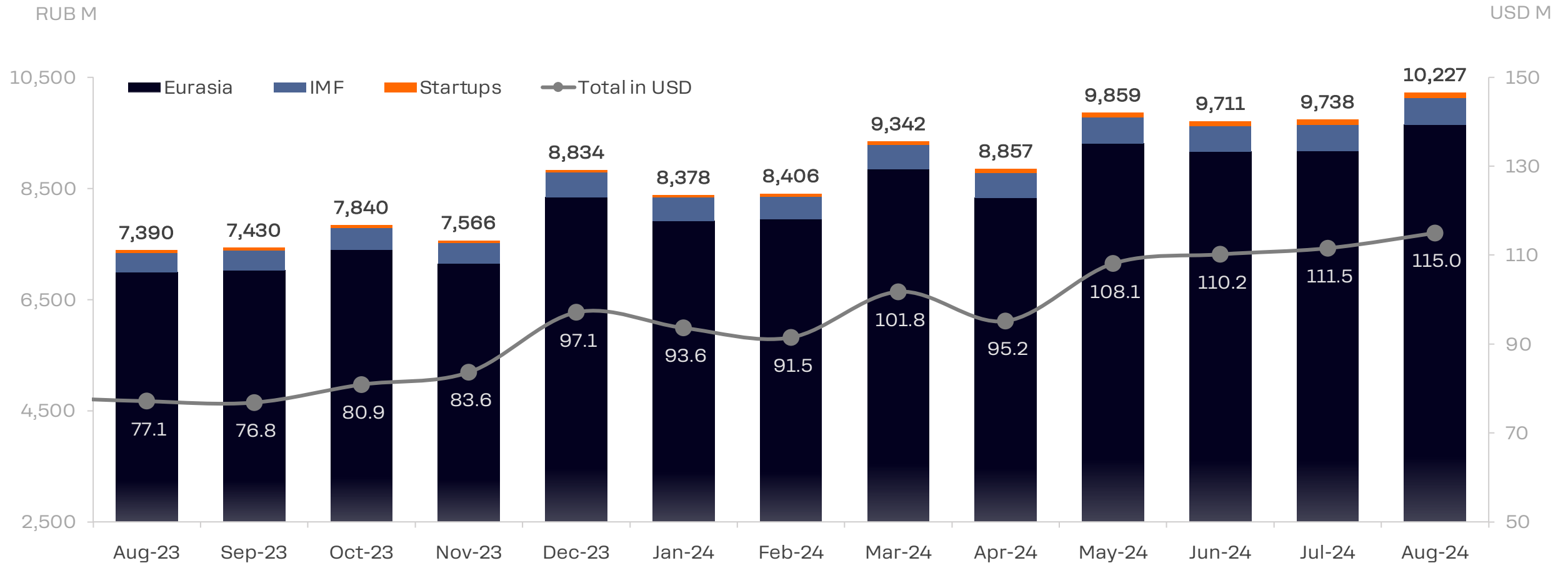
**DODO
BRANDS**

MONTHLY TRADING UPDATE

**AUGUST
2024**

System Sales

August: 10,227M RUB / 115.0M USD



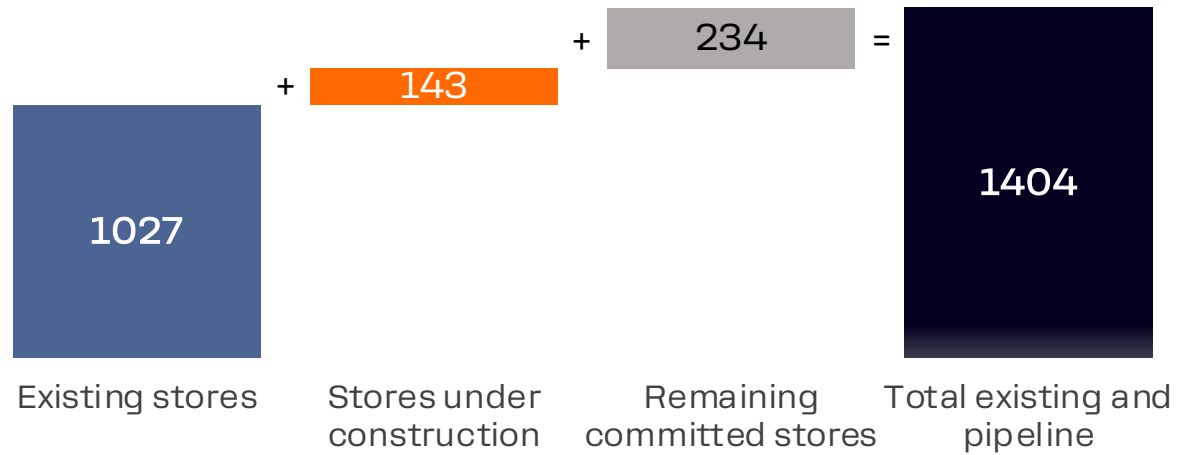
Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](#). Link: [sales and traffic of each store since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

Chain Growth Pipeline

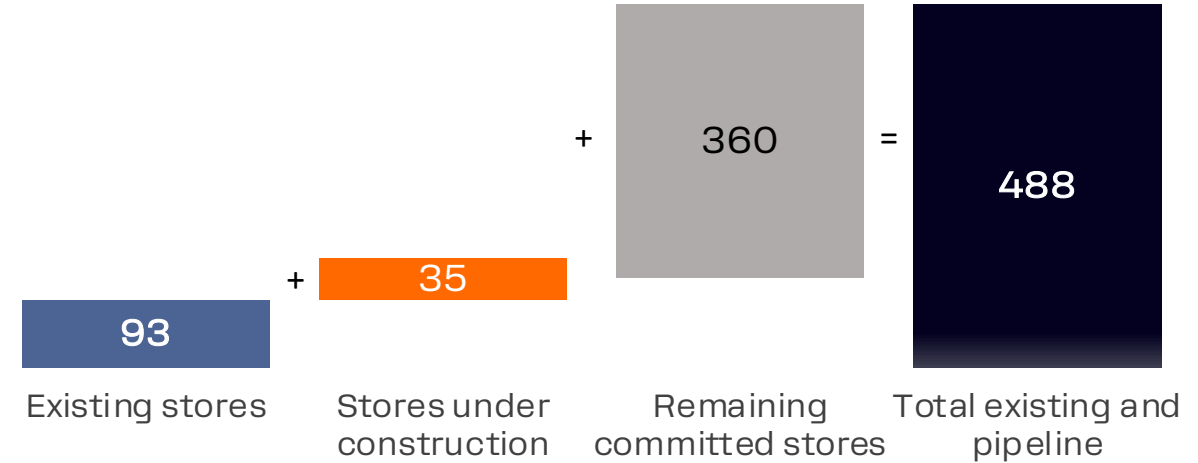


Note: as of 31 August 2024

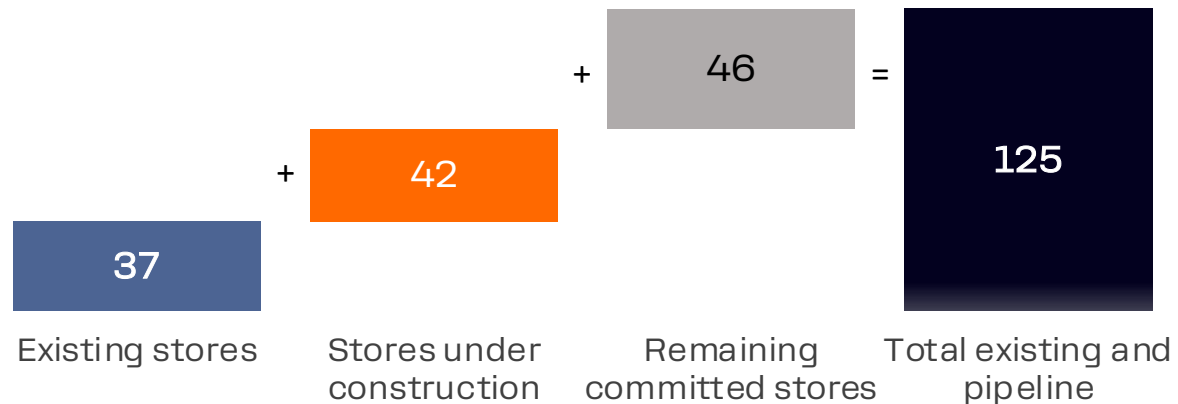
EURASIA



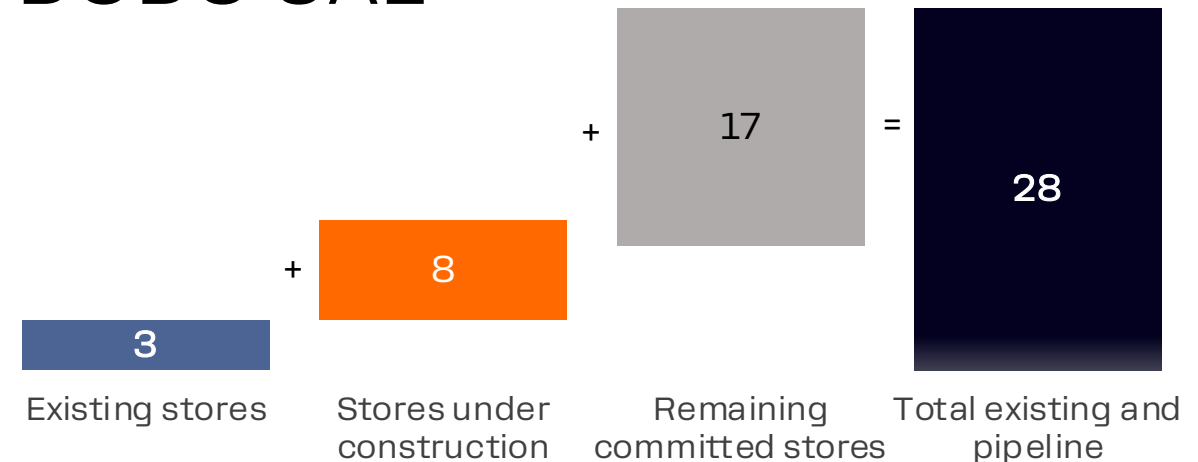
IMF



DRINKIT



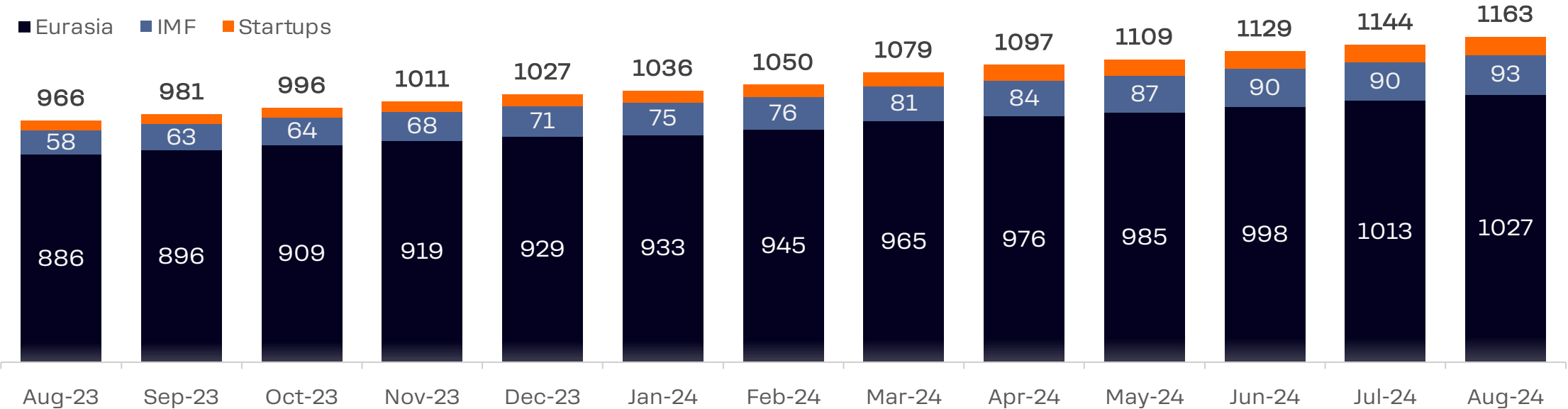
DODO UAE



Note: Kebster is not included in this report.

Store Count

August: 20 new stores, 1 store closed, 1163 total



New stores

RUSSIA:

- Kazan-12
- Khabarovsk-7
- Lipetsk-4
- Moscow 0-33
- Murmansk-3
- Novosaratovka-1
- Saint Petersburg 1-9
- Salsk-1
- Svobodny-1
- Tomsk-5
- Troitsk Chelyabinsk-1
- Tutaev-1
- Drinkit Moscow 0-15

KAZAKHSTAN:

- Almaty-24
- Astana-16

KYRGYZSTAN:

- Bishkek-10

TURKIYE:

- Antalya-3
- Menemen-1

TAJIKISTAN:

- Khudzhand-1

UAE:

- Dubai 3-1

Closed stores

LITHUANIA:

- Vilnius-5

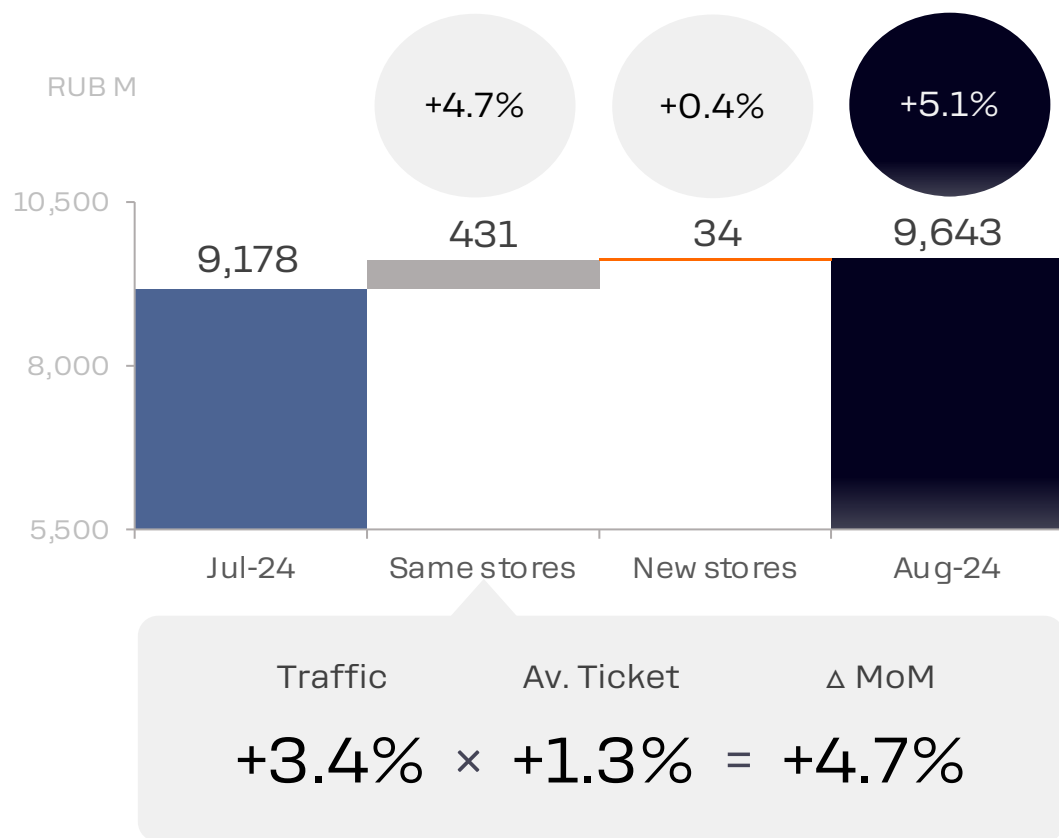
A young man with curly hair, wearing an orange and black Dodo Pizza uniform, is shown from the chest up. He is carrying a large orange delivery bag with a black chicken logo on his back. He is looking upwards and to the right. The background is a Dodo Pizza restaurant with a large sign that reads "ДОДО ПИЦЦА" in Cyrillic. The image has a warm orange tint.

EURASIA

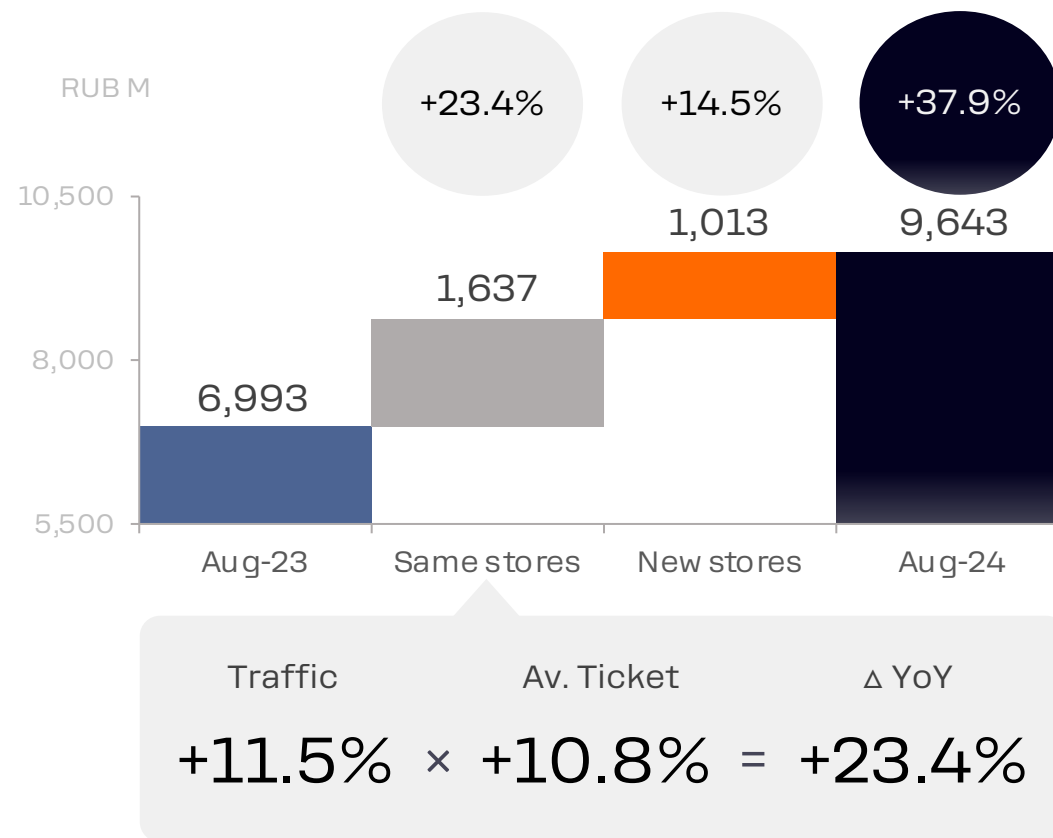
Eurasia: Sales Evolution

August: MoM +5.1%, YoY +37.9%

Month over Month (MoM)



Year over Year (YoY)



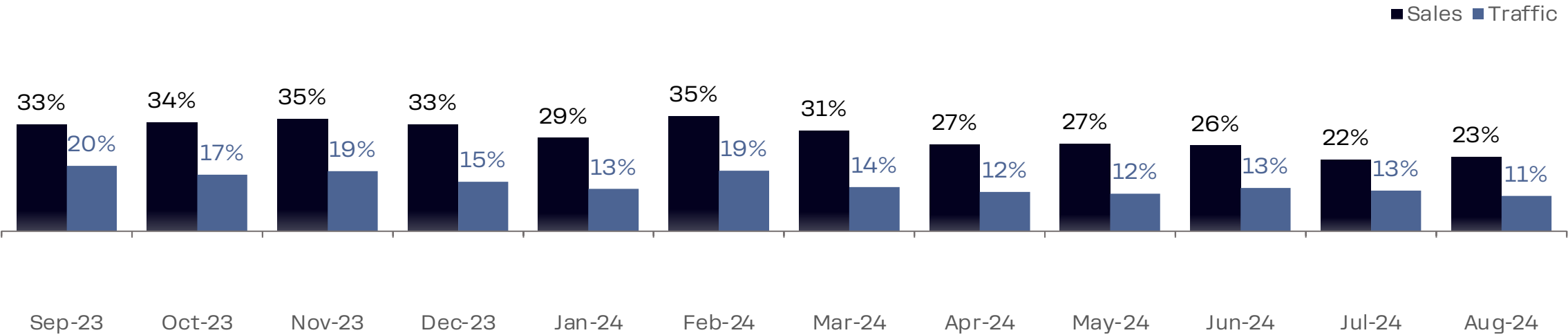
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of August 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	19.6%	45.4%	33.3%	17.6%	33.0%	23.4%	1.7%	9.3%	8.0%
2-3 yrs old	101	16.4%	35.3%	26.9%	7.7%	20.5%	12.7%	8.1%	12.3%	12.6%
> 3 yrs old	663	15.8%	24.3%	21.0%	7.6%	10.9%	9.1%	7.6%	12.0%	10.9%

Dynamics of YoY LFL for all stores older than 1 year



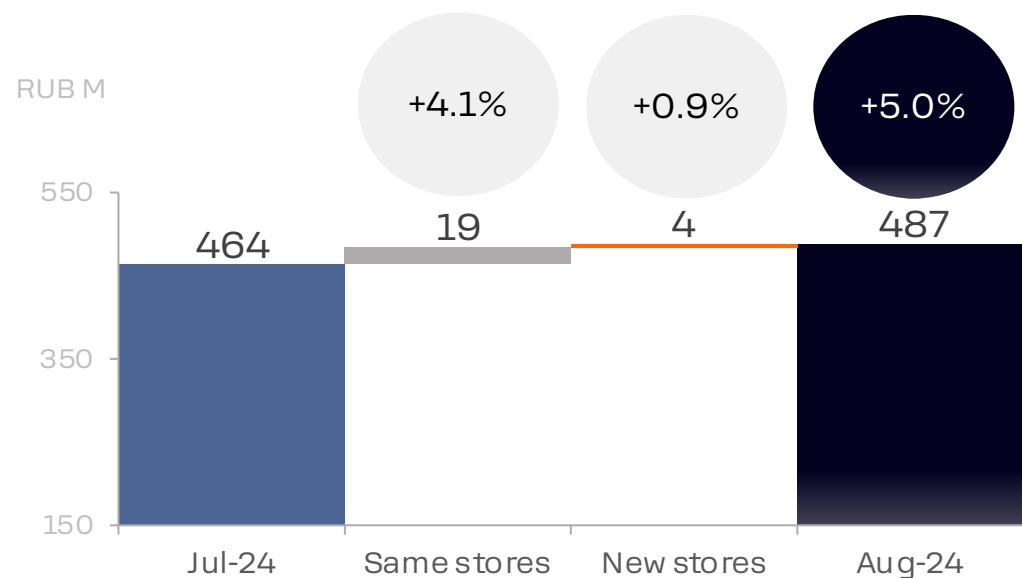
A photograph of two women sitting at a wooden table outdoors against a stone wall. The woman on the right, wearing a white shirt, holds a smartphone and looks at it. The woman on the left is seen from the back. On the table are two open Dodo Pizza boxes with pizzas, two orange and white Dodo Pizza cups, and a small blue card. The text 'INTERNATIONAL MASTER FRANCHISING' is overlaid in large white letters on the left side of the image.

INTERNATIONAL MASTER FRANCHISING

IMF: Sales Evolution

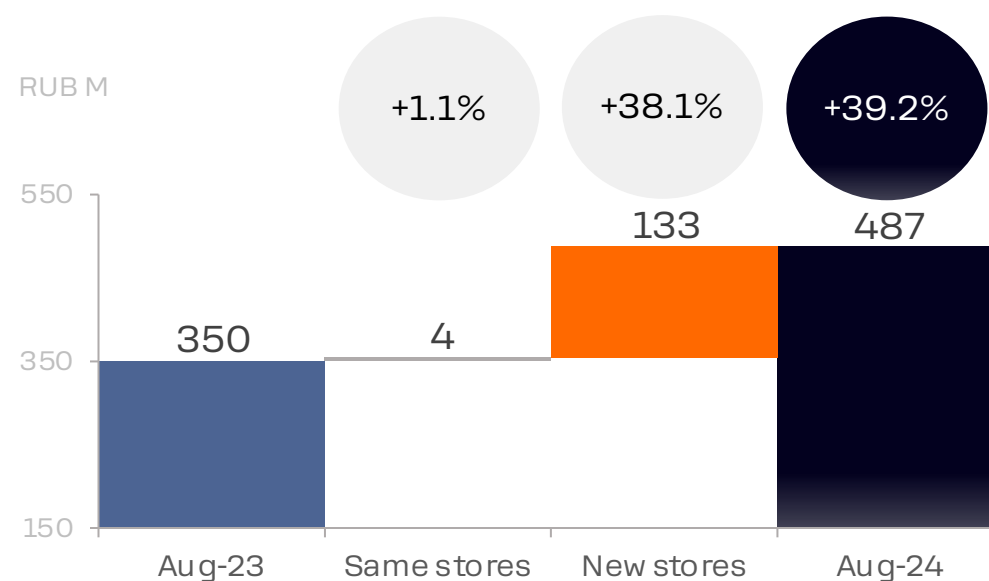
August: MoM +5.0%, YoY +39.2%

Month over Month (MoM)



$$\text{Traffic} \quad \text{Av. Ticket} \quad \Delta \text{ MoM}$$
$$+1.1\% \times +2.8\% = +4.1\%$$

Year over Year (YoY)



$$\text{Traffic} \quad \text{Av. Ticket} \quad \Delta \text{ YoY}$$
$$+5.0\% \times -2.6\% = +1.1\%$$

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.

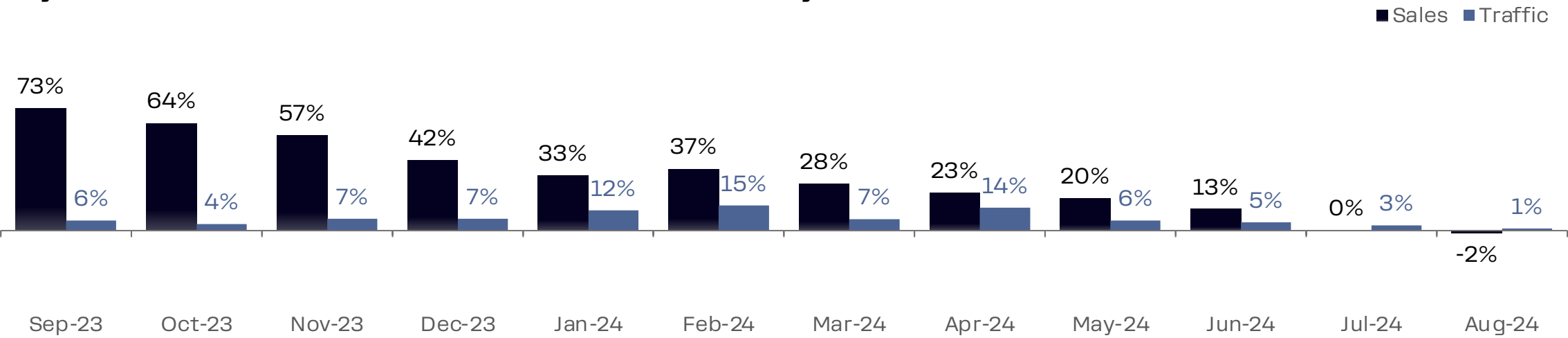
List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Croatia, Cyprus, Estonia, Germany, Lithuania, Romania, Poland, Serbia, Slovenia, Türkiye, Nigeria, Vietnam.

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of August 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	11	28.1%	27.0%	27.7%	40.8%	34.1%	38.8%	-9.1%	-5.3%	-8.0%
2-3 yrs old	10	-9.6%	-10.7%	-10.1%	2.2%	3.6%	2.7%	-11.6%	-13.8%	-12.4%
> 3 yrs old	32	-4.6%	-2.2%	-3.3%	-5.3%	-0.2%	-3.5%	0.7%	-2.0%	0.2%

Dynamics of YoY LFL for all stores older than 1 year

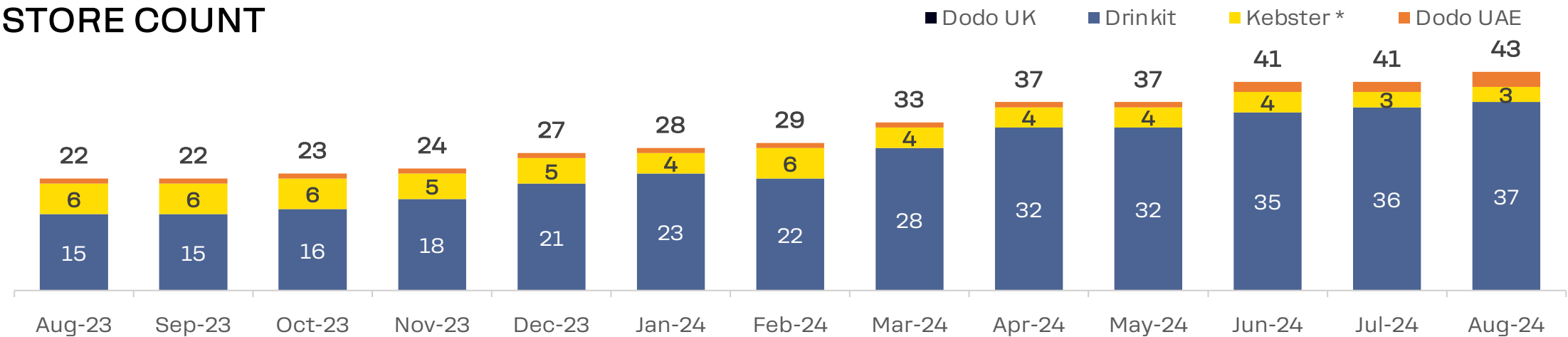


STARTUPS

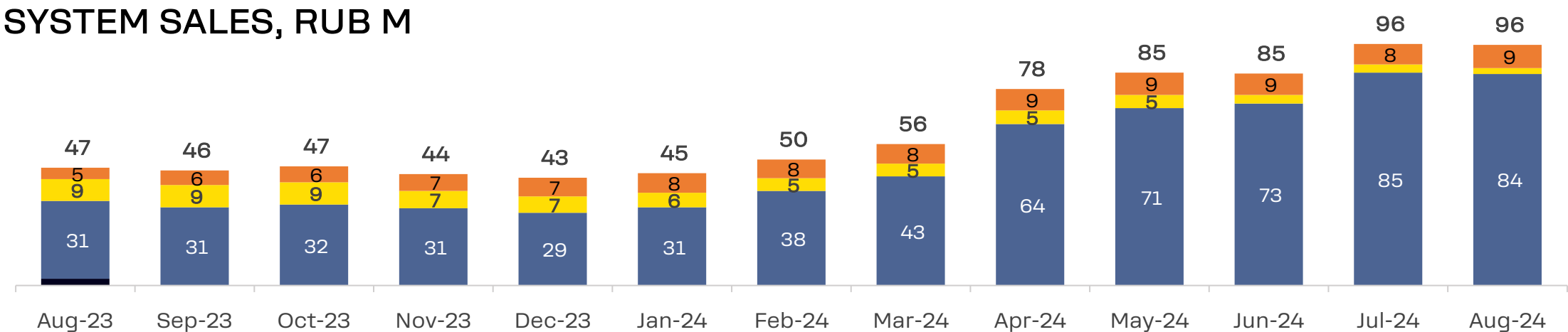


Startups: store count and sales

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.