

DE CEM BER 2021

Monthly Trading Update



771
stores

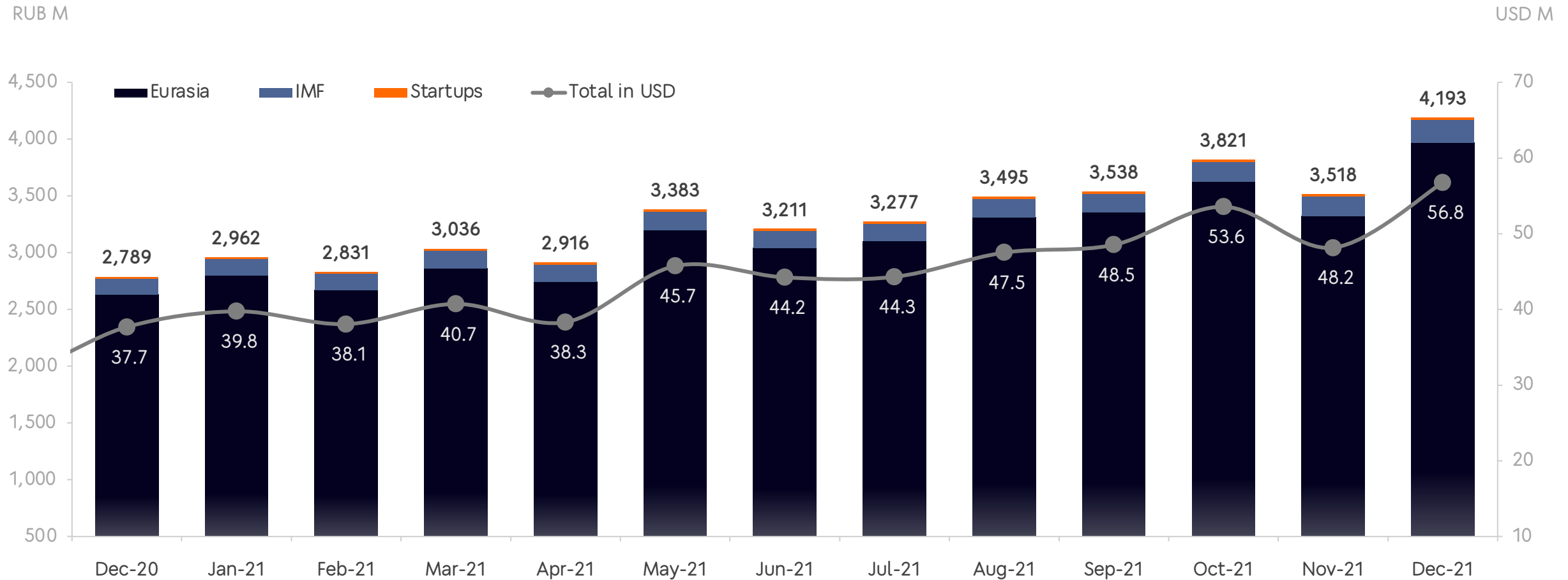
+11
net new stores

₹ 4.2 Bn
in system sales

+50%
year-over-year
change

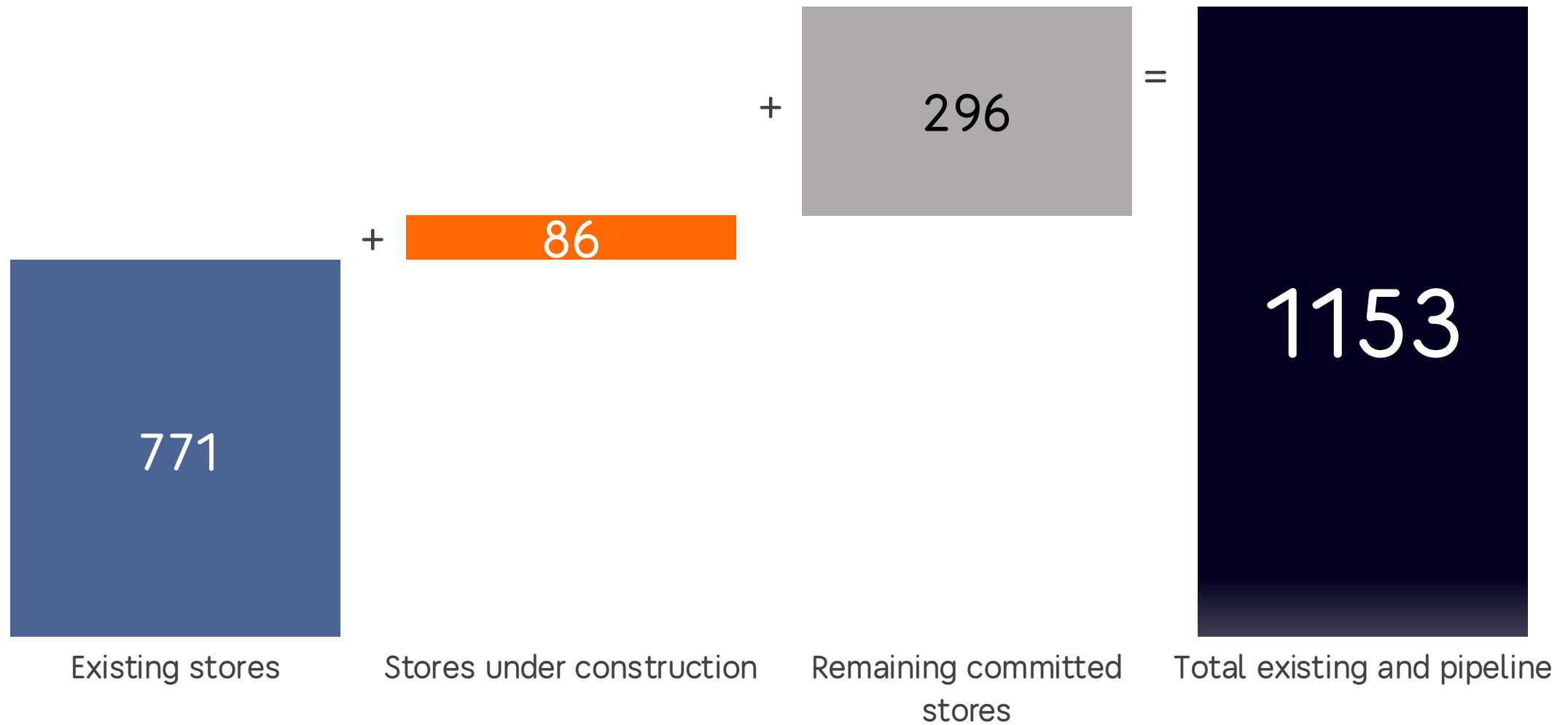
System Sales

December: 4,193M RUB / 56.8M 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](#).

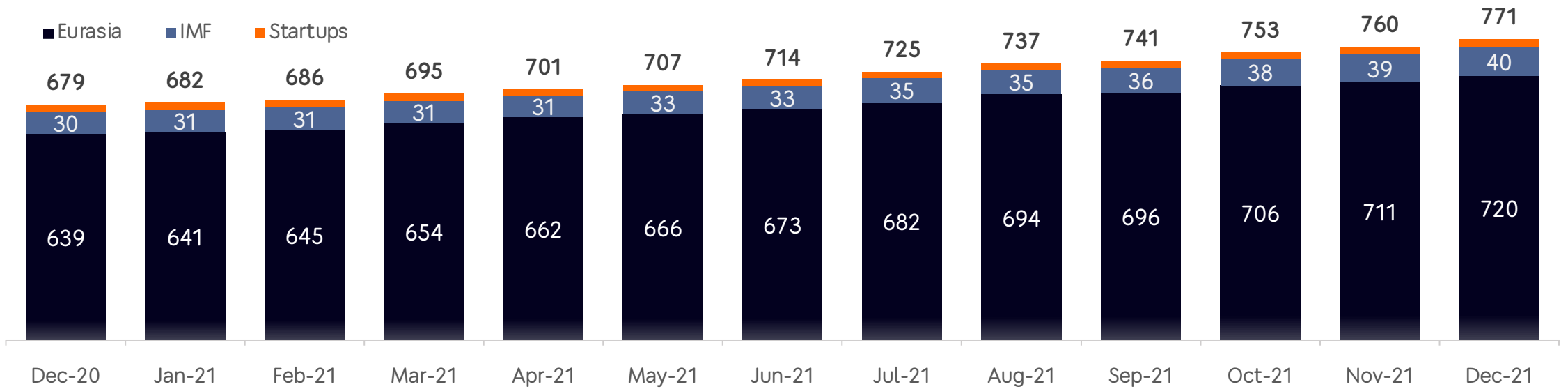
Chain Growth Pipeline



Note: as of 31 December 2021.

Store Count

December: 11 new stores, 771 total



New stores

RUSSIA:

- Vnukovo-1
- Golitsyno-1
- Kubinka-1
- Moscow 0-26
- Reutov-2

- Saint Petersburg 2-4
- Syktyvkar-7
- Uray-1
- Drinkit Moscow 0-3

KAZAKHSTAN:

- Rudny-2

POLAND:

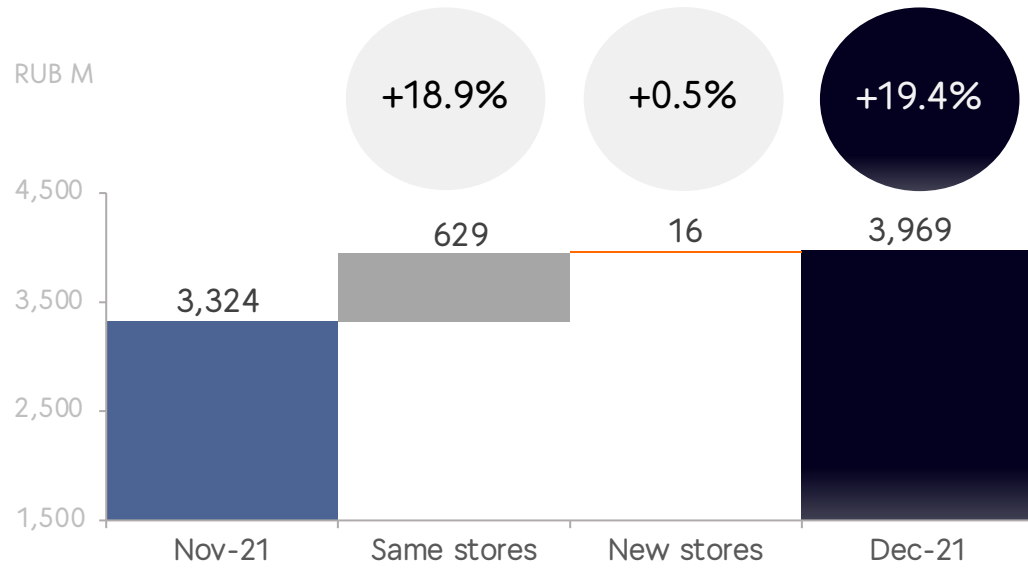
- Warsaw-2

EURASIA

Eurasia: Sales Evolution

December: MoM +19.4%, YoY +50.9%

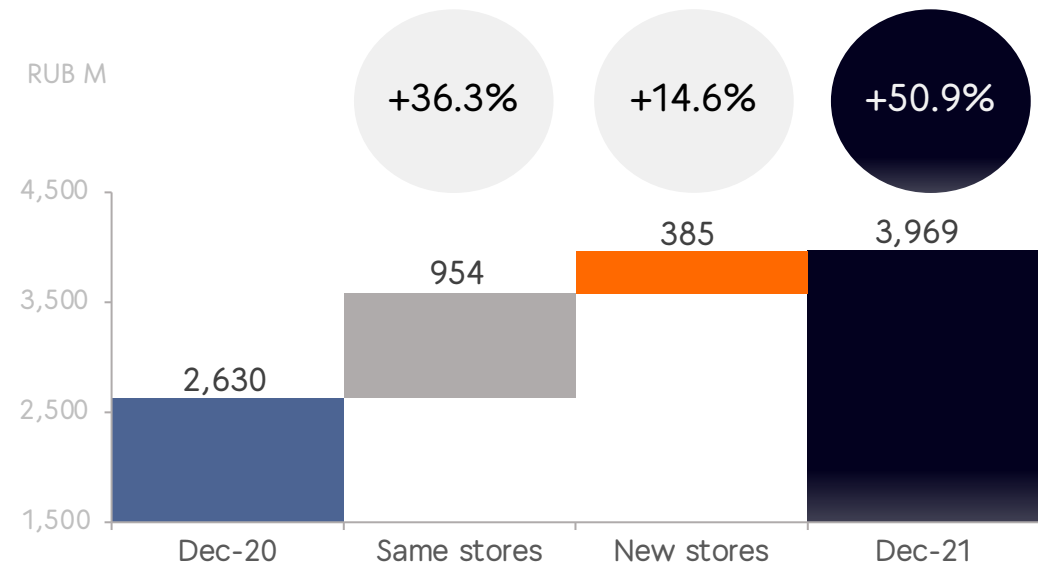
Month over Month (MoM)



Traffic \times Av. Ticket = Δ MoM

+16.9% \times **+1.8%** = **+18.9%**

Year over Year (YoY)



Traffic \times Av. Ticket = Δ YoY

+22.6% \times **+11.2%** = **+36.3%**

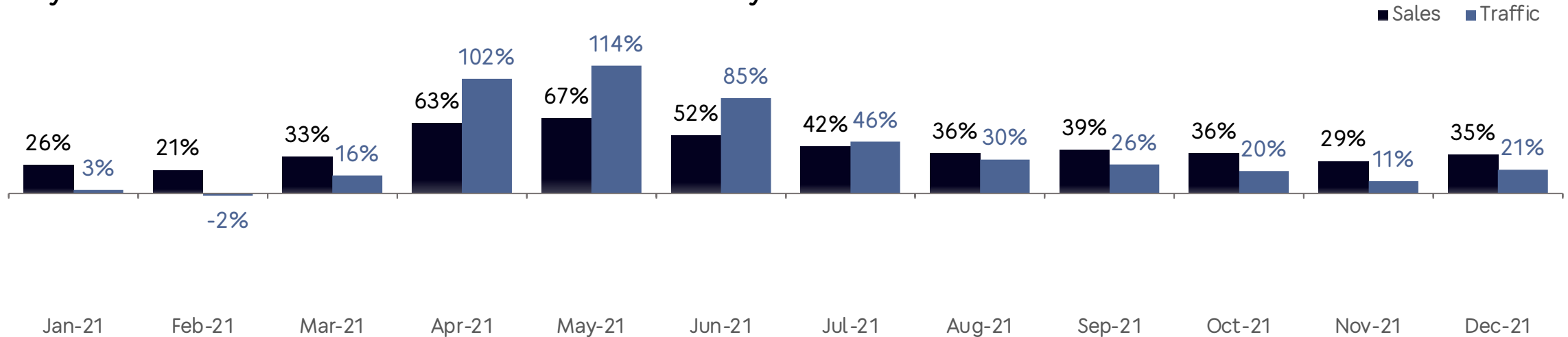
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of December 2021

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	108	54.6%	50.2%	51.7%	37.8%	38.3%	38.0%	12.2%	8.7%	9.9%
2-3 yrs old	128	30.4%	46.6%	41.4%	16.4%	34.2%	24.5%	12.0%	9.2%	13.6%
>3 yrs old	384	23.6%	32.6%	30.2%	11.6%	22.1%	17.1%	10.8%	8.6%	11.1%

Dynamics of YoY LFL for all stores older than 1 year

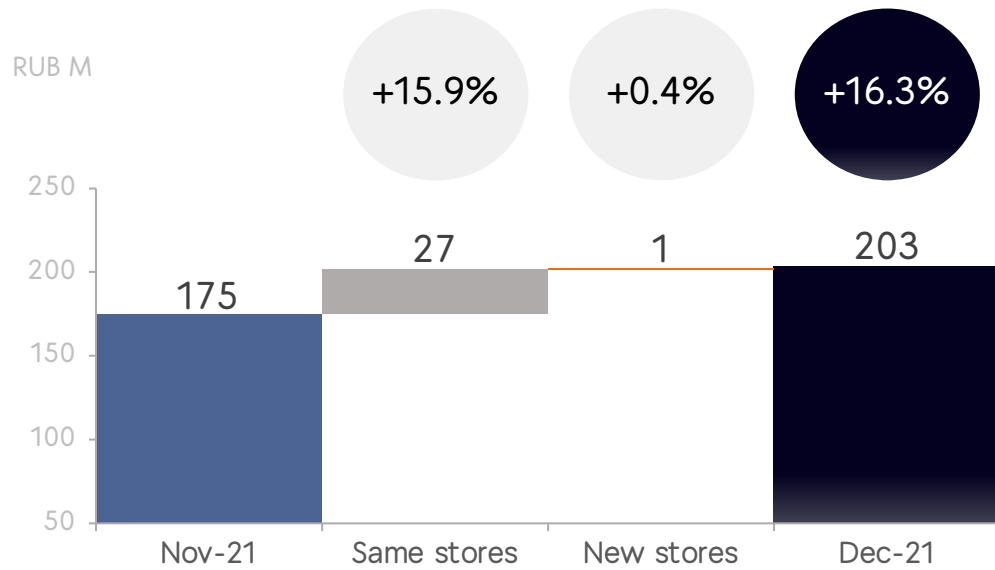


INTERNATIONAL
MASTER-
FRANCHISING

IMF: Sales Evolution

December: MoM +16.3%, YoY +42.0%

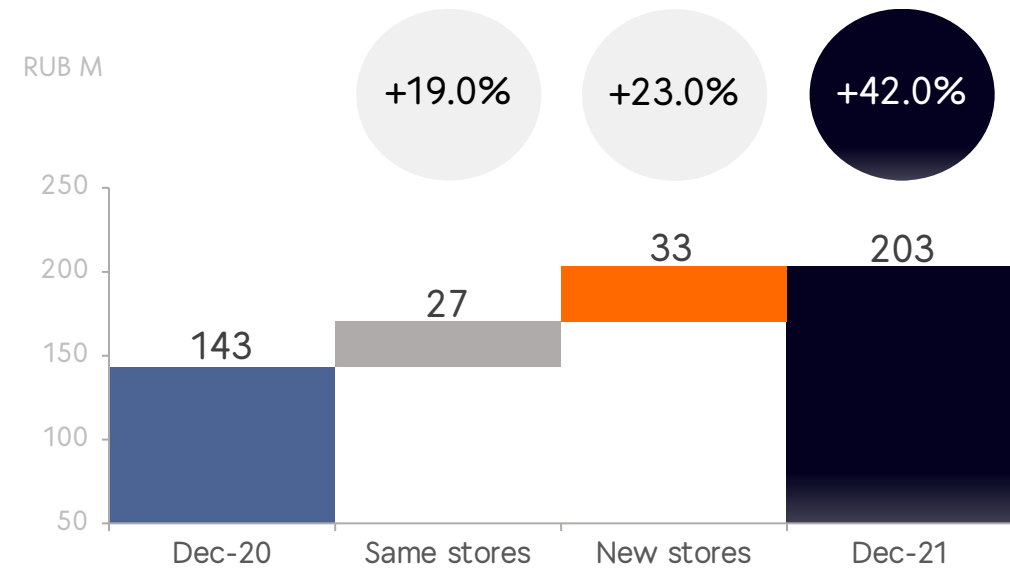
Month over Month (MoM)



Traffic \times Av. Ticket = Δ MoM

+11.6% \times +3.6% = +15.9%

Year over Year (YoY)



Traffic \times Av. Ticket = Δ YoY

+24.8% \times -4.7% = +19.0%

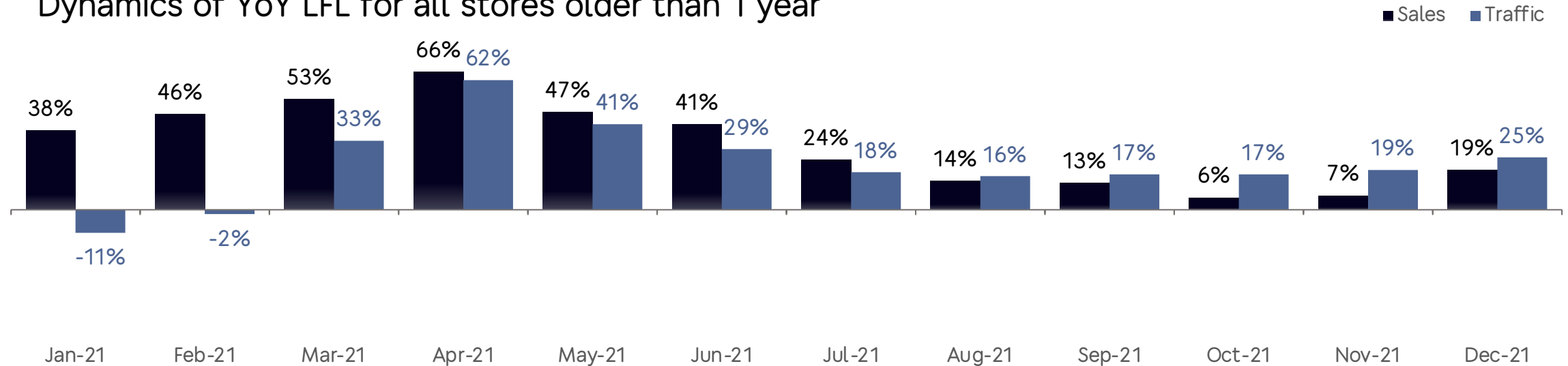
Note: gross sales including VAT where applicable. Traffic stands for order count.
 Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).
 List of countries: Germany, Estonia, Lithuania, Romania, Slovenia, Poland, Nigeria, Kyrgyzstan, Uzbekistan, Vietnam, USA, China.

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of December 2021

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	8	44.6%	21.1%	29.7%	35.1%	19.2%	28.4%	7.0%	1.6%	1.0%
>2 yrs old	20	261.3%	11.6%	15.6%	284.7%	13.8%	23.4%	-6.1%	-2.0%	-6.3%

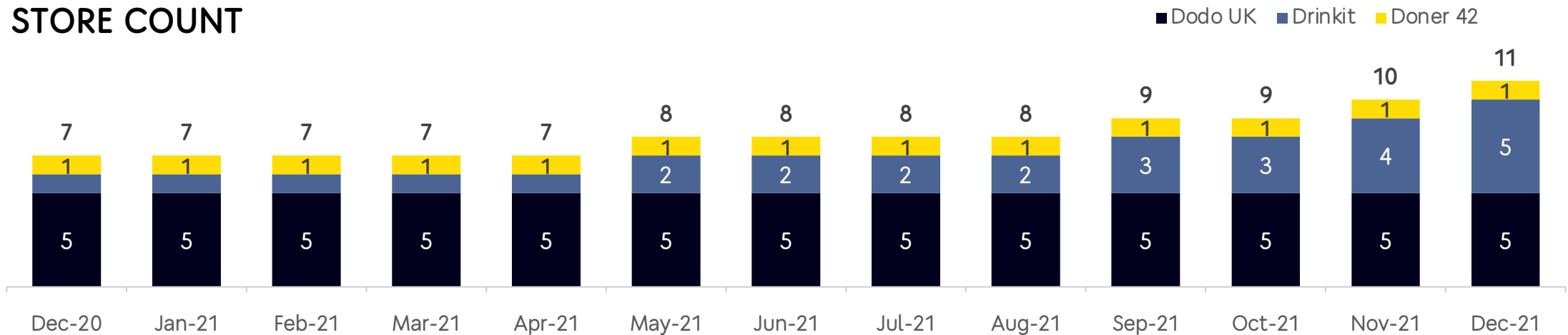
Dynamics of YoY LFL for all stores older than 1 year



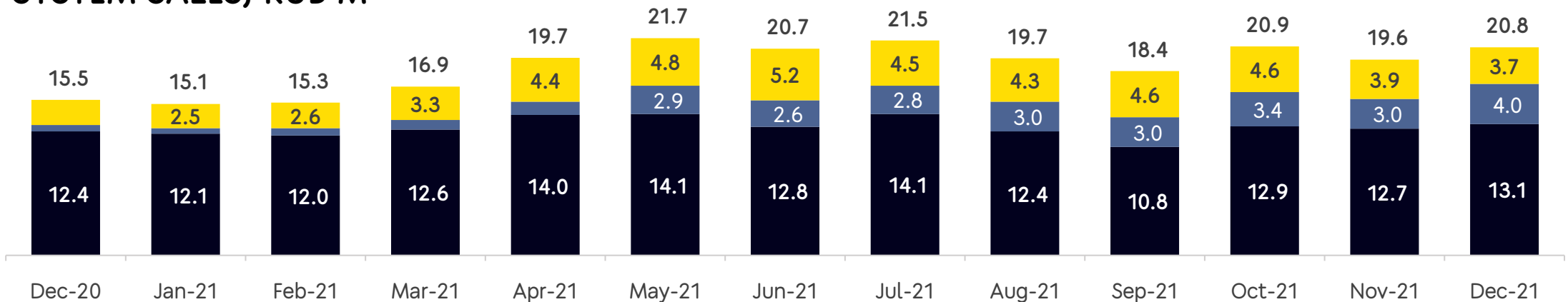
STARTUPS

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.