

DE CEM BER 2022

Monthly Trading Update



893
stores

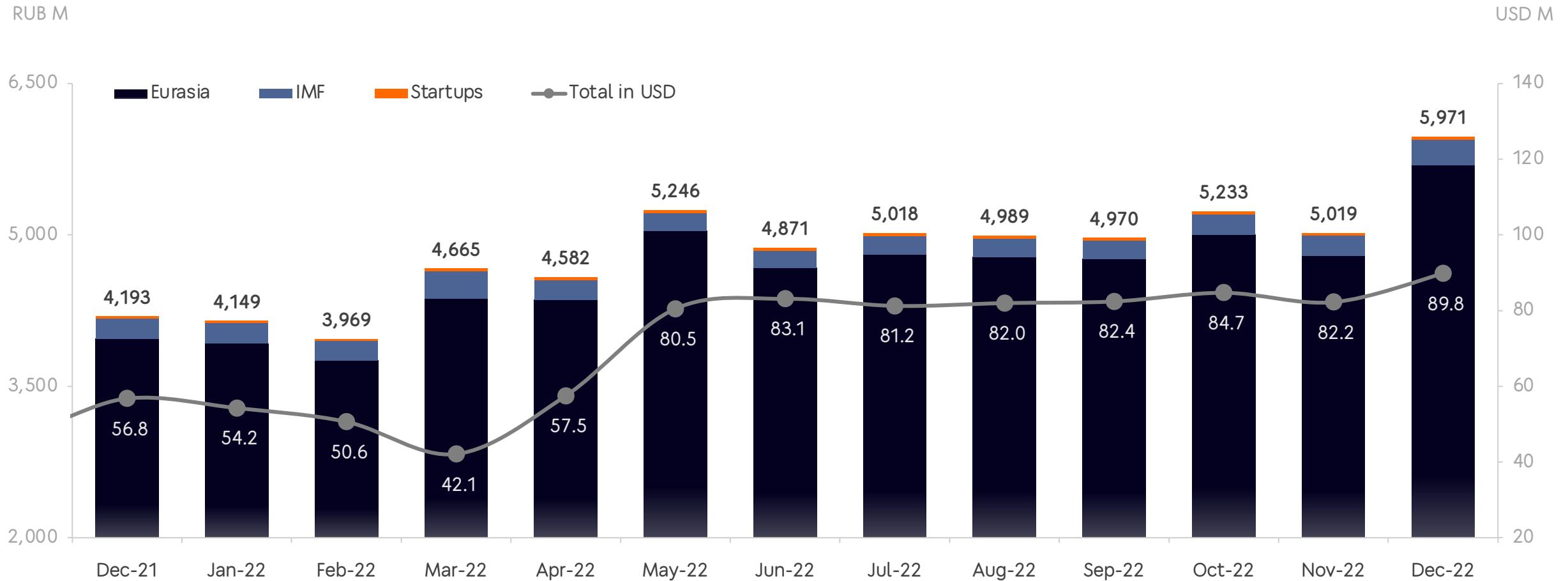
+22
net new stores

₹ 6.0 Bn
in system sales

+42%
year-over-year
change

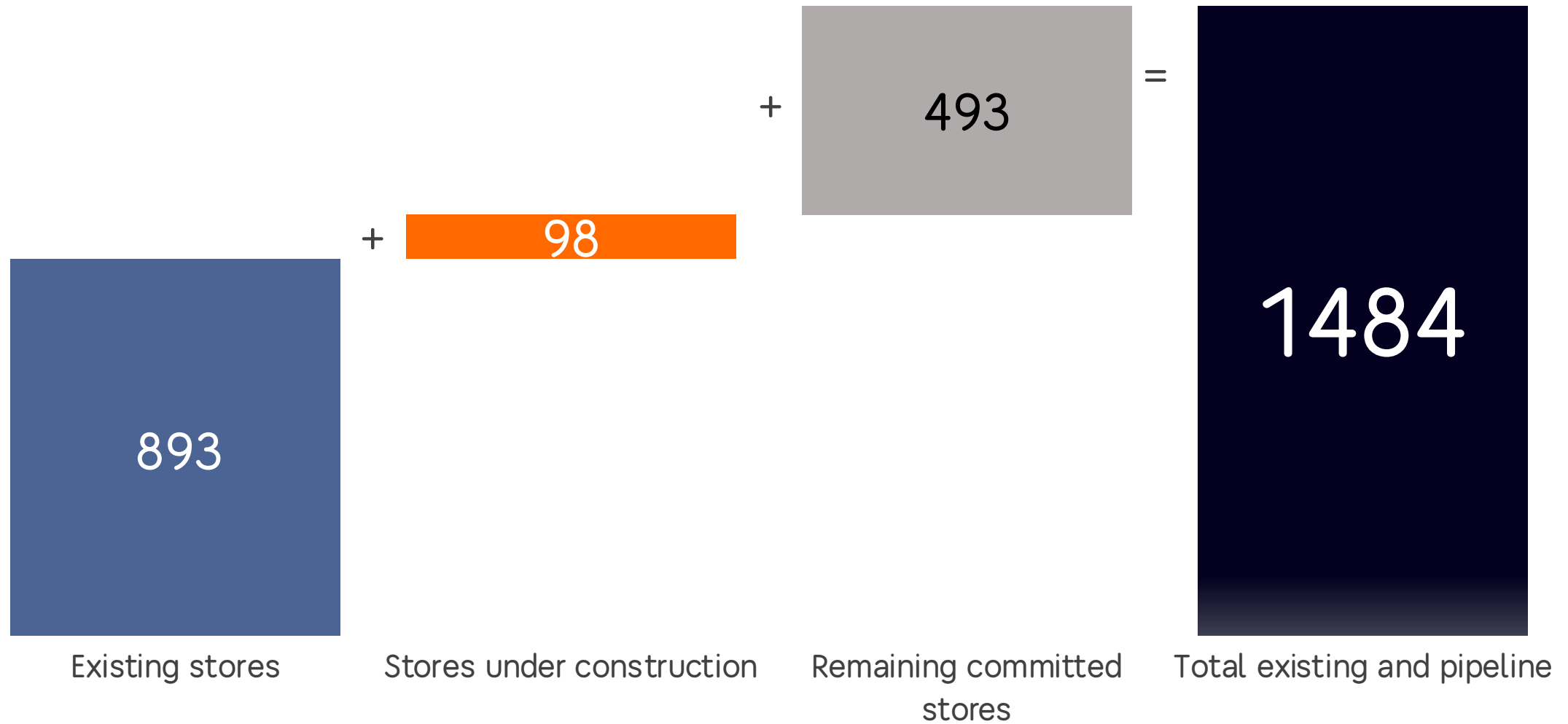
System Sales

December: 5,971M RUB / 89.8M 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](#).

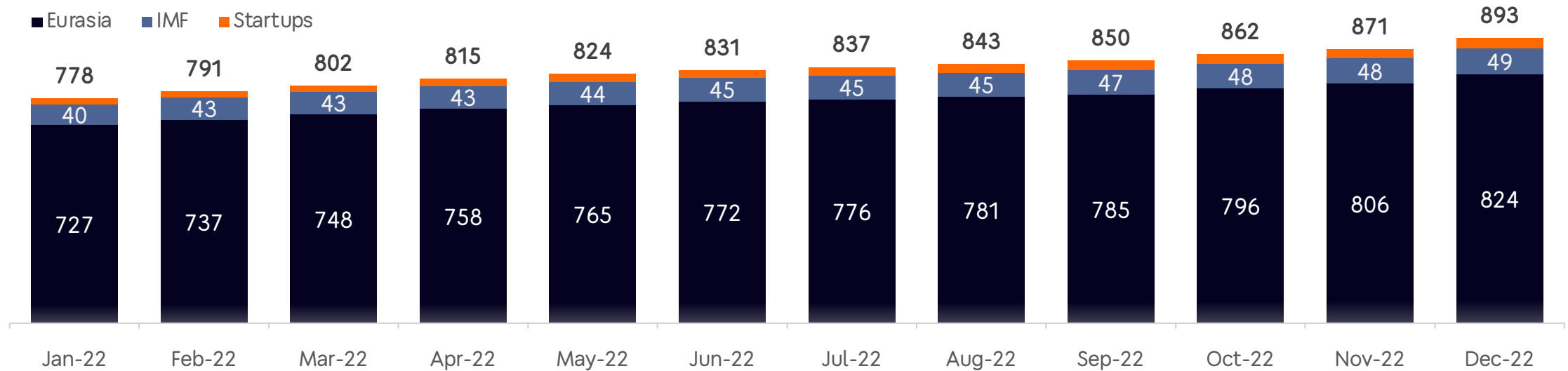
Chain Growth Pipeline



Note: as of 31 December 2022

Store Count

December: 22 new stores, 893 total



New stores

RUSSIA:

Blagoveshchensk-3
 Cheboksary-4
 Krasnodar-13
 Kurgan-3
 Magadan-2
 Megion-1
 Moscow 3-4
 Omsk-8
 Podolsk-3
 Smolensk-4
 Volgodonsk-1
 Voronezh-5

KAZAKHSTAN:

Almaty-10
 Almaty-18
 Otegen-Batyr-1
 Taldykorgan-1
 Zhezkazgan-1
 Doner Almaty 1-1

BELARUS:

Mogilev-3

TAJIKISTAN:

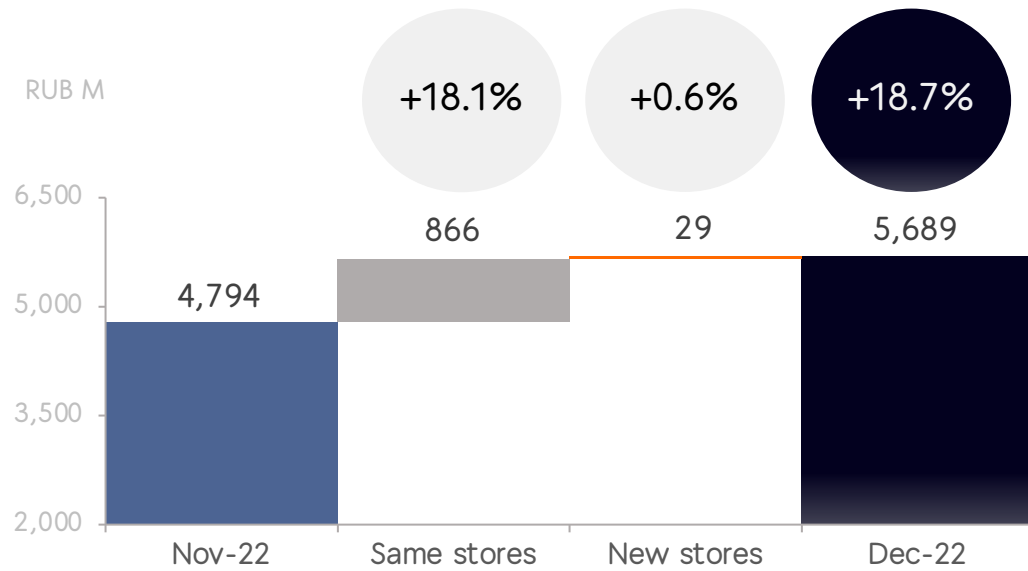
Dushanbe-2

EURASIA

Eurasia: Sales Evolution

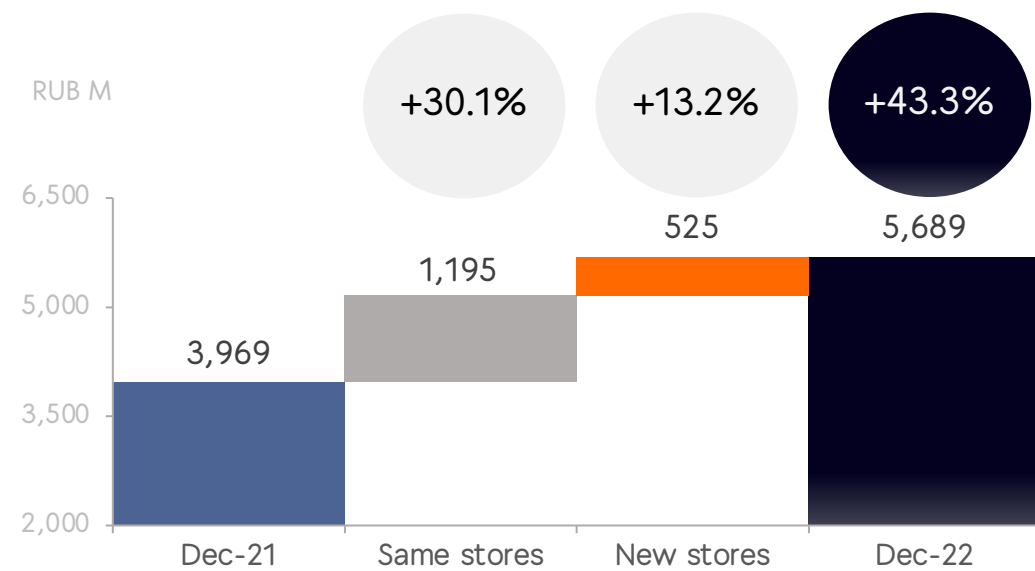
December: MoM +18.7%, YoY +43.3%

Month over Month (MoM)



$$\text{Traffic } +9.0\% \times \text{Av. Ticket } +8.3\% = \Delta \text{ MoM } +18.1\%$$

Year over Year (YoY)



$$\text{Traffic } +24.8\% \times \text{Av. Ticket } +4.3\% = \Delta \text{ YoY } +43.3\%$$

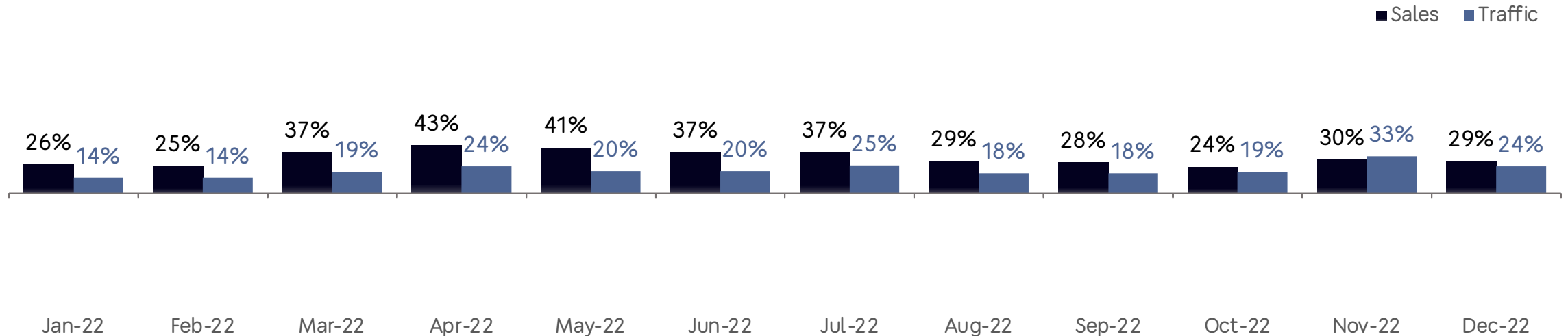
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of December 2022

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	92	35.7%	47.1%	43.2%	29.3%	43.8%	35.9%	5.0%	2.3%	5.3%
>2 yrs old	106	34.1%	29.0%	30.7%	24.3%	26.0%	25.1%	7.9%	2.4%	4.5%
>3 yrs old	507	32.9%	26.1%	27.2%	24.0%	22.5%	21.9%	7.2%	2.9%	4.3%

Dynamics of YoY LFL for all stores older than 1 year

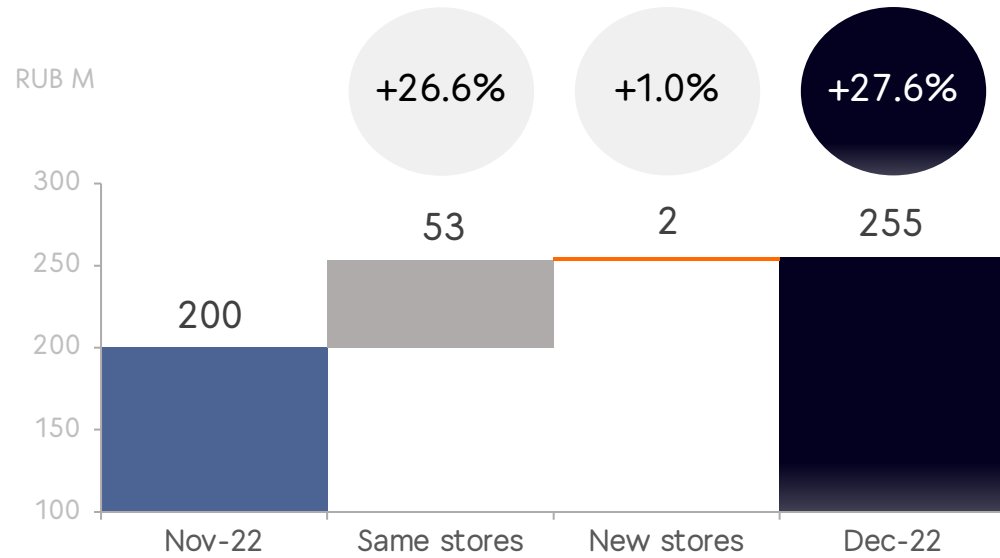


INTERNATIONAL
MASTER-
FRANCHISING

IMF: Sales Evolution

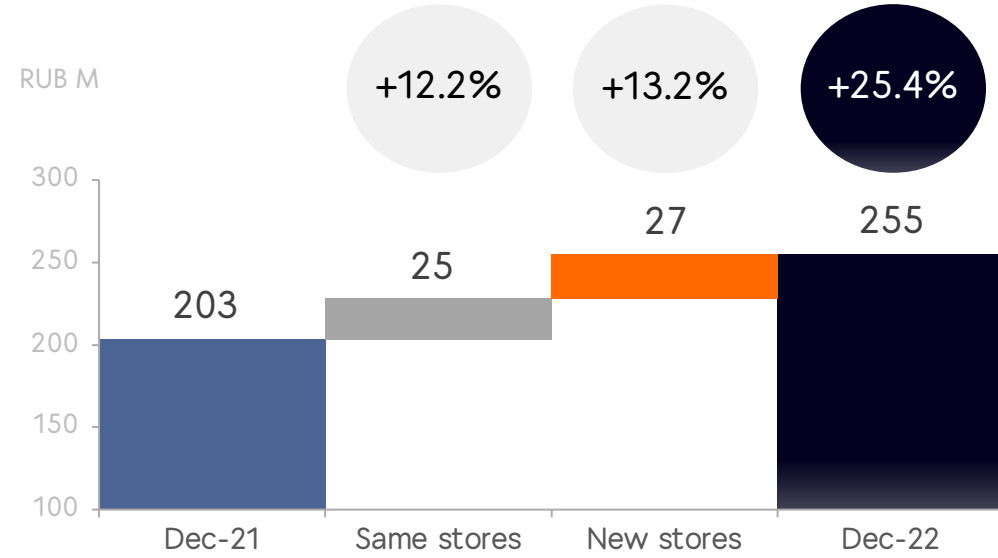
December: MoM +27.6%, YoY +25.4%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
+6.7%	+18.5%	= +26.6%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+21.3%	-7.0%	= +12.2%

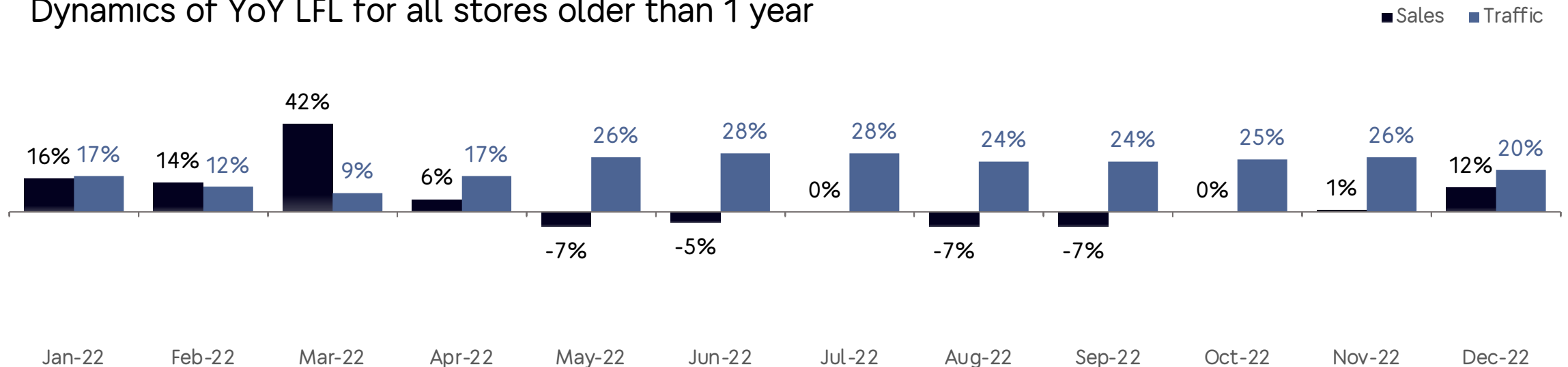
Note: gross sales including VAT where applicable. Traffic stands for order count.
 Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).
 List of countries: Germany, Estonia, Lithuania, Romania, Slovenia, Poland, Nigeria, Kyrgyzstan,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

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of December 2022

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	66.9%	19.4%	38.7%	59.4%	24.8%	45.7%	4.7%	-4.4%	-4.8%
>2 yrs old	28	304.8%	2.1%	6.5%	294.3%	6.4%	15.0%	2.7%	-4.0%	-7.4%

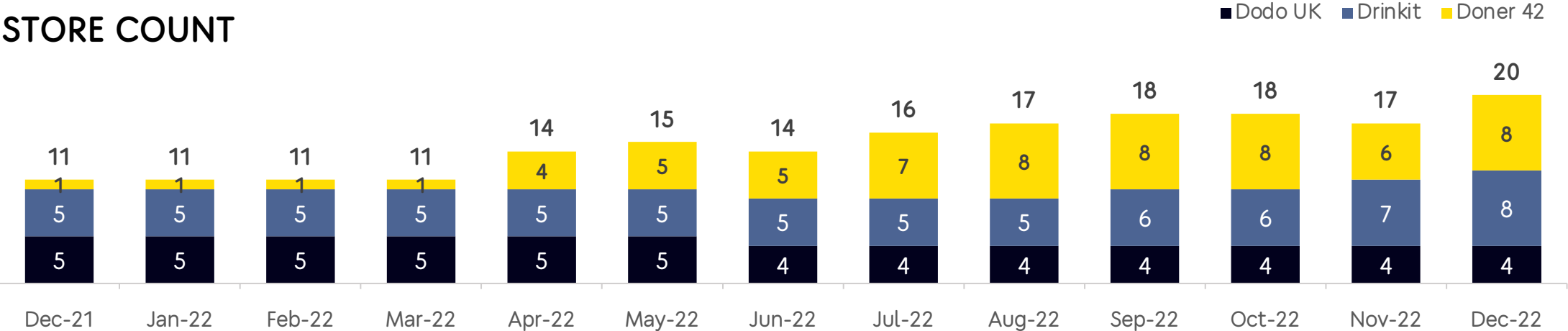
Dynamics of YoY LFL for all stores older than 1 year



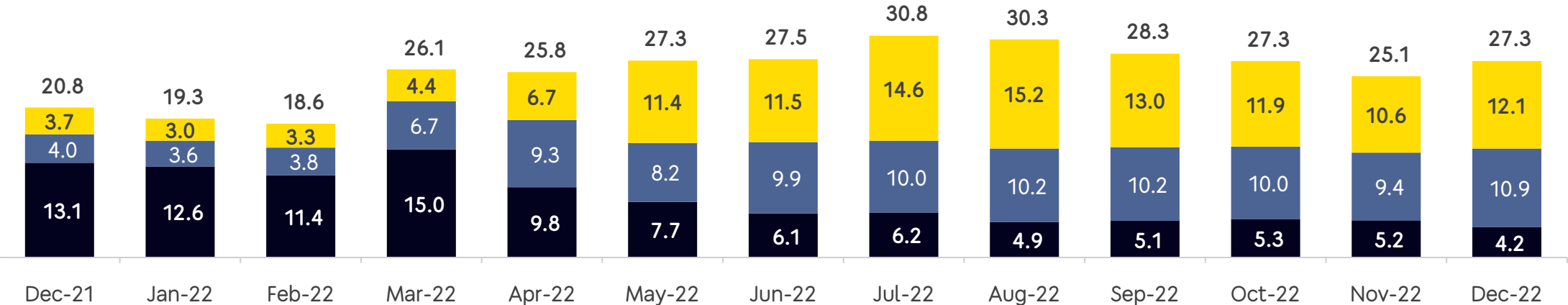
STARTUPS

Startups: store count and sales

STORE COUNT



SYSTEM SALES, RUB M



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