

DECEMBER 2023

Monthly Trading Update



1027
stores

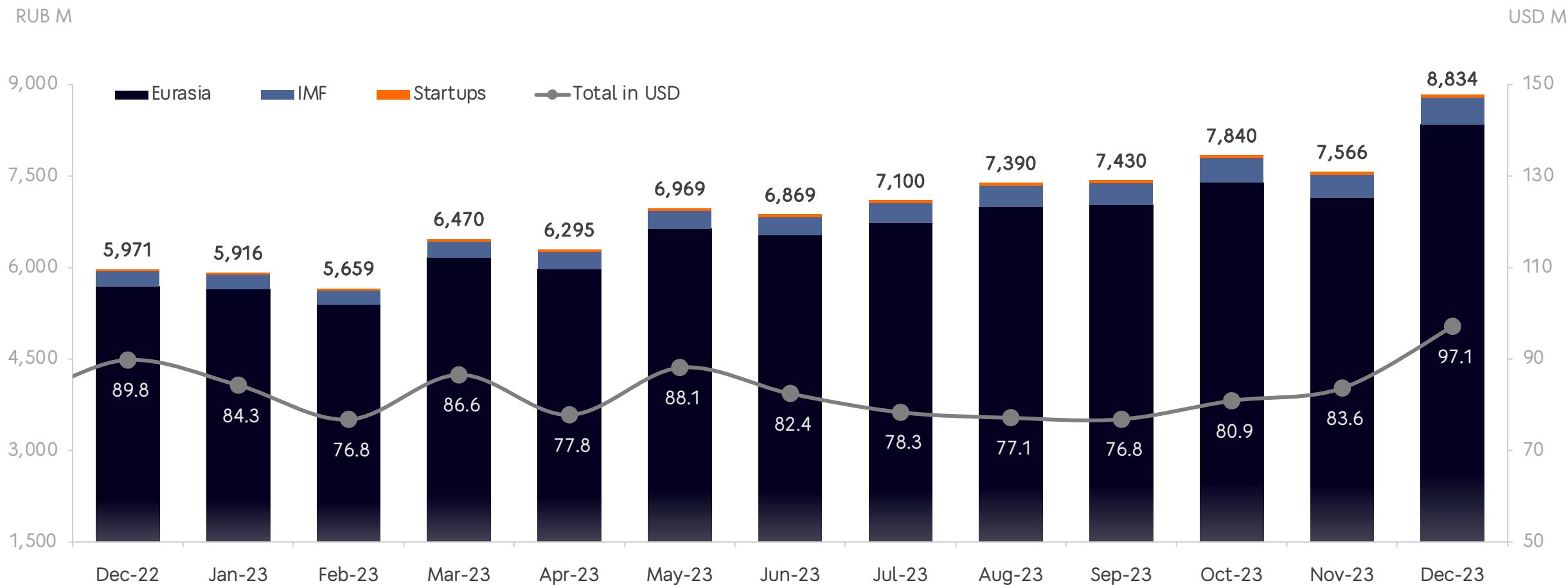
+16
net new stores

₹ 8.8 Bn
in system sales

+48%
year-over-year
change

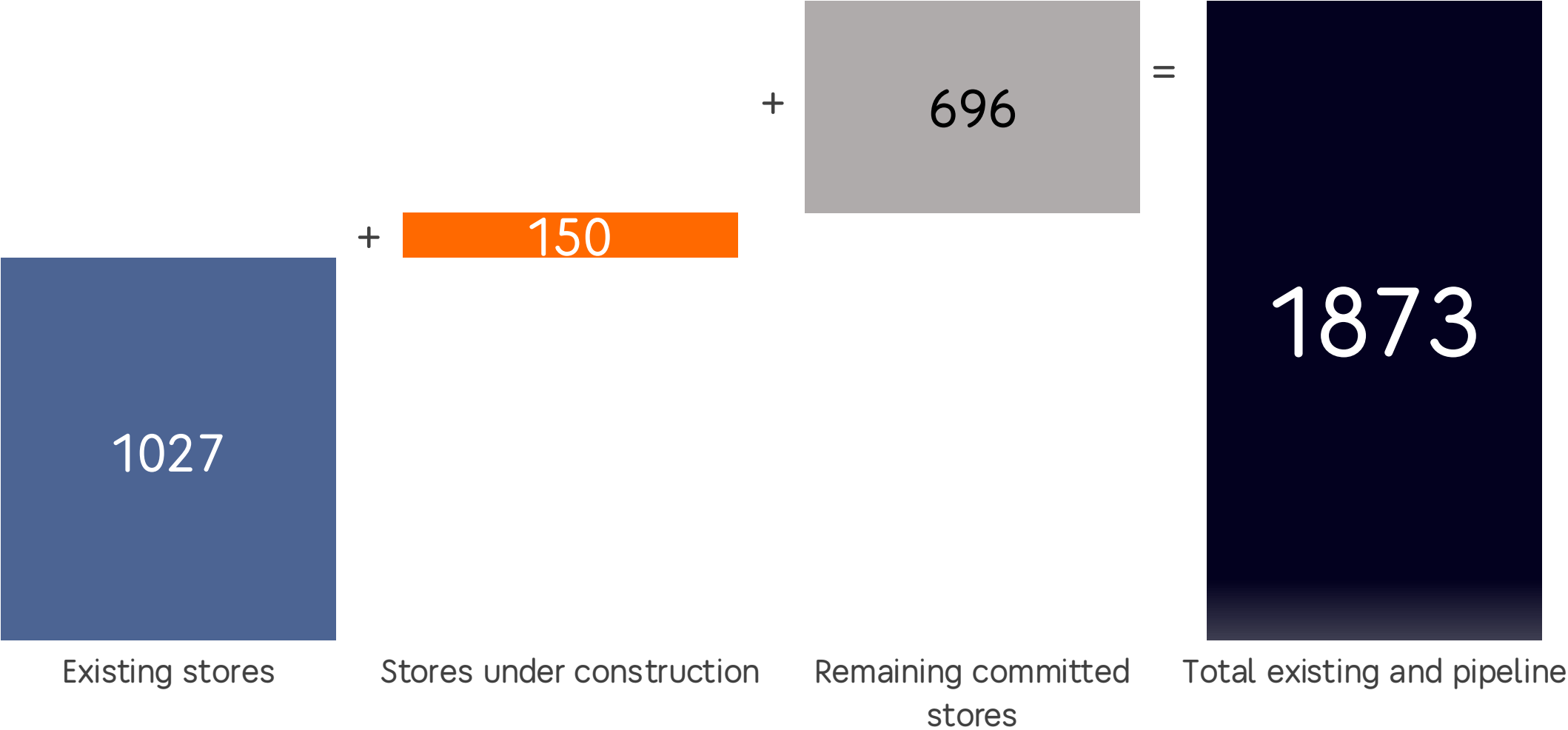
System Sales

December: 8,834M RUB / 97.1M 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](#).

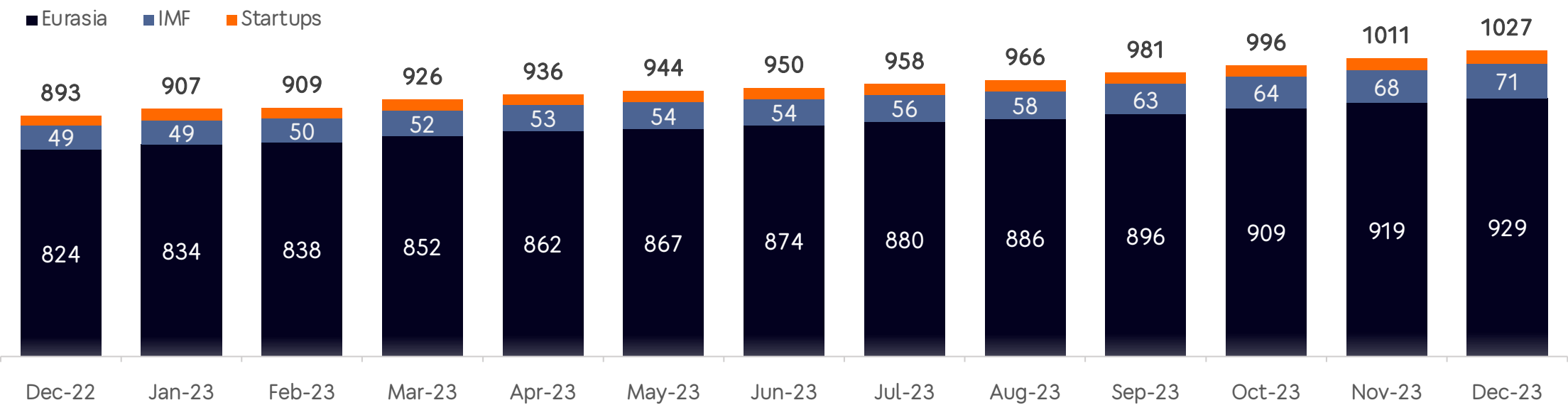
Chain Growth Pipeline



Note: as of 31 December 2023

Store Count

December: 17 new stores, 1 store closed, 1027 total



New stores

RUSSIA:

- Barnaul-4
- Bugry-1
- Gubkinsky-2
- Khanty-Mansiysk-2
- Kirovsk Leningradskaya-1
- Lyubertsy-2
- Norilsk-3
- Novokuznetsk-4
- Omsk-12
- Saratov-7
- Drinkit Moscow 3-2

KAZAKHSTAN:

- Ridder-1
- Drinkit Astana 1-3

TAJIKISTAN:

- Dushanbe-4

VIETNAM:

- Hồ Chí Minh-5

NIGERIA:

- Lagos-11

UAE:

- Drinkit Dubai 0-3

Closed stores

RUSSIA:

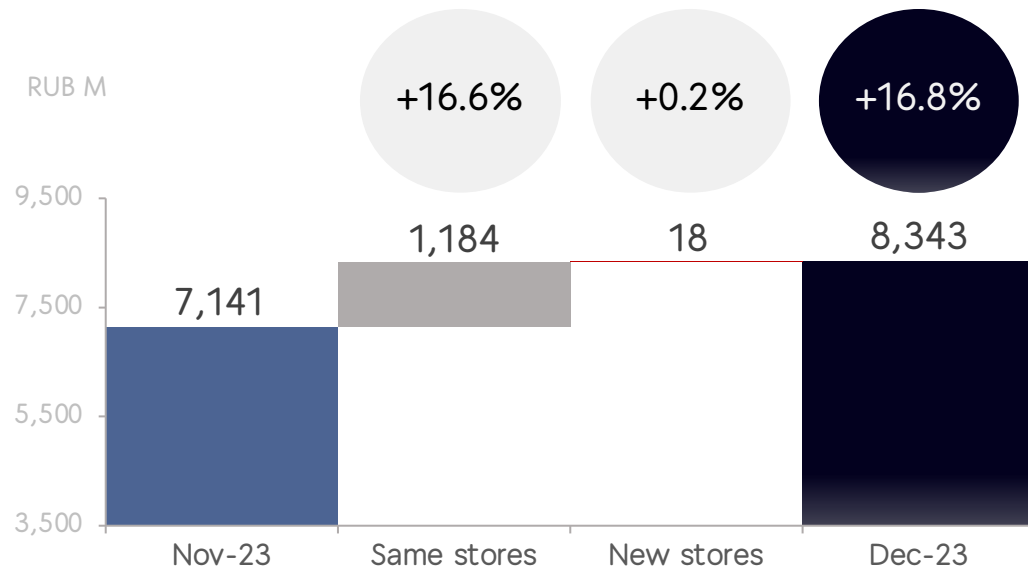
- Zelenogorsk St. Petersburg-1

EURASIA

Eurasia: Sales Evolution

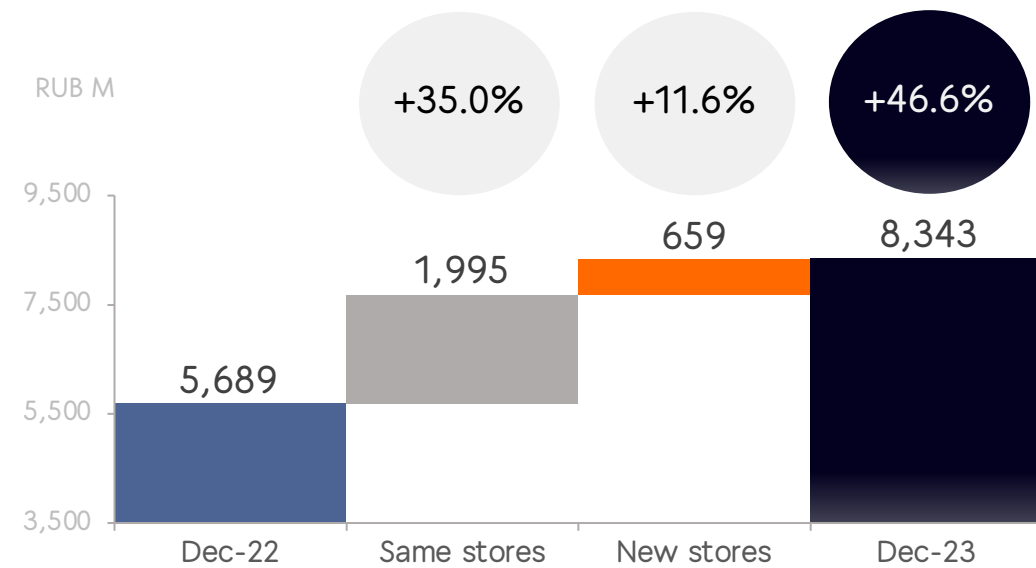
December: MoM +16.8%, YoY +46.6%

Month over Month (MoM)



$$\begin{array}{l} \text{Traffic} \\ +5.9\% \end{array} \times \begin{array}{l} \text{Av. Ticket} \\ +10.2\% \end{array} = \begin{array}{l} \Delta \text{ MoM} \\ +16.6\% \end{array}$$

Year over Year (YoY)



$$\begin{array}{l} \text{Traffic} \\ +16.9\% \end{array} \times \begin{array}{l} \text{Av. Ticket} \\ +15.5\% \end{array} = \begin{array}{l} \Delta \text{ YoY} \\ +46.6\% \end{array}$$

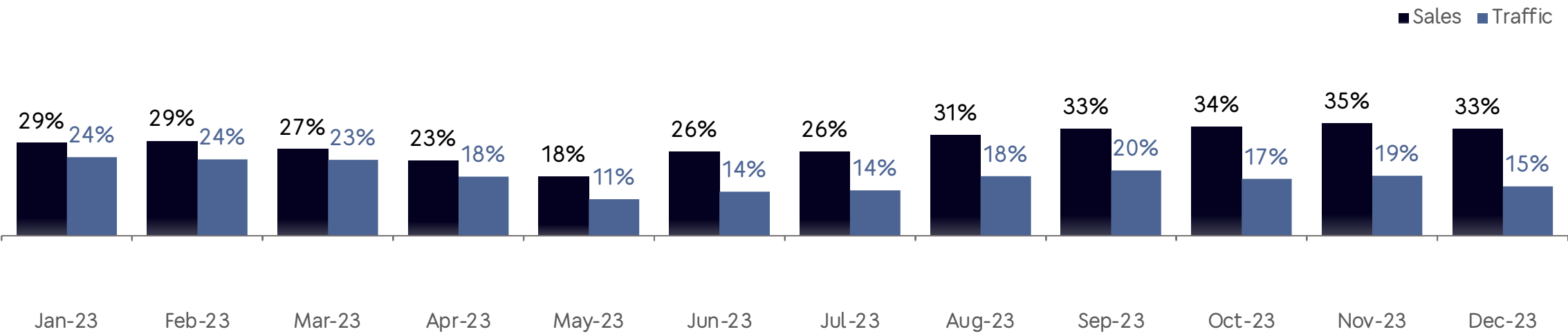
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of December 2023

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	100	50.1%	48.5%	49.0%	28.9%	30.3%	29.6%	16.4%	13.9%	15.0%
2-3 yrs old	91	39.9%	38.8%	39.2%	16.0%	20.8%	18.3%	20.6%	15.0%	17.6%
> 3 yrs old	608	33.6%	29.0%	30.3%	12.9%	13.0%	12.9%	18.3%	14.2%	15.4%

Dynamics of YoY LFL for all stores older than 1 year

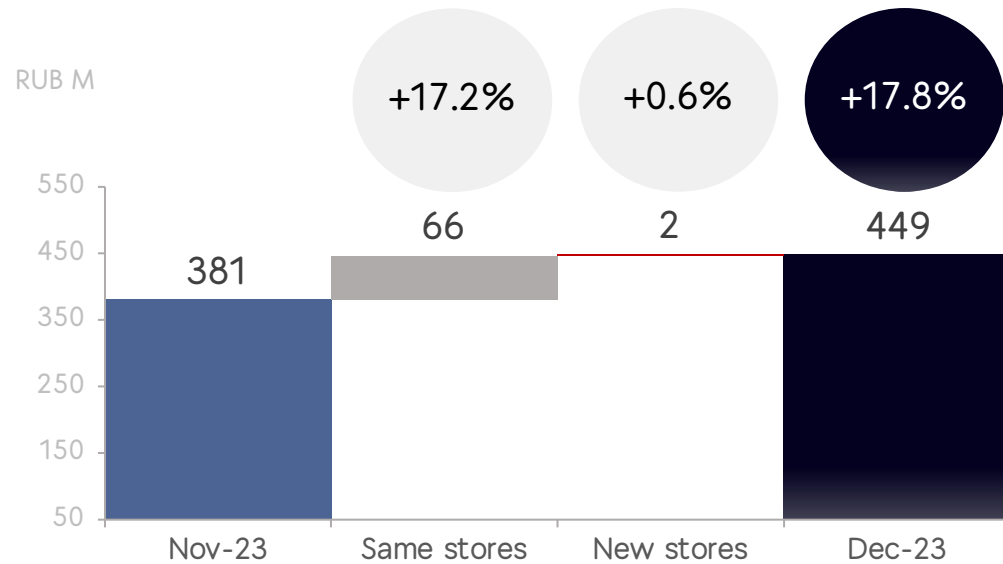


INTERNATIONAL
MASTER-
FRANCHISING

IMF: Sales Evolution

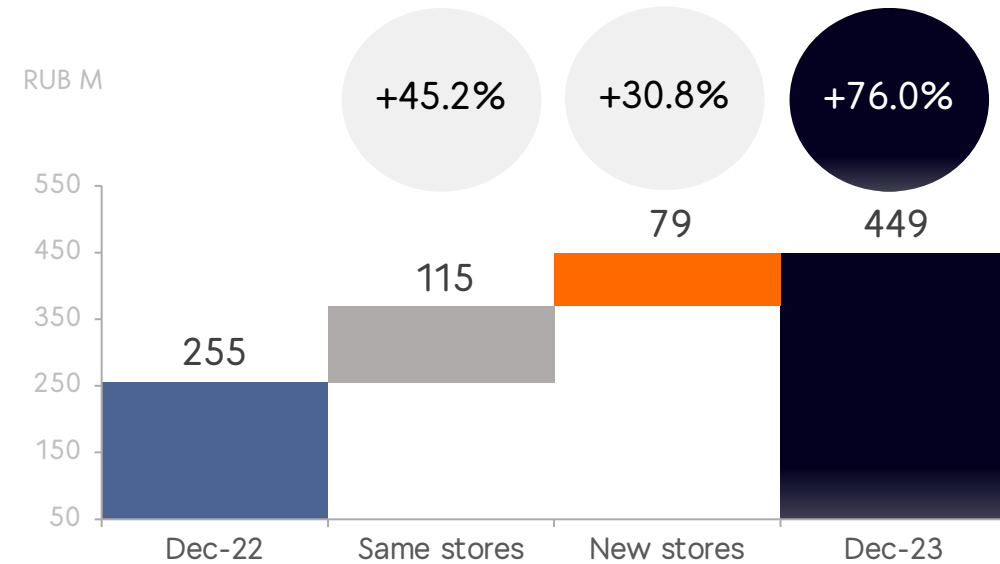
December: MoM +17.8%, YoY +76.0%

Month over Month (MoM)



$$\begin{array}{ccccc} \text{Traffic} & & \text{Av. Ticket} & & \Delta \text{ MoM} \\ +10.4\% & \times & +6.0\% & = & +17.2\% \end{array}$$

Year over Year (YoY)



$$\begin{array}{ccccc} \text{Traffic} & & \text{Av. Ticket} & & \Delta \text{ YoY} \\ +9.3\% & \times & +33.7\% & = & +45.2\% \end{array}$$

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.

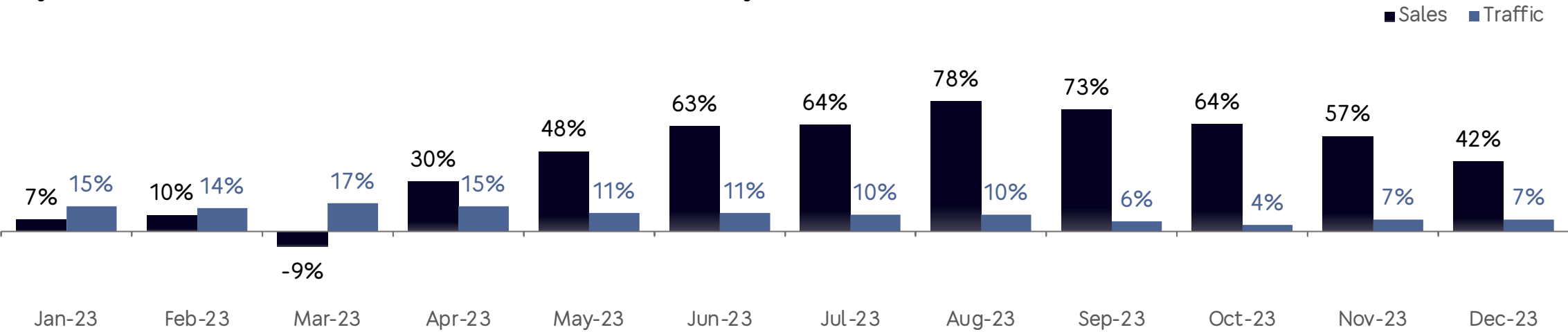
List of countries: Armenia, Kyrgyzstan, Tajikistan, Uzbekistan, Cyprus, Estonia, Germany, Lithuania, Romania, Poland, Slovenia, Turkiye, Nigeria, Vietnam.

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of December 2023

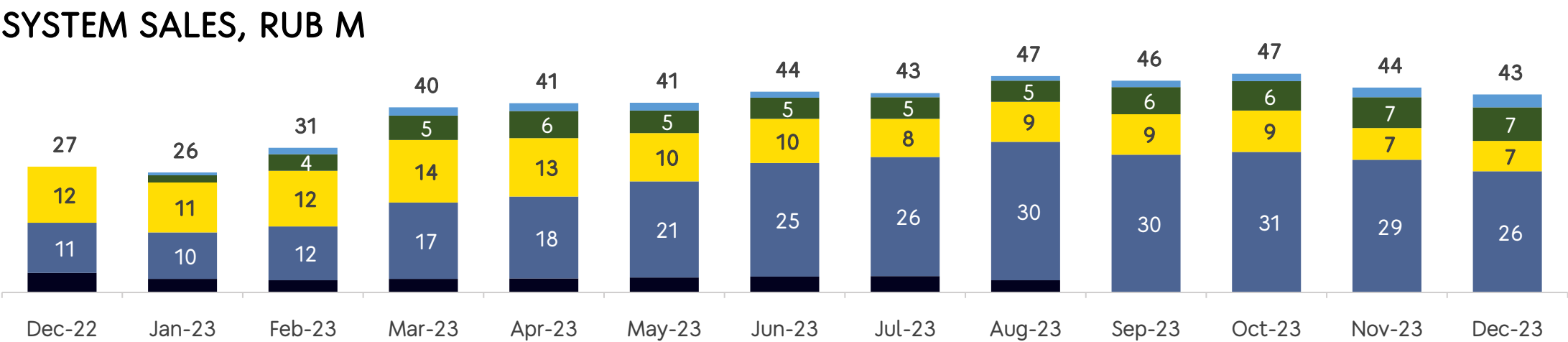
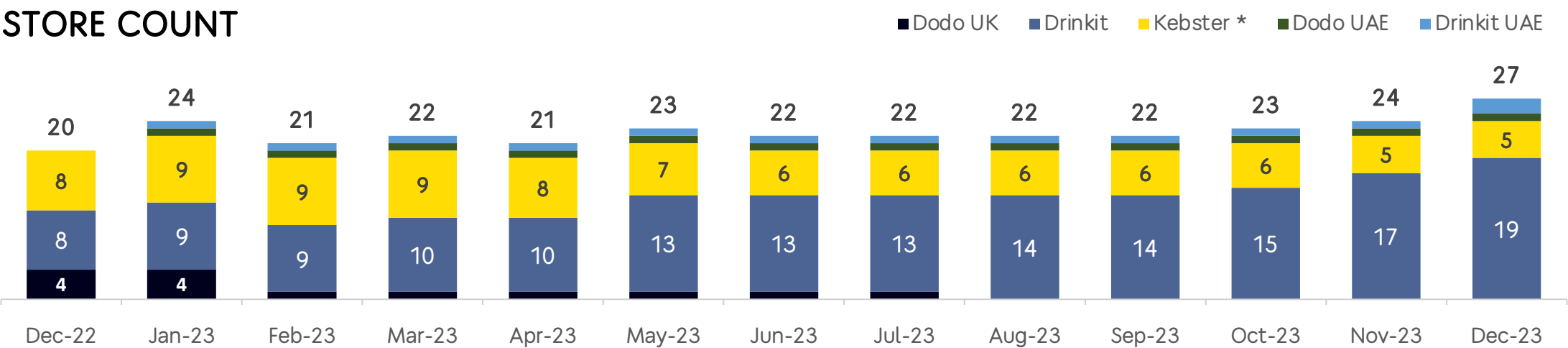
Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	9	33.7%	108.8%	63.7%	1.6%	57.8%	17.0%	31.6%	32.3%	39.8%
2-3 yrs old	11	25.3%	47.7%	36.7%	-3.2%	16.9%	3.6%	29.5%	26.3%	32.0%
> 3 yrs old	27	32.8%	45.8%	40.7%	7.5%	3.0%	5.6%	23.5%	41.6%	33.2%

Dynamics of YoY LFL for all stores older than 1 year



STARTUPS

Startups: store count and sales



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.
* Kebster includes Doner 42.