

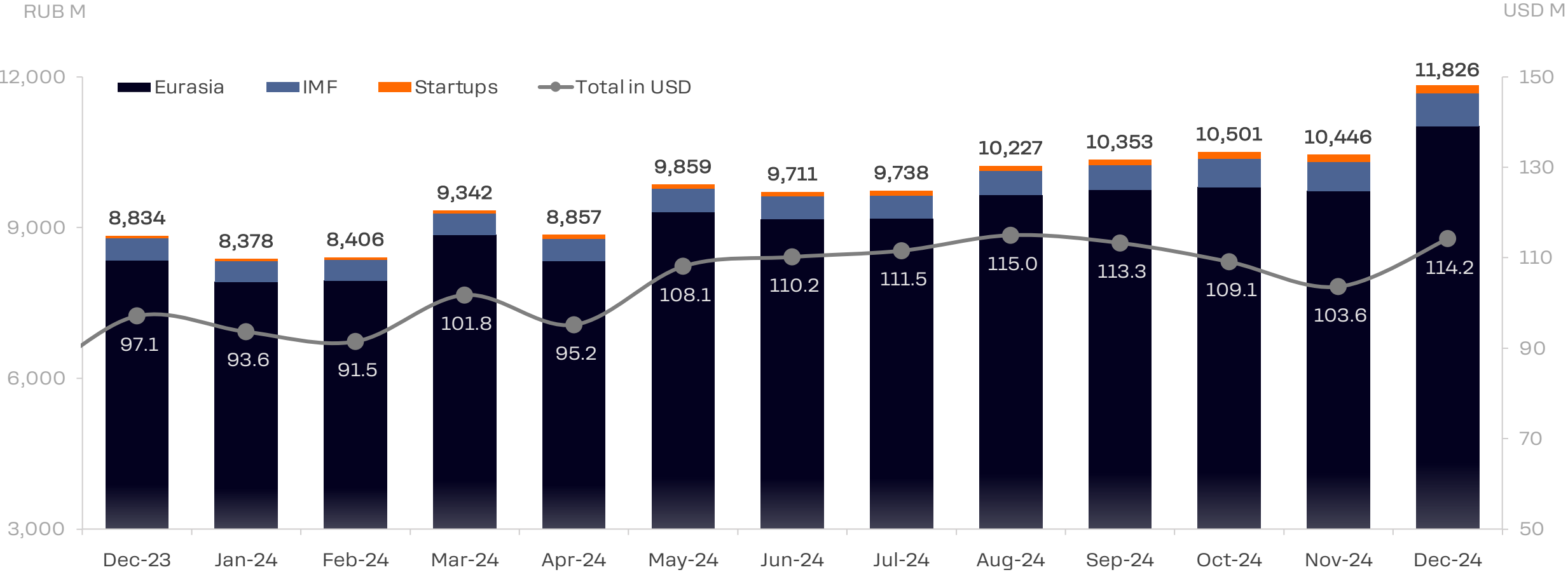
**DODO
BRANDS**

**MONTHLY
TRADING
UPDATE**

**DECEMBER
2024**

System Sales

December: 11,826M RUB / 114.2M USD



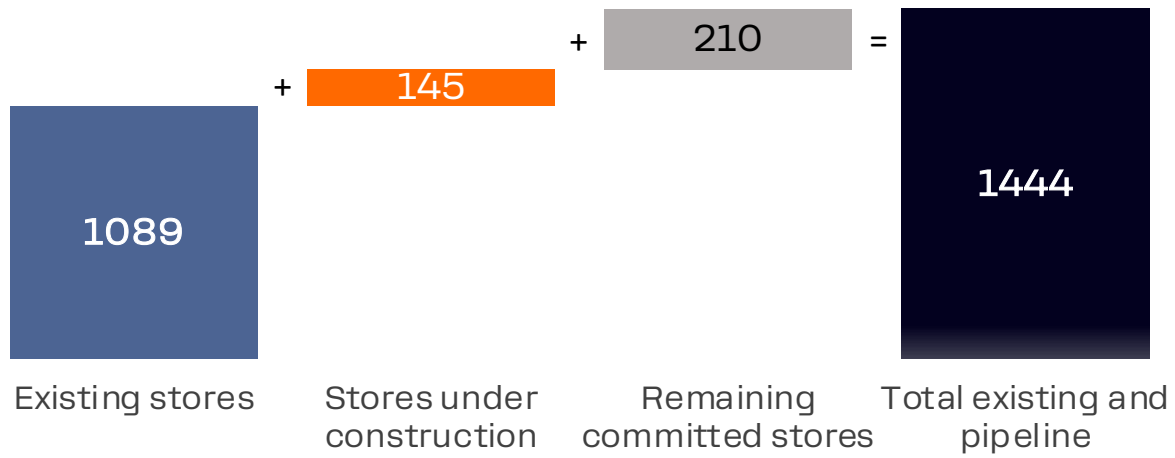
Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](#). Link: [sales and traffic of each store since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

Chain Growth Pipeline

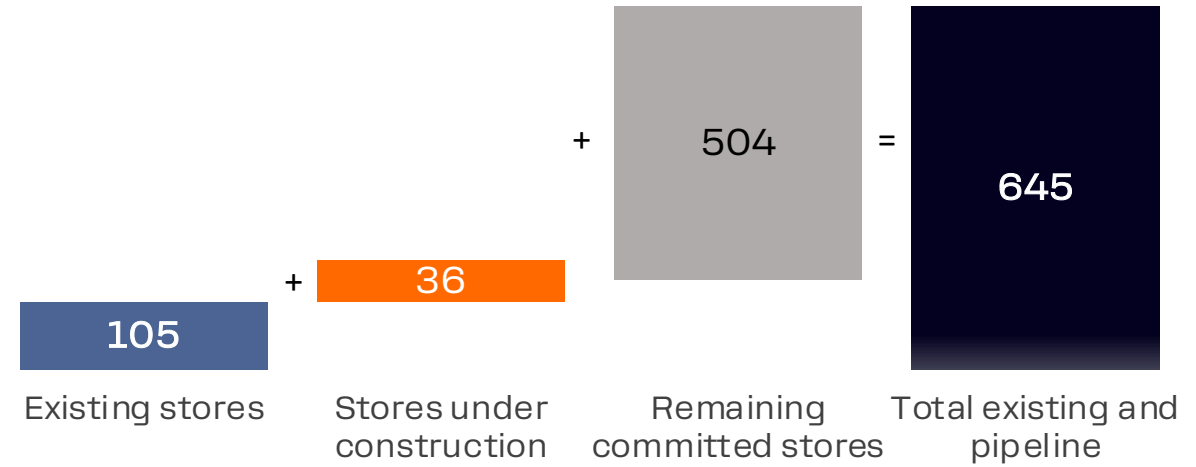


Note: as of 31 December 2024

EURASIA



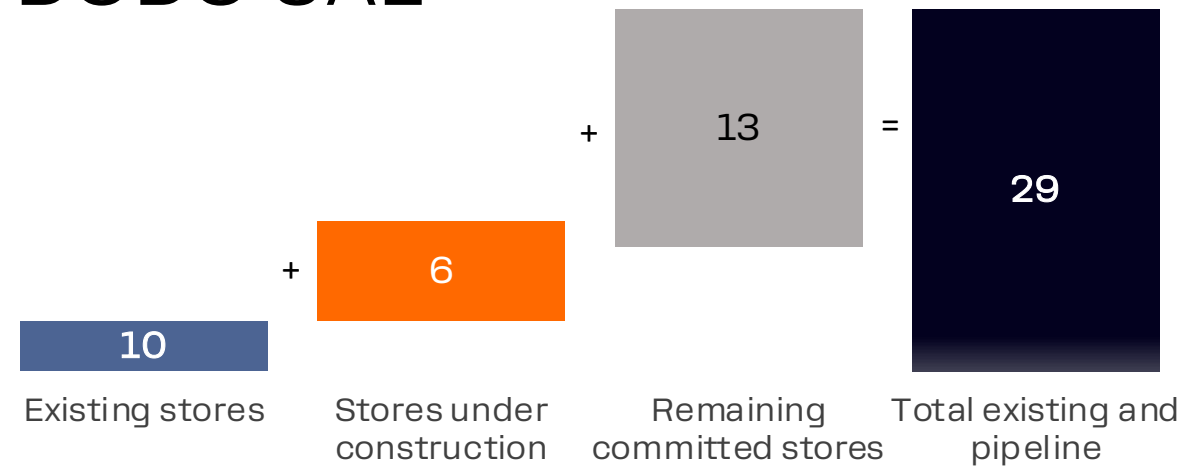
IMF



DRINKIT

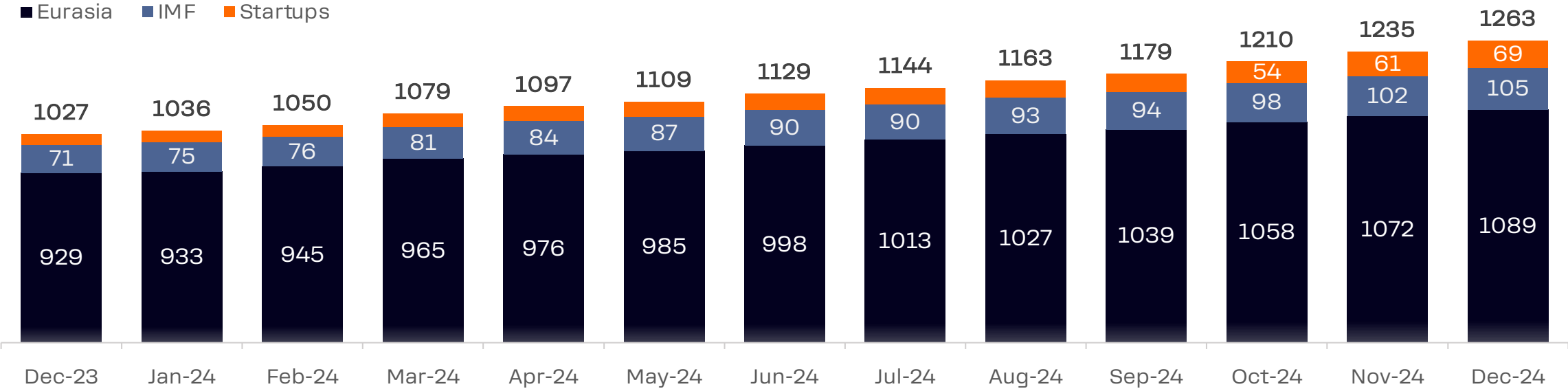


DODO UAE



Store Count

December: 29 new stores, 1 store closed, 1263 total



New stores

RUSSIA:

- Berdk-2
- Elektrostal-2
- Kommunarka-2
- Kudrovo-2
- Lakinsk-1
- Lipetsk-3
- Maloyaroslavets-1
- Nemchinovka-1
- New Usman-1
- Nizhnevartovsk-3
- Novokuznetsk-2
- Novosibirsk-10
- Novotroitsk-1
- Pavlovskaya-1
- Saratov-8
- Tobolsk-2
- Veliky Novgorod-3
- Drinkit Moscow 0-23
- Drinkit Moscow 1-7

KAZAKHSTAN:

- Balkhash-1
- Drinkit Almaty 1-5
- Drinkit Almaty 1-6

KYRGYZSTAN:

- Bishkek-12

UAE:

- Dubai 1-1
- Dubai 2-1
- Dubai 4-1
- Dubai 7-1

ROMANIA:

- Bucharest-12

BULGARIA:

- Pleven-1

Closed stores

RUSSIA:

- Moscow 18-5

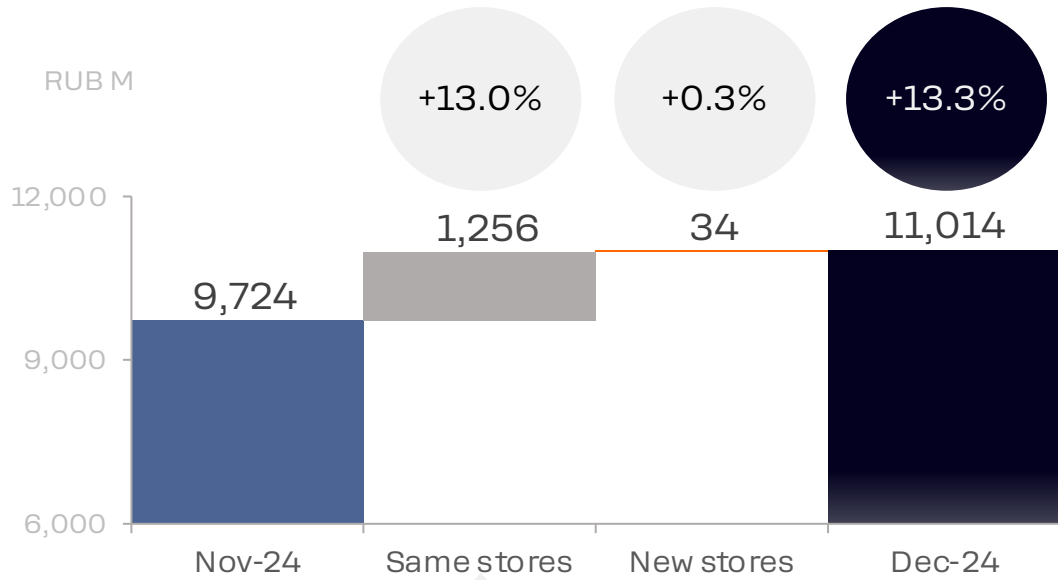


EURASIA

Eurasia: Sales Evolution

December: MoM +13.3%, YoY +32.0%

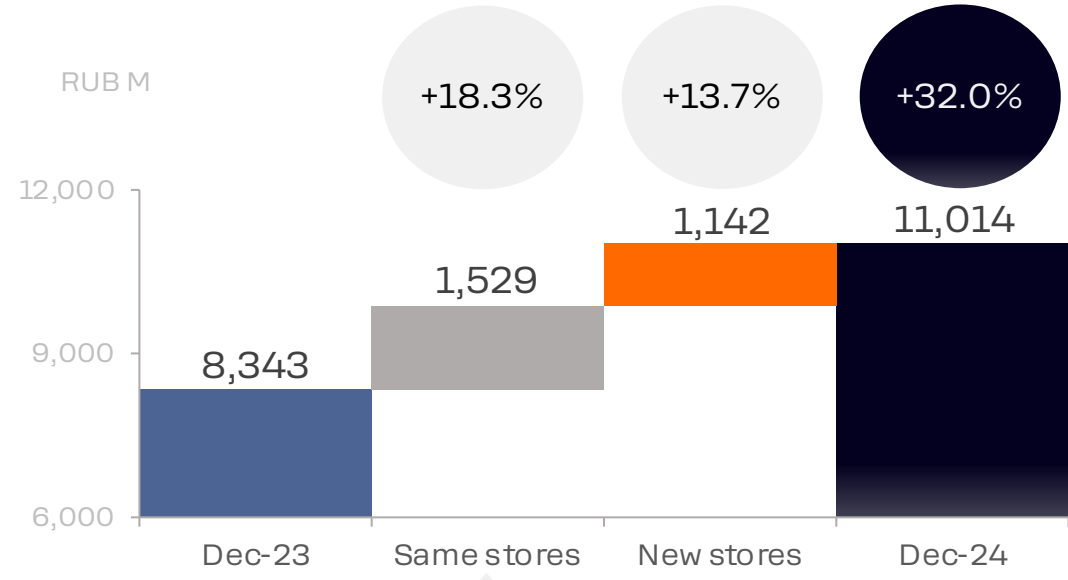
Month over Month (MoM)



Traffic × Av. Ticket = Δ MoM

+6.4% × +6.1% = +13.0%

Year over Year (YoY)



Traffic × Av. Ticket = Δ YoY

+9.1% × +8.4% = +18.3%

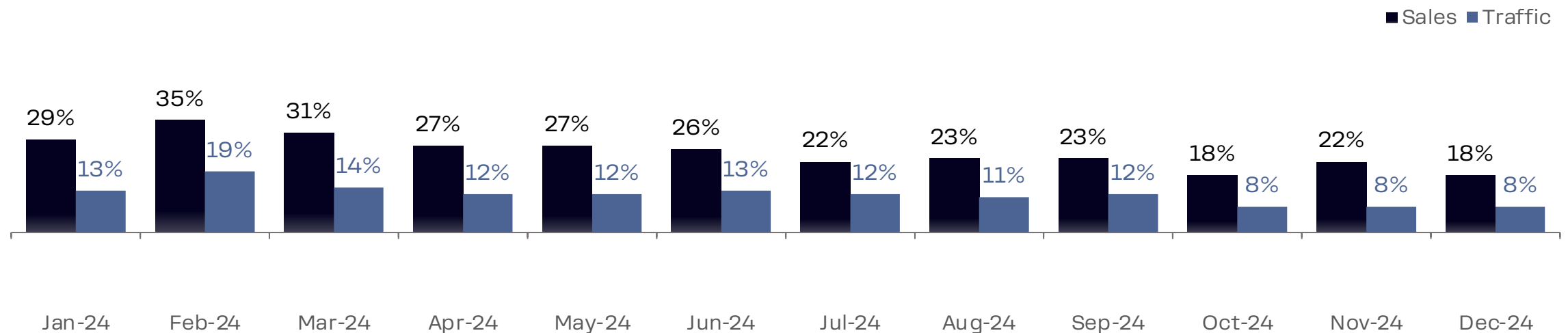
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of December 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	104	27.4%	37.2%	33.9%	20.8%	26.7%	23.7%	5.5%	8.3%	8.3%
2-3 yrs old	120	16.2%	25.8%	22.6%	8.1%	14.4%	11.1%	7.5%	10.0%	10.3%
> 3 yrs old	703	14.6%	15.3%	15.1%	6.8%	5.8%	6.3%	7.3%	9.0%	8.3%

Dynamics of YoY LFL for all stores older than 1 year



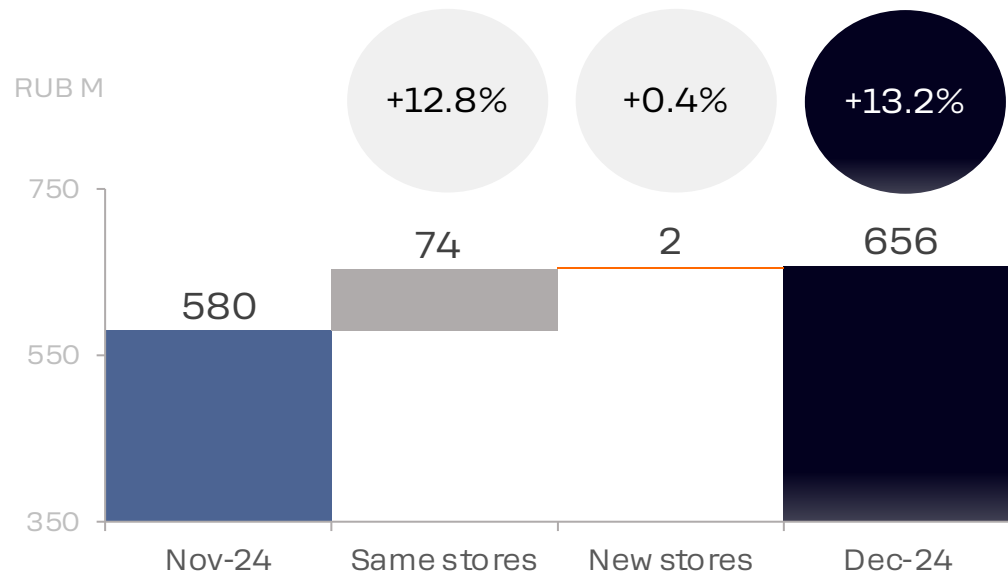
A photograph of two women sitting at a wooden table in an outdoor setting, likely a Dodo Pizza restaurant. The woman on the right, wearing a white button-down shirt, is holding a smartphone and looking at it. The woman on the left is partially visible, also in a white shirt. On the table are two open pizza boxes with the Dodo Pizza logo, two orange and white paper cups, and a pizza. The background is a textured stone wall. The text 'INTERNATIONAL MASTER FRANCHISING' is overlaid in large white letters on the left side of the image.

INTERNATIONAL MASTER FRANCHISING

IMF: Sales Evolution

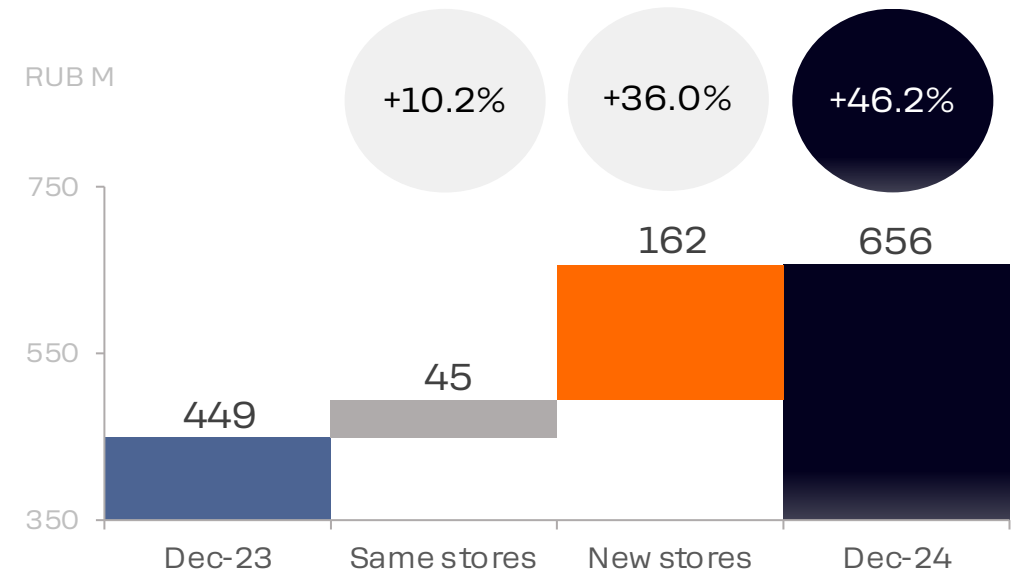
December: MoM +13.2%, YoY +46.2%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
+6.9%	\times +5.5%	= +12.8%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
-3.9%	\times +14.7%	= +10.2%

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).

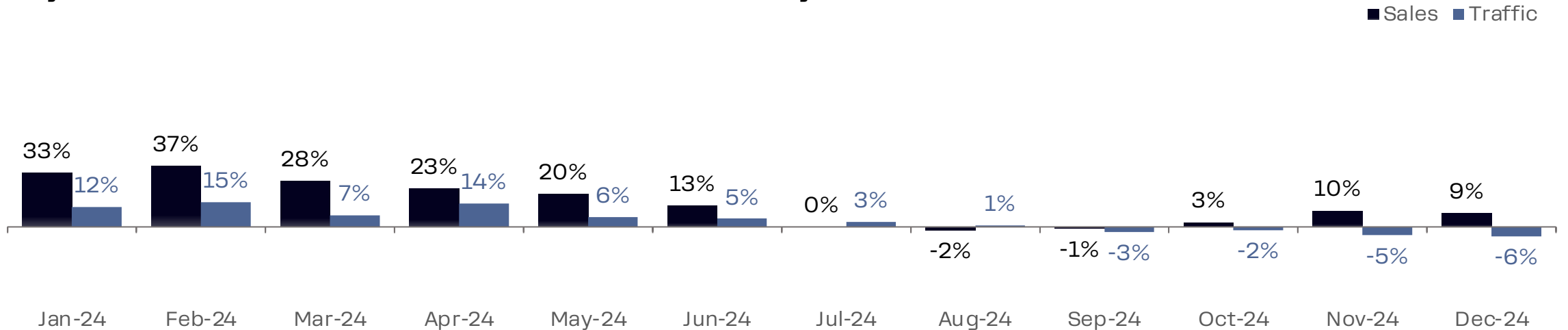
List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Bulgaria, Croatia, Cyprus, Estonia, Germany, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria, Vietnam, Indonesia.

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of December 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	21	37.9%	10.5%	24.6%	-2.2%	27.5%	5.8%	40.9%	-13.4%	17.8%
2-3 yrs old	7	11.7%	-17.5%	-3.2%	-0.8%	-25.0%	-9.8%	12.6%	10.0%	7.3%
> 3 yrs old	36	13.7%	0.9%	5.9%	-7.3%	-12.7%	-9.5%	22.7%	15.5%	17.0%

Dynamics of YoY LFL for all stores older than 1 year



STARTUPS

карак шайы

жиі кездесіп тұруымызға себеп ★

күнделікті жұмыс күніне қажетті сәттілік әкелетіндігімен. Сыртық мейізге минут 5, 7 және 10% жеңілдік

800 T



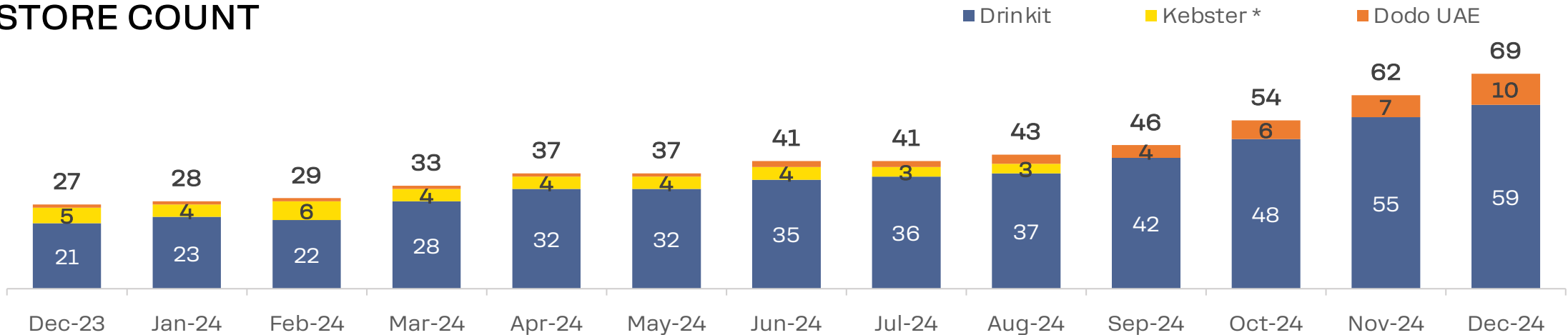
Сырная пенка 400 T

Открыто меню

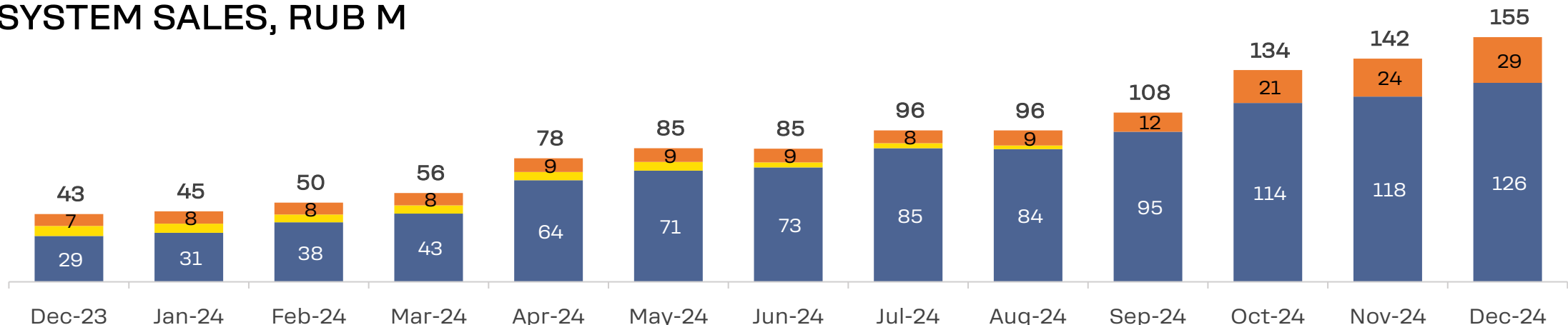


Startups: store count and sales

STORE COUNT



SYSTEM SALES, RUB M



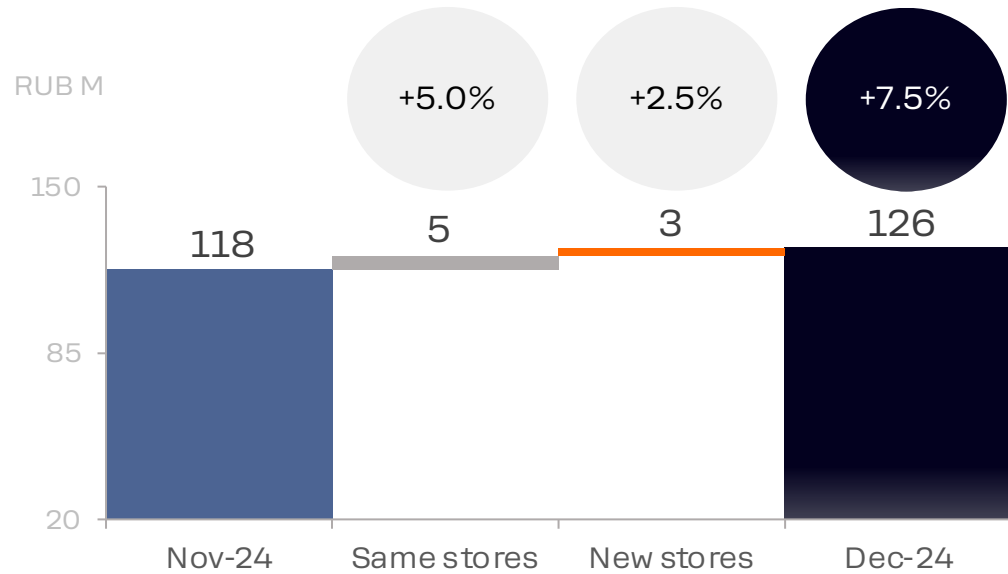
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* Kebster includes Doner 42.

DRINKIT: Sales Evolution

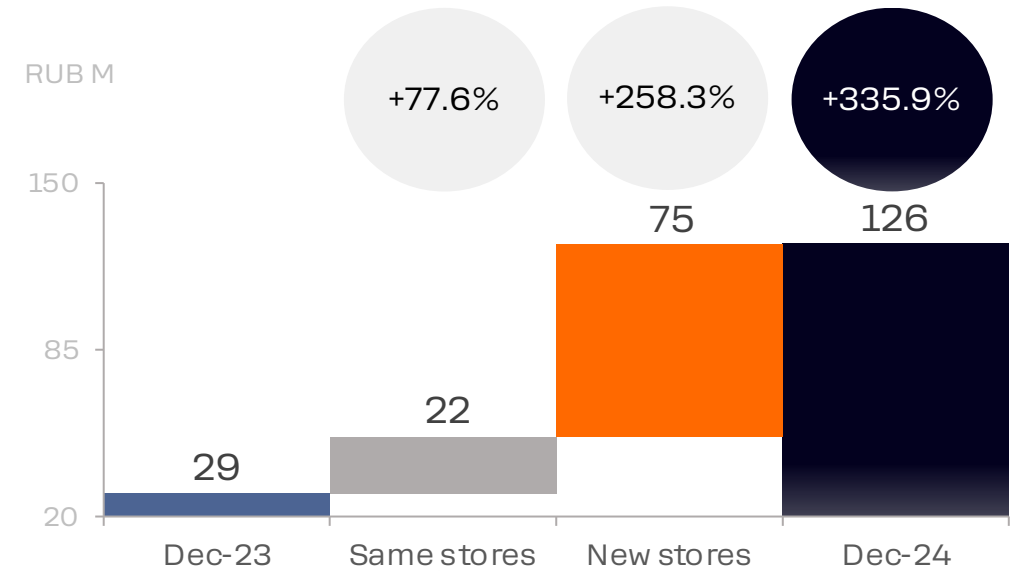
December: MoM +7.5%, YoY +335.9%

Month over Month (MoM)



$$\text{Traffic} \quad \text{Av. Ticket} \quad \Delta \text{ MoM}$$
$$+1.4\% \times +3.6\% = +5.0\%$$

Year over Year (YoY)



$$\text{Traffic} \quad \text{Av. Ticket} \quad \Delta \text{ YoY}$$
$$+41.8\% \times +25.3\% = +77.6\%$$

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 December 2024

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	7	33.2%	25.6%	68.9%	1	81.5%	16.4%	111.2%	2	15.8%	1.6%	17.7%
2-3 yrs old	4	32.9%	24.3%	65.1%								
> 3 yrs old	4	26.5%	23.4%	56.0%								

Dynamics of YoY LFL for all stores older than 1 year

