

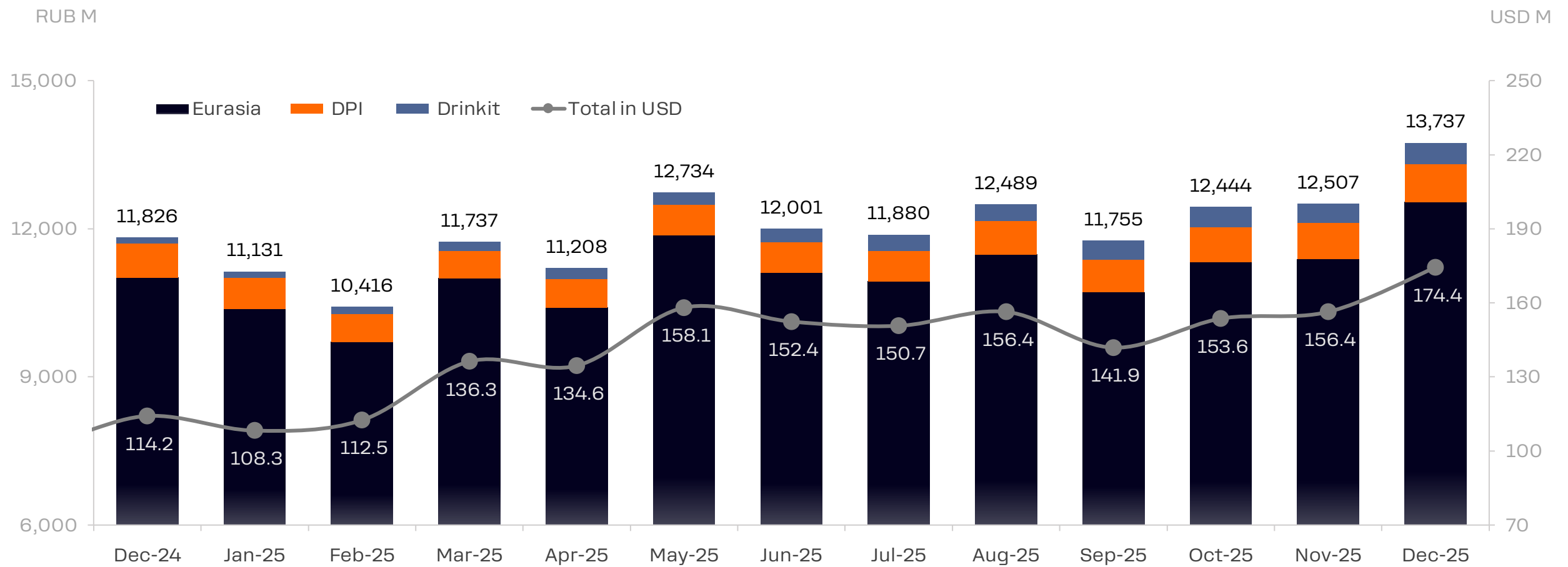
**DODO  
BRANDS**

# **MONTHLY TRADING UPDATE**

**DECEMBER  
2025**

# System Sales

December: 13,737M RUB / 174.4M USD



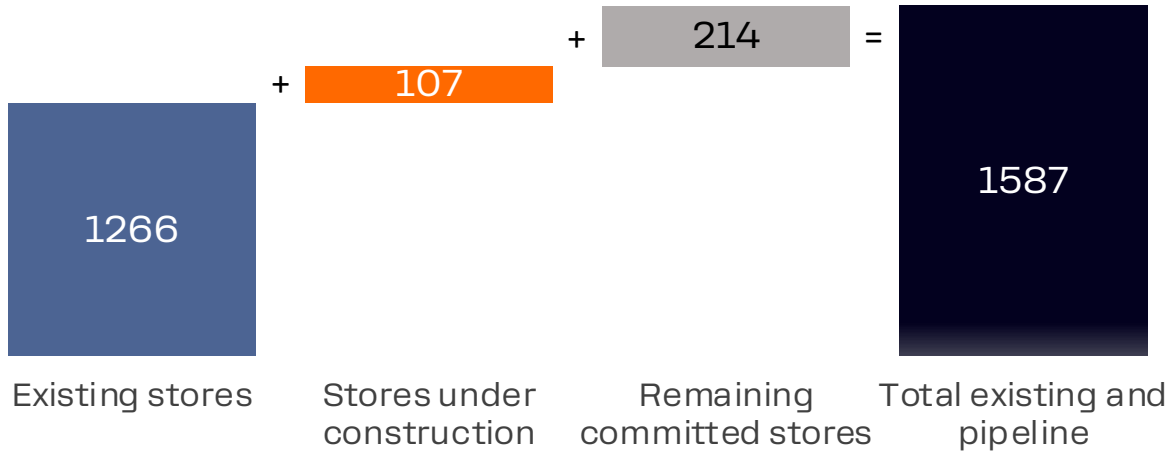
Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](#). Link: [sales and traffic of each store since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

# Chain Growth Pipeline

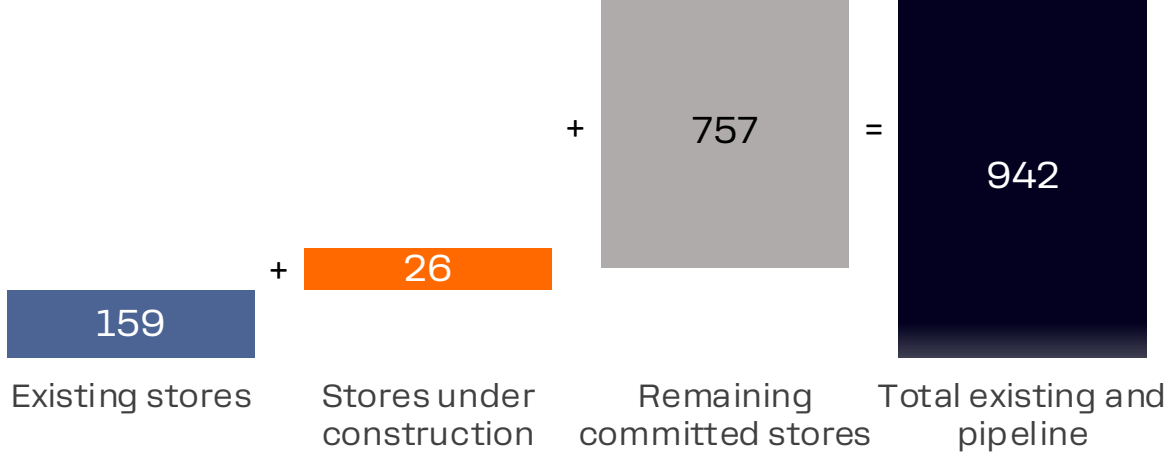


Note: as of 31 December 2025

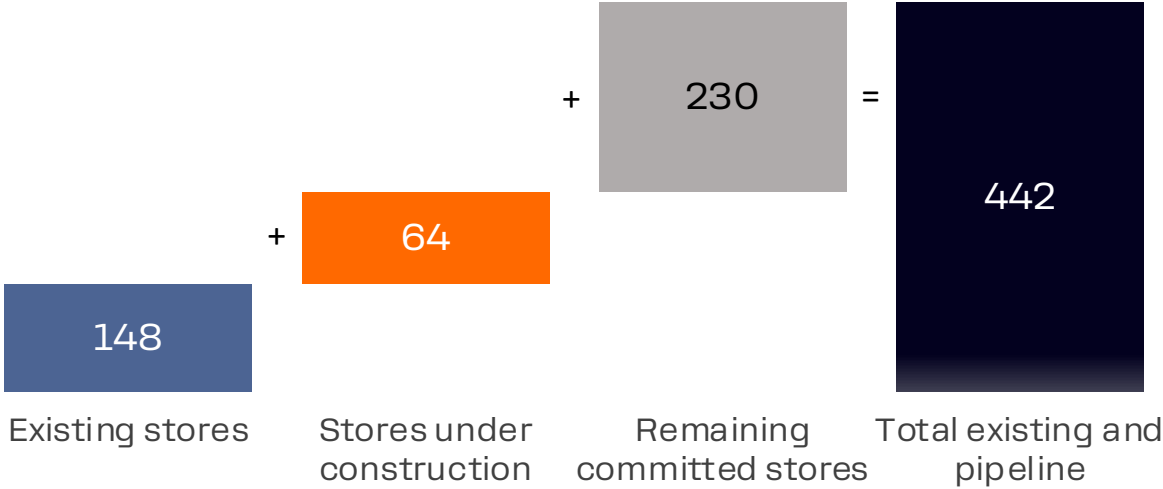
# EURASIA



# DPI

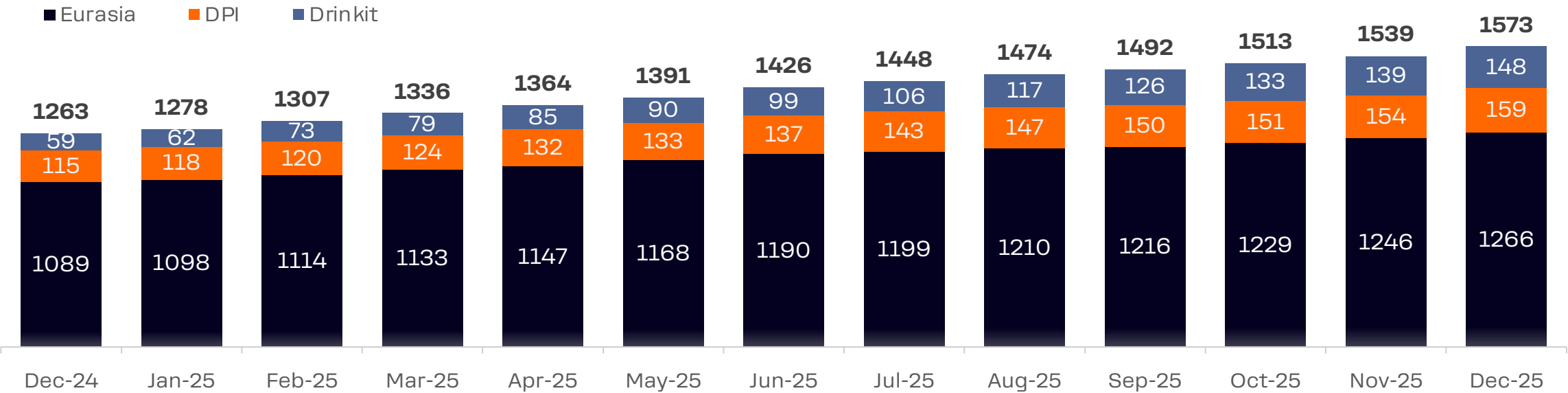


# DRINKIT



# Store Count

December: 34 new stores, 1573 total



## New stores

### RUSSIA:

Dodo Pizza: +18  
Drinkit: +8

### KAZAKHSTAN:

Dodo Pizza: +2  
Drinkit: +1

### POLAND:

Dodo Pizza: +1

### ROMANIA:

Dodo Pizza: +1

### CYPRUS:

Dodo Pizza: +1

### GEORGIA:

Dodo Pizza: +1

### SPAIN:

Dodo Pizza: +1

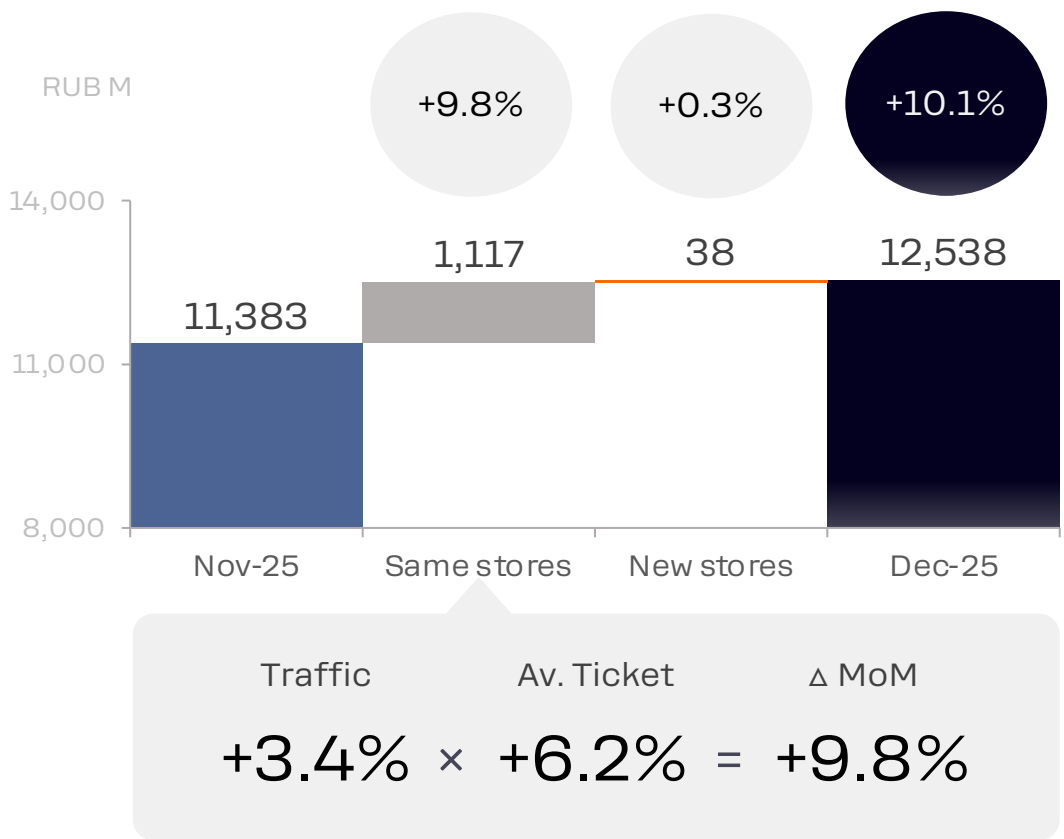
A young man with curly hair, wearing an orange and black Dodo Pizza uniform, is looking upwards. He is carrying a large orange delivery bag with the Dodo Pizza logo (a cartoon chicken) on his back. The background shows the exterior of a Dodo Pizza restaurant with the brand name in large Cyrillic letters and a game controller graphic on the window.

**EURASIA**

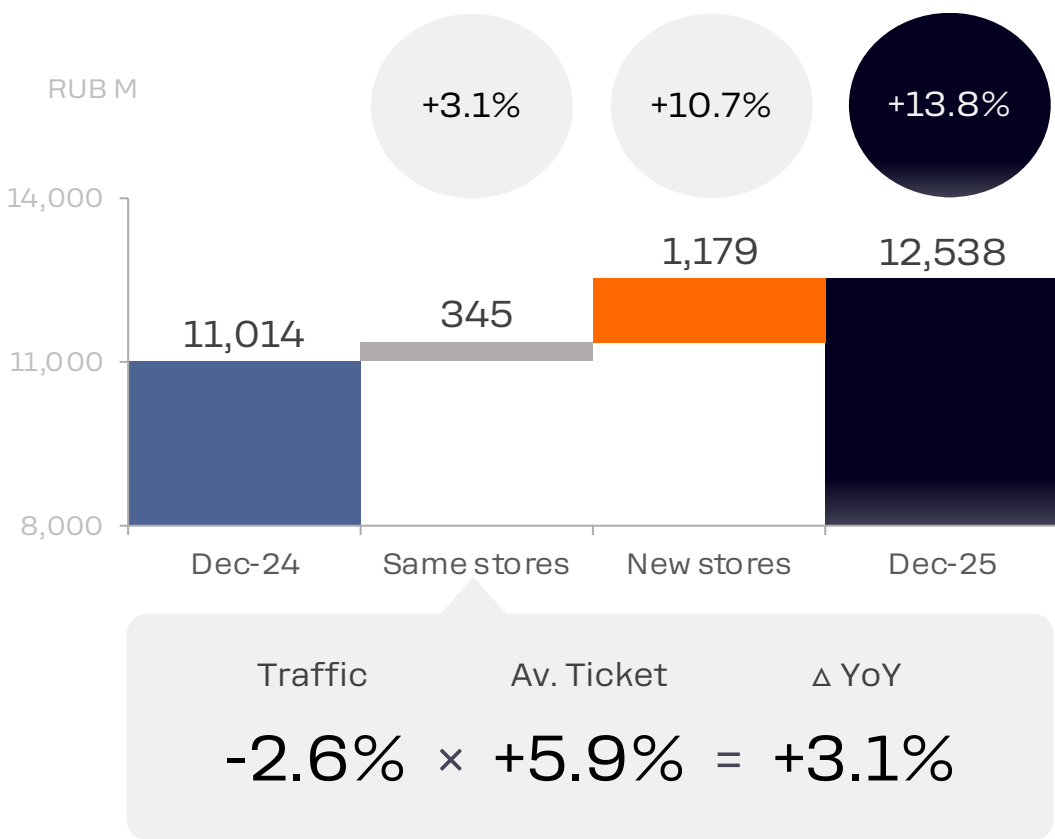
# Eurasia: Sales Evolution

December: MoM +10.1%, YoY +13.8%

## Month over Month (MoM)



## Year over Year (YoY)



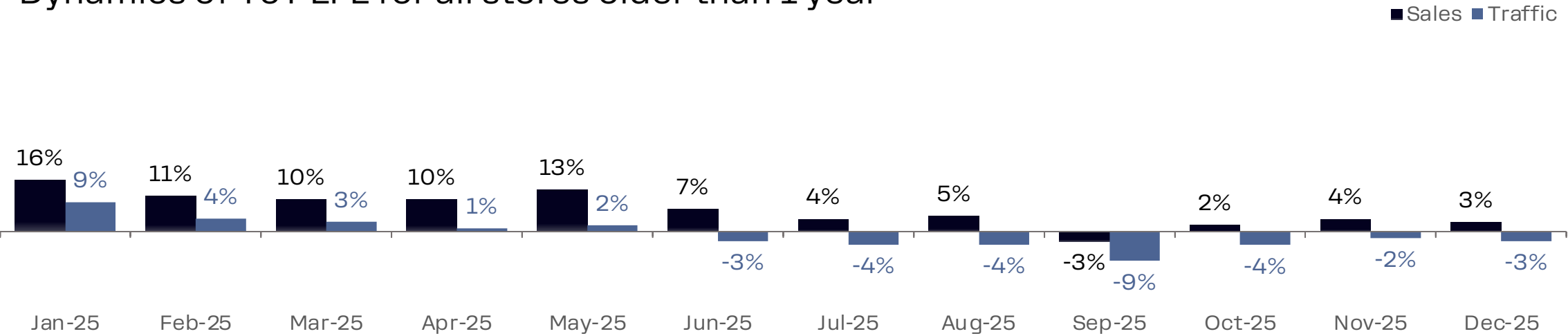
Note: gross sales including VAT where applicable. Traffic stands for order count.  
List of countries: Russia, Kazakhstan, Belarus.

# Eurasia: Like for Like Sales and Traffic

## YoY LFL – Detailed Review of December 2025

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	144	-3.8%	19.1%	12.1%	-3.8%	14.2%	5.7%	0.1%	4.3%	6.1%
2-3 yrs old	112	-2.5%	12.6%	7.8%	-6.2%	8.6%	1.2%	3.9%	3.8%	6.6%
> 3 yrs old	802	-2.5%	2.9%	1.3%	-7.7%	-1.2%	-4.4%	5.7%	4.2%	5.9%

## Dynamics of YoY LFL for all stores older than 1 year





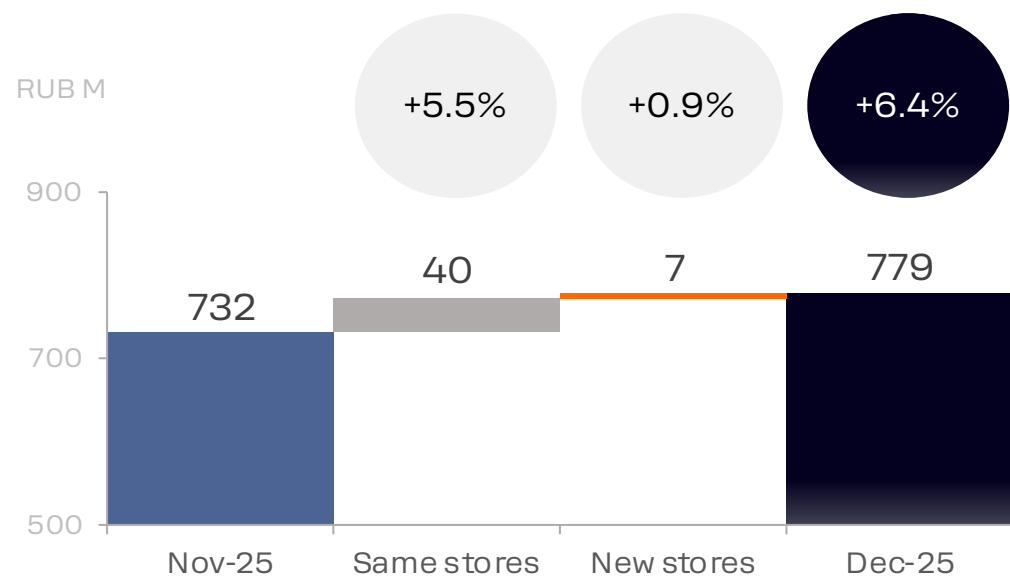
A photograph of two women sitting at a wooden table outdoors against a stone wall. The woman on the right, wearing a white shirt, holds a smartphone and looks at it. The woman on the left is seen from the back. On the table are two open Dodo Pizza boxes with pizzas, two orange Dodo-branded cups, and a knife. The text 'DODO PIZZA INTERNATIONAL' is overlaid in white.

# DODO PIZZA INTERNATIONAL

# DPI: Sales Evolution

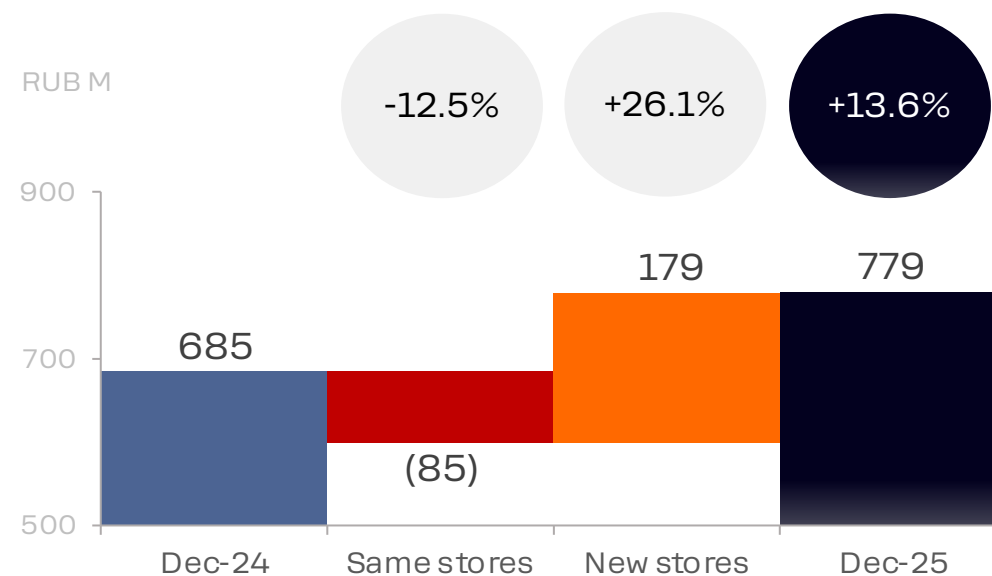
December: MoM +6.4%, YoY +13.6%

## Month over Month (MoM)



$$\begin{array}{l} \text{Traffic} \\ +3.7\% \end{array} \times \begin{array}{l} \text{Av. Ticket} \\ +1.7\% \end{array} = \begin{array}{l} \Delta \text{ MoM} \\ +5.5\% \end{array}$$

## Year over Year (YoY)



$$\begin{array}{l} \text{Traffic} \\ -1.2\% \end{array} \times \begin{array}{l} \text{Av. Ticket} \\ -11.4\% \end{array} = \begin{array}{l} \Delta \text{ YoY} \\ +13.6\% \end{array}$$

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](https://currencylayer.com).

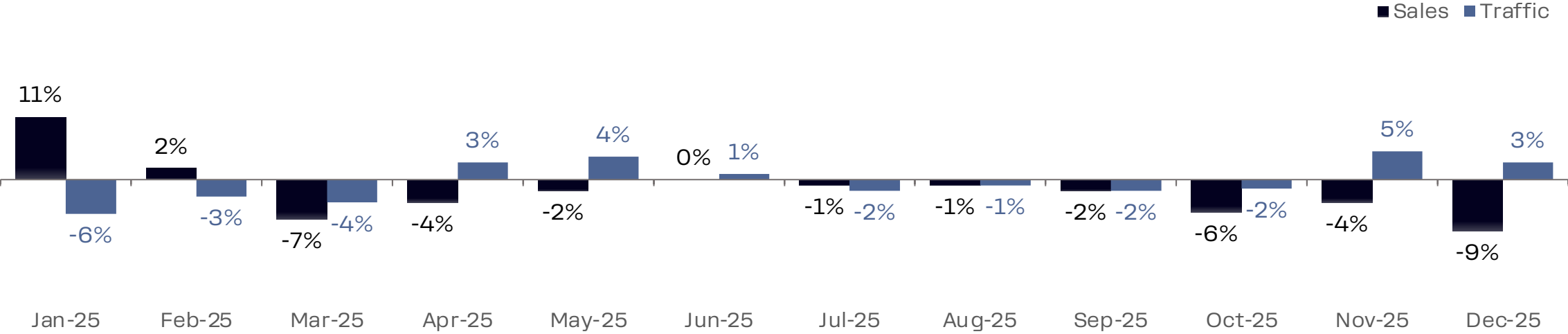
List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Bulgaria, Croatia, Cyprus, Estonia, Lithuania, Romania, Poland, Serbia, Slovenia, Spain, Turkiye, Nigeria, Indonesia, Mongolia, Montenegro, Qatar, UAE.

# DPI: Like for Like Sales and Traffic

## YoY LFL – Detailed Review of December 2025

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	37	-18.7%	-1.8%	-8.6%	-6.3%	14.7%	2.6%	-13.2%	-14.4%	-10.9%
2-3 yrs old	22	-19.1%	-14.6%	-16.5%	-8.3%	1.4%	-4.3%	-11.8%	-15.8%	-12.8%
> 3 yrs old	39	-17.2%	0.4%	-6.2%	-3.0%	18.9%	6.6%	-14.6%	-15.6%	-12.0%

## Dynamics of YoY LFL for all stores older than 1 year





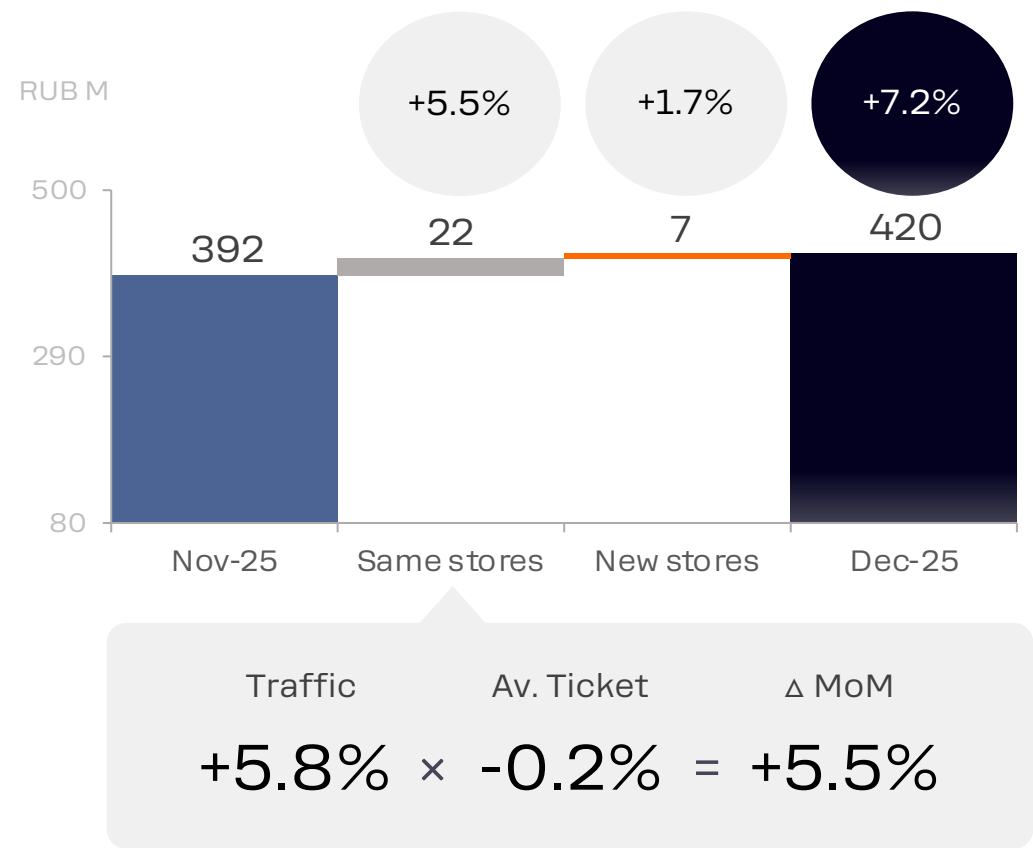


**DRINKIT**

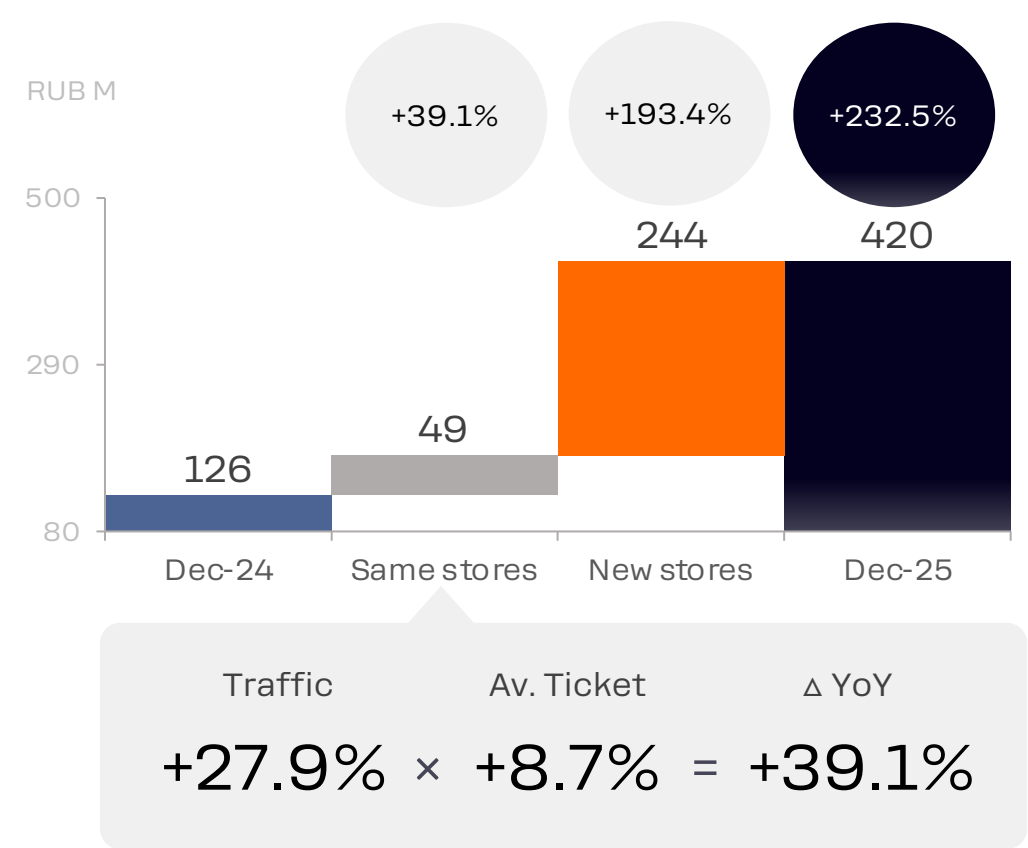
# DRINKIT: Sales Evolution

December: MoM +7.2%, YoY +232.5%

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, UAE.

# DRINKIT: Like for Like Sales and Traffic

## YoY LFL – Detailed Review of December 2025

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	25	33.0%	11.6%	48.4%	2	35.0%	-5.2%	27.9%	5	51.6%	-10.2%	36.2%
2-3 yrs old	7	-3.4%	19.5%	15.5%	1	41.9%	-13.2%	23.3%	2	2.0%	1.5%	3.5%
> 3 yrs old	8	1.5%	16.9%	18.6%	1	29.5%	-11.4%	14.7%				

## Dynamics of YoY LFL for all stores older than 1 year

