

FEBRUARY 2024

Monthly Trading Update



1050
stores

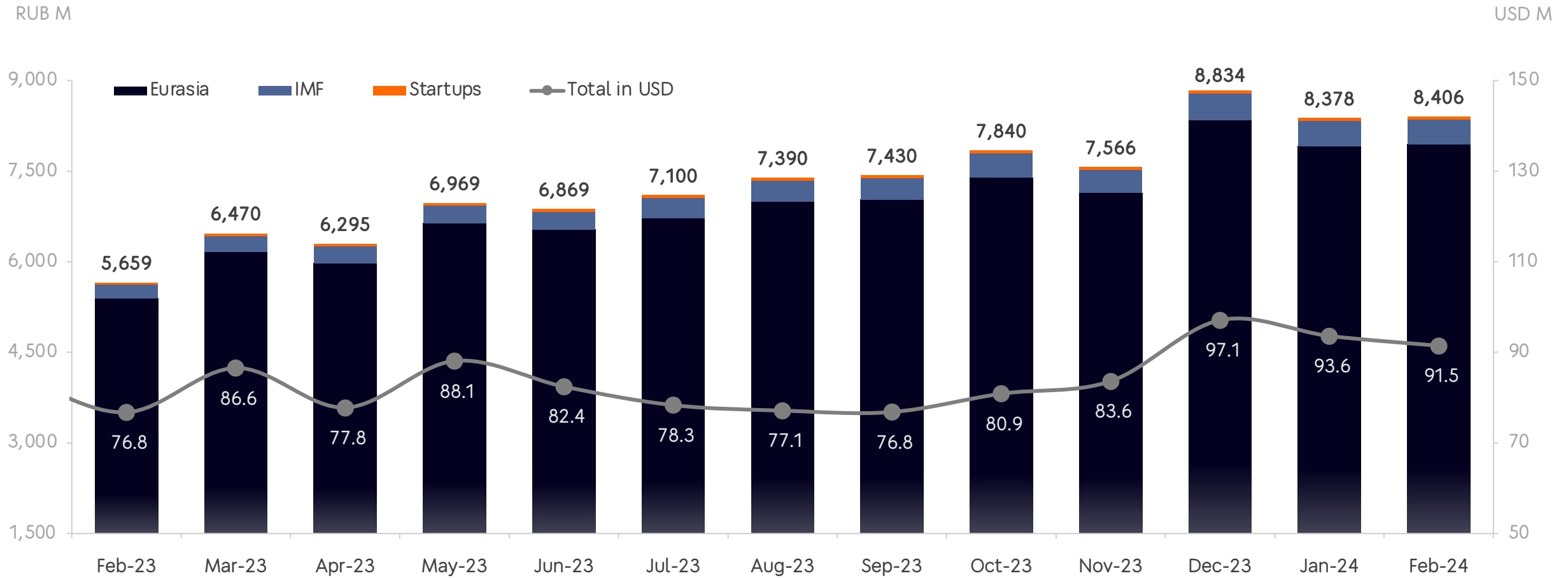
+14
net new stores

₹ 8.4 Bn
in system sales

+49%
year-over-year
change

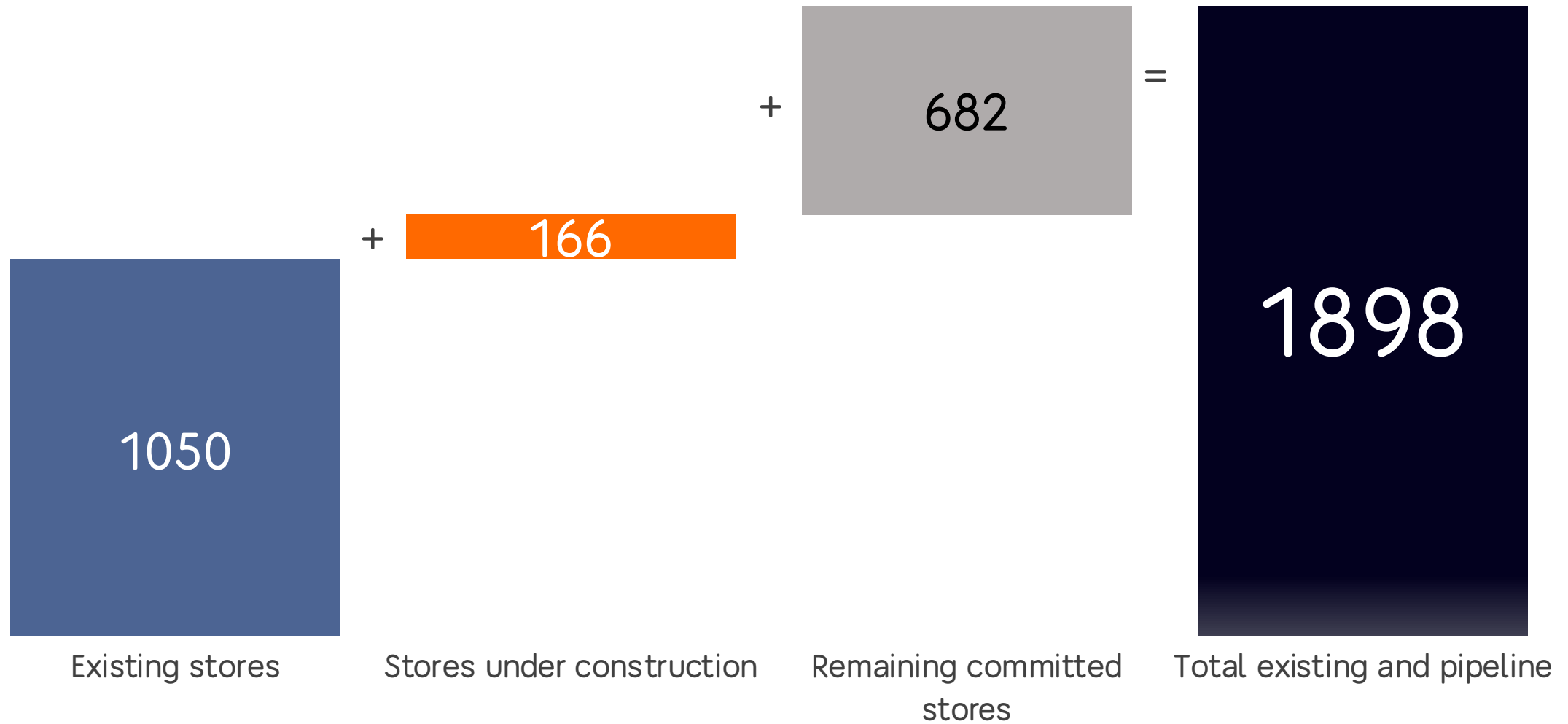
System Sales

February: 8,406M RUB / 91.5M 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](#).

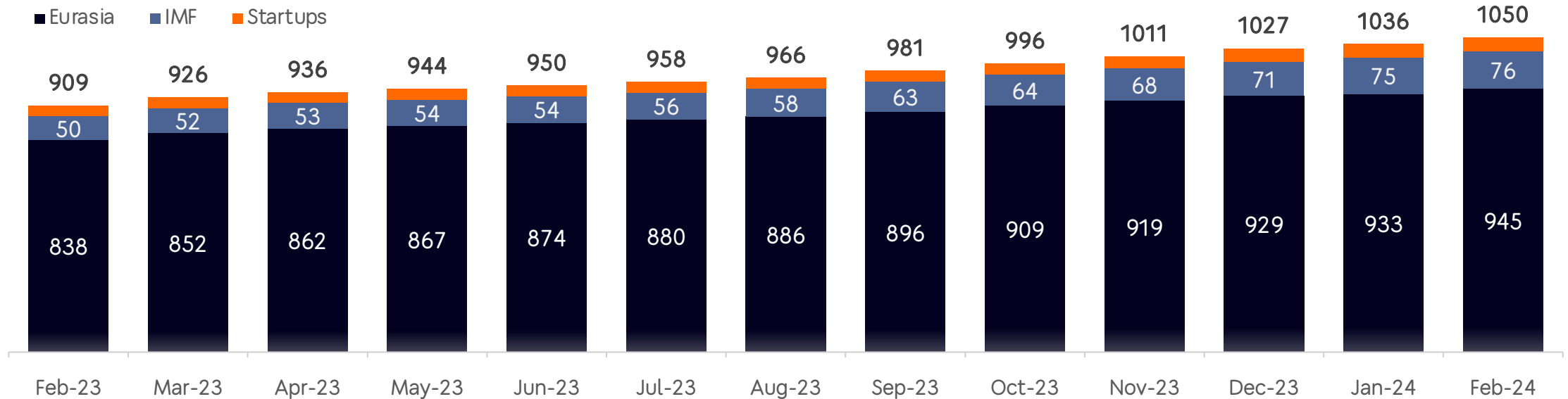
Chain Growth Pipeline



Note: as of 29 February 2024

Store Count

February: 14 new stores, 1050 total



New stores

RUSSIA:

Berezovsky Sverdlovskaya-1
 Ilyinskoye-Usovo-1
 Komsomolsk-on-Amur-5
 Krasnodar-15
 Nizhny Tagil-1
 Pokrovskoe-1

Timashevsk-1
 Ulyanovsk-7
 Zelenogradsk-1
 Yakutsk-6
 Drinkit Moscow 0-12

KAZAKHSTAN:

Shymkent-7

BELARUS:

Novopolotsk-1

TURKIYE:

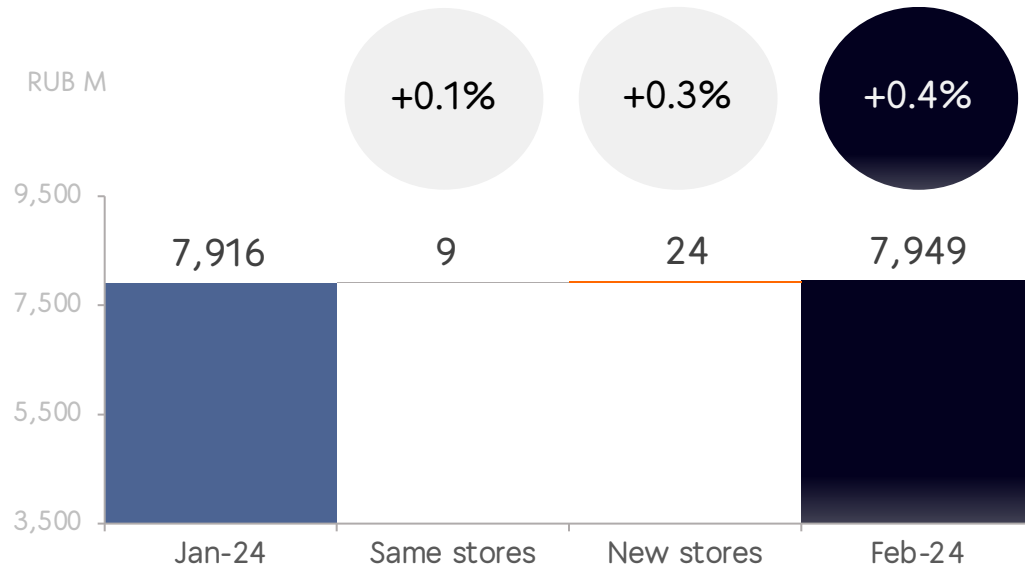
Mersin-3

EURASIA

Eurasia: Sales Evolution

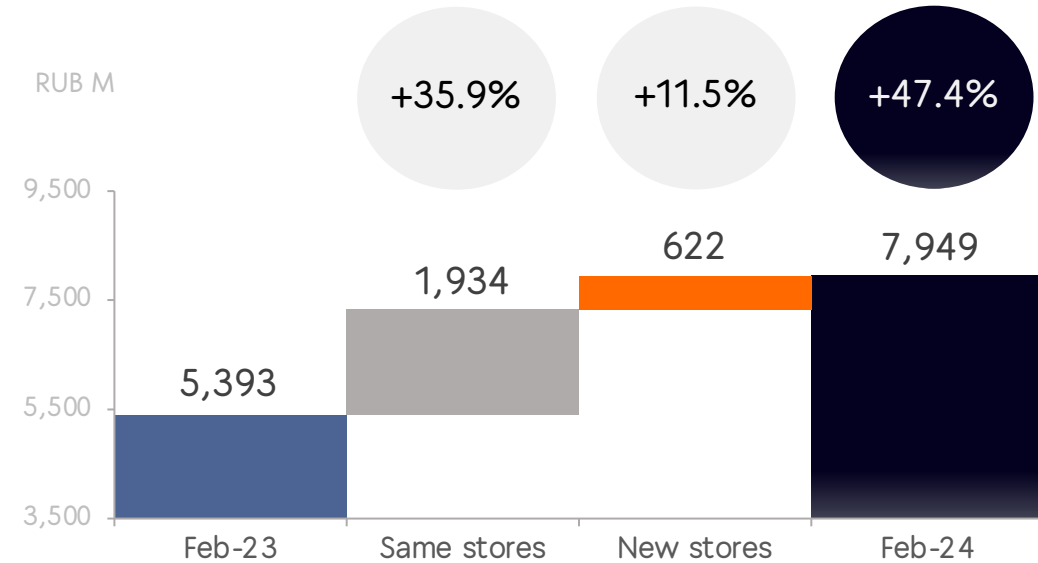
February: MoM +0.4%, YoY +47.4%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-0.6%	+0.8%	+0.1%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+19.2%	+14.0%	+35.9%

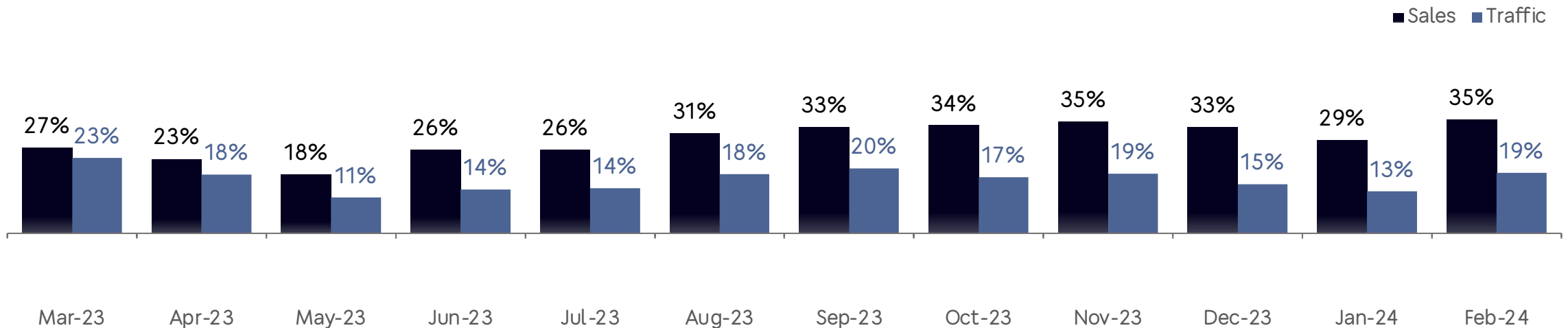
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of February 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	112	54.8%	52.9%	53.5%	36.5%	37.0%	36.8%	13.4%	11.6%	12.3%
2-3 yrs old	93	31.5%	40.3%	37.3%	13.5%	24.5%	18.6%	15.8%	12.7%	15.7%
> 3 yrs old	622	33.6%	32.4%	32.8%	15.5%	17.1%	16.3%	15.7%	13.1%	14.1%

Dynamics of YoY LFL for all stores older than 1 year

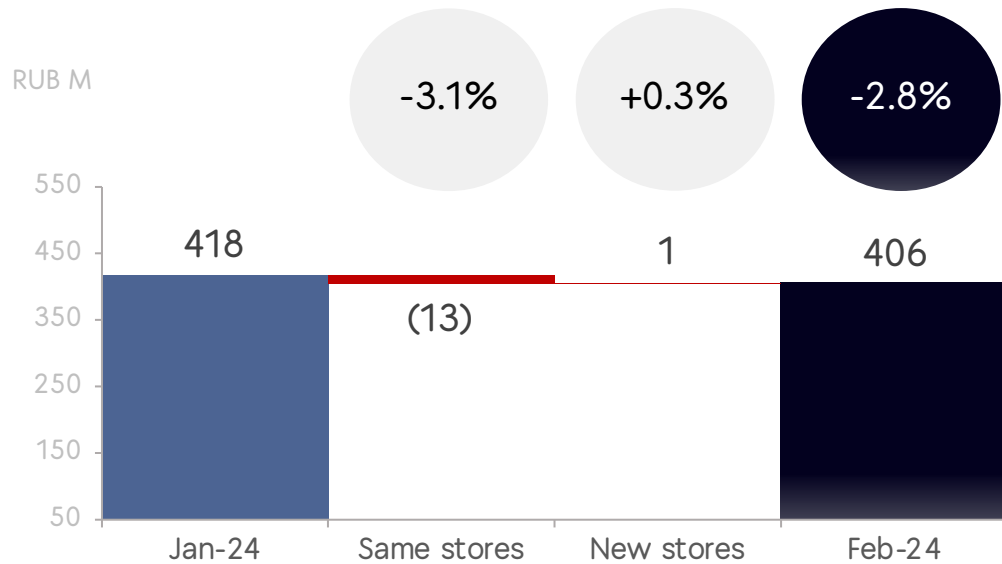


INTERNATIONAL
MASTER-
FRANCHISING

IMF: Sales Evolution

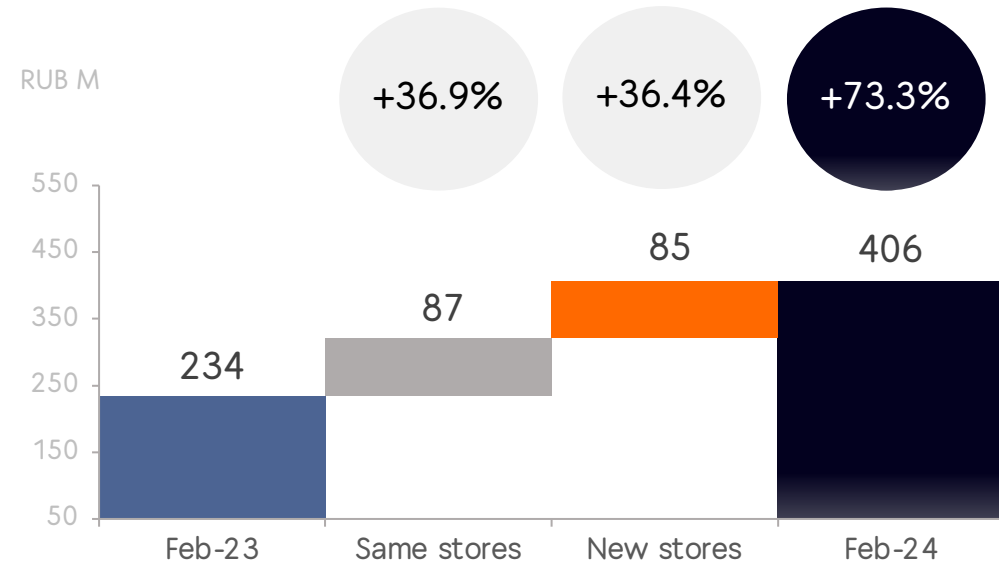
February: MoM -2.8%, YoY +73.3%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-4.3%	+1.1%	= -3.1%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+15.0%	+19.2%	= +36.8%

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).

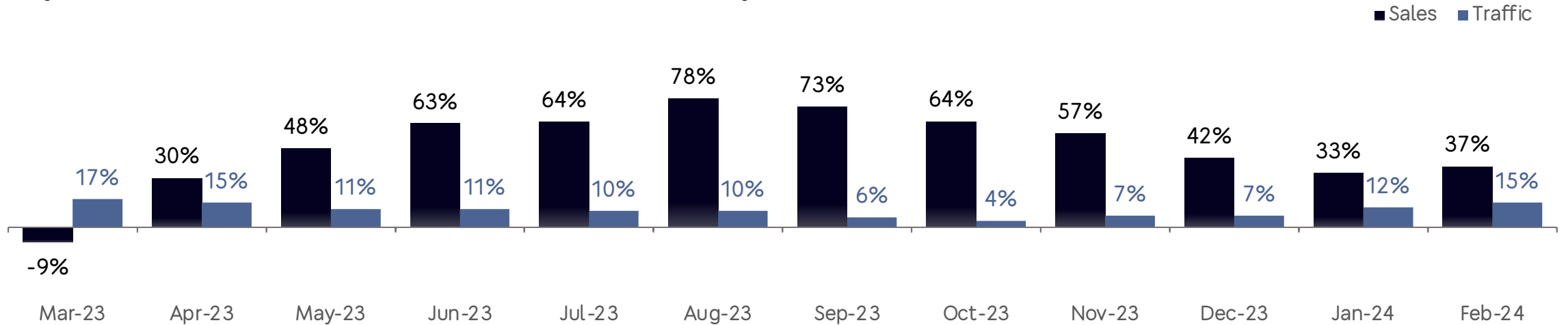
List of countries: Armenia, Kyrgyzstan, Tajikistan, Uzbekistan, Cyprus, Estonia, Germany, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria, Vietnam.

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of February 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	9	39.0%	104.1%	65.0%	22.1%	78.3%	38.0%	13.8%	14.5%	19.5%
2-3 yrs old	11	19.8%	58.9%	39.6%	5.4%	43.7%	17.8%	13.6%	10.6%	18.5%
> 3 yrs old	28	19.3%	41.2%	32.1%	7.9%	14.0%	10.3%	10.6%	23.9%	19.8%

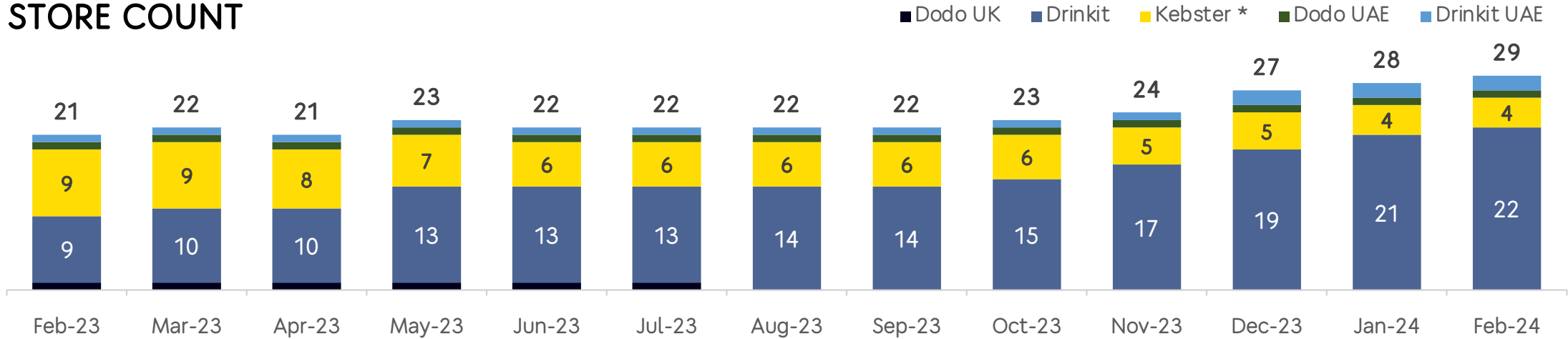
Dynamics of YoY LFL for all stores older than 1 year



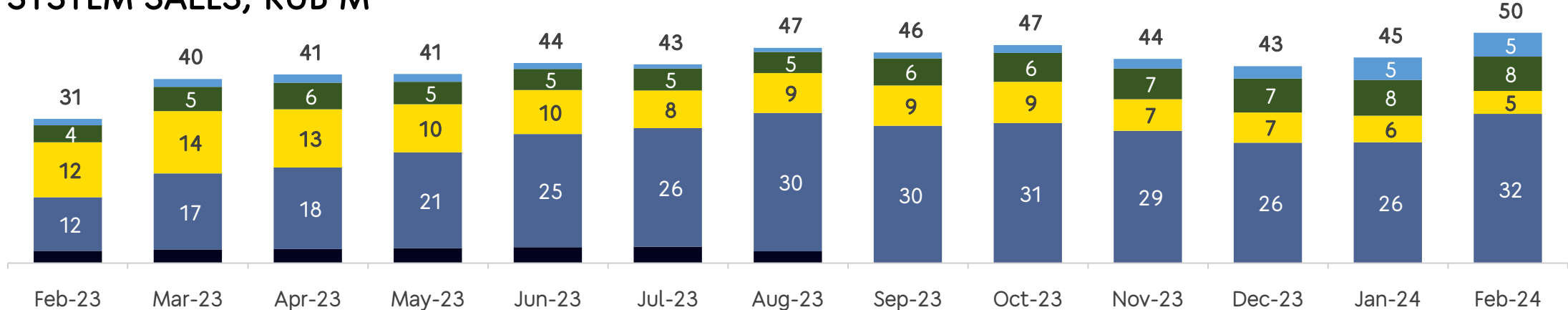
STARTUPS

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](https://www.currencylayer.com).

* Kebster includes Doner 42.