

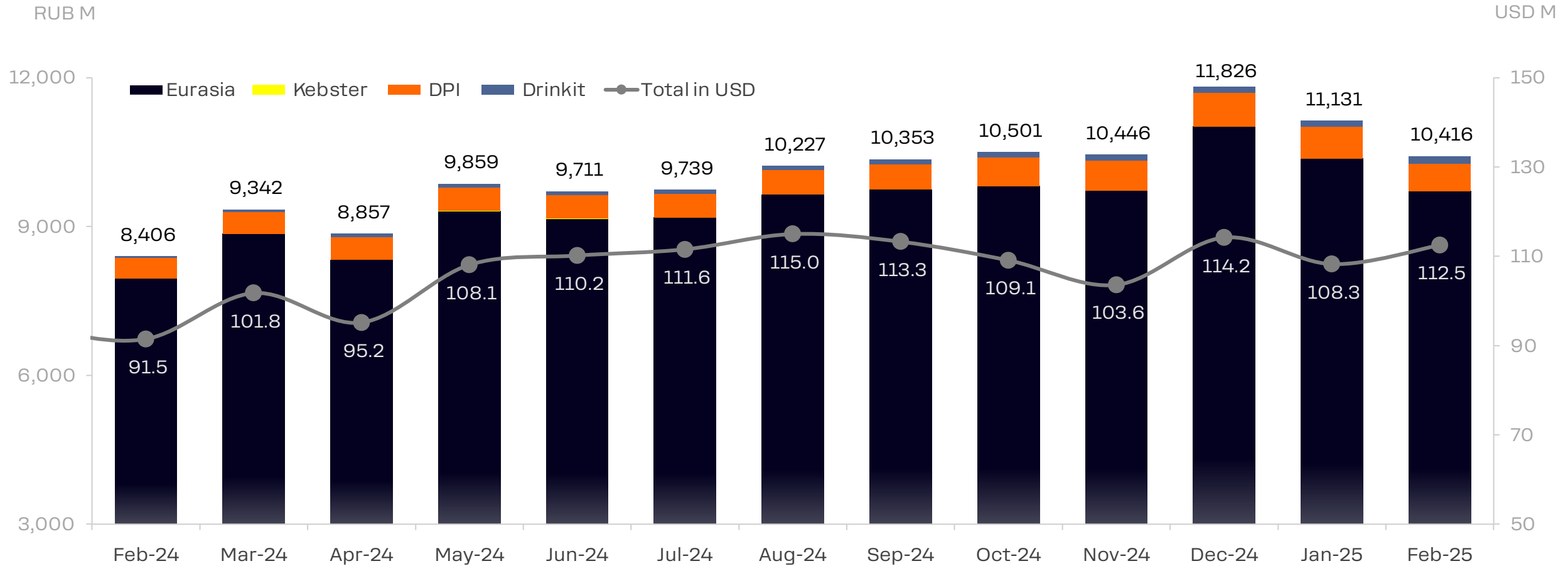
**DODO
BRANDS**

MONTHLY TRADING UPDATE

**FEBRUARY
2025**

System Sales

February: 10,416M RUB / 112.5M USD



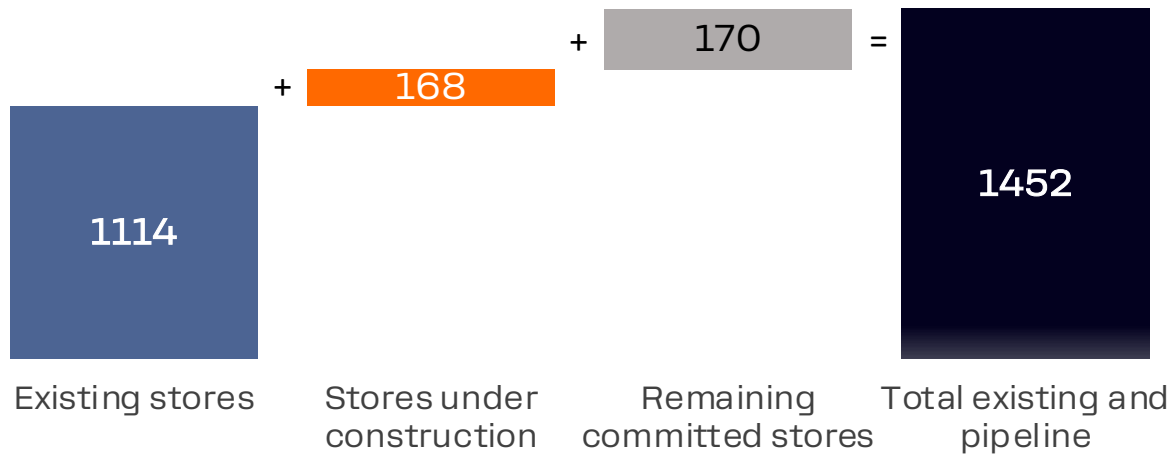
Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](#). Link: [sales and traffic of each store since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

Chain Growth Pipeline

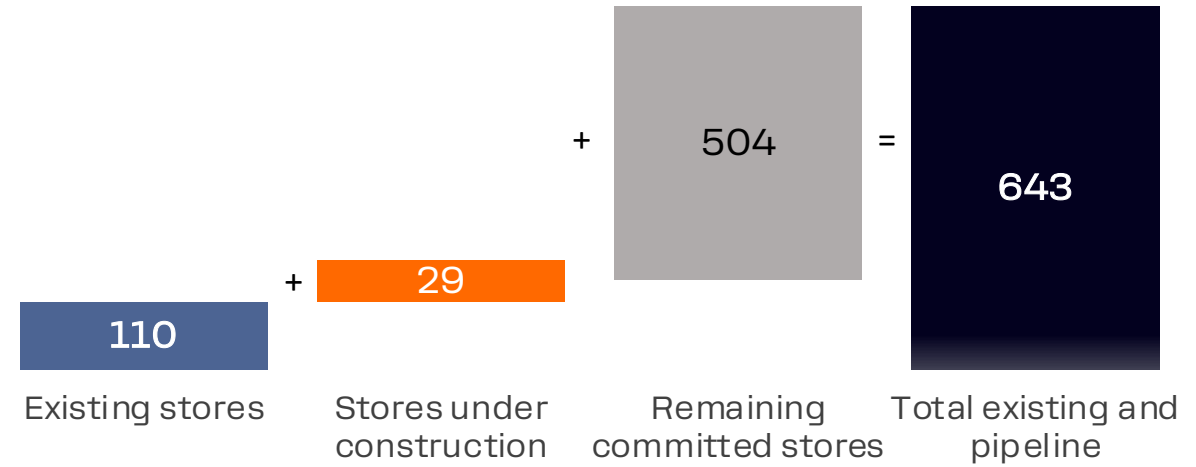


Note: as of 28 February 2024

EURASIA



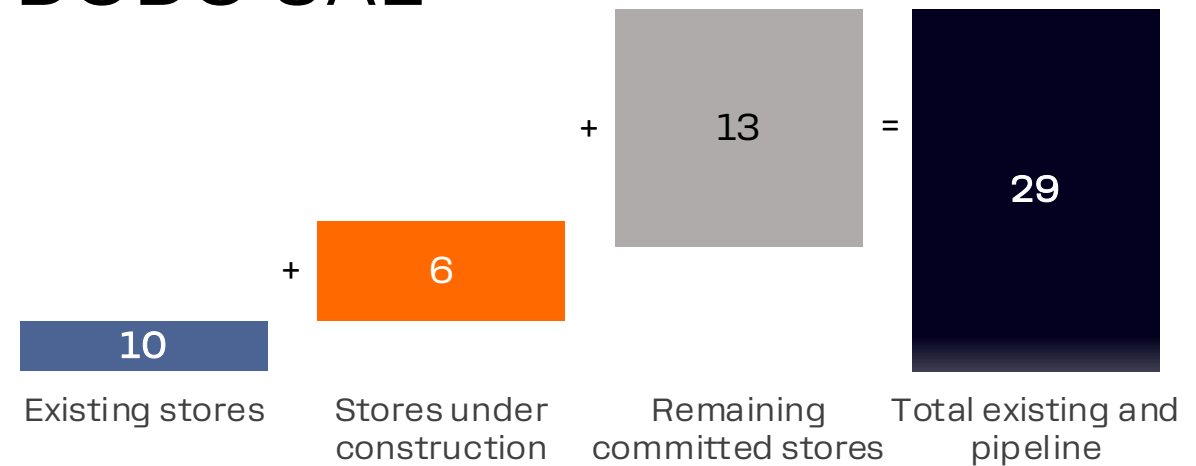
IMF



DRINKIT

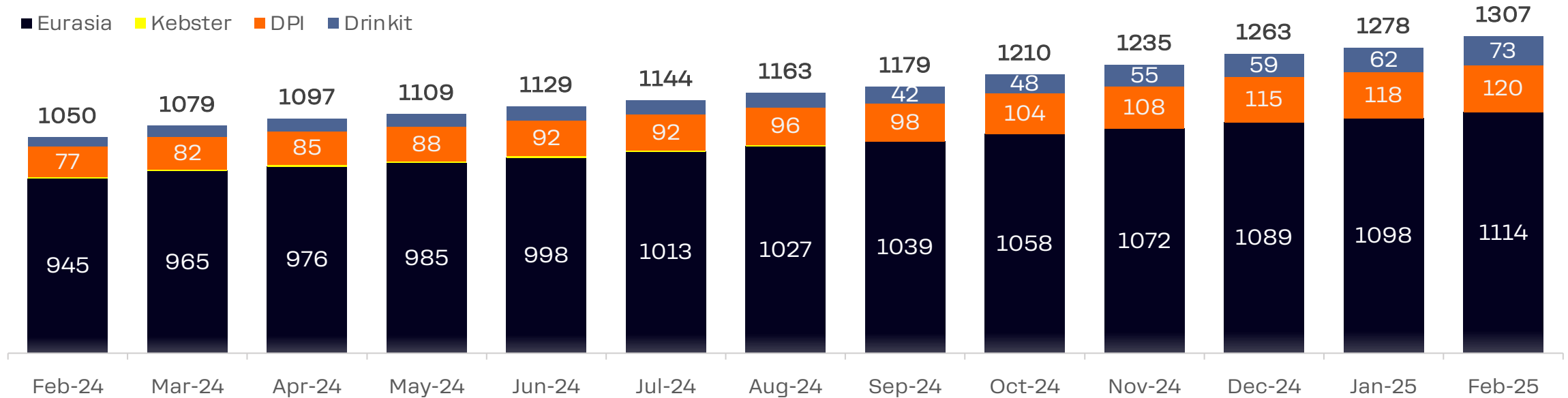


DODO UAE



Store Count

February: 30 new stores, 1 store closed, 1307 total



New stores

RUSSIA:

Afipsky-1	Orsk-2	Drinkit Moscow 0-19
Balabanovo-1	Roshchino-1	Drinkit Moscow 0-27
Bugulma-2	Ussuriysk-2	Drinkit Moscow 1-9
Krasnodar-17	Vladikavkaz-2	Drinkit Moscow 3-5
Liski-1	Volgodonsk-2	Drinkit Moscow 4-2
Moscow 12-4	Volsk-1	Drinkit Moscow 11-1
Nizhny Novgorod-7	Yaroslavl-7	Drinkit Saint Petersburg 1-2

KAZAKHSTAN:

Astana-17
Shymkent-6
Drinkit Almaty 1-4
Drinkit Astana 1-7
Drinkit Astana 1-8

ARMENIA:

Yerevan-2

CYPRUS:

Nicosia-1

TURKIYE:

Isparta-1

UAE:

Drinkit Dubai 0-7

Closed stores

ROMANIA:

Bucharest-9



ДОДО ПИЦЦА

EURASIA

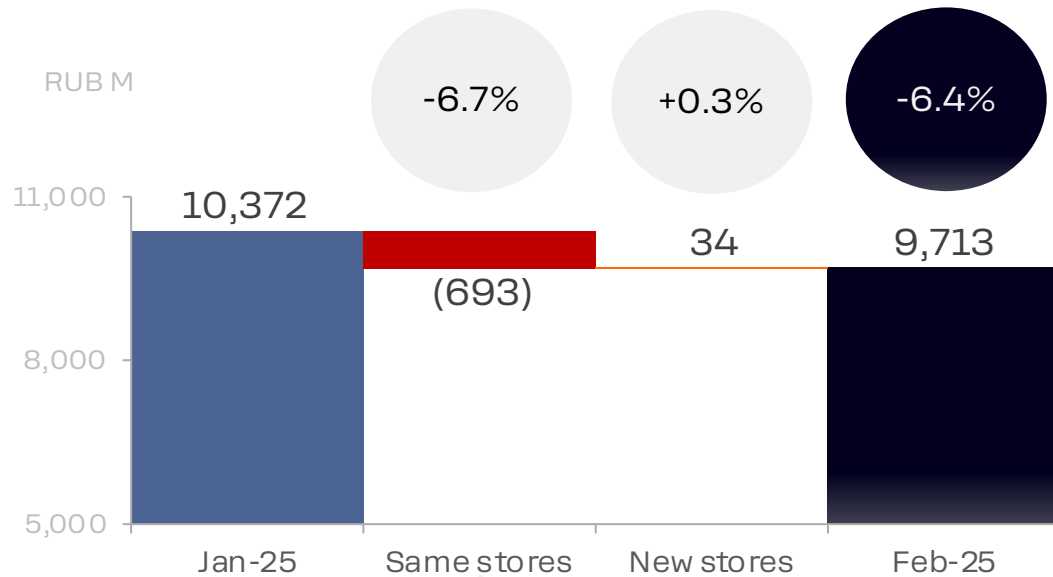
ДОДО
ПИЦЦА



Eurasia: Sales Evolution

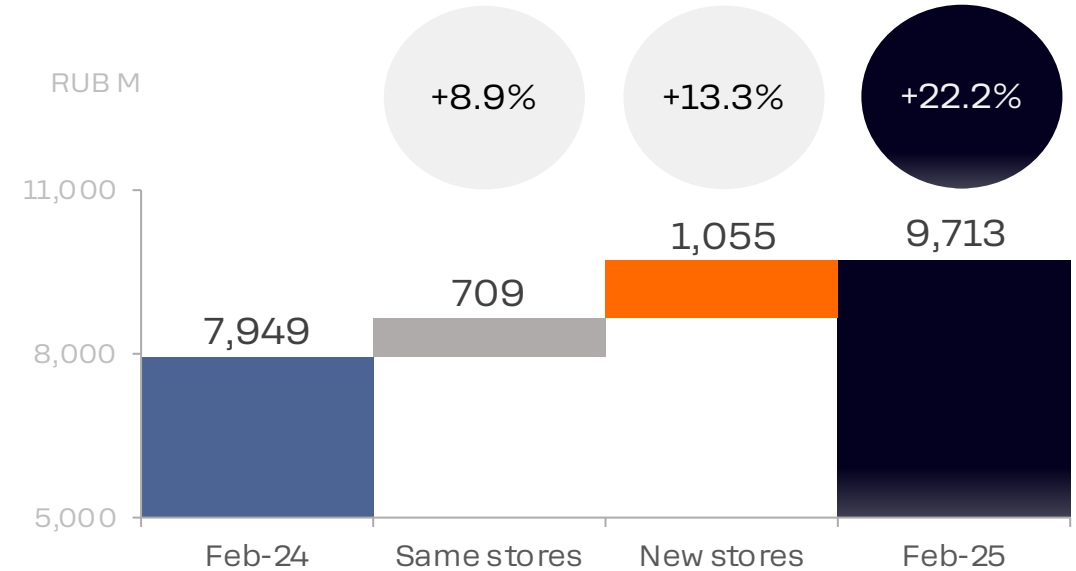
February: MoM -6.4%, YoY +22.2%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-7.8%	× +1.2%	= -6.7%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+1.7%	× +7.1%	= +8.9%

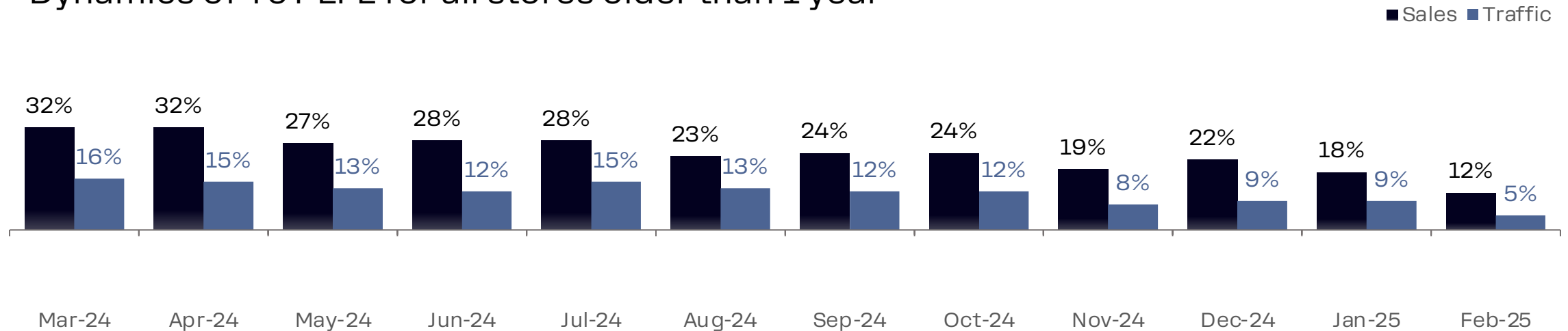
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of February 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	111	9.7%	30.5%	32.6%	8.9%	23.3%	27.0%	0.8%	5.8%	4.4%
2-3 yrs old	106	10.8%	17.4%	15.4%	4.2%	9.4%	7.1%	6.4%	7.3%	7.8%
> 3 yrs old	705	7.7%	9.7%	9.2%	1.5%	2.3%	2.0%	6.0%	7.3%	7.0%

Dynamics of YoY LFL for all stores older than 1 year



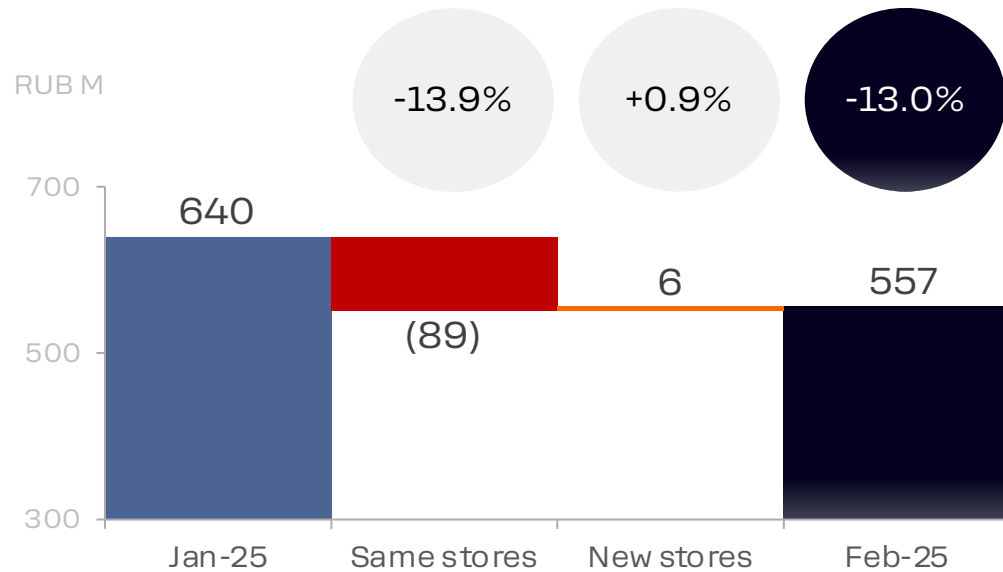
A photograph of two women sitting at a wooden table outdoors. The woman on the right is wearing a white button-down shirt and is holding a smartphone, looking at the screen. The woman on the left is seen from the back, also wearing a white shirt. On the table are two open Dodo Pizza boxes, each containing a pizza, and two orange Dodo Pizza branded cups. The background is a rough, textured stone wall. The text 'DODO PIZZA INTERNATIONAL' is overlaid in large white letters across the center of the image.

DODO PIZZA INTERNATIONAL

DPI: Sales Evolution

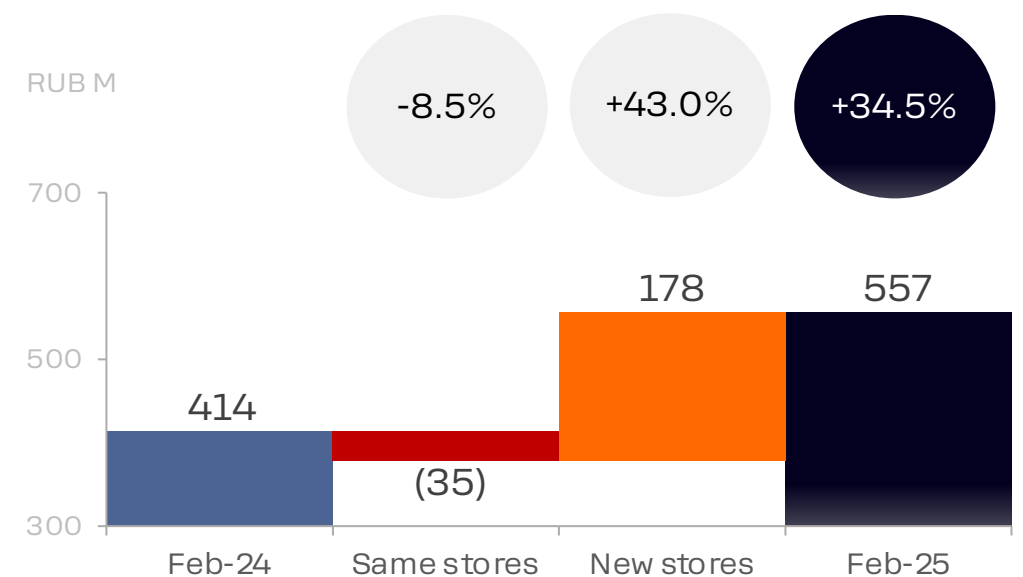
February: MoM -13.0%, YoY +34.5%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-3.9%	-10.3%	= -13.9%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
-9.2%	+0.9%	= -8.5%

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).

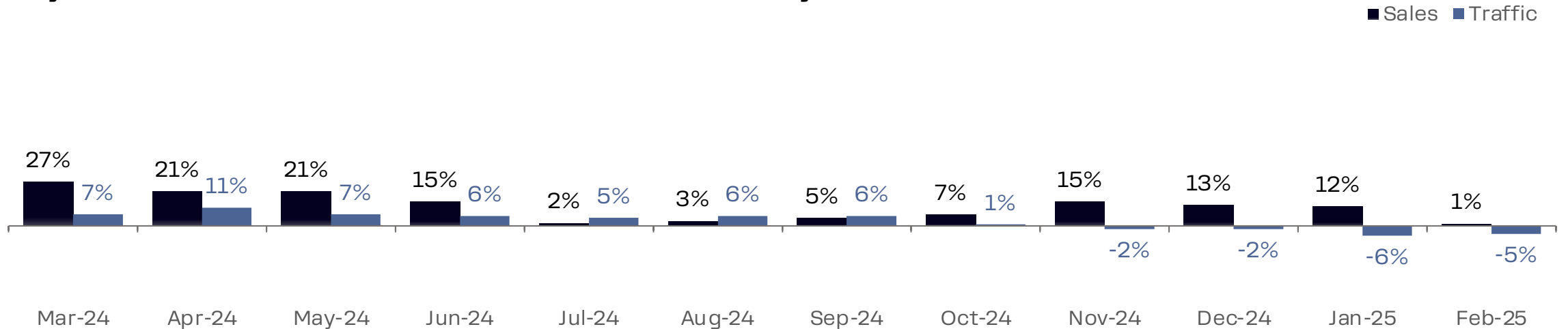
List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Bulgaria, Croatia, Cyprus, Estonia, Germany, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria, Vietnam, Indonesia, UAE.

DPI: Like for Like Sales and Traffic

YoY LFL – Detailed Review of February 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	29	-6.0%	38.9%	22.3%	-5.6%	30.4%	13.1%	-0.5%	6.5%	8.1%
2-3 yrs old	8	-3.0%	37.2%	15.9%	-2.2%	26.2%	7.8%	-0.8%	8.7%	7.5%
> 3 yrs old	40	-4.9%	-5.4%	-6.4%	-7.5%	-12.7%	-13.4%	2.8%	8.3%	8.1%

Dynamics of YoY LFL for all stores older than 1 year





ДРИНКИТ

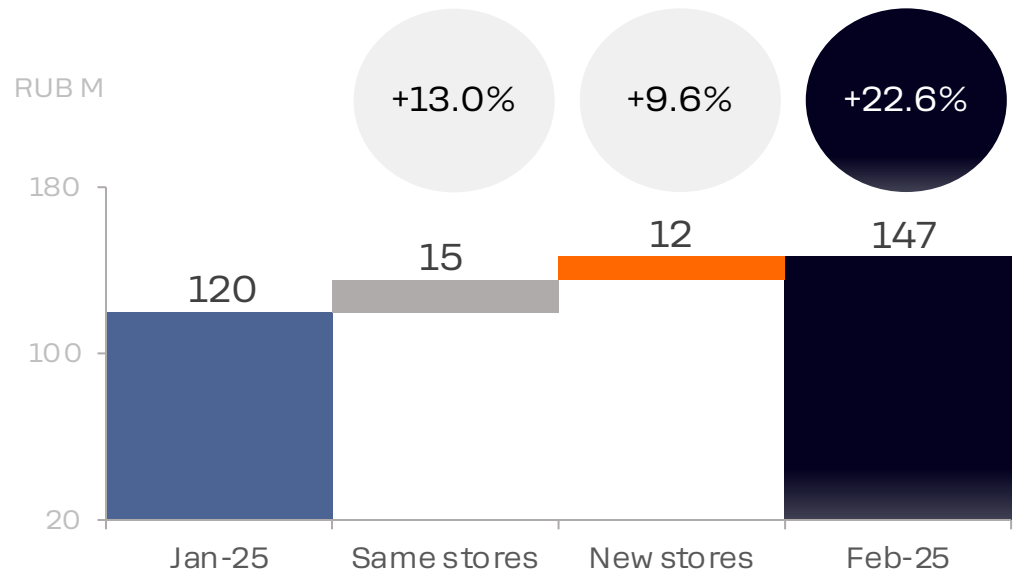
DRINKIT



DRINKIT: Sales Evolution

February: MoM +22.6%, YoY +289.5%

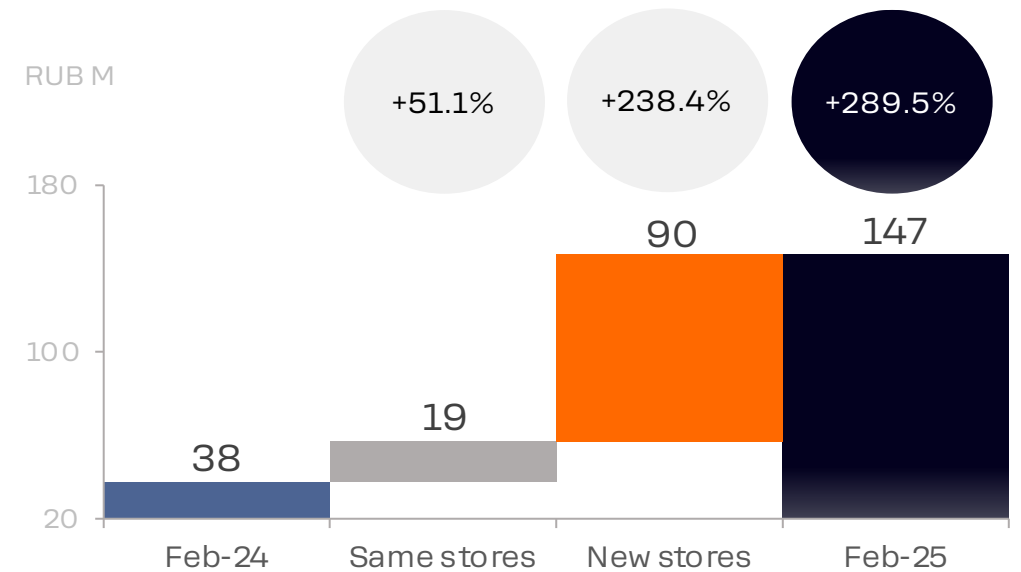
Month over Month (MoM)



Traffic × Av. Ticket = Δ MoM

+12.2% × +0.7% = +13.0%

Year over Year (YoY)



Traffic × Av. Ticket = Δ YoY

+18.7% × +27.2% = +51.1%

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 February 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	9	19.5%	40.5%	67.9%	1	68.1%	3.5%	74.0%	3	48.7%	-6.8%	38.6%
2-3 yrs old	5	27.3%	32.4%	68.5%	1	46.1%	4.4%	69.2%				
> 3 yrs old	4	18.6%	30.6%	54.9%								

Dynamics of YoY LFL for all stores older than 1 year

