

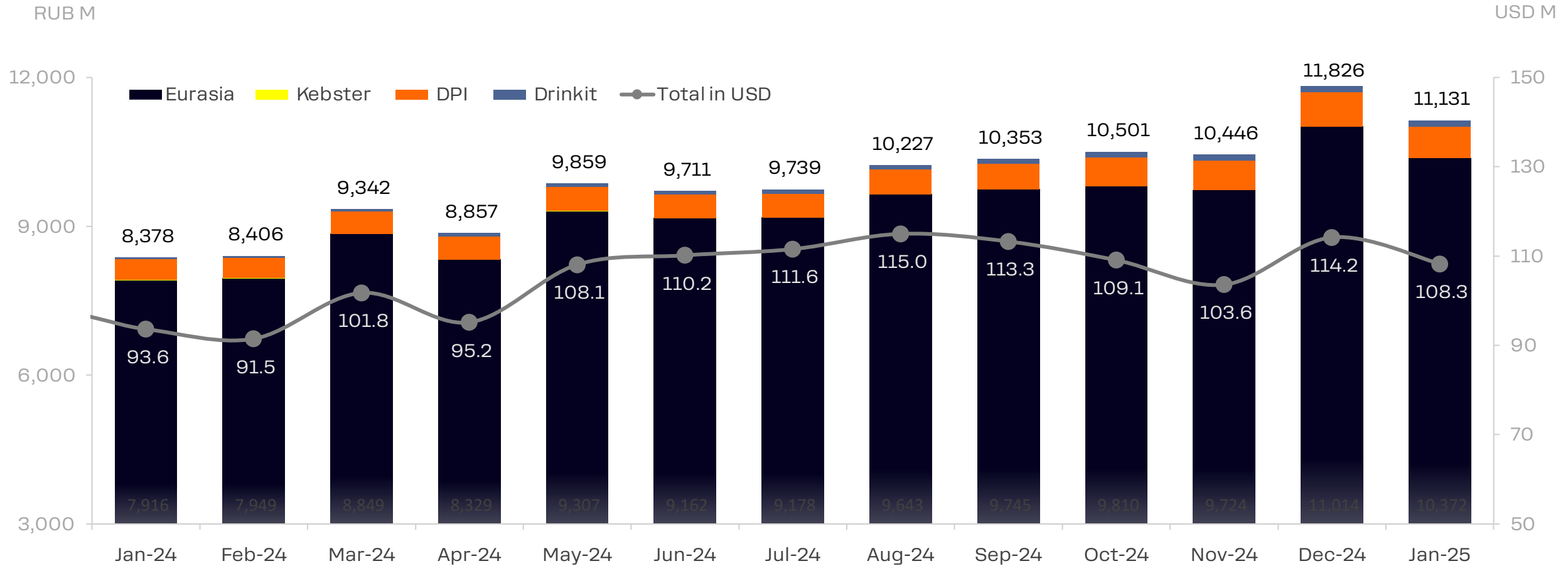
**DODO
BRANDS**

**MONTHLY
TRADING
UPDATE**

**JANUARY
2025**

System Sales

January: 11,131M RUB / 108.3M USD



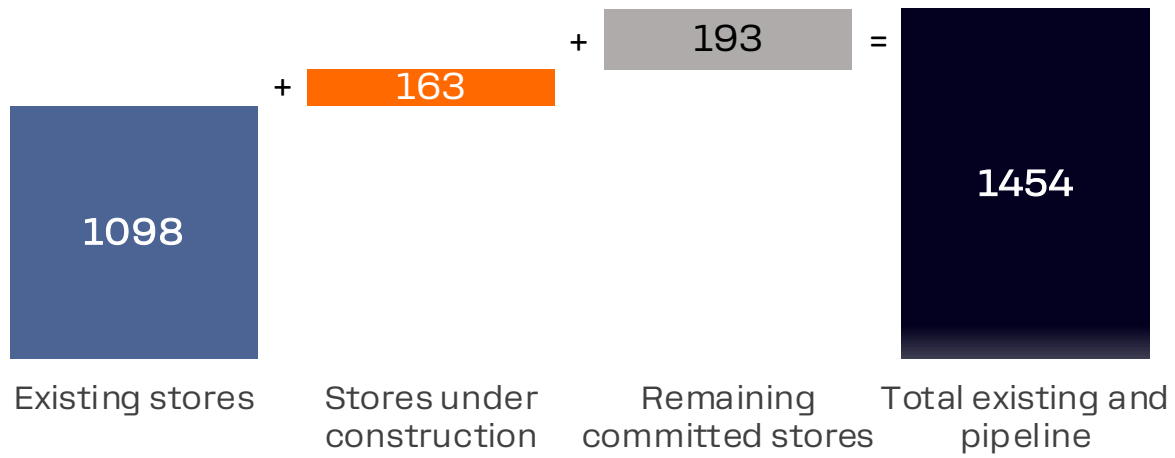
Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per currencylayer.com. Link: [sales and traffic of each store since inception](#).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

Chain Growth Pipeline

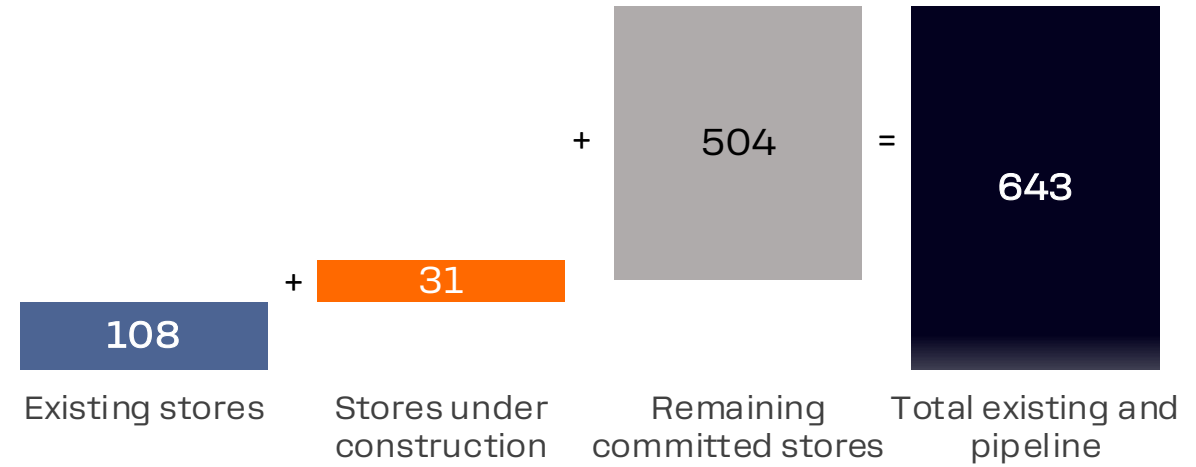


Note: as of 31 January 2024

EURASIA



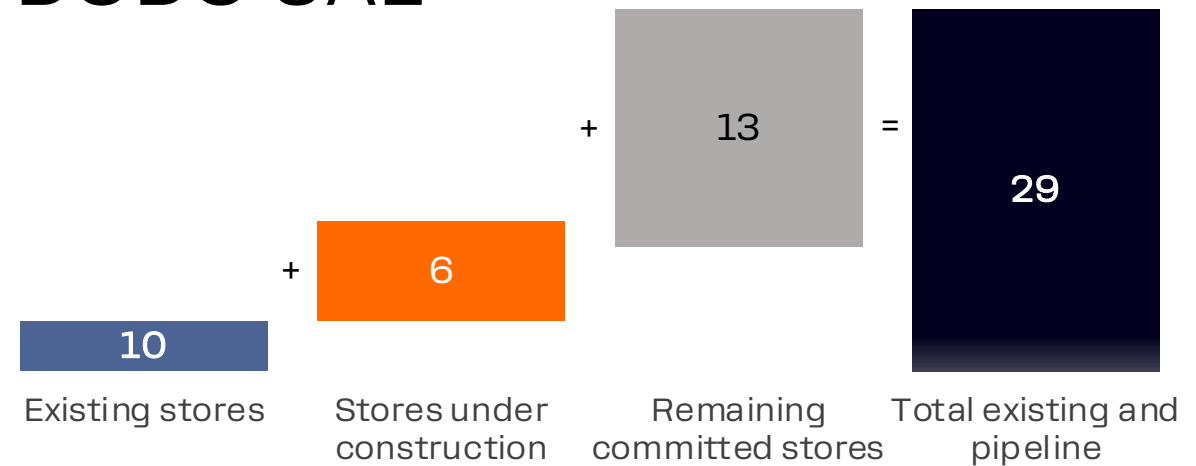
IMF



DRINKIT



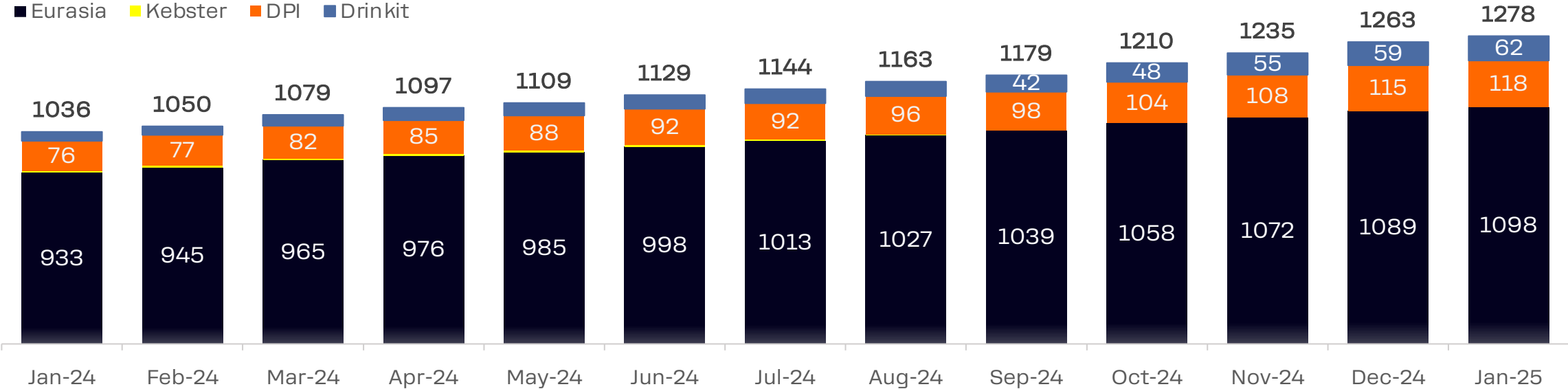
DODO UAE



Store Count

January: 16 new stores, 1 store closed, 1278 total

■ Eurasia ■ Kebster ■ DPI ■ Drinkit



New stores

RUSSIA:

- Arseniyev-1
- Astrakhan-7
- Gusev-1
- Magadan-3
- Mytishchi-4
- Novoaltaisk-2

- Novy Urengoy-4
- Rostov-1
- Volgograd-8
- Drinkit Moscow 4-5
- Drinkit Moscow 23-1
- Drinkit Moscow 25-1

KAZAKHSTAN:

- Almaty-26

ESTONIA:

- Tartu-1

GEORGIA:

- Tbilisi-1

POLAND:

- Warsaw-5

Closed stores

RUSSIA:

- Bugry-1

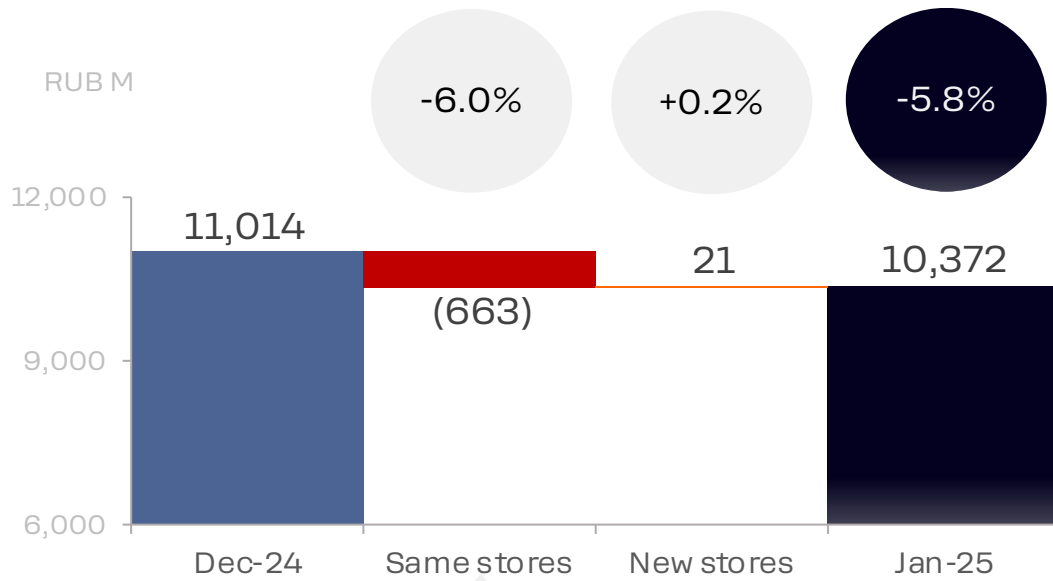


EURASIA

Eurasia: Sales Evolution

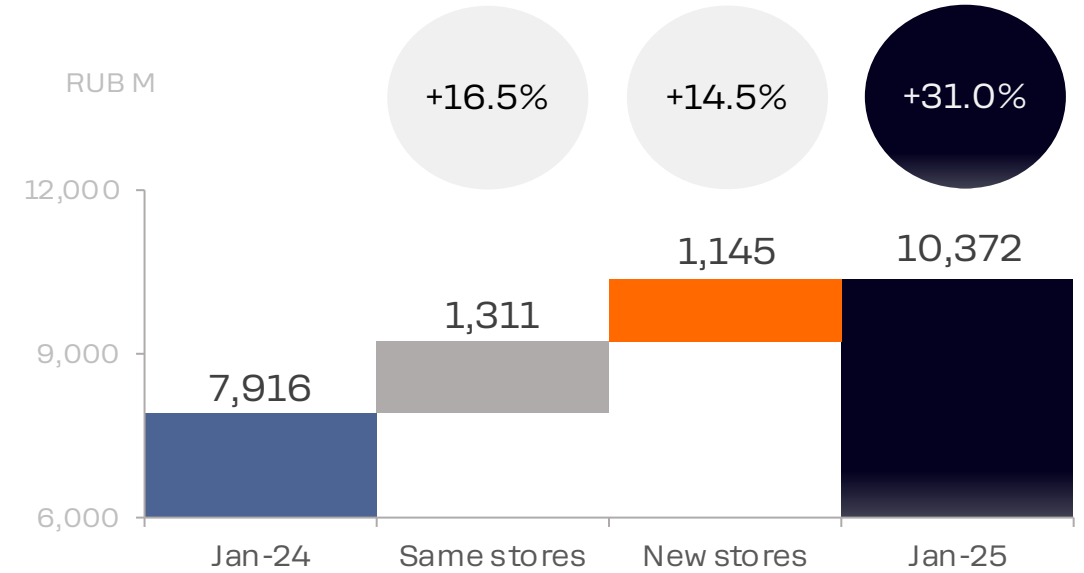
January: MoM -5.8%, YoY +31.0%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-3.0%	-3.1%	= -6.0%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+9.3%	+6.7%	= +16.5%

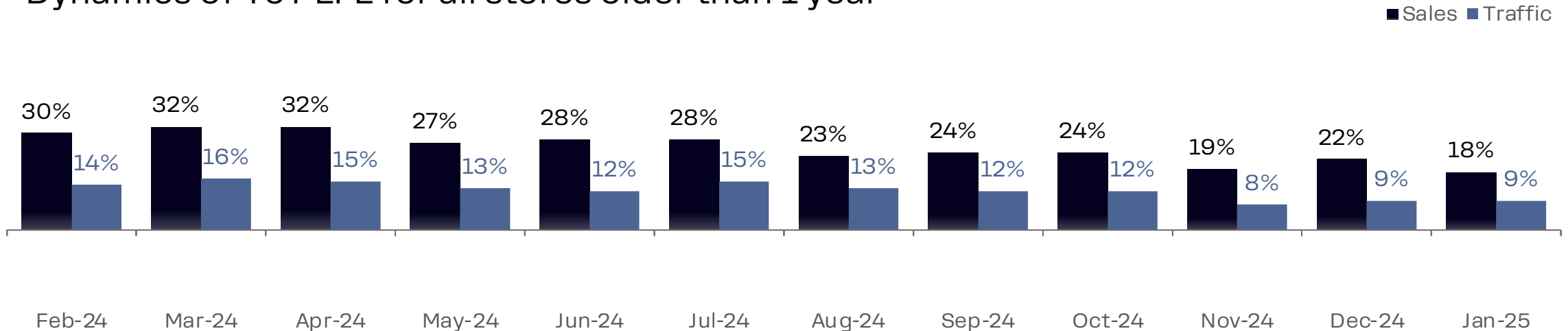
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of January 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	106	20.1%	36.6%	37.9%	16.9%	26.9%	29.6%	2.7%	7.6%	6.4%
2-3 yrs old	107	17.5%	23.4%	21.5%	9.9%	14.7%	12.4%	6.9%	7.6%	8.1%
> 3 yrs old	698	15.6%	12.8%	13.6%	7.8%	5.6%	6.6%	7.2%	6.8%	6.5%

Dynamics of YoY LFL for all stores older than 1 year



Note: The methodology for calculating LFL has changed, so the figures have been adjusted retrospectively

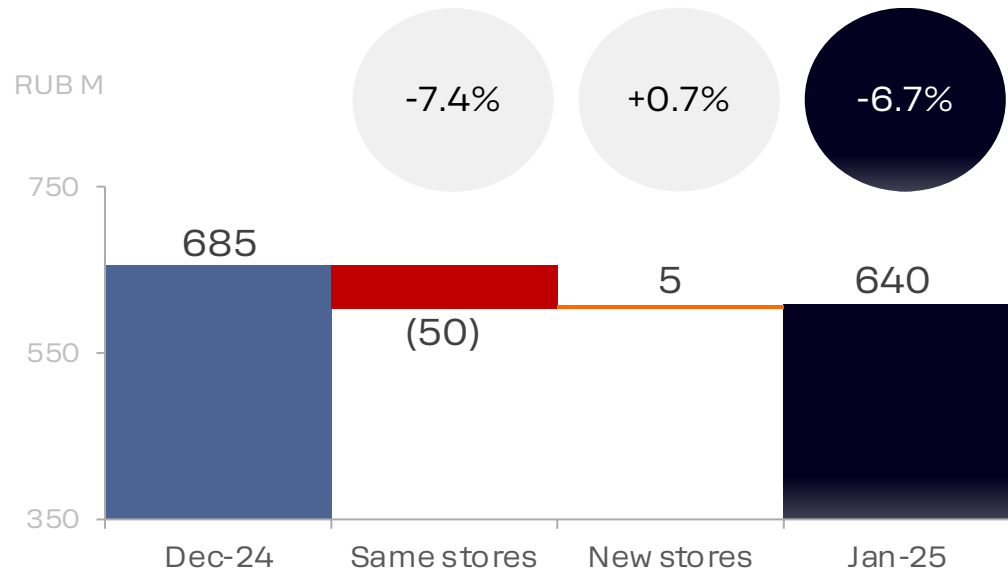
A photograph of two women sitting at a wooden table outdoors. The woman on the right is wearing a white button-down shirt and is holding a smartphone, looking at the screen. The woman on the left is seen from the back, also wearing a white shirt. On the table are two open Dodo Pizza boxes, each containing 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

January: MoM -6.7%, YoY +50.3%

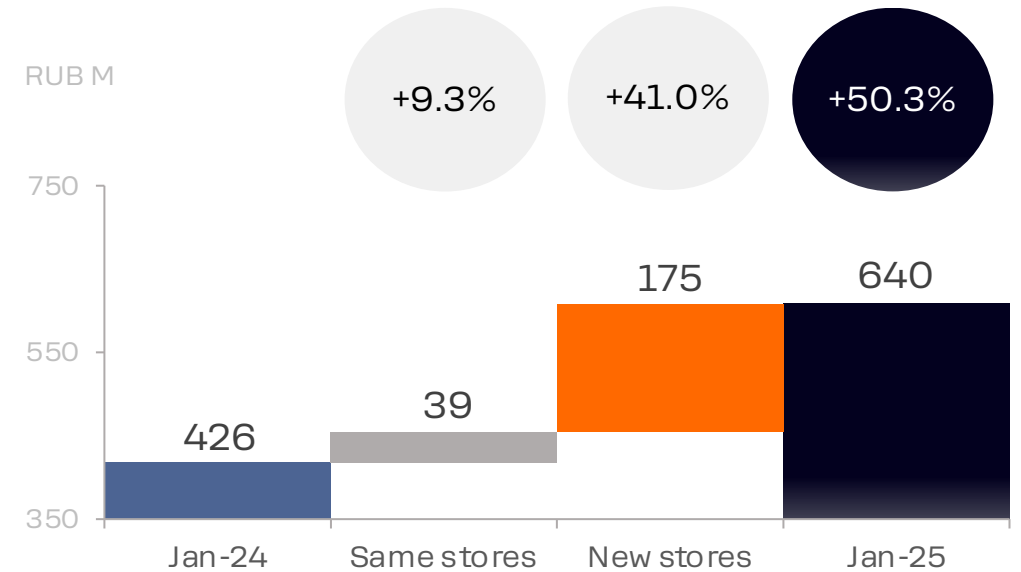
Month over Month (MoM)



$$\text{Traffic} \quad \text{Av. Ticket} \quad \Delta \text{ MoM}$$

$$-4.5\% \times -2.9\% = -7.4\%$$

Year over Year (YoY)



$$\text{Traffic} \quad \text{Av. Ticket} \quad \Delta \text{ YoY}$$

$$-7.1\% \times +17.6\% = +9.3\%$$

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).

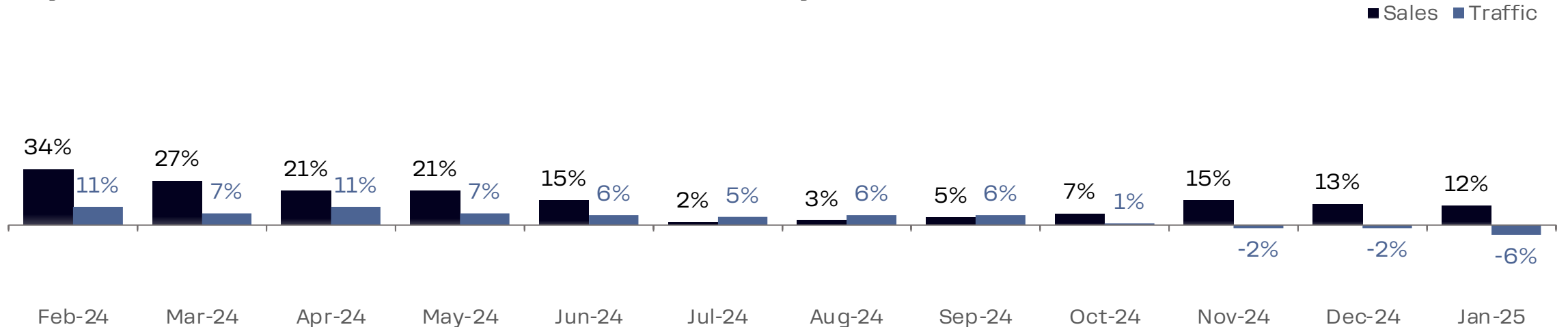
List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Bulgaria, Croatia, Cyprus, Estonia, Germany, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria, Vietnam, Indonesia, UAE.

DPI: Like for Like Sales and Traffic

YoY LFL – Detailed Review of January 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	28	-0.7%	48.5%	28.6%	-9.4%	27.9%	7.8%	9.6%	16.1%	19.2%
2-3 yrs old	8	-0.2%	46.8%	21.5%	-7.4%	21.7%	2.7%	7.8%	20.7%	18.2%
> 3 yrs old	37	4.3%	7.2%	5.6%	-10.8%	-12.5%	-12.8%	16.9%	22.5%	21.0%

Dynamics of YoY LFL for all stores older than 1 year



Note: The methodology for calculating LFL has changed, so the figures have been adjusted retrospectively



ДРИНКИТ

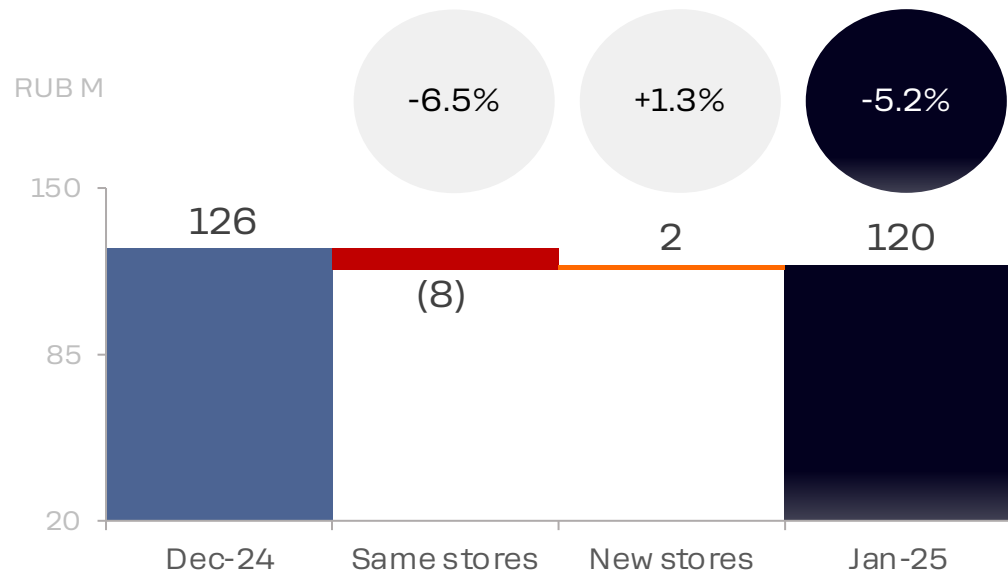
DRINKIT



DRINKIT: Sales Evolution

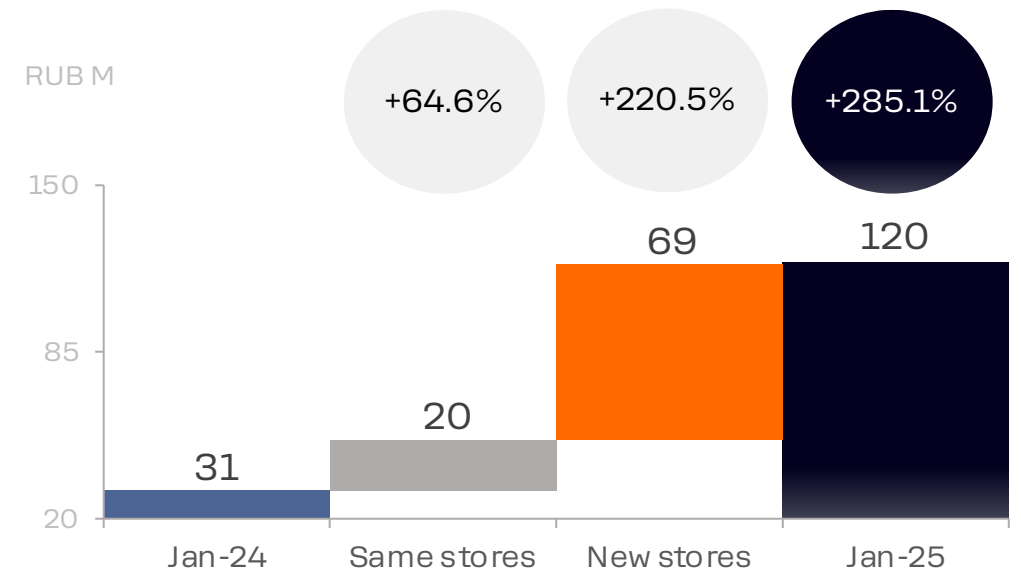
January: MoM -5.2%, YoY +285.1%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-8.6%	+2.2%	= -6.5%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+32.6%	+24.1%	= +64.6%

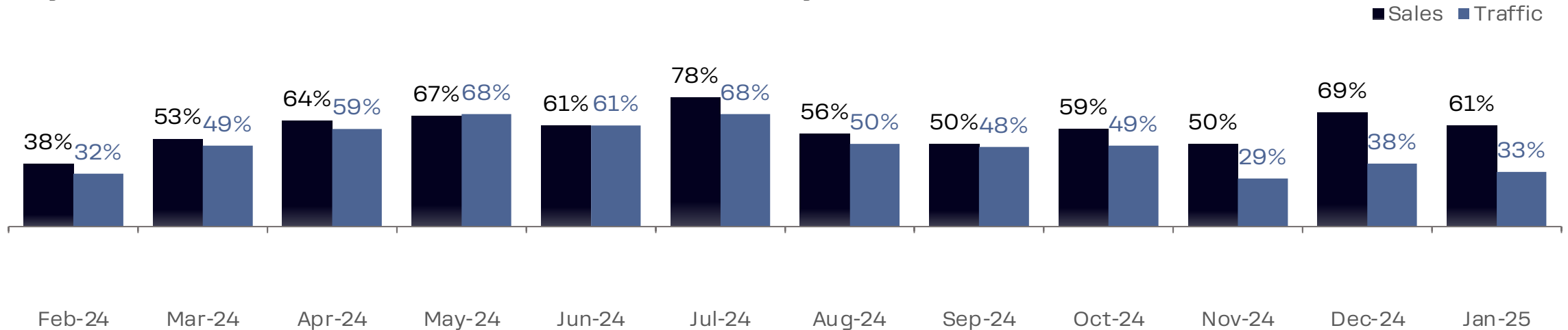
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, UAE.

DRINKIT: Like for Like Sales and Traffic

YoY LFL – Detailed Review of January 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	7	22.1%	31.1%	60.1%	1	45.9%	16.7%	70.3%	3	47.0%	1.0%	48.5%
2-3 yrs old	4	40.8%	24.2%	74.8%	1	61.5%	20.2%	94.1%				
> 3 yrs old	5	26.0%	23.3%	55.3%								

Dynamics of YoY LFL for all stores older than 1 year



Note: The methodology for calculating LFL has changed, so the figures have been adjusted retrospectively