

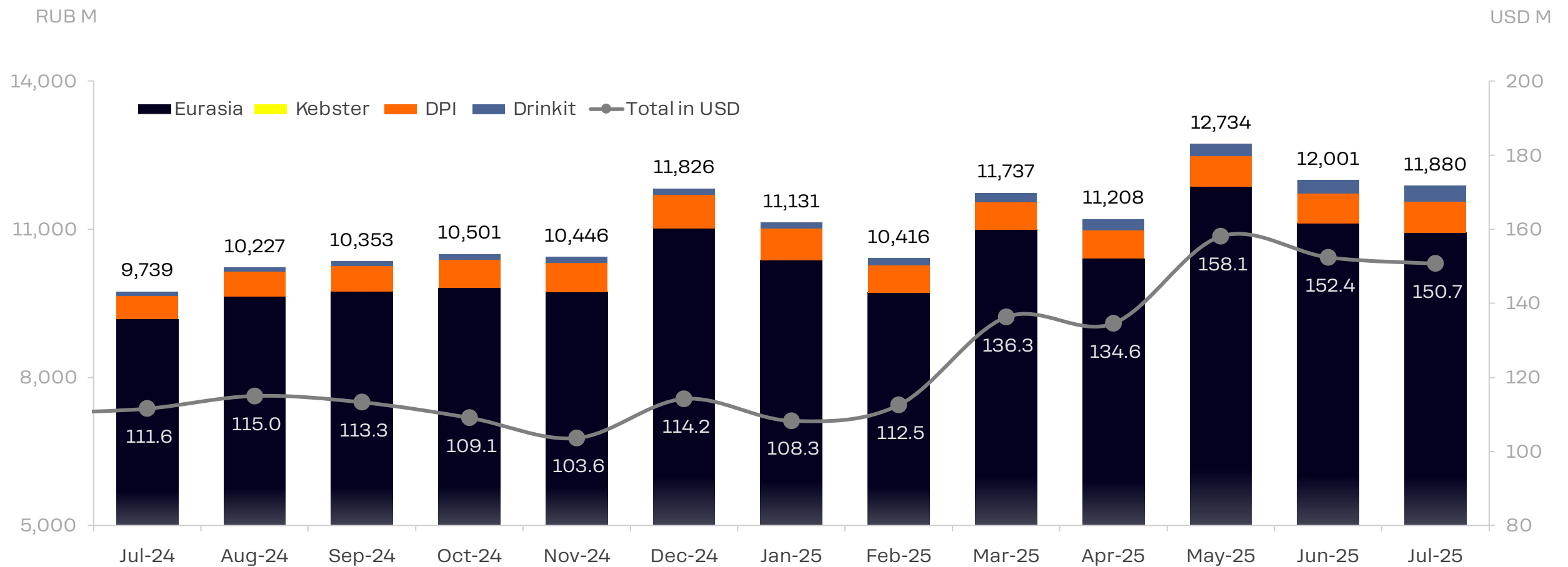
**DODO
BRANDS**

MONTHLY TRADING UPDATE

**JULY
2025**

System Sales

July: 11,880M RUB / 150.7M USD



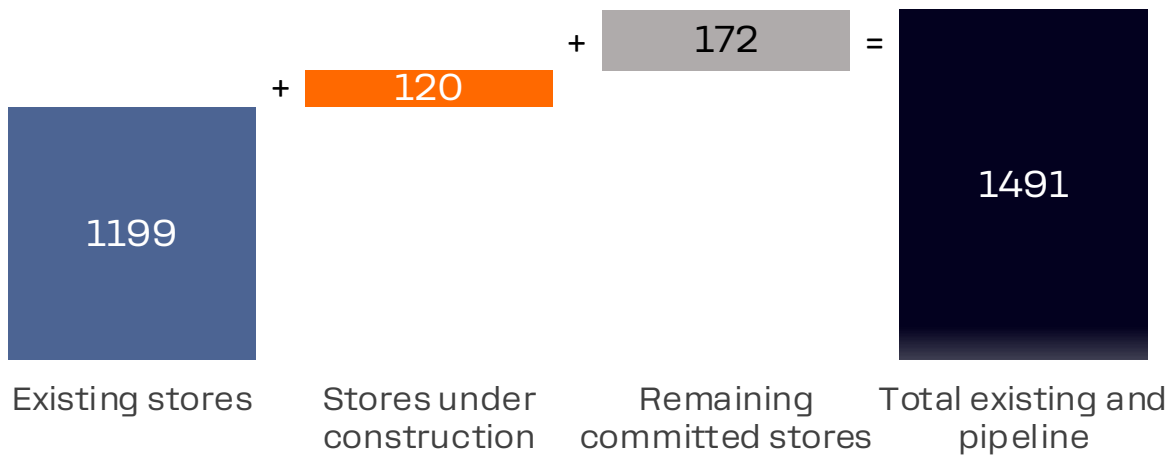
Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](#). Link: [sales and traffic of each store since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

Chain Growth Pipeline

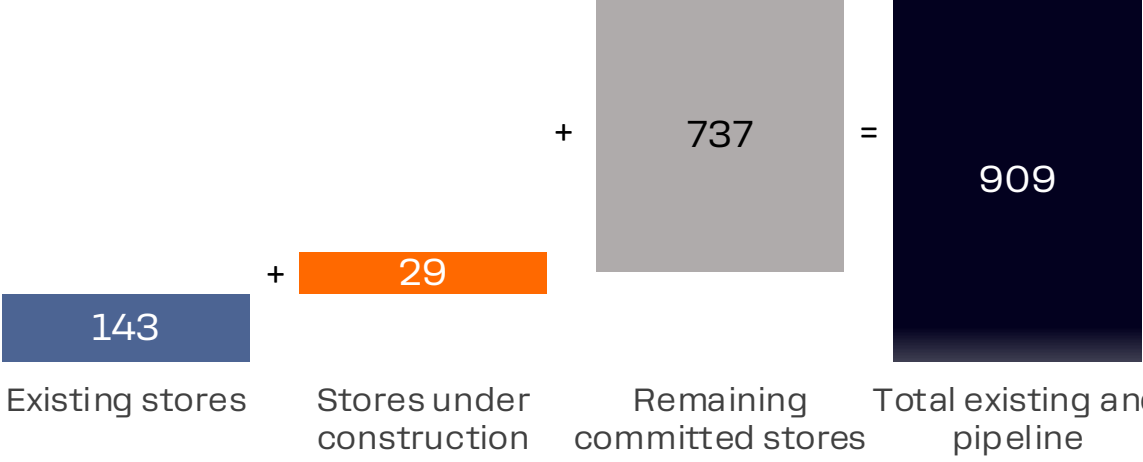


Note: as of 31 July 2025

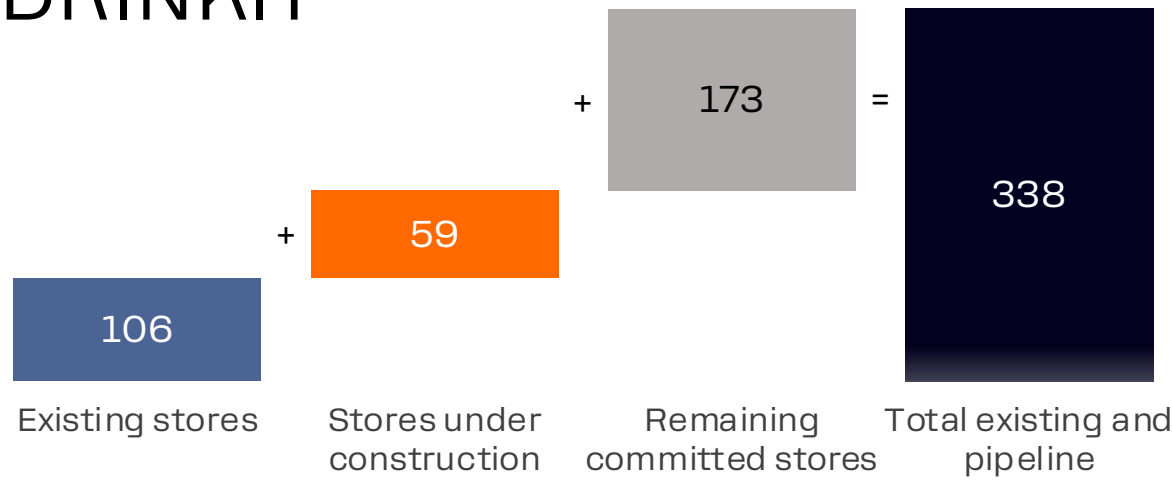
EURASIA



DPI



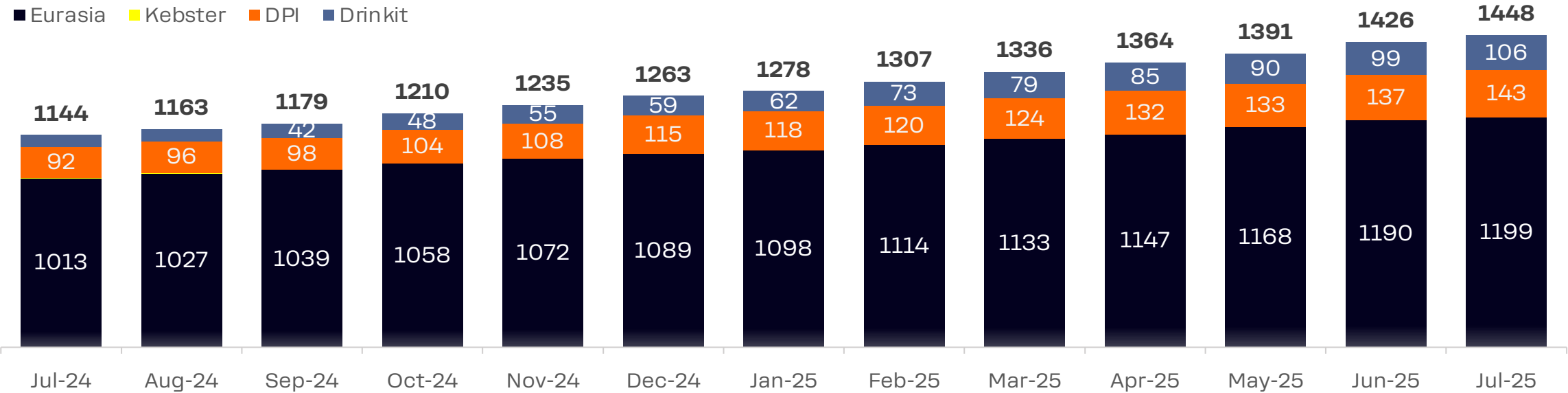
DRINKIT



Note: From this reporting period, the IMF and Dodo UAE pipelines have been merged.

Store Count

July: 25 new stores, 3 stores closed, 1448 total



New stores

RUSSIA:

Dodo Pizza: +7
Drinkit: +9

KAZAKHSTAN:

Dodo Pizza: +2

BELARUS:

Dodo Pizza: +1

TAJIKISTAN:

Dodo Pizza: +1

UZBEKISTAN:

Dodo Pizza: +1

TURKIYE:

Dodo Pizza: +1

BULGARIA:

Dodo Pizza: +1

KYRGYZSTAN:

Dodo Pizza: +1

UAE:

Dodo Pizza: +1

Closed stores

RUSSIA:

Syktyvkar-5
Drinkit Moscow 0-10
Drinkit Moscow 17-1

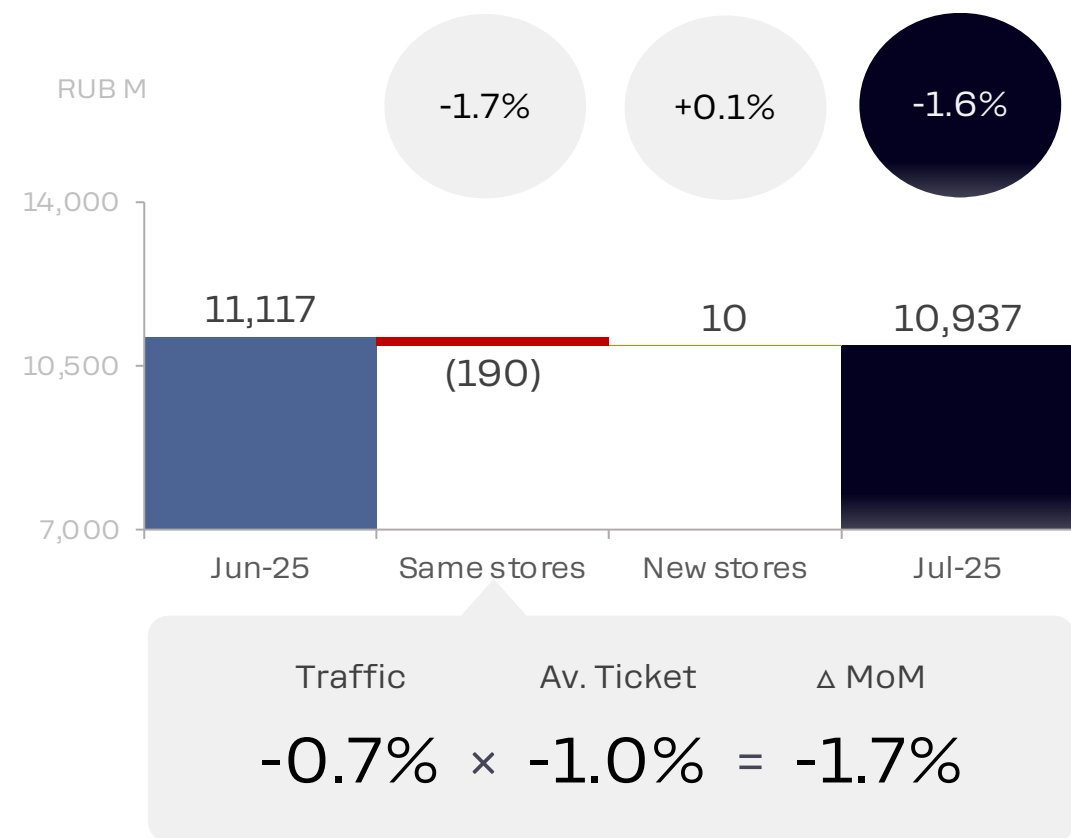
A young man with curly hair, wearing an orange and black Dodo Pizza uniform, is shown from the chest up. He is carrying a large orange delivery bag with a black chicken logo on his back. He is looking upwards and to the right. The background is a Dodo Pizza restaurant with a large sign that reads "ДОДО ПИЦЦА" in Cyrillic. The image has a warm, orange tint.

EURASIA

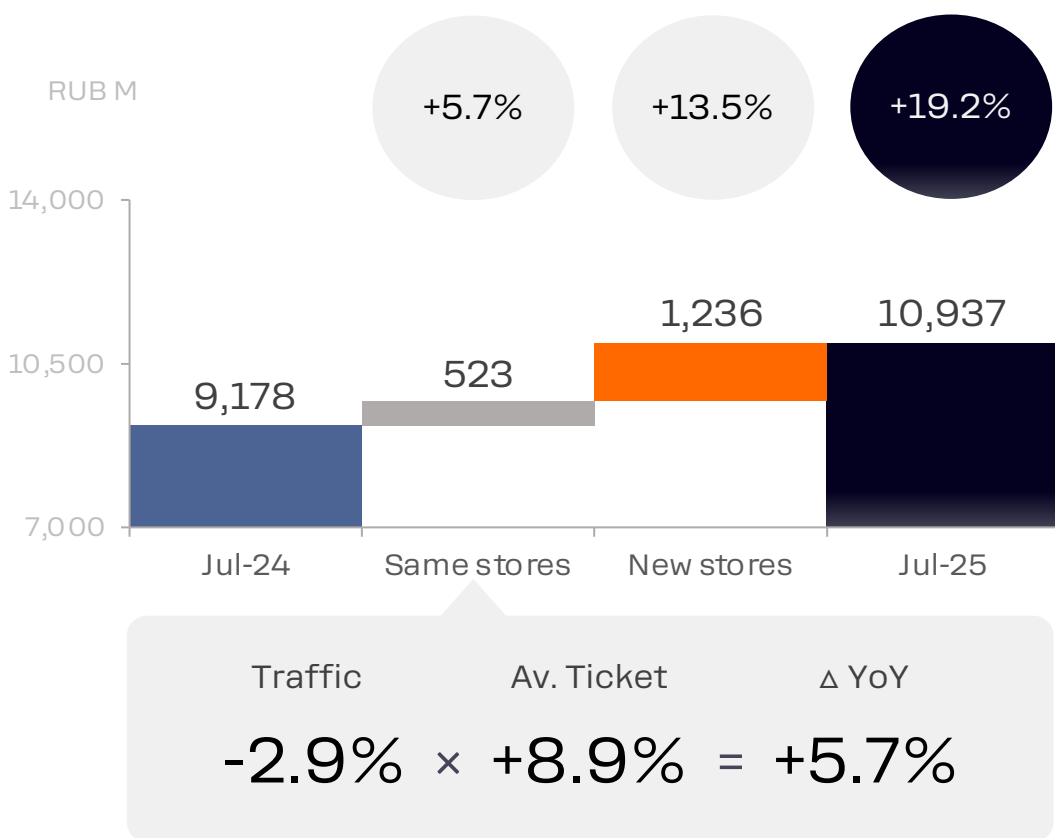
Eurasia: Sales Evolution

July: MoM -1.6%, YoY +19.2%

Month over Month (MoM)



Year over Year (YoY)



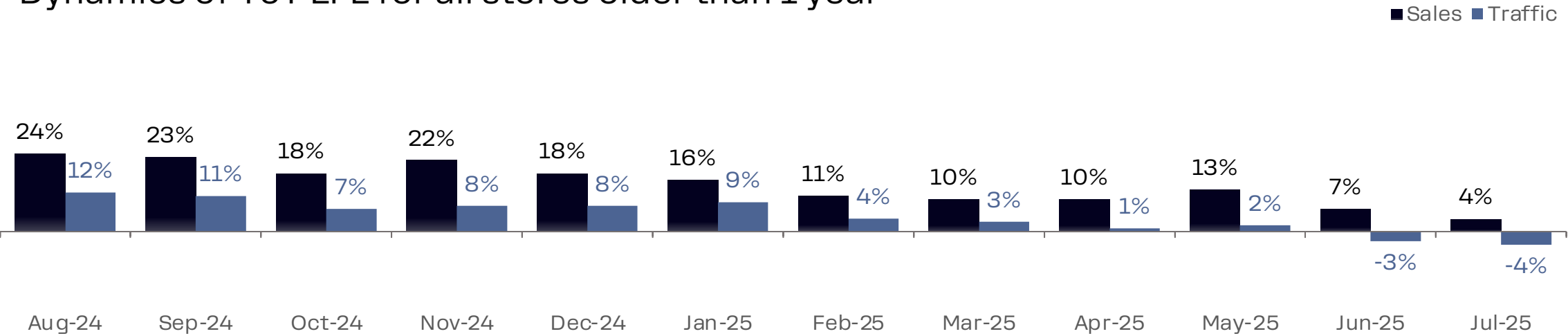
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of July 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	136	1.5%	14.6%	8.9%	-4.9%	8.7%	0.6%	6.7%	5.5%	8.3%
2-3 yrs old	111	2.6%	10.5%	7.1%	-4.2%	6.1%	-0.1%	7.1%	4.1%	7.2%
> 3 yrs old	753	3.0%	3.8%	3.4%	-7.6%	-2.7%	-5.6%	11.4%	6.7%	9.5%

Dynamics of YoY LFL for all stores older than 1 year



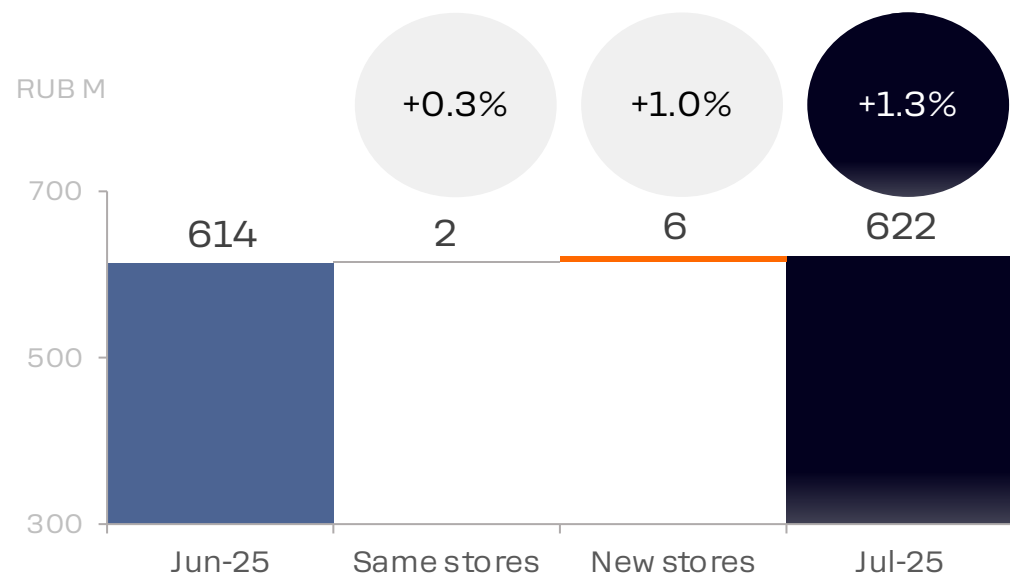
A photograph of two women sitting at a wooden table outdoors. The woman on the right, wearing a white button-down shirt, is holding a smartphone and looking at it. The woman on the left is seen from the back, also wearing a white shirt. On the table are two open Dodo Pizza boxes, each containing a pizza,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

DODO PIZZA INTERNATIONAL

DPI: Sales Evolution

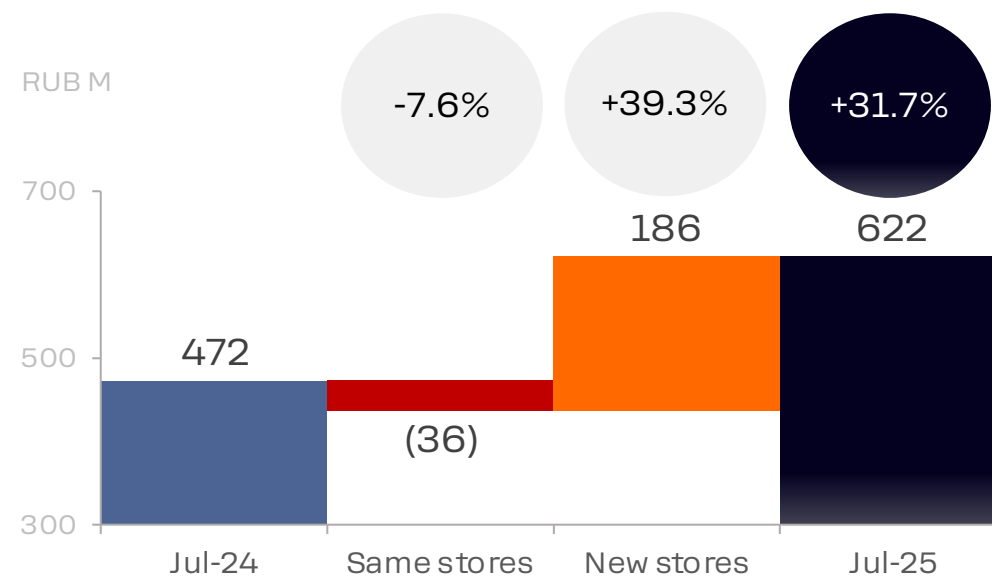
July: MoM +1.3%, YoY +31.7%

Month over Month (MoM)



$$\begin{array}{l} \text{Traffic} \\ -0.1\% \end{array} \times \begin{array}{l} \text{Av. Ticket} \\ +0.4\% \end{array} = \begin{array}{l} \Delta \text{ MoM} \\ +0.3\% \end{array}$$

Year over Year (YoY)



$$\begin{array}{l} \text{Traffic} \\ -8.1\% \end{array} \times \begin{array}{l} \text{Av. Ticket} \\ +0.6\% \end{array} = \begin{array}{l} \Delta \text{ YoY} \\ +31.7\% \end{array}$$

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.

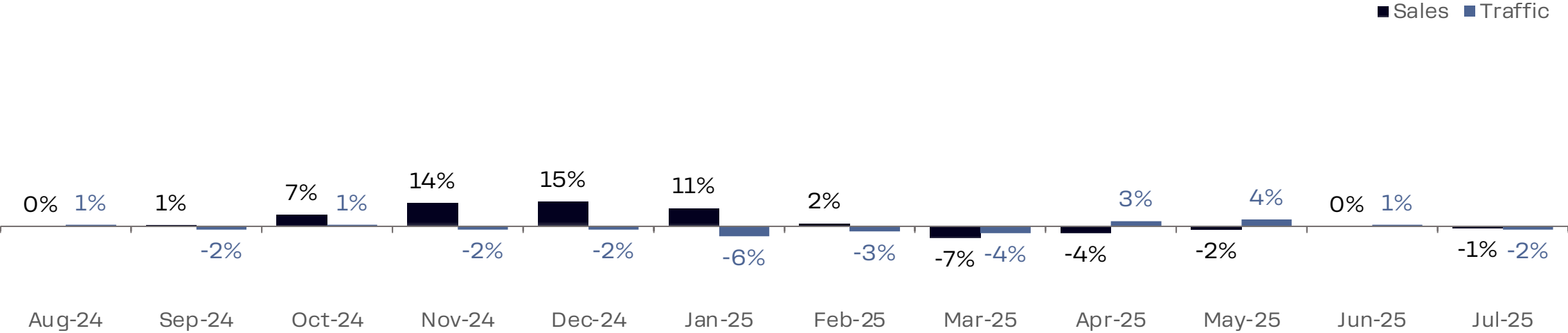
List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Bulgaria, Croatia, Cyprus, Estonia, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria, Vietnam, Indonesia, Mongolia, Qatar, UAE.

DPI: Like for Like Sales and Traffic

YoY LFL – Detailed Review of July 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	35	-8.8%	9.3%	1.7%	-8.6%	8.4%	-1.3%	-0.2%	0.8%	3.1%
2-3 yrs old	10	-7.4%	-13.0%	-10.2%	-7.4%	-3.5%	-5.9%	0.0%	-9.8%	-4.6%
> 3 yrs old	37	-5.2%	4.2%	-1.0%	-1.9%	0.0%	-2.2%	-3.3%	4.2%	1.2%

Dynamics of YoY LFL for all stores older than 1 year



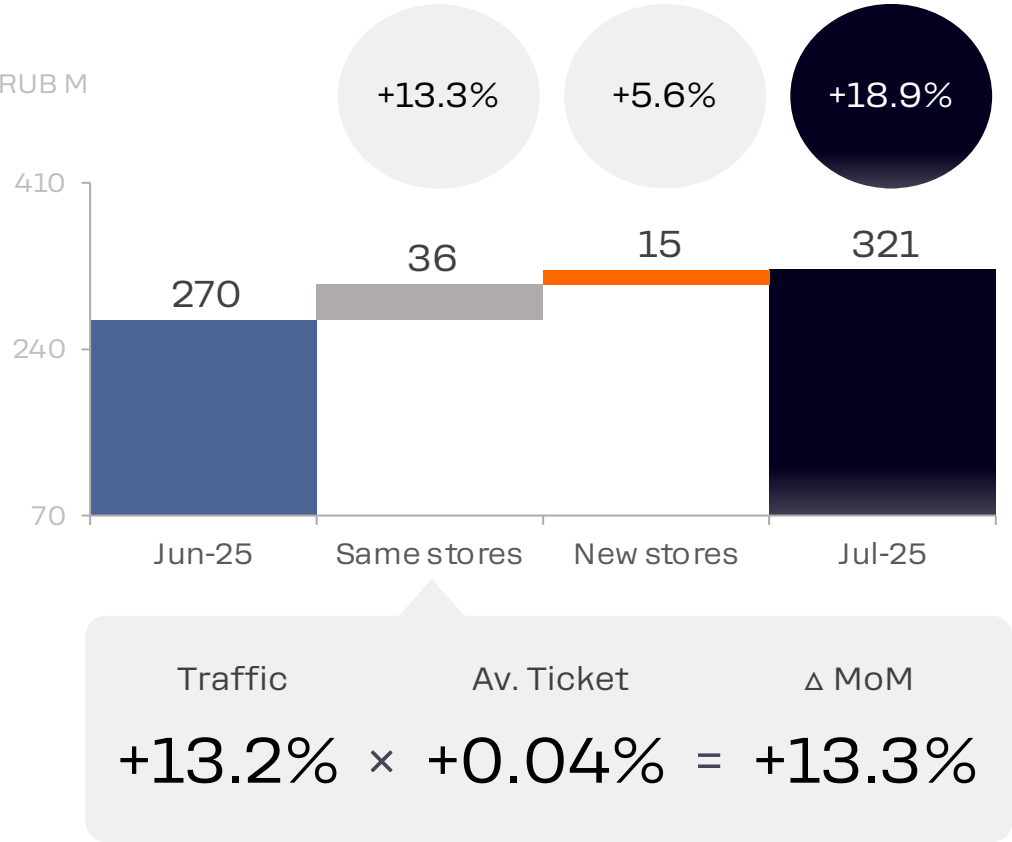


DRINKIT

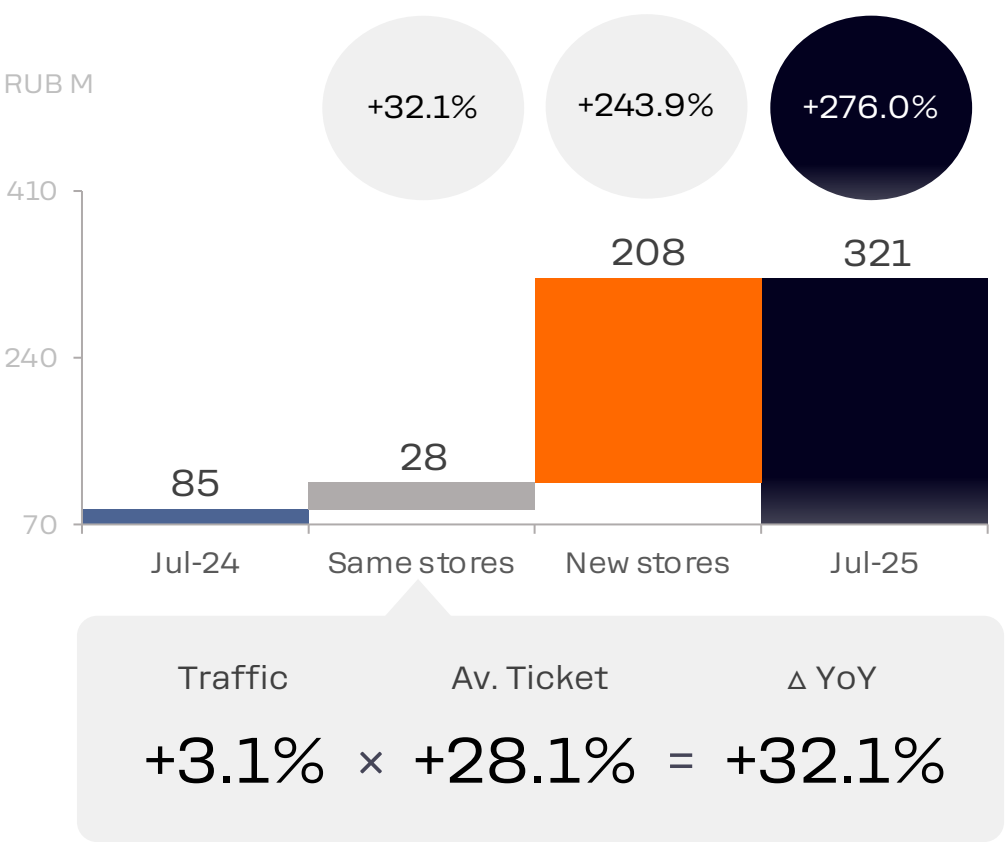
DRINKIT: Sales Evolution

July: MoM +18.9%, YoY +276.0%

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 July 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	13	12.4%	42.7%	60.4%	2	25.8%	-1.9%	23.5%	6	26.1%	-0.7%	25.2%
2-3 yrs old	7	-22.5%	38.0%	6.9%	1	42.9%	4.9%	50.0%				
> 3 yrs old	4	-11.2%	33.0%	18.1%								

Dynamics of YoY LFL for all stores older than 1 year

