



**JUNE  
2024**

Monthly Trading Update



**1129**  
stores

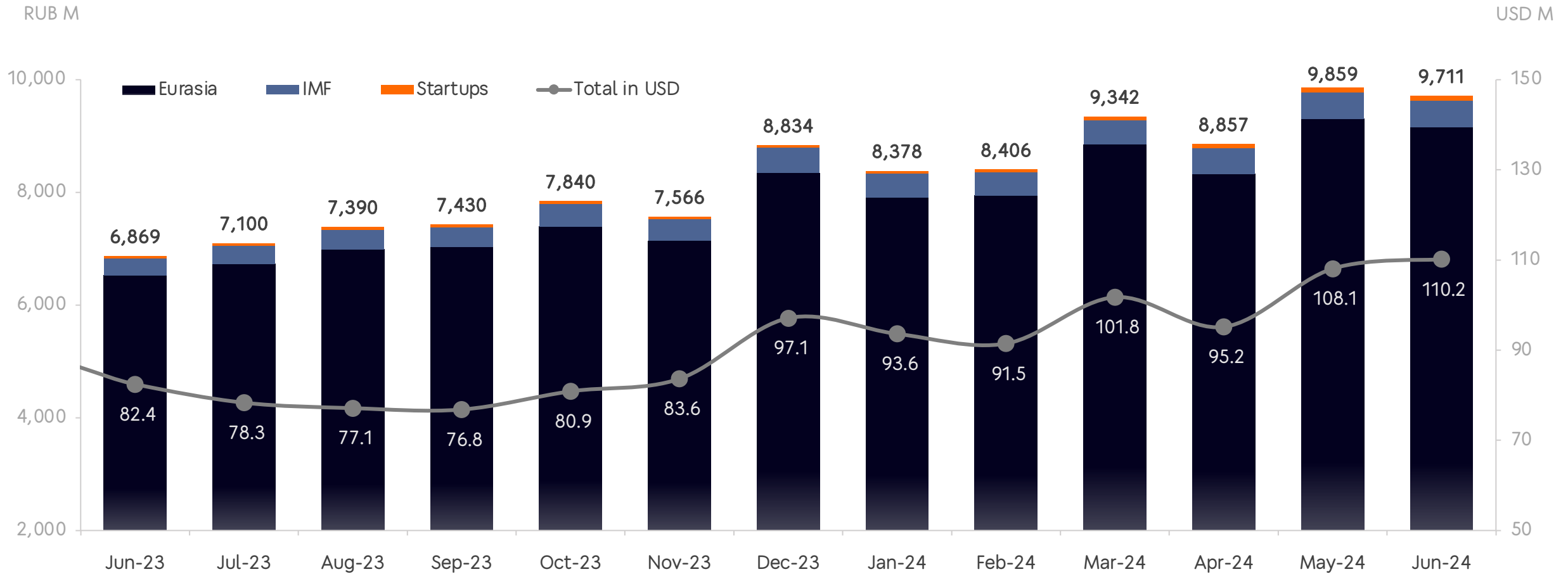
**+20**  
net new stores

**₹ 9.7 Bn**  
in system sales

**+41%**  
year-over-year  
change

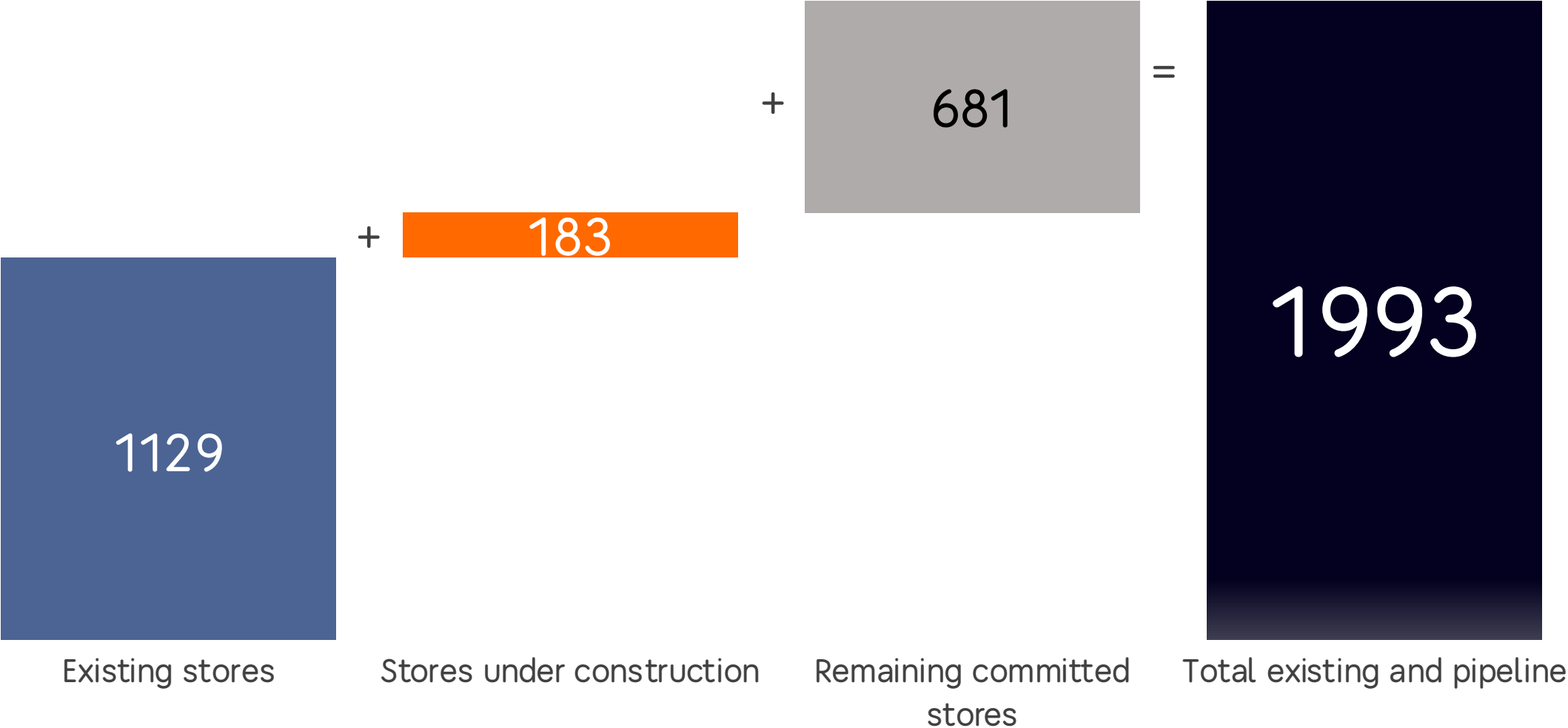
# System Sales

June: 9,711M RUB / 110.2M 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](#).

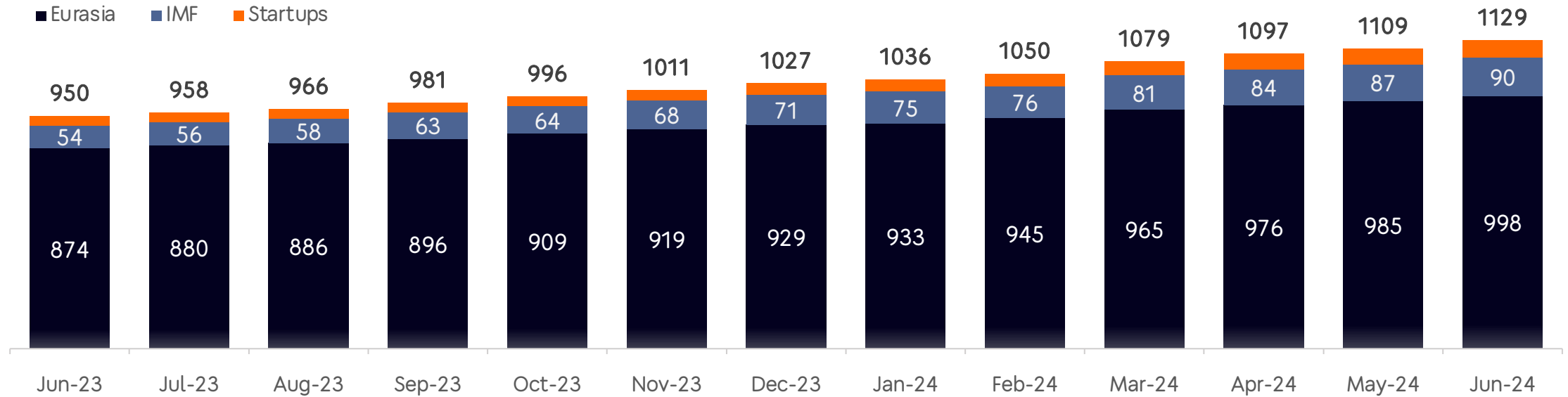
# Chain Growth Pipeline



Note: as of 30 June 2024

# Store Count

June: 21 new stores, 1 store closed, 1129 total



## New stores

### RUSSIA:

Aleksin-1

Anapa-2

Barnaul-5

Kirov-4 Novovyatsk

Kurovskoe-1

Lukhovitsy-1

Mirny-1 (Yakutia)

Saint Petersburg 1-8

Surgut-6

Tobolsk-3

Tyumen-7

Vladimir-2

Volzhsk-1

Drinkit Moscow 0-16.5

Drinkit Moscow 0-16.7

### KAZAKHSTAN:

Aktau-2

Drinkit Almaty 1-2

### KYRGYZSTAN:

Bishkek-8

### TURKIYE:

Antalya-2

### ROMANIA:

Bucharest-9

### UAE:

Dubai 6-1

## Closed stores

### BELARUS:

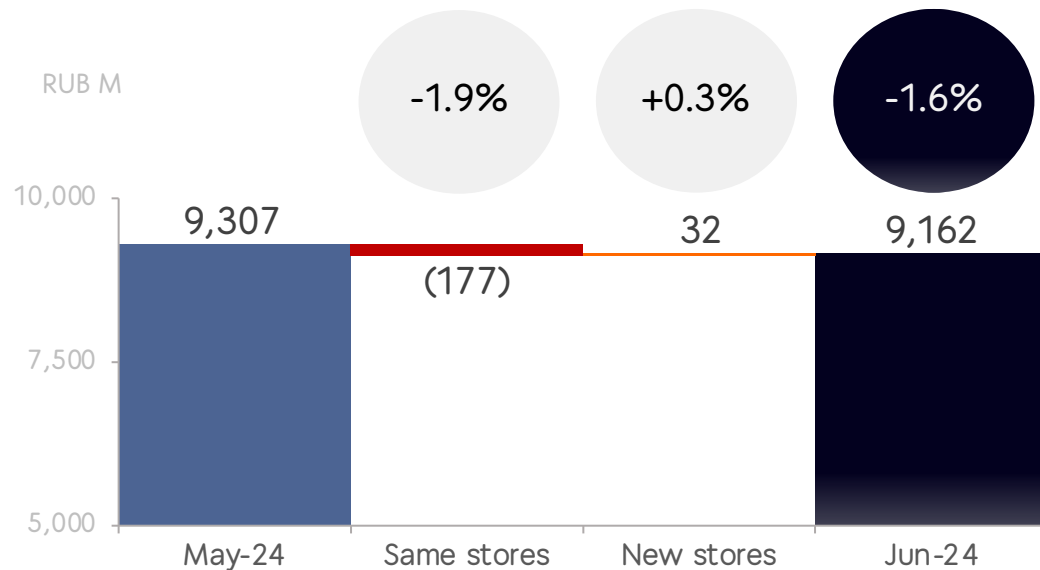
Gomel-3

EURASIA

# Eurasia: Sales Evolution

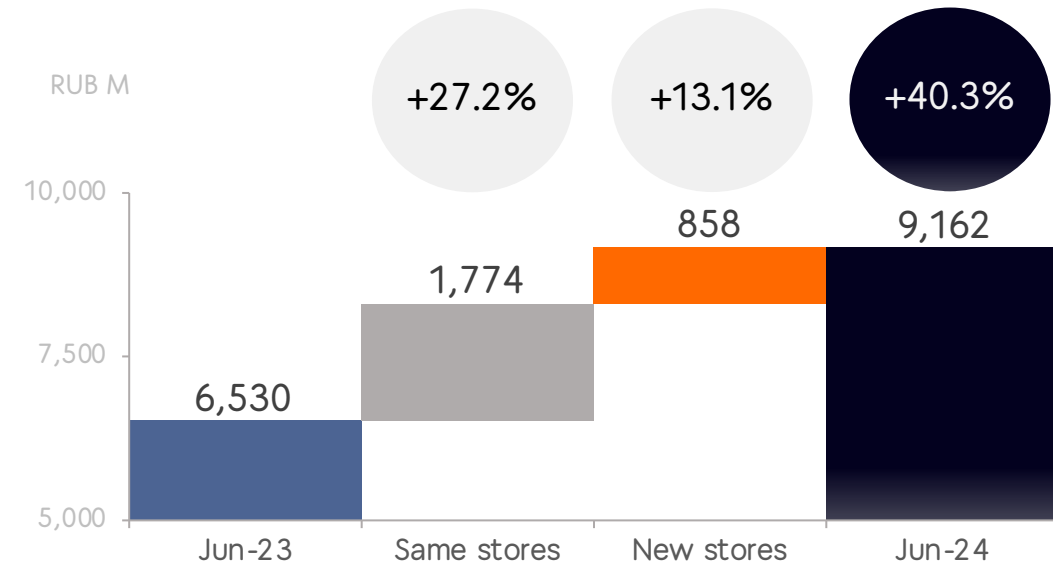
June: MoM -1.6%, YoY +40.3%

## Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-0.3%	-1.6%	= -1.9%

## Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+14.0%	+11.6%	= +27.2%

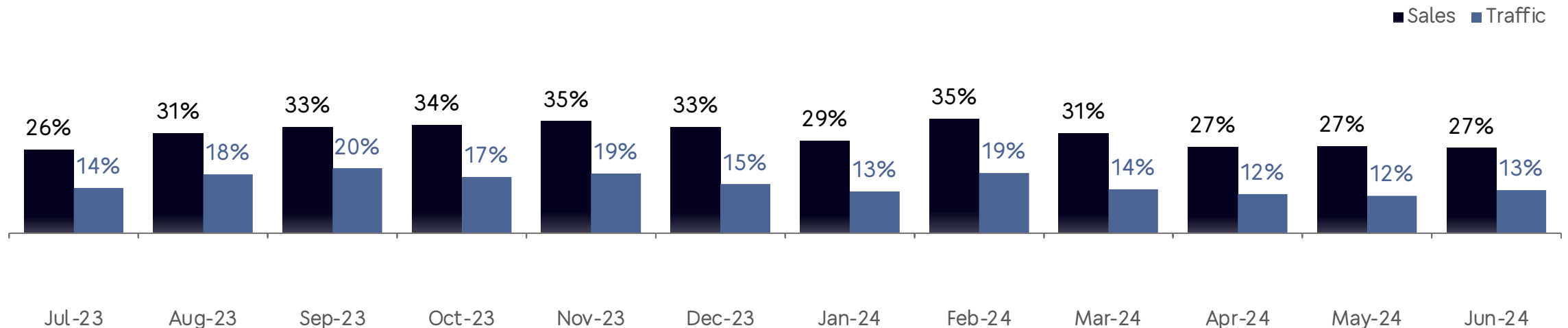
Note: gross sales including VAT where applicable. Traffic stands for order count.  
List of countries: Russia, Kazakhstan, Belarus.

# Eurasia: Like for Like Sales and Traffic

## YoY LFL – Detailed Review of June 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	109	29.2%	47.4%	39.3%	21.0%	33.1%	25.7%	6.8%	10.7%	10.8%
2-3 yrs old	104	25.1%	38.6%	32.8%	14.4%	22.7%	17.7%	9.4%	13.0%	12.9%
> 3 yrs old	647	21.1%	25.6%	23.9%	10.8%	11.4%	11.1%	9.3%	12.8%	11.6%

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



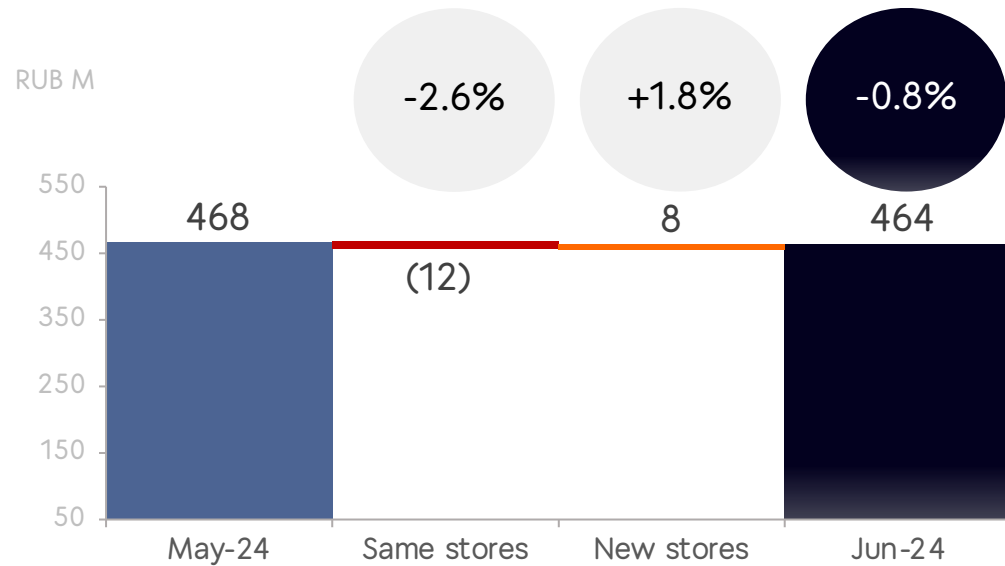
INTERNATIONAL  
MASTER-  
FRANCHISING



# IMF: Sales Evolution

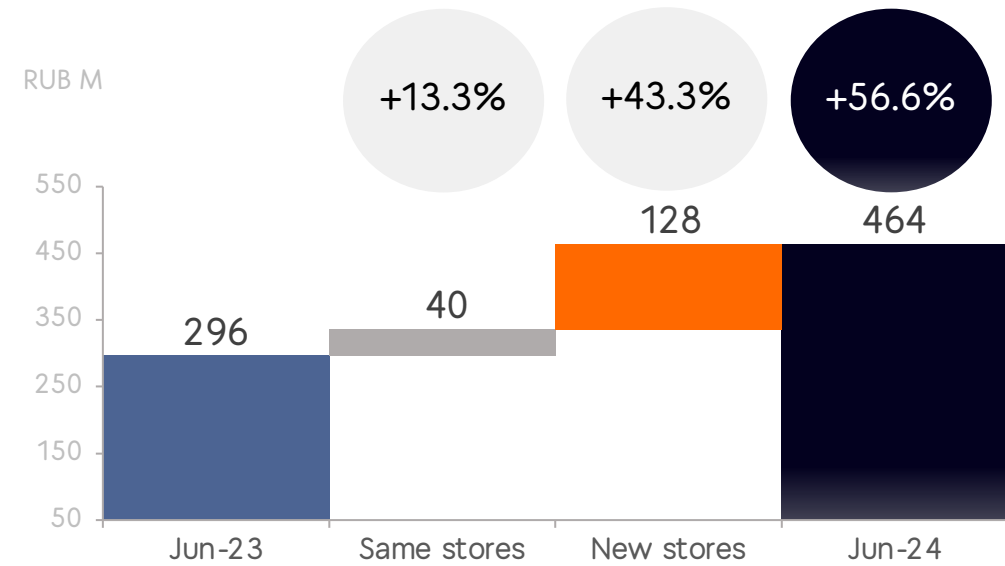
June: MoM -0.8%, YoY +56.6%

## Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-1.5%	×	-2.5%
= -2.6%		

## Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+5.1%	×	+7.8%
= +13.3%		

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).

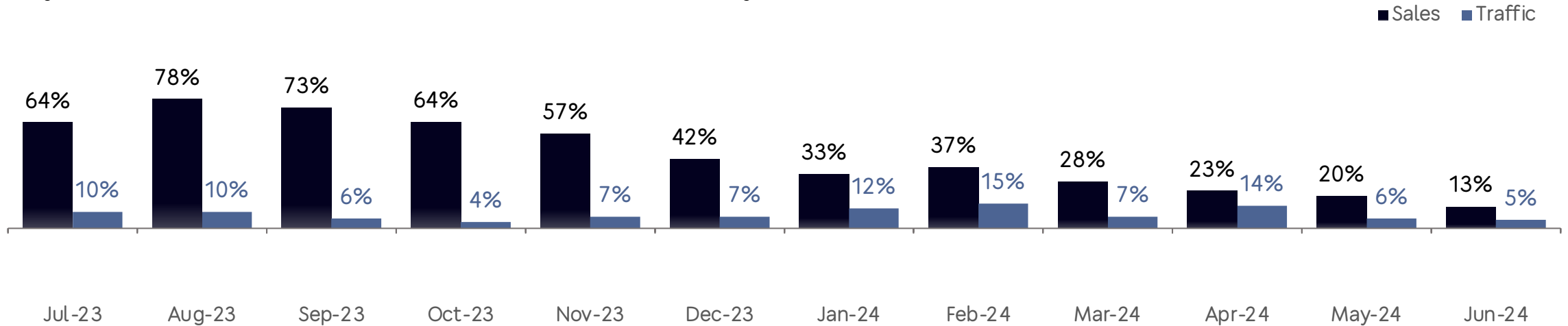
List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Croatia, Cyprus, Estonia, Germany, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria, Vietnam.

# IMF: Like for Like Sales and Traffic

## YoY LFL – Detailed Review of June 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	10	-12.5%	128.6%	32.4%	-5.3%	112.8%	22.6%	-7.6%	7.5%	8.0%
2-3 yrs old	12	-2.3%	37.3%	15.1%	-0.7%	41.3%	12.6%	-1.6%	-2.8%	2.2%
> 3 yrs old	31	-5.3%	23.9%	10.7%	-4.0%	11.2%	1.4%	-1.3%	11.4%	9.2%

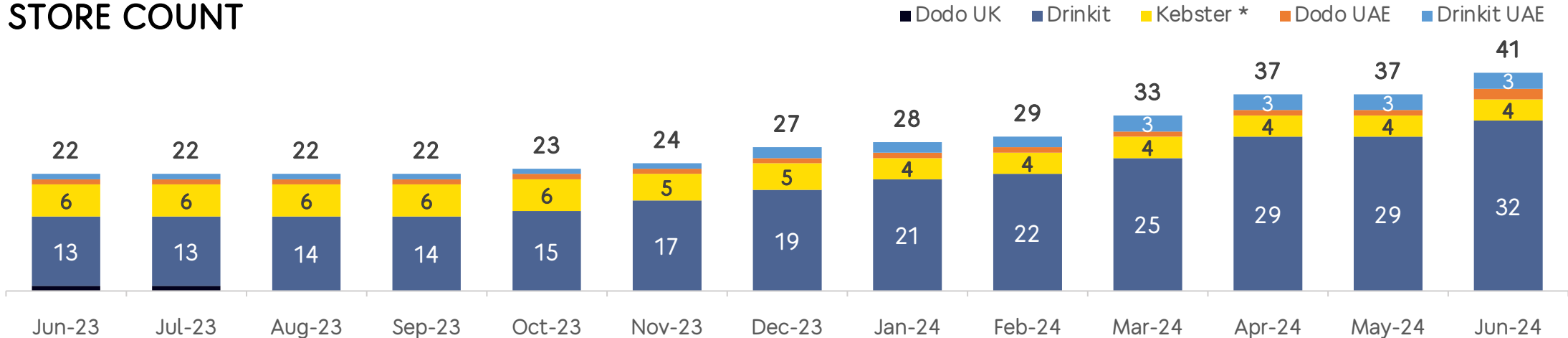
## Dynamics of YoY LFL for all stores older than 1 year



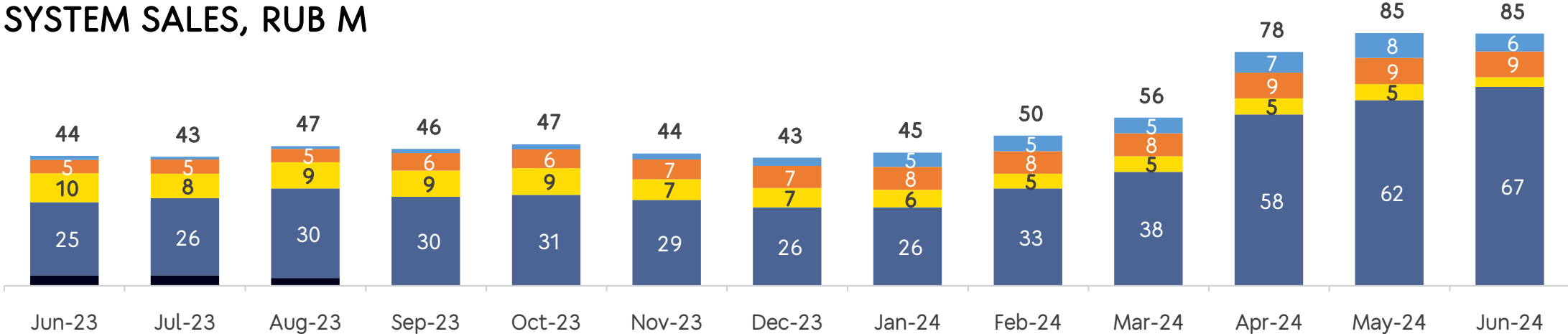
STARTUPS

# 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.