

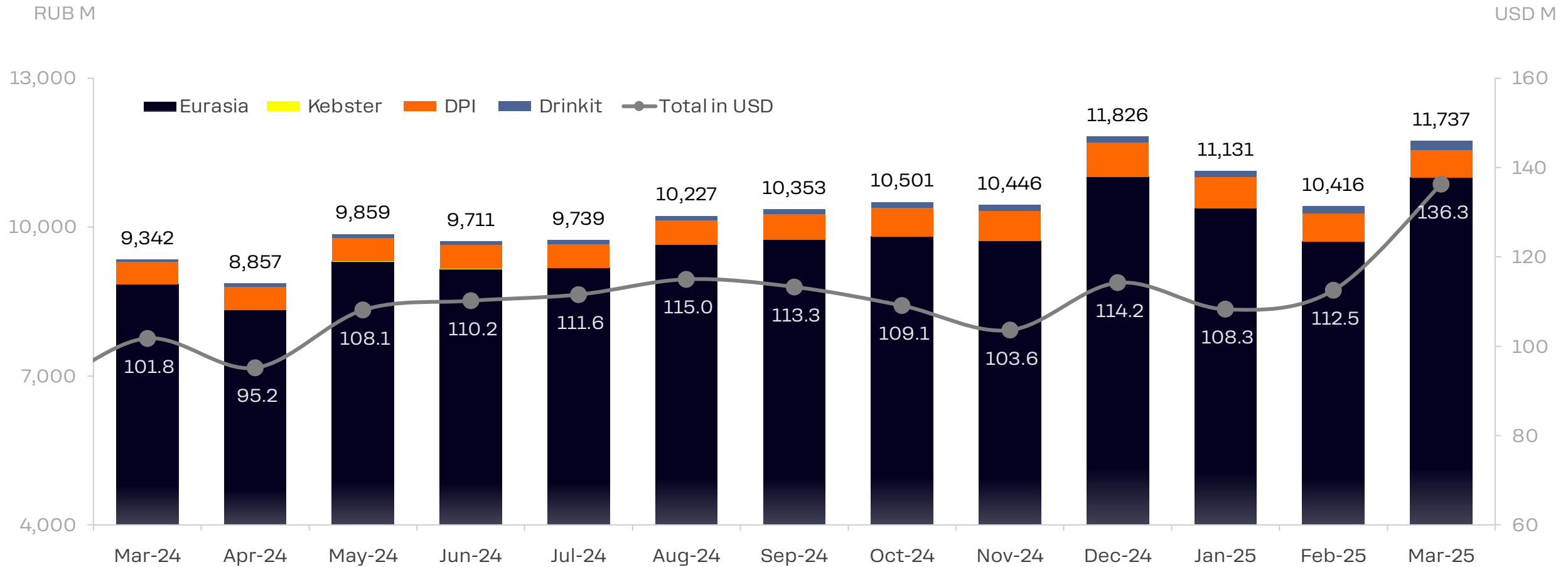
**DODO  
BRANDS**

# **MONTHLY TRADING UPDATE**

**MARCH  
2025**

# System Sales

March: 11,737M RUB / 136.3M USD



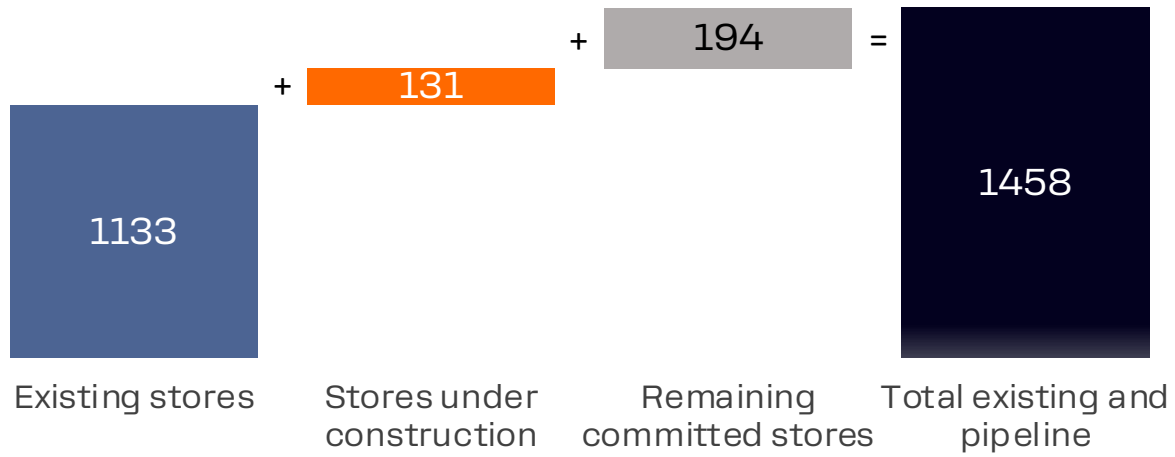
Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](#). Link: [sales and traffic of each store since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

# Chain Growth Pipeline

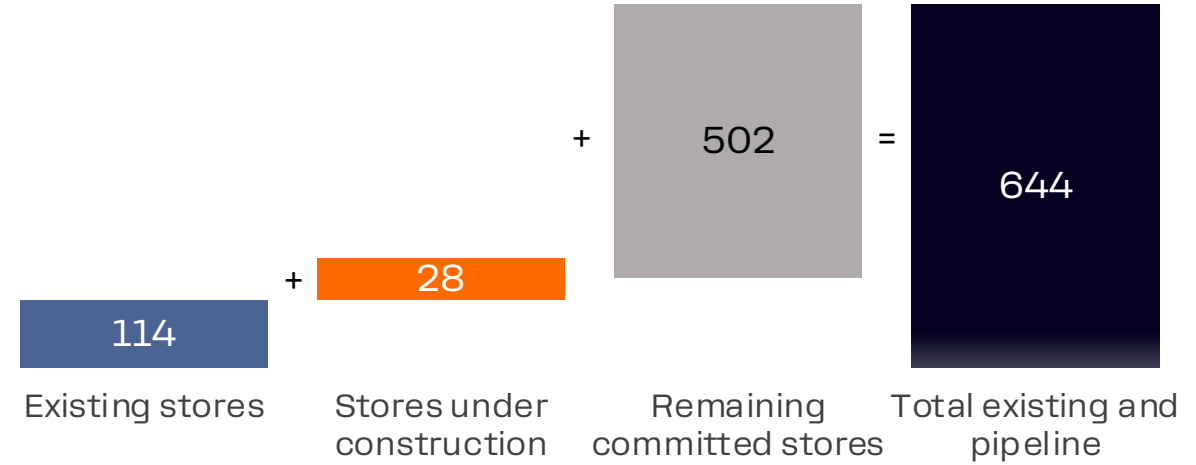


Note: as of 31 March 2025

# EURASIA



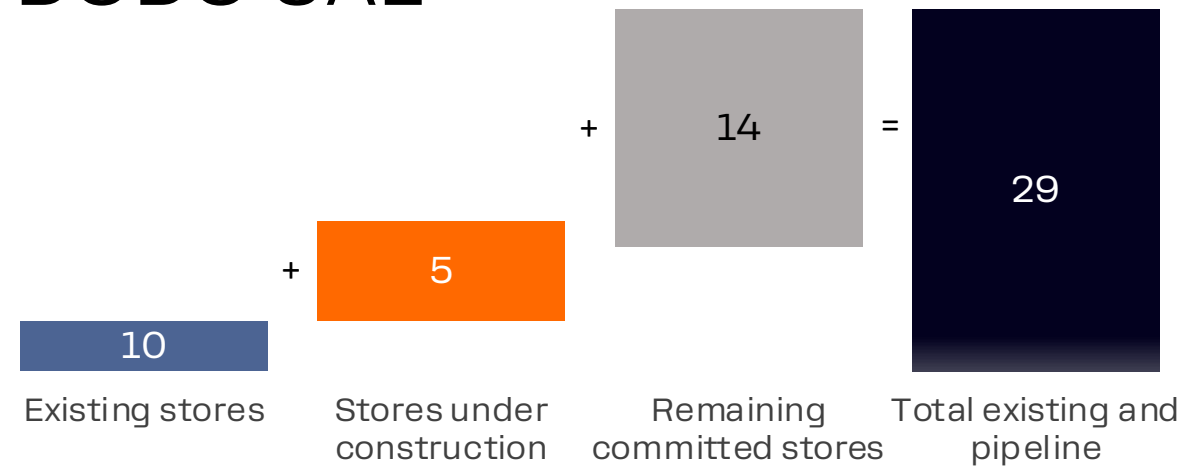
# IMF



# DRINKIT

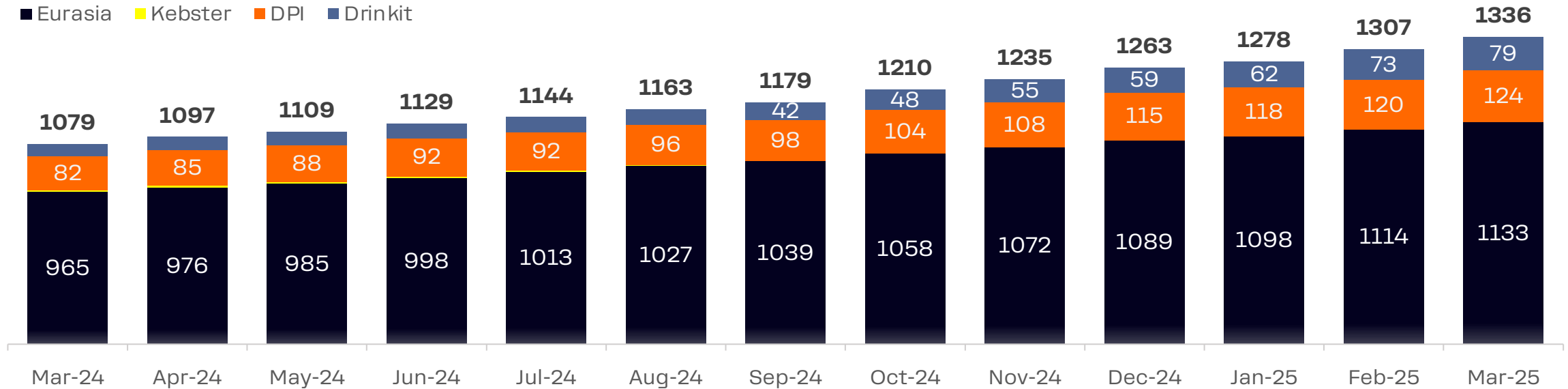


# DODO UAE



# Store Count

March: 31 new stores, 2 stores closed, 1336 total



## New stores

### RUSSIA:

Apsheronk-1	Omsk-16	Drinkit Moscow 0-24
Birsk-1	Penza-5	Drinkit Moscow 1-6
Bolshoy-Kamen-1	Pulkovskoe-1	Drinkit Moscow 4-4
Chelyabinsk-14	Pushchino-1	Drinkit Moscow 20-1
Kirov-5	Rubtsovsk-1	Drinkit Saint Petersburg 1-3
Moscow 20-3	Rumyantsevo-1	
Novosibirsk-9	Saint Petersburg 5-3	
Novotitarovskaya-1	Yakutsk-7	

### KAZAKHSTAN:

Almaty-27  
Uzynagash-1

### TURKIYE:

Izmir-7  
Manisa-1

### UAE:

Dubai 8-1  
Drinkit Dubai 0-8

### BELARUS:

Minsk-24

### UZBEKISTAN:

Tashkent-11  
Tashkent-13  
Tashkent-14

## Closed stores

### GERMANY :

Munchen-1

### UAE :

Dubai 3-1

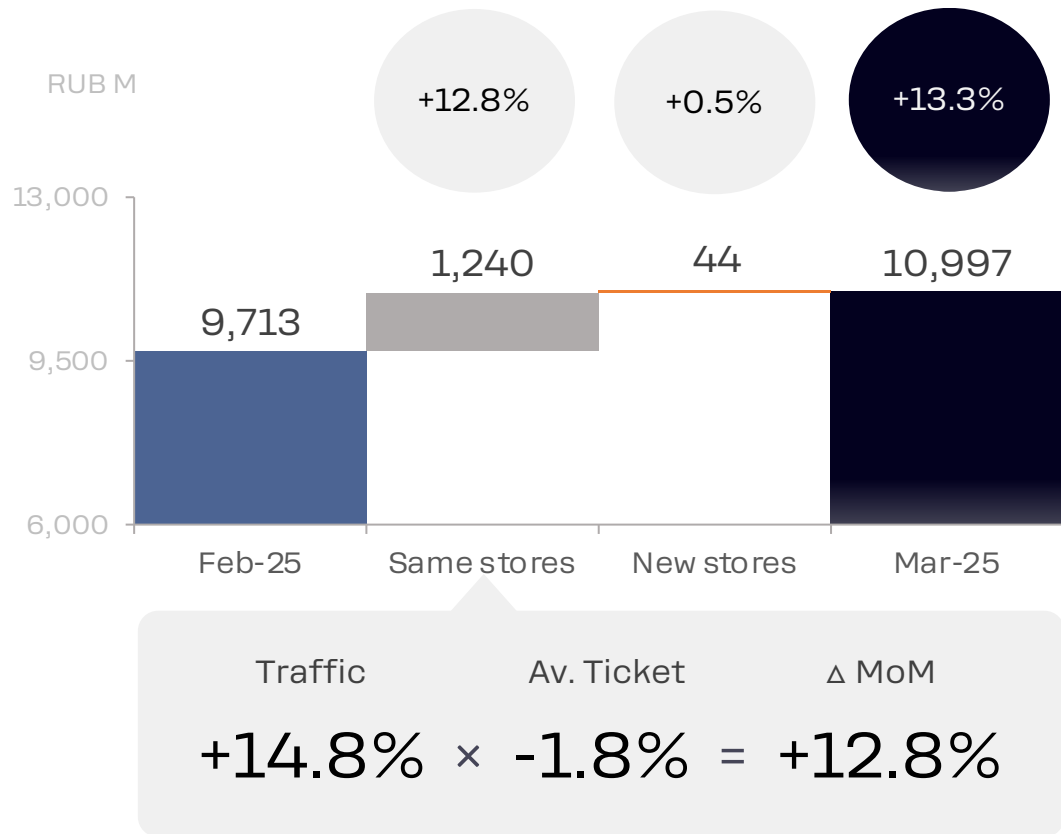
A young man with curly hair, wearing a bright orange t-shirt with "ДОДО ПИЦЦА" printed on it and a black backpack, is looking upwards and to the right. He is carrying a large, orange and black pizza delivery bag with the Dodo Pizza logo (a chicken) on it. The background shows the exterior of a Dodo Pizza restaurant with large windows and signage in Cyrillic. The word "EURASIA" is overlaid in large white letters on the left side of the image.

**EURASIA**

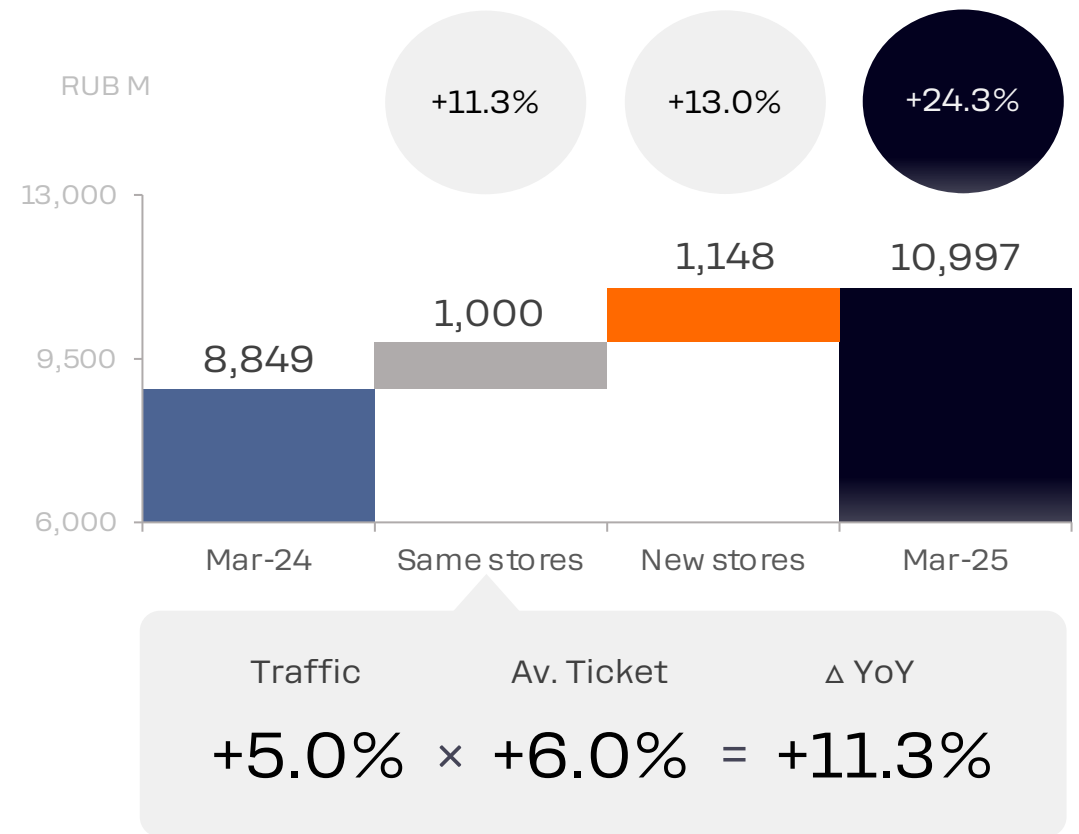
# Eurasia: Sales Evolution

March: MoM +13.3%, YoY +24.3%

## 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.

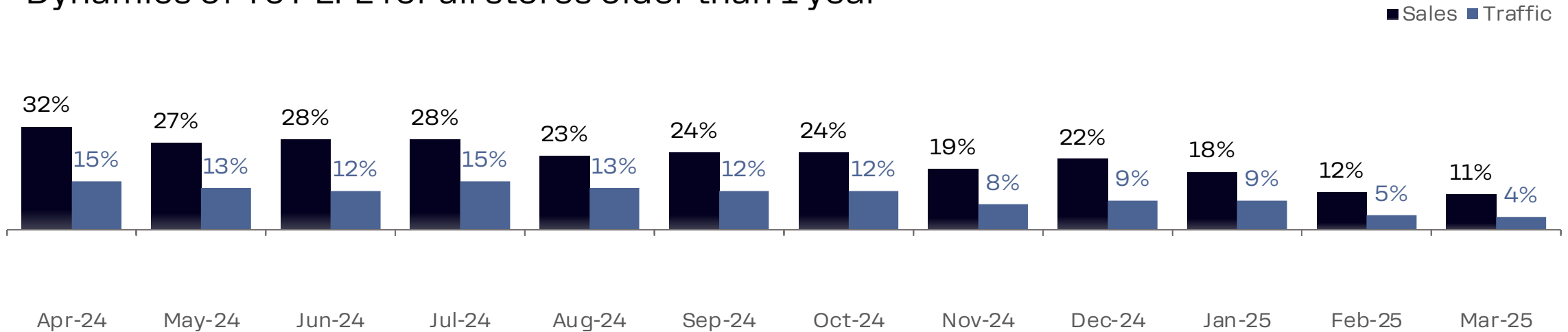


# Eurasia: Like for Like Sales and Traffic

## YoY LFL – Detailed Review of March 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	114	9.0%	27.4%	31.1%	6.5%	20.4%	26.1%	2.4%	5.8%	3.9%
2-3 yrs old	109	8.2%	15.7%	13.3%	3.2%	10.6%	6.9%	4.8%	4.6%	6.0%
> 3 yrs old	717	7.9%	8.2%	8.2%	0.2%	2.7%	1.5%	7.6%	5.4%	6.5%

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





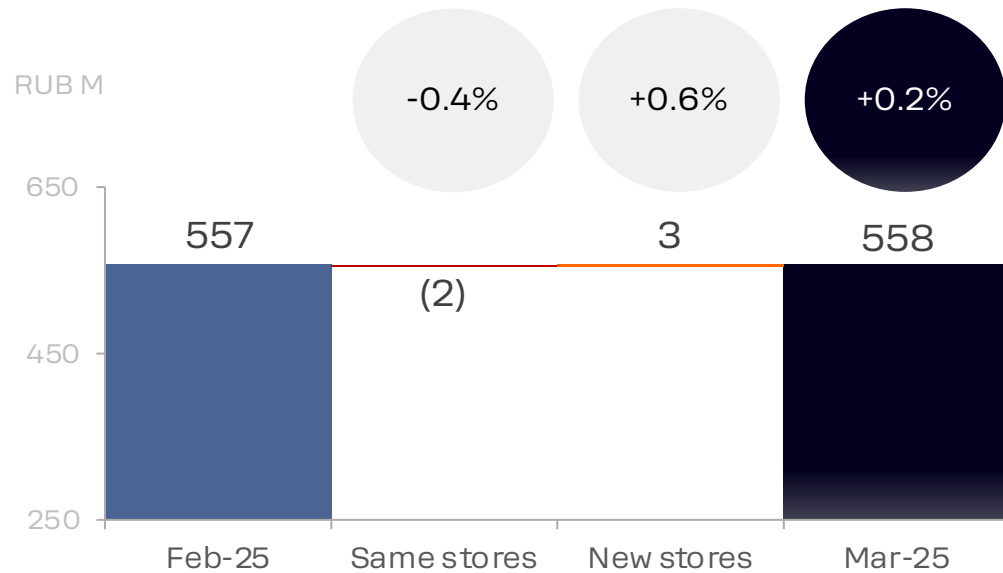
A photograph of two women sitting at a wooden table outdoors. The woman on the right is wearing a white button-down shirt and is holding a smartphone, looking at the screen. The woman on the left is seen from the back, also wearing a white shirt. On the table are two open Dodo Pizza boxes, each containing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

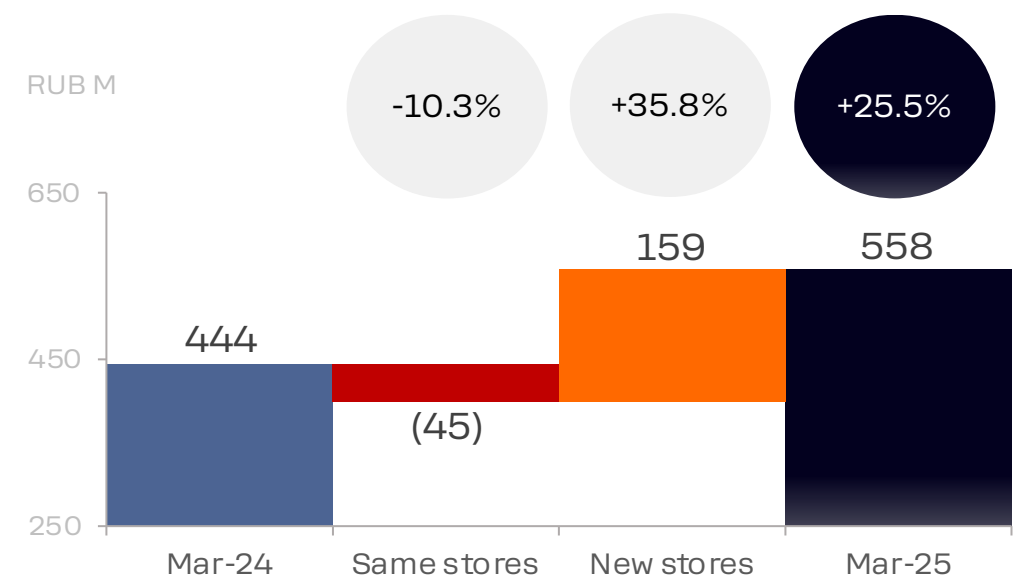
March: MoM +0.2%, YoY +25.5%

## Month over Month (MoM)



$$\text{Traffic } +5.0\% \times \text{Av. Ticket } -5.2\% = \Delta \text{ MoM } -0.4\%$$

## Year over Year (YoY)



$$\text{Traffic } -1.9\% \times \text{Av. Ticket } -8.5\% = \Delta \text{ MoM } -10.3\%$$

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).

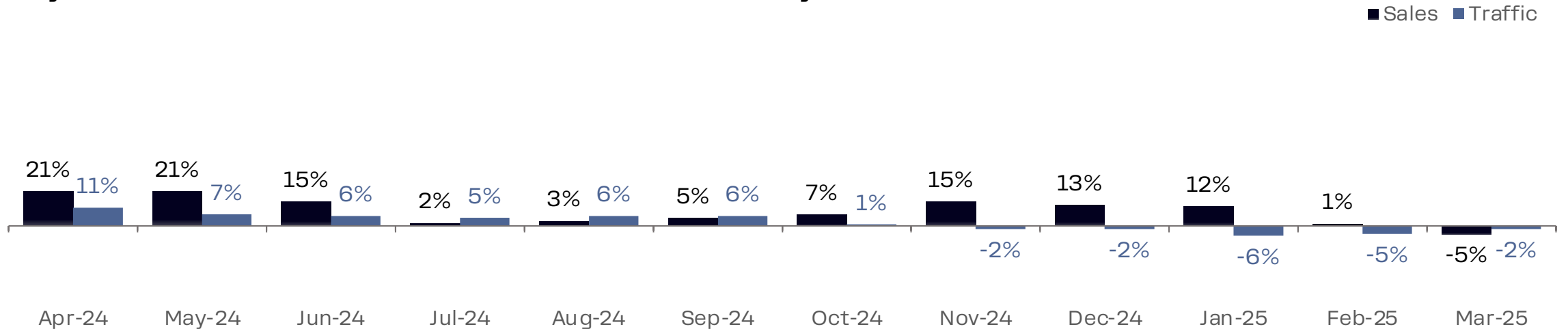
List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Bulgaria, Croatia, Cyprus, Estonia, Germany, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria, Vietnam, Indonesia, UAE.

# DPI: Like for Like Sales and Traffic

## YoY LFL – Detailed Review of March 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	30	-9.7%	17.4%	11.0%	-2.9%	20.2%	12.4%	-6.9%	-2.3%	-1.2%
2-3 yrs old	9	-13.1%	16.8%	2.0%	-7.5%	19.8%	2.8%	-6.1%	-2.5%	-0.8%
> 3 yrs old	39	-14.1%	-9.5%	-11.3%	-9.5%	-7.8%	-8.8%	-5.0%	-1.8%	-2.7%

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







**DRINKIT**

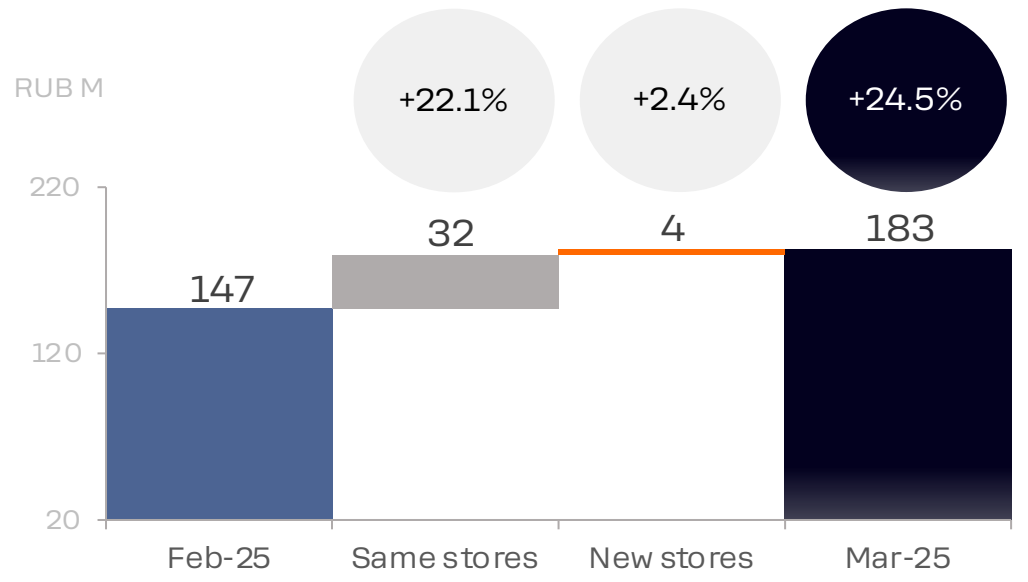
ДРИНКИТ



# DRINKIT: Sales Evolution

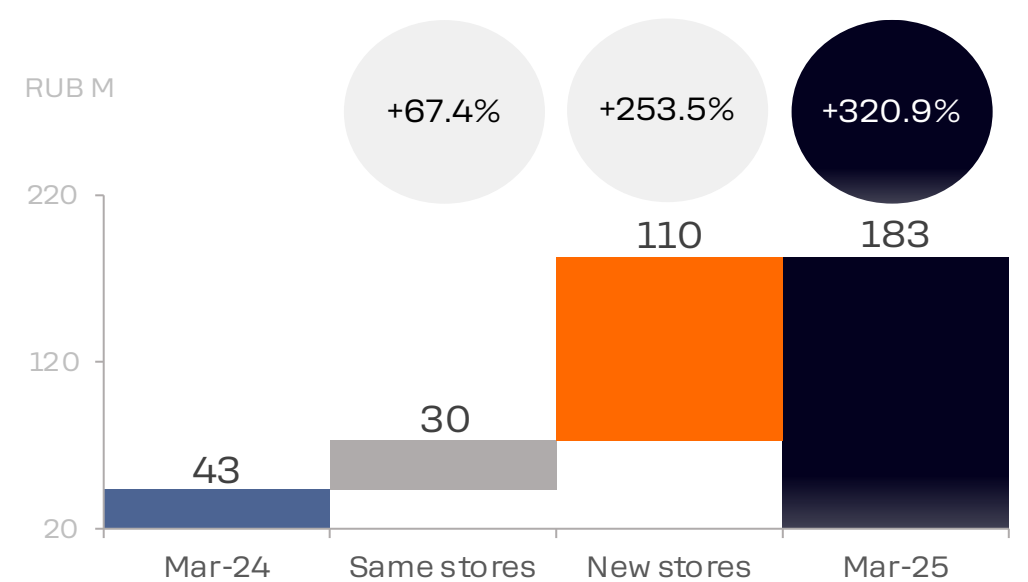
March: MoM +24.5%, YoY +320.9%

## Month over Month (MoM)



Traffic  $\times$  Av. Ticket  $=$   $\Delta$  MoM  
**+18.4%  $\times$  +3.1% = +22.1%**

## Year over Year (YoY)



Traffic  $\times$  Av. Ticket  $=$   $\Delta$  YoY  
**+26.7%  $\times$  +32.1% = +67.4%**

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 March 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	10	3.9%	43.1%	48.6%	2	68.7%	0.4%	69.3%	4	27.7%	13.0%	44.3%
2-3 yrs old	5	20.8%	38.0%	66.7%	1	46.0%	7.4%	56.8%				
> 3 yrs old	5	7.3%	34.9%	44.8%								

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

