

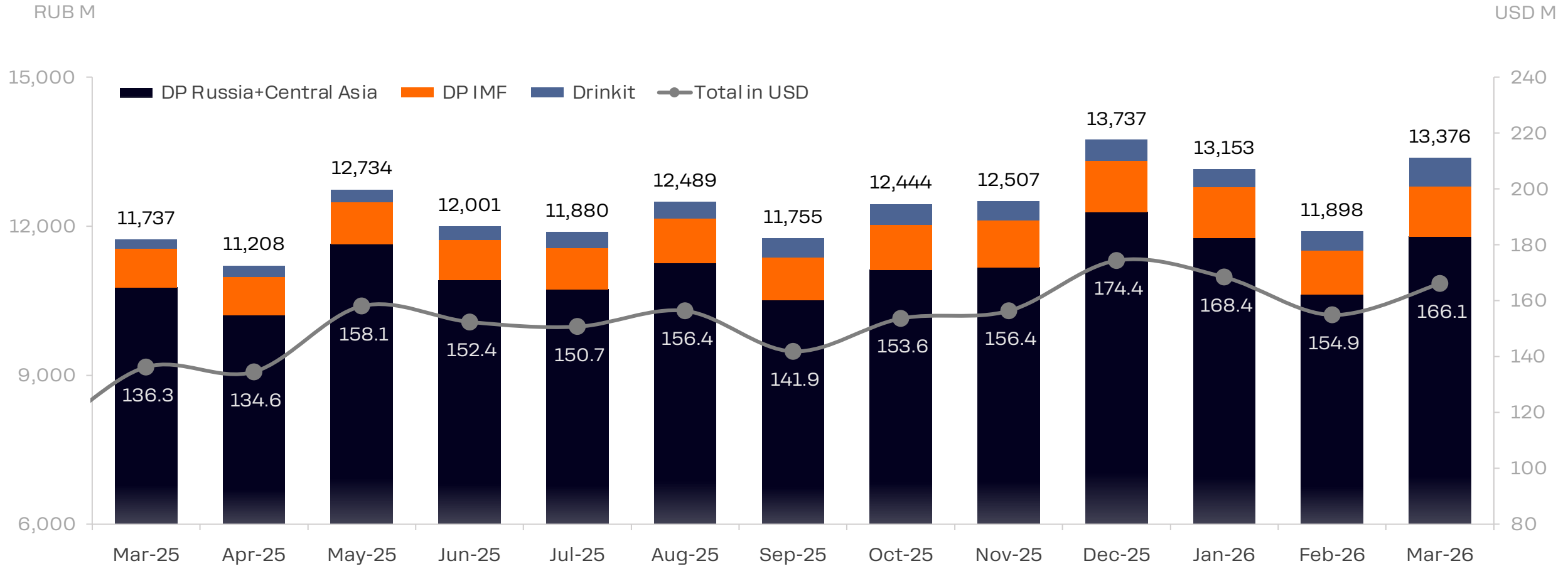
**DODO
BRANDS**

MONTHLY TRADING UPDATE

**MARCH
2026**

System Sales

March: 13,376M RUB / 166.1M 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](#).

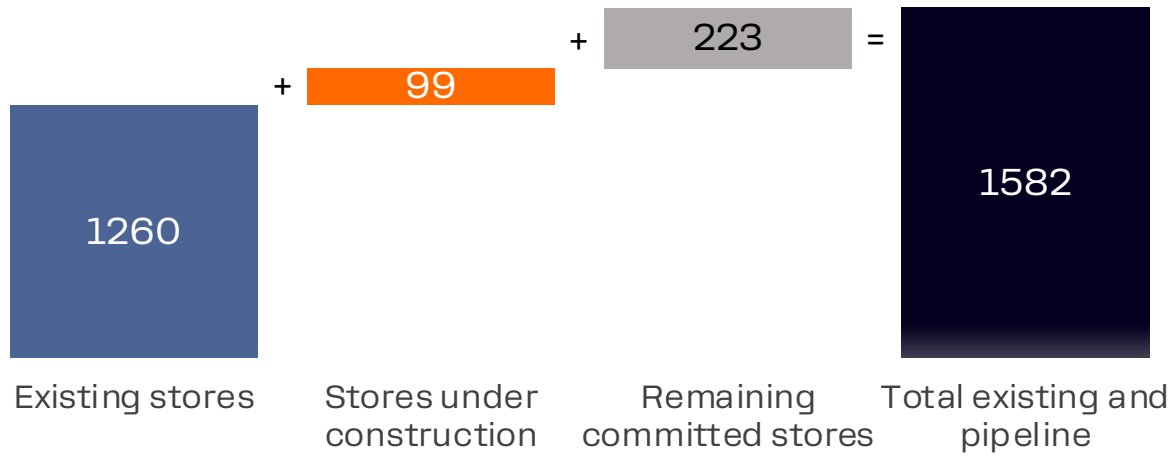
*DP – Dodo Pizza

Chain Growth Pipeline

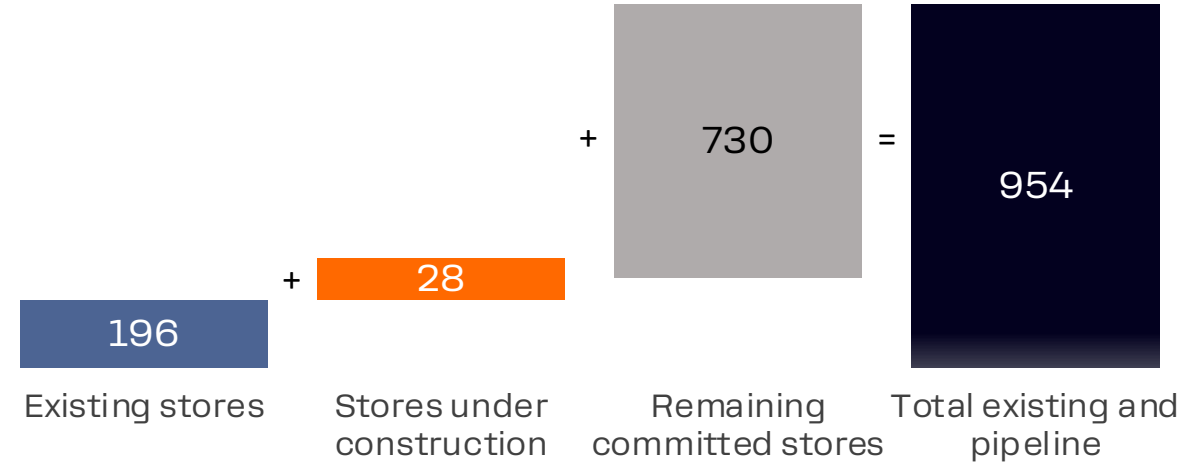


Note: as of 31 March 2026

DP Russia+Central Asia



DP IMF

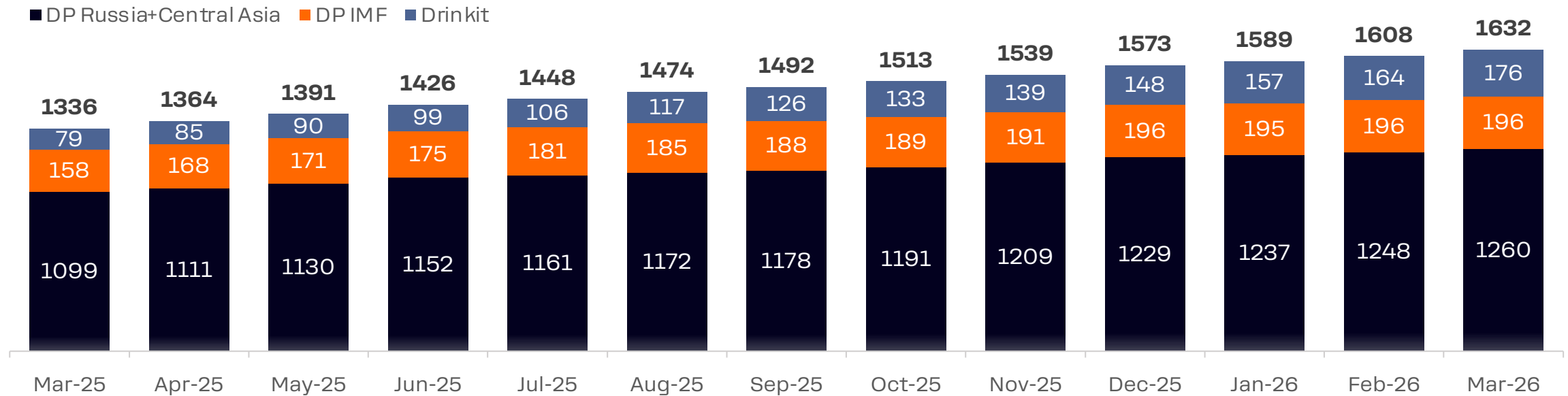


Drinkit



Store Count

March: 28 new stores, 4 stores closed, 1632 total



New stores

DP RUSSIA+CENTRAL ASIA:

RUSSIA: +13
KAZAKHSTAN: +1
UZBEKISTAN: +1

DP IMF:

UAE: +1

DRINKIT:

RUSSIA: +10
AZERBAIJAN: +1

Closed stores

DP RUSSIA+CENTRAL ASIA:

Khimki-1
Ufa-1
Urus-Martan-1

DP IMF:

Dubai 2-1



ДОДО ПИЦЦА

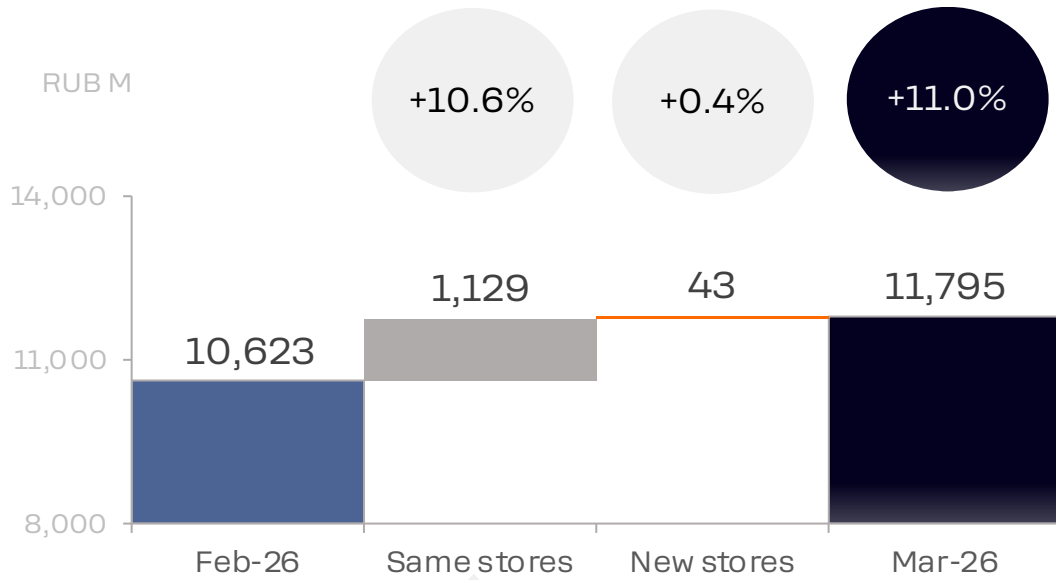
DODO PIZZA RUSSIA + CENTRAL ASIA



DP Russia+Central Asia: Sales Evolution

March: MoM +11.0%, YoY +9.6%

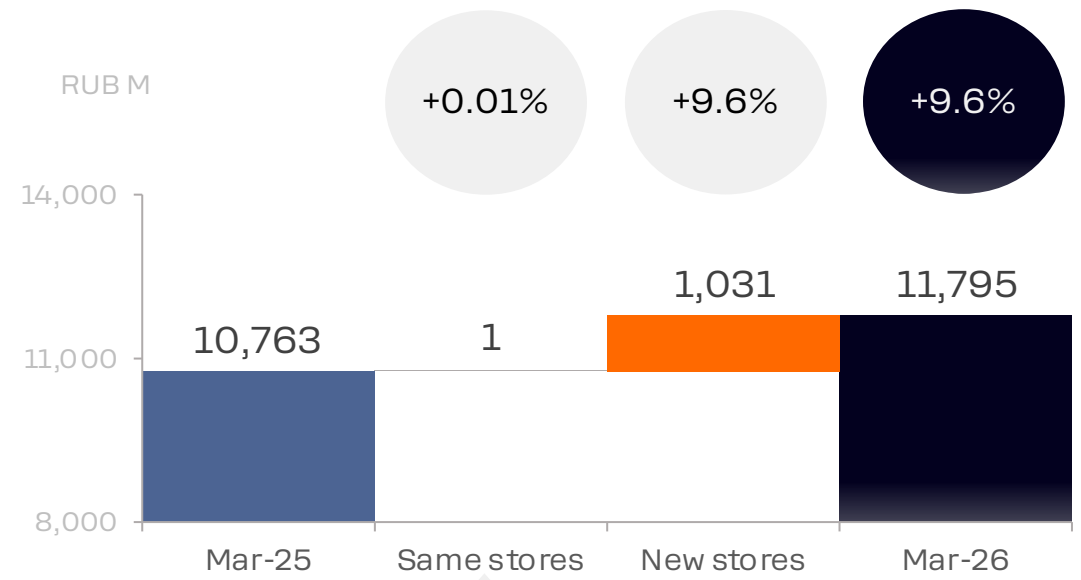
Month over Month (MoM)



Traffic × Av. Ticket = Δ MoM

+14.8% × -3.6% = +10.6%

Year over Year (YoY)



Traffic × Av. Ticket = Δ YoY

-6.3% × +6.7% = +0.01%

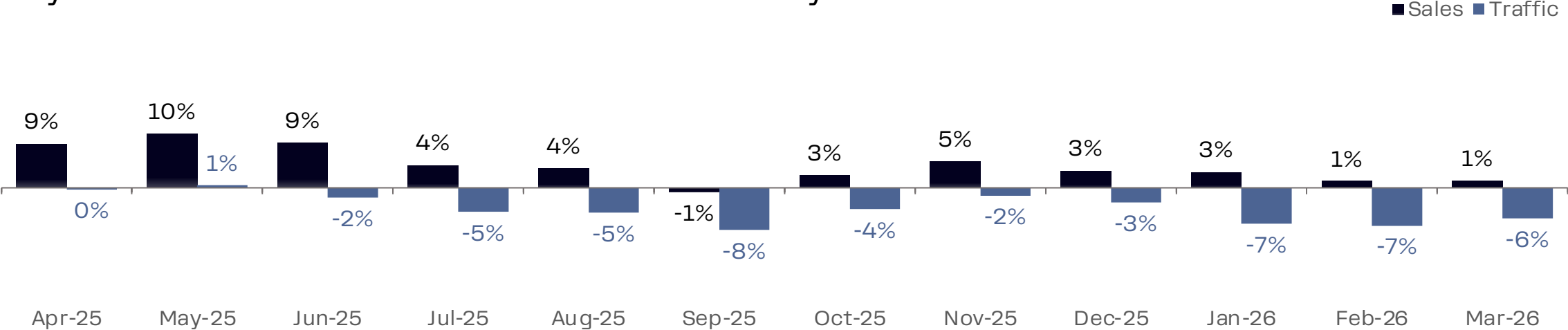
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Uzbekistan.

DP Russia+Central Asia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of March 2026

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	155	3.3%	13.7%	10.3%	-0.8%	5.2%	2.2%	4.2%	8.1%	7.9%
2-3 yrs old	119	-2.1%	7.5%	4.0%	-7.8%	0.1%	-4.2%	6.1%	7.5%	8.6%
> 3 yrs old	794	-0.3%	0.1%	0.0%	-7.2%	-6.9%	-7.0%	7.5%	7.5%	7.6%

Dynamics of YoY LFL for all stores older than 1 year

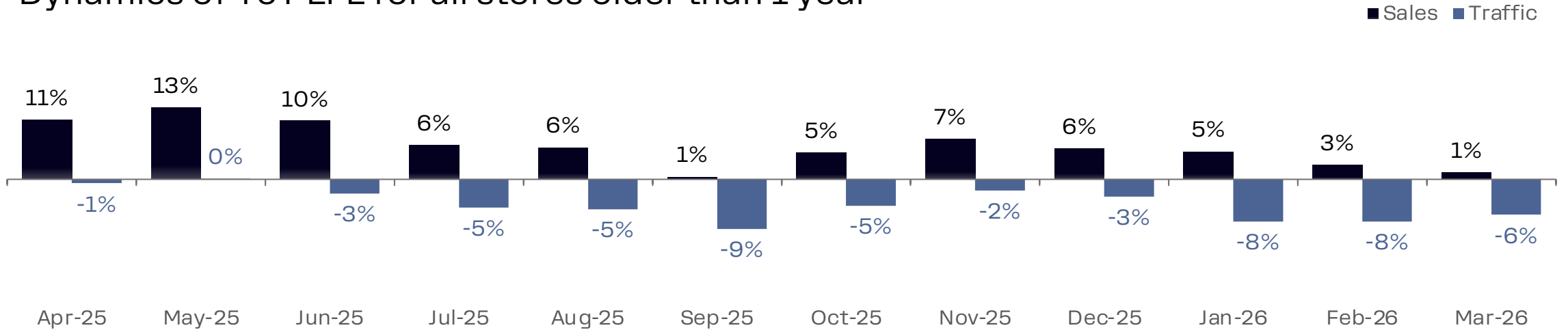


RUSSIA: Like for Like Sales and Traffic

YoY LFL – Detailed Review of March 2026

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	2.8%	12.8%	9.5%	-1.7%	4.0%	1.1%	4.6%	8.5%	8.3%
2-3 yrs old	102	-1.8%	8.1%	4.6%	-8.2%	0.4%	-4.3%	7.0%	7.6%	9.3%
> 3 yrs old	718	-0.2%	0.1%	0.0%	-7.8%	-7.0%	-7.4%	8.2%	7.6%	8.0%

Dynamics of YoY LFL for all stores older than 1 year

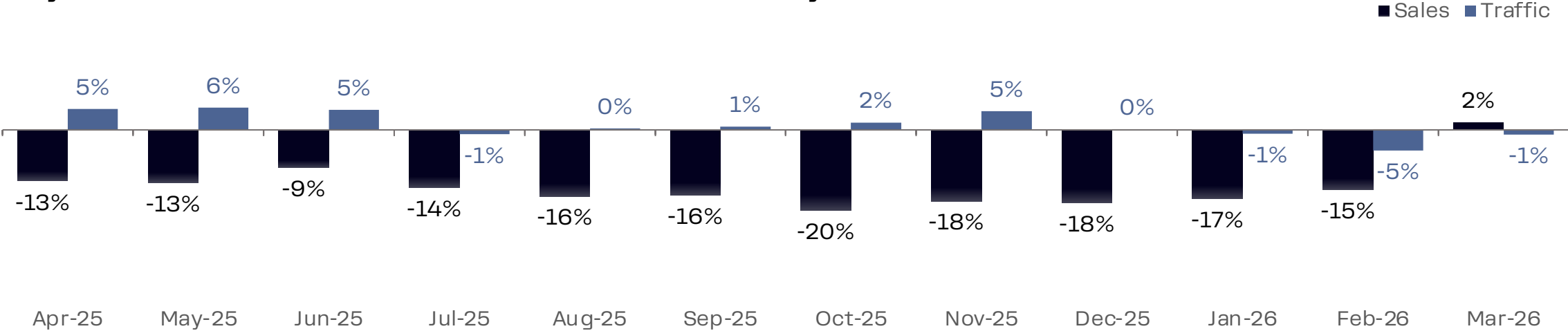


CENTRAL ASIA: Like for Like Sales and Traffic

YoY LFL – Detailed Review of March 2026

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	19	7.8%	23.0%	17.4%	8.5%	15.3%	12.1%	-0.6%	6.7%	4.7%
2-3 yrs old	17	-5.1%	1.9%	-0.9%	-3.4%	-2.7%	-3.1%	-1.7%	4.8%	2.3%
> 3 yrs old	76	-0.6%	0.4%	-0.1%	-0.4%	-5.4%	-2.8%	-0.2%	6.1%	2.8%

Dynamics of YoY LFL for all stores older than 1 year



Note: List of countries: Kazakhstan, Uzbekistan.

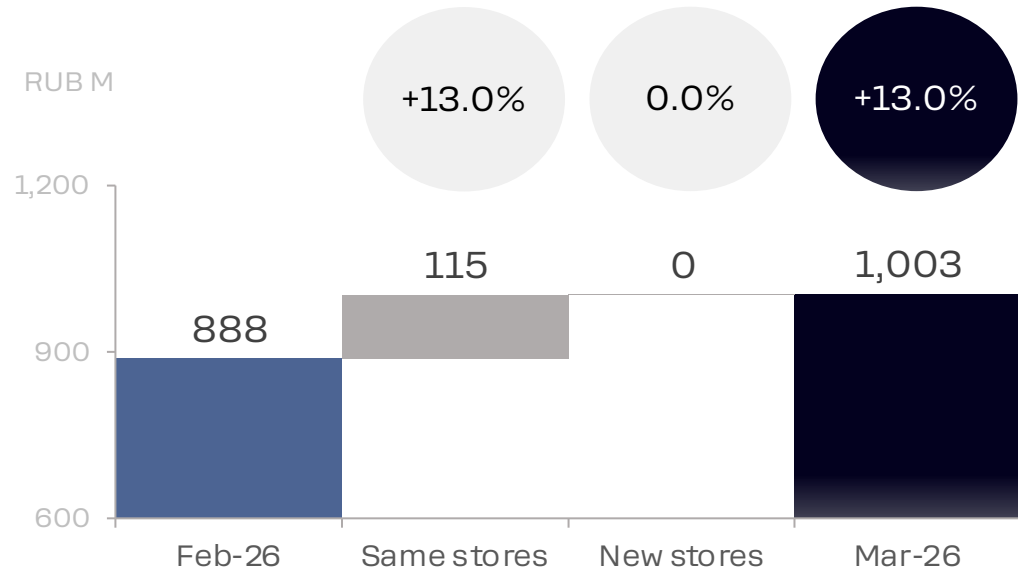
DODO PIZZA IMF



DP IMF: Sales Evolution

March: MoM +13.0%, YoY +26.7%

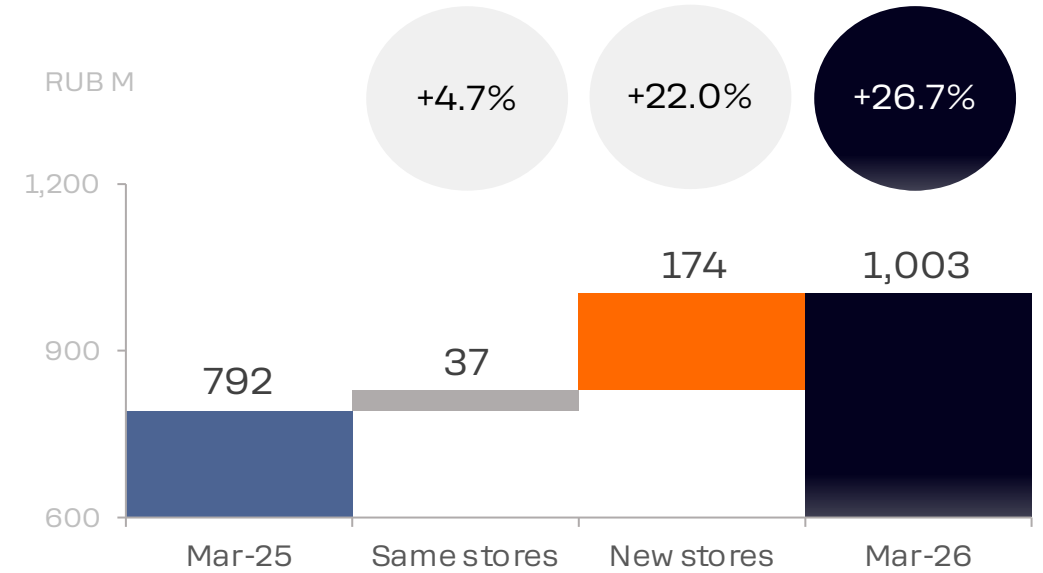
Month over Month (MoM)



Traffic \times Av. Ticket $=$ Δ MoM

+11.6% \times +1.2% = +13.0%

Year over Year (YoY)



Traffic \times Av. Ticket $=$ Δ YoY

-3.7% \times +8.8% = +4.7%

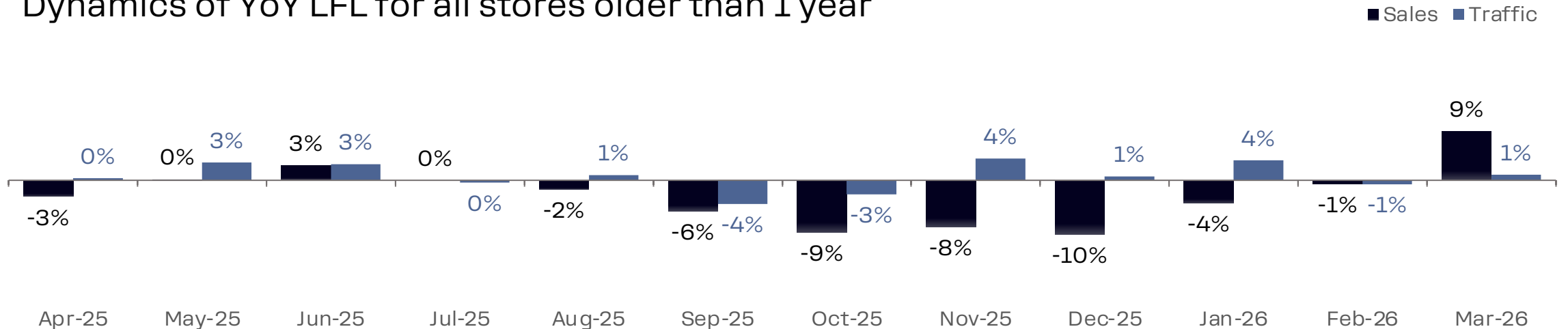
Note: gross sales including VAT where applicable. Traffic stands for order count.
 Converted into RUB from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).
 List of countries: Armenia, Azerbaijan, Belarus, Bulgaria, Croatia, Cyprus, Estonia, Georgia, Indonesia, Kyrgyzstan, Lithuania, Mongolia, Montenegro, Nigeria, Poland, Qatar, Romania, Serbia, Slovenia, Spain, Tajikistan, Turkiye, UAE.

DP IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of March 2026

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	8.4%	19.5%	15.3%	6.4%	19.1%	11.6%	1.9%	0.3%	3.3%
2-3 yrs old	27	-2.5%	-3.9%	-3.4%	-4.7%	-10.7%	-7.5%	2.3%	7.6%	4.5%
> 3 yrs old	81	2.5%	15.0%	10.3%	-4.5%	5.7%	0.2%	7.3%	8.8%	10.1%

Dynamics of YoY LFL for all stores older than 1 year



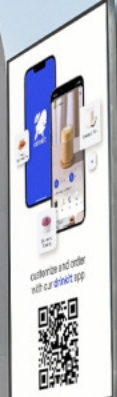
DRINKIT



drinkit



digital coffee shop



drinkit
coffee

ready

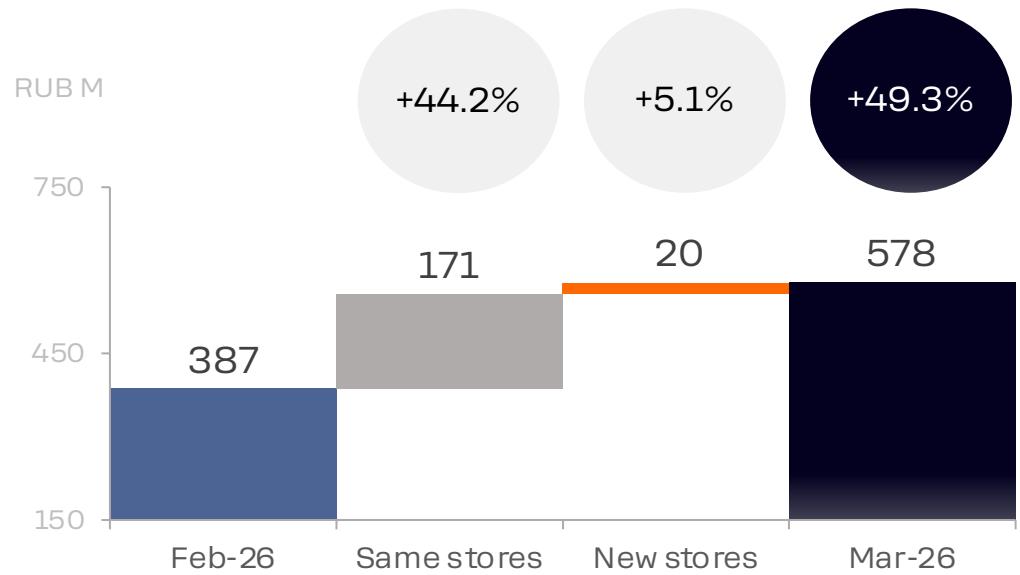
order here



DRINKIT: Sales Evolution

March : MoM +49.3%, YoY +216.0%

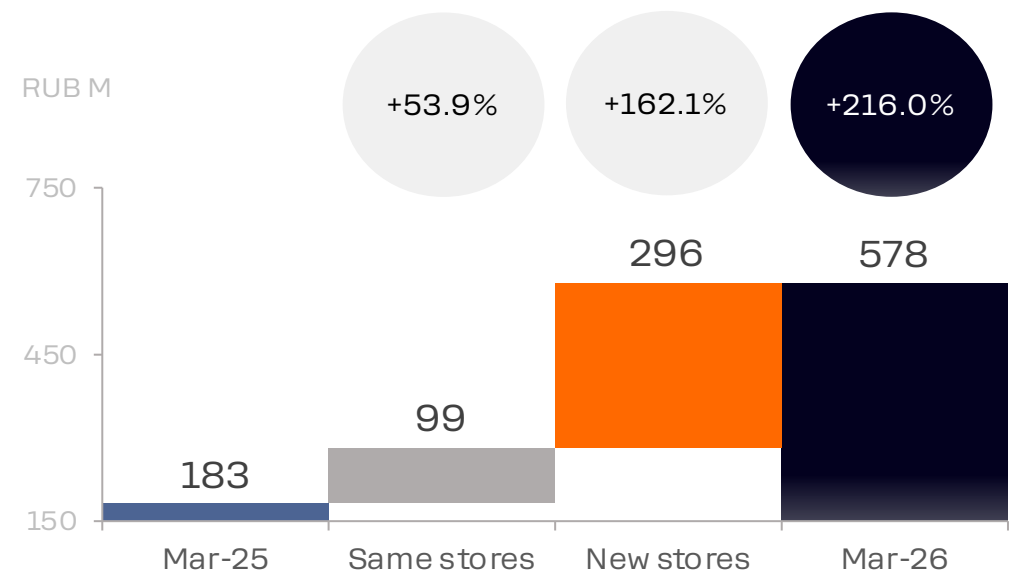
Month over Month (MoM)



Traffic × Av. Ticket = Δ MoM

+38.0% × +4.5% = +44.2%

Year over Year (YoY)



Traffic × Av. Ticket = Δ YoY

+42.8% × +7.8% = +53.9%

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

DRINKIT: Like for Like Sales and Traffic

YoY LFL – Detailed Review of March 2026

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	33	50.1%	6.0%	59.1%	2	1.8%	8.8%	10.7%	8	41.7%	17.3%	66.1%
2-3 yrs old	10	12.2%	7.5%	20.7%	2	2.5%	11.0%	13.8%	4	-4.3%	25.0%	19.6%
> 3 yrs old	10	7.0%	8.1%	15.7%	1	3.2%	0.5%	3.6%				

Dynamics of YoY LFL for all stores older than 1 year

