

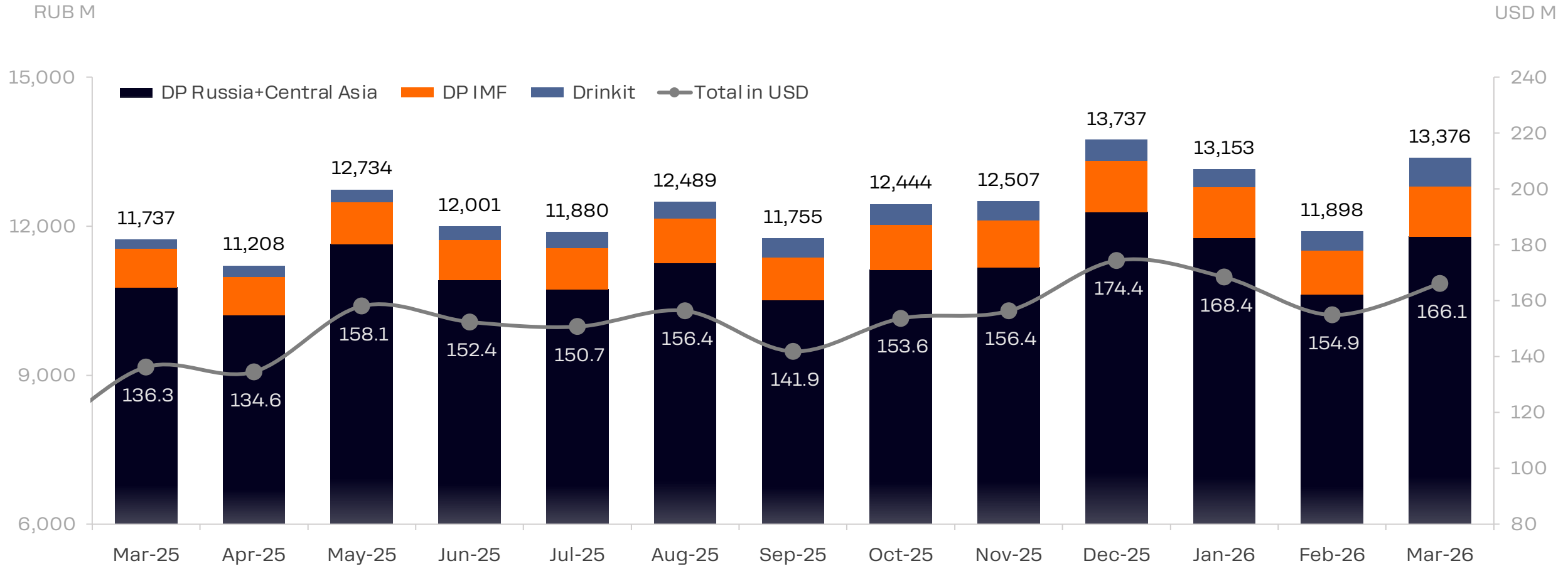
**DODO  
BRANDS**

# **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](#).

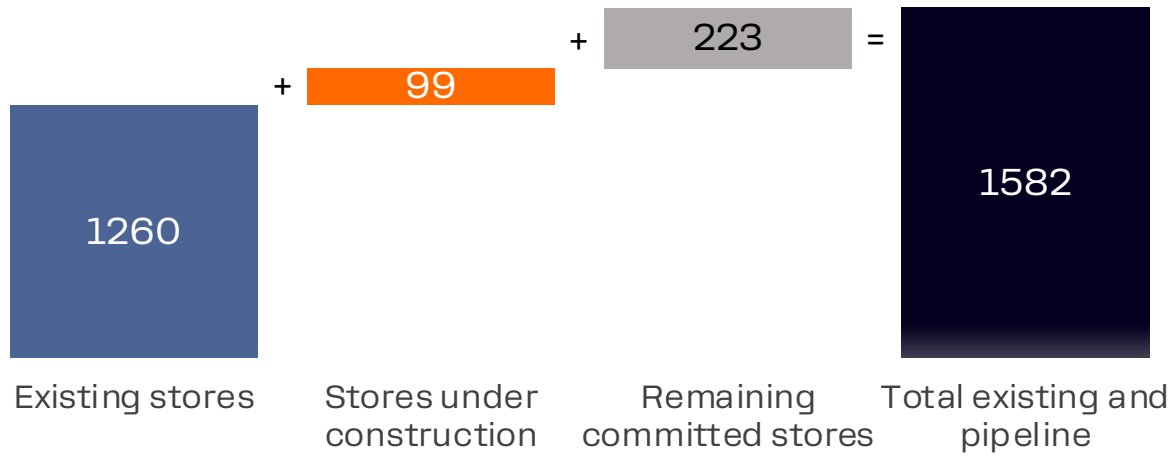
\*DP – Dodo Pizza

# Chain Growth Pipeline

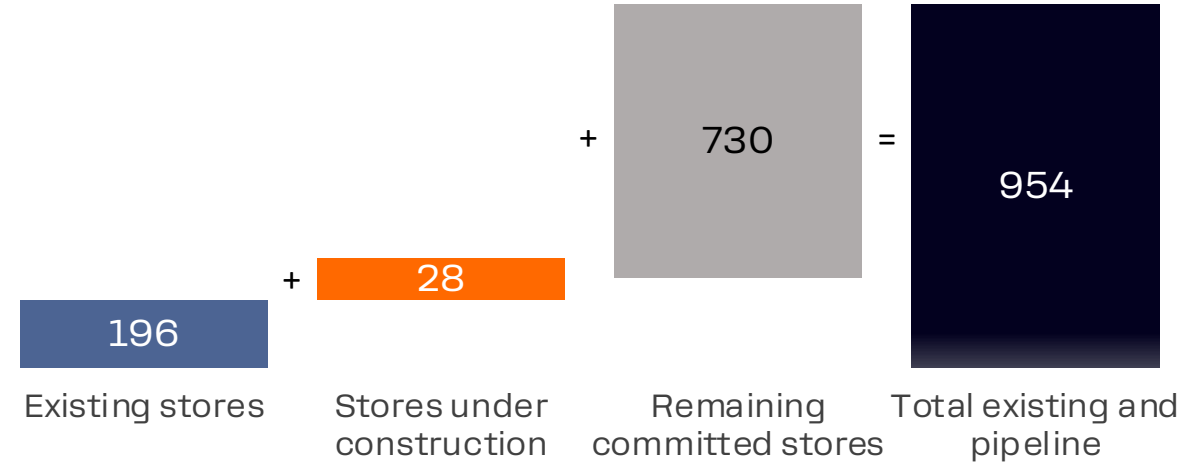


Note: as of 31 March 2026

## DP Russia+Central Asia



## DP IMF

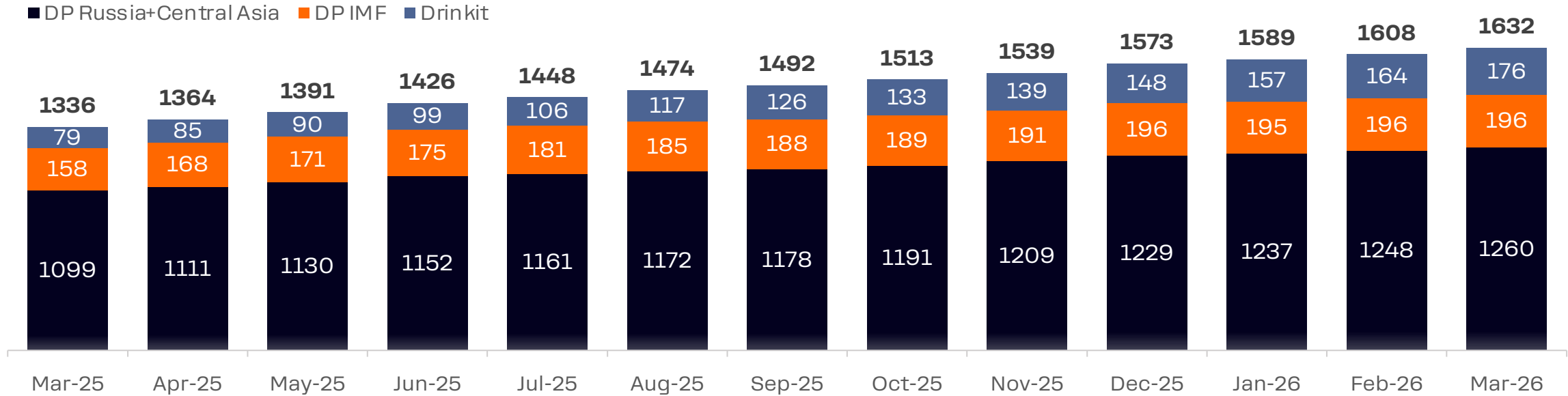


## Drinkit



# 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  
 USA: +1

## Closed stores

### DP RUSSIA+CENTRAL ASIA:

Khimki-1  
 Ufa-1  
 Urus-Martan-1

### DP IMF:

Dubai 2-1



ДОДО ПИЦЦА

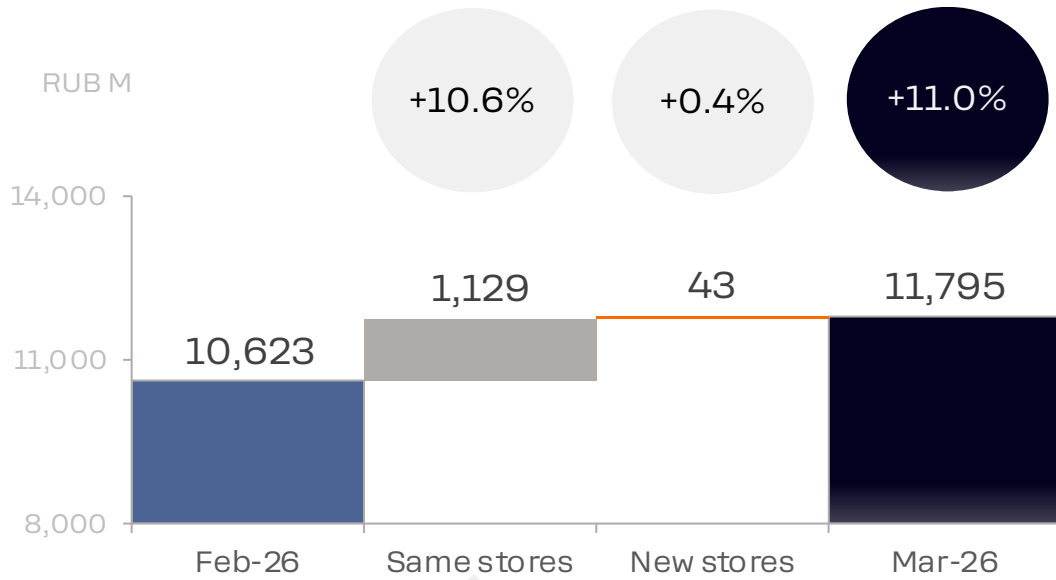
# DODO PIZZA RUSSIA + CENTRAL ASIA



# DP Russia+Central Asia: Sales Evolution

March: MoM +11.0%, YoY +9.6%

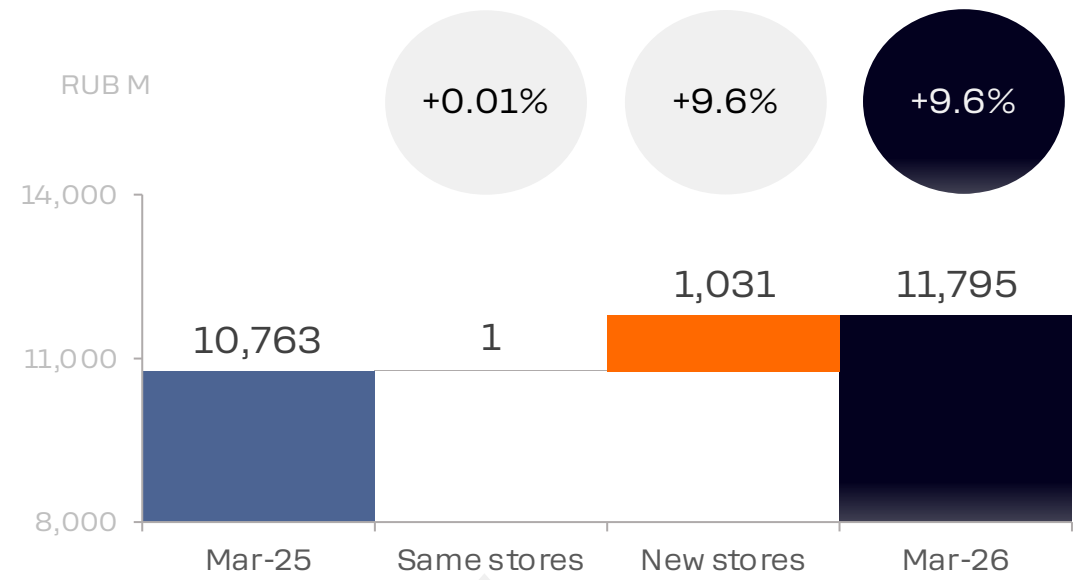
## Month over Month (MoM)



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%**

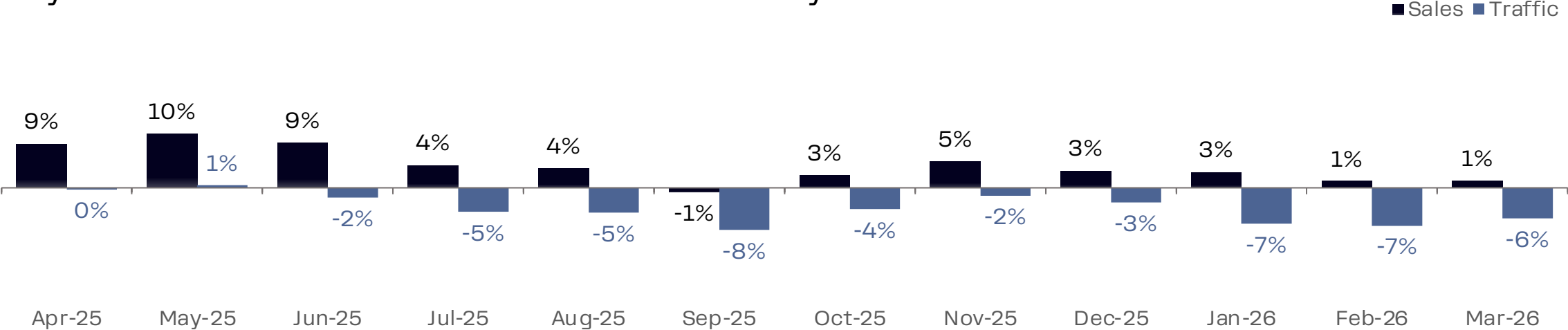
Note: gross sales including VAT where applicable. Traffic stands for order count.  
List of countries: Russia, Kazakhstan, Uzbekistan.

# 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

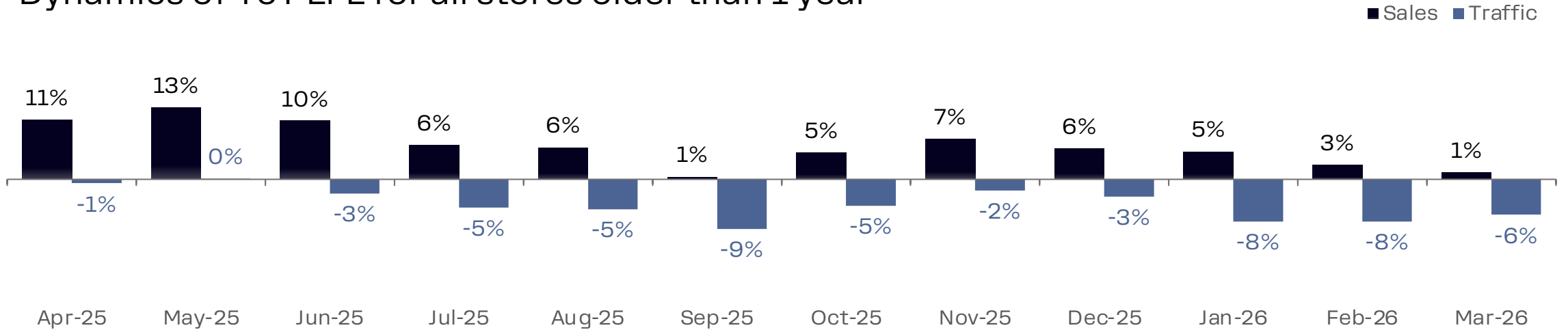


# RUSSIA: Like for Like Sales and Traffic

## 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

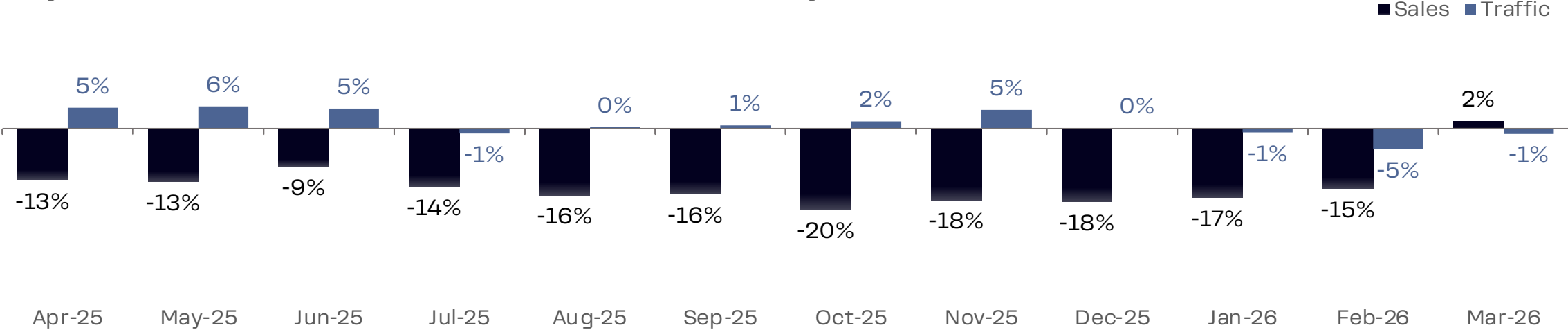


# CENTRAL ASIA: Like for Like Sales and Traffic

## 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.

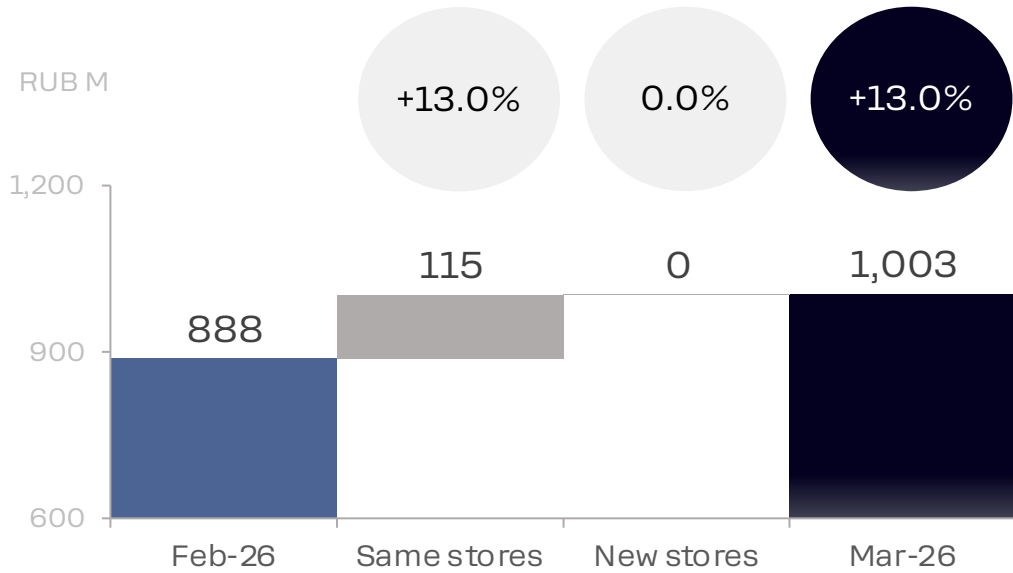
# DODO PIZZA IMF



# DP IMF: Sales Evolution

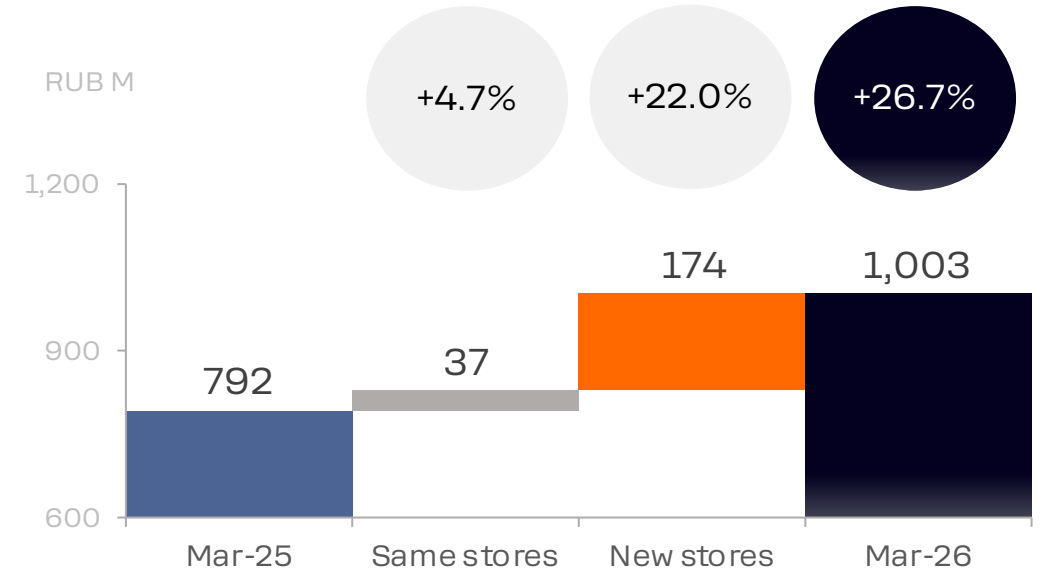
March: MoM +13.0%, YoY +26.7%

## Month over Month (MoM)



$$\text{Traffic} +11.6\% \times \text{Av. Ticket} +1.2\% = \Delta \text{ MoM} +13.0\%$$

## Year over Year (YoY)



$$\text{Traffic} -3.7\% \times \text{Av. Ticket} +8.8\% = \Delta \text{ YoY} +26.7\%$$

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).

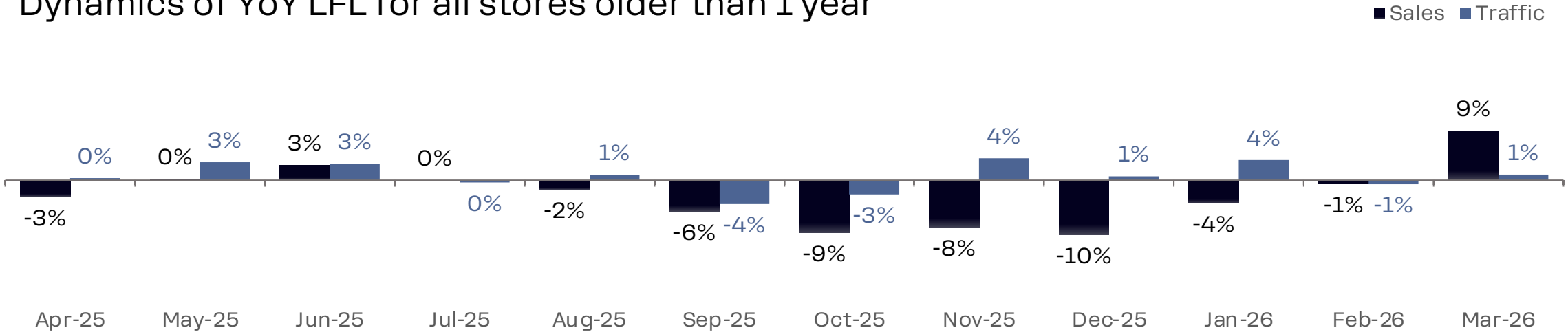
List of countries: Armenia, Azerbaijan, Belarus, Bulgaria, Croatia, Cyprus, Estonia, Georgia, Indonesia, Kyrgyzstan, Lithuania, Mongolia, Montenegro, Nigeria, Poland, Qatar, Romania, Serbia, Slovenia, Spain, Tajikistan, Turkiye, UAE.

# 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

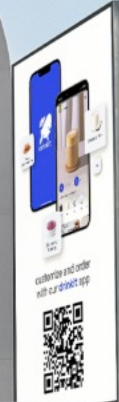




drinkit



digital coffee shop



drinkit  
coffee

DRINKIT

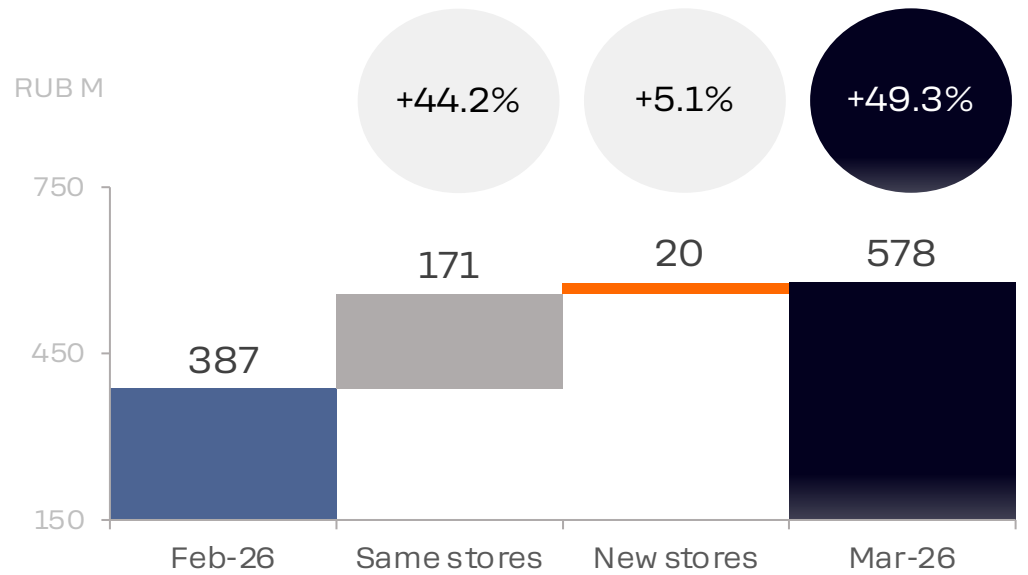
order here

ready

# DRINKIT: Sales Evolution

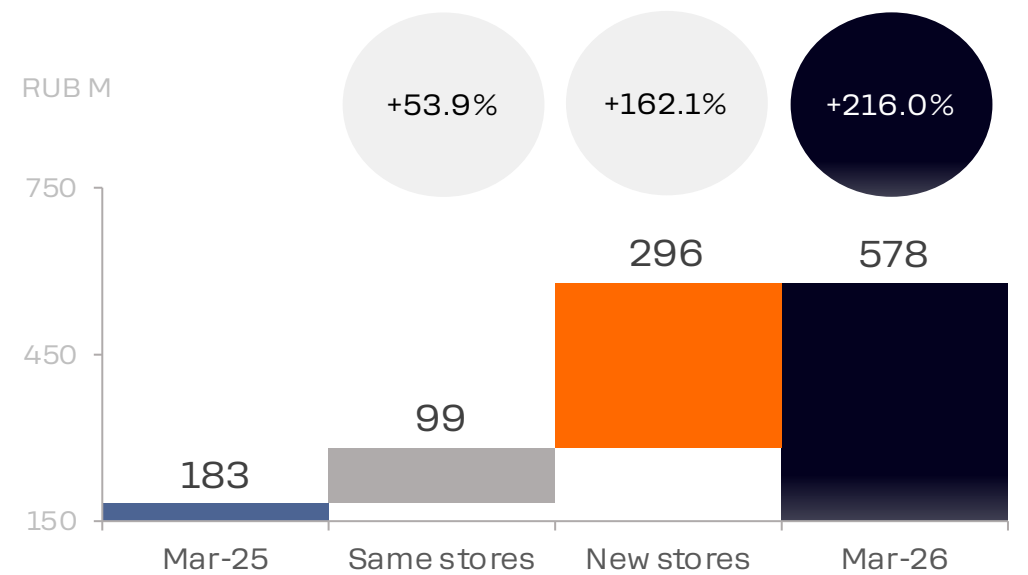
March : MoM +49.3%, YoY +216.0%

## 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, USA.

# 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

