



**MAY
2022**

Monthly Trading Update



824
stores

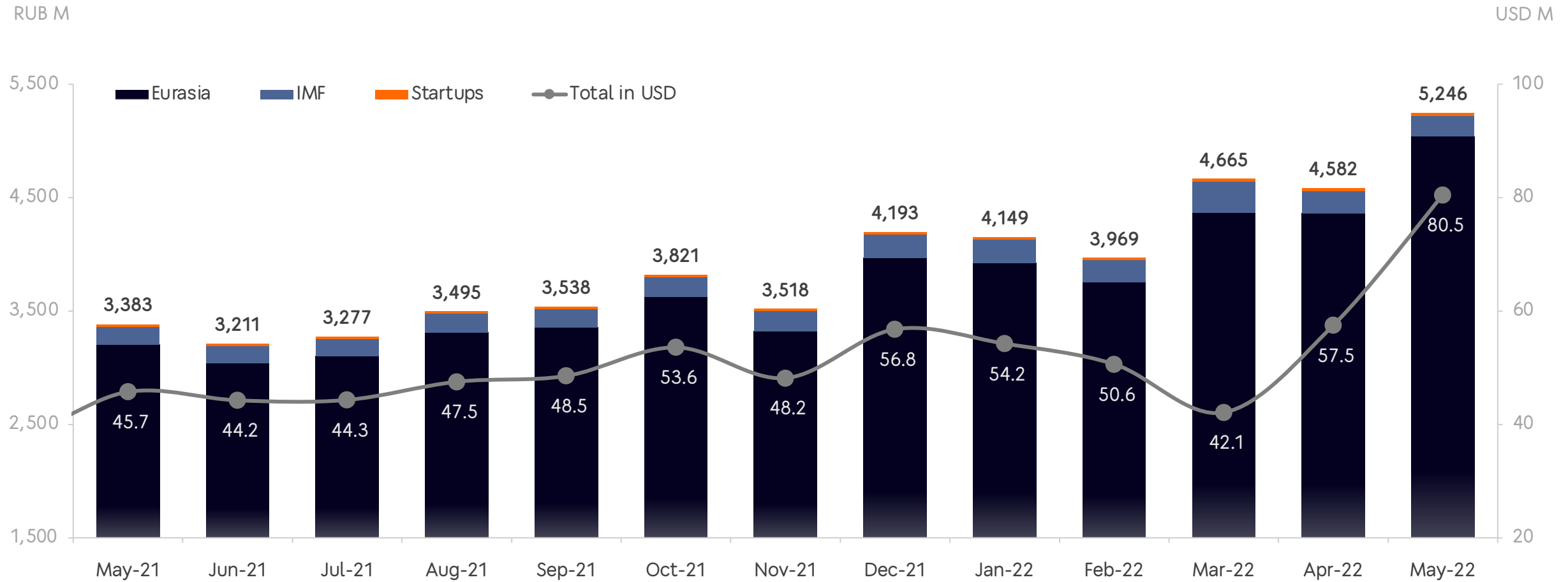
+9
net new stores

₹ 5.2 Bn
in system sales

+55%
year-over-year
change

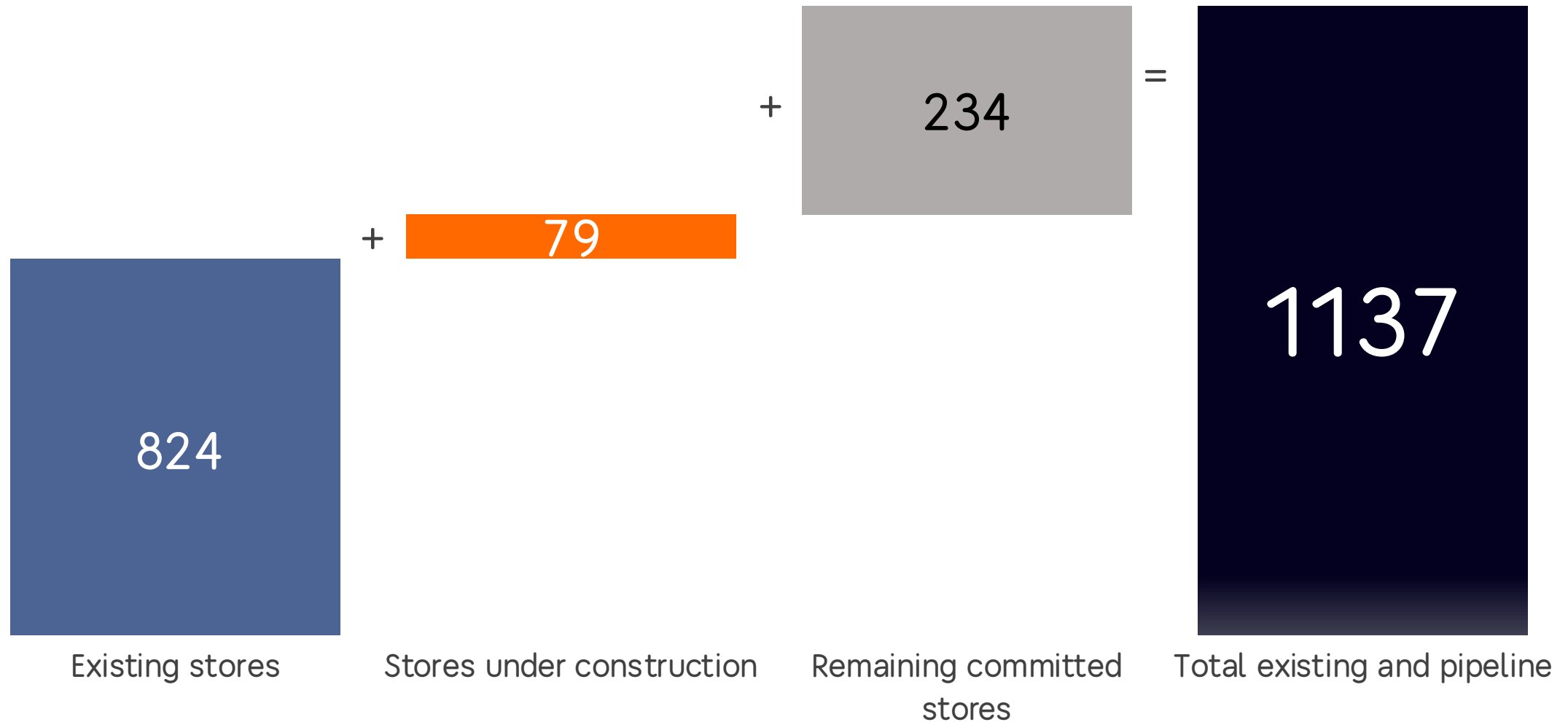
System Sales

May: 5,246M RUB / 80.5M 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](#).

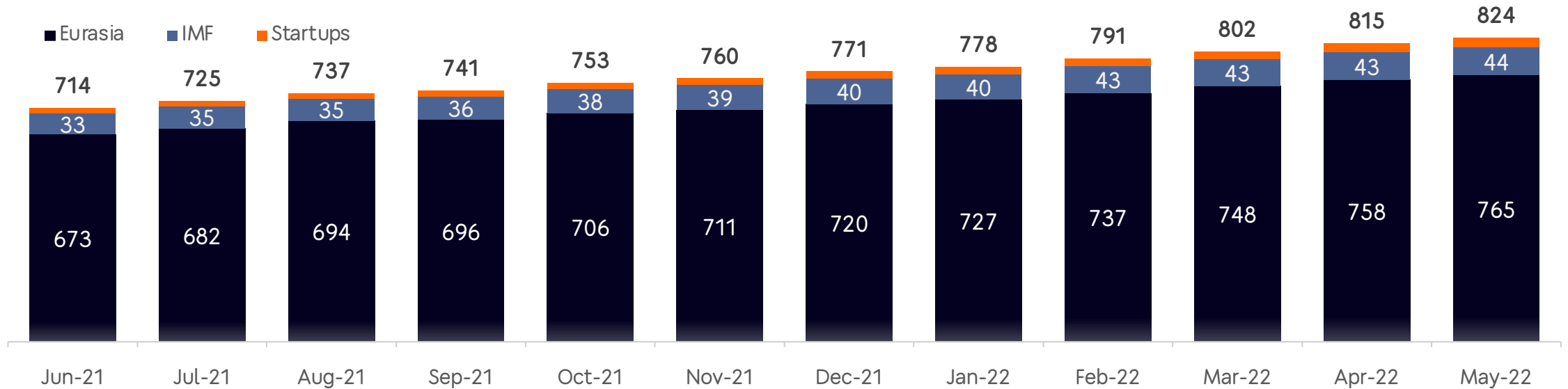
Chain Growth Pipeline



Note: as of 31 May 2022.

Store Count

May: 9 new stores, 824 total



New stores

RUSSIA:

Volokolamsk-1

Kazan-8

Kirov-3

Kostomuksha-1

Krasnoe Selo-2

Misaylovo-1

Novokuznetsk-3

Doner 42 Kazan 1-1

NIGERIA:

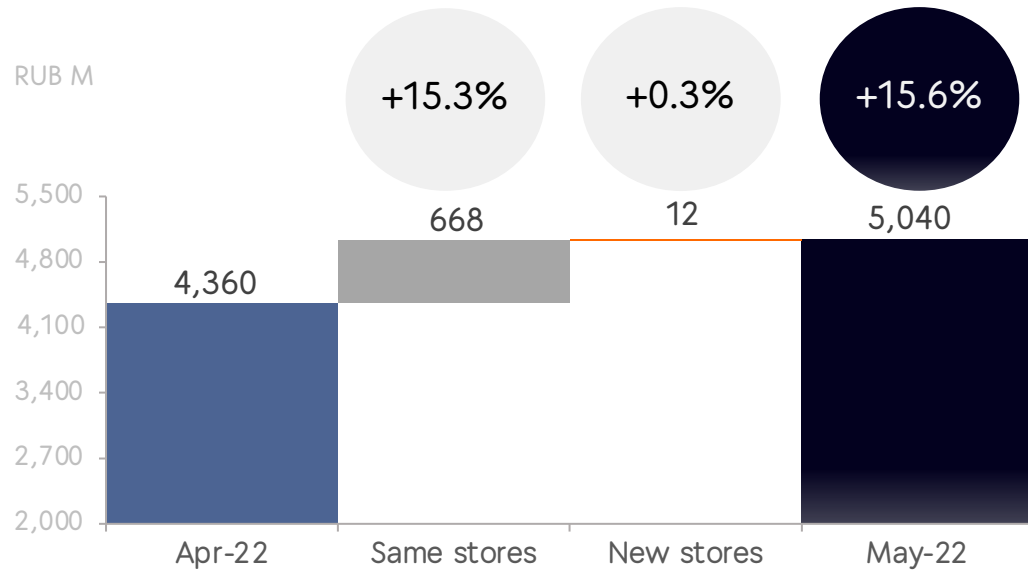
Abuja-1

EURASIA

Eurasia: Sales Evolution

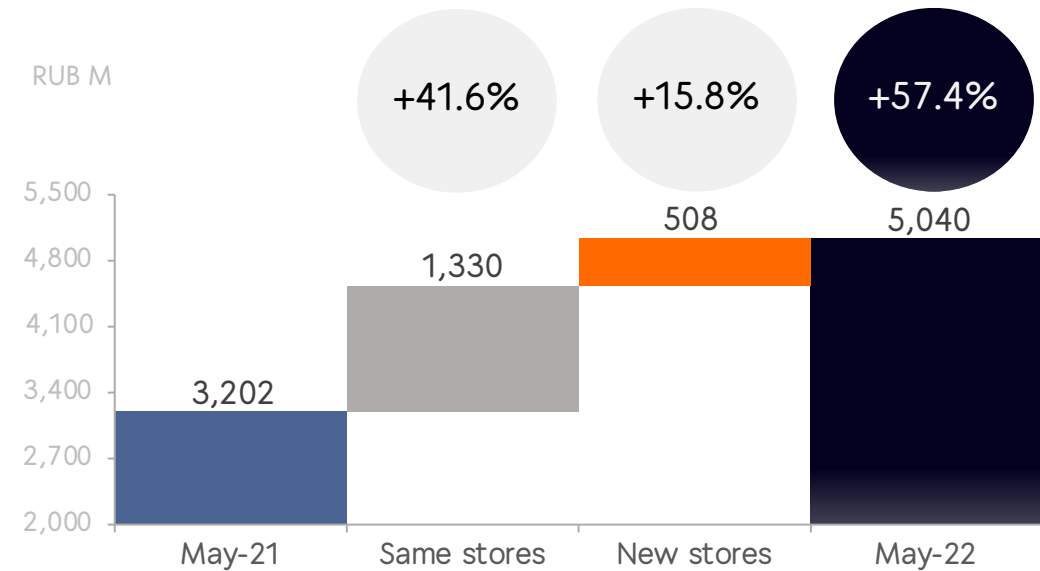
May: MoM +15.6%, YoY +57.4%

Month over Month (MoM)



$$\begin{matrix} \text{Traffic} \\ +15.0\% \end{matrix} \times \begin{matrix} \text{Av. Ticket} \\ +0.4\% \end{matrix} = \begin{matrix} \Delta \text{ MoM} \\ +15.3\% \end{matrix}$$

Year over Year (YoY)



$$\begin{matrix} \text{Traffic} \\ +20.5\% \end{matrix} \times \begin{matrix} \text{Av. Ticket} \\ +17.4\% \end{matrix} = \begin{matrix} \Delta \text{ YoY} \\ +41.6\% \end{matrix}$$

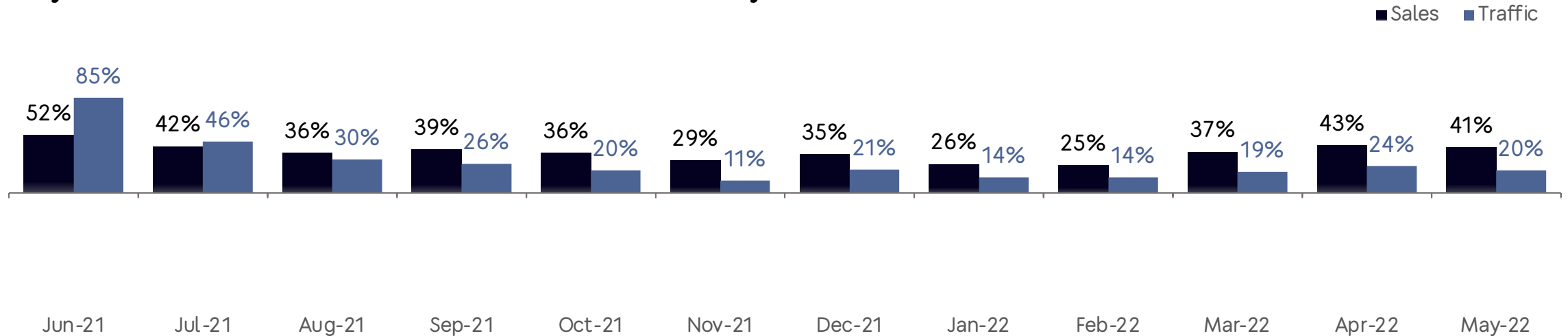
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of May 2022

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	94	49.7%	55.8%	53.2%	25.9%	48.0%	33.4%	18.8%	5.3%	14.8%
2-3 yrs old	120	34.9%	49.5%	43.0%	12.0%	39.8%	21.0%	20.4%	6.9%	18.2%
>3 yrs old	443	32.2%	42.2%	38.6%	8.0%	31.4%	17.5%	22.4%	8.2%	17.9%

Dynamics of YoY LFL for all stores older than 1 year

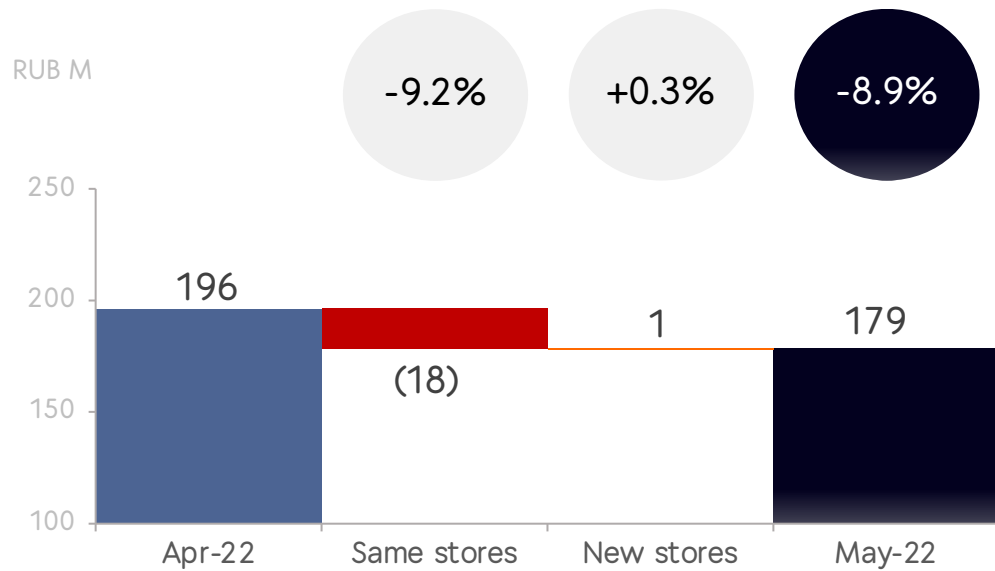


INTERNATIONAL
MASTER-
FRANCHISING

IMF: Sales Evolution

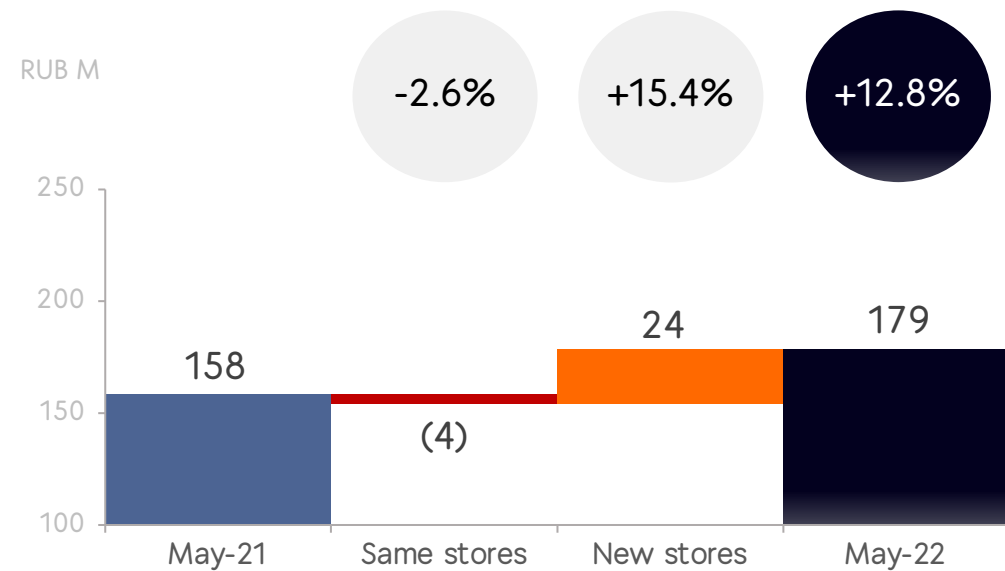
May: MoM -8.9%, YoY +12.8%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
+13.2%	× -19.7%	= -9.2%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+34.6%	× -23.9%	= -2.6%

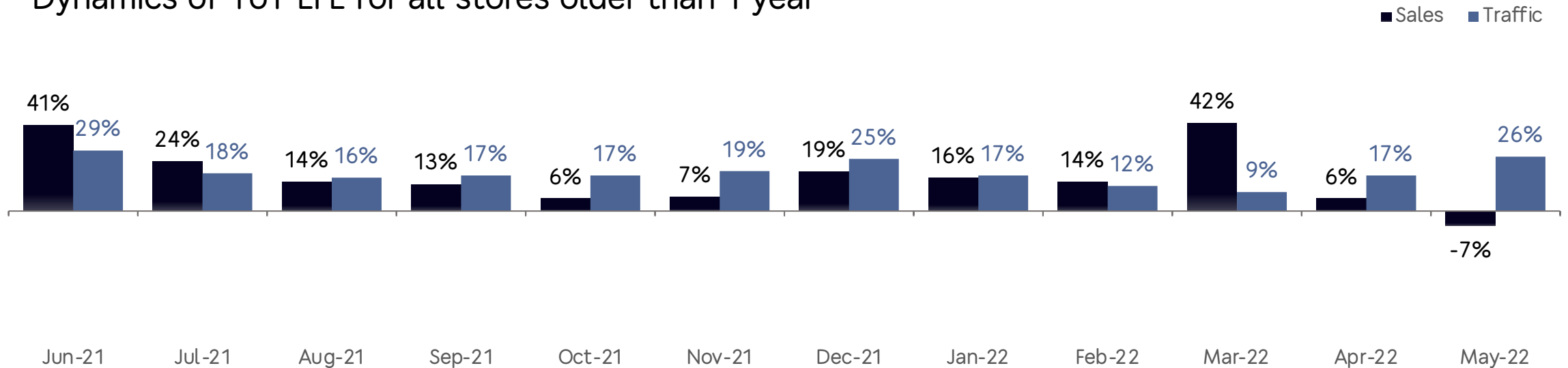
Note: gross sales including VAT where applicable. Traffic stands for order count.
 Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).
 List of countries: Germany, Estonia, Lithuania, Romania, Slovenia, Poland, Nigeria, Kyrgyzstan, Uzbekistan, Tajikistan, Vietnam, USA, China.

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of May 2022

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	6	68.2%	14.3%	36.3%	71.6%	23.3%	55.2%	-2.0%	-7.3%	-12.2%
>2 yrs old	24	253.8%	-25.3%	-12.7%	355.9%	-6.9%	19.2%	-22.4%	-19.8%	-26.8%

Dynamics of YoY LFL for all stores older than 1 year

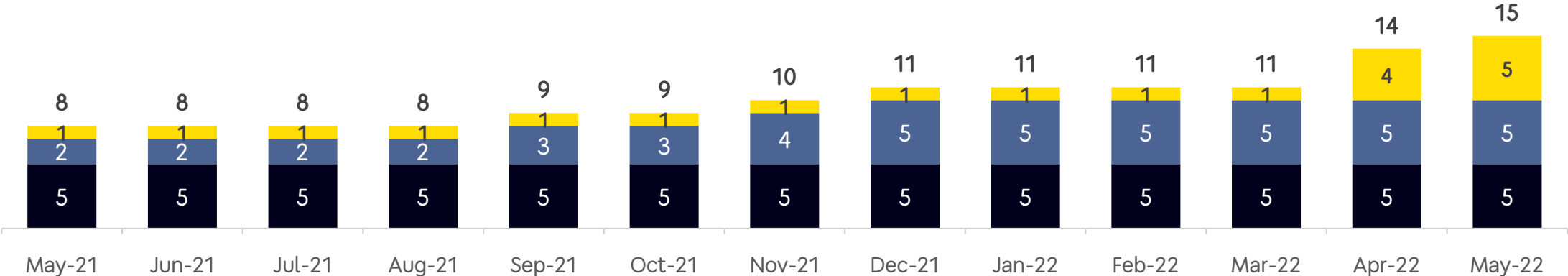


STARTUPS

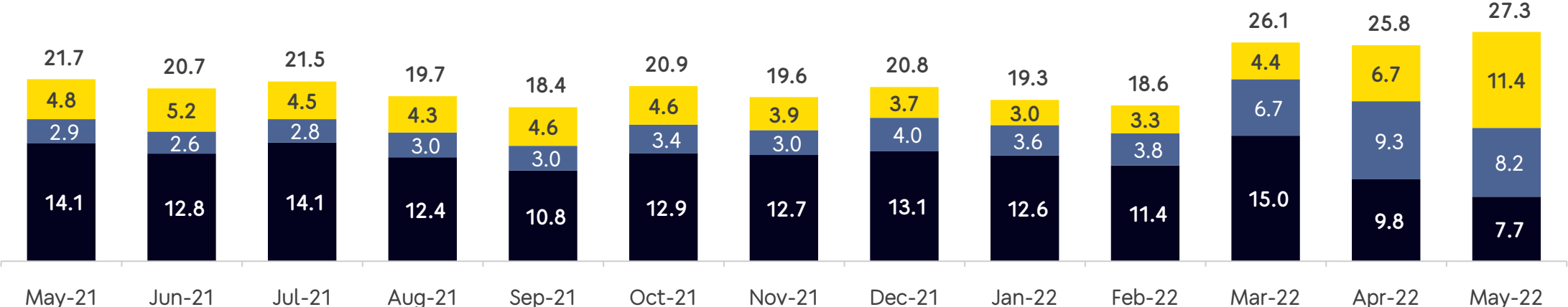
Startups: store count and sales

STORE COUNT

■ Dodo UK ■ Drinkit ■ Doner 42



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.