



**MAY  
2024**

Monthly Trading Update



**1109**  
stores

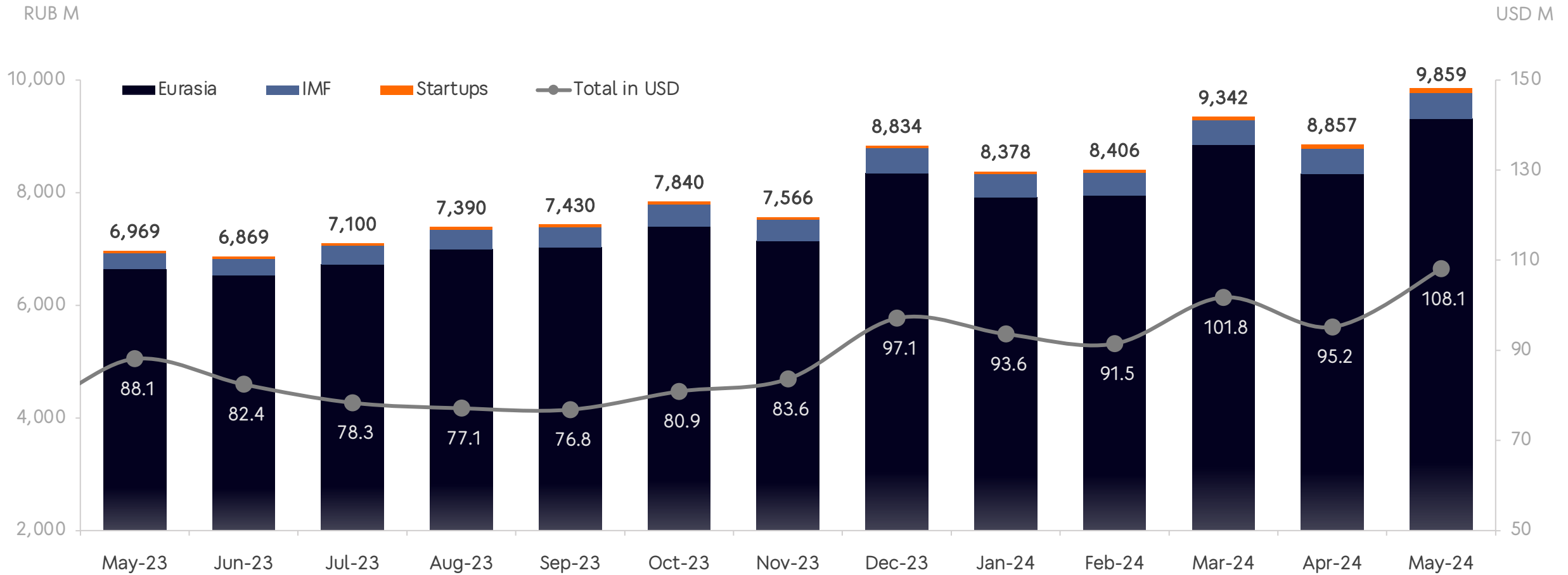
**+12**  
net new stores

**₹ 9.9 Bn**  
in system sales

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

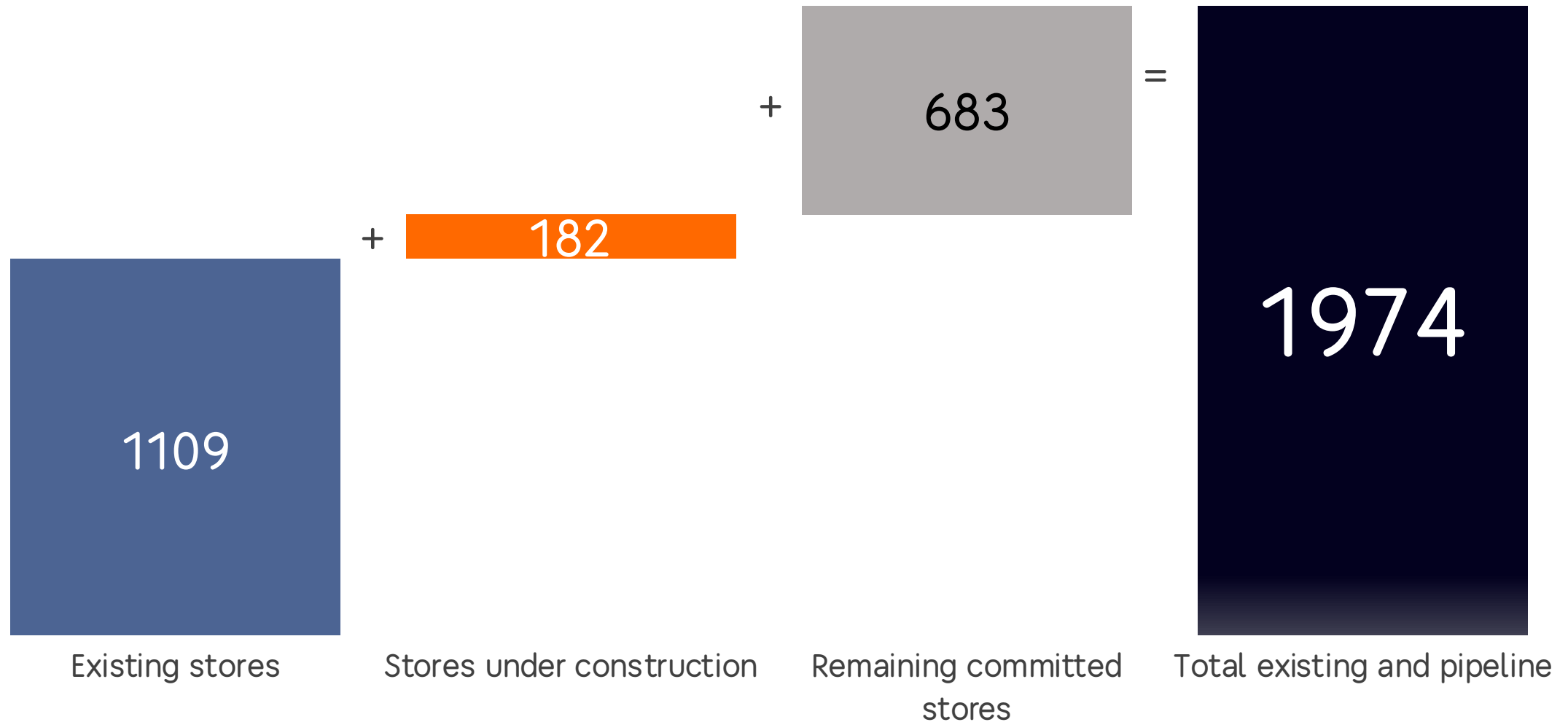
# System Sales

May: 9,859M RUB / 108.1M 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](#).

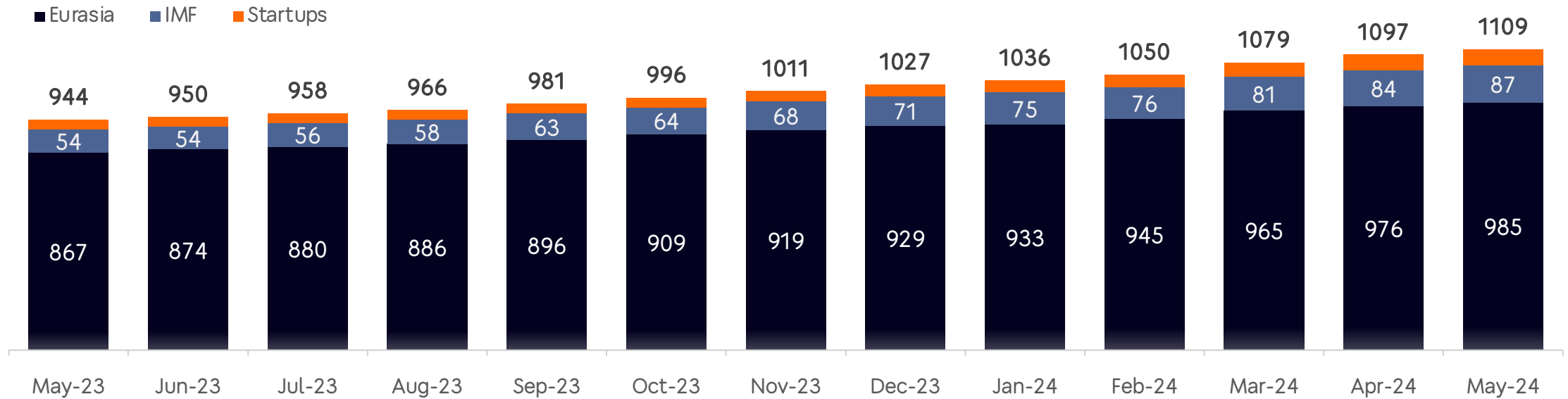
# Chain Growth Pipeline



Note: as of 31 May 2024

# Store Count

May: 12 new stores, 1109 total



## New stores

### RUSSIA:

Chelyabinsk-11  
 Elektrogorsk-1  
 Murino-3  
 Nizhny Novgorod-5

Penza-4  
 Yurga-1  
 Yurlovo-1

### KAZAKHSTAN:

Astana-15  
 Boraldai-1

### ARMENIA:

Gyumri-1

### SLOVENIA:

Koper-1

### TURKIYE:

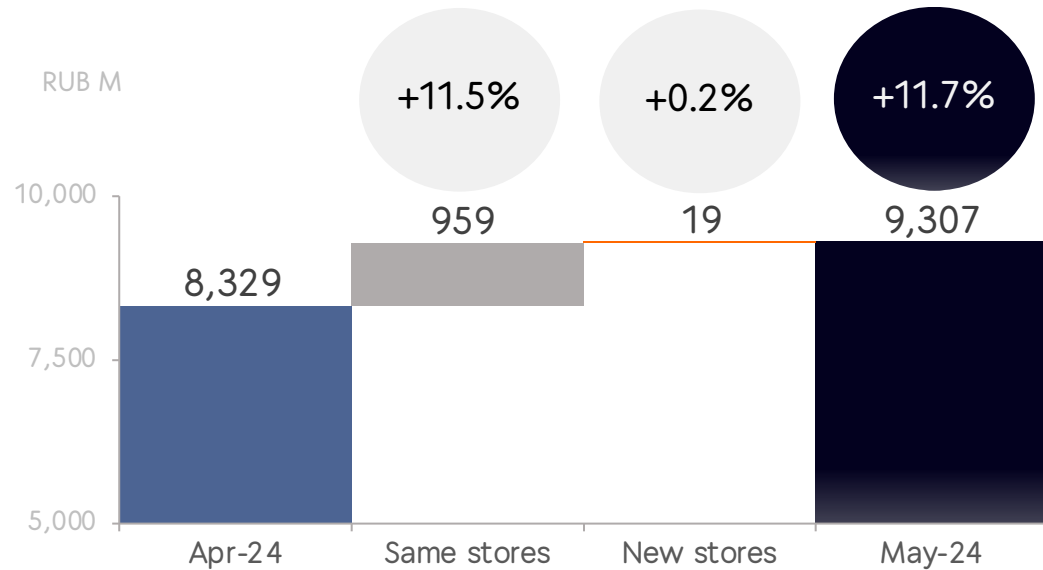
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EURASIA

# Eurasia: Sales Evolution

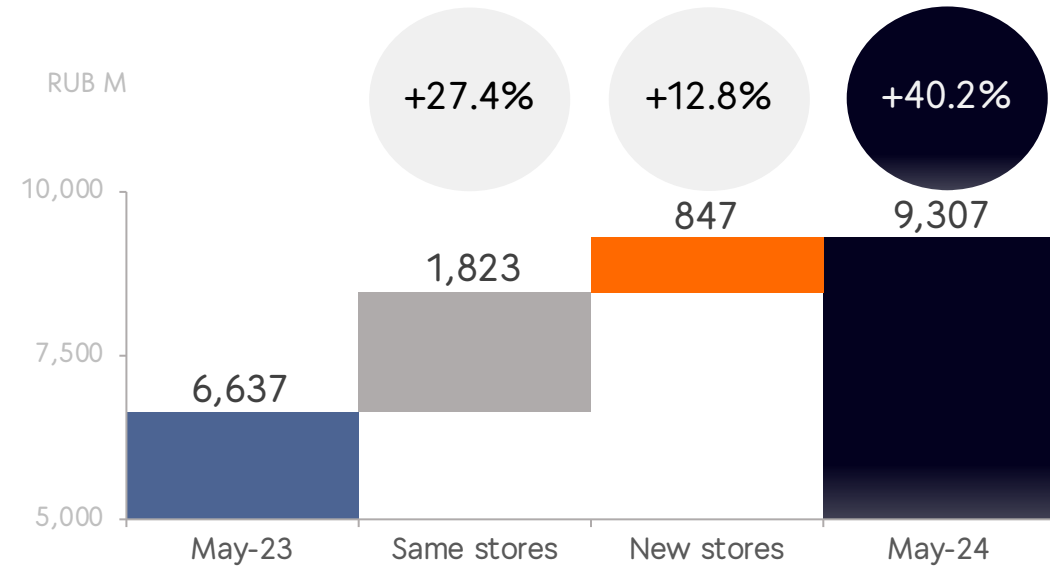
May: MoM +11.7%, YoY +40.2%

## Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
+8.2%	× +3.1%	= +11.5%

## Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+12.0%	× +13.8%	= +27.4%

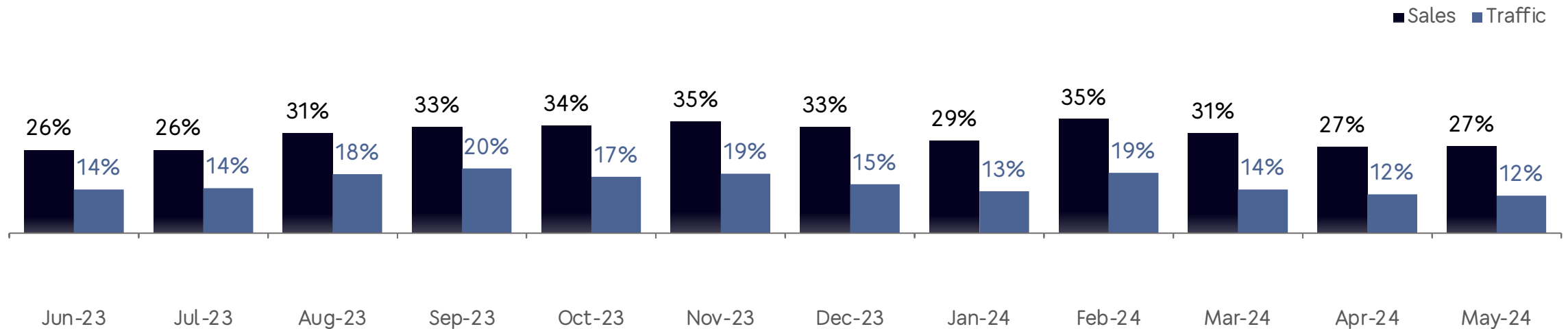
Note: gross sales including VAT where applicable. Traffic stands for order count.  
List of countries: Russia, Kazakhstan, Belarus.

# Eurasia: Like for Like Sales and Traffic

## YoY LFL – Detailed Review of May 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	111	23.4%	48.8%	37.6%	14.4%	31.9%	21.1%	7.8%	12.9%	13.7%
2-3 yrs old	101	22.0%	42.8%	34.1%	9.6%	26.3%	16.1%	11.4%	13.0%	15.6%
> 3 yrs old	643	19.1%	27.9%	24.7%	7.1%	12.9%	9.7%	11.2%	13.2%	13.7%

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



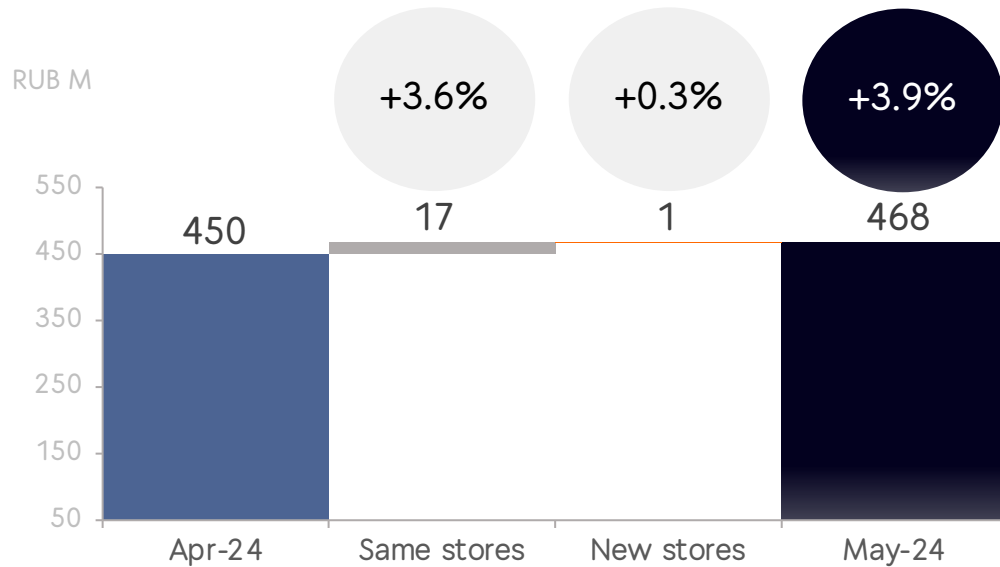
INTERNATIONAL  
MASTER-  
FRANCHISING



# IMF: Sales Evolution

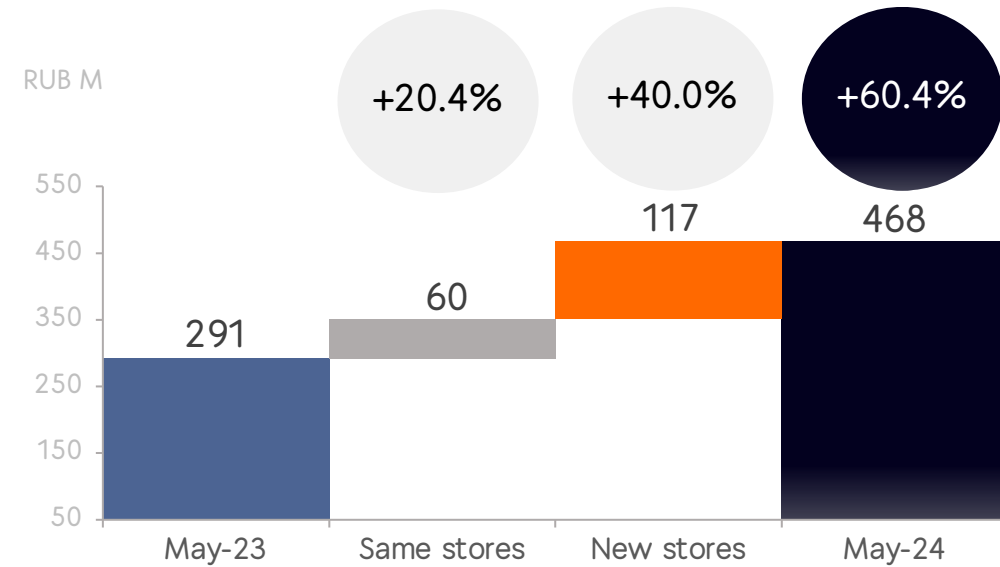
May: MoM +3.9%, YoY +60.4%

## Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
+3.0%	× +0.7%	= +3.6%

## Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+6.8%	× +12.9%	= +20.4%

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).

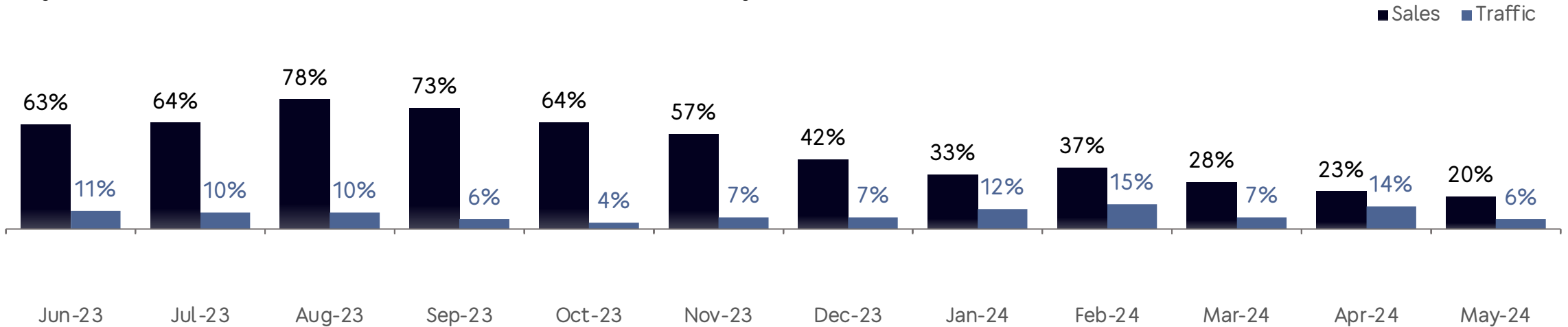
List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Croatia, Cyprus, Estonia, Germany, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria, Vietnam.

# IMF: Like for Like Sales and Traffic

## YoY LFL – Detailed Review of May 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	-7.3%	90.1%	24.6%	-2.6%	92.4%	20.7%	-4.9%	-1.2%	3.2%
2-3 yrs old	13	6.2%	53.4%	27.9%	-0.7%	39.6%	11.3%	7.0%	9.9%	14.9%
> 3 yrs old	29	0.0%	30.1%	16.6%	-3.8%	12.7%	2.2%	3.9%	15.4%	14.1%

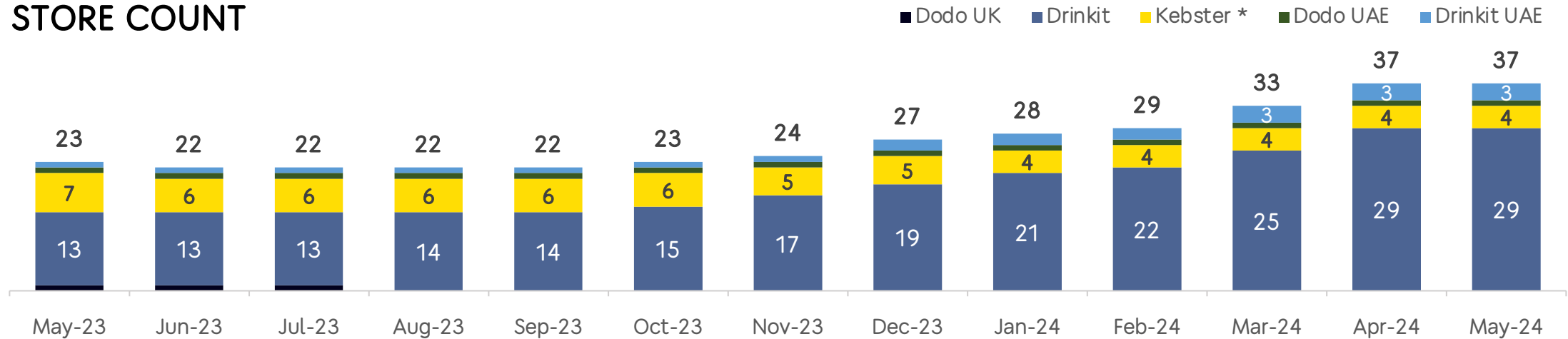
## Dynamics of YoY LFL for all stores older than 1 year



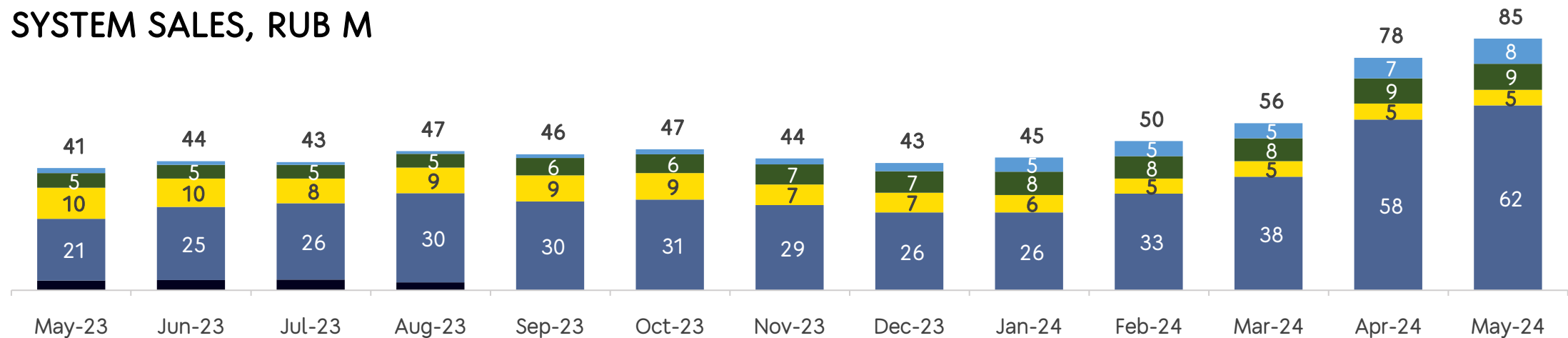
STARTUPS

# 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.