

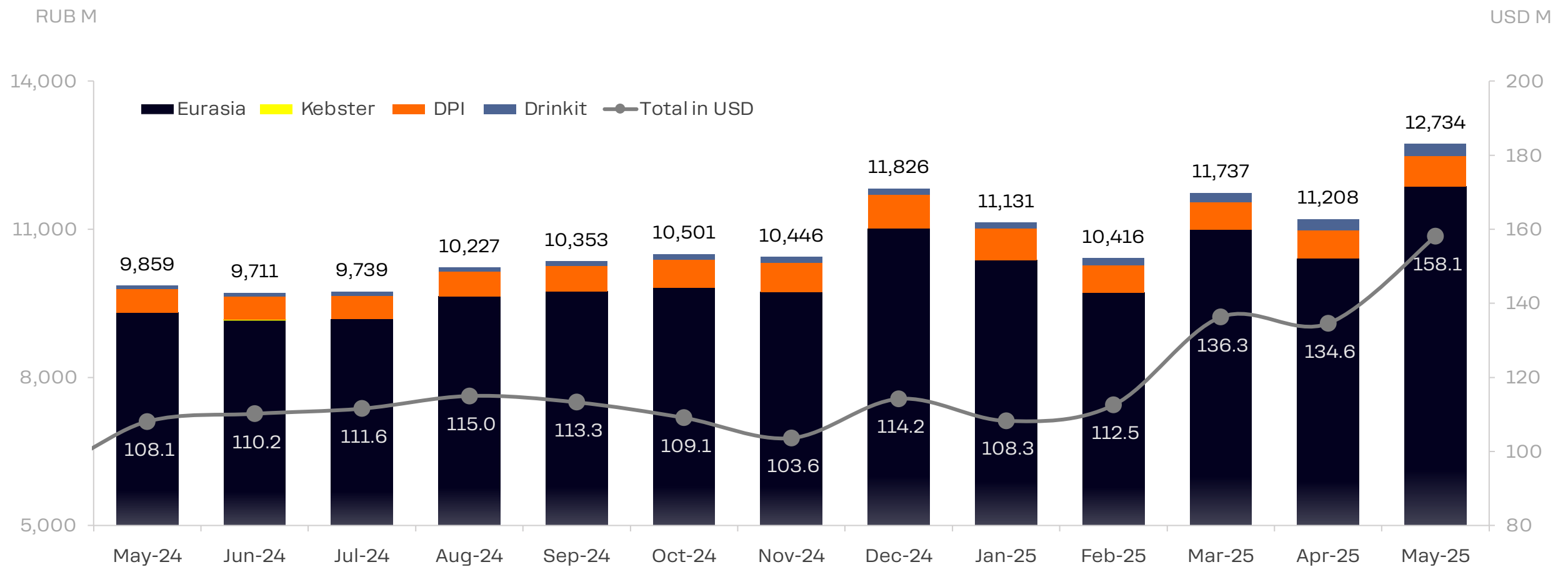
**DODO
BRANDS**

MONTHLY TRADING UPDATE

**MAY
2025**

System Sales

May: 12,734M RUB / 158.1M USD



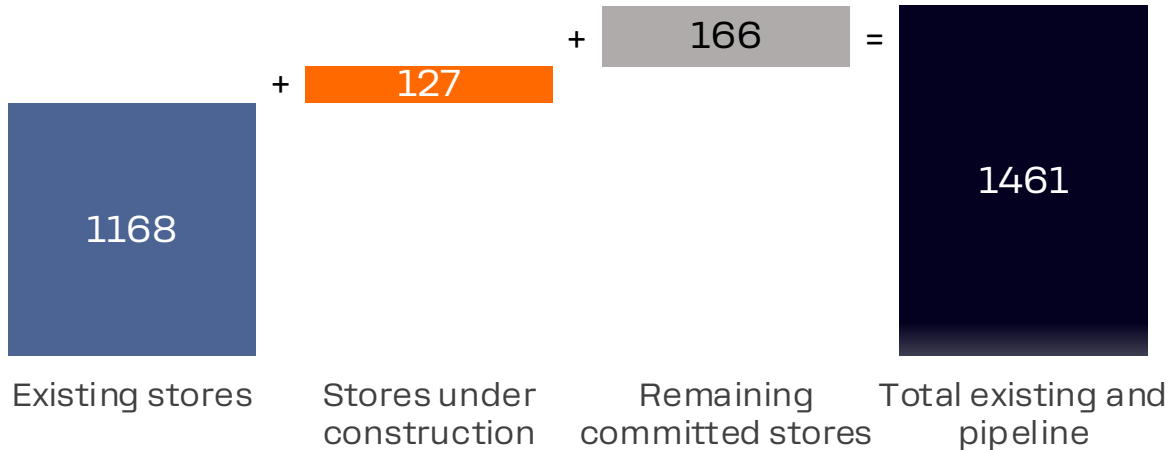
Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](#). Link: [sales and traffic of each store since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

Chain Growth Pipeline

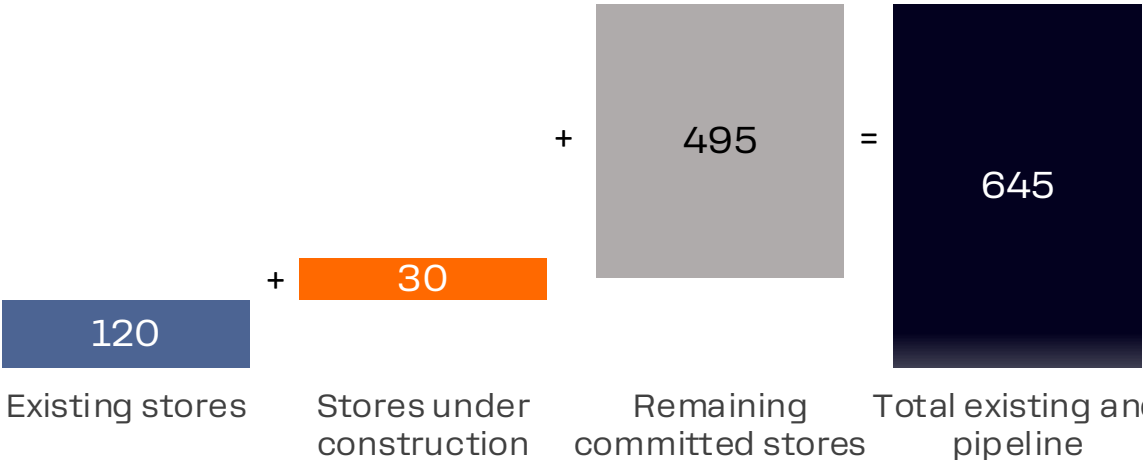


Note: as of 31 May 2025

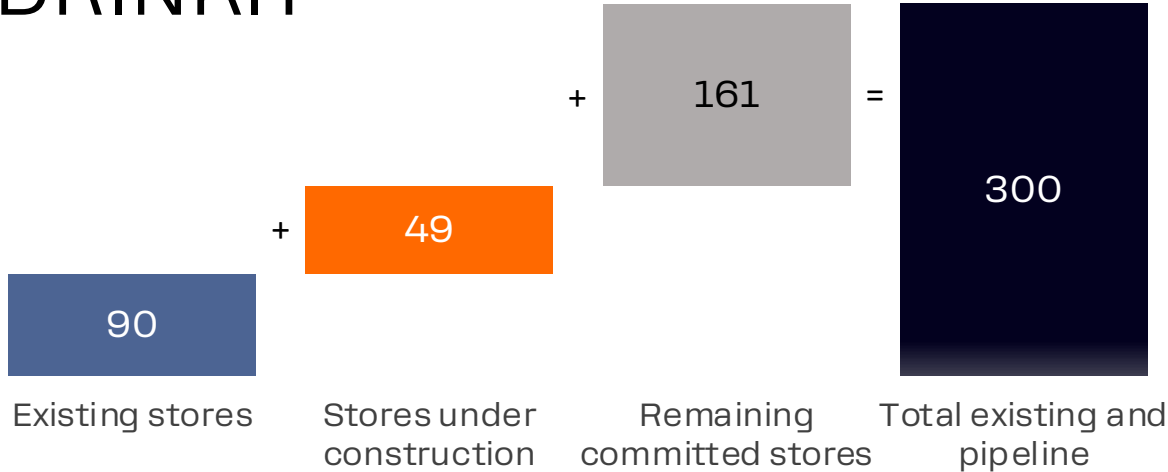
EURASIA



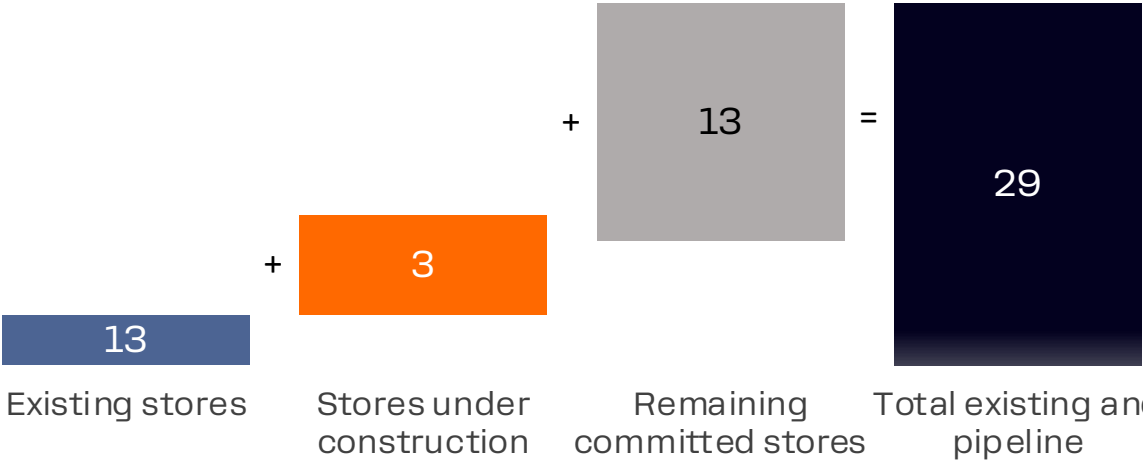
IMF



DRINKIT

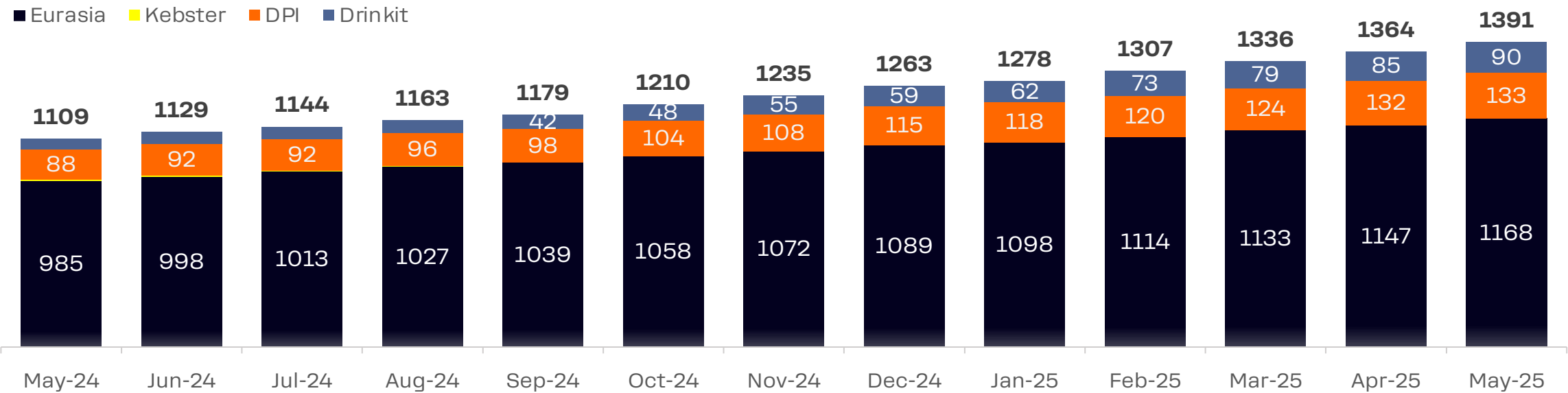


DODO UAE



Store Count

May: 32 new stores, 5 stores closed, 1391 total



New stores

RUSSIA:

Dodo Pizza: +15
Drinkit: +4

BELARUS:

Dodo Pizza: +2

TURKIYE:

Dodo Pizza: +1

MONGOLIA:

Dodo Pizza: +1

KAZAKHSTAN:

Dodo Pizza: +4
Drinkit: +2

ROMANIA:

Dodo Pizza: +1

UAE:

Dodo Pizza: +1

QATAR:

Dodo Pizza: +1

Closed stores

VIETNAM :

Ho Chi Minh-1
Ho Chi Minh-2
Ho Chi Minh-4
Ho Chi Minh-5

RUSSIA :

Drinkit Moscow 0-29

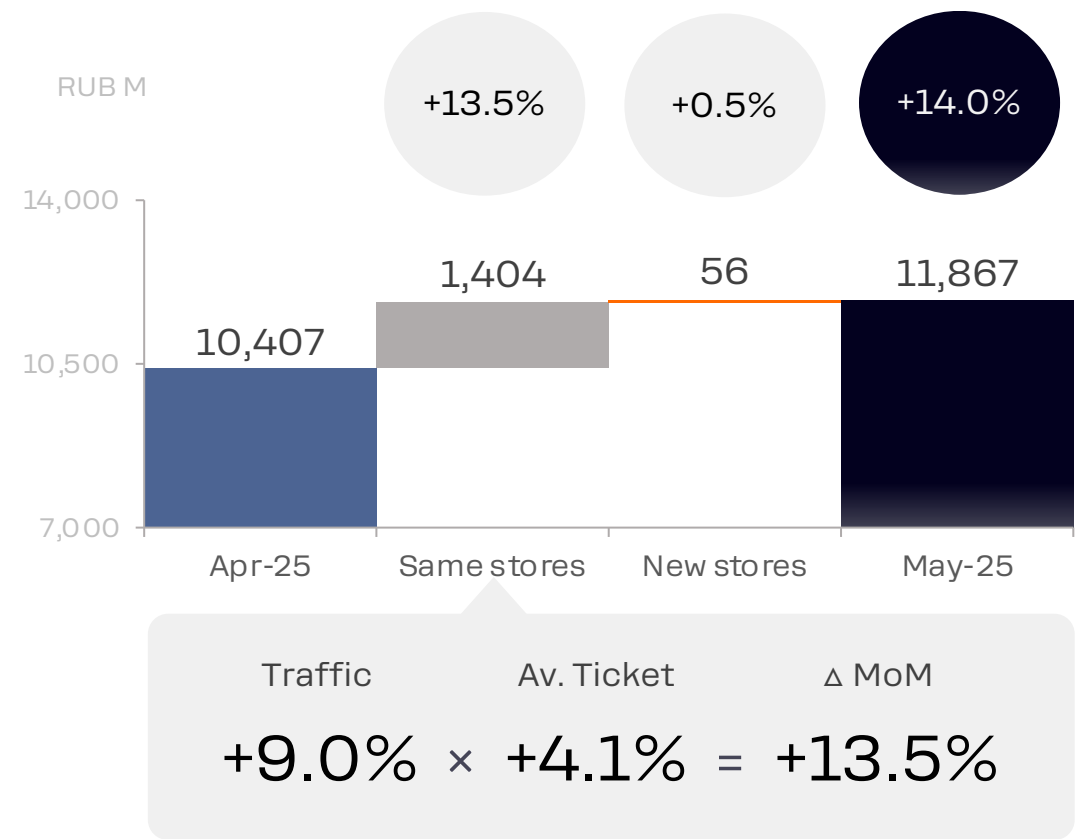
A young man with curly hair, wearing an orange and black Dodo Pizza uniform, is shown from the chest up. He is carrying a large orange delivery bag with a black chicken logo on his back. He is looking upwards and to the right. The background is a Dodo Pizza restaurant with a large sign that reads "ДОДО ПИЦЦА" in Cyrillic. The image has a warm orange tint.

EURASIA

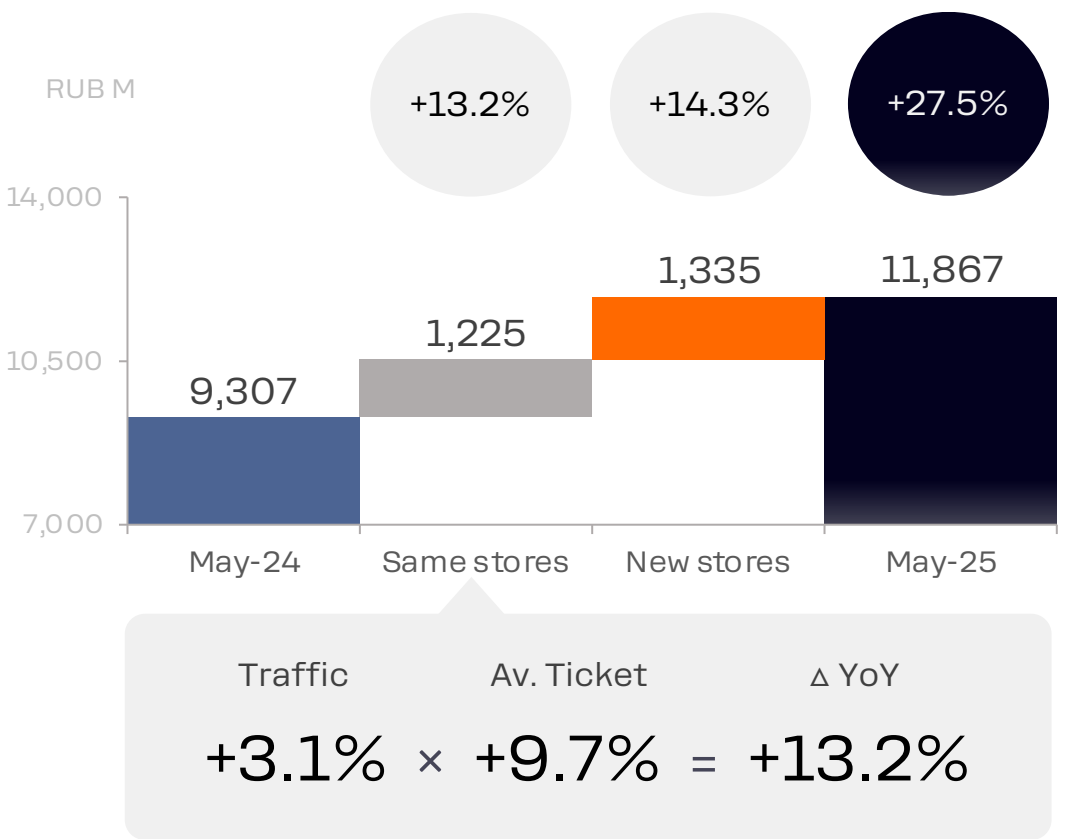
Eurasia: Sales Evolution

May: MoM +14.0%, YoY +27.5%

Month over Month (MoM)



Year over Year (YoY)



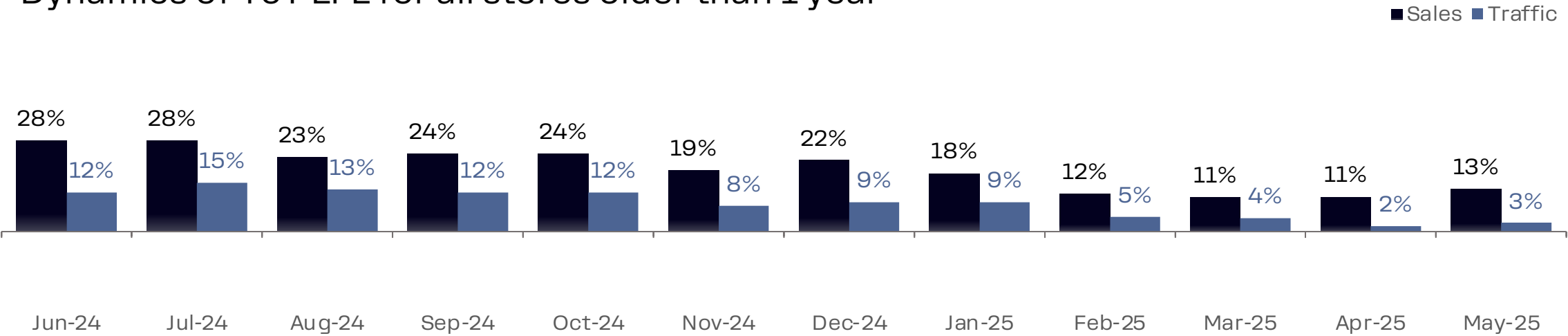
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of May 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	118	9.8%	27.1%	25.6%	3.1%	21.0%	17.6%	6.5%	5.1%	6.9%
2-3 yrs old	108	10.0%	18.3%	15.1%	0.9%	12.5%	5.8%	9.1%	5.2%	8.8%
> 3 yrs old	735	11.8%	11.5%	11.6%	-1.5%	3.3%	0.7%	13.6%	8.0%	10.9%

Dynamics of YoY LFL for all stores older than 1 year



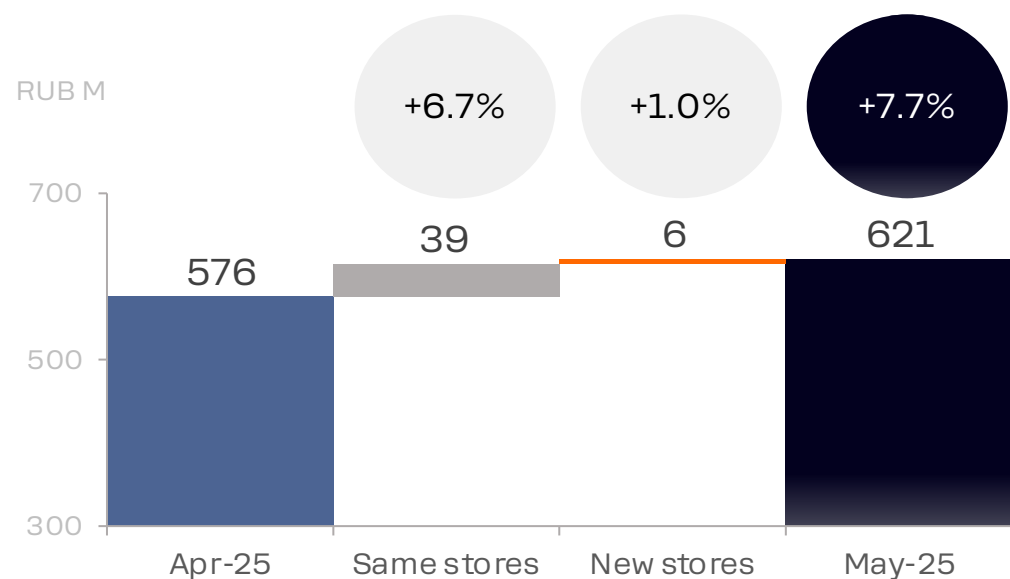
A photograph of two young women sitting at a wooden table outdoors. The woman on the right, wearing a white button-down shirt, is holding a smartphone and looking at it. The woman on the left is seen from the back, also wearing a white shirt. On the table are two open Dodo Pizza boxes, each containing a pizza, and two orange Dodo-branded cups. The background is a rough, textured stone wall. The text 'DODO PIZZA INTERNATIONAL' is overlaid in large white letters on the left side of the image.

DODO PIZZA INTERNATIONAL

DPI: Sales Evolution

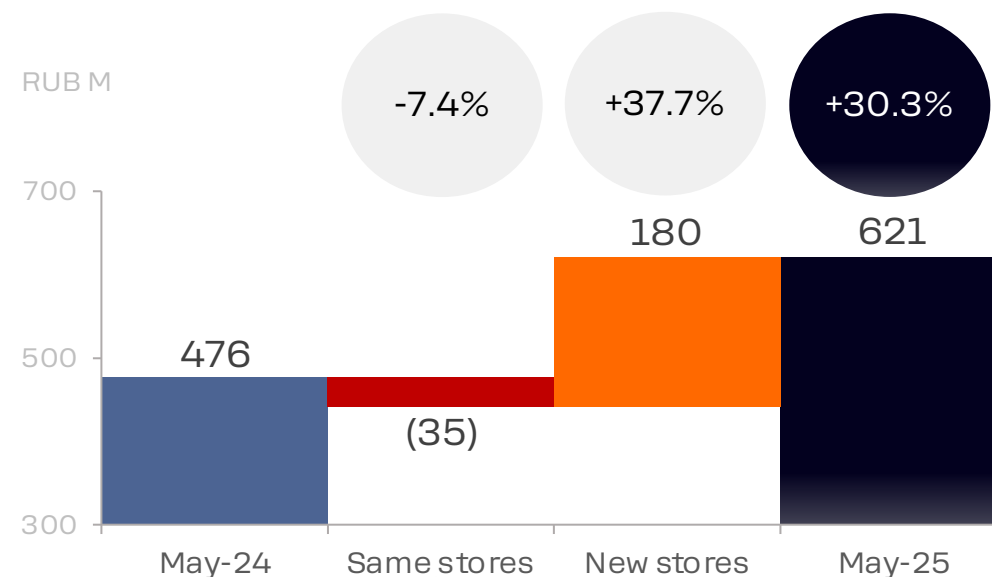
May: MoM +7.7%, YoY +30.3%

Month over Month (MoM)



$$\begin{array}{l} \text{Traffic} \\ +4.6\% \end{array} \times \begin{array}{l} \text{Av. Ticket} \\ +2.0\% \end{array} = \begin{array}{l} \Delta \text{ MoM} \\ +6.7\% \end{array}$$

Year over Year (YoY)



$$\begin{array}{l} \text{Traffic} \\ -2.4\% \end{array} \times \begin{array}{l} \text{Av. Ticket} \\ -5.2\% \end{array} = \begin{array}{l} \Delta \text{ YoY} \\ -7.4\% \end{array}$$

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.

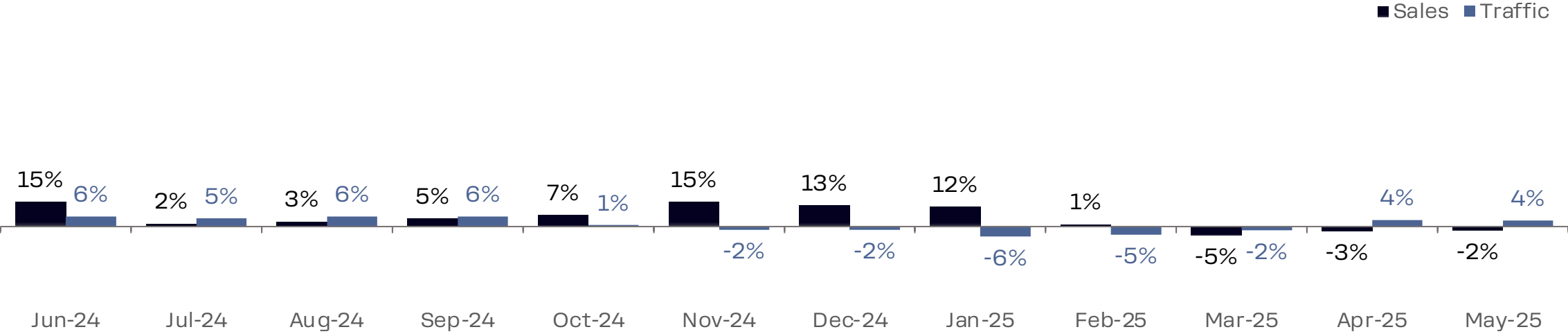
List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Bulgaria, Croatia, Cyprus, Estonia, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria, Vietnam, Indonesia, Mongolia, Qatar, UAE.

DPI: Like for Like Sales and Traffic

YoY LFL – Detailed Review of May 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	32	-10.3%	2.8%	-2.8%	2.8%	5.8%	4.6%	-12.8%	-2.9%	-7.0%
2-3 yrs old	10	-9.7%	-10.6%	-10.2%	2.8%	1.3%	2.2%	-12.2%	-11.7%	-12.1%
> 3 yrs old	38	-4.7%	1.9%	-0.7%	5.0%	1.3%	3.5%	-9.2%	0.6%	-4.0%

Dynamics of YoY LFL for all stores older than 1 year



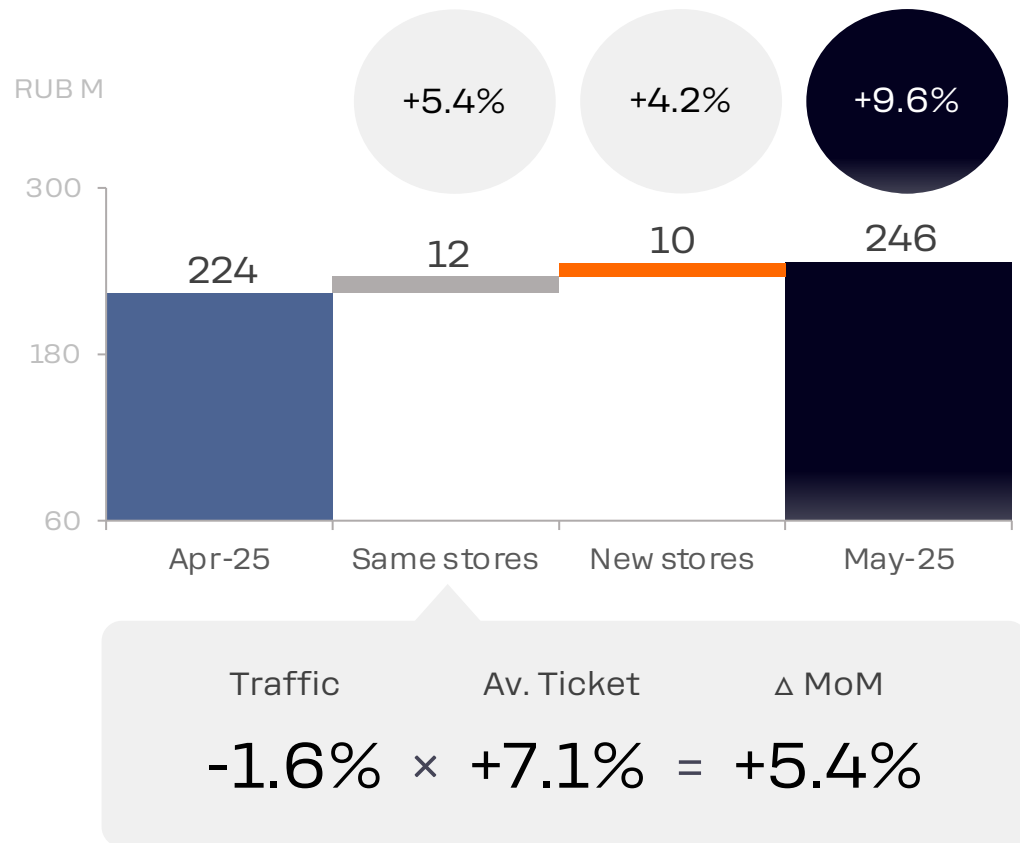


DRINKIT

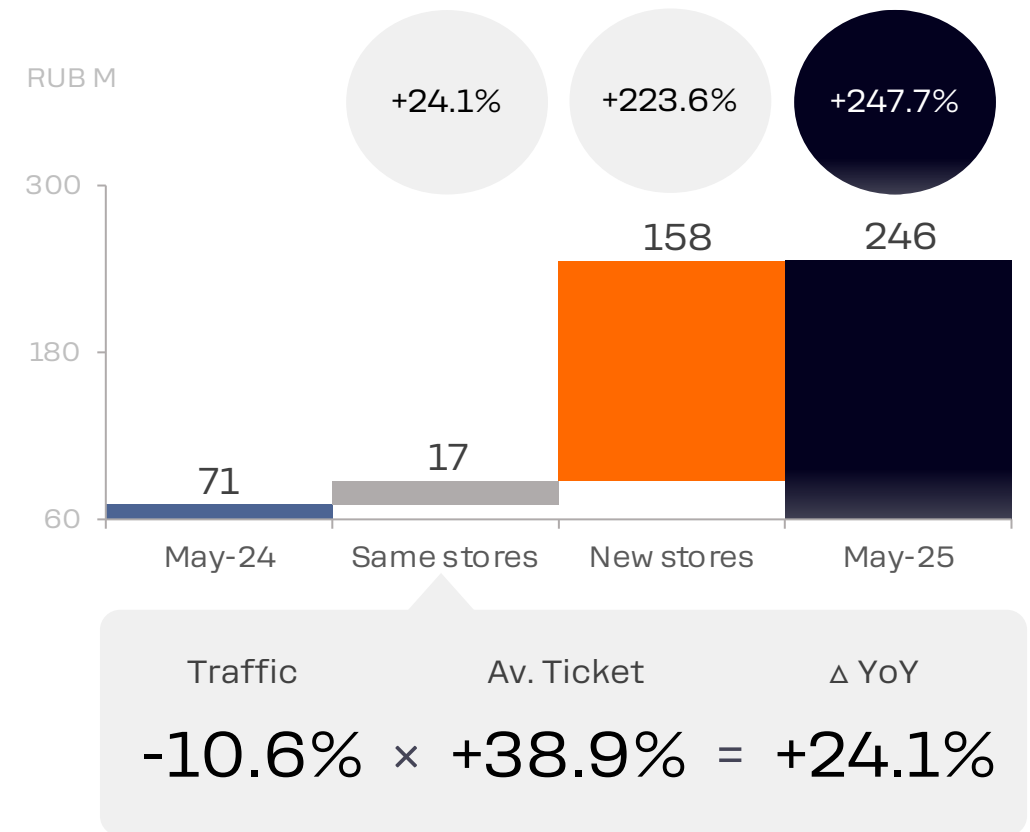
DRINKIT: Sales Evolution

May: MoM +9.6%, YoY +247.7%

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, UAE.

DRINKIT: Like for Like Sales and Traffic

YoY LFL – Detailed Review of May 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	11	-22.6%	76.1%	36.3%	2	34.7%	-7.3%	24.8%	5	23.1%	2.8%	26.6%
2-3 yrs old	7	-5.8%	44.0%	35.6%	1	29.6%	-0.8%	28.6%	1	-30.4%	-8.3%	-36.2%
> 3 yrs old	4	-2.8%	41.9%	37.8%								

Dynamics of YoY LFL for all stores older than 1 year

