

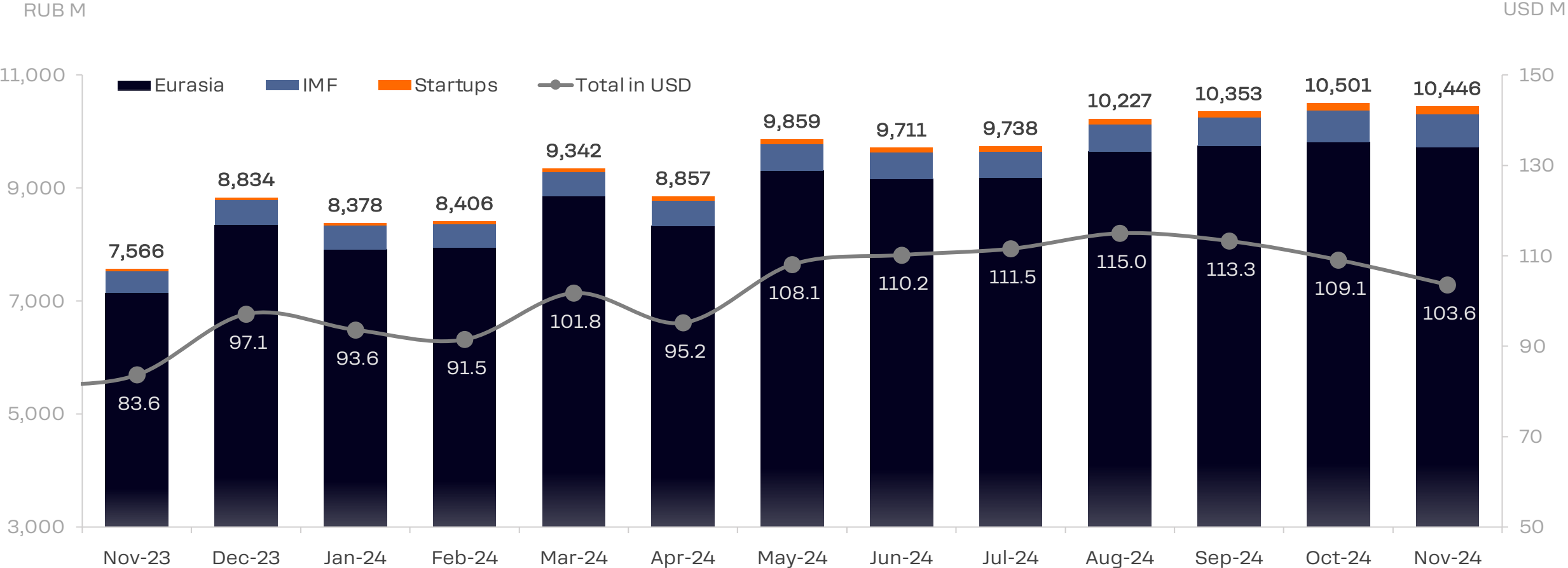
**DODO
BRANDS**

**MONTHLY
TRADING
UPDATE**

**NOVEMBER
2024**

System Sales

November: 10,446M RUB / 103.6M USD



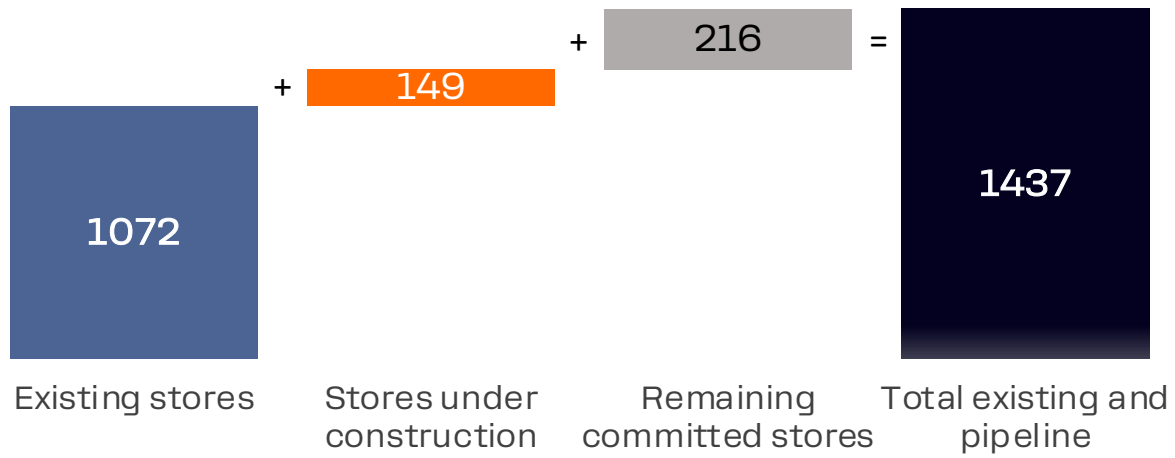
Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](#). Link: [sales and traffic of each store since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

Chain Growth Pipeline

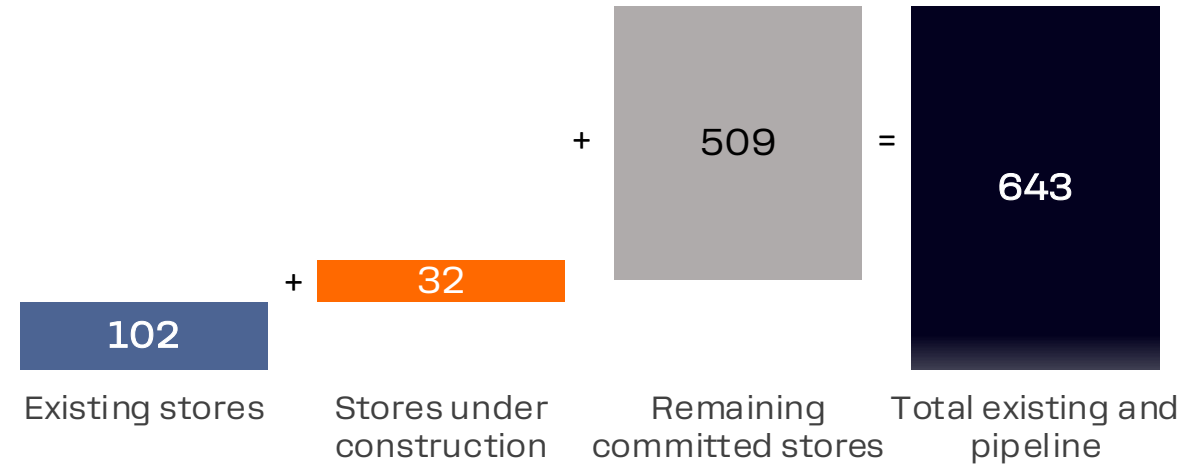


Note: as of 30 November 2024

EURASIA



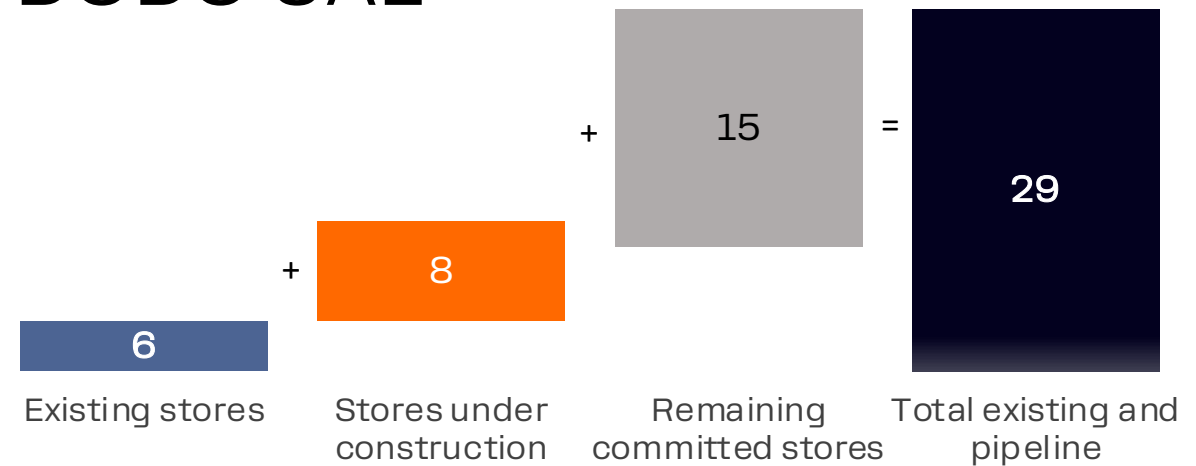
IMF



DRINKIT

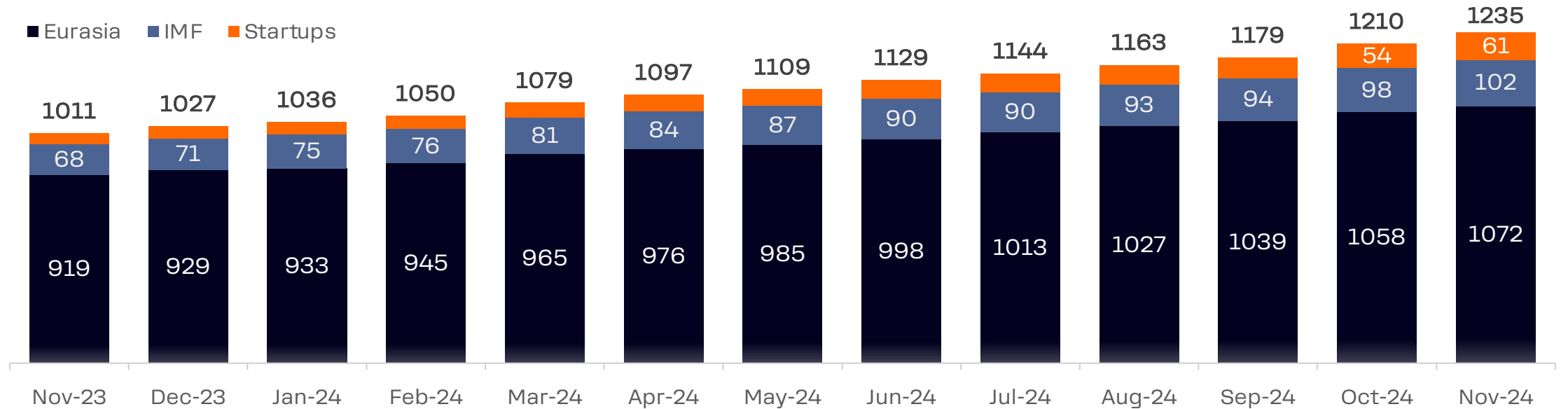


DODO UAE



Store Count

November: 25 new stores, 1235 total



New stores

RUSSIA:

- Balashov-1
- Fryazino-2
- Khabarovsk-6
- Kolomna-2
- Krasnodar-18
- Moscow 0-30
- Nizhny Novgorod-6
- Novoselye-1
- Odintsovo-2
- Orehovo-Zuevo-3
- Rybinsk-2
- Vidnoe-2
- Drinkit Moscow 0-18
- Drinkit Moscow 1-4

- Drinkit Moscow 4-3
- Drinkit Moscow 10-1
- Drinkit Moscow 13-1
- Drinkit Moscow 15-1
- Drinkit Moscow 17-1

KAZAKHSTAN:

- Almaty-19
- Taldykorgan-2

TAJIKISTAN:

- Dushanbe-6

KYRGYZSTAN:

- Bishkek-9

INDONESIA:

- Bali-1

TURKIYE:

- Izmir-10

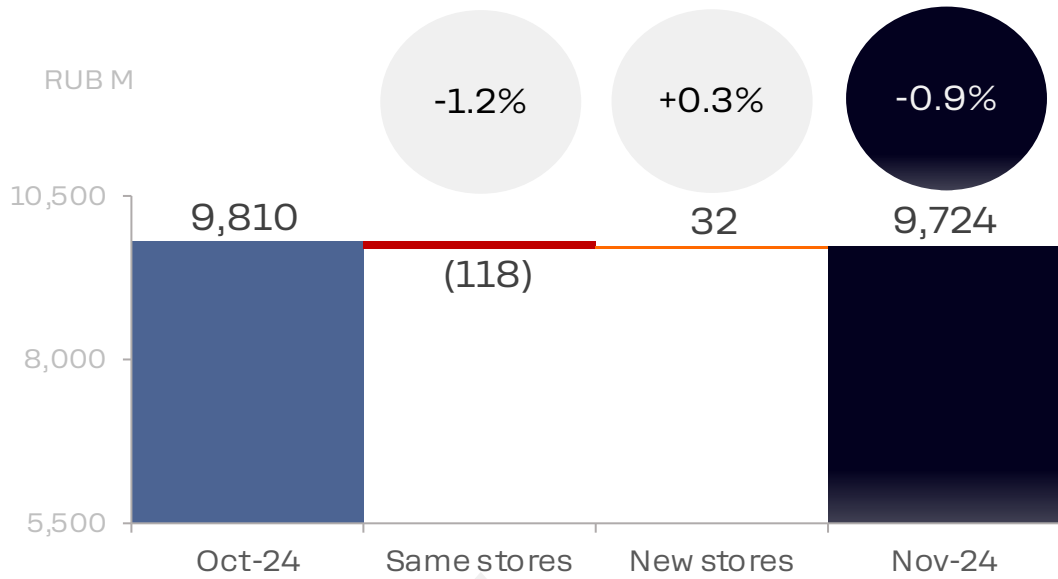


EURASIA

Eurasia: Sales Evolution

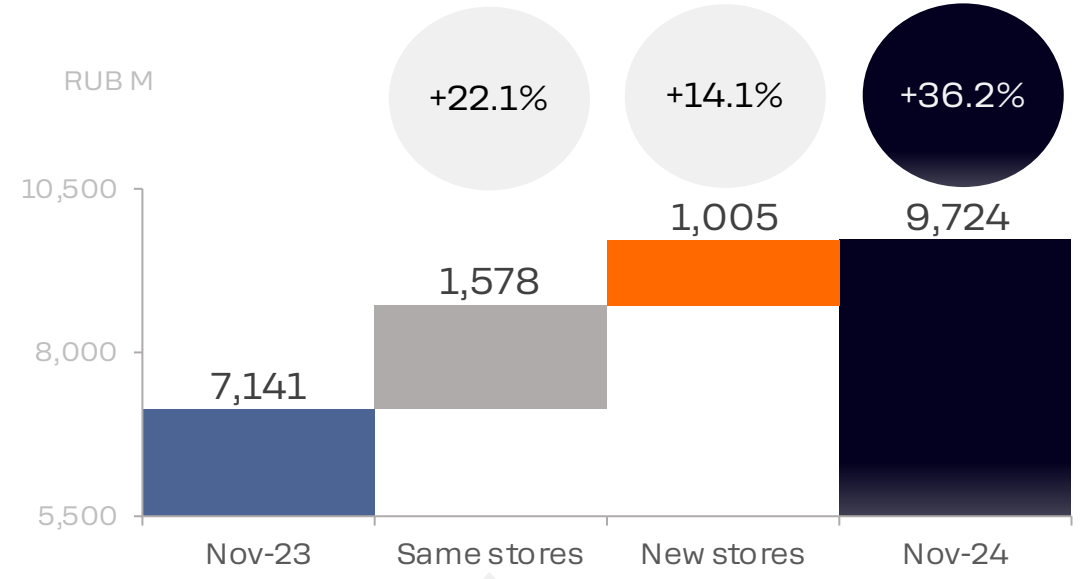
November: MoM -0.9%, YoY +36.2%

Month over Month (MoM)



Traffic Δ MoM: -4.7%
 Av. Ticket: $+3.7\%$
 $-4.7\% \times +3.7\% = -1.2\%$

Year over Year (YoY)



Traffic Δ YoY: $+8.7\%$
 Av. Ticket: $+12.3\%$
 $+8.7\% \times +12.3\% = +22.1\%$

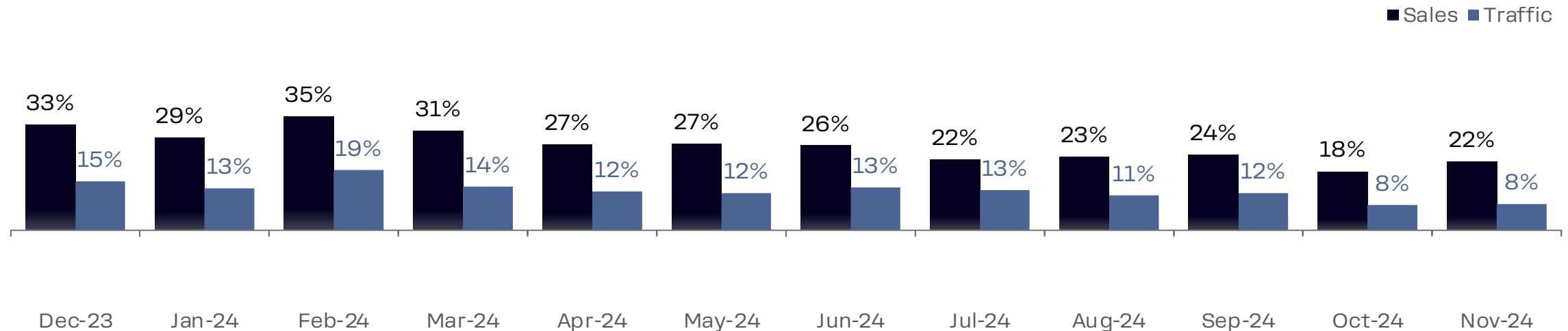
Note: gross sales including VAT where applicable. Traffic stands for order count.
 List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of November 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	109	26.1%	46.8%	39.0%	16.8%	31.2%	23.3%	7.9%	11.9%	12.8%
2-3 yrs old	109	15.4%	30.5%	24.8%	3.9%	15.3%	8.9%	11.1%	13.2%	14.6%
> 3 yrs old	687	16.5%	20.2%	19.0%	5.5%	6.8%	6.2%	10.4%	12.6%	12.1%

Dynamics of YoY LFL for all stores older than 1 year



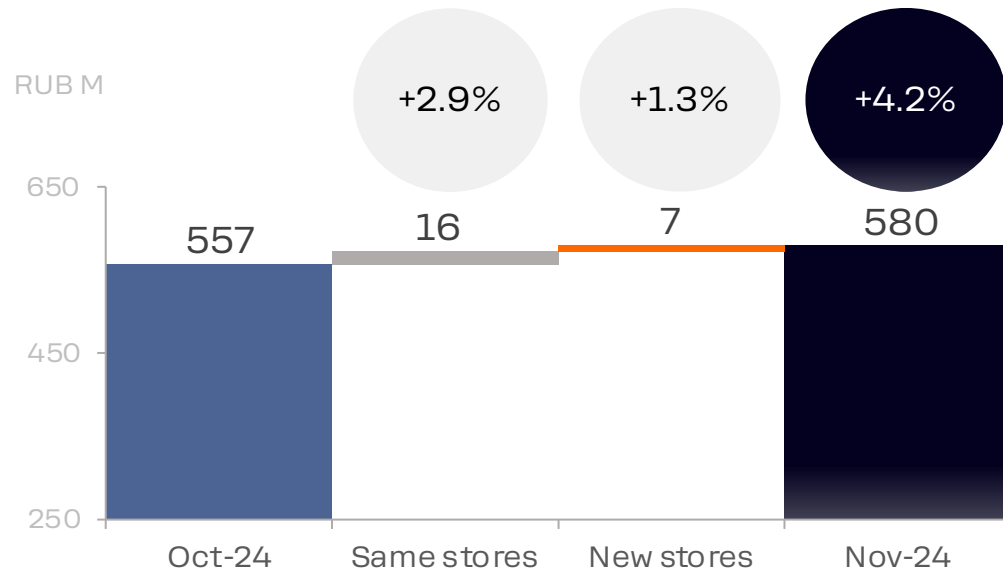
A photograph of two women sitting at a wooden table in an outdoor setting, likely a Dodo Pizza restaurant. The woman on the right, wearing a white button-down shirt, is holding a smartphone and looking at it. The woman on the left is seen from the back, also wearing a white shirt. On the table are two open Dodo Pizza boxes, each containing a pizza, and two orange and white Dodo Pizza cups. The background is a rough, textured stone wall. The text 'INTERNATIONAL MASTER FRANCHISING' is overlaid in large white letters across the center of the image.

INTERNATIONAL MASTER FRANCHISING

IMF: Sales Evolution

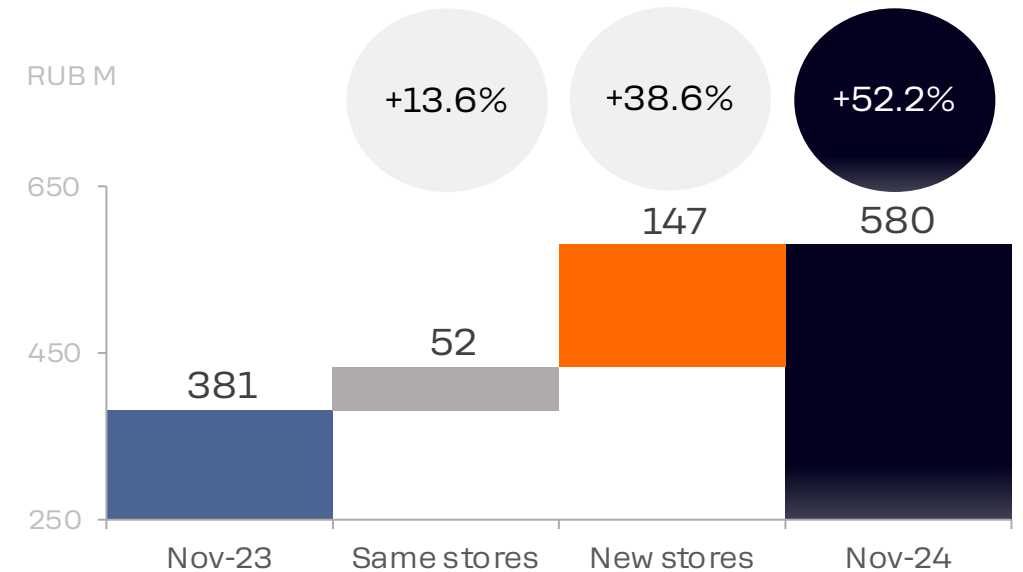
November: MoM +4.2%, YoY +52.2%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-1.1%	+4.1%	= +2.9%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
-1.5%	+15.4%	= +13.6%

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).

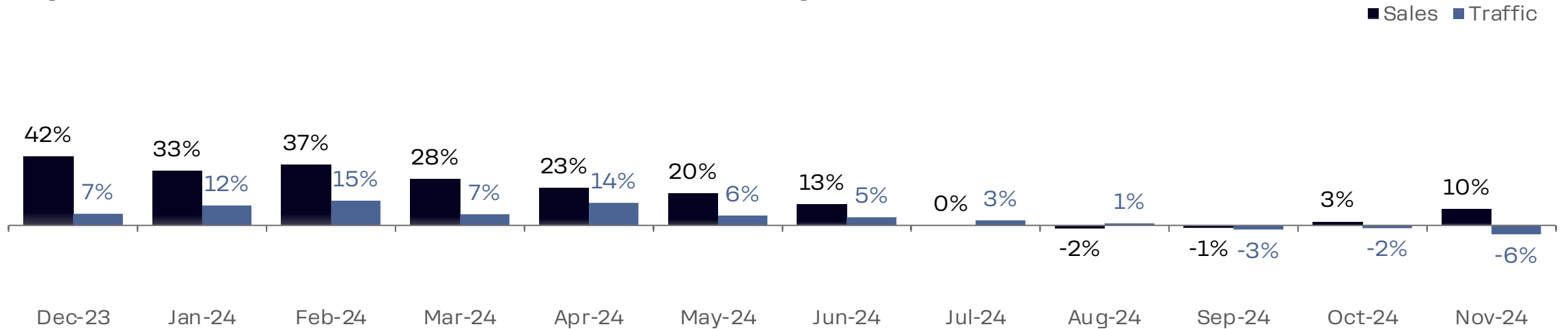
List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Bulgaria, Croatia, Cyprus, Estonia, Germany, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria, Vietnam, Indonesia.

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of November 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	17	35.6%	-6.7%	16.3%	1.4%	5.9%	2.6%	33.6%	-11.9%	13.4%
2-3 yrs old	8	14.4%	-8.7%	3.0%	0.3%	-11.5%	-3.8%	14.0%	3.1%	7.1%
> 3 yrs old	35	16.1%	4.9%	9.5%	-7.6%	-9.2%	-8.2%	25.7%	15.6%	19.3%

Dynamics of YoY LFL for all stores older than 1 year



STARTUPS

карак шайы

жиі кездесіп тұруымызға себеп ★

күнделікті жұмыс күні үшін қызықты сәлемдесу құралы болып табылады. Мәзірі: минерал, 5, 7 және 10% майлы.

800 T



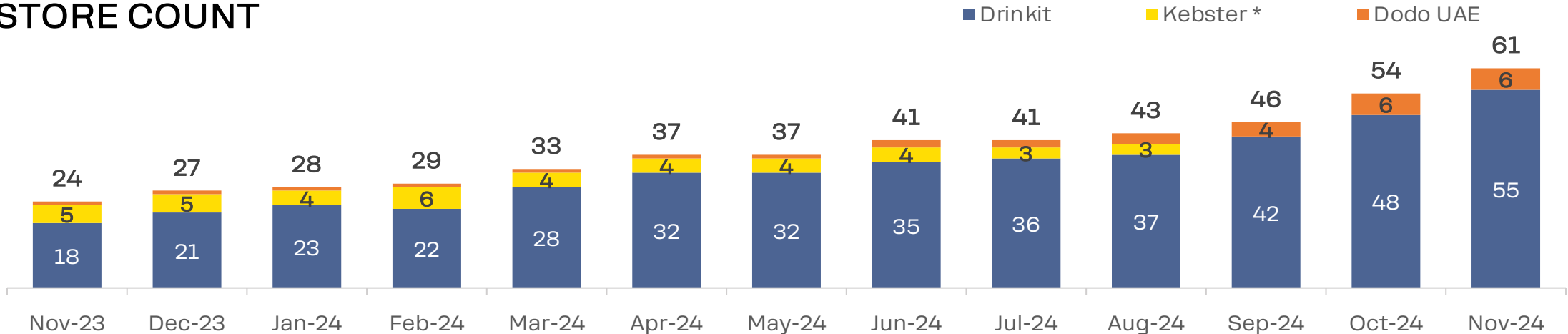
Сырная пенка 400 T

Отқандық меню

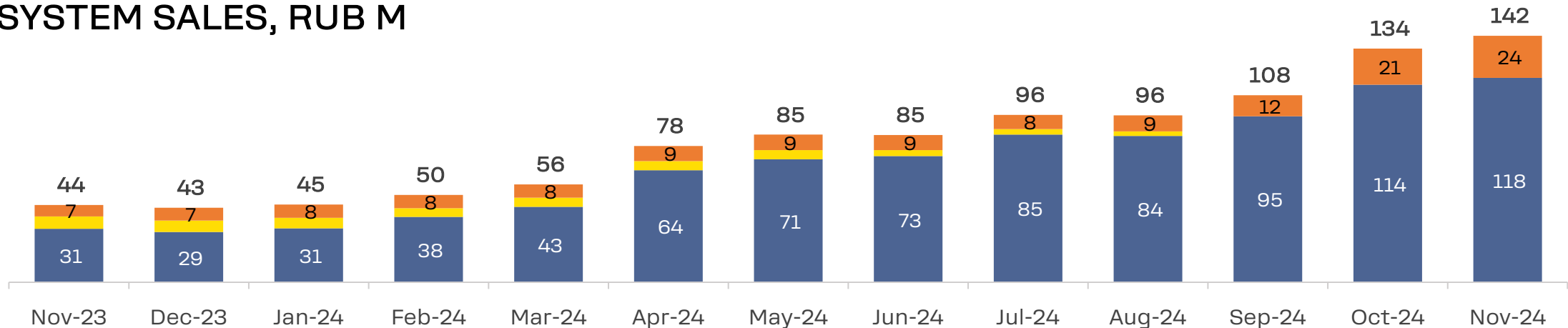


Startups: store count and sales

STORE COUNT



SYSTEM SALES, RUB M



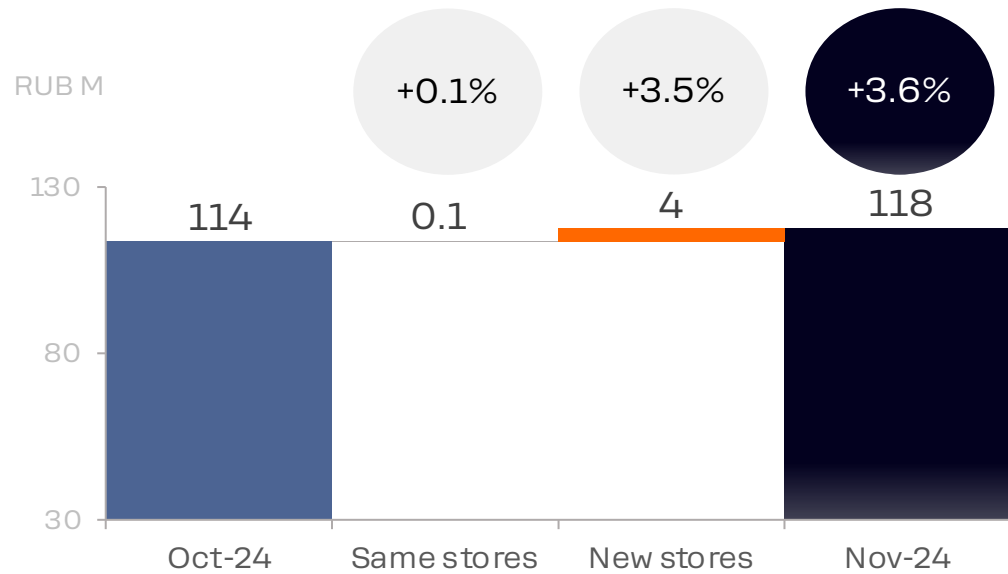
Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).

* Kebster includes Doner 42.

DRINKIT: Sales Evolution

November: MoM +3.6%, YoY +281.6%

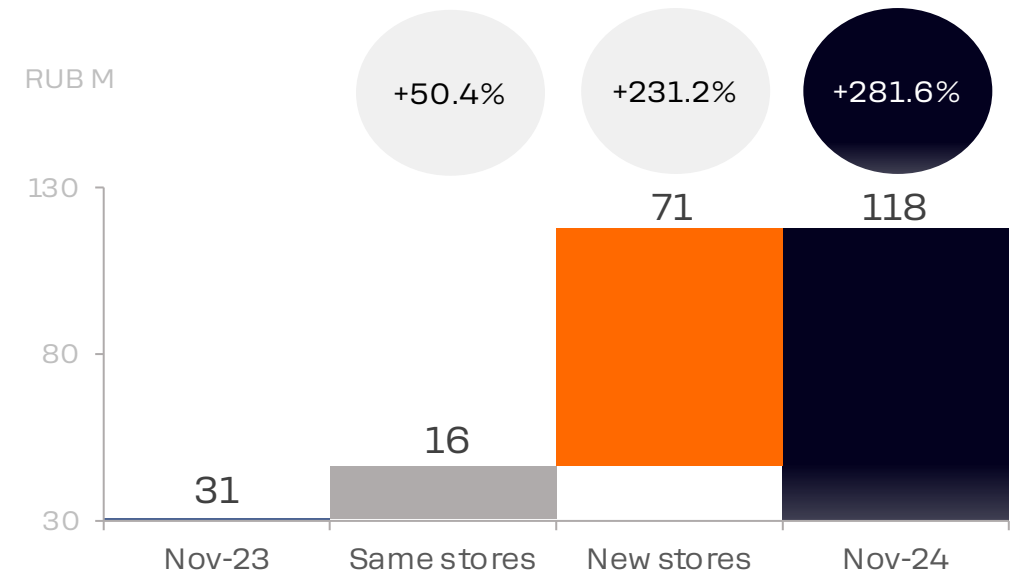
Month over Month (MoM)



$$\text{Traffic} \times \text{Av. Ticket} = \Delta \text{ MoM}$$

$$-6.1\% \times +6.6\% = +0.1\%$$

Year over Year (YoY)



$$\text{Traffic} \times \text{Av. Ticket} = \Delta \text{ YoY}$$

$$+26.8\% \times +18.6\% = +50.4\%$$

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 November 2024

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	6	29.4%	19.7%	54.1%	1	62.1%	9.7%	77.8%	1	17.3%	9.6%	28.6%
2-3 yrs old	4	42.6%	19.0%	69.7%								
> 3 yrs old	3	-11.0%	14.7%	2.1%								

Dynamics of YoY LFL for all stores older than 1 year

