

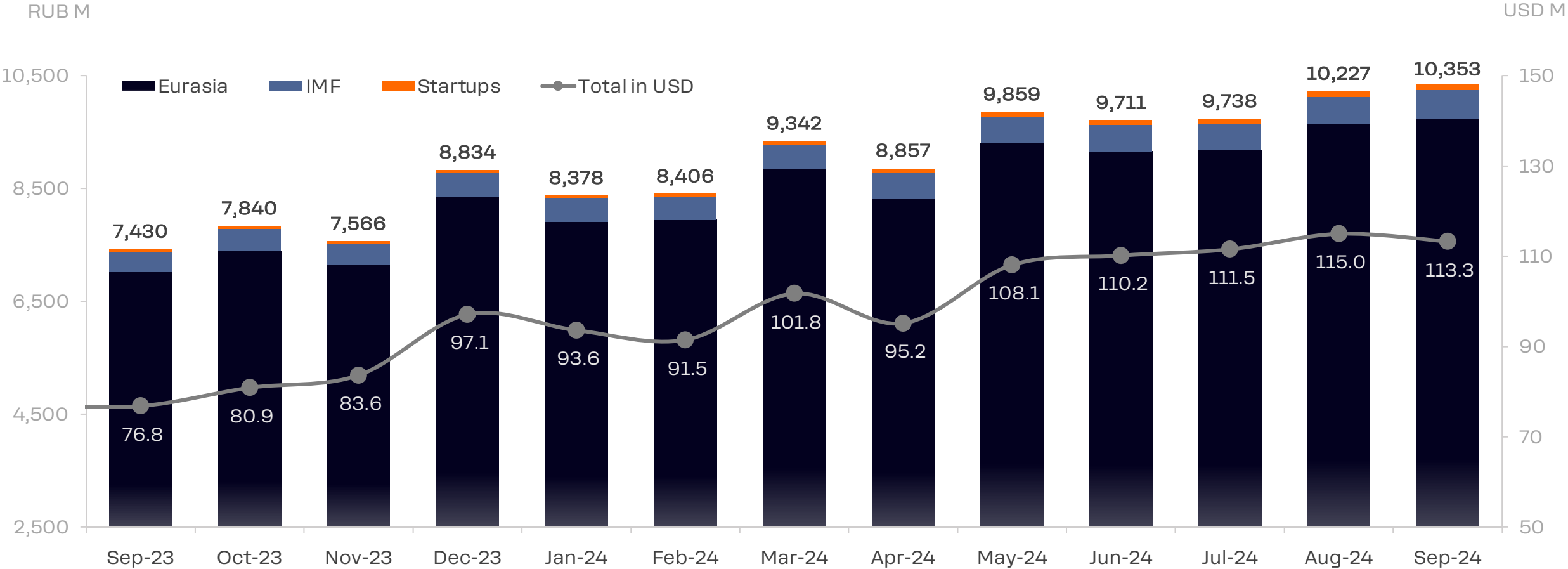
**DODO
BRANDS**

MONTHLY TRADING UPDATE

**SEPTEMBER
2024**

System Sales

September: 10,353M RUB / 113.3M USD



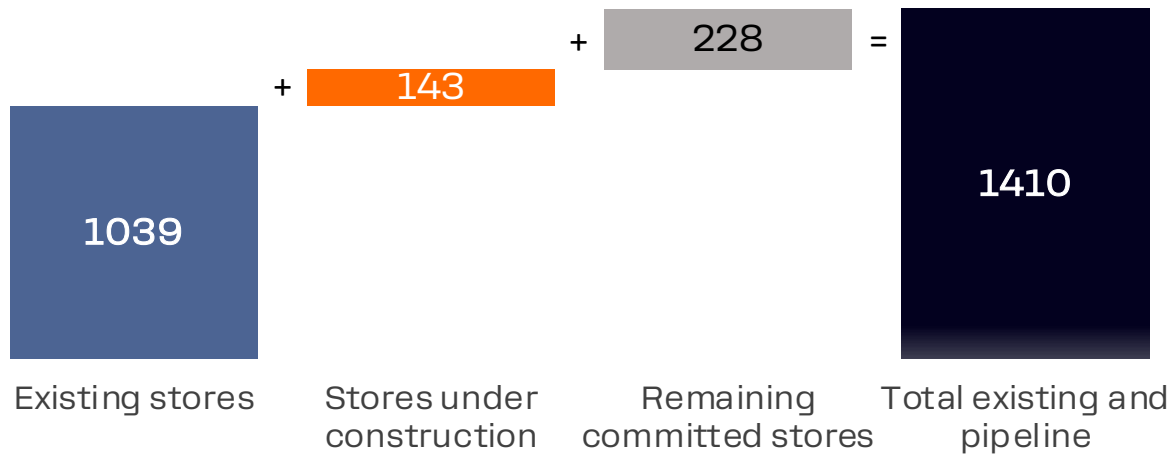
Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](#). Link: [sales and traffic of each store since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

Chain Growth Pipeline

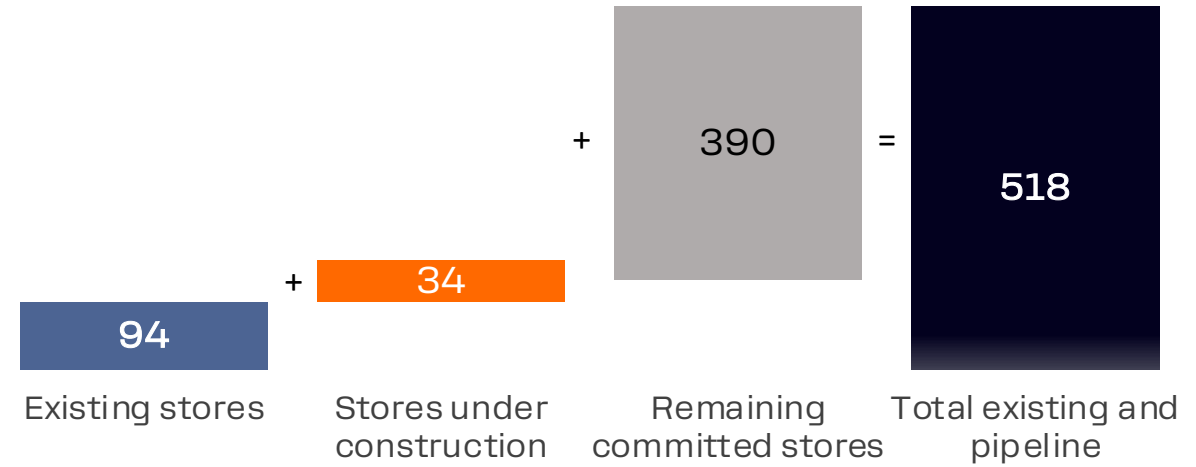


Note: as of 30 September 2024

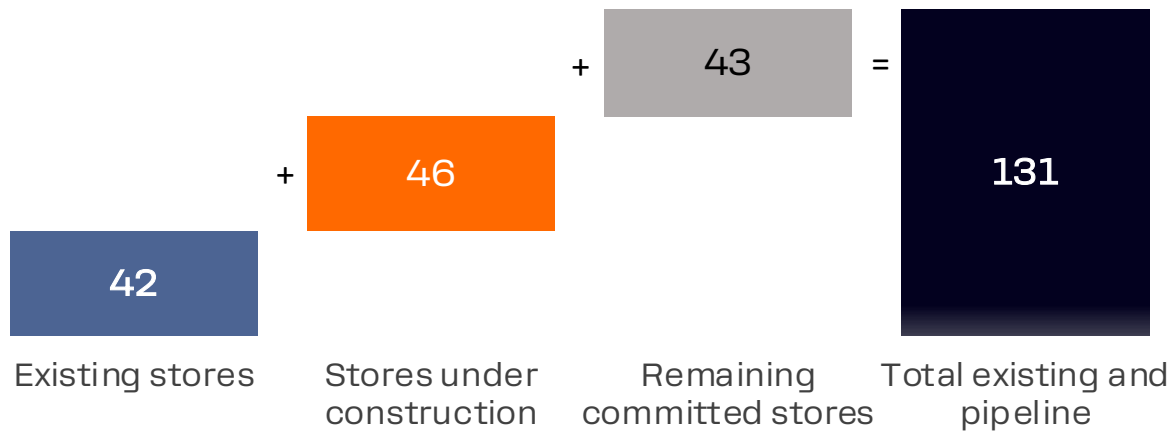
EURASIA



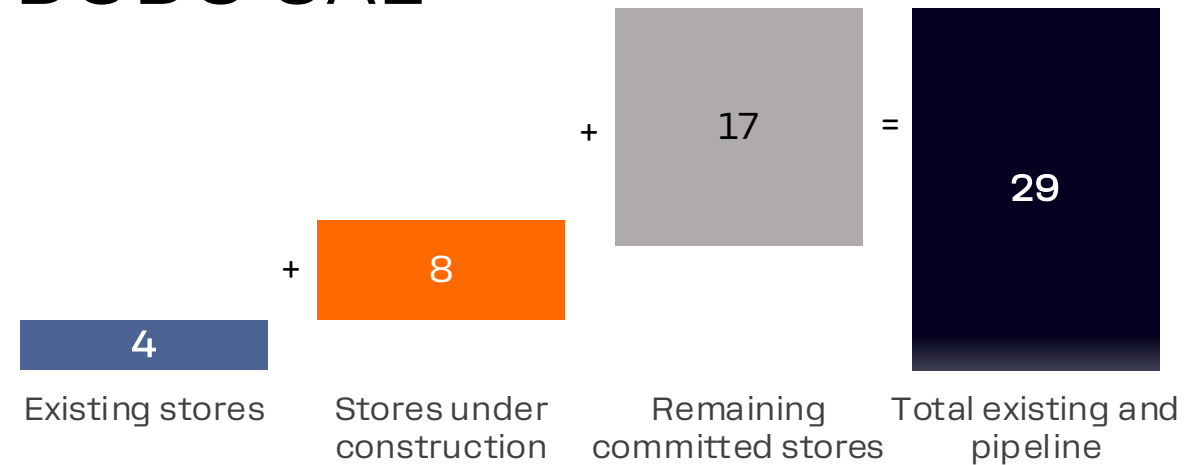
IMF



DRINKIT

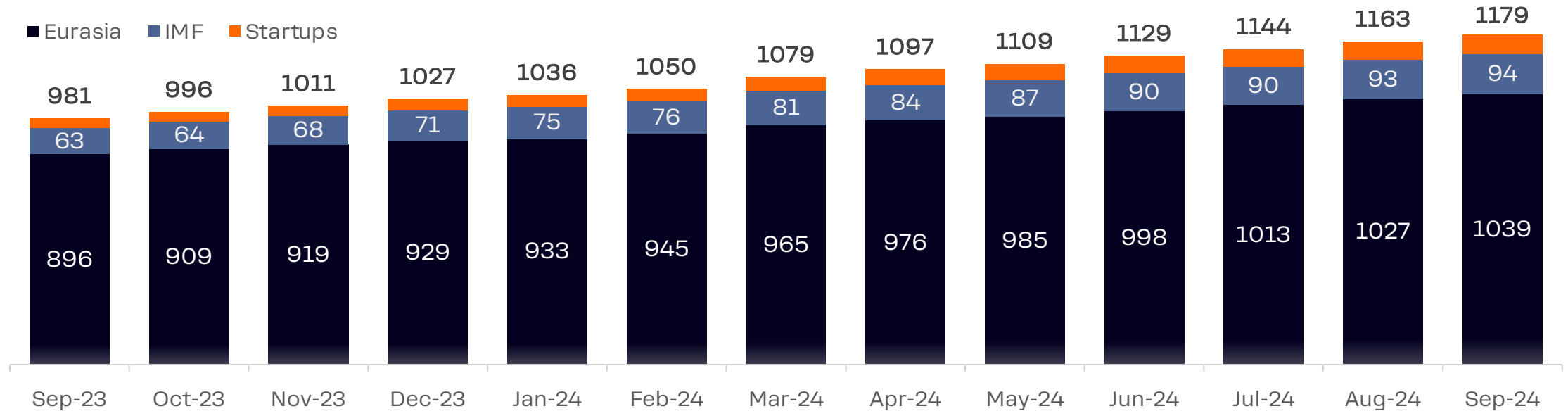


DODO UAE



Store Count

September: 21 new stores, 5 stores closed, 1179 total



New stores

RUSSIA:

Chernogolovka-1
 Elizovo-1
 Enem-1
 Kamensk-Uralsky-2
 Lyudinovo-1
 Novodvinsk-1
 Petropavlovsk-Kamchatsky-2
 Perm-7

Saint Petersburg 11-3
 Stavropol-4
 Tyumen-8
 Drinkit Moscow 1-5
 Drinkit Moscow 16-1
 Drinkit Moscow 0-21.4
 Drinkit Moscow 0-21.8
 Drinkit Rostov-on-Don-1

KAZAKHSTAN:

Almaty-22

BELARUS:

Pinsk-1

BULGARIA:

Stara Zagora-1

KYRGYZSTAN:

Bishkek-11

UAE:

Dubai 3-2

Closed stores

RUSSIA:

Moscow 0-13
 Doner Moscow 0-2
 Doner Moscow 0-3
 Doner Moscow 1-1

LITHUANIA:

Vilnius-4

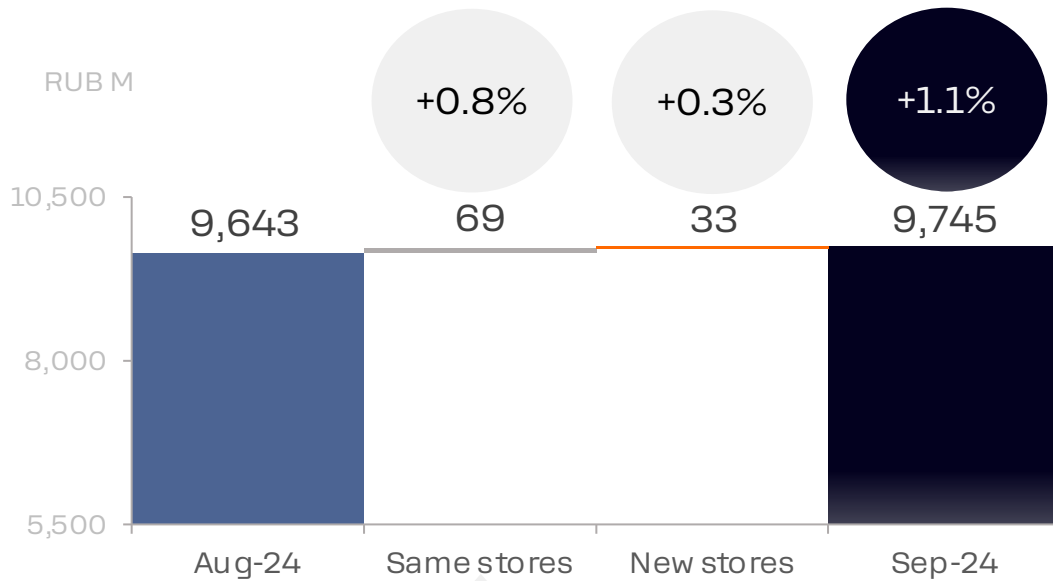
A young man with curly hair, wearing an orange and black Dodo Pizza uniform, is shown from the chest up. He is carrying a large orange delivery bag with a black chicken logo on his back. He is looking upwards and to the right. The background is a Dodo Pizza restaurant with a sign that reads "ДОДО ПИЦЦА"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

EURASIA

Eurasia: Sales Evolution

September: MoM +1.1%, YoY +38.7%

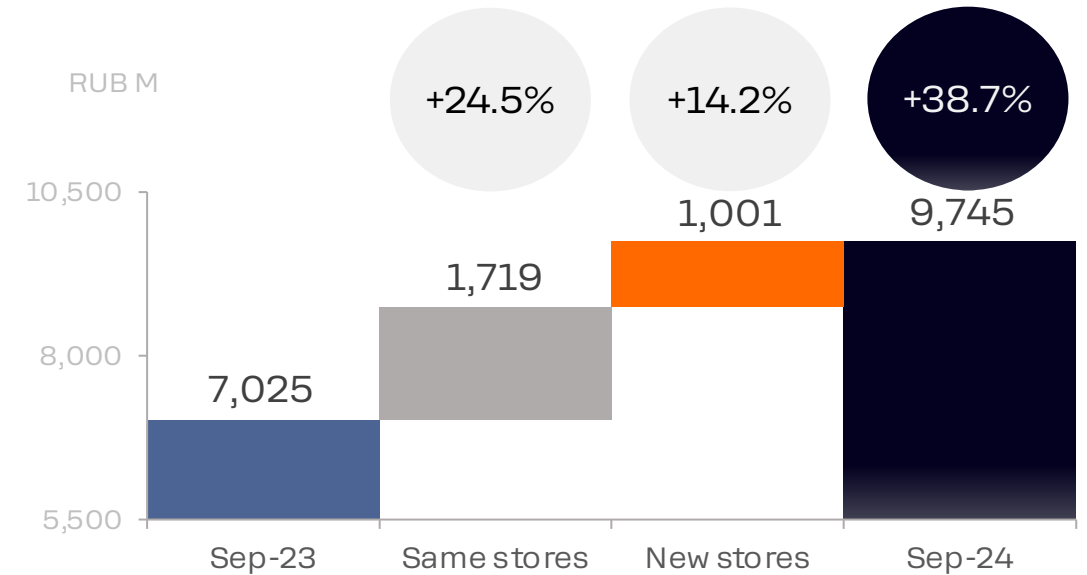
Month over Month (MoM)



Traffic Av. Ticket Δ MoM

$$-0.1\% \times +0.9\% = +0.8\%$$

Year over Year (YoY)



Traffic Av. Ticket Δ YoY

$$+12.5\% \times +10.7\% = +24.5\%$$

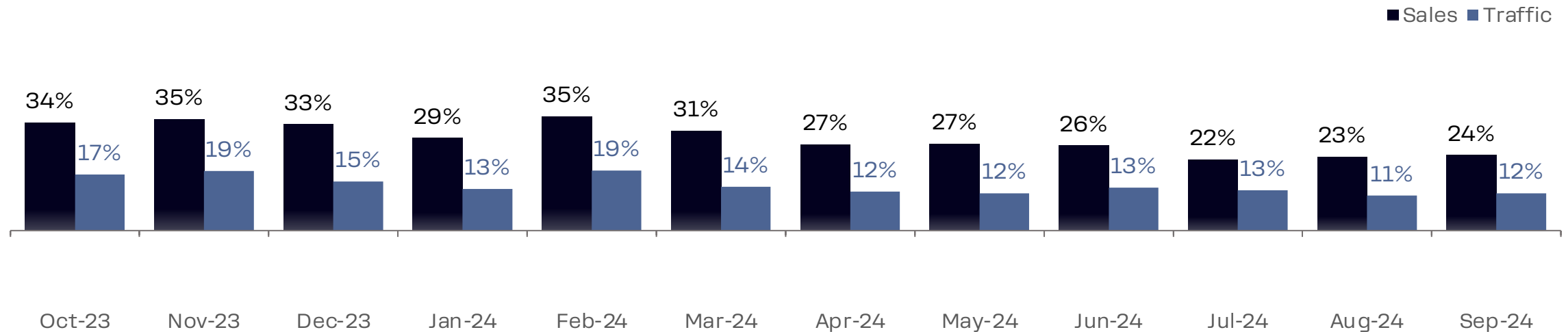
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of September 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	112	27.3%	41.4%	35.2%	20.3%	30.0%	24.1%	5.9%	8.8%	8.9%
2-3 yrs old	95	23.8%	28.5%	26.6%	10.4%	15.0%	12.3%	12.1%	11.7%	12.7%
> 3 yrs old	673	25.4%	19.5%	21.7%	12.2%	7.1%	9.9%	11.7%	11.5%	10.6%

Dynamics of YoY LFL for all stores older than 1 year



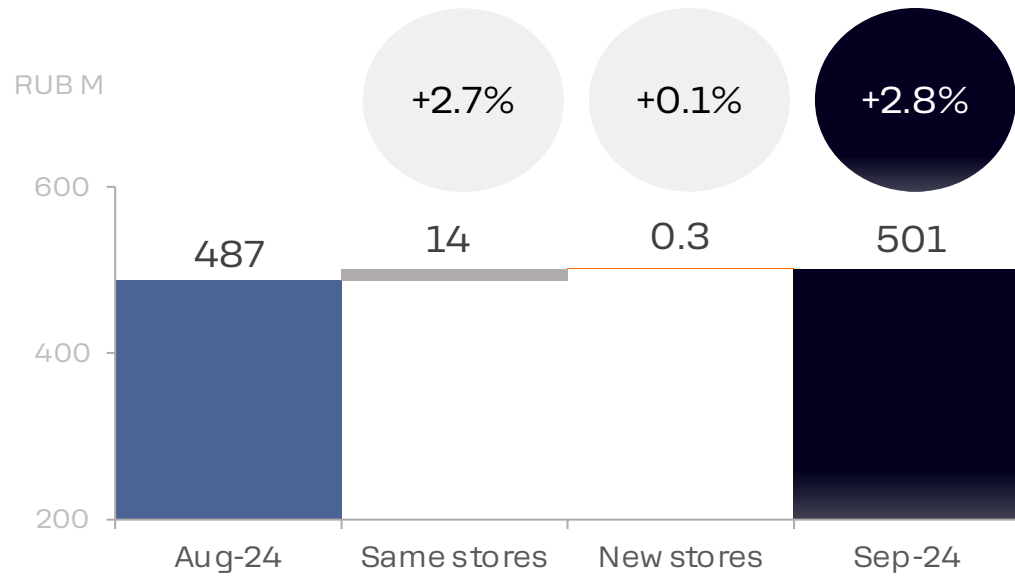
A photograph of two women sitting at a wooden table in an outdoor setting, likely a Dodo Pizza restaurant. The woman on the right is wearing a white button-down shirt and is holding a smartphone, showing something on the screen to the woman on the left. On the table are two open pizza boxes with the Dodo Pizza logo, two orange and white paper cups, and a pizza cutter. The background is a textured stone wall. The text 'INTERNATIONAL MASTER FRANCHISING' is overlaid in large white letters on the left side of the image.

INTERNATIONAL MASTER FRANCHISING

IMF: Sales Evolution

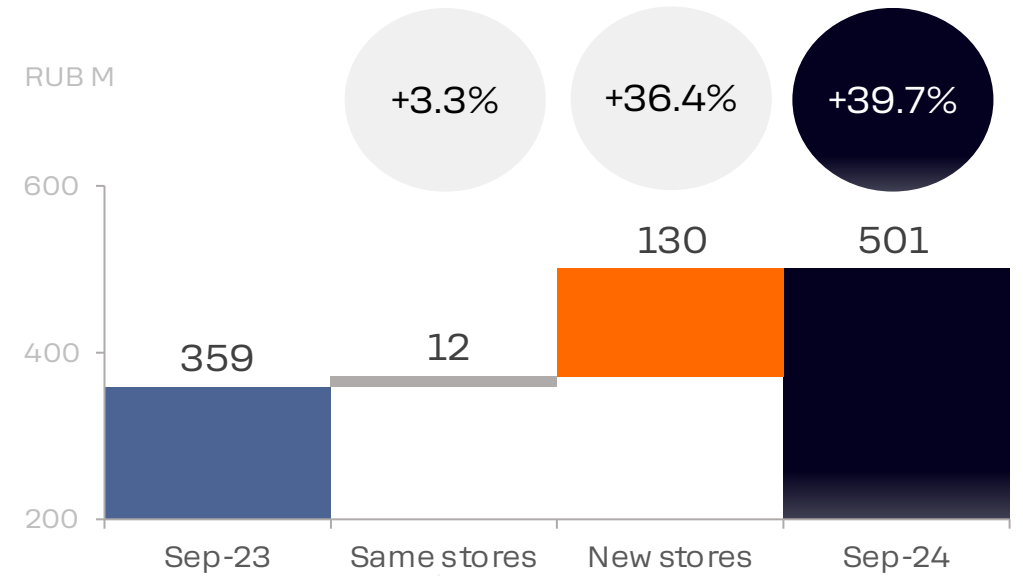
September: MoM +2.8%, YoY +39.7%

Month over Month (MoM)



Traffic Δ MoM: +3.1%
 Av. Ticket: -0.3%
 $+3.1\% \times -0.3\% = +2.7\%$

Year over Year (YoY)



Traffic Δ YoY: +6.1%
 Av. Ticket: +1.5%
 $+6.1\% \times +1.5\% = +3.3\%$

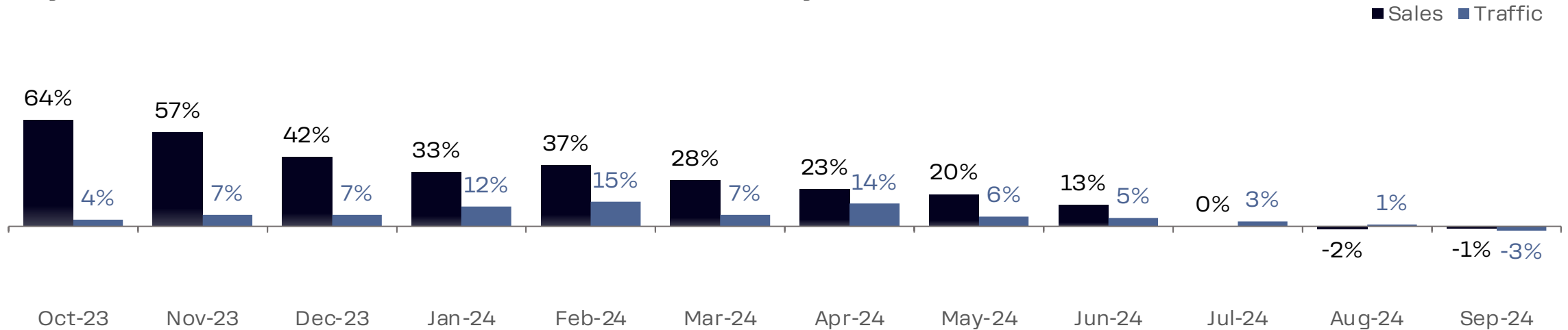
Note: gross sales including VAT where applicable. Traffic stands for order count.
 Converted into RUB from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).
 List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan,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

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of September 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	14	5.6%	14.6%	8.7%	12.9%	22.2%	15.3%	-6.4%	-6.2%	-5.7%
2-3 yrs old	10	-9.0%	-9.1%	-9.1%	-3.9%	1.3%	-2.4%	-5.3%	-10.3%	-6.9%
> 3 yrs old	31	-7.2%	3.8%	-1.5%	-9.4%	1.4%	-5.9%	2.3%	2.3%	4.7%

Dynamics of YoY LFL for all stores older than 1 year



STARTUPS

карак шайы

жиі кездесіп тұруымызға себеп ★

күнделікті жұмыс күніне қажетті сәттілік әкелетіндігімен. Сыртық мейізге минут 5, 7 және 10% жеңілдік

800 T



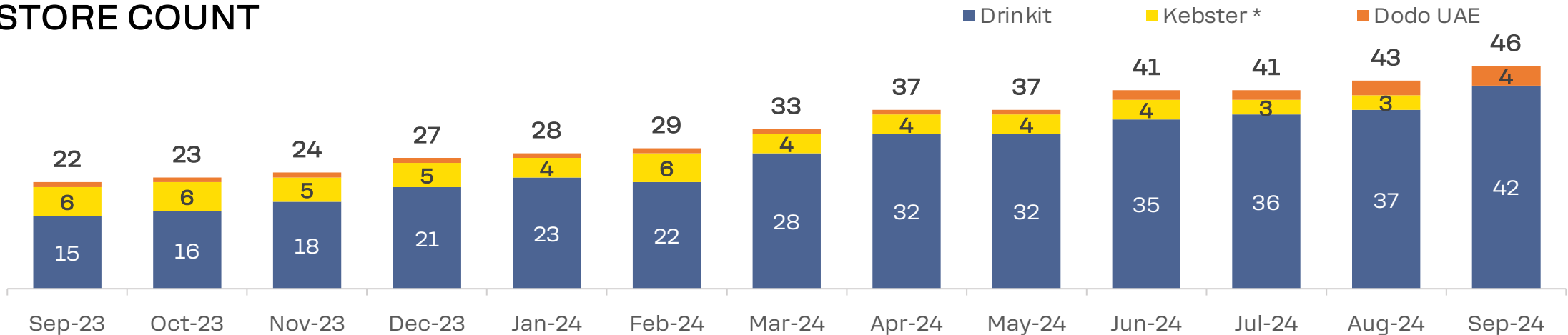
Сырная пенка 400 T

Открыто меню

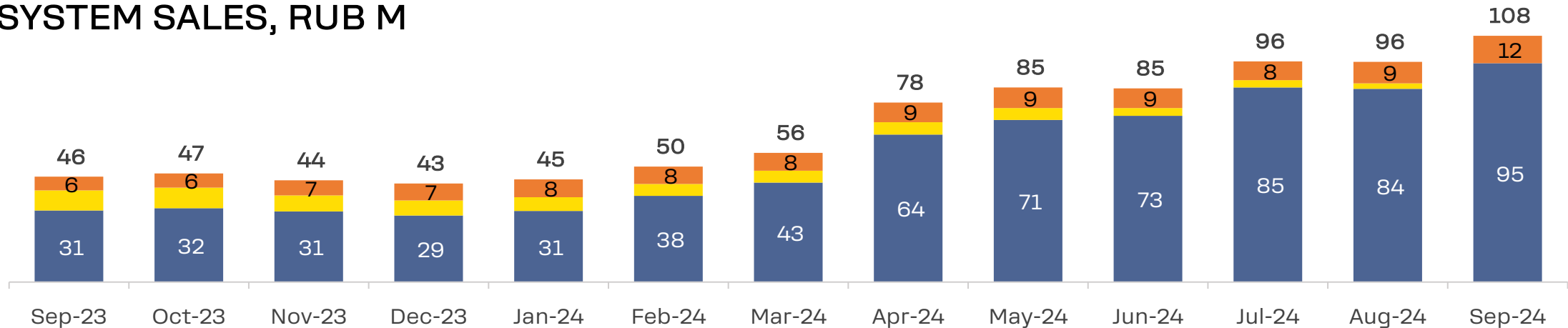


Startups: store count and sales

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.