

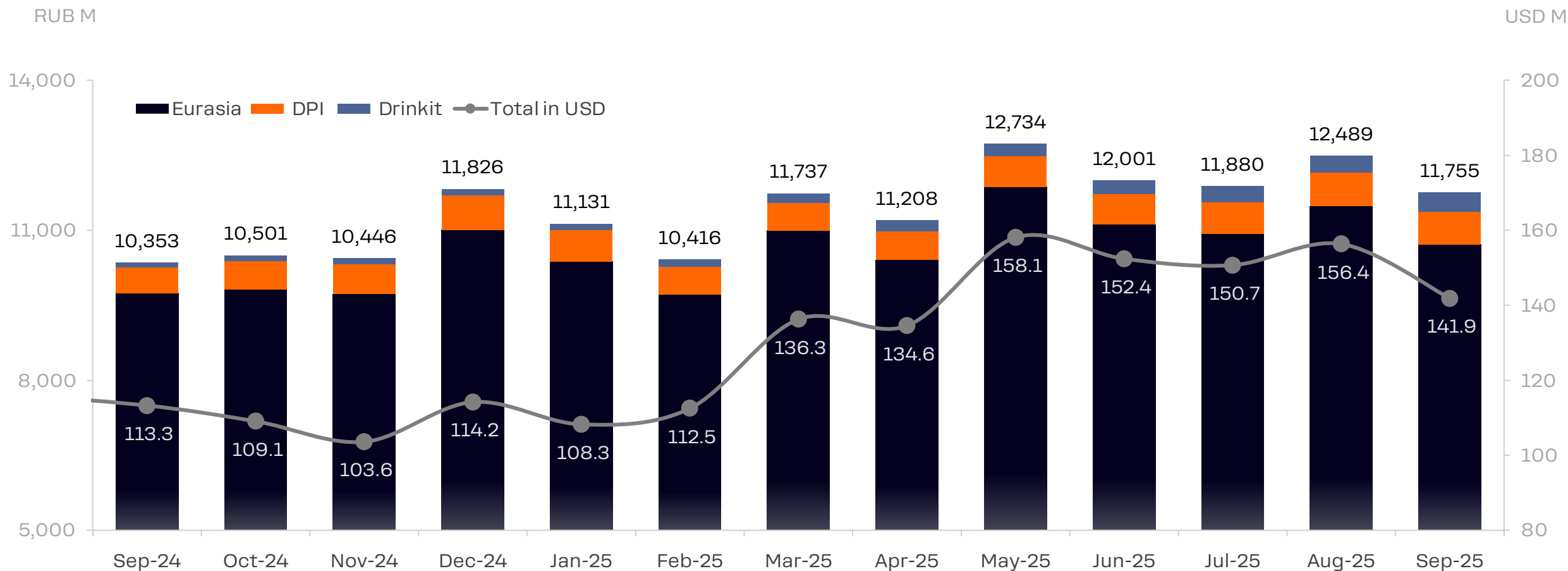
**DODO  
BRANDS**

# **MONTHLY TRADING UPDATE**

**SEPTEMBER  
2025**

# System Sales

September: 11,755M RUB / 141.9M USD



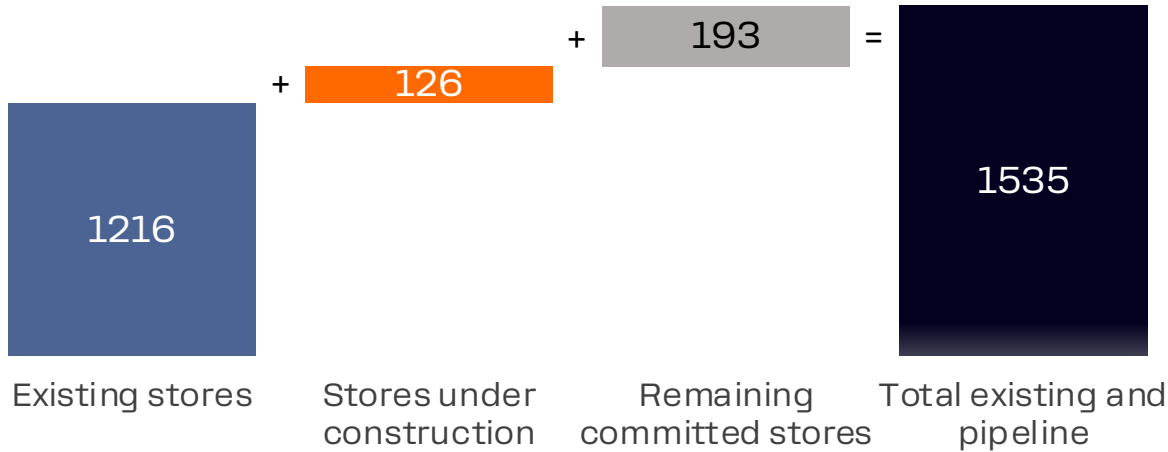
Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](#). Link: [sales and traffic of each store since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

# Chain Growth Pipeline

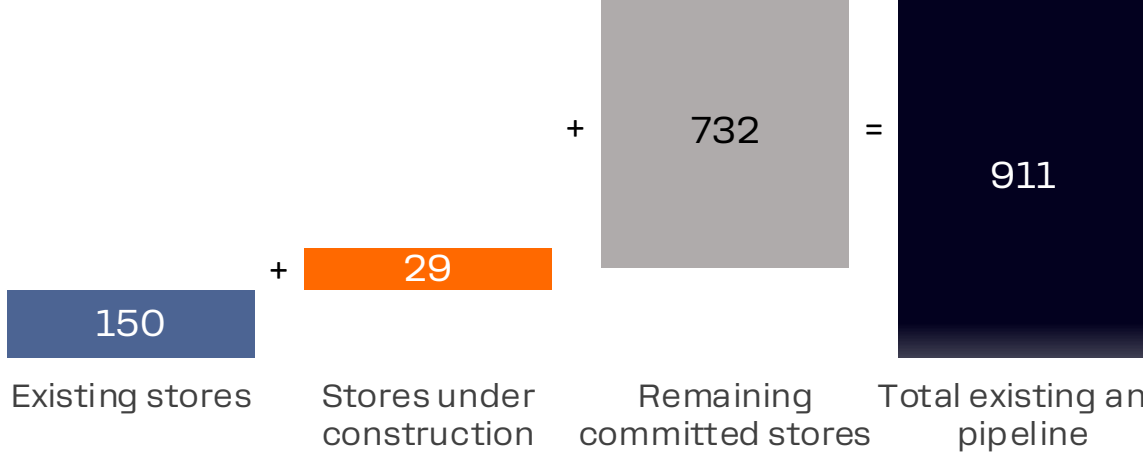


Note: as of 30 September 2025

# EURASIA



# DPI

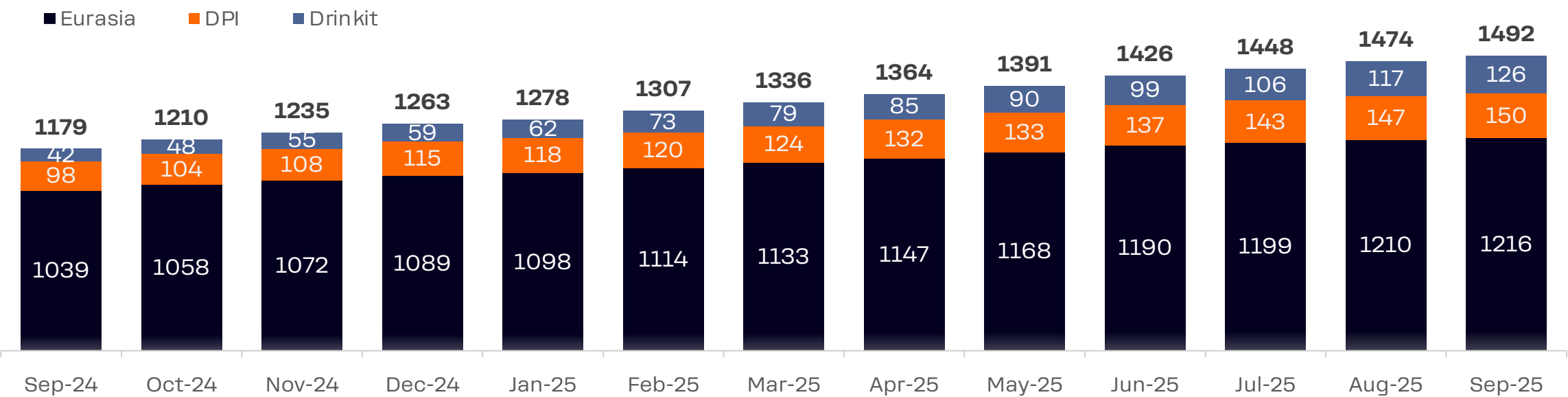


# DRINKIT



# Store Count

September: 22 new stores, 4 stores closed, 1492 total



## New stores

### RUSSIA:

Dodo Pizza: +9  
Drinkit: +8

### TURKIYE:

Dodo Pizza: +1

### KYRGYZSTAN:

Dodo Pizza: +1

### ARMENIA:

Dodo Pizza: +1

### POLAND:

Dodo Pizza: +1

### UAE:

Drinkit: +1

## Closed stores

### RUSSIA:

Dolgoprudny-1  
Smolensk-4

### KAZAKHSTAN:

Astana-7

### TURKIYE:

Isparta-1

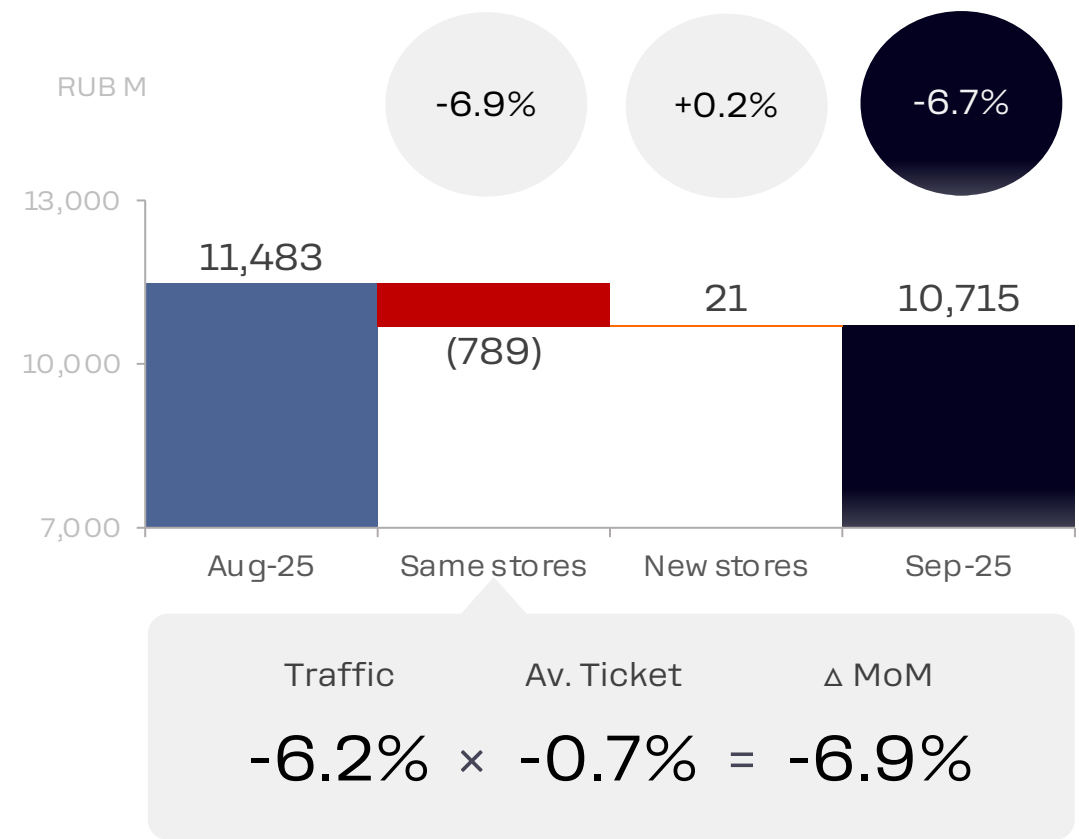
A young man with curly hair, wearing an orange and black Dodo Pizza uniform, is shown from the chest up. He is carrying a large orange delivery bag with a black chicken logo on his back. He is looking upwards and to the right. The background is a Dodo Pizza restaurant with a large sign that reads "ДОДО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

# EURASIA

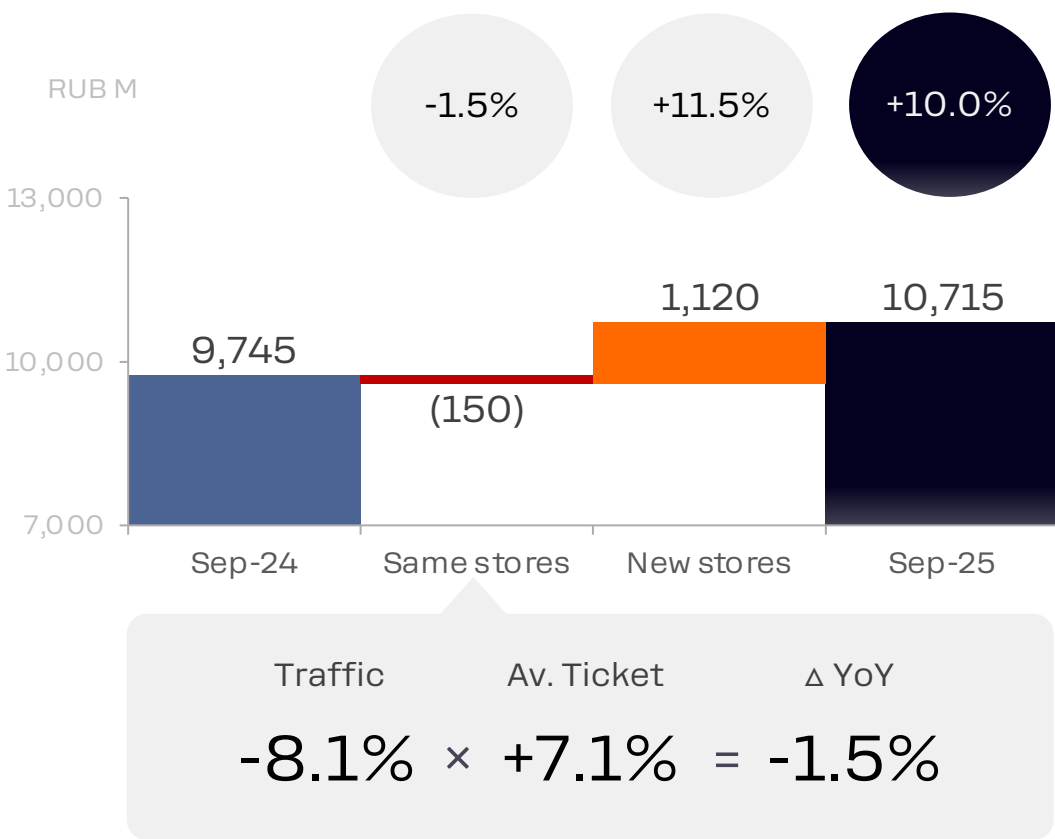
# Eurasia: Sales Evolution

September: MoM -6.7%, YoY +10.0%

## 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.

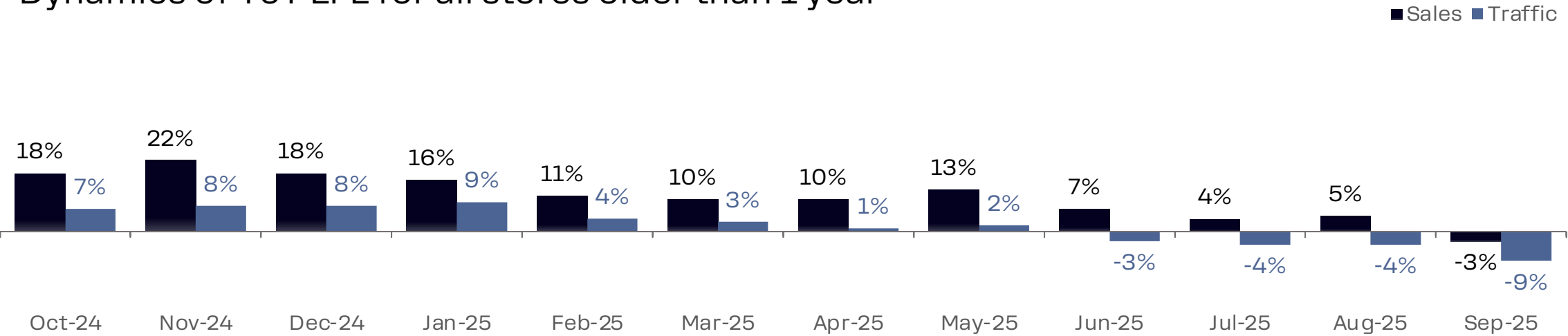


# Eurasia: Like for Like Sales and Traffic

## YoY LFL – Detailed Review of September 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	144	-11.6%	10.9%	1.7%	-12.7%	6.1%	-4.6%	1.2%	4.5%	6.6%
2-3 yrs old	116	-9.9%	7.3%	0.1%	-11.8%	3.2%	-5.7%	2.1%	4.0%	6.2%
> 3 yrs old	763	-10.9%	1.7%	-3.3%	-14.5%	-3.8%	-10.1%	4.2%	5.8%	7.6%

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





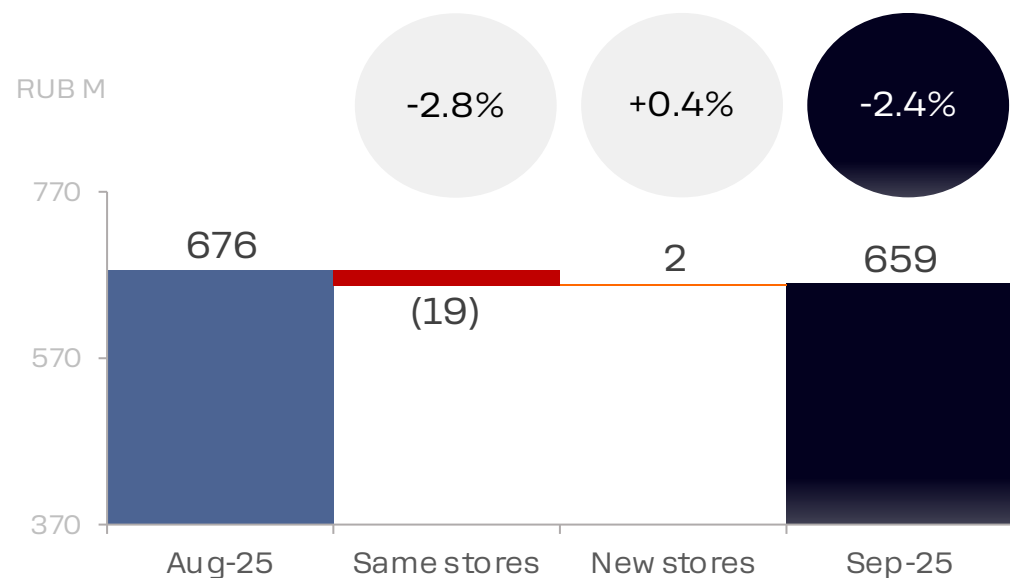
A photograph of two young women sitting at a wooden table outdoors. The woman on the right, wearing a white button-down shirt, is holding a smartphone and looking at it. The woman on the left is seen from the back, also in a white shirt. On the table are two open Dodo Pizza boxes, each containing a pizza, 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

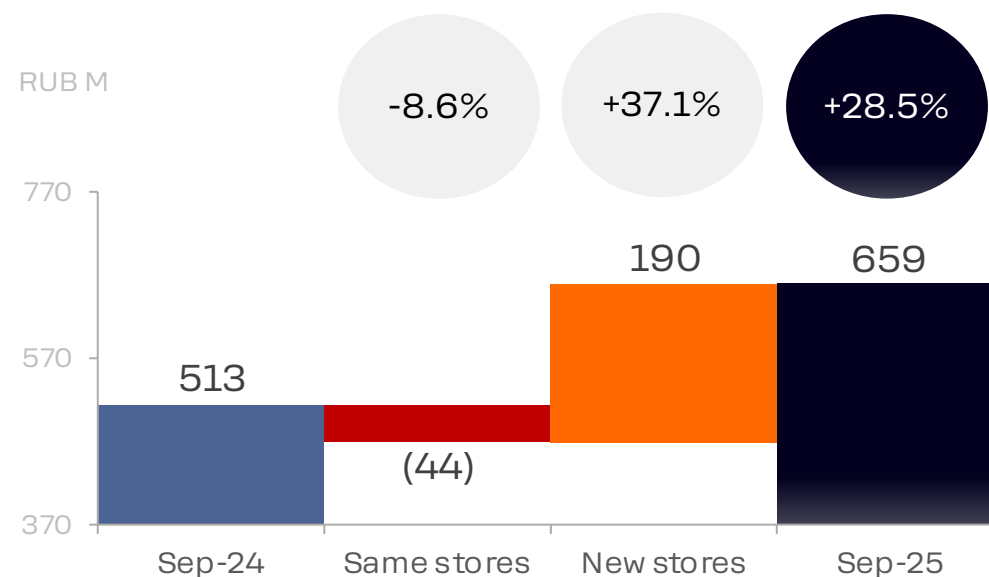
September: MoM -2.4%, YoY +28.5%

## Month over Month (MoM)



$$\begin{array}{l} \text{Traffic} \\ -5.3\% \end{array} \times \begin{array}{l} \text{Av. Ticket} \\ +2.7\% \end{array} = \begin{array}{l} \Delta \text{ MoM} \\ -2.8\% \end{array}$$

## Year over Year (YoY)



$$\begin{array}{l} \text{Traffic} \\ -7.7\% \end{array} \times \begin{array}{l} \text{Av. Ticket} \\ -1.0\% \end{array} = \begin{array}{l} \Delta \text{ YoY} \\ -8.6\% \end{array}$$

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](https://currencylayer.com).

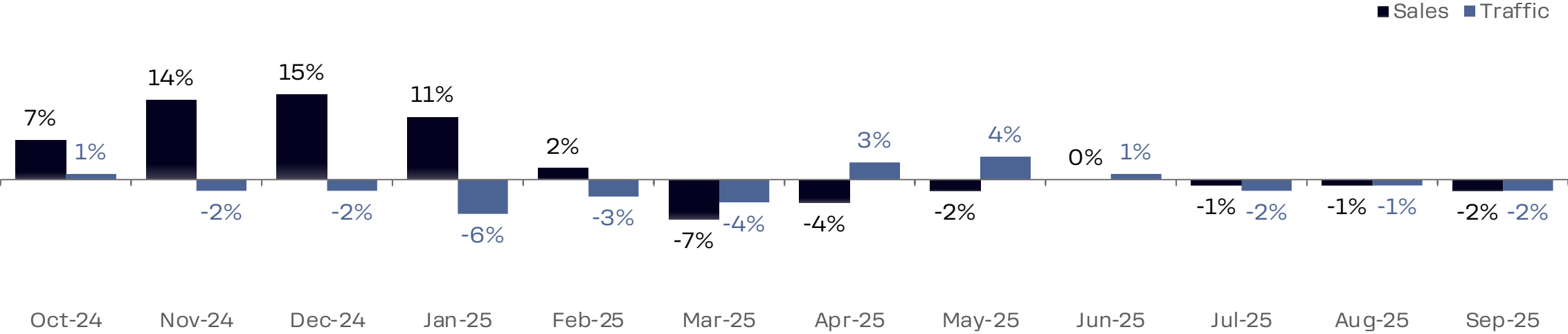
List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Bulgaria, Croatia, Cyprus, Estonia, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria, Vietnam, Indonesia, Mongolia, Qatar, UAE.

# DPI: Like for Like Sales and Traffic

## YoY LFL – Detailed Review of September 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	34	-18.9%	9.8%	-4.3%	-15.2%	13.4%	-5.4%	-4.3%	-3.2%	1.2%
2-3 yrs old	17	-11.4%	-8.8%	-10.1%	-9.3%	-0.2%	-6.3%	-2.3%	-8.6%	-4.1%
> 3 yrs old	38	-9.4%	8.3%	0.4%	-2.3%	10.9%	2.7%	-7.3%	-2.3%	-2.2%

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





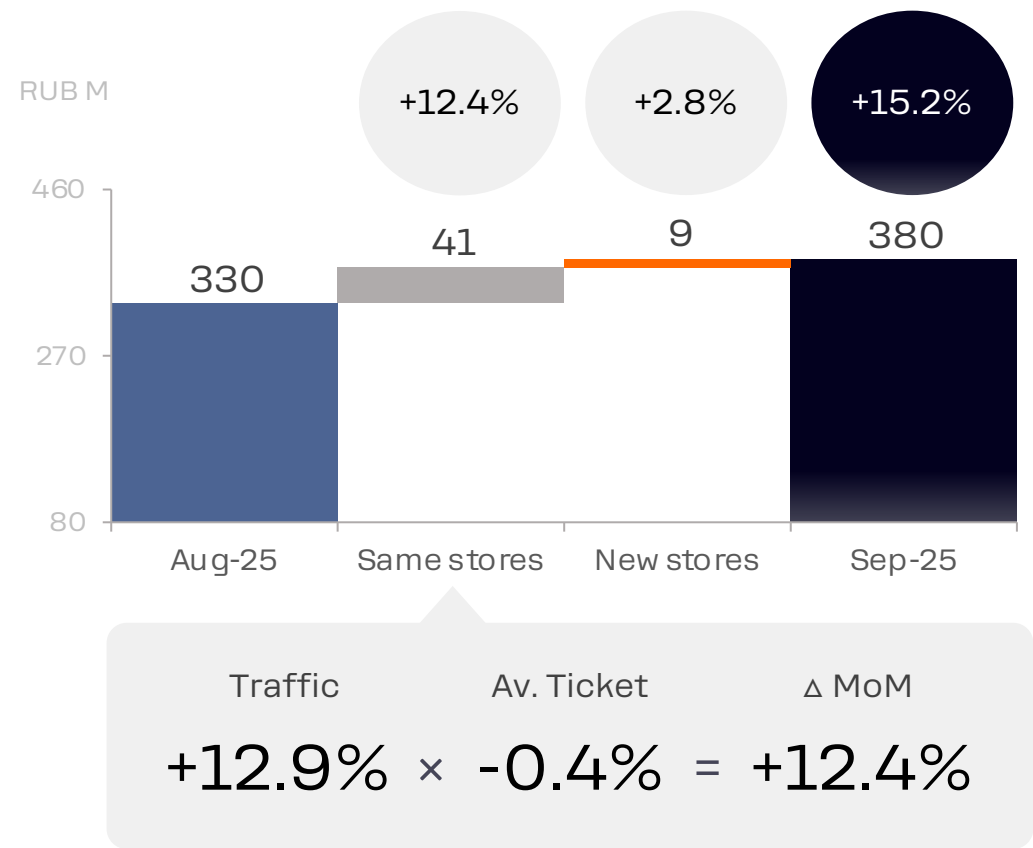


**DRINKIT**

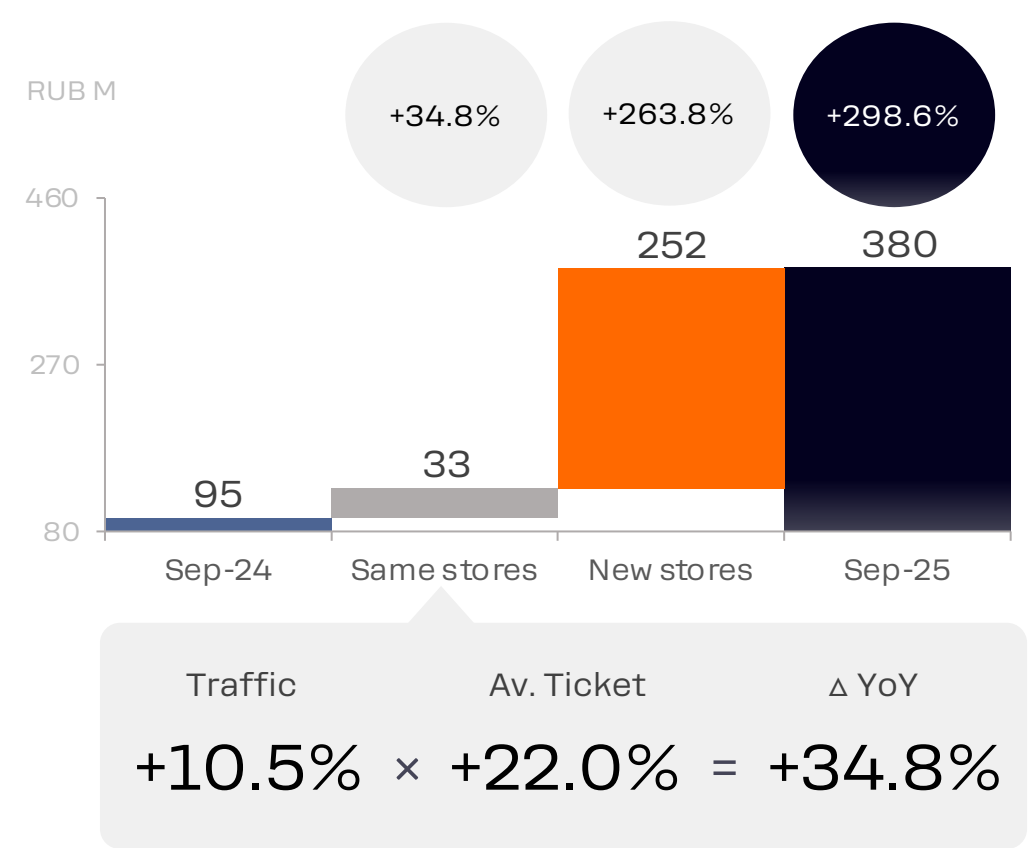
# DRINKIT: Sales Evolution

September: MoM +15.2%, YoY +298.6%

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 September 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	14	13.8%	27.9%	45.6%	3	25.5%	6.7%	33.9%	5	23.0%	0.5%	23.7%
2-3 yrs old	6	-17.0%	34.7%	11.8%	1	26.9%	10.8%	40.7%	2	-15.5%	6.8%	-9.8%
> 3 yrs old	5	-19.3%	29.9%	4.8%								

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

