

APRIL 2021

Monthly Trading Update



701
stores

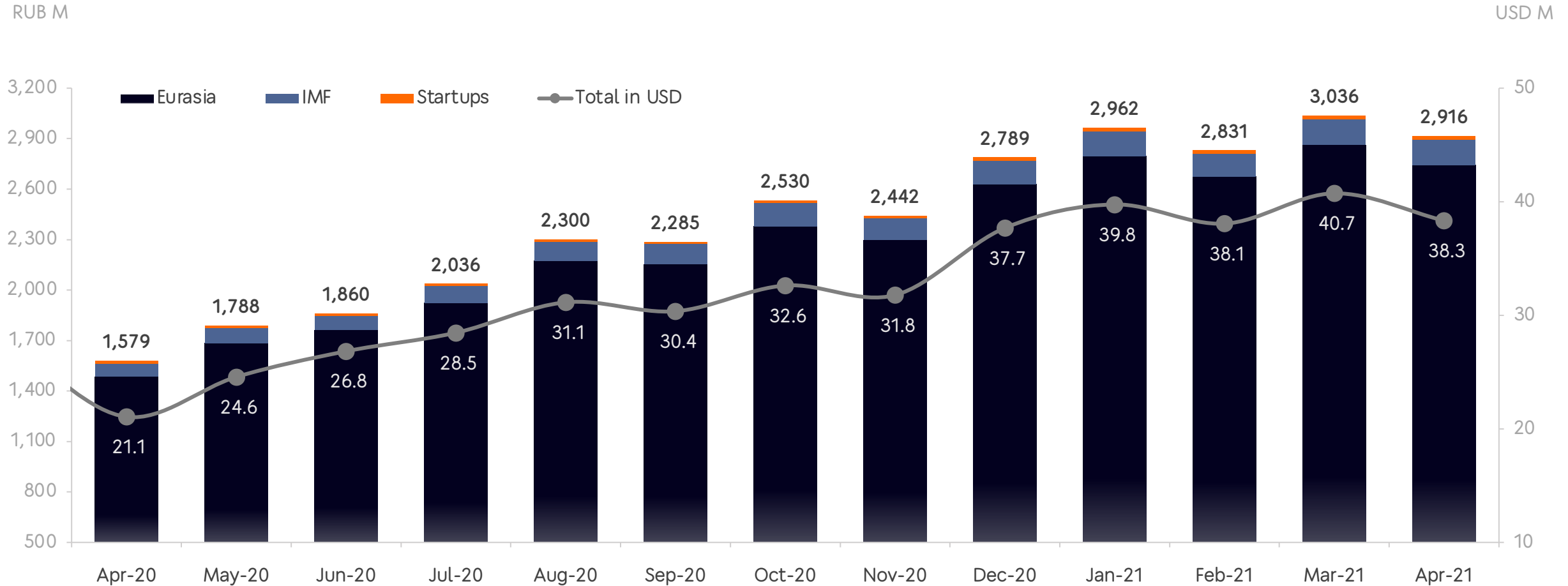
+6
net new stores

₹ 2.9 Bn
in system sales

+85%
year-over-year
change

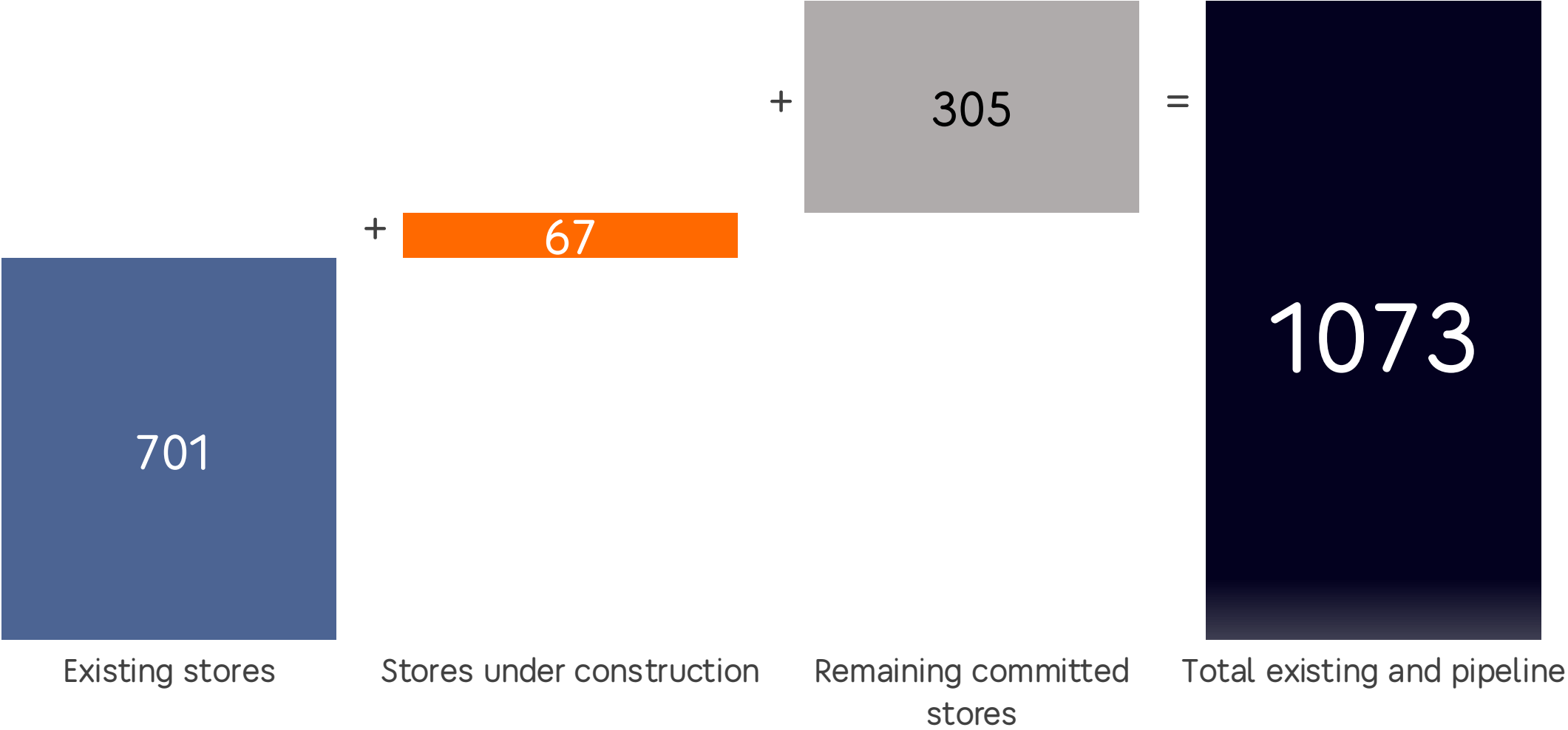
System Sales

April: 2,916M RUB / 38.3M 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](#).

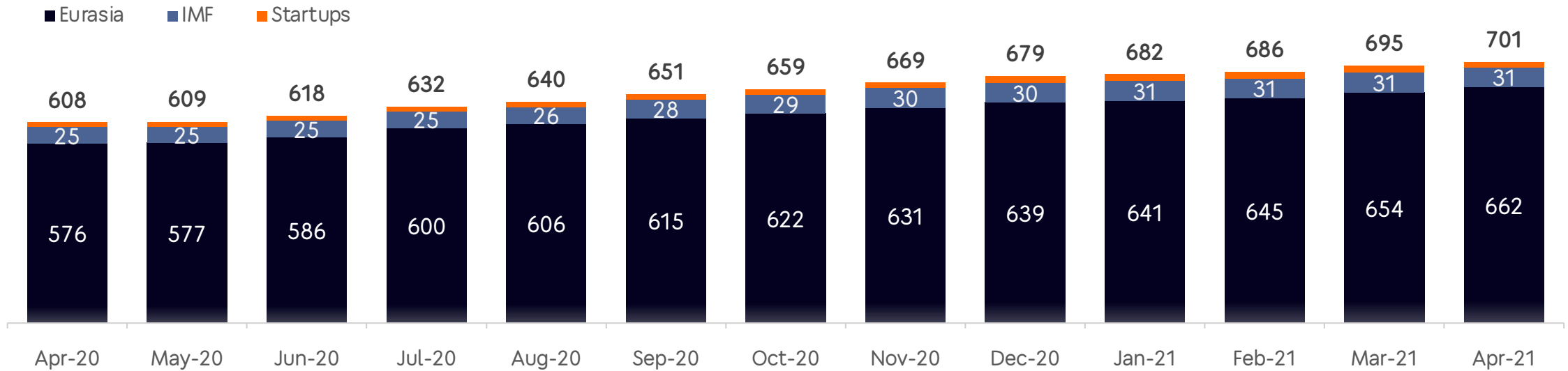
Chain Growth Pipeline



Note: as of 30 April 2021.

Store Count

April: 8 new stores, 2 stores closed, 701 total



New stores

RUSSIA:

Volkhov-1
Ishimbay-1
Lipetsk-2
Moscow 1-15
Moscow 4-12

BELARUS:

Bobruisk-1

KAZAKHSTAN:

Almaty-8
Almaty-9

Closed stores

CHINA:

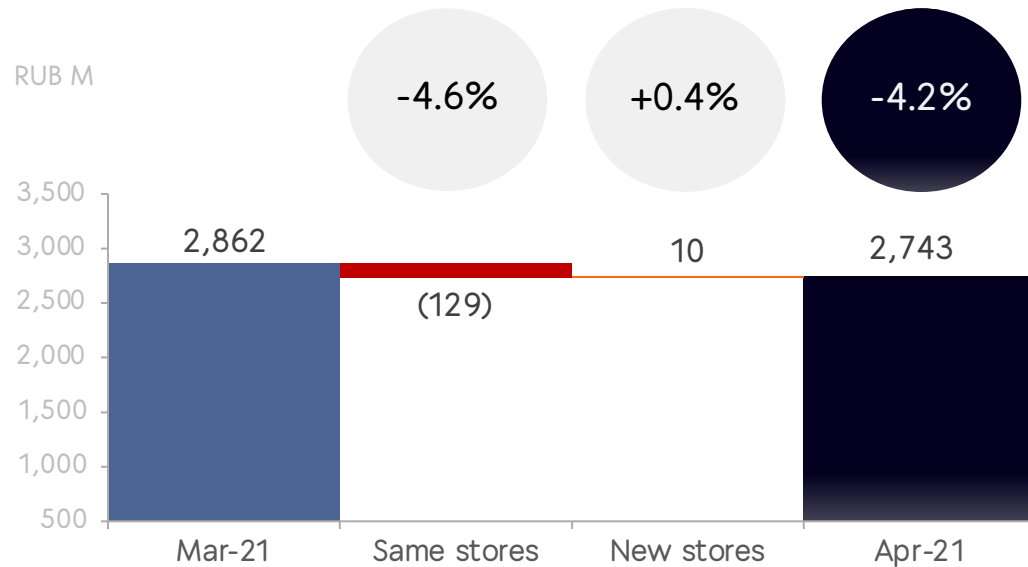
Hangzhou 1-1
Hangzhou 2-1

EURASIA

Eurasia: Sales Evolution

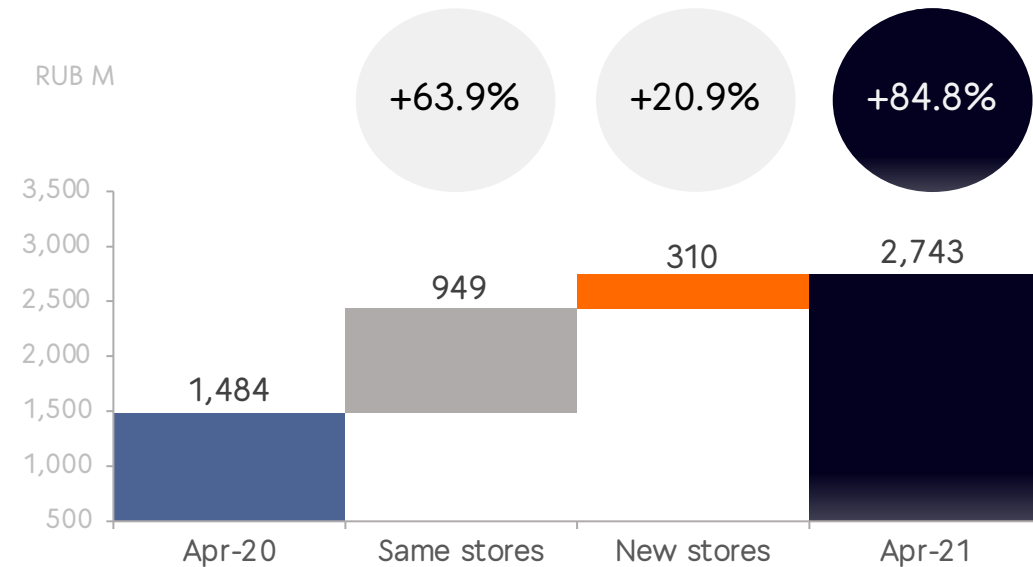
April: MoM -4.2%, YoY +84.8%

Month over Month (MoM)



$$\begin{matrix} \text{Traffic} \\ +0.3\% \end{matrix} \times \begin{matrix} \text{Av. Ticket} \\ -4.7\% \end{matrix} = \begin{matrix} \Delta \text{ MoM} \\ -4.6\% \end{matrix}$$

Year over Year (YoY)



$$\begin{matrix} \text{Traffic} \\ +103.7\% \end{matrix} \times \begin{matrix} \text{Av. Ticket} \\ -19.4\% \end{matrix} = \begin{matrix} \Delta \text{ YoY} \\ +63.9\% \end{matrix}$$

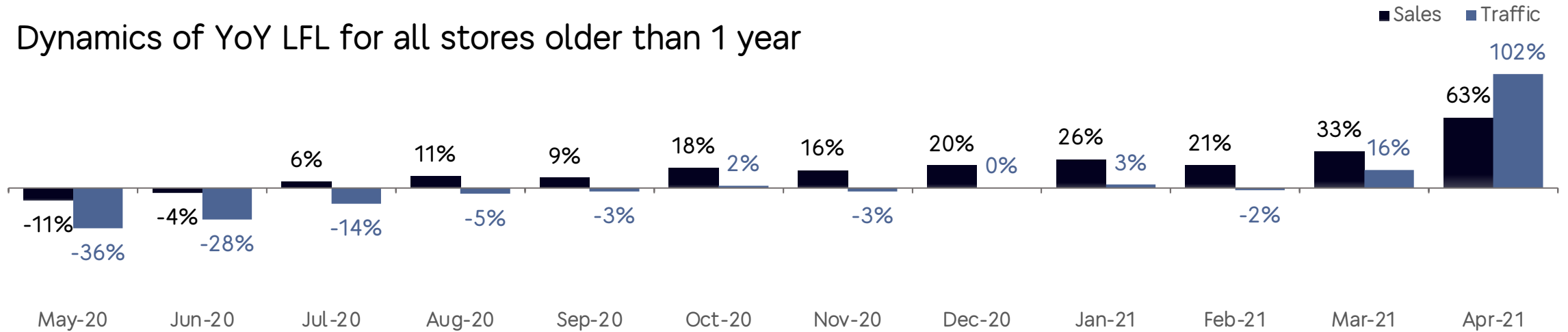
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of April 2021

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store*	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	126	709.2%	32.7%	100.4%	1015.4%	10.3%	163.3%	-27.4%	20.3%	-23.9%
2-3 yrs old	140	506.1%	23.9%	73.8%	694.2%	3.9%	116.5%	-23.7%	19.3%	-19.7%
>3 yrs old	295	630.6%	8.1%	49.2%	941.3%	-9.1%	81.3%	-29.8%	18.9%	-17.7%

Dynamics of YoY LFL for all stores older than 1 year



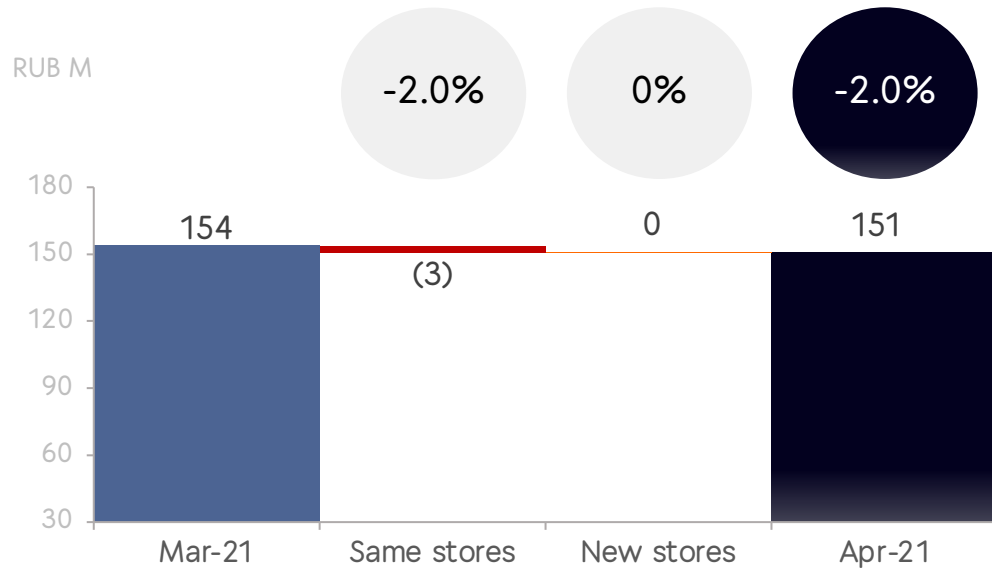
* In-Store channel includes dine-in and takeaway sales.

INTERNATIONAL
MASTER-
FRANCHISING

IMF: Sales Evolution

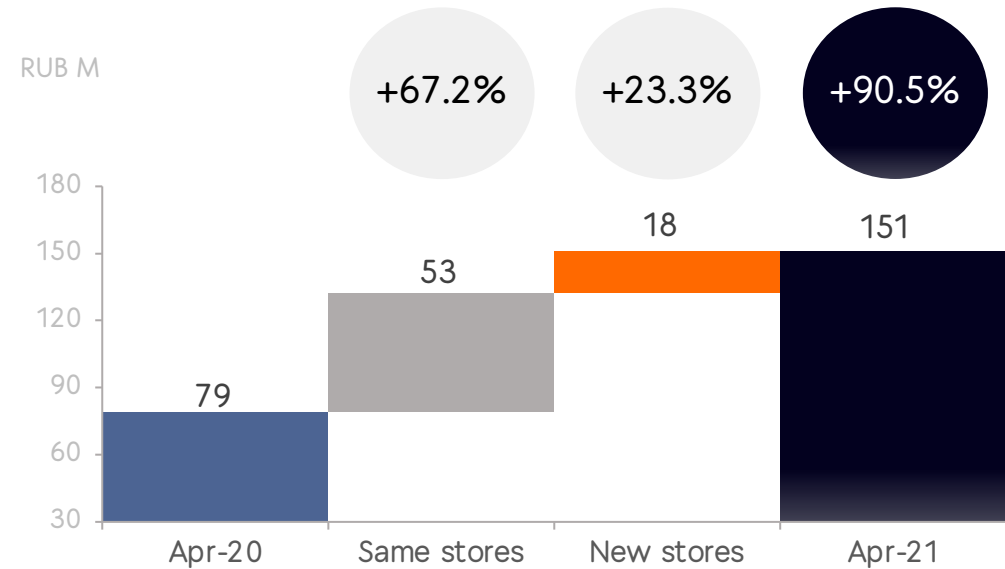
April: MoM -2.0%, YoY +90.5%

Month over Month (MoM)



$$\begin{matrix} \text{Traffic} \\ -8.7\% \end{matrix} \times \begin{matrix} \text{Av. Ticket} \\ +7.3\% \end{matrix} = \begin{matrix} \Delta \text{ MoM} \\ -2.0\% \end{matrix}$$

Year over Year (YoY)



$$\begin{matrix} \text{Traffic} \\ +67.2\% \end{matrix} \times \begin{matrix} \text{Av. Ticket} \\ 0\% \end{matrix} = \begin{matrix} \Delta \text{ YoY} \\ +67.2\% \end{matrix}$$

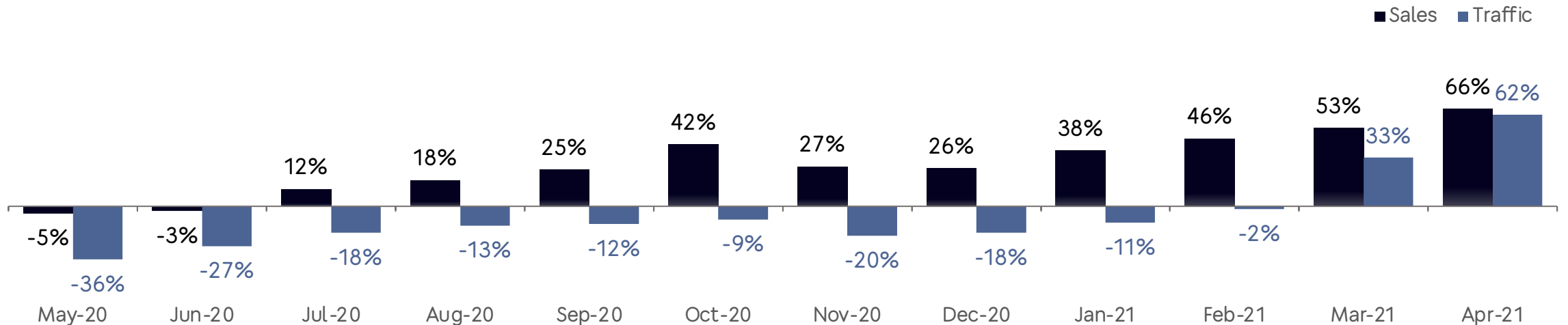
Note: gross sales including VAT where applicable. Traffic stands for order count.
 Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).
 List of countries: Germany, Estonia, Kyrgyzstan, Lithuania, Nigeria, Romania, Slovenia, Uzbekistan, USA.

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of April 2021

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	9	122.0%	59.7%	78.3%	110.6%	40.4%	70.9%	5.4%	13.7%	4.3%
> 2 yrs old	18	124.9%	43.8%	60.7%	148.2%	24.3%	58.4%	-9.4%	15.7%	1.5%

Dynamics of YoY LFL for all stores older than 1 year

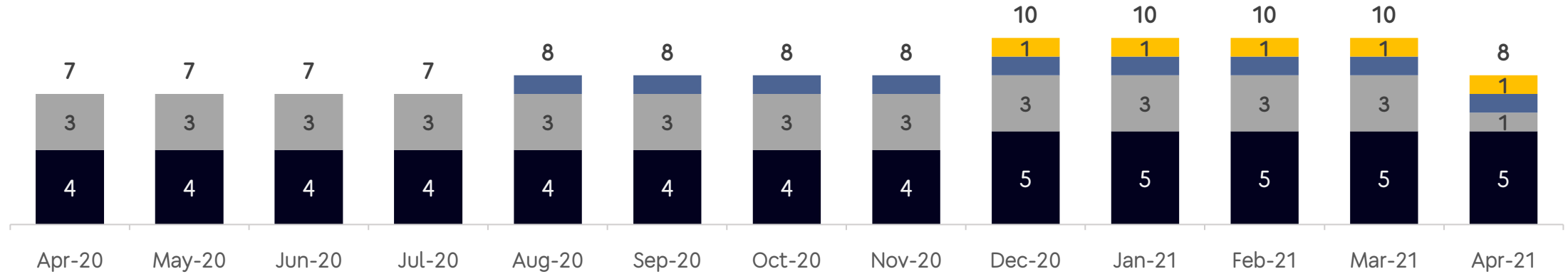


STARTUPS

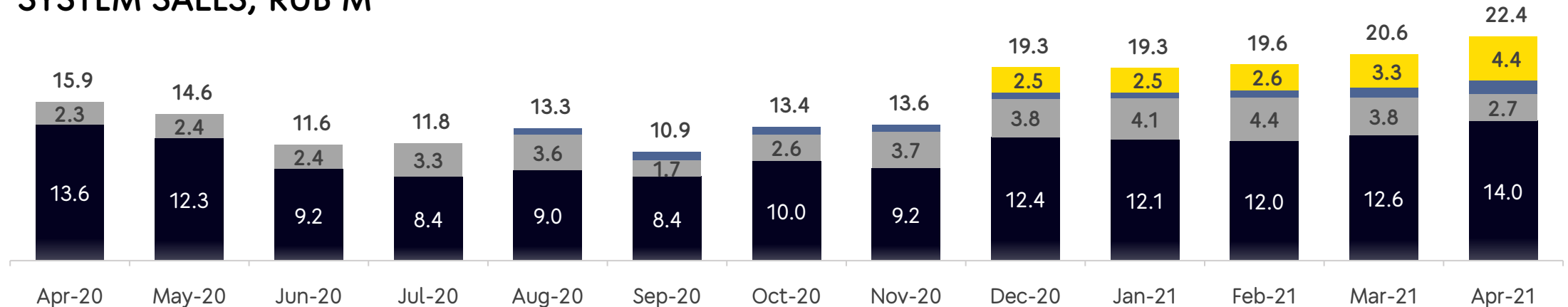
Startups: store count and sales

STORE COUNT

■ Dodo UK ■ Dodo China ■ Drinkit ■ Doner 42



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).