

JAN UARY 2023

Monthly Trading Update



907
stores

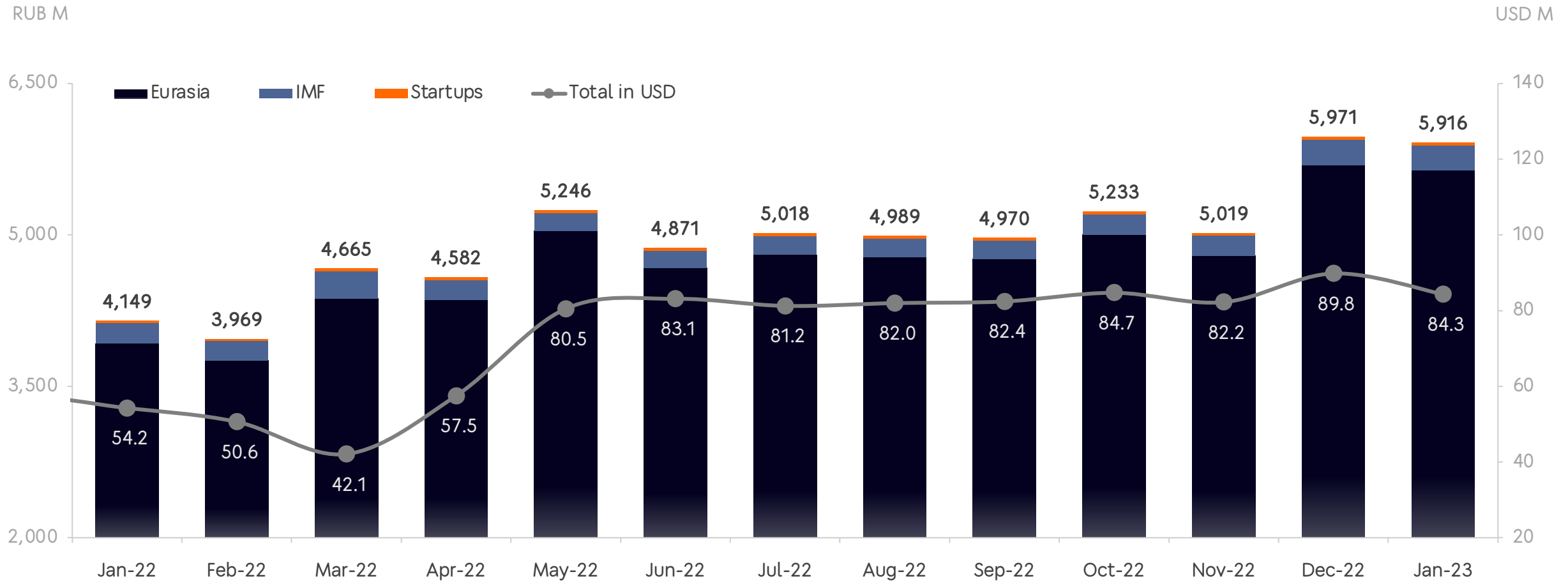
+14
net new stores

₹ 5.9 Bn
in system sales

+43%
year-over-year
change

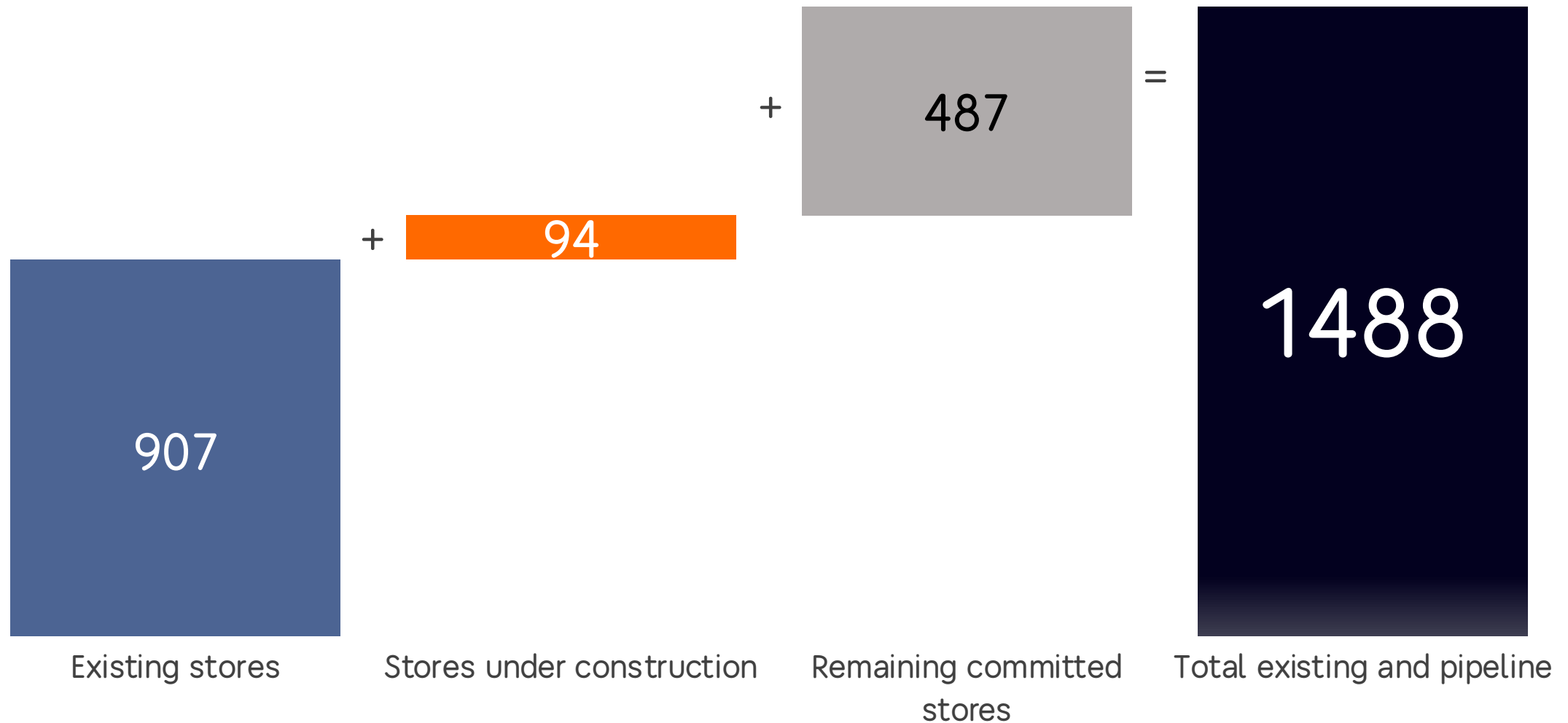
System Sales

January: 5,916M RUB / 84.3M 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](#).

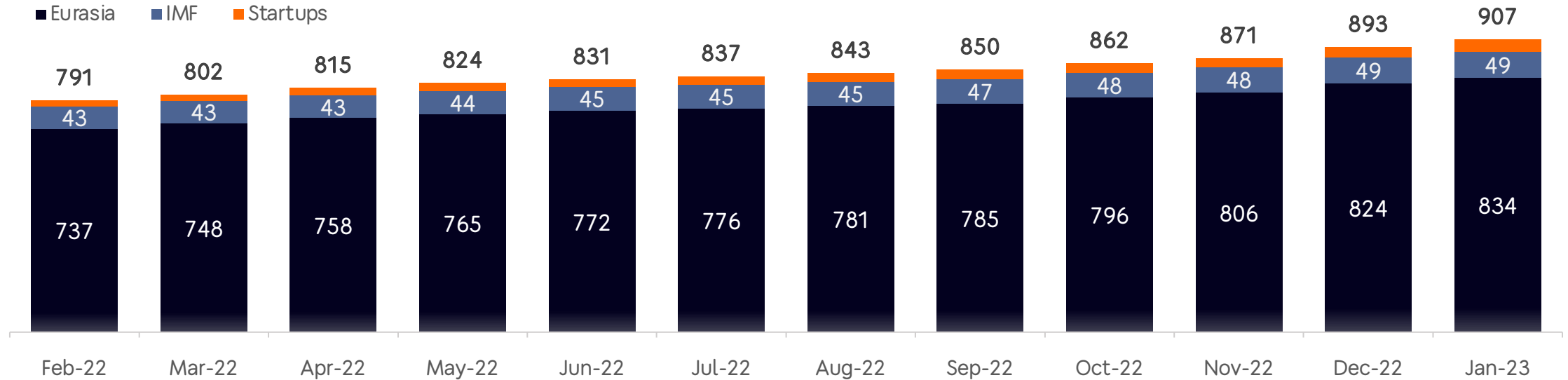
Chain Growth Pipeline



Note: as of 31 January 2023

Store Count

January: 16 new stores, 2 stores closed, 907 total



New stores

RUSSIA:

Bronnitsy-1

Dzerzhinsky-1

Moscow 0-18

Murino-2

Omsk-9

Saint Petersburg 2-5

Shcherbinka-4

Sofrino-1

Sosnogorsk-1

Yakutsk-5

Drinkit Moscow 3-1

Doner Aksai 1-1

Doner Saint Petersburg 2-1

BELARUS:

Gomel-4

UAE:

Dubai-1

Drinkit Dubai 0-1

Closed stores

RUSSIA:

Saint Petersburg 3-7

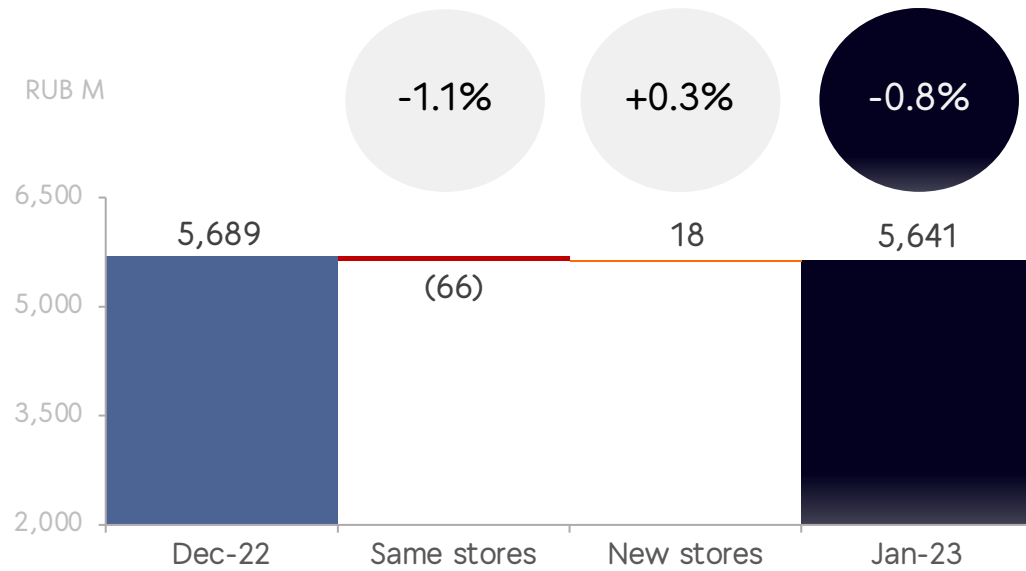
Doner Nevinnomyssk-1

EURASIA

Eurasia: Sales Evolution

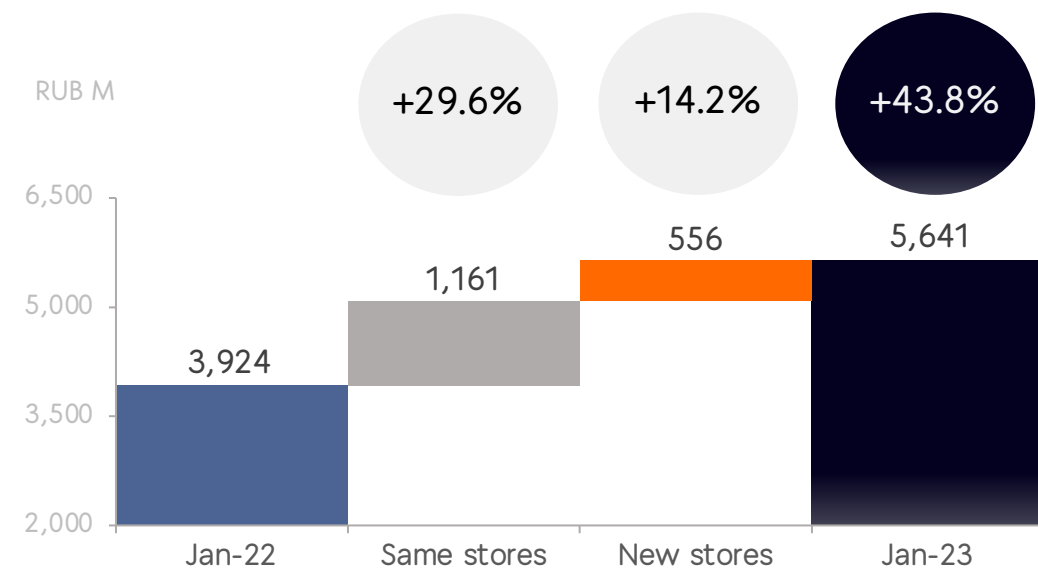
January: MoM -0.8%, YoY +43.8%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-1.2%	\times +0.1%	= -1.1%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+25.2%	\times +3.5%	= +29.6%

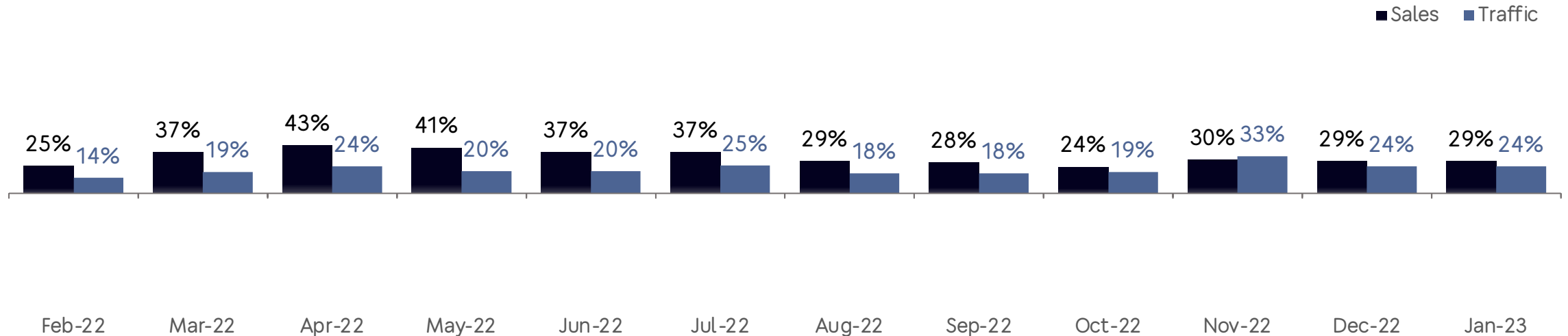
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of January 2023

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	93	39.7%	45.0%	43.1%	34.6%	40.2%	37.2%	3.8%	3.4%	4.3%
>2 yrs old	92	37.8%	32.0%	33.9%	30.9%	26.3%	28.7%	5.3%	4.5%	4.0%
>3 yrs old	530	33.8%	23.8%	25.9%	27.3%	19.1%	21.6%	5.1%	3.9%	3.5%

Dynamics of YoY LFL for all stores older than 1 year

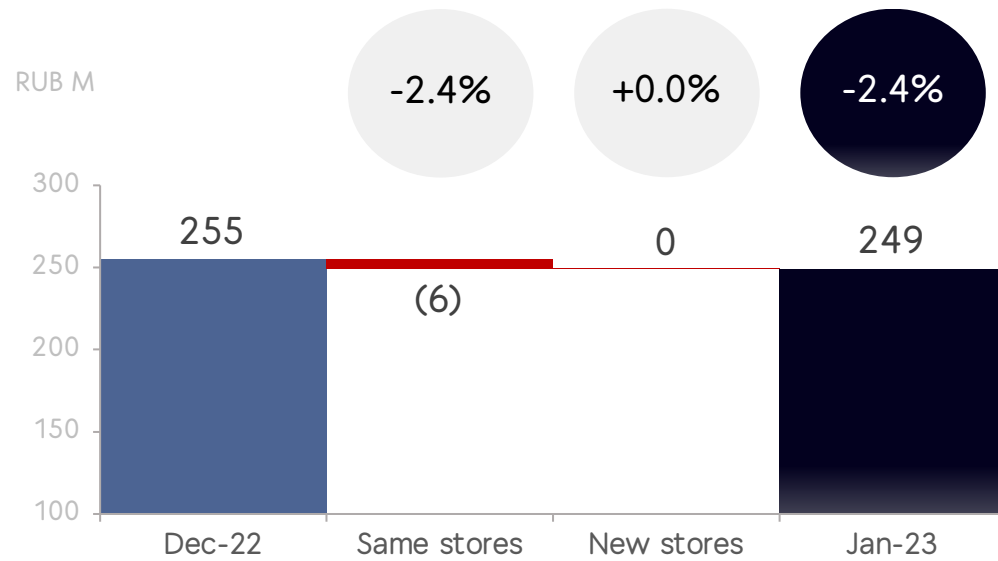


INTERNATIONAL
MASTER-
FRANCHISING

IMF: Sales Evolution

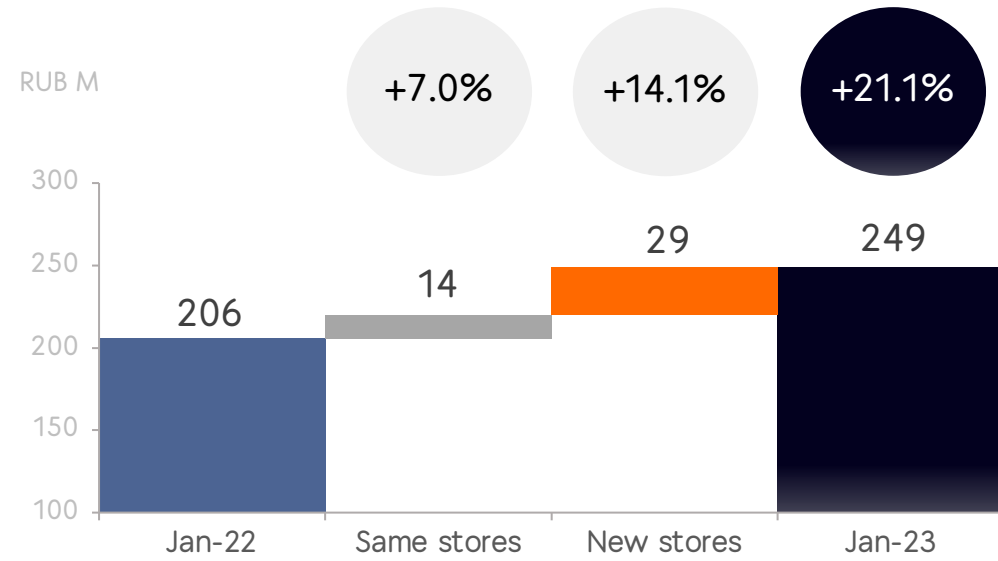
January: MoM -2.4%, YoY +21.1%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-6.5%	× +4.5%	= -2.4%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+15.3%	× -7.2%	= +7.0%

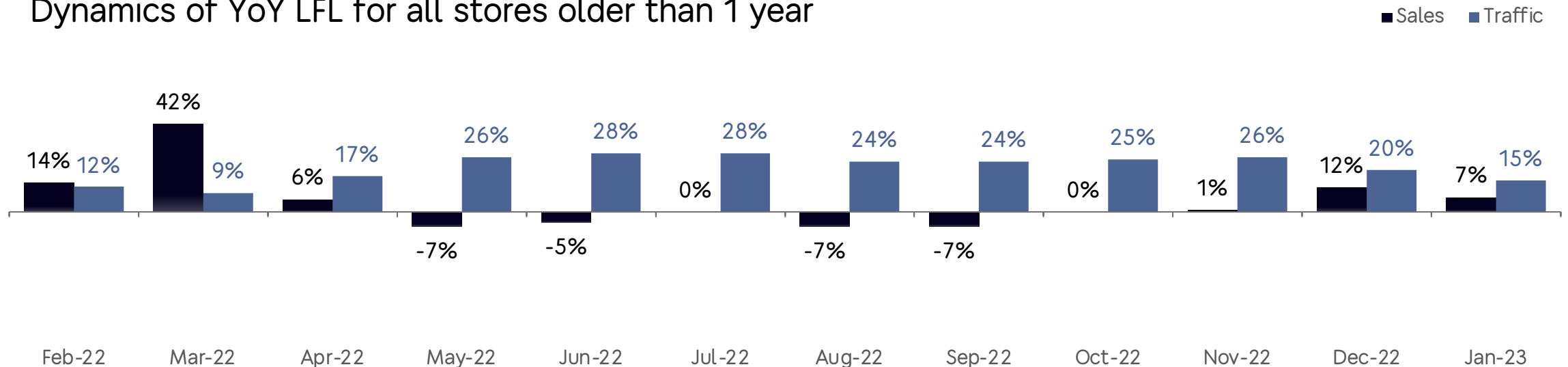
Note: gross sales including VAT where applicable. Traffic stands for order count.
 Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).
 List of countries: Germany, Estonia, Lithuania, Romania, Slovenia, Poland, Nigeria, Kyrgyzstan,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

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of January 2023

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	12	53.6%	10.7%	29.4%	42.6%	13.1%	31.7%	7.7%	-2.1%	-1.8%
>2 yrs old	28	16.7%	-5.5%	2.5%	25.2%	-4.1%	11.3%	-6.8%	-1.4%	-7.9%

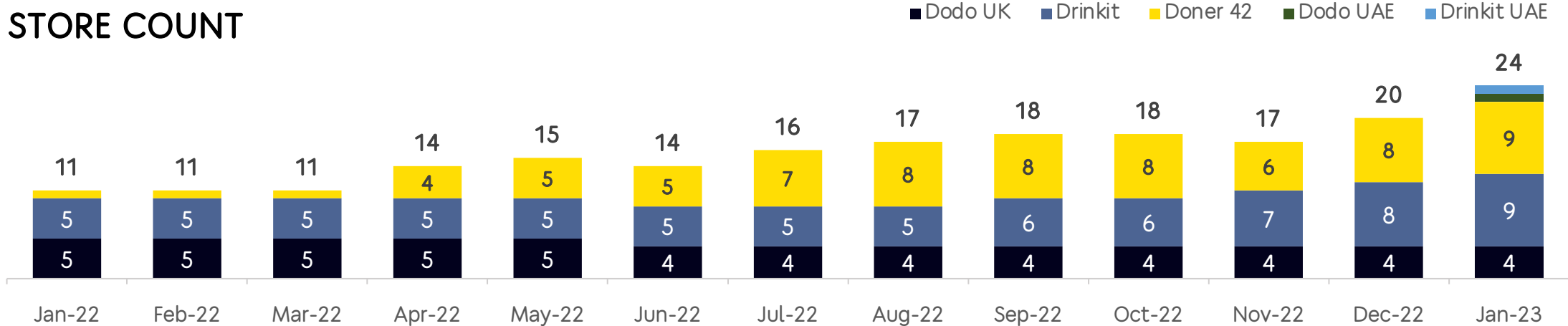
Dynamics of YoY LFL for all stores older than 1 year



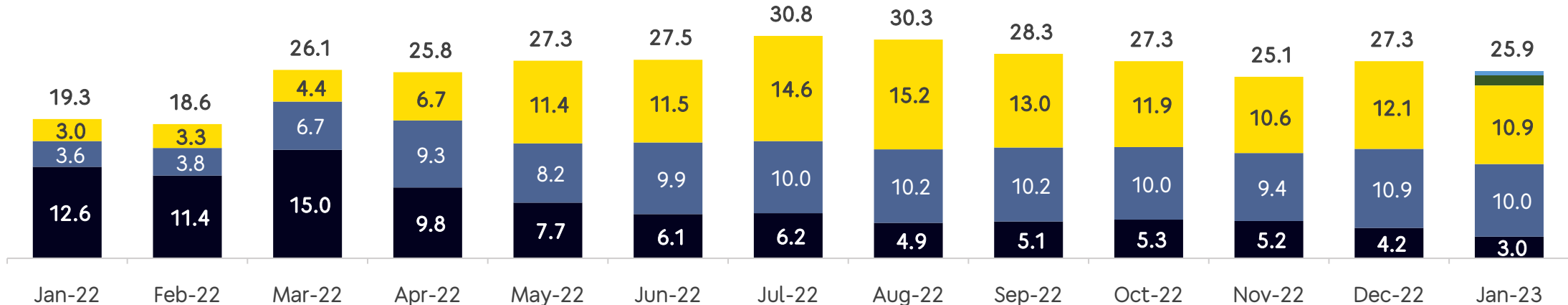
STARTUPS

Startups: store count and sales

STORE COUNT



SYSTEM SALES, RUB M



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