



**JUNE
2022**

Monthly Trading Update



831
stores

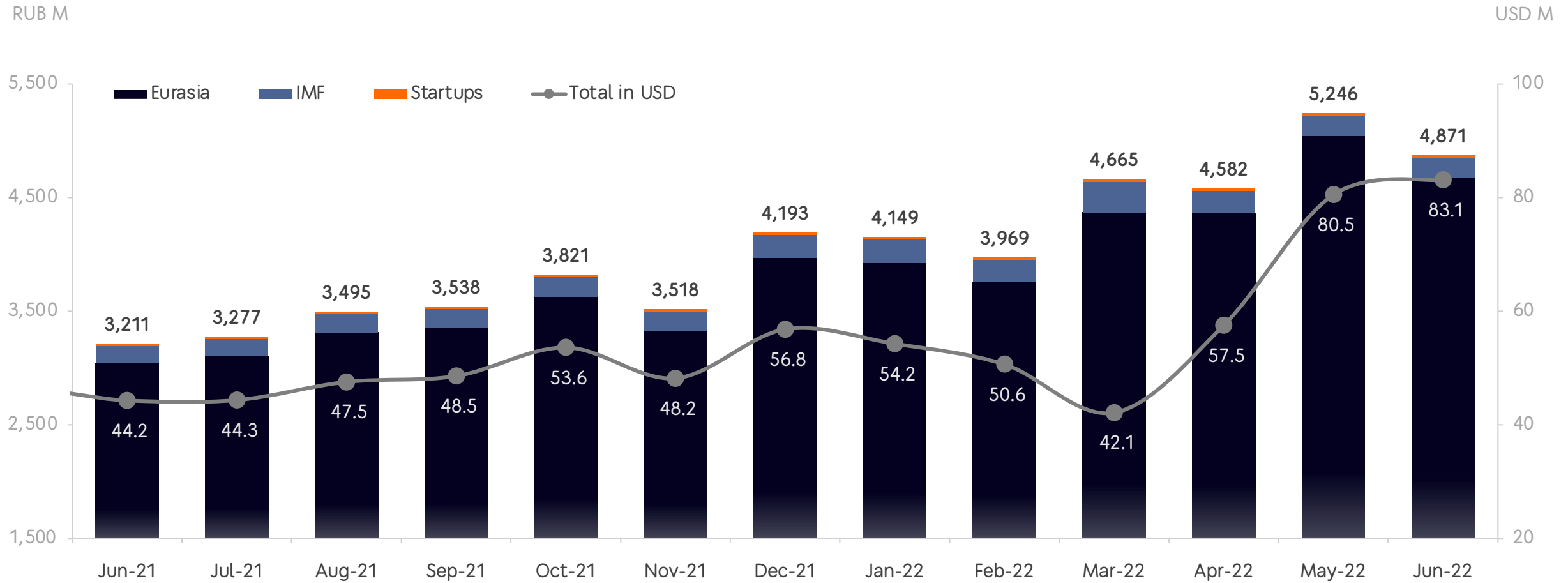
+7
net new stores

₹ 4.9 Bn
in system sales

+52%
year-over-year
change

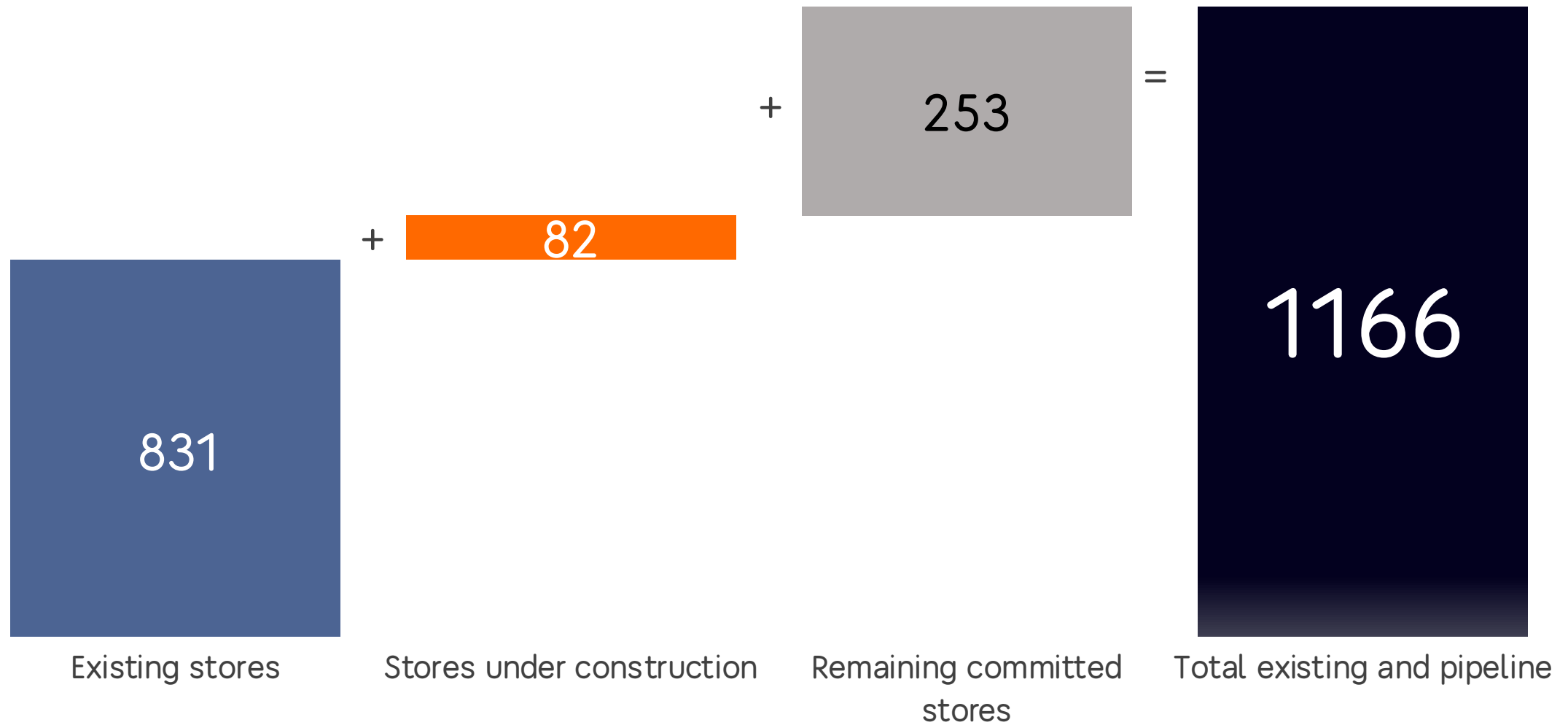
System Sales

June: 4,871M RUB / 83.1M 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](#).

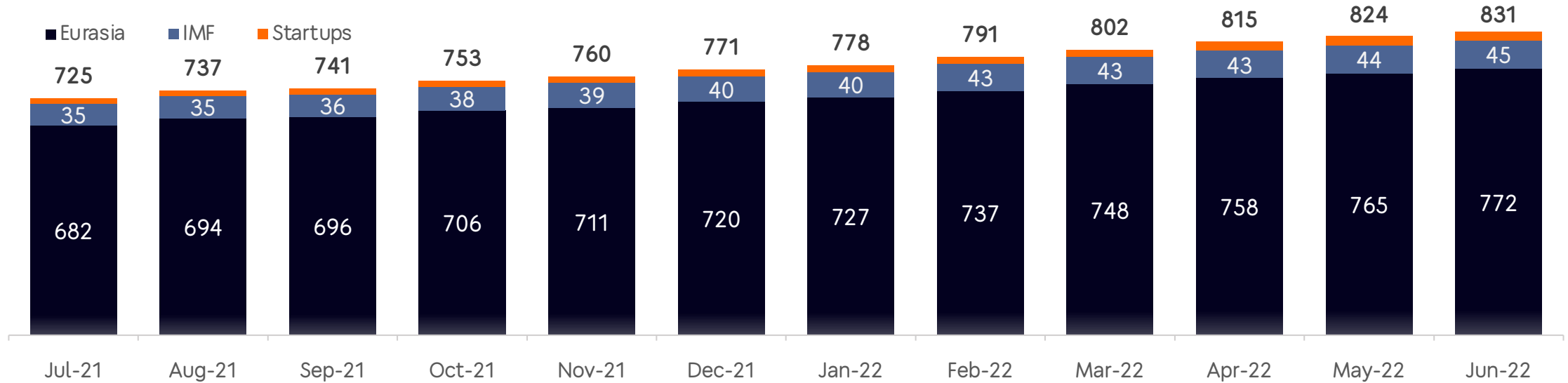
Chain Growth Pipeline



Note: as of 30 June 2022.

Store Count

June: 9 new stores, 2 store closed, 831 total



New stores

RUSSIA:

Dubna-2
Zheleznodorozhny-2
Lomonosov-1
Perm-3
Saint Petersburg 3-4

Sochi-3
Khabarovsk-4

BELARUS:

Borisov-1

KYRGYZSTAN:

Bishkek-6

Closed stores

RUSSIA:

Murmansk-1

UNITED KINGDOM:

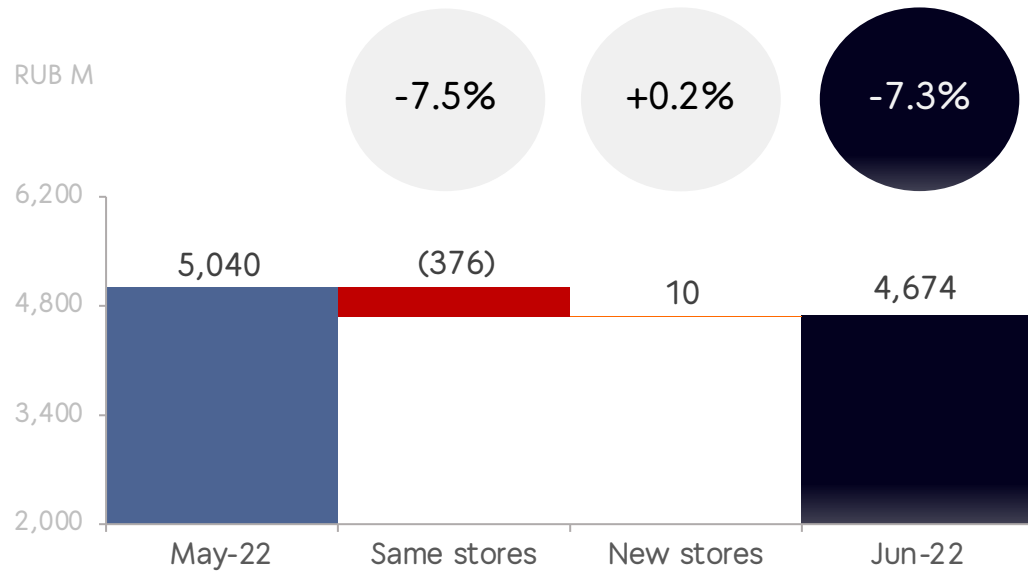
Walsall-1

EURASIA

Eurasia: Sales Evolution

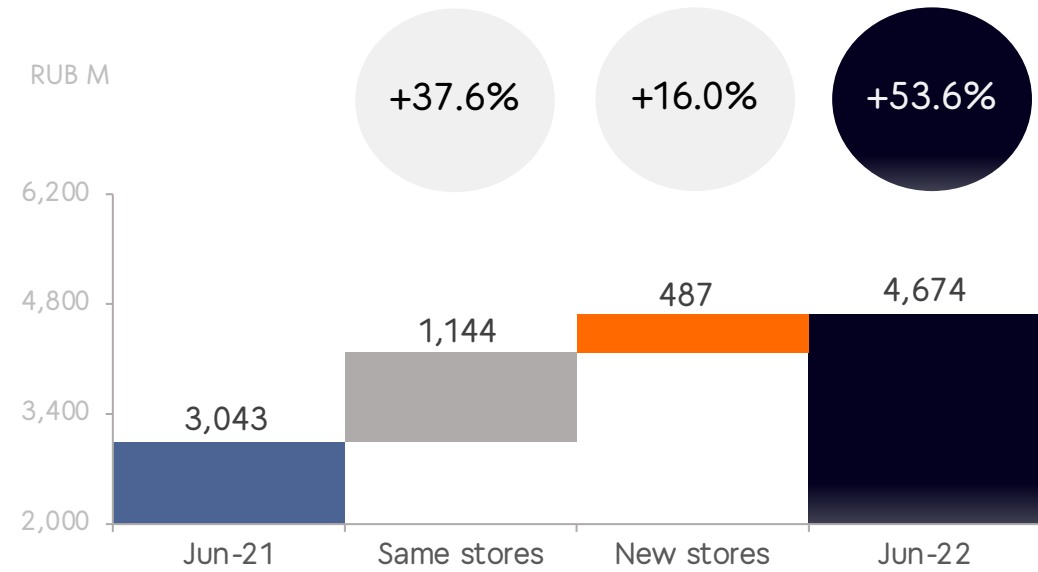
June: MoM -7.3%, YoY +53.6%

Month over Month (MoM)



$$\begin{matrix} \text{Traffic} \\ -3.9\% \end{matrix} \times \begin{matrix} \text{Av. Ticket} \\ -3.7\% \end{matrix} = \begin{matrix} \Delta \text{ MoM} \\ -7.5\% \end{matrix}$$

Year over Year (YoY)



$$\begin{matrix} \text{Traffic} \\ +20.6\% \end{matrix} \times \begin{matrix} \text{Av. Ticket} \\ +14.3\% \end{matrix} = \begin{matrix} \Delta \text{ YoY} \\ +53.6\% \end{matrix}$$

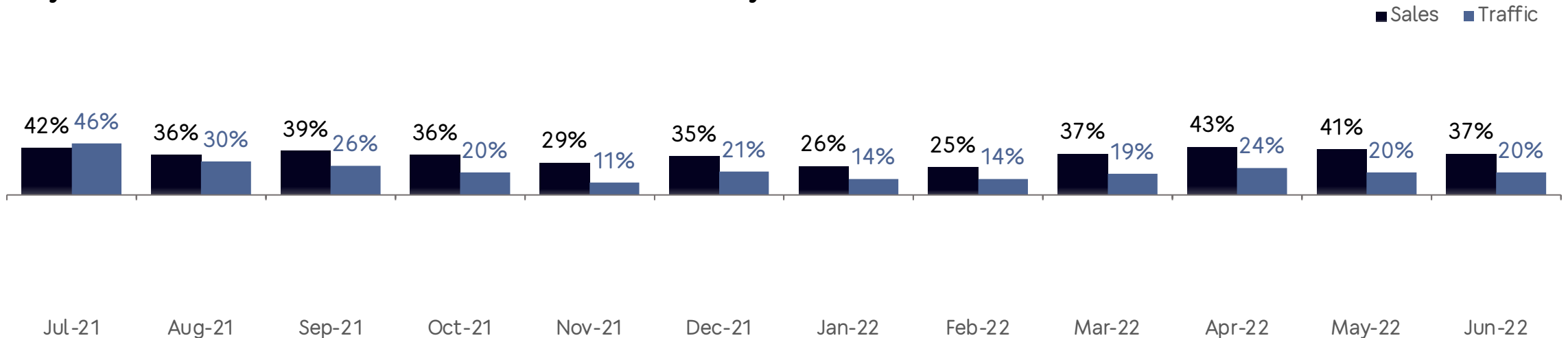
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of June 2022

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	95	40.5%	50.9%	46.2%	23.9%	45.2%	30.9%	13.4%	3.9%	11.7%
2-3 yrs old	113	27.5%	42.7%	35.7%	10.6%	35.0%	18.3%	15.3%	5.7%	14.7%
>3 yrs old	451	32.2%	37.8%	35.7%	11.4%	28.1%	18.2%	18.7%	7.6%	14.8%

Dynamics of YoY LFL for all stores older than 1 year

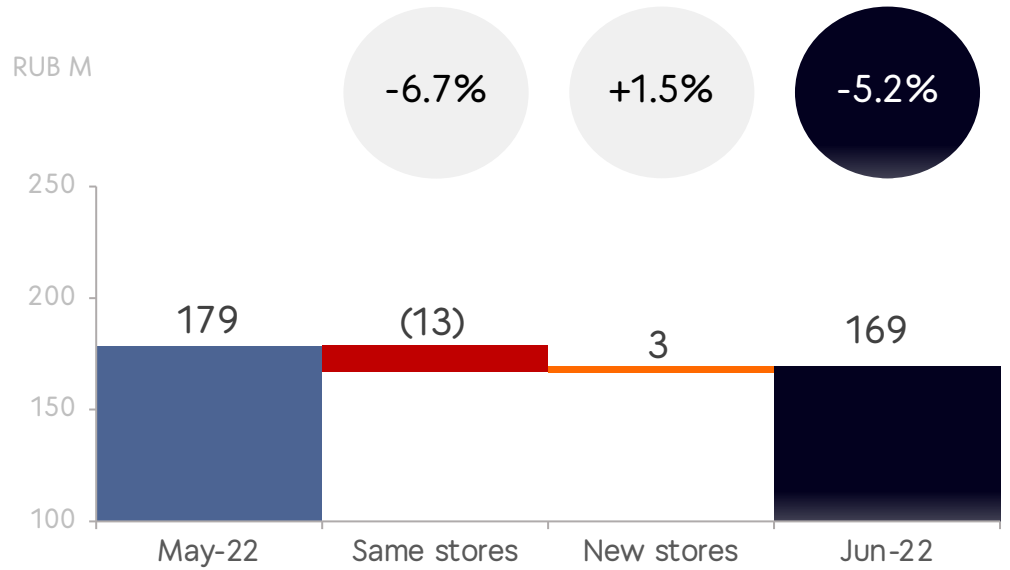


INTERNATIONAL
MASTER-
FRANCHISING

IMF: Sales Evolution

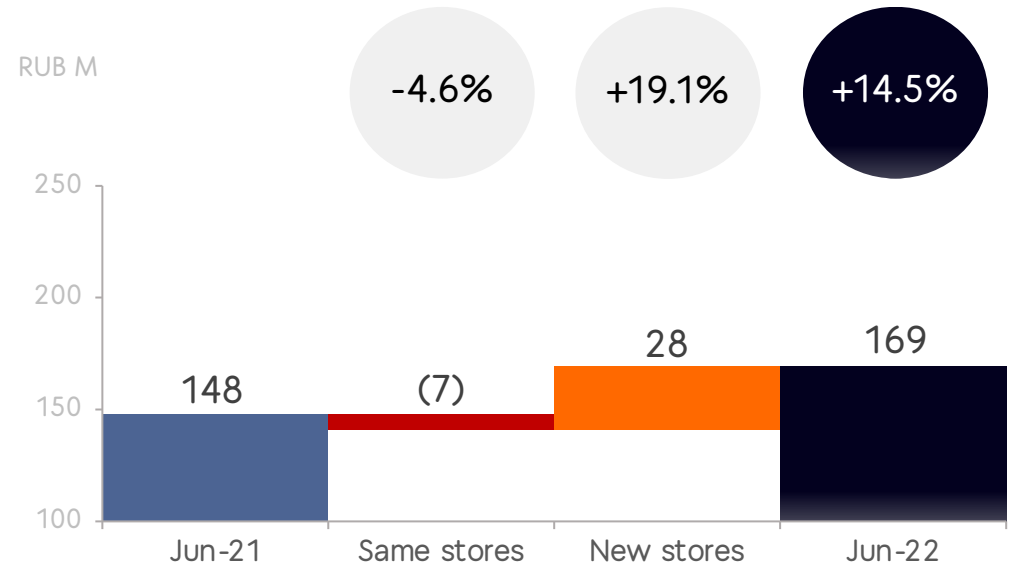
June: MoM -5.2%, YoY +14.5%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-2.5%	×	-5.3%
= -6.7%		

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+27.9%	×	-25.4%
= -4.6%		

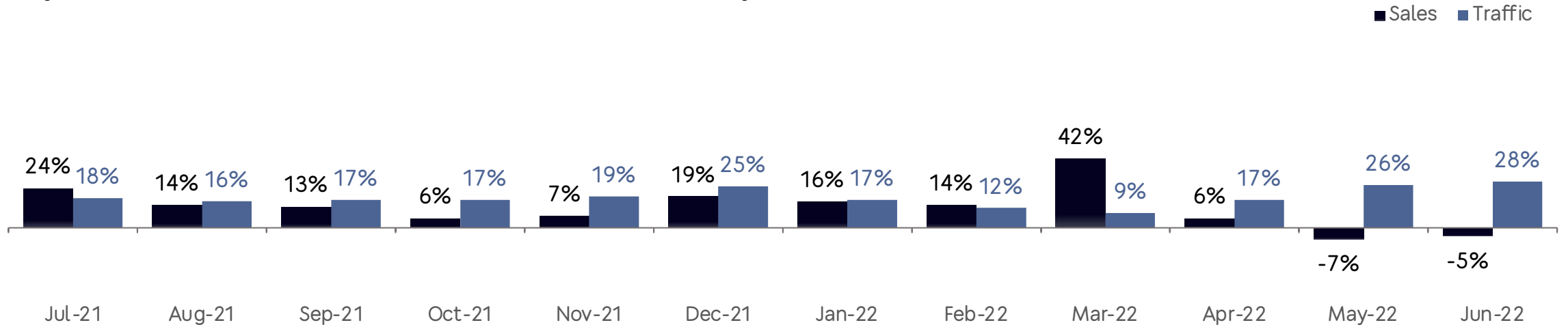
Note: gross sales including VAT where applicable. Traffic stands for order count.
 Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).
 List of countries: Germany, Estonia, Lithuania, Romania, Slovenia, Poland, Nigeria, Kyrgyzstan,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

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of June 2022

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	8	62.1%	29.0%	43.8%	73.3%	45.2%	64.7%	-6.4%	-11.1%	-12.7%
> 2 yrs old	24	3.0%	-22.7%	-13.5%	33.2%	-0.6%	17.1%	-22.7%	-22.2%	-26.1%

Dynamics of YoY LFL for all stores older than 1 year

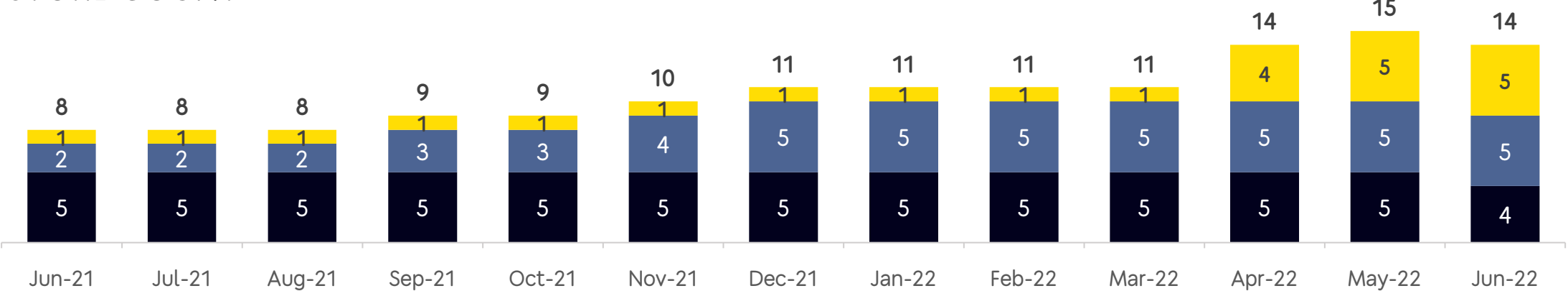


STARTUPS

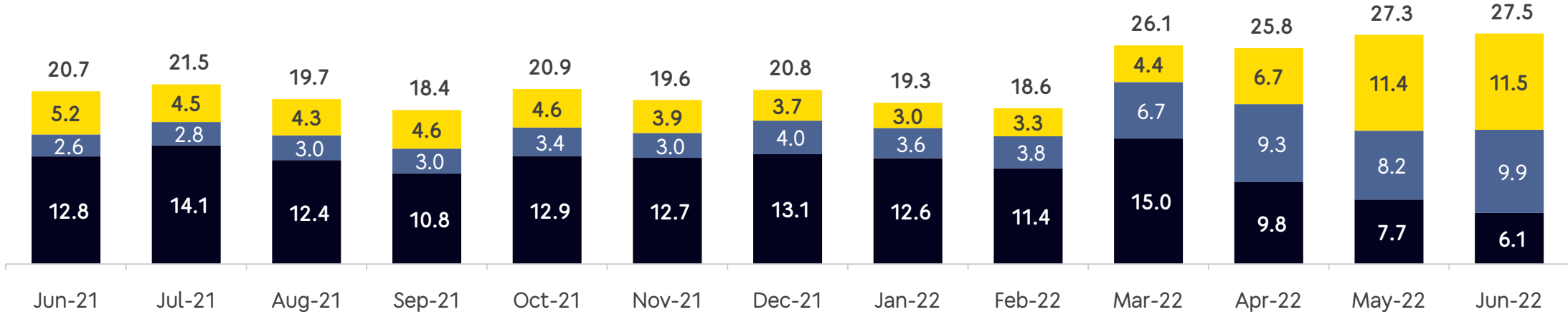
Startups: store count and sales

STORE COUNT

■ Dodo UK ■ 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.