

MARCH RCH 2022

Monthly Trading Update



802
stores

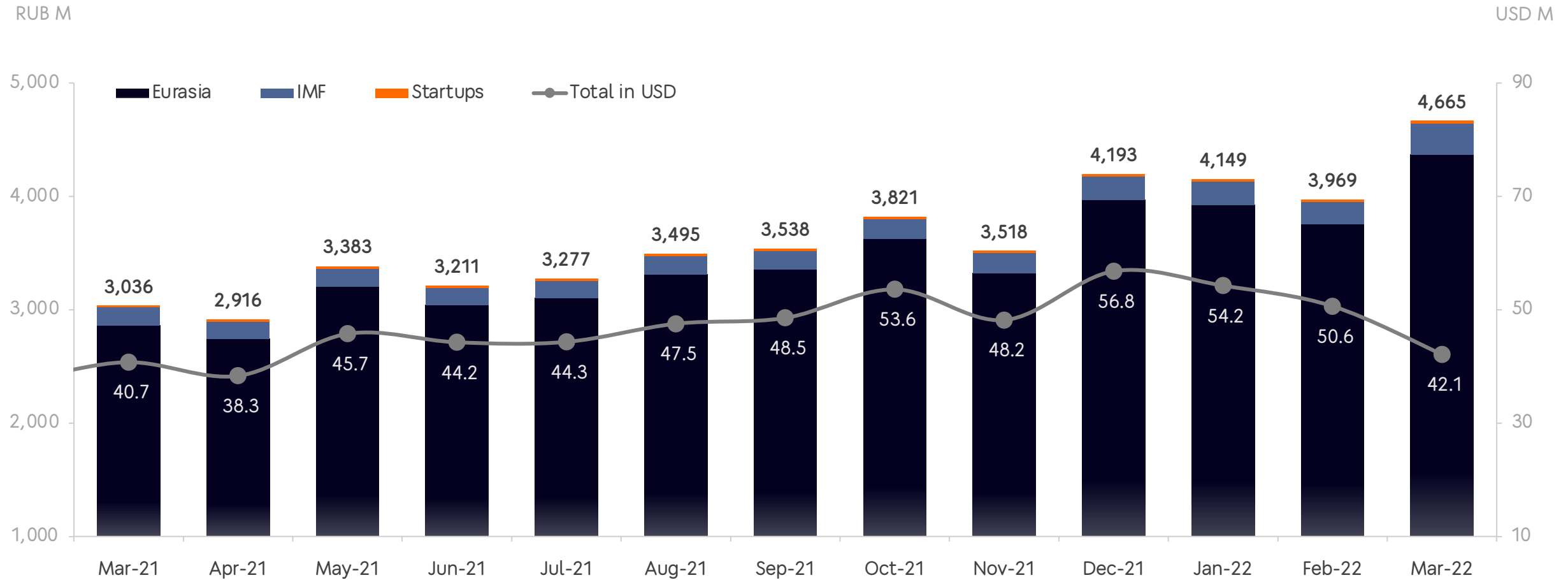
+11
net new stores

₹ 4.7 Bn
in system sales

+54%
year-over-year
change

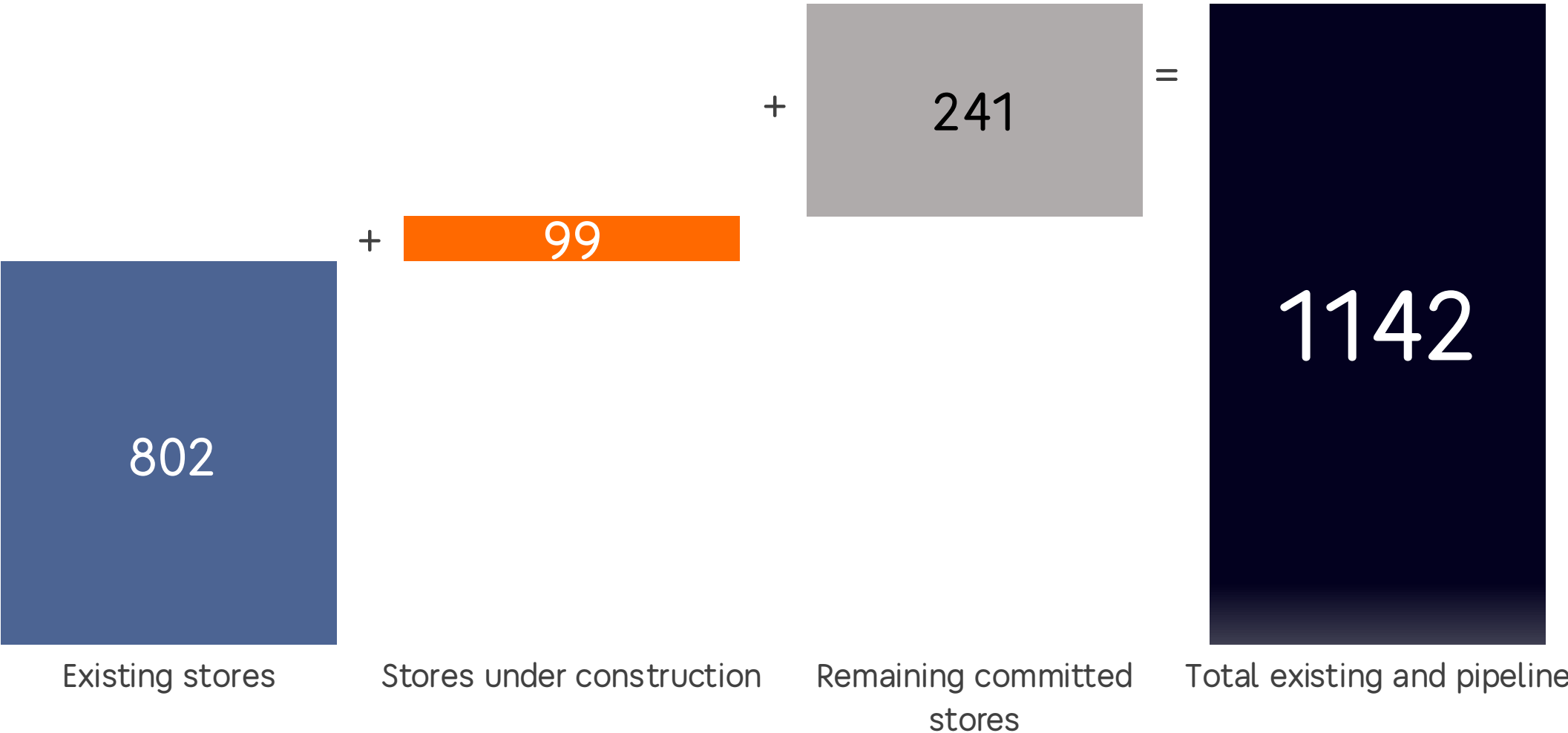
System Sales

March: 4,665M RUB / 42.1M 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](#).

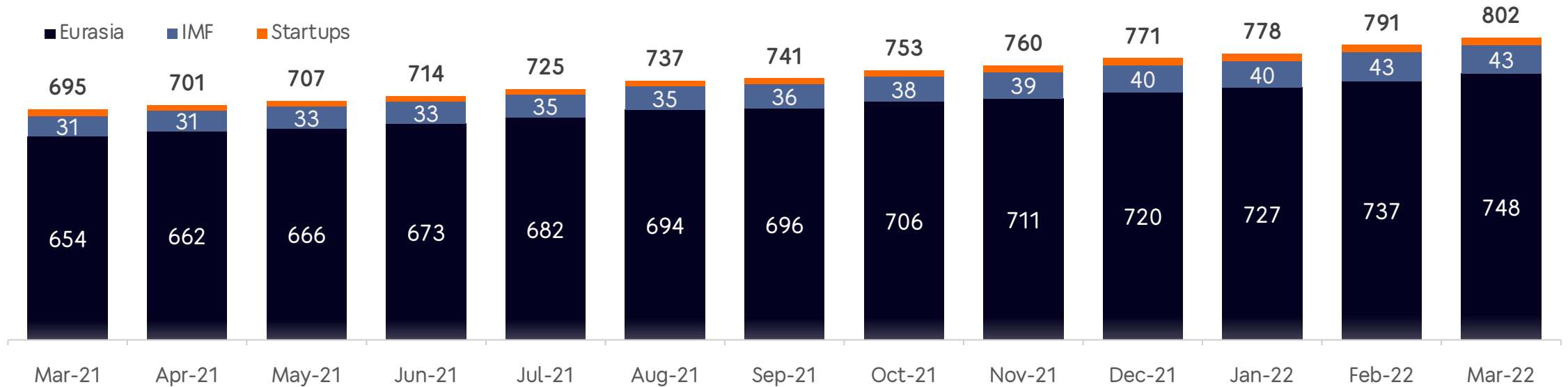
Chain Growth Pipeline



Note: as of 31 March 2022.

Store Count

March: 11 new stores, 802 total



New stores

RUSSIA:

Kingisepp-3

Korolev-3

Kotelniki-1

Moscow 0-20

Moscow 12-3

Moscow 23-3

Ruza-1

Solikamsk-1

Ulan-Ude-2

Cheboksary-5

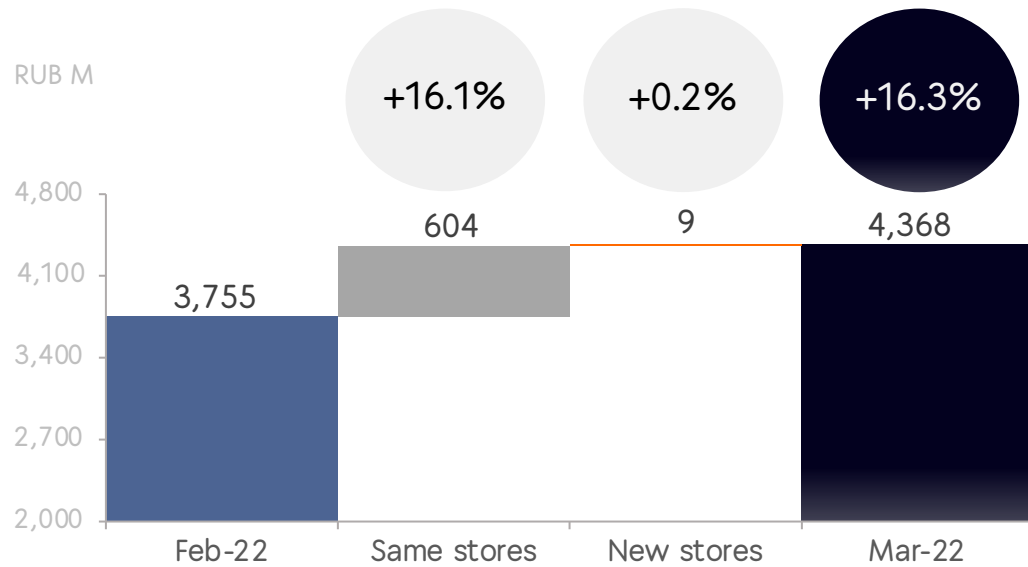
Yakutsk-3

EURASIA

Eurasia: Sales Evolution

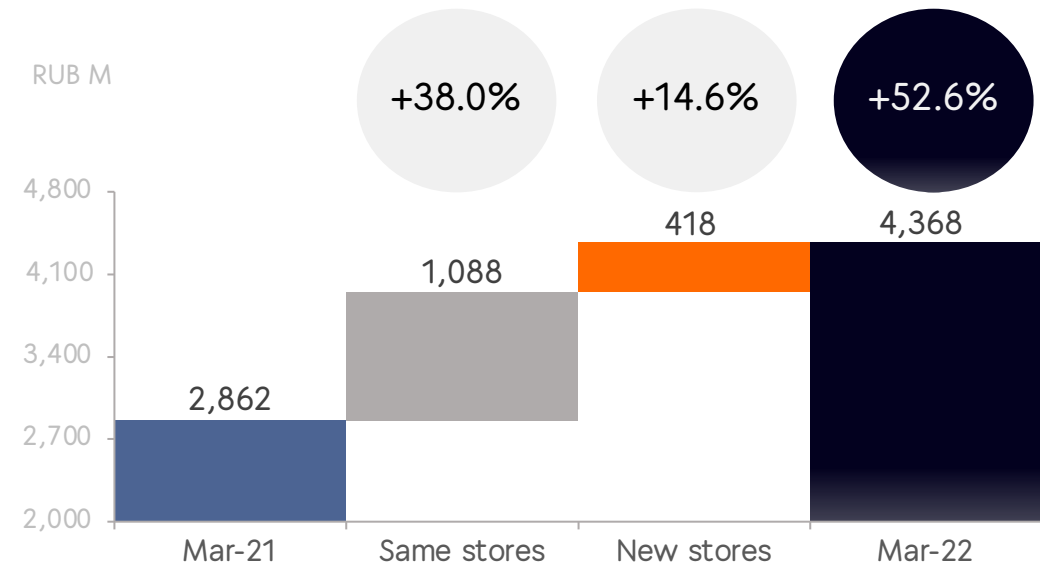
March: MoM +16.3%, YoY +52.6%

Month over Month (MoM)



$$\begin{matrix} \text{Traffic} \\ +16.3\% \end{matrix} \times \begin{matrix} \text{Av. Ticket} \\ -0.2\% \end{matrix} = \begin{matrix} \Delta \text{ MoM} \\ +16.1\% \end{matrix}$$

Year over Year (YoY)



$$\begin{matrix} \text{Traffic} \\ +20.0\% \end{matrix} \times \begin{matrix} \text{Av. Ticket} \\ +15.1\% \end{matrix} = \begin{matrix} \Delta \text{ YoY} \\ +38.0\% \end{matrix}$$

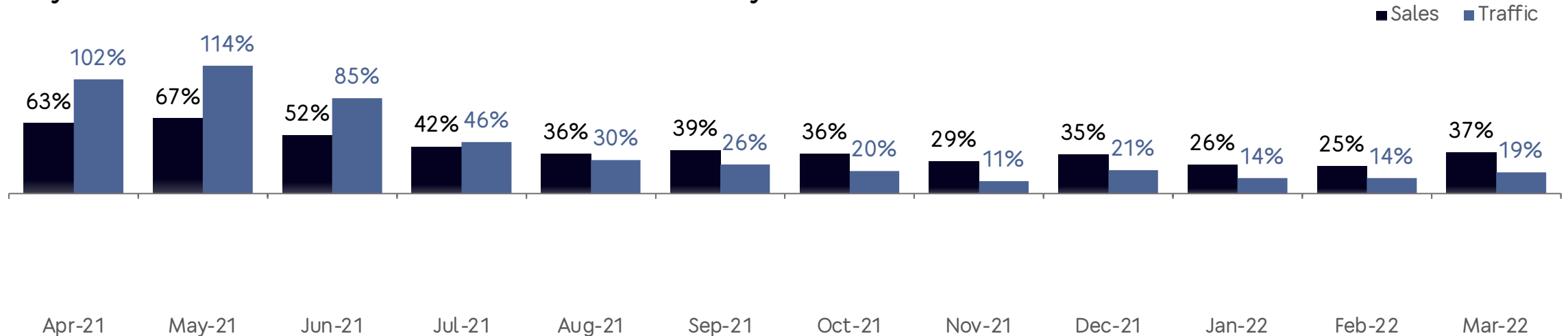
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of March 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 | 89 | 65.9% | 49.9% | 55.6% | 36.5% | 33.2% | 35.1% | 21.5% | 12.6% | 15.2% |
| 2-3 yrs old | 128 | 39.2% | 42.9% | 41.5% | 17.0% | 27.4% | 21.0% | 19.0% | 12.1% | 16.9% |
| >3 yrs old | 420 | 28.7% | 33.9% | 32.2% | 11.3% | 19.6% | 15.2% | 15.6% | 11.9% | 14.7% |

Dynamics of YoY LFL for all stores older than 1 year

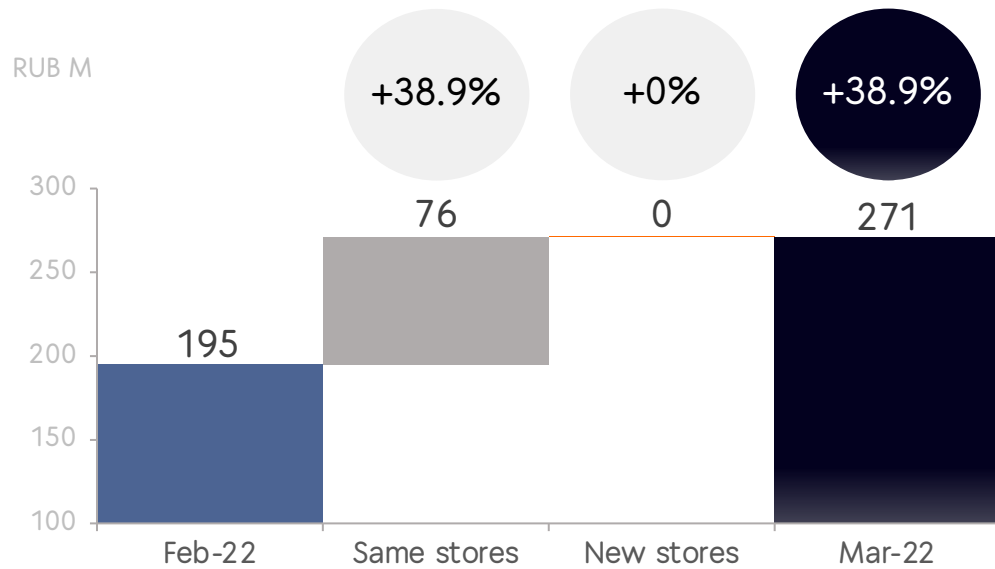


INTERNATIONAL
MASTER-
FRANCHISING

IMF: Sales Evolution

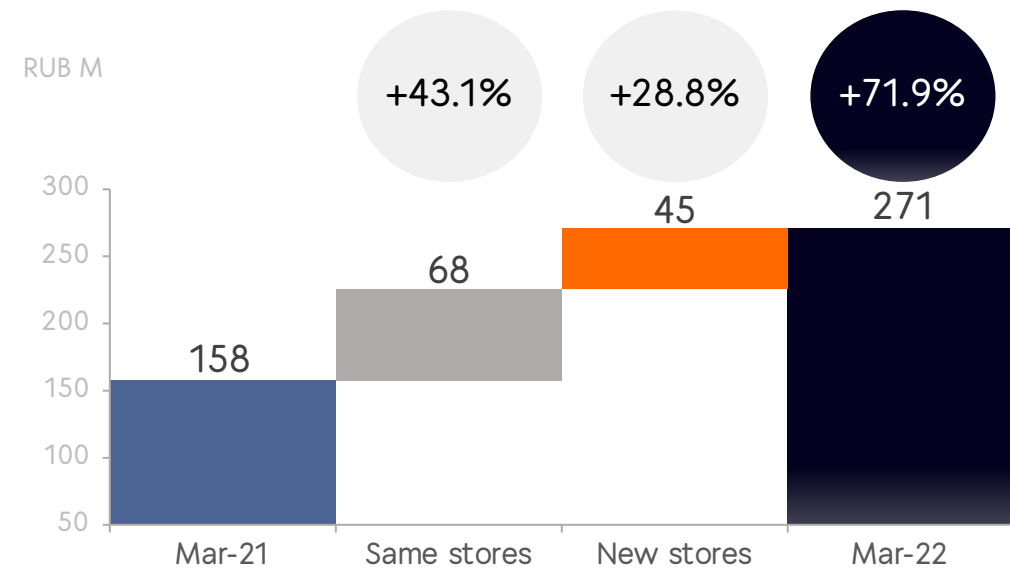
March: MoM +38.9%, YoY +71.9%

Month over Month (MoM)



| Traffic | Av. Ticket | Δ MoM |
|---------|-----------------|--------------|
| +10.3% | \times +25.9% | = +38.9% |

Year over Year (YoY)



| Traffic | Av. Ticket | Δ YoY |
|---------|-----------------|--------------|
| +9.4% | \times +30.3% | = +43.1% |

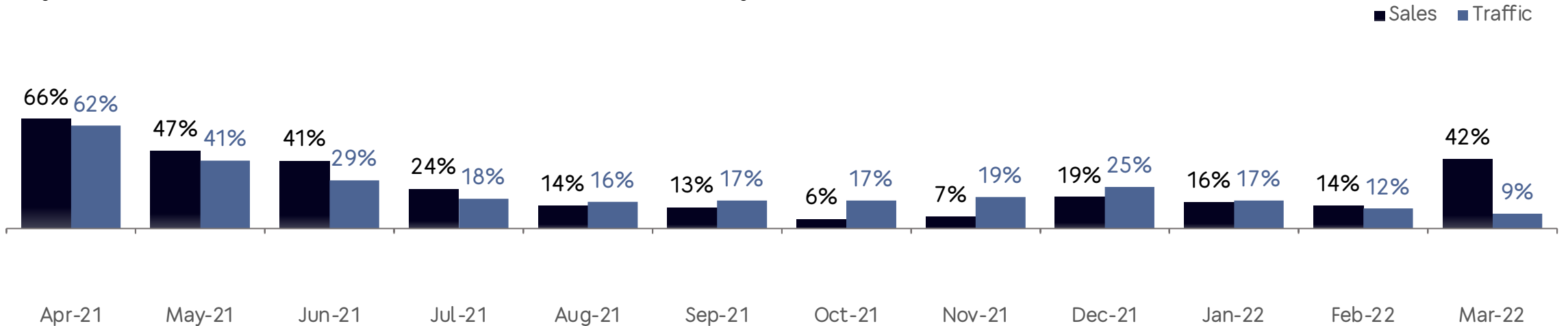
Note: gross sales including VAT where applicable. Traffic stands for order count.
 Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).
 List of countries: Germany, Estonia, Lithuania, Romania, Slovenia, Poland, Nigeria, Kyrgyzstan,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

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of March 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 | 6 | 103.7% | 73.0% | 87.1% | 28.9% | 15.3% | 24.7% | 58.1% | 50.1% | 50.0% |
| > 2 yrs old | 23 | 63.3% | 21.3% | 34.7% | 21.7% | -11.2% | 4.8% | 34.2% | 36.6% | 28.5% |

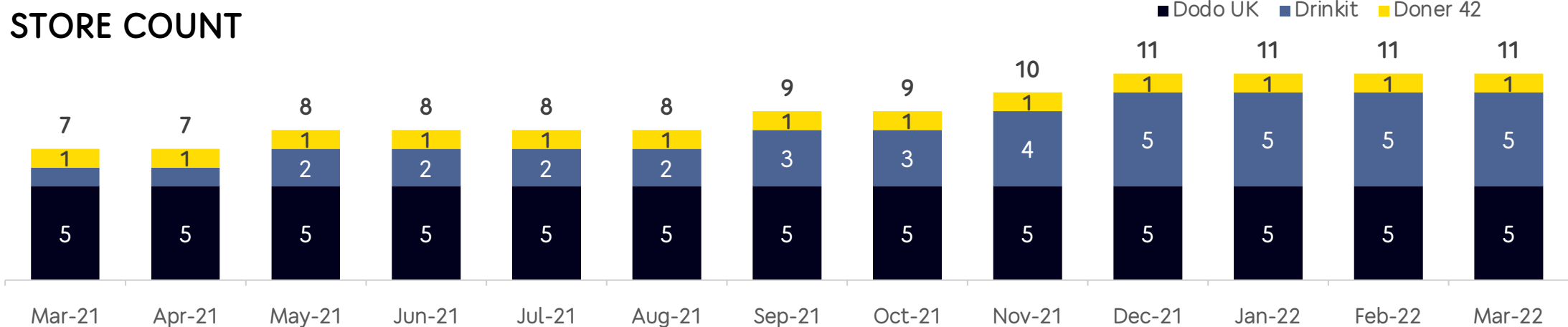
Dynamics of YoY LFL for all stores older than 1 year



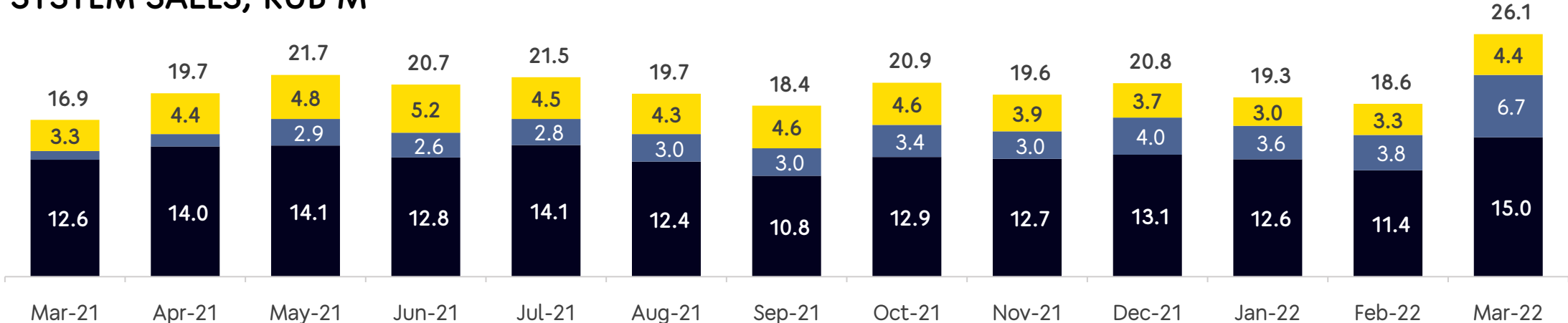
STARTUPS

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.