



**MAY
2023**

Monthly Trading Update



944
stores

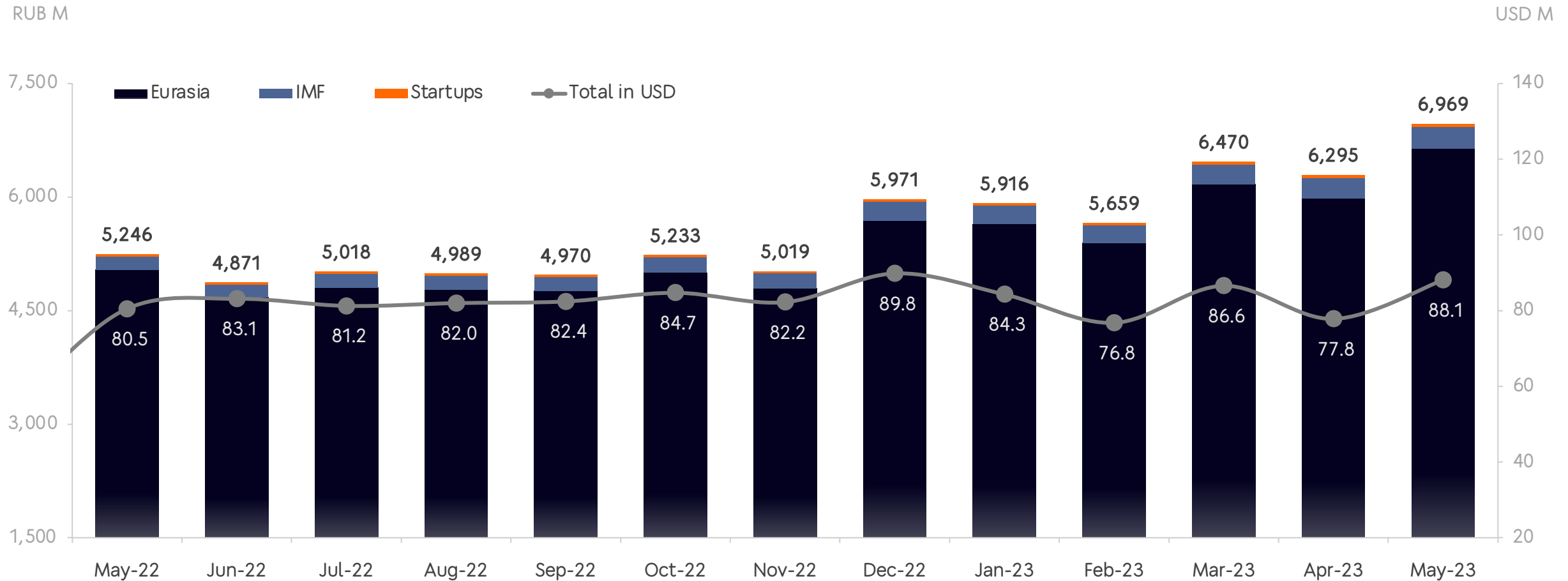
+8
net new stores

₹ 7.0 Bn
in system sales

+33%
year-over-year
change

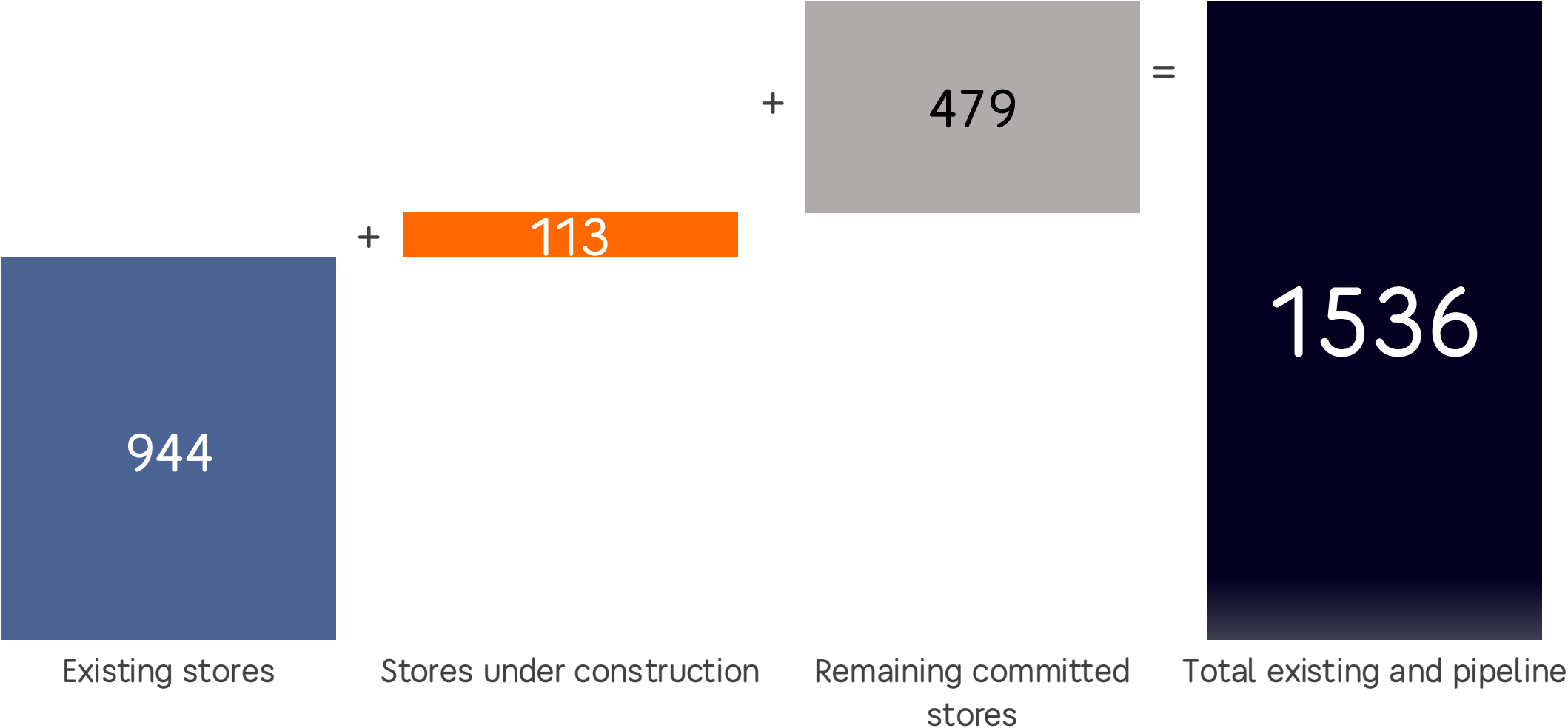
System Sales

May: 6,969M RUB / 88.1M 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](#).

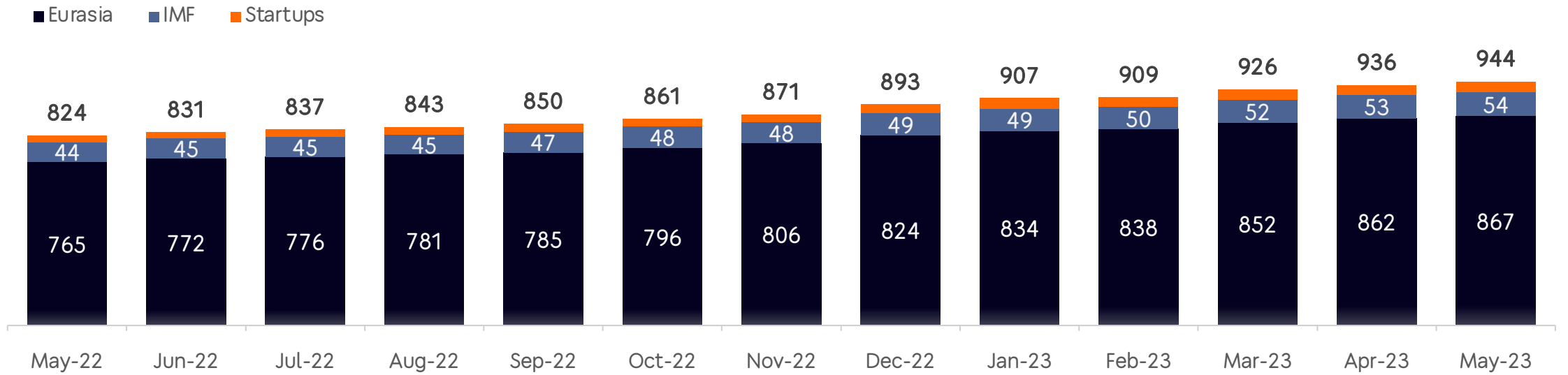
Chain Growth Pipeline



Note: as of 31 May 2023

Store Count

May: 9 new stores, 1 store closed, 944 total



New stores

RUSSIA:

- Labinsk-1
- Moscow 0-27
- Syktyvkar-9
- Oktyabrsky Moskovskaya-1
- Drinkit Moscow 0-9
- Drinkit Moscow 4-1

KAZAKHSTAN:

- Astana-9
- Drinkit Astana-1

UZBEKISTAN:

- Tashkent-4

Closed stores

RUSSIA:

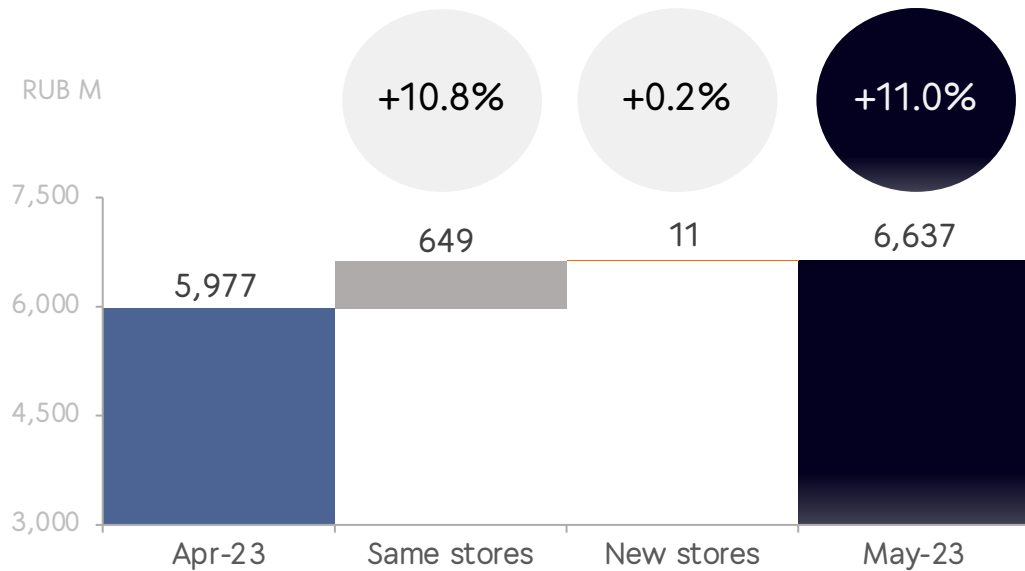
- Doner Irkutsk 1-1

EURASIA

Eurasia: Sales Evolution

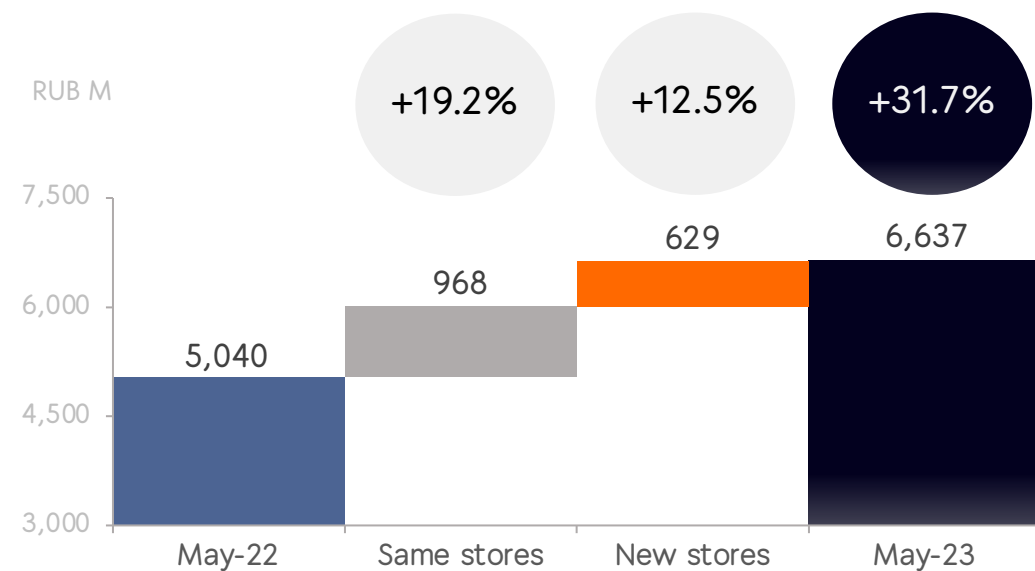
May: MoM +11.0%, YoY +31.7%

Month over Month (MoM)



$$\text{Traffic } +8.2\% \times \text{Av. Ticket } +2.5\% = \Delta \text{ MoM } +10.8\%$$

Year over Year (YoY)



$$\text{Traffic } +12.1\% \times \text{Av. Ticket } +6.4\% = \Delta \text{ YoY } +19.2\%$$

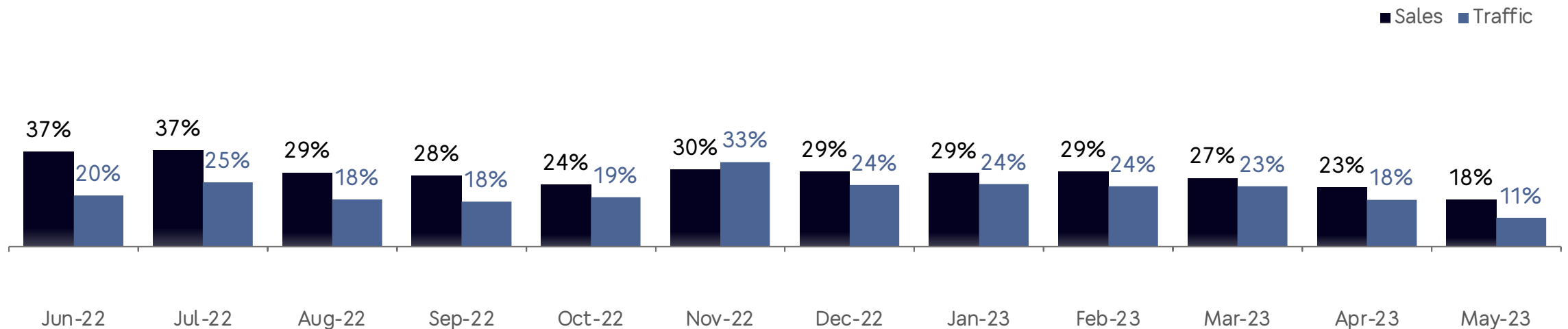
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of May 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	101	35.4%	31.7%	33.2%	26.9%	25.6%	26.4%	6.6%	4.8%	5.3%
>2 yrs old	93	16.6%	27.7%	23.0%	4.1%	19.4%	9.8%	12.0%	7.0%	12.0%
>3 yrs old	557	13.6%	17.0%	15.8%	7.2%	11.9%	9.3%	5.9%	4.6%	6.0%

Dynamics of YoY LFL for all stores older than 1 year

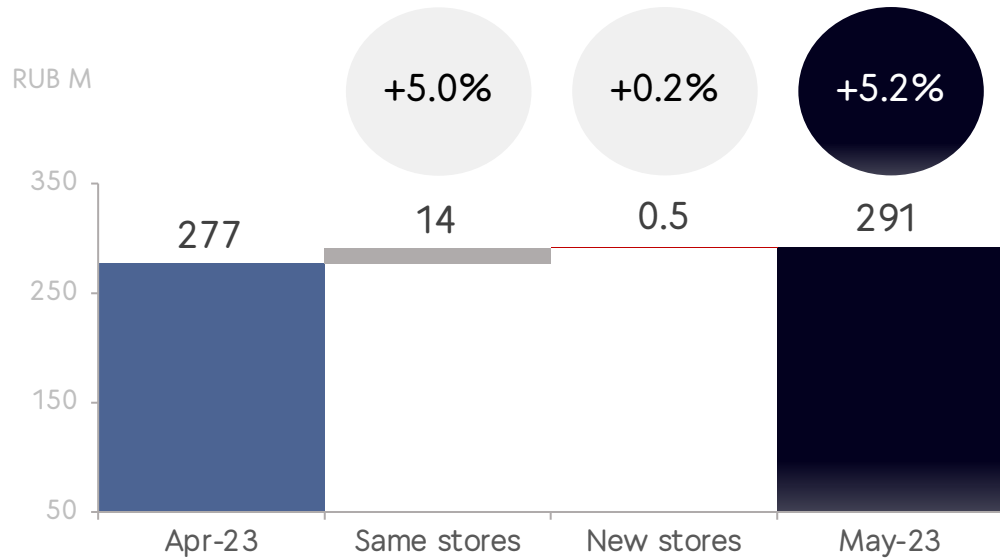


INTERNATIONAL
MASTER-
FRANCHISING

IMF: Sales Evolution

May: MoM +5.2%, YoY +63.1%

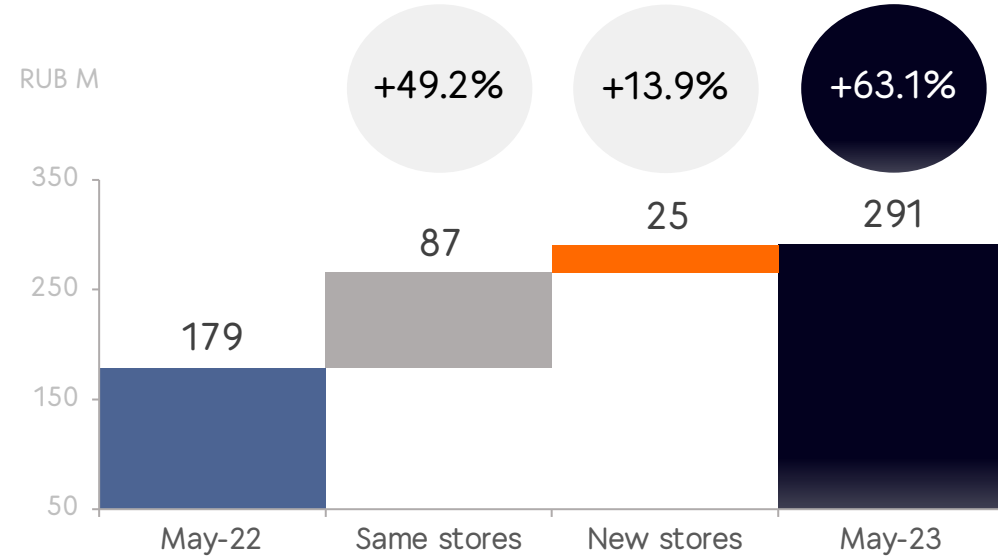
Month over Month (MoM)



Traffic \times Av. Ticket $=$ Δ MoM

+10.2% \times -4.7% = +5.0%

Year over Year (YoY)



Traffic \times Av. Ticket $=$ Δ YoY

+11.6% \times +33.5% = +49.2%

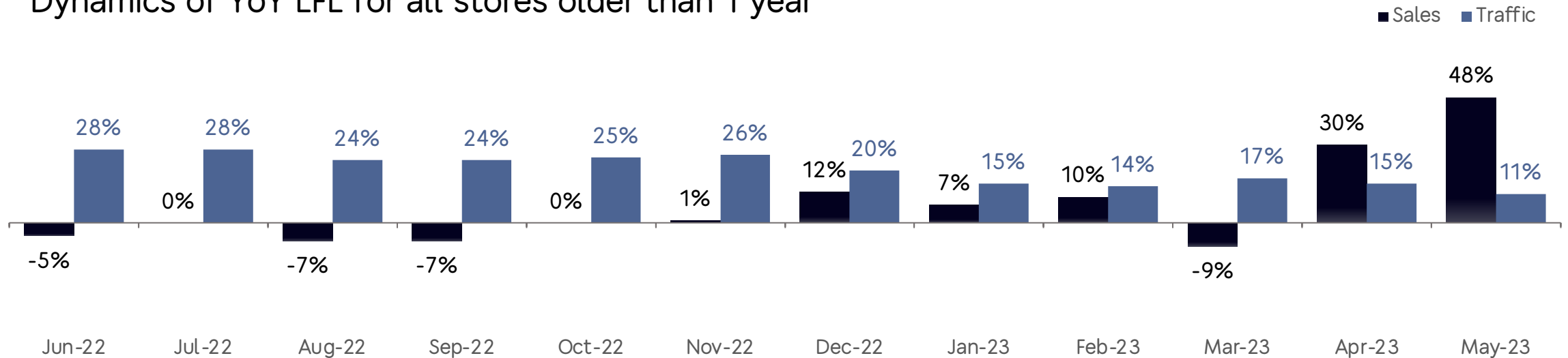
Note: gross sales including VAT where applicable. Traffic stands for order count.
 Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).
 List of countries: Germany, Estonia, Lithuania, Romania, Slovenia, Poland, Nigeria, Kyrgyzstan,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

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of May 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	13	80.8%	84.1%	82.3%	15.1%	36.1%	20.6%	57.1%	35.2%	51.1%
> 2 yrs old	30	42.9%	38.9%	40.7%	10.2%	4.9%	8.2%	29.7%	32.3%	29.9%

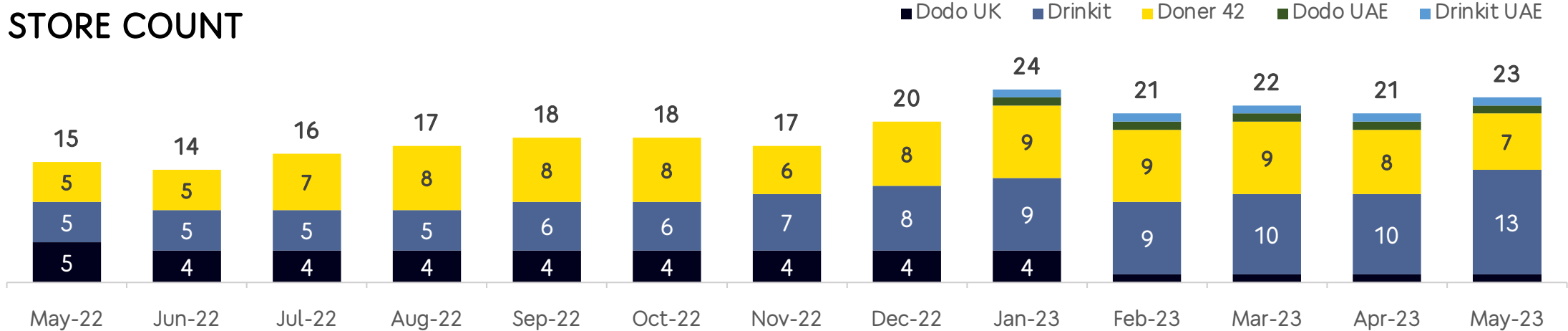
Dynamics of YoY LFL for all stores older than 1 year



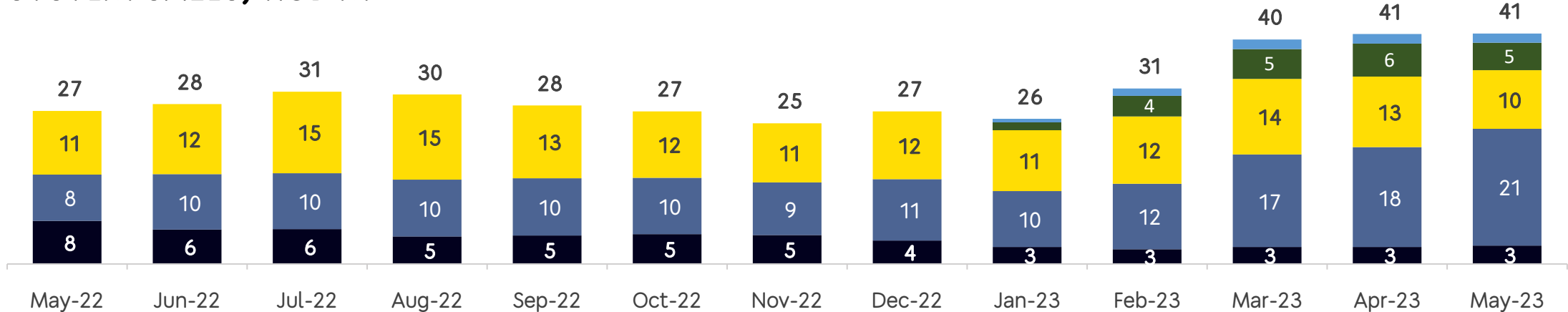
STARTUPS

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](https://www.currencylayer.com).