

NO VEM BER 2022

Monthly Trading Update



871
stores

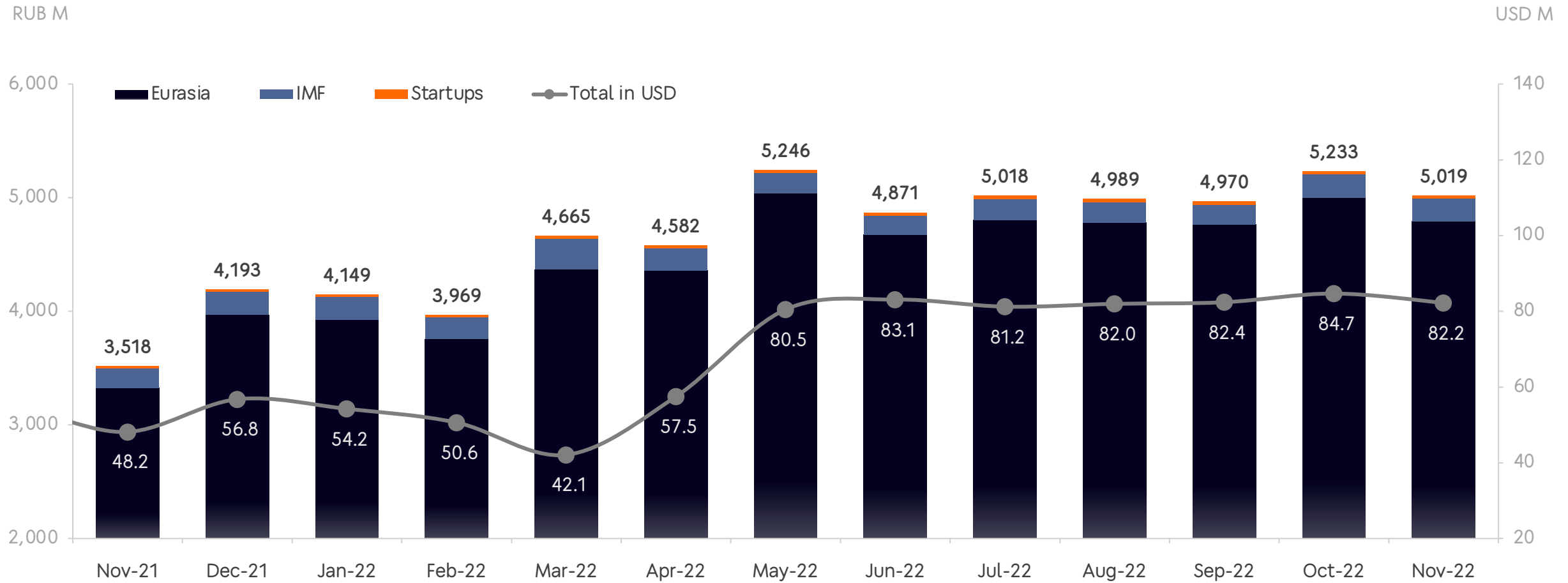
+9
net new stores

₹ 5.0 Bn
in system sales

+43%
year-over-year
change

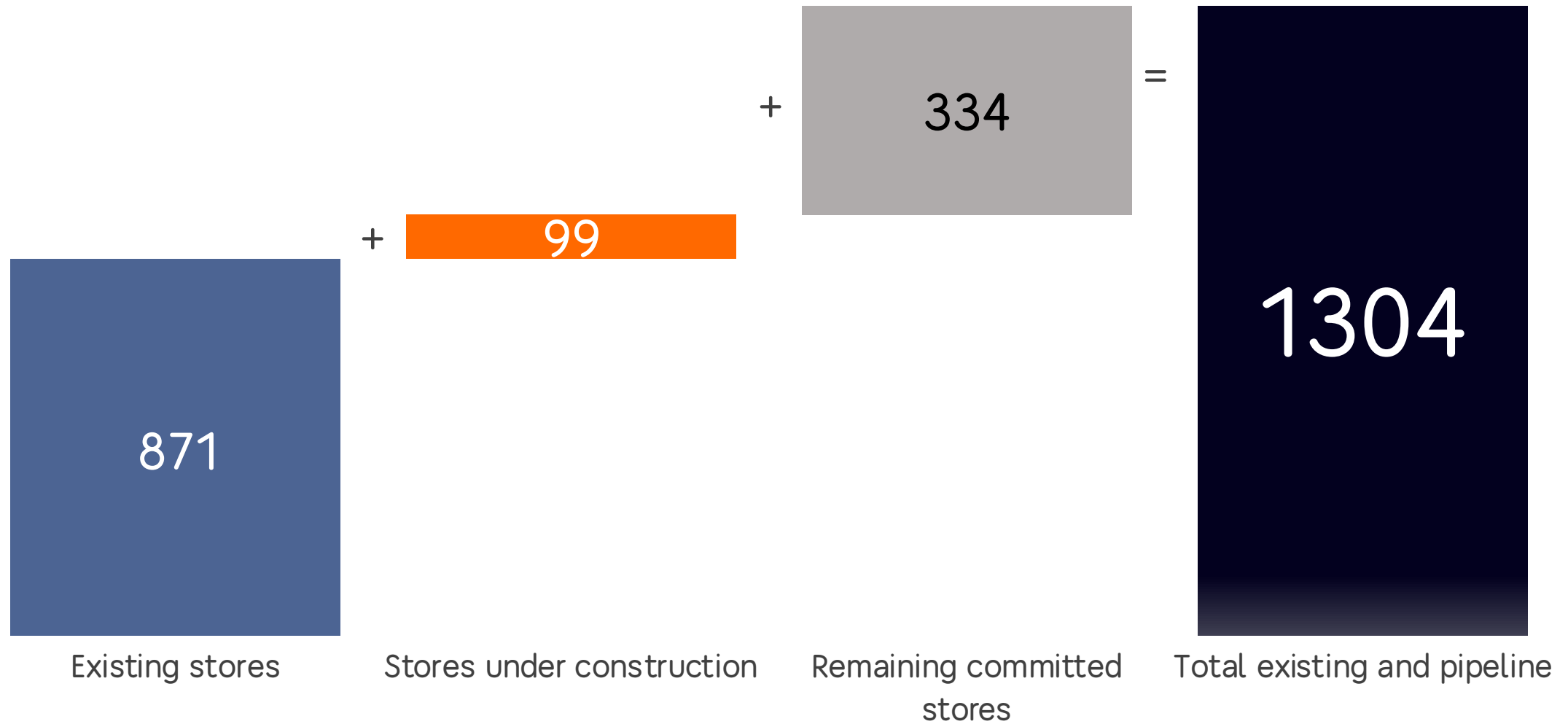
System Sales

November: 5,019M RUB / 82.2M 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](#).

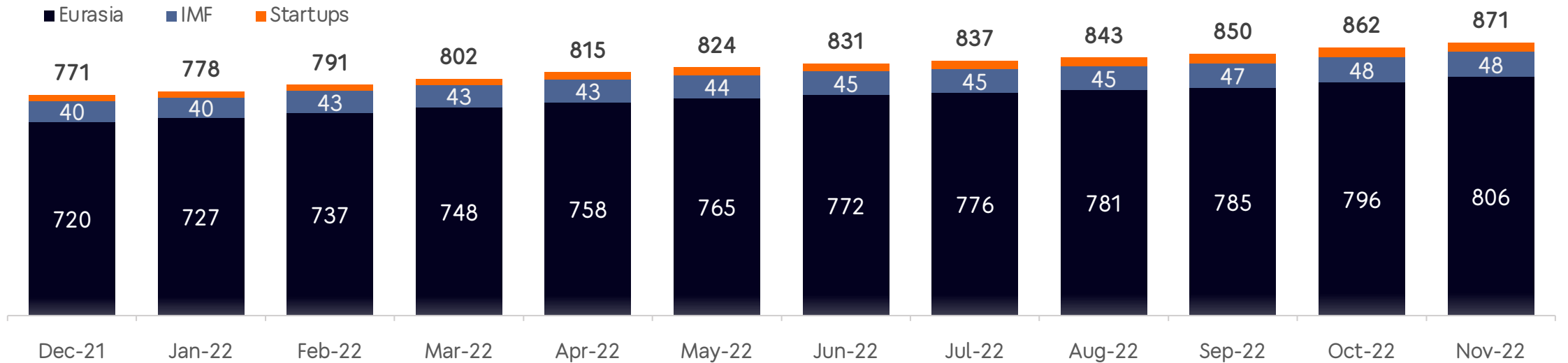
Chain Growth Pipeline



Note: as of 30 November 2022

Store Count

November: 11 new stores, 2 stores closed, 871 total



New stores

RUSSIA:

- Goluboe-1
- Miass-2
- Novosibirsk-14
- Oktyabrsky-2
- Slantsy-1

- Ufa-5
- Yekaterinburg-10
- Zelenodolsk-1
- Drinkit Moscow 1-1

BELARUS:

- Lida-1

KAZAKHSTAN:

- Taraz-2

Closed stores

RUSSIA:

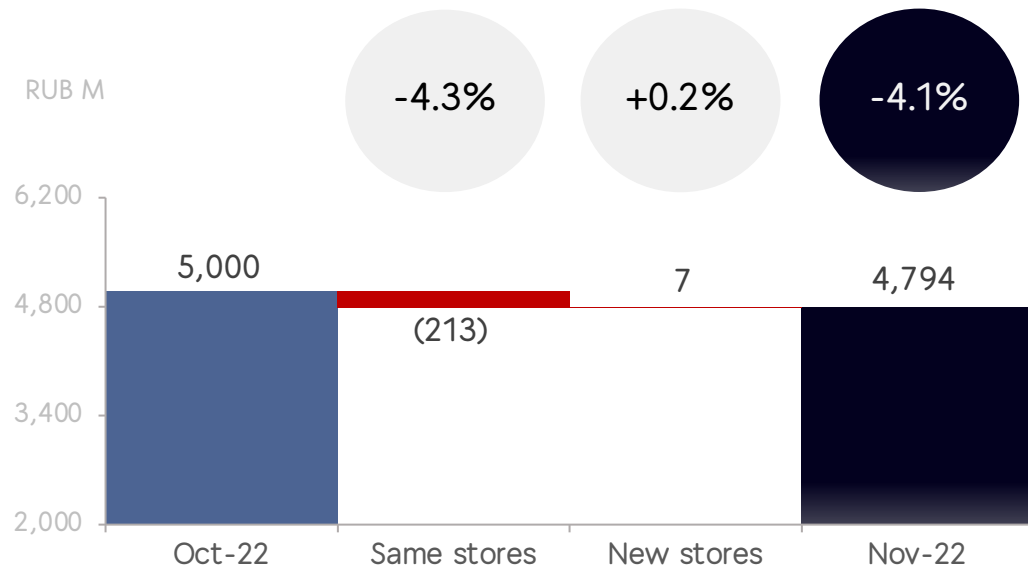
- Doner Krasnodar-1
- Doner Saint Petersburg 1-1

EURASIA

Eurasia: Sales Evolution

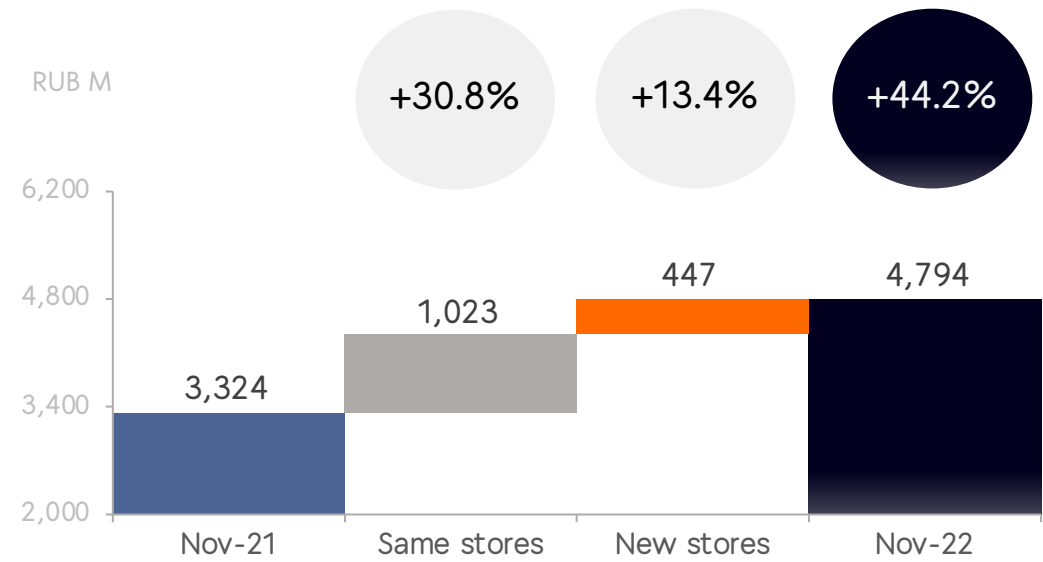
November: MoM -4.1%, YoY +44.2%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-5.3%	+1.1%	-4.3%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+33.6%	-2.0%	+30.8%

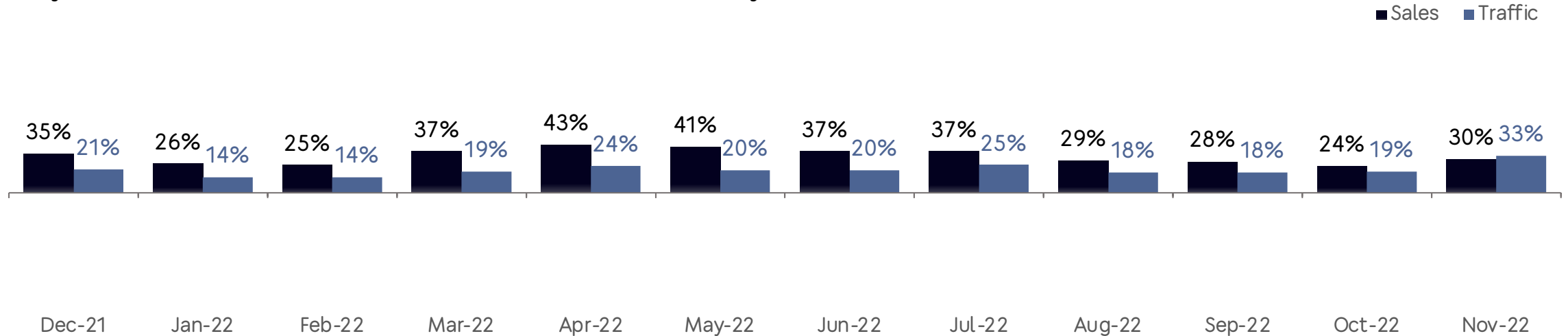
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of November 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	92	51.3%	36.8%	41.7%	51.8%	35.7%	44.1%	-0.3%	0.9%	-1.7%
> 2yrs old	111	46.1%	24.9%	32.2%	42.2%	23.6%	34.0%	2.8%	1.1%	-1.3%
>3 yrs old	493	52.5%	20.8%	28.1%	50.0%	18.7%	30.9%	1.7%	1.8%	-2.2%

Dynamics of YoY LFL for all stores older than 1 year

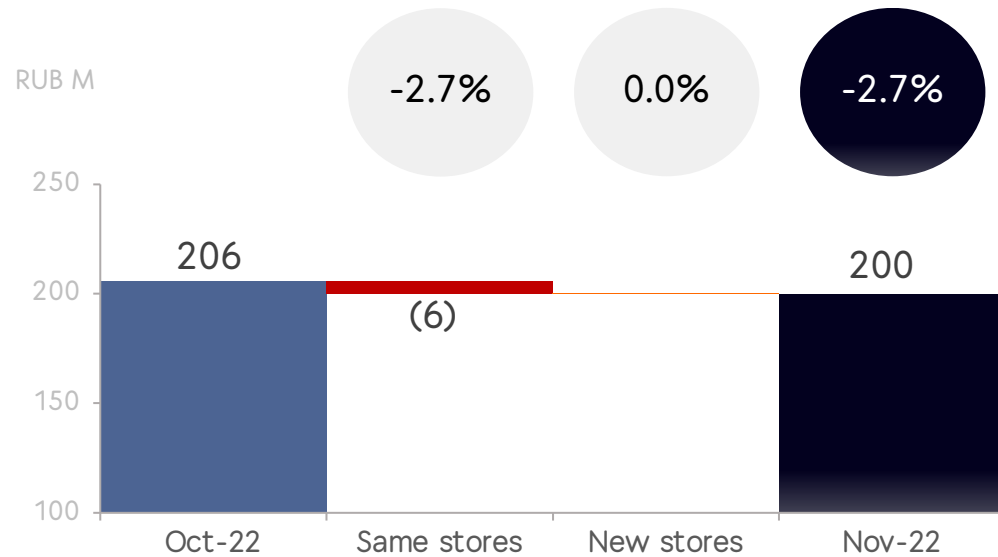


INTERNATIONAL
MASTER-
FRANCHISING

IMF: Sales Evolution

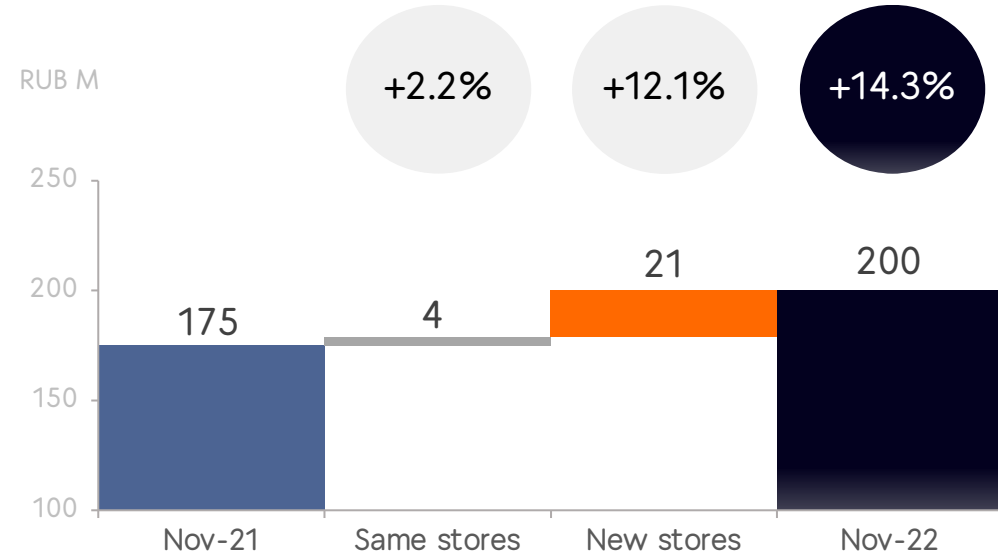
November: MoM -2.7%, YoY +14.3%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-4.8%	+2.2%	= -2.7%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+27.1%	-19.8%	= +2.2%

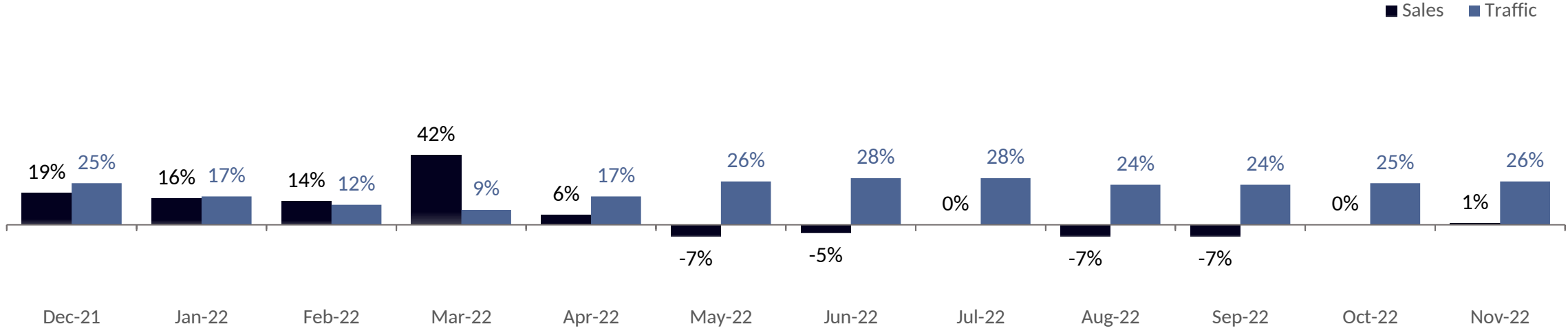
Note: gross sales including VAT where applicable. Traffic stands for order count.
 Converted from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).
 List of countries: Germany, Estonia, Lithuania, Romania, Slovenia, Poland, Nigeria, Kyrgyzstan,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

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of November 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	11	58.8%	20.4%	36.3%	76.2%	27.1%	57.3%	-9.9%	-5.3%	-13.3%
> 2 yrs old	27	7.5%	-14.5%	-6.1%	34.0%	1.0%	19.3%	-19.7%	-15.3%	-21.3%

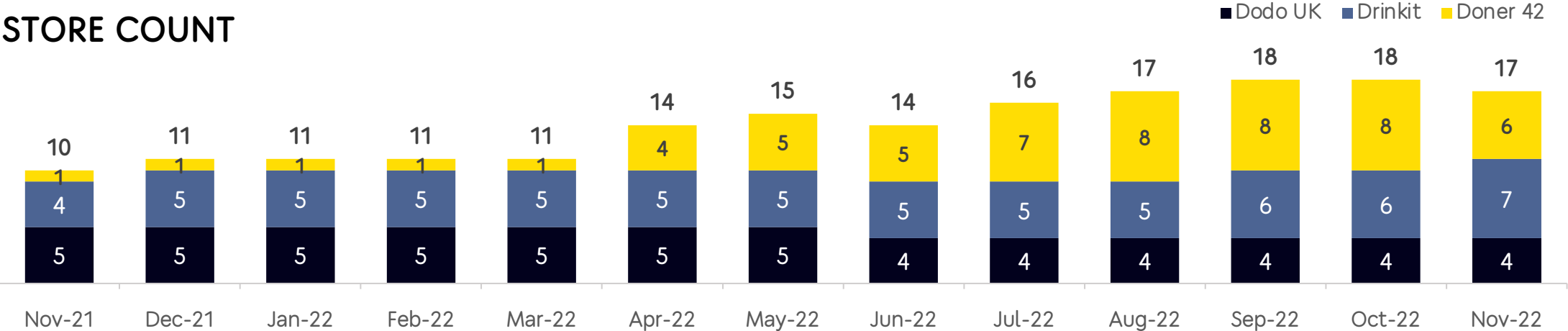
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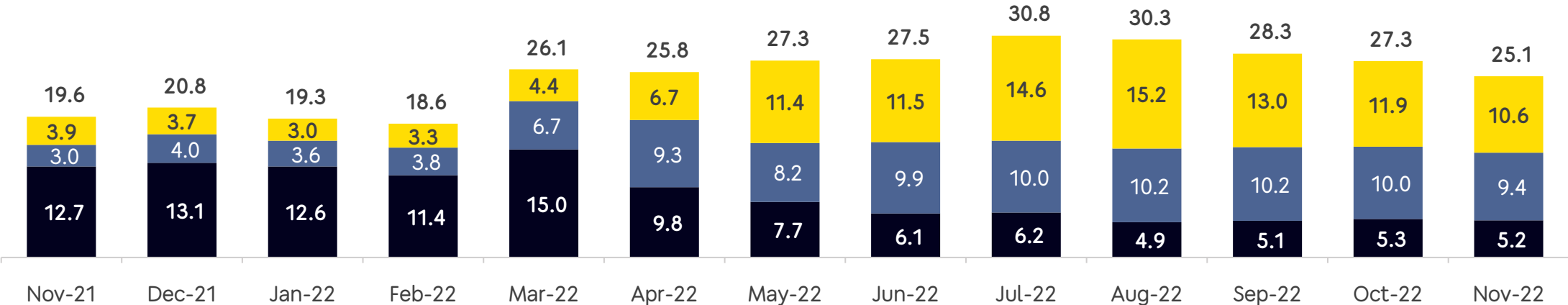
STARTUPS

Startups: store count and sales

STORE COUNT



SYSTEM SALES, RUB M



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