

NO VEM BER 2023

Monthly Trading Update



1011
stores

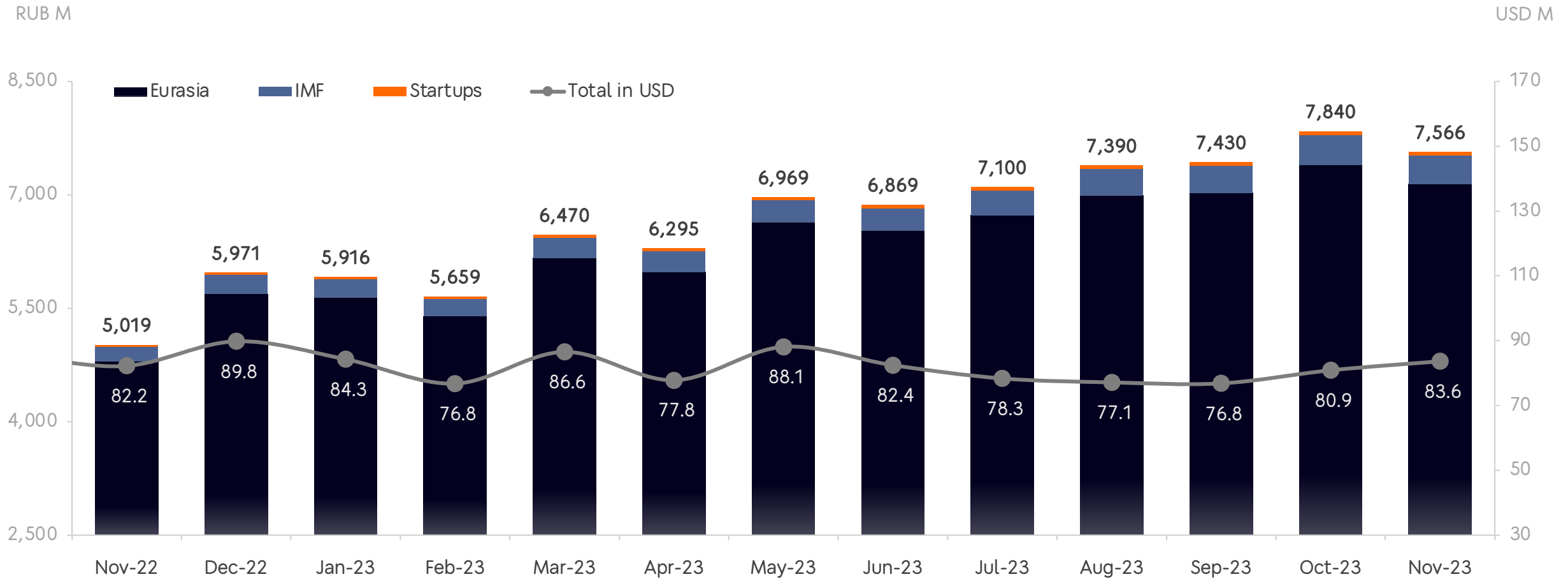
+15
net new stores

₹ 7.6 Bn
in system sales

+51%
year-over-year
change

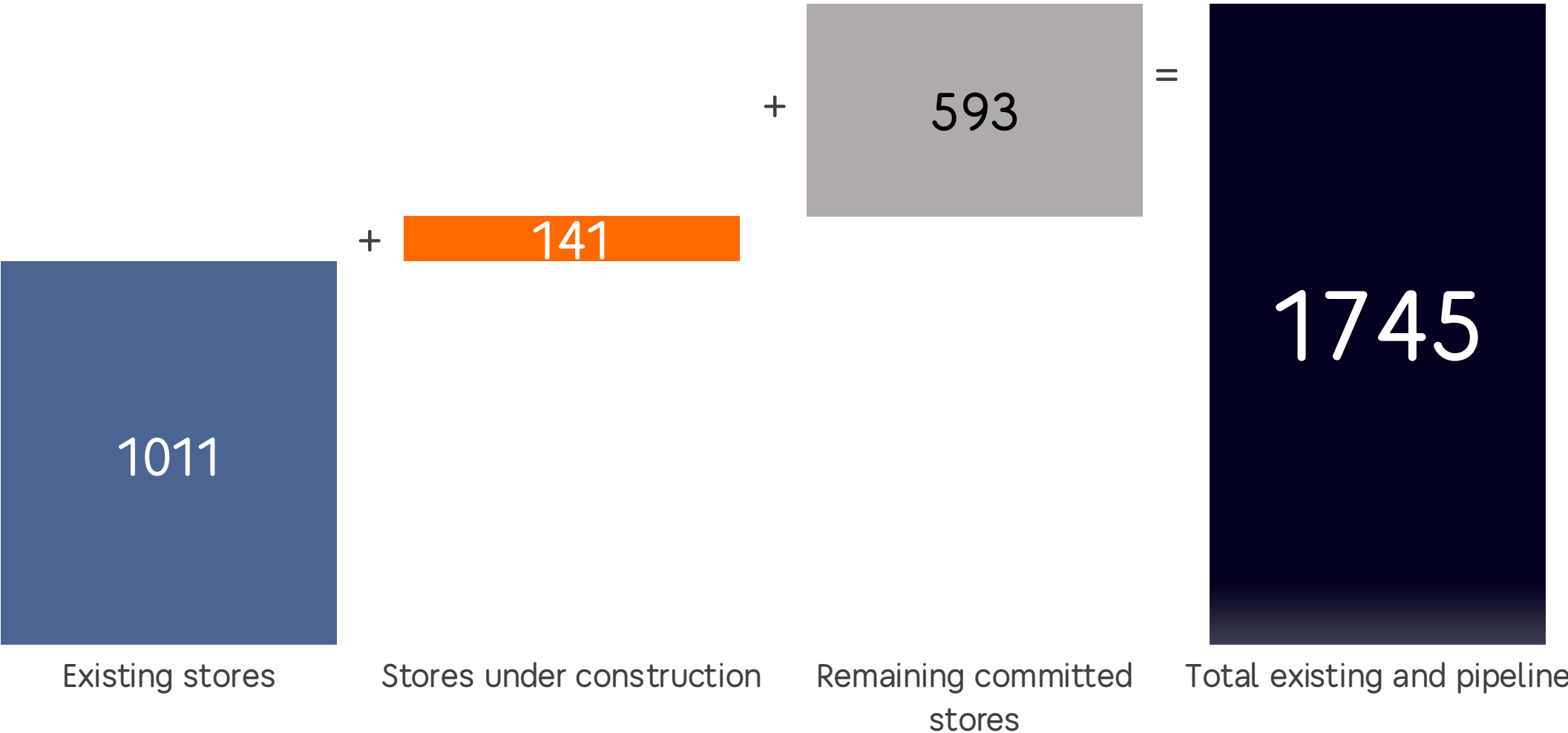
System Sales

November: 7,566M RUB / 83.6M 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](#).

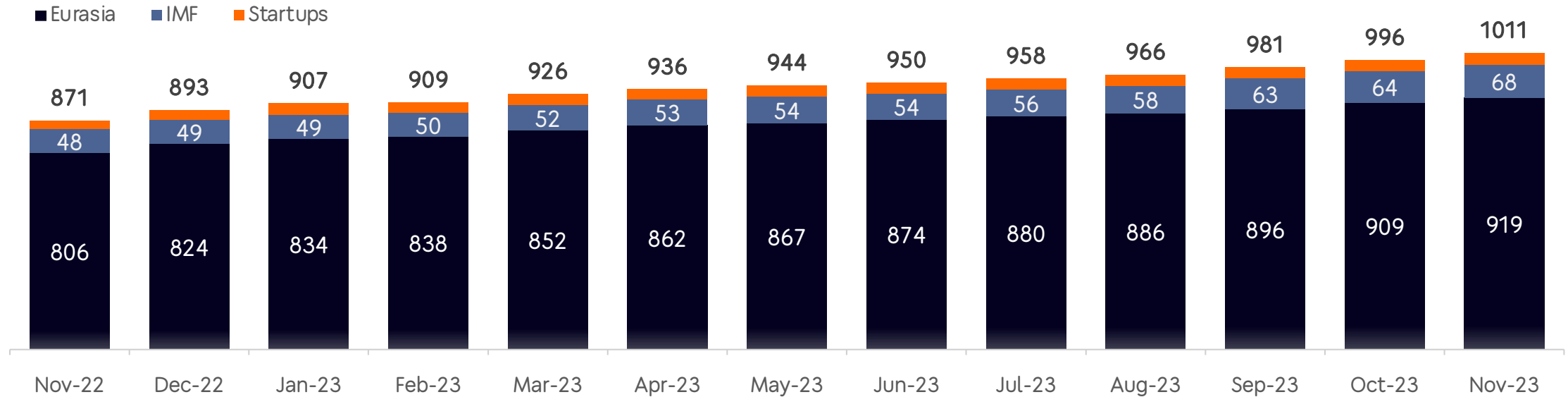
Chain Growth Pipeline



Note: as of 30 November 2023

Store Count

November: 18 new stores, 3 stores closed, 1011 total



New stores

RUSSIA:

Chebarkul-1

Chernogorsk-1

Irkutsk-5

Kasimov-1

Kostroma-2

Kuznetsk-1

Otradnoe Moskovskaya-1

Rasskazovka-2

Skhodnya-1

Ust-Labinsk-1

Doner Moscow 0-3

Drinkit Moscow 0-10

Drinkit Moscow 0-13

KAZAKHSTAN:

Semey-2

TURKIYE:

İzmir-3

Mersin-2

TAJIKISTAN:

Dushanbe-3

UZBEKISTAN:

Tashkent-9

Closed stores

RUSSIA:

Bugry-1

Doner Saint Petersburg 2-1

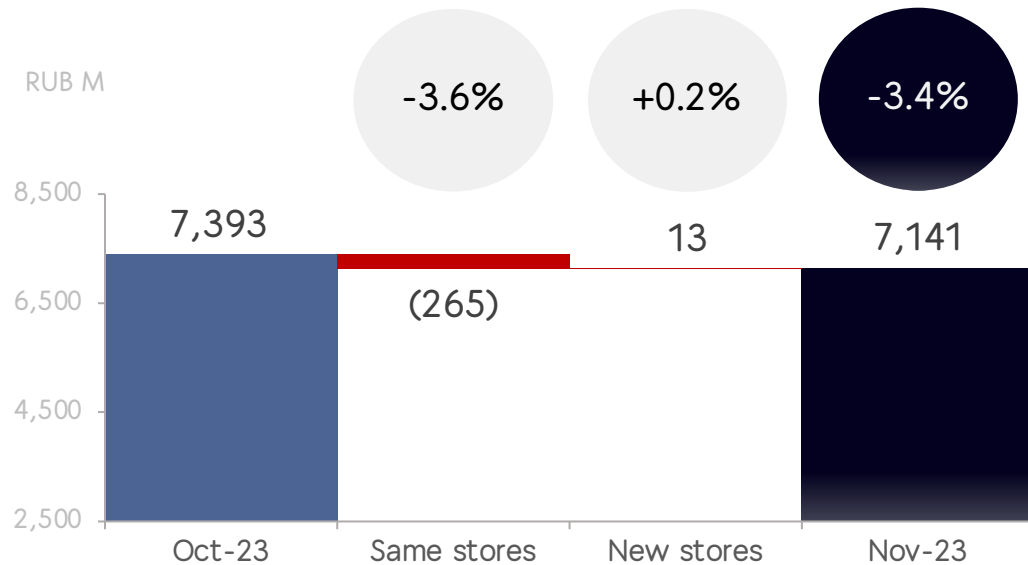
Doner Ulyanovsk 1-1

EURASIA

Eurasia: Sales Evolution

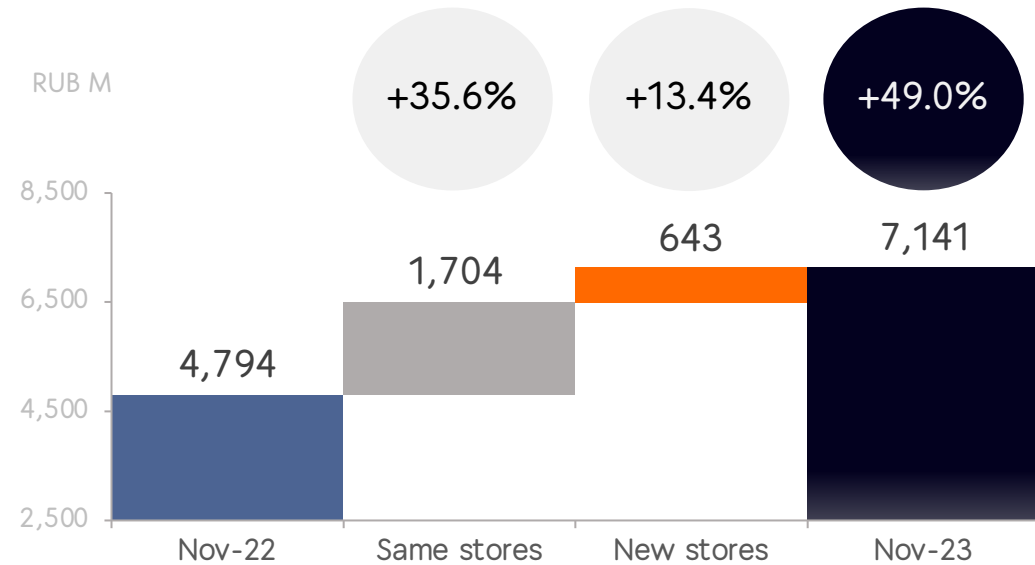
November: MoM -3.4%, YoY +49.0%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-4.6%	× +1.1%	= -3.6%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+19.4%	× +13.6%	= +35.6%

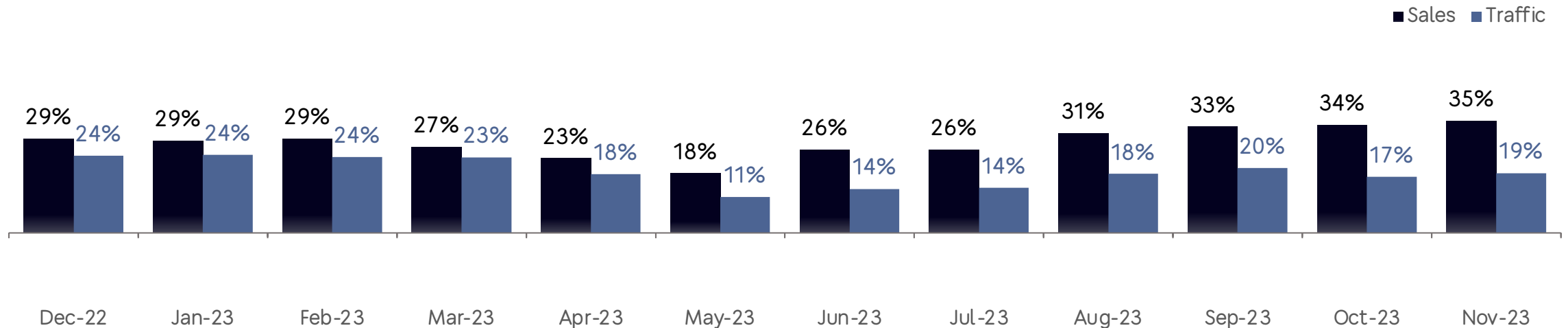
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of November 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	99	49.7%	48.0%	48.7%	30.4%	33.8%	31.9%	14.8%	10.6%	12.7%
2-3 yrs old	91	37.9%	46.0%	43.1%	17.2%	30.9%	23.3%	17.6%	11.6%	16.0%
> 3 yrs old	600	33.2%	31.2%	31.8%	13.8%	18.5%	16.1%	17.0%	10.7%	13.5%

Dynamics of YoY LFL for all stores older than 1 year

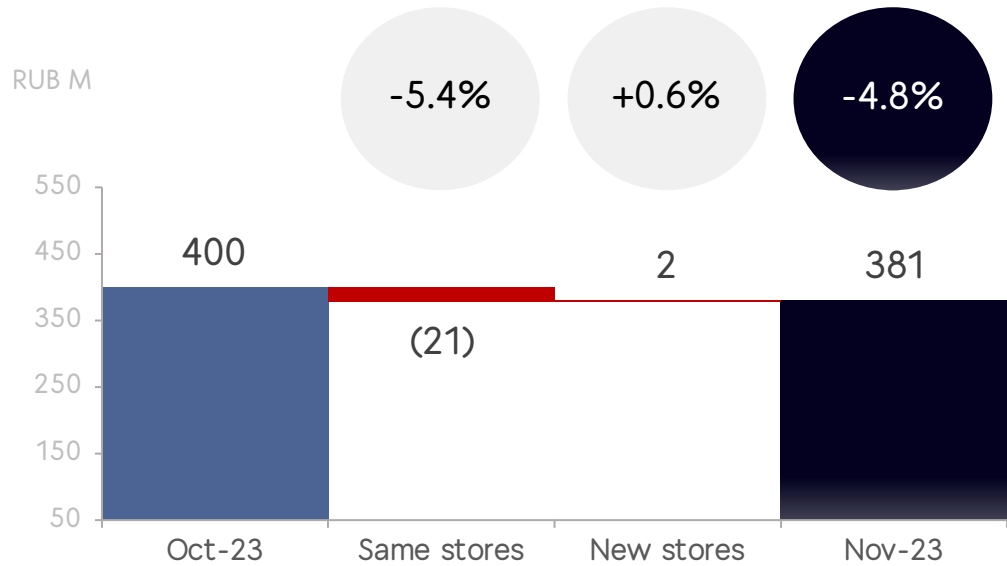


INTERNATIONAL
MASTER-
FRANCHISING

IMF: Sales Evolution

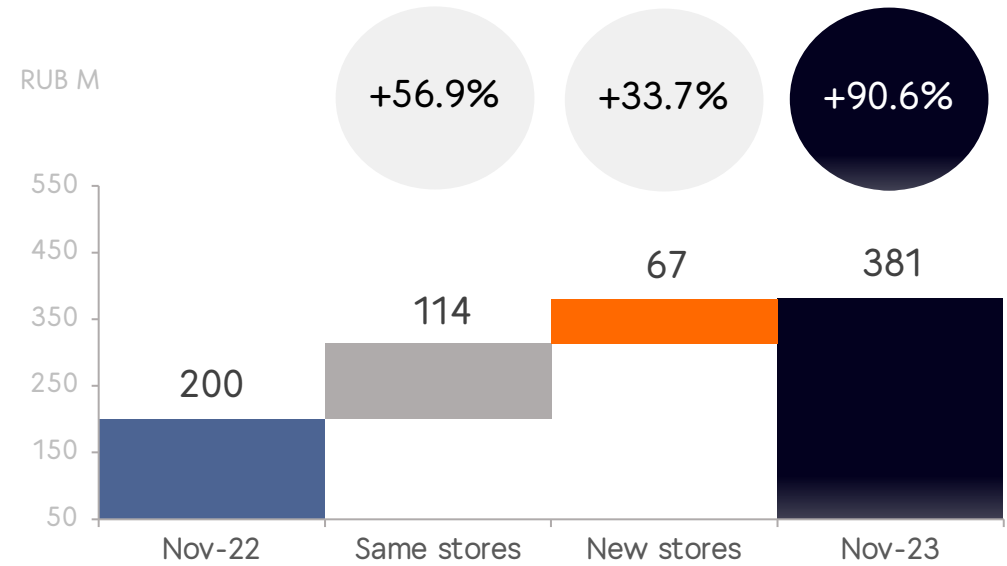
November: MoM -4.8%, YoY +90.6%

Month over Month (MoM)



Traffic	Av. Ticket	Δ MoM
-0.2%	-5.4%	-5.4%

Year over Year (YoY)



Traffic	Av. Ticket	Δ YoY
+6.9%	+46.7%	+56.9%

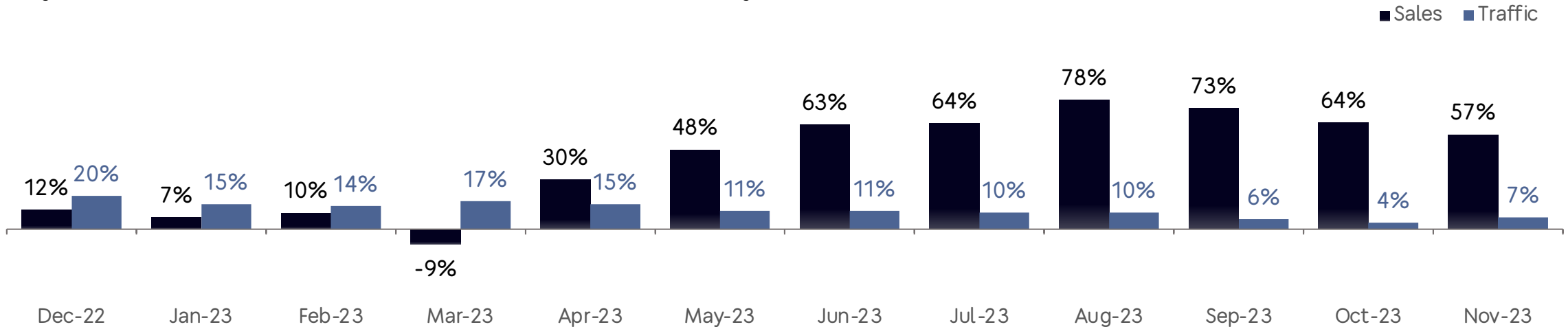
Note: gross sales including VAT where applicable. Traffic stands for order count.
 Converted into RUB from local currencies at weighted average monthly FX rates as per [currencylayer.com](https://www.currencylayer.com).
 List of countries: Armenia, Kyrgyzstan, Tajikistan, Uzbekistan, Cyprus, Estonia,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

IMF: Like for Like Sales and Traffic

YoY LFL – Detailed Review of November 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	10	51.7%	99.7%	72.1%	12.8%	39.7%	21.1%	34.5%	43.0%	42.1%
> 2 yrs old	37	49.7%	65.4%	54.8%	3.9%	7.0%	5.0%	44.1%	54.6%	47.4%

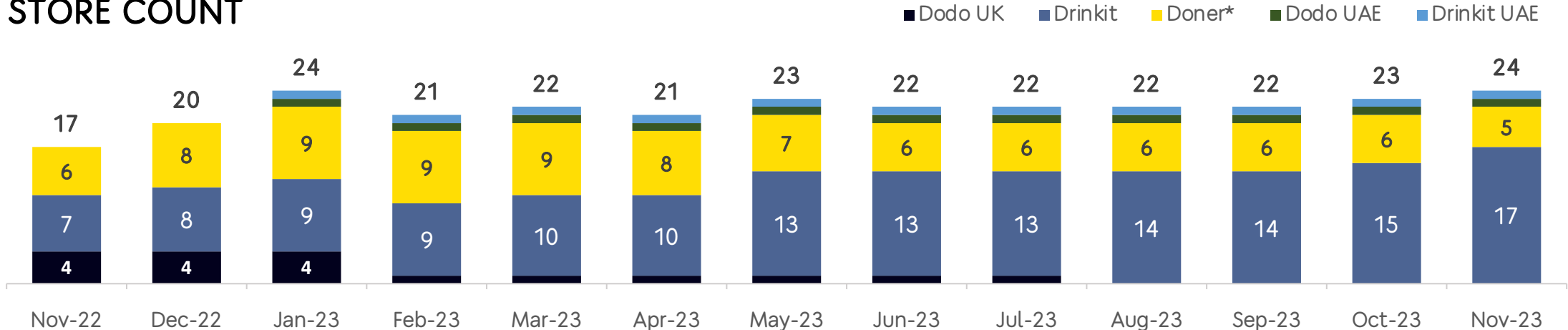
Dynamics of YoY LFL for all stores older than 1 year



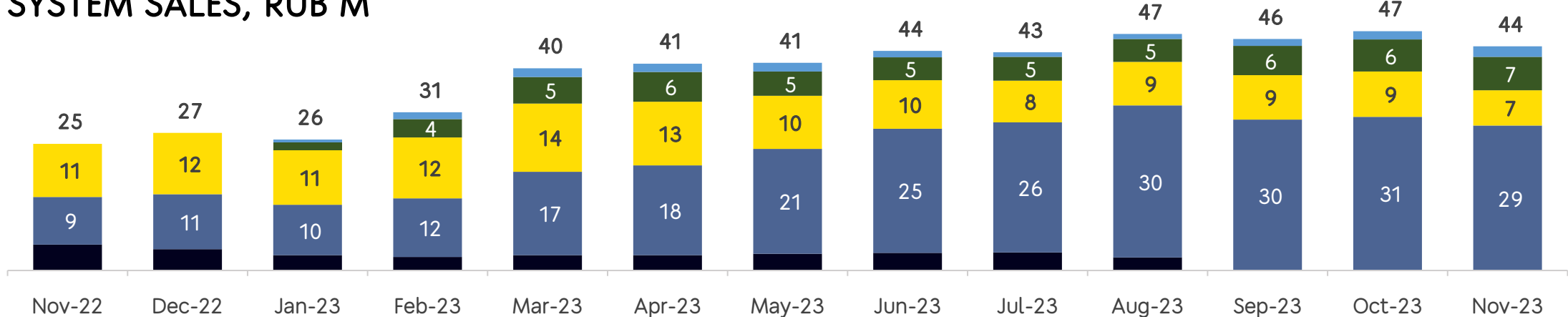
STARTUPS

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.
 *Doner includes Doner 42 and Kebster.