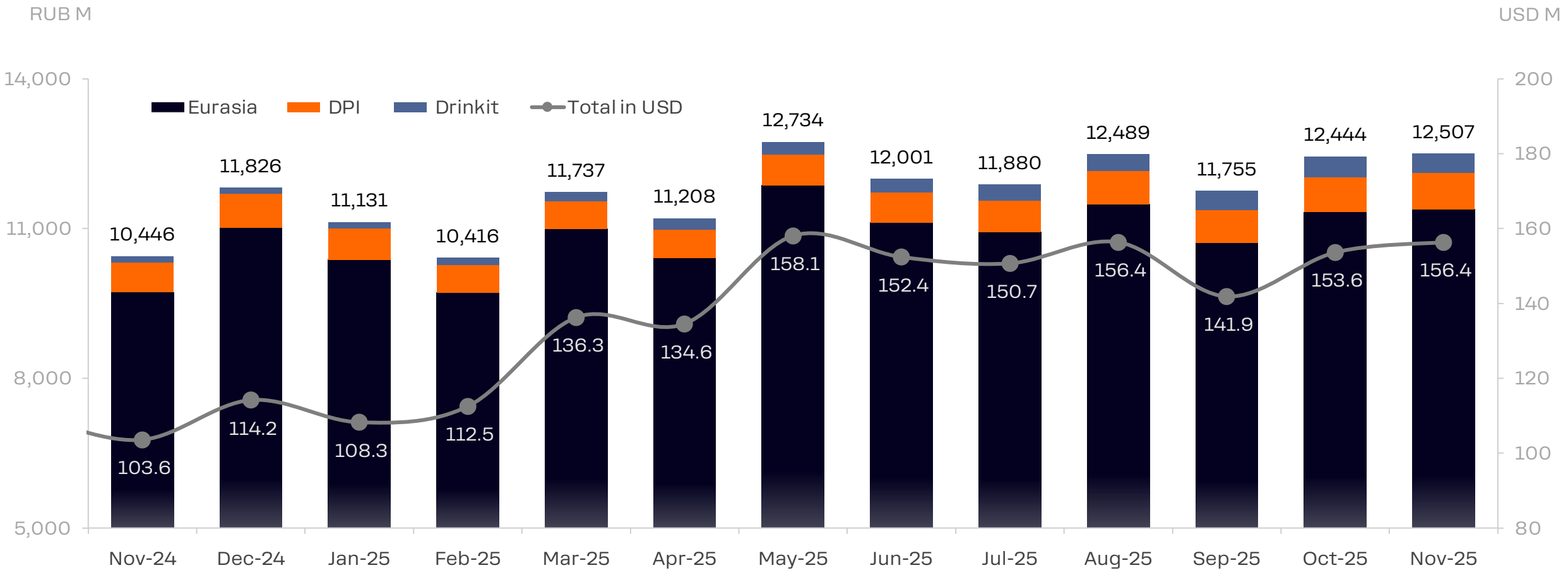
DODO
BRANDS

MONTHLY TRADING UPDATE

NOVEMBER
2025

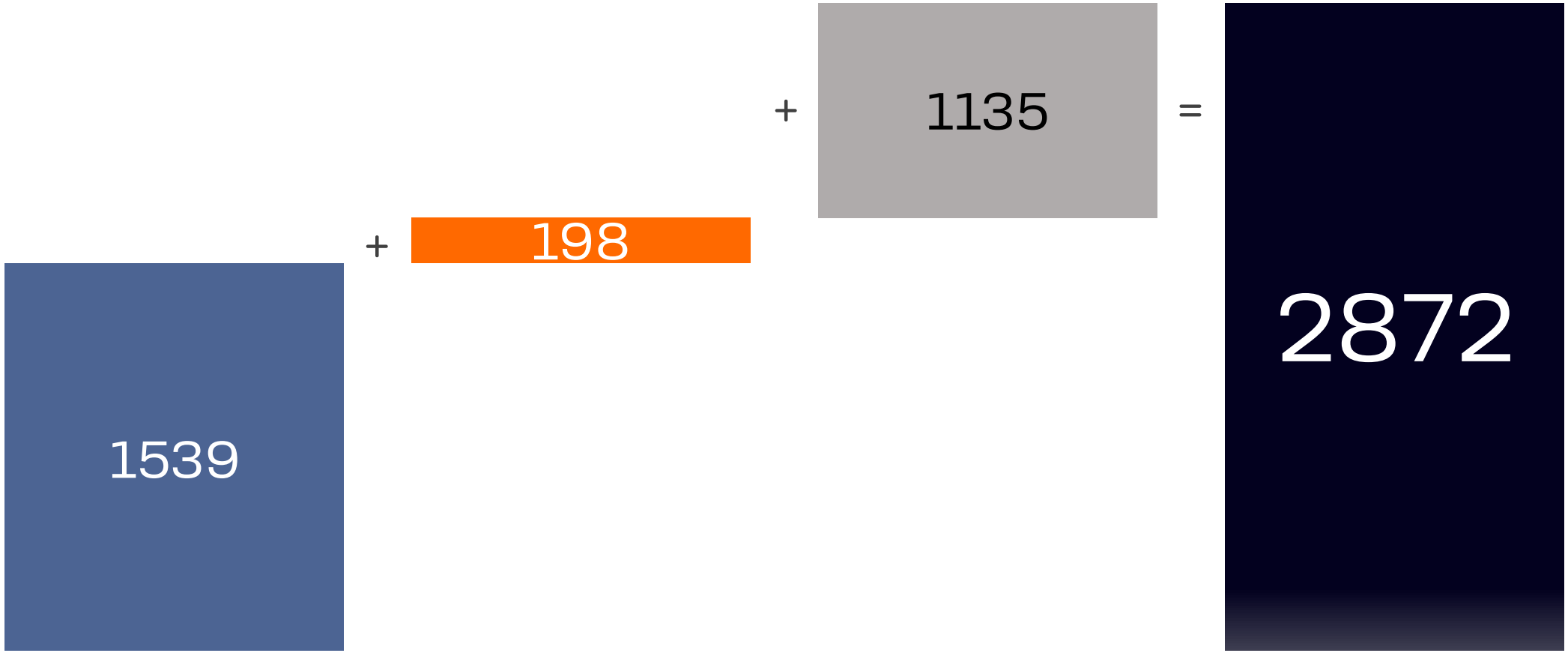
System Sales

November: 12,507M RUB / 156.4M USD



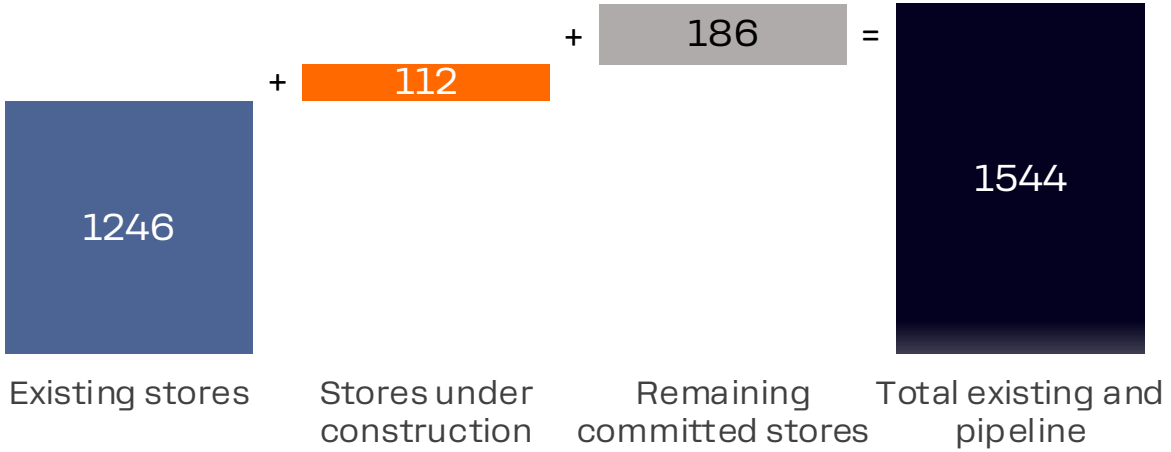
Note: system sales - gross sales (incl. VAT where applicable but excluding sales tax) of all Dodo Brands stores including both franchised and company-owned. Converted from local currencies at weighted average monthly FX rates as per currencylayer.com. Link: sales and traffic of each store since inception.

Chain Growth Pipeline

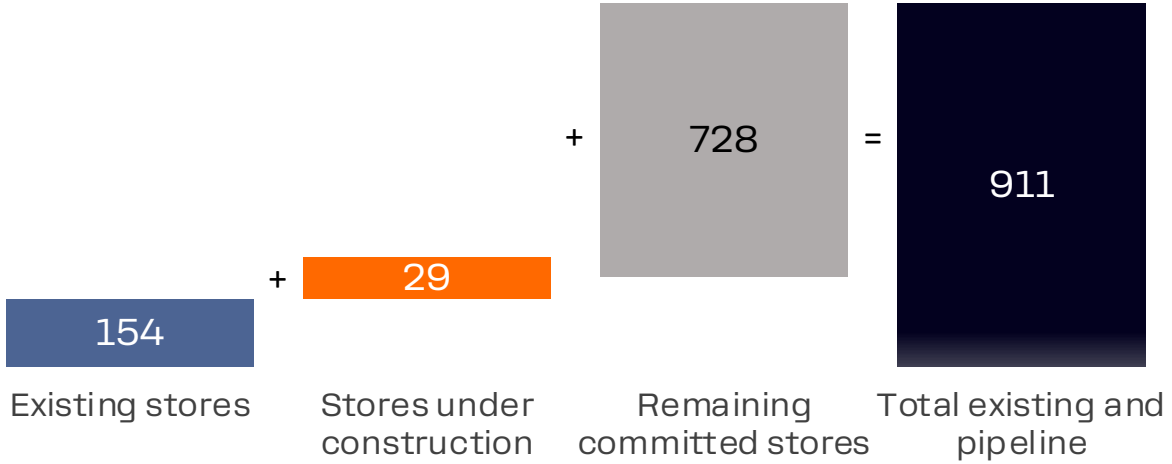


Note: as of 30 November 2025

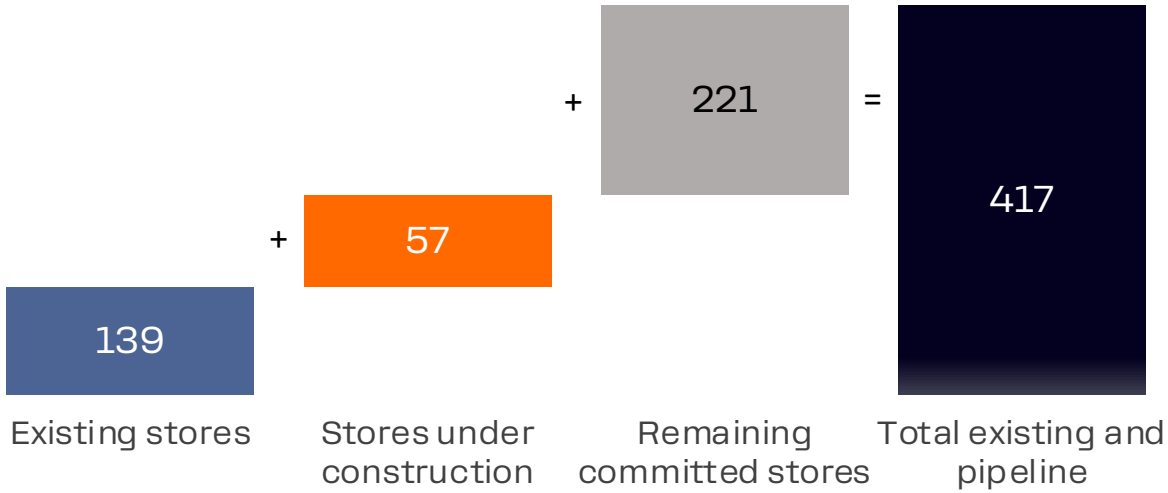
EURASIA



DPI

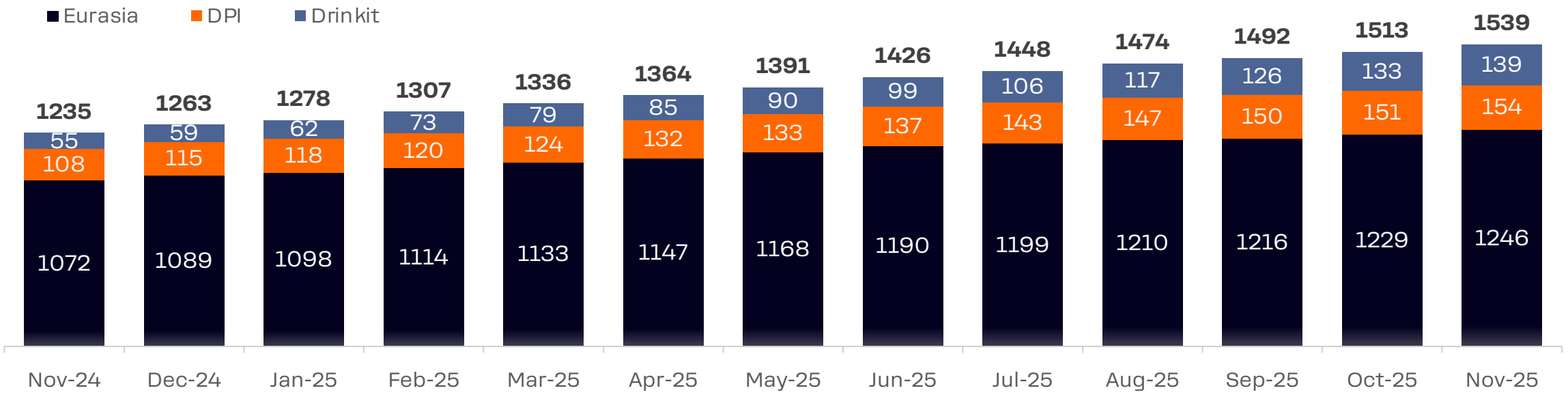


DRINKIT



Store Count

November: 26 new stores, 1539 total



New stores

RUSSIA:

Dodo Pizza: +15

Drinkit: +6

KAZAKHSTAN:

Dodo Pizza: +1

TAJIKISTAN:

Dodo Pizza: +1

BELARUS:

Dodo Pizza: +1

UZBEKISTAN:

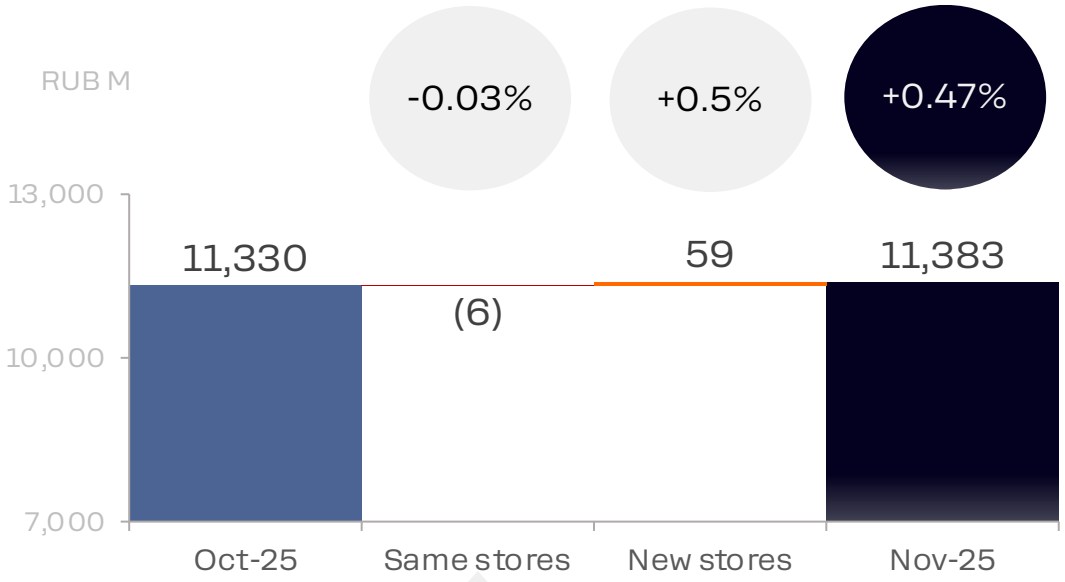
Dodo Pizza: +2

EURASIA

Eurasia: Sales Evolution

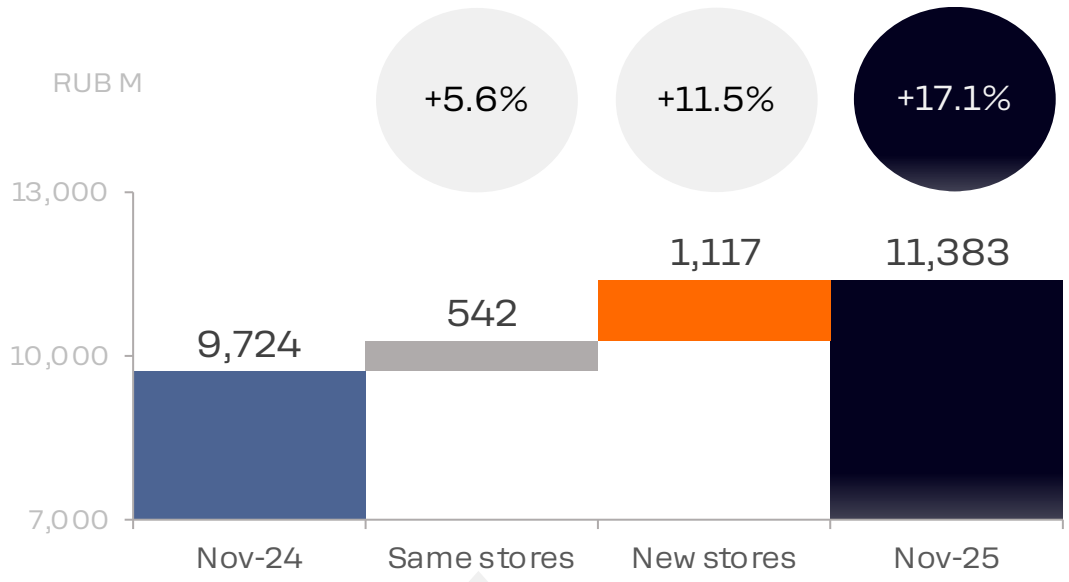
November: MoM +0.47%, YoY +17.1%

Month over Month (MoM)



Traffic		Av. Ticket		Δ MoM
-2.8%	×	+2.8%	=	-0.03%

Year over Year (YoY)



Traffic		Av. Ticket		Δ YoY
-0.3%	×	+5.9%	=	+5.6%

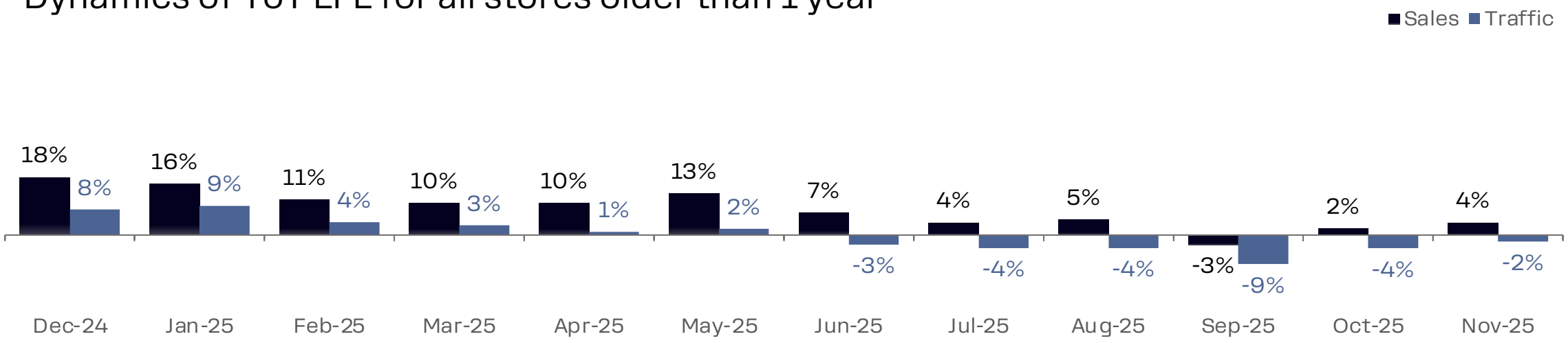
Note: gross sales including VAT where applicable. Traffic stands for order count.
List of countries: Russia, Kazakhstan, Belarus.

Eurasia: Like for Like Sales and Traffic

YoY LFL – Detailed Review of November 2025

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	140	-0.6%	17.4%	11.4%	-2.1%	13.1%	5.5%	1.6%	3.7%	5.6%
2-3 yrs old	119	3.3%	10.4%	8.0%	-1.0%	7.0%	2.8%	4.4%	3.1%	5.0%
> 3 yrs old	783	2.4%	3.5%	3.2%	-4.5%	-1.2%	-2.9%	7.2%	4.8%	6.2%

Dynamics of YoY LFL for all stores older than 1 year

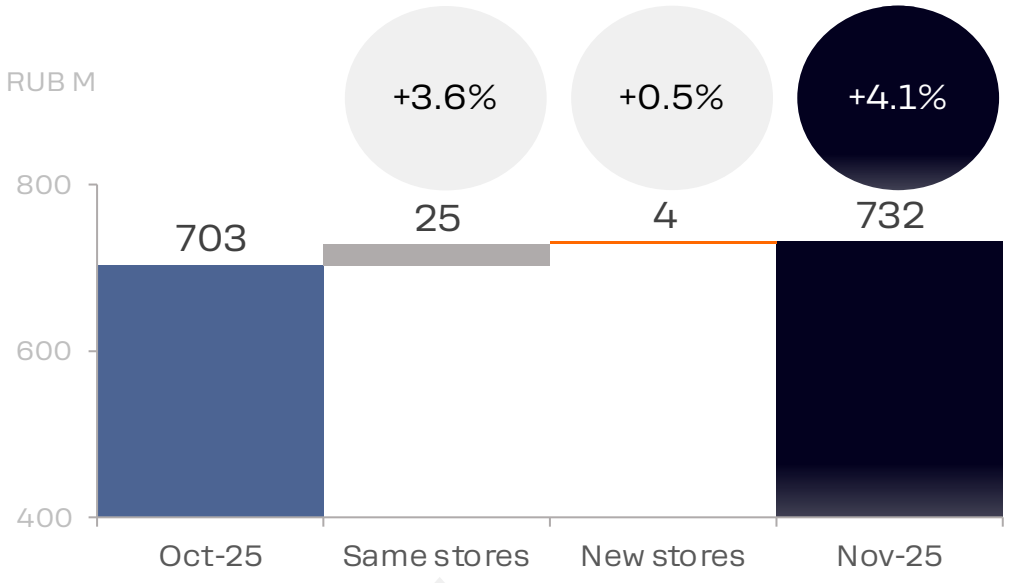


DODO PIZZA INTERNATIONAL

DPI: Sales Evolution

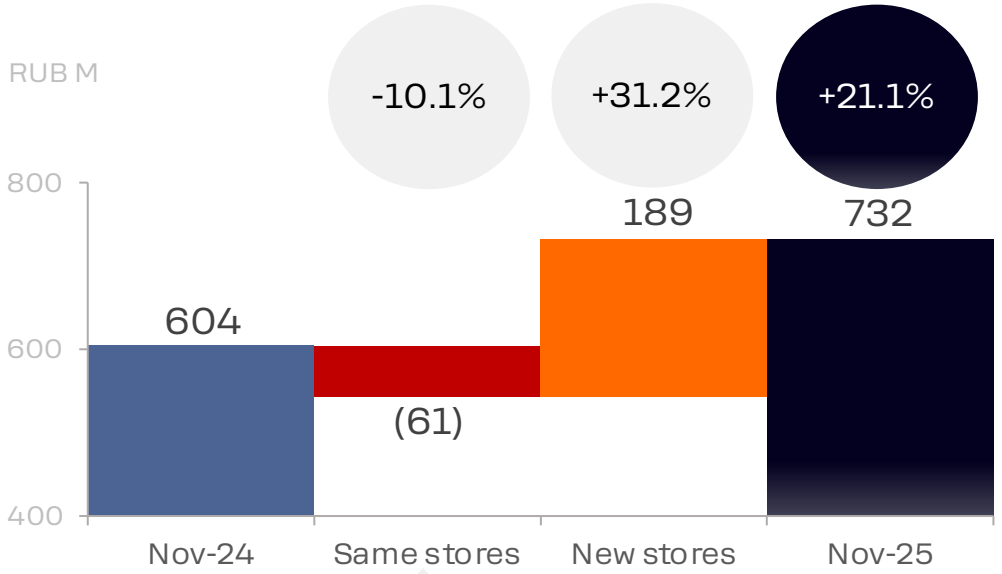
November: MoM +4.1%, YoY +21.1%

Month over Month (MoM)



Traffic		Av. Ticket		Δ MoM
+3.1%	×	+0.5%	=	+3.6%

Year over Year (YoY)



Traffic		Av. Ticket		Δ YoY
-2.3%	×	-8.0%	=	-10.1%

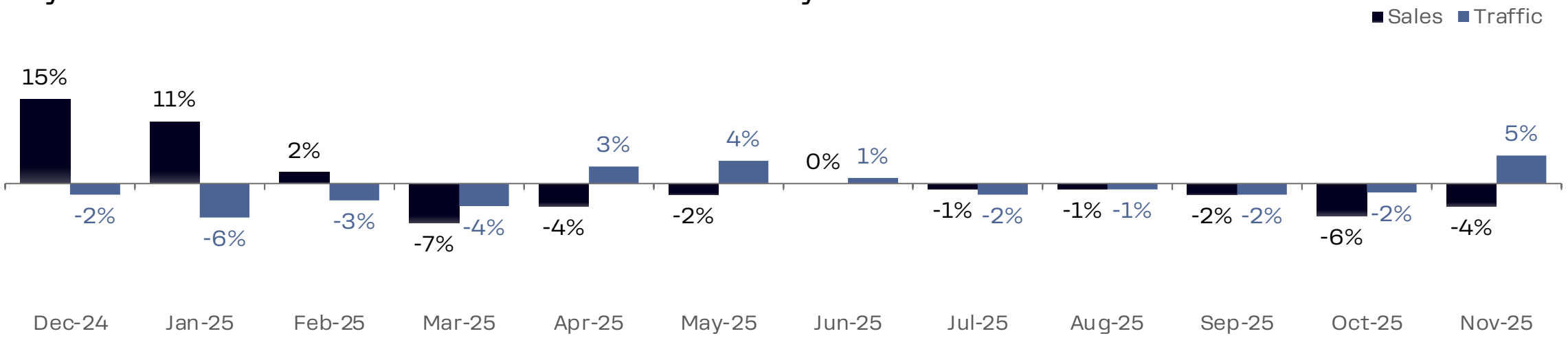
Note: gross sales including VAT where applicable. Traffic stands for order count.
Converted into RUB from local currencies at weighted average monthly FX rates as per currencylayer.com.
List of countries: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Tajikistan, Uzbekistan, Bulgaria, Croatia, Cyprus, Estonia, Lithuania, Romania, Poland, Serbia, Slovenia, Turkiye, Nigeria, Indonesia, Mongolia, Montenegro, Qatar, UAE.

DPI: Like for Like Sales and Traffic

YoY LFL – Detailed Review of November 2025

Store age	Store Count	SALES			TRAFFIC			AVERAGE TICKET		
		In-Store	Delivery	Total	In-Store	Delivery	Total	In-Store	Delivery	Total
1-2 yrs old	34	-15.5%	3.8%	-4.8%	-7.8%	23.2%	3.6%	-8.3%	-15.7%	-8.2%
2-3 yrs old	21	-16.1%	-10.5%	-13.0%	-6.9%	6.1%	-1.9%	-9.9%	-15.6%	-11.4%
> 3 yrs old	38	-14.5%	8.9%	-0.2%	-3.4%	27.4%	9.6%	-11.5%	-14.5%	-8.9%

Dynamics of YoY LFL for all stores older than 1 year

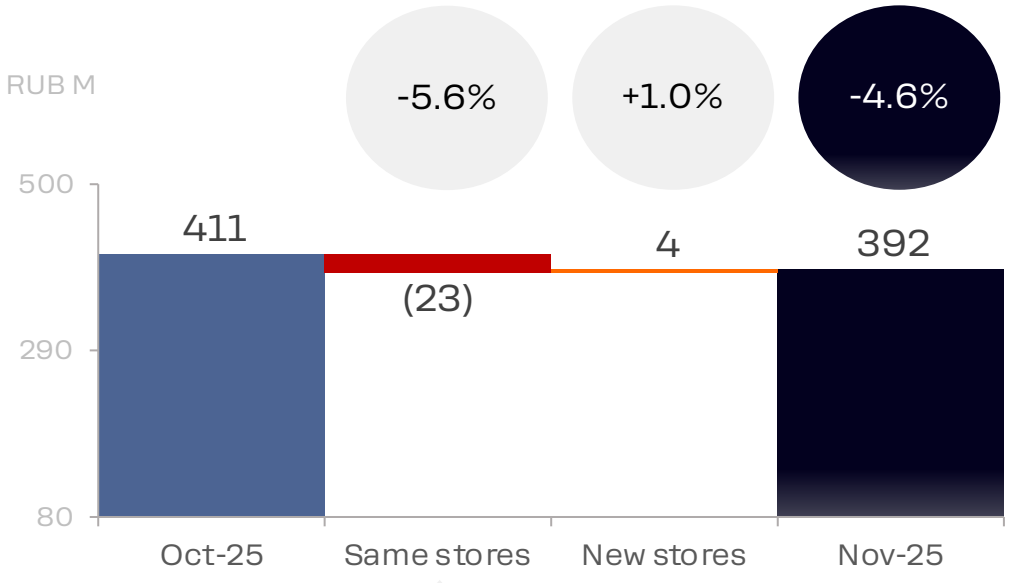


DRINKIT

DRINKIT: Sales Evolution

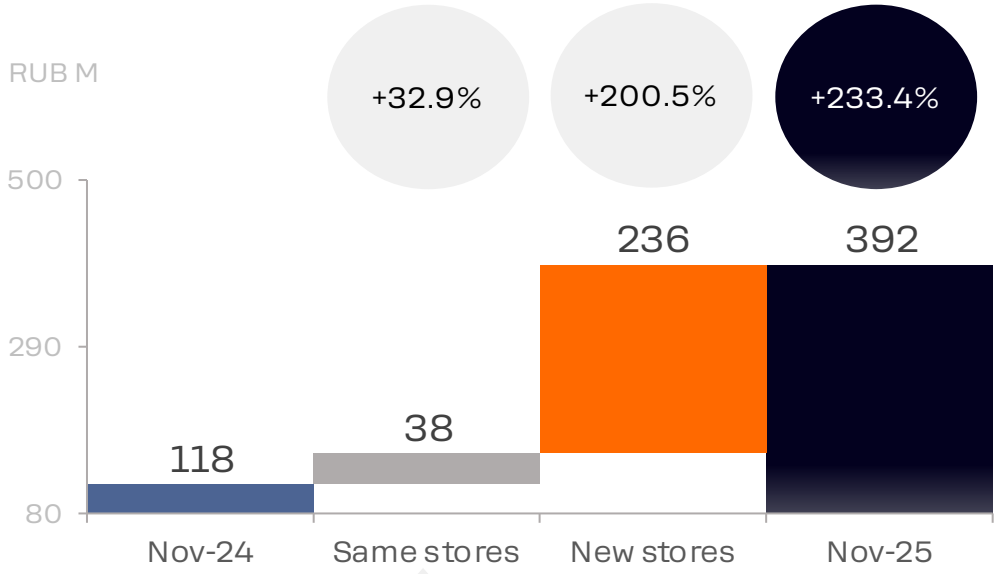
November: MoM -4.6%, YoY +233.4%

Month over Month (MoM)



Traffic		Av. Ticket		Δ MoM
-6.7%	×	+1.2%	=	-5.6%

Year over Year (YoY)

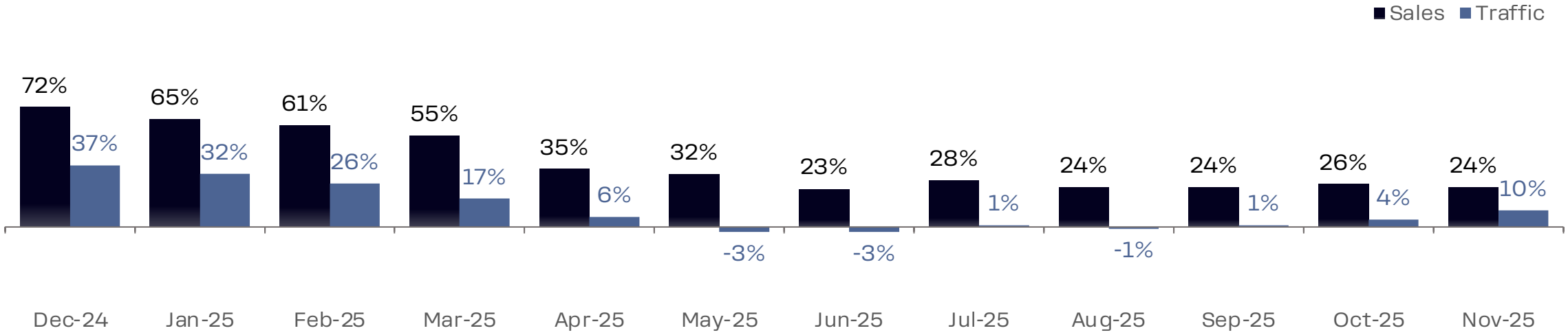


Traffic		Av. Ticket		Δ YoY
+16.7%	×	+13.8%	=	+32.9%

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

DRINKIT: Like for Like Sales and Traffic

YoY LFL – Detailed Review of November 2025

Store age	RUSSIA				UAE				KZ+			
	Store Count	Traffic	Av. ticket	Sales	Store Count	Traffic	Av. ticket	Sales	Store Count	Traffic	Av. ticket	Sales
1-2 yrs old	21	18.6%	15.5%	37.0%	3	33.8%	-6.0%	25.8%	6	26.3%	-10.8%	12.7%
2-3 yrs old	7	-4.4%	24.2%	18.7%	1	43.7%	-3.9%	38.1%	1	-12.4%	-13.2%	-24.0%
> 3 yrs old	7	-7.8%	21.3%	11.9%								

Dynamics of YoY LFL for all stores older than 1 year