



TELEPIZZA SIGNS A MASTER FRANCHISE AGREEMENT TO OPEN IN MALTA

- **It continues its global momentum as a brand growing internationally**
- **Telepizza selects an experienced entrepreneur to start operations in the country opening its first store in Swieqi before year's end**
- **The company will leverage its Industrial and supply chain capabilities to provide its quality products to Maltese consumers**

19 July, 2016.- Telepizza, the largest non-U.S.-based pizza delivery company in the world by number of stores, advances its international strategy and announces its first master franchise agreement to start operations in Malta.

Joseph P. Attard, holds the master franchise rights to operate Telepizza brand in the country plans to open the first store in Swieqi before year's end and an additional four stores within the next 3 years. Mr. Attrad has entrepreneurial experience and operates another successful QSR brand in the country.

This is a great step forward in Telepizza's international expansion. Malta is a high income country in a strategic location with a fully developed open market that attracts almost two million tourists every year, a great scenario for a brand that offers its fresh, handmade and delicious pizzas friendly and innovative delivered at a great value.

"After the recent Saudi Arabia and UK opening plans, we are very pleased to announce our entry in Malta and to welcome Mr. Joseph in this great partnership taking our business model of quality food in the heart of the Mediterranean", Pablo Juantegui, CEO and Chairman of Telepizza.

Mr. Joseph P. Attard said: "I'm very pleased to join Telepizza organization. Its unique brand concept, the high degree of product innovation -freshly handmade quality pizzas in a Mediterranean style- and its excellence in consumer delivery technology have been crucial when selecting a new partner. We look forward to growing together in this successful partnership".

Telepizza brings its expertise and proven track record in marketing, technology, and supply chain that in addition with its partner operating strength and local management, positioned Telepizza to take full advantage of this opportunity.

Manuel Loring, Industrial, Purchasing and Logistic General Manager said: "We are very pleased to be able to share and supply our unique 'fresh quality products' also to the Maltese consumers and to large number of tourists that visit the Island every year. Our Telepizza supply chain system thanks to the 1,300 stores we serve every day, allows us to leverage and maintain our high quality ingredients and Telepizza's innovative products, all around the World"



Telepizza supports every franchisee with its know-how, continued training and the solidity of its brand, acquired over three decades of operational excellence. Telepizza also safeguards quality standards, managing the entire process from factory to consumer.

International strategy

Telepizza's international strategy is focused on growth in markets where it is currently operating, exploring new business opportunities, and entering new markets, either organically, through acquisitions of local companies or via master franchises.

Approximately 35% of Telepizza stores worldwide are owned and operated by Telepizza, while around 65% are owned by its business partners. Currently, the company is present in 15 countries and its international sales exceed 30% of the total sales.

Note to Editors

Telepizza is the largest non-U.S.-based pizza delivery company in the world by number of stores. Headquartered in Madrid, the Company offers a variety of pizza and complementary products that combine consistent flavours across countries with a focus on local adaptation and innovation in the markets where it operates.

Telepizza operates in 15 countries with its own brand throughout Europe (Spain, Portugal and Poland), Latin America and other geographies mostly through master franchise agreements. As of March 2015, the company has a network of 1,311 stores (461 own stores and 850 franchised and master franchised stores) and employs a vertically-integrated business model throughout seven dough production facilities.

In 2015, the Group recorded €491.8 million in chain sales and €57.7 million in EBITDA.

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