

# MBE Franchising

For you, for your business,  
for your future.



MAIL BOXES ETC.®

#PeoplePossible



## BE A MASTER LICENSEE

Become an entrepreneur in the Logistics, Pack & Ship and  
Print & Marketing sector

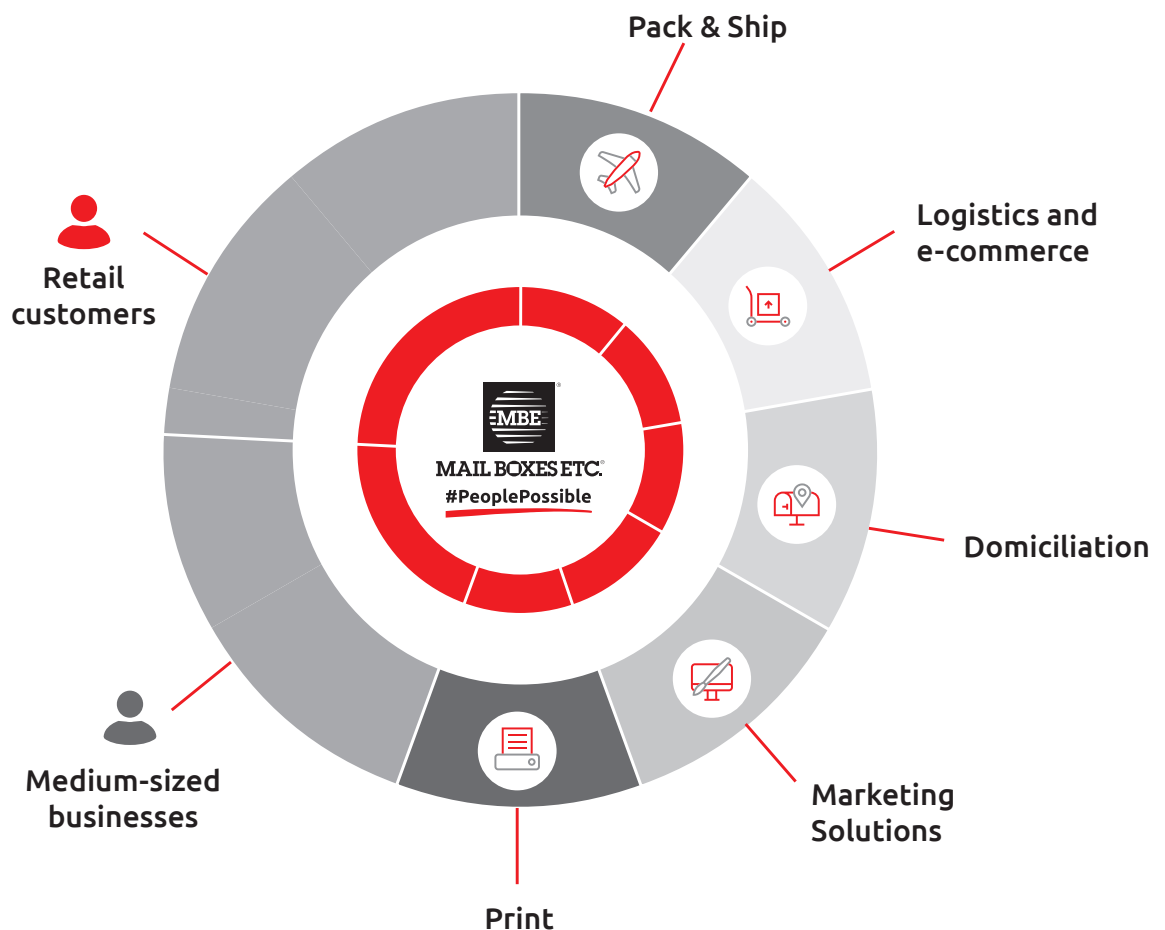
# Why MBE?

Our world is experiencing an increased demand for logistics, shipping, e-commerce, and domiciliation services. Mail Boxes Etc. is here to meet that demand. We provide **solutions for shipping, logistics, printing and marketing to small and medium-sized businesses and retail customers, through a Network** of franchised and directly owned service centers.

MBE centers support the needs of business owners, individuals and companies through an easy-to-access distribution Network, which provides tailored services and products with a distinctive and unique level of customer care.

**We support small and medium-sized enterprises, individuals and operators in the world of e-commerce.**

## The strength of a solid, international Network



# Benefits

Joining the MBE Network means joining a global family, made up of skilled, passionate and determined entrepreneurs. A **#PeoplePossible** team, in which everyone contributes to the success of the Network, in an essential and dynamic environment.

## Those who join our global MBE family will benefit from:

- Recognition and dependability of an established and well-known brand
- Initial and ongoing training, in the classroom or remotely, through a dedicated portal
- A multi-faceted revenue model
- Innovation and technology
- Support with business planning, goal setting and sales
- Start-up and operational support with processes and procedures
- Valuable know-how to help the development of your business concept in your country

# Ideal candidate

A spiring MBE Master Licensee may come from all backgrounds and skill sets. The qualities of a Mail Boxes Etc. Master Licensee include a **strong entrepreneurial spirit, great enthusiasm, personal motivation, efficient organisational skills** and a **desire to take on new challenges**.



✓ The **ideal candidate** is also an enterprising, passionate and sales-ready entrepreneur who recognise the added value and consultative selling approach of MBE services.

✓ The **ideal candidate** has a a sound business acumen to manage a business based on defined goals, strategic planning, structured operations and key operating performance indicators together with a well-trained and com-

mitted ML territory team to master lead development, recruitment, training, support, marketing, IT and finance functions.

✓ **The mere investment capital and managerial skills** alone are not sufficient to become a Mail Boxes Etc. Master Licensee. Achieving results depends highly upon possessing **high ethical standards, a long-term investment horizon an intense entrepreneurial drive**.



# Saša Cvetojević

## Master Licensee The Adriatics

*Croatia, Slovenia, Montenegro, Macedonia,  
Bosnia and Herzegovina, Serbia, Kosovo*

I am an entrepreneur that has been in a logistics and distribution business for more than 20 years now, but I am always searching for new opportunities and new business models. The MBE is a good brand, and I had seen MBE Master Franchise as a possibility for a fast start of a franchise operation.

MBE system proved to be a solid foundation to grow a long term and sustainable business. MBE's business model, with entrepreneurs working together - creating a network that adds value to all participants - is a great solution. Moreover, multiple revenue streams mean a serious income generator, even if the market conditions are not ideal. But the best, is the level of our customer satisfaction; I am proud to say that customers really like the MBE service and they are returning back to our MBE stores on a daily basis.

*Saša Cvetojević*



# Our solutions

Due to the diversity of our products and services, **MBE centers have become an essential part of the day-to-day operations of many individuals and businesses** – regardless of their size and location.

At MBE, we propose and develop innovative solutions for **shipping, logistics, e-commerce, printing and marketing**, distinguishing ourselves in the market with our high quality offerings and unique level of specialisation.

The new global trading environment shows an increase in logistics, shipping, e-commerce, mailbox and advanced services to support both businesses and private individuals, including those based at home.



**Pack & Ship**

**Logistics and e-commerce**

**Domiciliation**

**Print**

**Marketing Solutions**





## MBE Worldwide

MBE Worldwide S.p.A. ("MBE"), a privately-owned company based in Milan - Italy, is a third-party provider of shipping, fulfillment, print and marketing solutions to small and medium enterprises and retail consumers via a network of mainly independently owned and operated locations. MBE Service Centers facilitate the activities of entrepreneurs, people and businesses through an easy-to-access distribution network and customized services and products delivered with a distinguished and unique level of customer service. MBE presently operates under multiple brands: **Mail Boxes Etc.**, **AlphaGraphics**, **PostNet**, **Spedingo.com**, **Print Speak**, **Pack & Send** and **Multicopy** and its global network counts currently more than **2.800 locations** in **53 countries**, with **11.000+ associates** and FY2020 System-wide Sales of €879 Million (US\$1004 Million).





**2.800+**  
Service Centers  
in the World

**11.000+**  
Associates in  
53 countries

**\$1.004** millions  
Aggregate  
turnover in 2020

**1980** Mail Boxes Etc. starts in San Diego, California

**1993** Graziano Fiorelli becomes MBE Master Licensee for Italy

**2009** We form MBE Worldwide to acquire Mail Boxes Etc. from UPS (except for businesses in U.S and Canada).

**2016** 1,500+ MBE Service Centers in the world

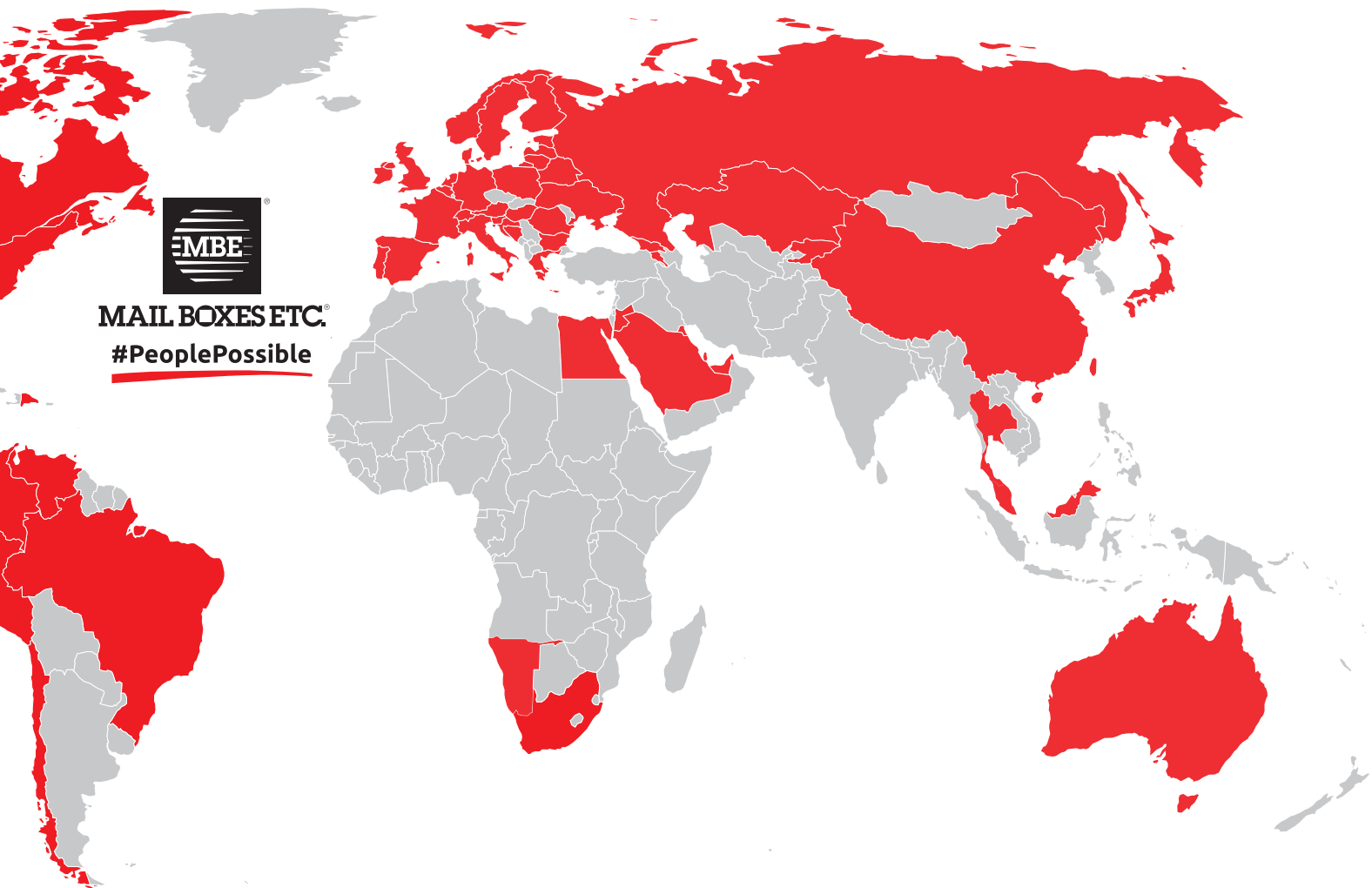
**2017** We acquire PostNet and Alpha Graphics in the U.S.

**2018** We acquire majority ownership of 44 Centers from franchisees, creating a Directly Operated Stores (DOS) Platform.

**2020** We sign the agreement with funds managed by Oaktree Capital Management, L.P. to acquire up to a 40% ownership interest in MBE Worldwide via a restricted capital increase in order to support additional growth.

**2021** In November MBE Worldwide announced the full acquisition of PrestaShop, a leading e-commerce platform in Europe and Latin America.



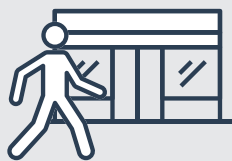


## Key characteristics of MBE Centers:

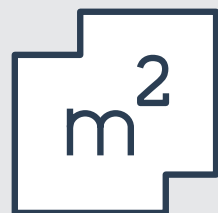
**Commercial premises, with display window,** within a central area or near active commercial districts



**Good visibility,** in areas with regular vehicle and pedestrian traffic



Average size **70-100 m<sup>2</sup>**





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## Mail Boxes Etc.

Mail Boxes Etc. is a third-party provider of shipping, fulfilment, printing and marketing solutions to small and medium enterprises and retail consumers via a Network of independently owned and operated franchised locations. MBE Service Centers facilitate the activities of entrepreneurs, businesses and individuals through an easy-to-access distribution Network and customised services and products delivered with a distinguished and unique level of customer service. Services vary by location. Participating stores only.



[mbefranchise.com](https://www.mbefranchise.com)

© 2022 Mail Boxes Etc. Mail Boxes Etc. territories and centers are operated by independent Master Licensees that operate under a franchise agreement under the brand name of Mail Boxes Etc. Through the franchise network, Mail Boxes Etc. provides support services - mainly shipping, logistics, printing, marketing and communication services - for businesses and individuals. Each Master Licensee is responsible for the promotion of the Mail Boxes Etc. System within a certain territory as well as for the management of the related Mail Boxes Etc. Network. Mail Boxes Etc. and MBE are registered trademarks used with permission of MBE Worldwide S.p.A. (All rights reserved). The services offered by the local Mail Boxes Etc. Network can vary depending on the territory.