



MBE Worldwide signed Master Franchise Agreements in 5 new countries in 2018

Milan, Italy (January 24, 2019) - MBE Worldwide (“MBE”) is one of the largest third-party logistics, printing, marketing and communication services networks in the world with over 2,500 Service Centers globally (including PostNet and AlphaGraphics Network acquired in 2017). MBE conveniently offers its distinct set of services to both professionals and consumers through an unparalleled retail-based distribution model.

MBE is proud to announce that in 2018 new Master Licensees (ML) agreements have been signed to develop the franchise model under Mail Boxes Etc. brand in 5 new countries:

- **Finland** with Peter Klenberg, IT Finish entrepreneur with long-time experience in logistics industry and supply chain management.
- **Hong Kong** with Alexander Sannikov and Denis Makkaveev, Alexander is a former MBE Area Franchisee of Saint Petersburg (Russia) and Dennis is a former Business Development Executive of Alibaba.
- **Romania** with Adrian Minea, Romanian entrepreneur with an extensive experience in transportation and trucking industries.
- **Hungary** with Ernesto Hannya, the owner of a successful Hungarian multimodal service provider company.
- **Morocco** with Mohamad Anouar El Aafi and Nayb Abdelhamid, the owners of a freight forwarding company in Morocco.

“We want to continue developing an International evenly distributed network of Retail Service Centers. To reach this goal we are active in the search of successful Businessmen and Women with a sincere propensity to develop, coach and motivate an expanding network of freshly minted entrepreneurs. Thanks to more than 25 years of experience and a direct presence in 6 countries (Italy, Spain, Germany, France, Poland and Portugal) we have been able to develop and structure the required know how to support our 40+ Master Licensees to expand the MBE concept in their countries” - said Giuseppe Bergonzi, General Manager of MBE Worldwide Development.

Upon signing a master license agreement, each master licensee acquires exclusive rights for their country to use the Mail Boxes Etc. internationally registered brand and associated trademarks, Franchise business concept, and ‘Know-how’, to develop and support a network of entrepreneurial franchisees in their licensed specific territory.

Furthermore, in 2017 MBE Worldwide expanded its global business acquiring PostNet and AlphaGraphics, two U.S. companies with a service offering similar to MBE, thus ensuring an even stronger presence in the U.S. market and an expanded global services offering.



About MBE Worldwide

MBE Worldwide S.p.A. ("MBE"), a family-owned Italian holding company based in Milan - Italy, is one of the world's largest networks of conveniently located Service Centers offering shipping, logistics, printing, marketing and design solutions to business and private customers. MBE Service Centers, owned and managed by independent entrepreneurs and supported by experienced service teams, offer consumers and small and medium-sized enterprises, customized outsourced solutions to support their businesses and activities. In 2017, with the acquisition of AlphaGraphics and PostNet (two US companies with a service offering similar to MBE) MBE expanded its global network, that counts currently 2,500+ locations in 47 countries, with combined System-wide Sales of €861 Million (FY2018).

For more information about MBE Worldwide Group, please visit www.mbeglobal.com.

MBE Worldwide Group

www.mbeglobal.com - www.mbe.it - www.mbe.es - www.mbe.de - www.mbefrance.fr - www.mbe.pl - www.postnet.com - www.alphagraphics.com

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