



MAIL BOXES ETC.®

#PeoplePossible

Mail Boxes Etc.





Iliess Ayad

Business Developer – Worldwide Development



Mail Boxes Etc.



MBE is one of the world's largest networks of conveniently located Service Centers offering **shipping, logistics, printing, marketing and communication solutions** to business and private customers.



1600+ MBE Centers
in more than
44 countries



**INTERNATIONAL
DEVELOPMENT**

Our Services



Pack &
Ship



Micrologistics



Printing



Marketing Solutions



Domiciliation



The role of the Master Licensee



- Adapting the Mail Boxes Etc. business concept to the local market
- Recruiting training and managing a qualified territory headquarters staff
- Opening and operating a company-owned Corporate Center
- Developing candidate leads and executing a disciplined franchise sales process
- Signing individual franchise licenses to grow the network
- Supporting new entrepreneurs' business formation and start-up related activities
- Implementing training programs to assure ongoing knowledge transfer within the network
- Providing continuous support throughout the territory for all MBE franchise activities
- Negotiating framework agreements with partners for the territory
- Modeling and maintaining corporate compliance rules with respect to all contractual aspects of the Mail Boxes Etc. franchise system.





2016 Master Licensees

- Armenia
- Georgia
- Azerbaijan





2017

Master Licensees

- Ukraine
- Greece and Cyprus
- Latvia, Estonia, Lithuania
- Croatia, Slovenia, Montenegro, Kosovo, Bosnia and Herzegovina, Macedonia and Serbia



2018 Master Licensees

- Hong Kong
- Romania
- Hungary



2019 Master Licensees

- Netherlands
- Singapore
- Egypt
- Belarus





| QUESTIONS?

Iliess Ayad

iayad@mbeglobal.com

www.mbefranchise.com

