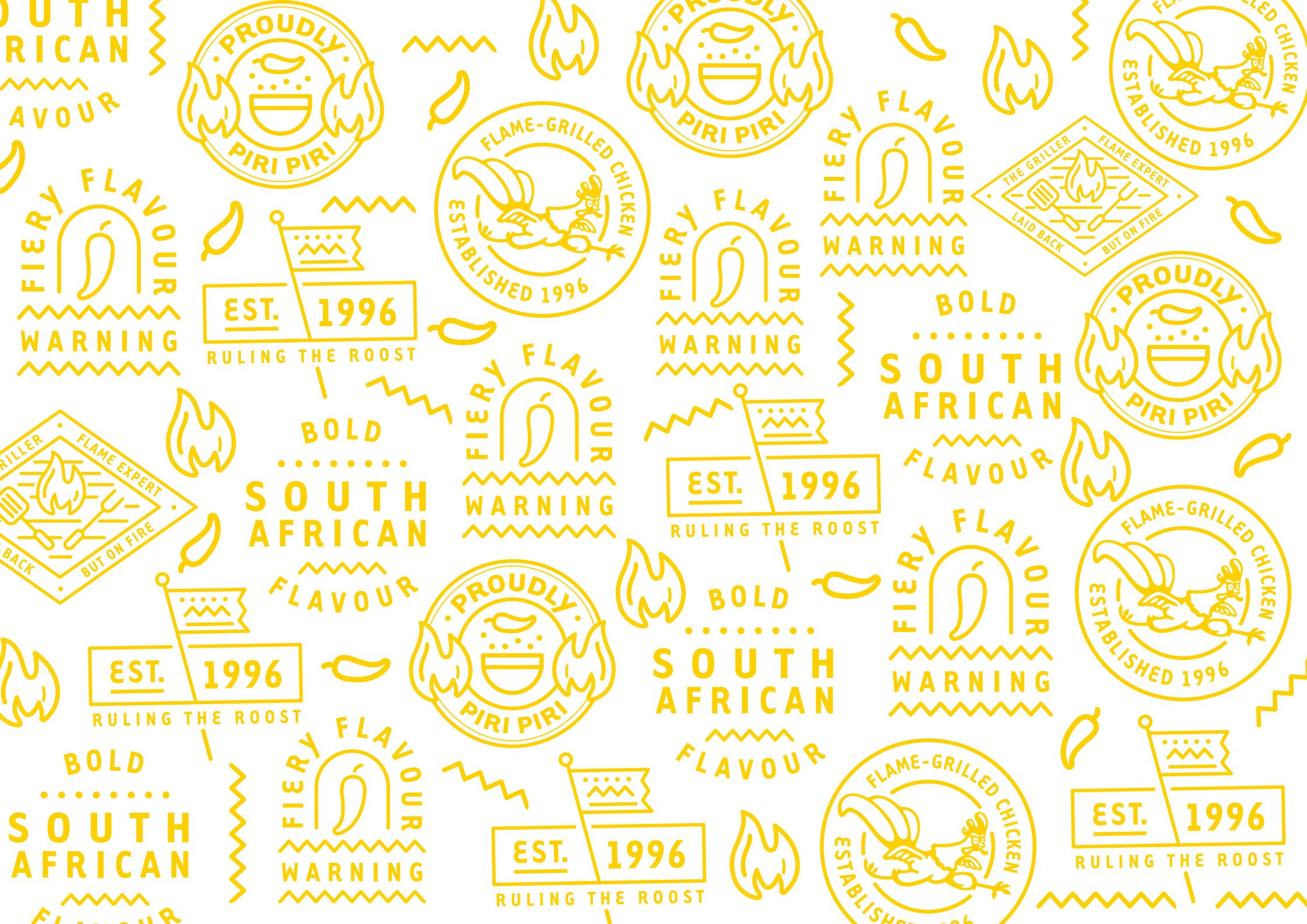




Galito's[®]

FLAME-GRILLED CHICKEN

COMPANY PROFILE



OUTH
RICAN
AVOUR





TASTES
LIKE
Home

**FIERY, FRESH &
FLAME-GRILLED.**

**Just the way you &
everybody else, likes it!**

OUR BOLD STORY



Galito's story began long ago in the city of Nelspruit, Mpumalanga, when our founder and CEO, Louis Germishuys, became captivated by the unique Portuguese flavours he encountered one day at his friend Francisco's home. Inspired by that experience, Louis spent years searching for the perfect chicken recipe—traveling throughout Africa to discover distinctive flavours that would eventually become his signature recipe. And so, from a small garage in Nelspruit, a uniquely **BOLD AFRICAN FLAVOUR** was born.

Armed with his original recipe, Louis opened the first Galito's Flame-Grilled Chicken outlet on Brown Street in Nelspruit in 1996. By 2002, the business had grown into a family of eight local restaurants.

With a powerful combination of great-tasting chicken, excellent service, and plenty of pride, Galito's soon became a huge success. In 2003, its unique flavours began to spread to other parts of South Africa as the first franchising efforts launched

into KwaZulu-Natal, Gauteng, and Limpopo. By 2006, Galito's had expanded its wings across Africa, boldly launching restaurants in Kenya, Ghana, and Zambia. In 2010, Galito's crossed the seas by opening its first store outside Africa in Toronto, Canada, while growth in Africa continued with new outlets in Mozambique, Lesotho, Swaziland, and Malawi.

In 2019, Galito's expanded into Central Asia, and in 2022, it migrated east into Serbia and Fiji and west into Namibia. Today, Galito's has established operating partners in Malaysia, Ethiopia, Djibouti, and Somalia, and is in an advanced stage of expanding into the USA.

We are excited for the future - embracing new challenges and exploring new horizons - driven by the words of our icon, Nelson Mandela:

"A winner is a dreamer who never gives up."



MADE LOCALLY. LOVED GLOBALLY.

Our small-town South African brand is taking over the world, and it is all thanks to our BOLD global vision.

Since our early days we have been expanding, both locally and internationally, and we want to keep that momentum going with passionate, ambitious business-minded champions by our side. We are searching for people with a burning desire to BOLDLY share Galito's fresh, natural, fiery flavours with the world.

Galito's is a testament to South African resilience and strength, and our franchise opportunities are no different. With a choice of store models to fit any location, an investment in Galito's will stand the test of time.



WE ARE LOOKING FOR

business-savvy, forward-thinking, go-getters who resonate with our core offering.



If you want to soar as much as we do, then please CARRY ON READING!



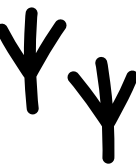


Since 1996 we have provided customers with only the best Flame-Grilled Chicken, marinated with quality ingredients.

Our menu is carefully crafted to cater for a broad range of customer preferences, whilst showcasing our famous Flame-Grilled Piri-Piri Chicken. Our Central Supply Chain allows us to supply products at competitive prices straight to our stores, ensuring we are always giving the best product at the best price to our customers.



PLUS! Our BOLD range of sauces allows customers to use and enjoy our BOLD flavours whenever they get that Galito's craving.

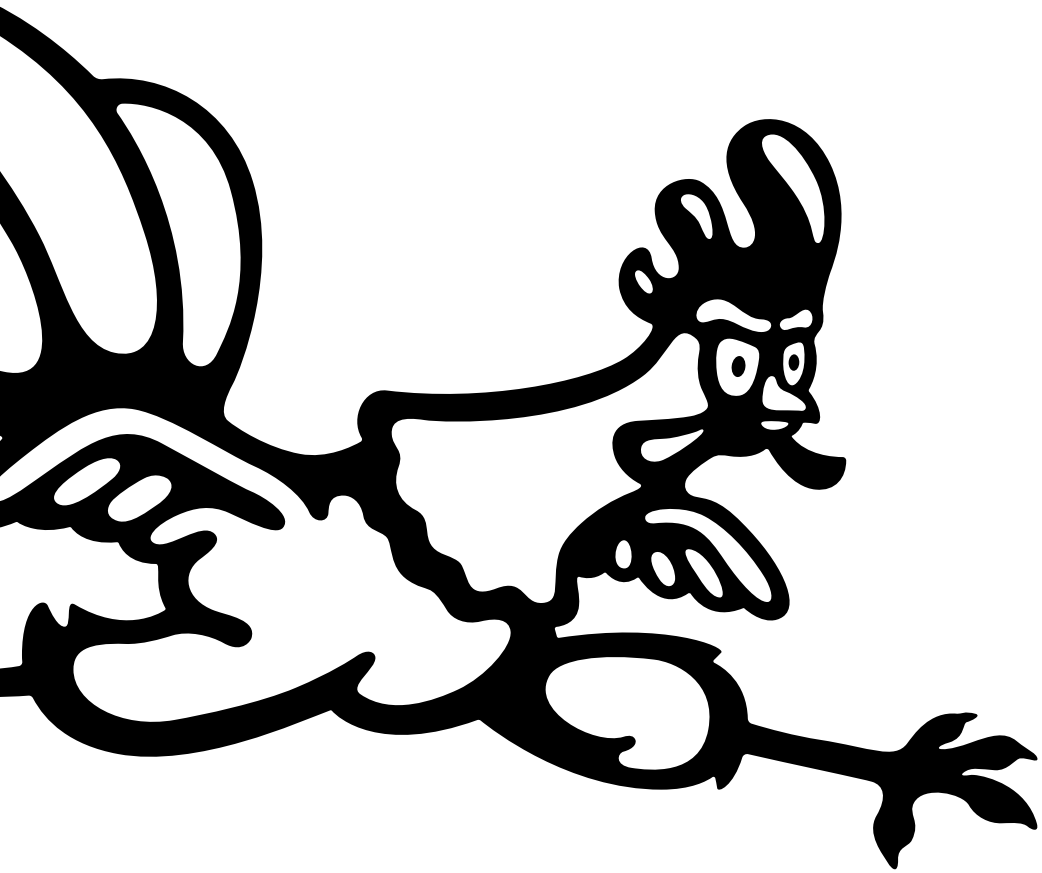


At Galito's, our unique Flame-Grilled flavour and unwavering focus on product quality and affordability has fueled our success throughout South Africa and the world. Along with our Flame-Grilled Chicken, we pride ourselves on welcoming guests with true hospitality, warmth and a promise of great memories made over great meals.



OUR RECIPE FOR SUCCESS





WE ARE:

BOLD

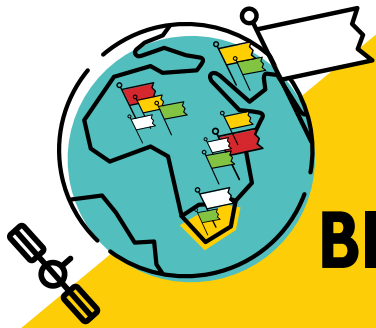
Willing to take risks, act innovatively, confidently and courageously.

AFRICAN

Africa is our home, our land. It's where it all began. It's our heritage. Our people. Our pride. Our vibrancy.

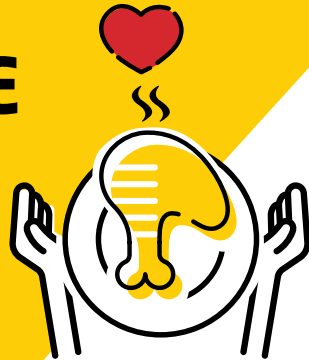
FLAVOUR

Our flavour is the distinctive taste that makes us unique and memorable.



WE ARE
BIGGER THAN
JUST SA

WE ARE **MORE**
THAN JUST
FAST FOOD



OUR VISION:

To welcome you home, no matter where you are;
because at Galito's we believe that every
moment should be a great moment;
A BOLD GALITO'S EXPERIENCE.

OUR MISSION:

At Galito's we are on a mission to
RULE THE ROOST.
We have re-created the excellence
of home-cooked nutrition without
the hassle.

Our traditional marinade is made
from all-natural ingredients. Slowly
marinated for at least 24 hours, Flame-
Grilled to perfection and served to
order, making it the tastiest grilled
chicken in town.

OUR PEOPLE:

Our people reflect our values. Without our
people we cannot create the magic.
We believe in teamwork, fun and quality;
something made possible by our dedicated
team players.

OUR VALUES

FAMILY

LOYALTY

APPRECIATION
(FOR OUR TEAM AND CUSTOMERS)

MOTIVATED

ENERGISED

These are incorporated into everything we do;
from the way we treat our staff to the way we
serve our customers, it is the foundation that
creates our **BOLD GALITO'S CULTURE.**



OUR BOLD BRAND

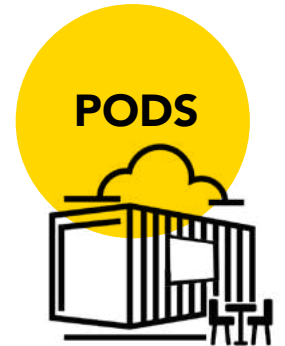
Galito's takes inspiration from our founding country South Africa, the Rainbow Nation. With bright, lively colours and patterns we express our unique offerings and our BOLD identity.



Malls/Shops/Stores



Urban/Suburban



Outlying/Rural



OUR RANGE OF Piri-Piri SAUCES + CONDIMENTS

Born from Louis Germishuys' original recipe and created from the freshest, locally sourced ingredients and prepared at our state of the art Central Kitchen, Galito's has bottled our signature Bold African Flavour in the form of our fiery Piri-Piri Sauces and Condiments range.

Each flavour pairs perfectly with our Flame-Grilled Chicken and our range of dishes. It's also a fantastic addition to home cooking and compliments any good meal.



FROM MBOMBELA TO THE WORLD!

Our home-grown boldness is spreading throughout the world, and we could not be prouder.

Yet, while our BOLD brand takes flight and we share our meals with the rest of the world, we know that our African roots are what keep us grounded and our African heart is what sets us apart.

**NOW IN 13 COUNTRIES
WORLDWIDE, AND GROWING**

**BANGLADESH • CANADA • DRC • FIJI • KENYA • LESOTHO
MALAWI • MOZAMBIQUE • NAMIBIA • SERBIA • SOUTH
AFRICA • SWAZILAND • ZAMBIA**

COMING SOON

**DJIBOUTI • ETHIOPIA • MALAYSIA • OMAN •
SOMALIA • TANZANIA • UAE • USA • UK**

HEAD-OFFICE SUPPORT.



INTERNATIONAL DISTRIBUTION ASSISTANCE

Our team is here to assist in export and distribution of all the elements needed to run a successful operation.



DIGITALLY CONNECTED NETWORK

Linked to real-time sales data, the Galitos.Online Portal not only supplies franchisees with a dashboard of their store trends, it also houses operational and marketing resources; digital stock order to our Central Kitchen amongst other things.



FIERY SAUCES & BASTINGS

Born from Louis, our founder's original recipe, our range of sauces and bastings let consumers include Galito's in all their family meals and memories.



TAILOR MADE SETUP

Our store design models allow us to customise and craft each location to fit purpose.



WORLD-CLASS CENTRAL KITCHEN

Our central supply chain is where the magic happens. Here, our unique range of sauces; marinades & bastings are prepared, bottled and supplied directly to the stores. This ensures that we're always giving our customers the best products and the best prices. We are HACCP and SAHNA accredited.



INNOVATIVE RETAIL OFFERINGS

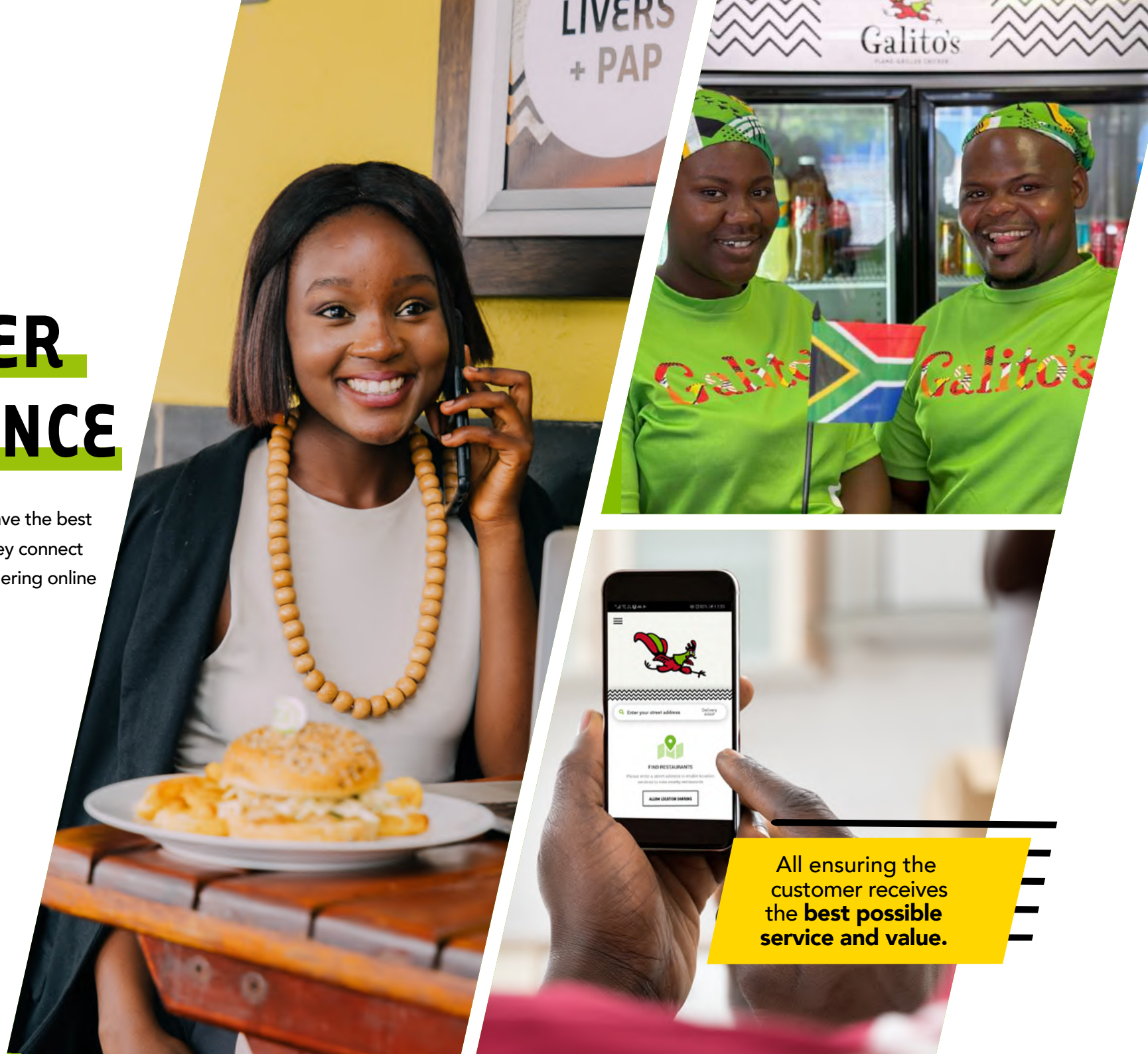
Our fiery sauces are now available in selected outlets internationally.

BOLD MOVES, BOLD FLAVOURS

From customer-facing solutions to our extensive product offering, Galito's is in the business of leaving BOLD impressions through constant innovation.

CUSTOMER EXPERIENCE

Galito's wants our customers to have the best possible experience every time they connect with us, whether it's at a store, ordering online or chatting to us on social media.



All ensuring the customer receives the **best possible service and value.**



MARKETING

On a mission to spread the word worldwide about Galito's, the Marketing Team work relentlessly to build the Brand and ensure that Galito's is relevant and engaging both with our communications, but also with our product offerings.

The annual marketing plan is based on sales growth; transactional counts and strategically identified opportunities with touch points both in store, on-line and through traditional media. Partnerships with suppliers ensure our offerings are competitive and add value to our customers.

Partnering with experts to drive and craft the marketing strategy, all channels of advertising from traditional to social and digital channels are covered. Franchisees are encouraged to and guided through running tailored local store marketing promotions, with access to marketing material through the Galitos Online portal.



LOCATION, LOCATION, LOCATION!

Whether you have a location in mind or not, our specialized team can assist you with a turnkey solution to find the best site for your store.

Once you have found a location, we will help with research into the area & location; and complete a feasibility study to ensure the site's suitability.

In the meantime, here are some tried and tested guidelines on what makes the perfect location for a Galito's:



Highly visible location (preferably a corner site).

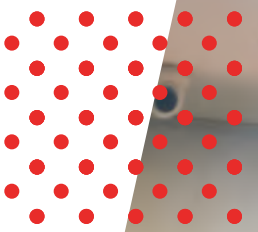


Easy pedestrian access with a constant high volume of foot traffic is essential.



Sufficient parking is an added benefit.





EXPERTISE

AT YOUR SERVICE

Since 1996, founder Louis Germishuys has been at the helm, steering the global Galito's business to success. His expertise and know-how, combined with over 100 years of franchising experience in the Quick Service Restaurant sector of our team of Directors and Executive Committee, puts Galito's in good stead to help steer you in the right direction on your BOLD Flame-Grilled Chicken journey.

As part of the family, we will help you nurture your investment, providing multi-faceted franchisee support. From selecting the perfect site to creating the perfect business plan, project management, training, recruitment and more... we are with you every step of the way.

And if you ever get stuck, all you need to do is hop onto the Galito's Online portal to access all the Operations Guidelines, Standard Operating Procedures and information you may need!



A FEAST OF RESTAURANT OPTIONS

Galito's has diverse customers with diverse needs, which include their dining preferences. We have an abundance of versatile and stylish store layout and design options for you to choose from. Through business planning, site selection and financial assessments, we will help you select the ideal store type that facilitates your business dream.



HIGH STREET OUTLETS - These outlets are typically characterised by being situated in a prime area, where there is heavy foot traffic. Opting for such a spot can boost Galito's franchise visibility, accessibility, and revenue potential via a steady stream of potential customers.



FOOD COURT / COUNTER - This is a centralised dining area in strategic locations like malls or fuel stations, offering diverse food retailers in one convenient space, creating a bustling & social atmosphere for customers to explore various meal options. It's a cost-effective and high-traffic opportunity for franchisees to reach a broad audience.



CASUAL DINING - Galito's casual dining concept is centred around creating a lively and comfortable environment that encourages guests to unwind and savour their dining experience. This concept is more prominent in our international markets but does have its place within the South African market when strategically placed.



GALIPOD - The innovative container concept targets smaller spaces, outlying areas, & seasonal opportunities. It's a compact version of our traditional store, making it adaptable & accessible to a wider audience, even in remote locations. The lower capital expenditure creates an exciting opportunity in challenging economic times.



OUR BOLD BRAND

Is reflected in an updated modern design that is light and welcoming. We have partnered with chosen architects and store designers who have both local and international experience.

Each site is tailored to match the location and the local community which allows Galito's to differentiate itself from other cookie-cutter brands.



STORE SETUP COSTS (SOUTH AFRICA)

An ideal Galito's Franchise Restaurant is 120m² but can range between 60m² and 300m². Typically it takes 12 - 14 weeks from signing to opening. The average setup of a store is between R10 000 – R18 000/m².*

(Please note that this cost may be subject to review, depending on the floor size, initial premises condition, landlord contribution and location).

This amount includes:

- Initial Franchise Joining Fee of R130 000
- Restaurant Design
- Franchisee Assessments Cost and Project Management
- Internal Building Construction from Plumbing and Electrical to Tiling
- All Operational Equipment
- Furniture and Fittings
- Point of Sale System
- External & Internal Signage and Menu Boards
- Staff Training & Uniforms

* Costs based on 2025 projections

The Galito's financial model recommends a minimum business gearing of 50% unencumbered. Therefore, we require potential applicants to have a minimum of half of the total cost of the store as unencumbered funds (money not secured by any creditor), together with sufficient collateral to secure a business loan for the balance of the required setup cost.

Return on Investment will be determined by the feasibility study which takes into account the operational costs and capital expenditure but is typically between 3 and 5 years.

Franchise fees:

A Royalty fee of 5% and a Brand Development Contribution (marketing) of 4% of net turnover is payable monthly.

With Food Cost at 46% and a Return On Sales between 10% and 18% (turnover dependent), a Store Gross Profit of 54% can be expected.



Galito
FLAME-GRILLED



GALIPOD SETUP COSTS (SOUTH AFRICA)

The GaliPod model is designed for smaller spaces and outlying areas, enabling emerging entrepreneurs to invest at a much lower cost - without compromising the brand, product, or customer experience.

The required footprint is 70m² - 100m². Each GaliPod comes fully fitted with a kitchen and offers the full Galito's menu. Locations should be visually appealing, in a reasonably secure area, near a rural community, and within close proximity to a taxi rank or bus terminal. Additionally, sites must have access to electricity, water, and an outlet/drain.

GaliPod pricing varies based on location and franchisee requirements, with pricing starting from R750 000 (excl VAT).

This amount includes:

- A fully equipped GaliPod with high-grade catering equipment
- Outside seating and canopy
- The Franchise joining fee
- Comprehensive training and uniforms
- A sophisticated POS and stock control system

The Ideal Franchisee:

- **Entrepreneurial** mindset with a **team player** attitude
- **Committed** to a **long term investment**
- **Energetic** and **determined to succeed** even when long hours are required
- Strong **communication skills** and the ability to **motivate others**
- Capable of **training new staff** effectively
- **Friendly** and **patient** when dealing with customers
- **Financially stable** and **credit worthy** with access to the necessary resources

Franchise fees:

A Royalty fee of 5% and a Brand Development Contribution (marketing) of 4% of net turnover is payable monthly.

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THE PROCESS





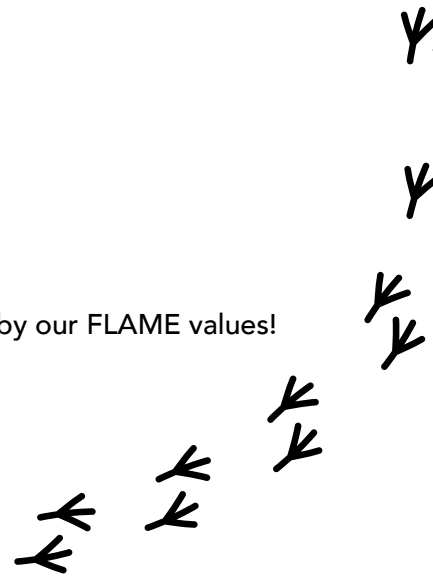
HAVE YOU GOT THE FLAME?



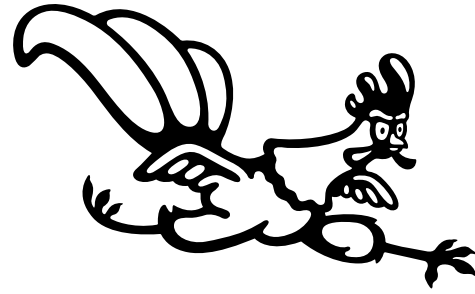
We're looking for business-savvy, forward-thinking go-getters who resonate with our core offering. If you want to soar as much as we do, then you're in the right place.

So, what does it take?

- Hands on
- A passion for service
- A passion for quality
- Hospitality driven
- A team player
- A team leader
- Most importantly, you've got to live by our FLAME values!



FEELING FIRED UP?



LET'S CHAT!

Has all this reading sparked something within you?

Do you have what it takes to lead the charge?

Are you ready to join the Galito's family?

If you answered yes to any of these questions, or even if you simply just want to chat about your options, please get in touch.

We would love to hear from you!

 galitos.co.za

 franchising@galitos.com

 +27 11 805 0040

 **Head Office**

Galito's Holdings

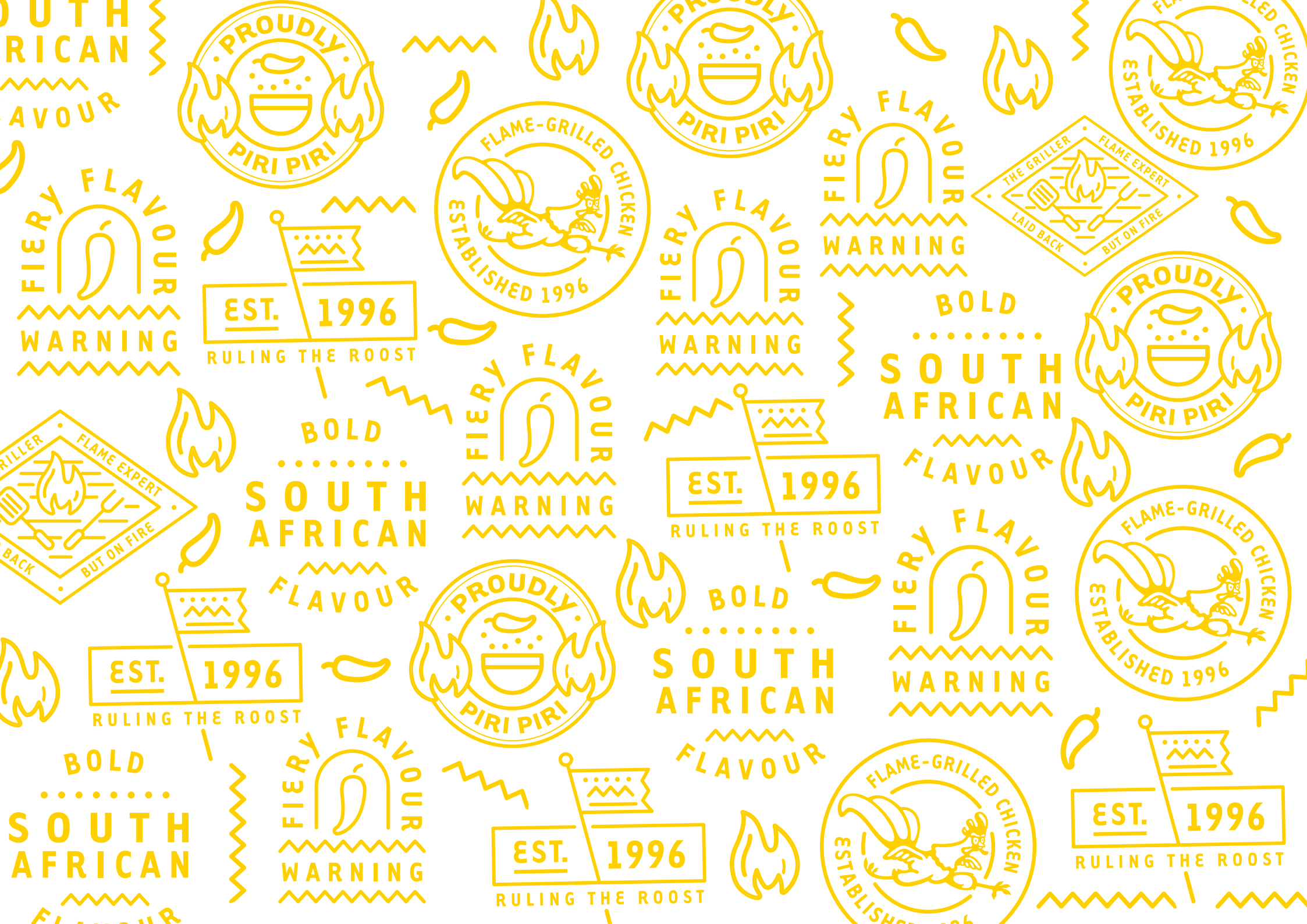
Midrand Business Park

563 Old Pretoria Main Road,

Midrand, Johannesburg,

South Africa





FIERY FLAVOUR
WARNING

FIERY FLAVOUR
WARNING

RULING THE ROOST

FIERY FLAVOUR
WARNING

BOLD
SOUTH AFRICAN
FLAVOUR



BOLD
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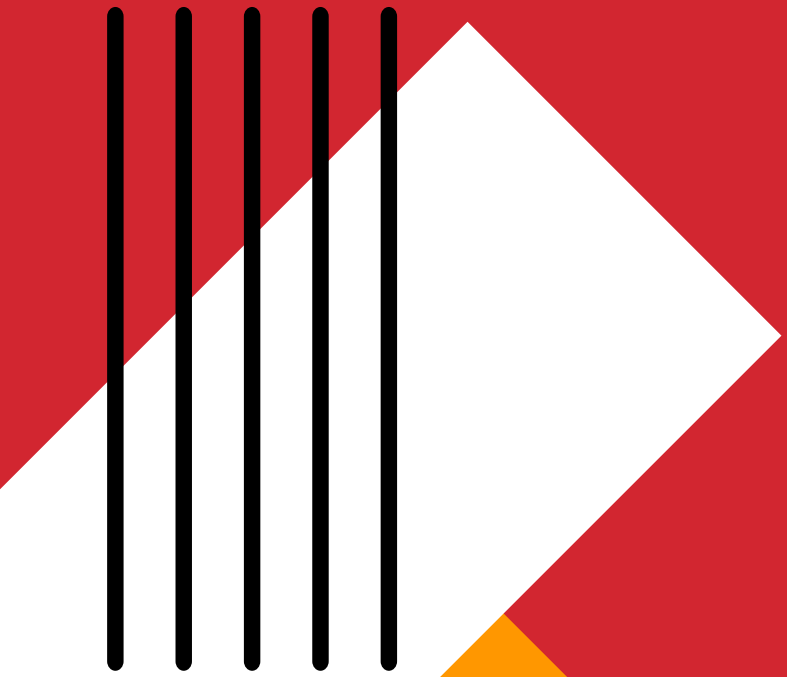
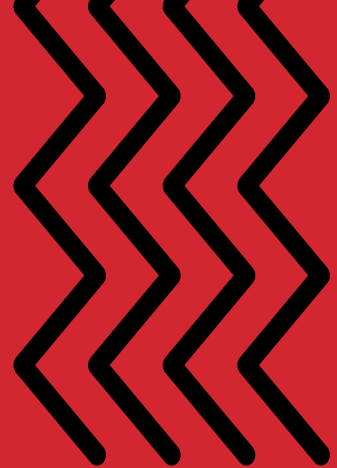
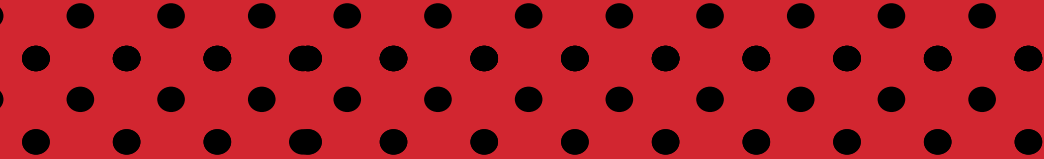


BOLD
SOUTH AFRICAN
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RULING THE ROOST

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