

## Key information about Stava - the first B2B food-delivery franchise in Europe



We are the first company to operate a franchise model in Europe's food delivery industry and are the leading food-delivery logistics company in Poland. Our courier services help restaurants grow their business by making meal delivery easy with just a few clicks required on a tablet. We offer B2B services directly to restaurants, providing them with delivery solutions for orders from any source.

We started operating in June 2014 as one of the pioneers of professional food delivery services in Poland. From the very beginning we focused on know-how development and IT tools to ensure high logistic and administrative efficiency of our business. This has helped us to gain a significant advantage over our competitors in this field.

We were the first company on the market to successfully develop software that automatically distributes orders to couriers. This has freed us from the need to cooperate with expensive manual dispatchers. In addition, advanced logistics algorithms has helped us to reduce the number of couriers required in a particular city by 30 to 50%. We have also automated the administrative side of the project to such an extent that the workload is reduced to less than 10 hours per week.

Stava is rapidly growing thanks to its franchise business model. Our franchisees like working with us because:

- we operate on a rapidly expanding market
- we offer a service that is greatly appreciated by restaurant owners
- we have extensive experience: we are working with 24 franchisees and to date have completed hundreds of thousands of food deliveries
- in most German cities there is little B2B competition in our sector
- we constantly invest in the development of our services.

Thanks to the high level of automation and the greatest efficiency in the industry, Stava branches are profitable even on a modest scale. This allows our franchisees to operate in cities of 50,000 people and upwards. There are 87 cities with +50k population in Poland, 190 in Germany, and 1000s in Western Europe. In Western Europe, even cities below 50k population are most probably large enough markets to accommodate a Stava branch.

The tools provided to franchisees means that restaurants do not have to hire their own drivers because Stava's services have less maintenance issues, lower costs and faster deliveries.

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**Stava**

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More information at [stava.pl](http://stava.pl) and [franczyza.stava.pl](http://franczyza.stava.pl).

For more information, please contact us:

Paweł Luty

PR relations with the media communication

Tel: +48 533 890 507

E-mail: [pawel.luty@stava.pl](mailto:pawel.luty@stava.pl)