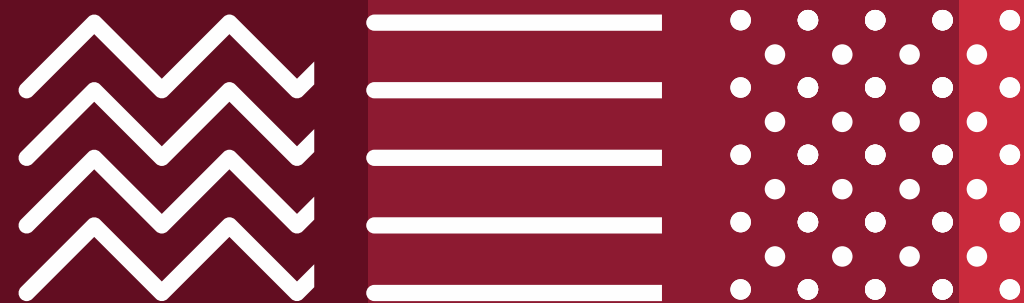




**Galito's**  
FLAME-GRILLED CHICKEN



**A FLAMING HOT  
OPPORTUNITY**







# HOW IT ALL BEGAN



## LOUIS GERMISHUYS FOUNDER

**Born and raised in the small town of Nelspruit, South Africa, Louis always had a hunger for Portuguese style chicken and success.**



His education had led him to Hotel school, but Louis always preferred the kitchen to the boardroom and the apron to the suit.

Louis had always been captivated by the unique Portuguese flavours and culture he experienced at his friend Francisco's home, they then spent much of their youth seeking the best Portuguese chicken in Nelspruit, crossing the Mozambican border to experience even more authentic flavours and recipes.

Soon, his entrepreneurial spirit kicked in and he began experimenting from his parents home in the small town of Mbombela (formerly Nelspruit). He worked tirelessly and was able to develop and perfect the marinade, sauces, and basting which gave flight to the Afro-Portuguese homestyle flavour, which is now known as GALITO'S!

The first Galito's outlet hatched in Brown Street, Nelspruit in 1996, and is still one of the stores Louis owns to this very day.





# FROM SMALL BEGINNINGS IN NELSPRUIT, SOUTH AFRICA, A UNIQUELY BOLD FLAVOUR WAS BORN!

GALITO'S NOW HAS 183  
STORES IN 16  
COUNTRIES, ON 4  
CONTINENTS, WITH AN  
EXPECTED GROWTH RATE OF  
15% OVER THE NEXT  
12 MONTHS.



OUR TARGET IS  
TO HAVE 300  
GALITO'S  
STORES  
OPEN BY 2025

SRI LANKA • PAKISTAN • MAURITIUS • DRC • MALAYSIA • SERBIA • KAZAKHSTAN  
SOUTH AFRICA • KENYA • GHANA • ZAMBIA • MALAWI • BOTSWANA  
CANADA • SWAZILAND • LESOTHO • MOZAMBIQUE • UAE • INDIA





# GALITO'S TIMELINE



Louis opens the first Galito's Flame-Grilled outlet in **Brown Street, Nelspruit.**

**2002**

The distinctive flavour began to trickle out to other areas of South Africa, with the first franchises opening in **KwaZulu Natal**, **Gauteng**, and **Limpopo.**

**2006**

Galito's opens its first store outside of Africa in **Toronto, Canada.** In Africa new stores open in **Mozambique**, **Lesotho**, **Swaziland**, and **Malawi.**

**2014**

Galito's takes flight into **Central Asia.**

**2021**

**1996**

The company grows and **opens 8 local restaurants.** Galito's quickly becomes a big hit with a powerful combination of great tasting chicken, excellent service, and a whole lot of pride.

**2003**

Galito's successfully spread its wings throughout Africa, boldly opening restaurants in **Kenya**, **Ghana**, and **Zambia.**

**2010**

Galito's expands into the **United Arab Emirates**, showcasing the Galito's brand in the **Middle East** as well as **India.**

**2019**

Galito's migrates far **East** into **Serbia** and far **West** into **Maryland, USA**





# FRANCHISING SINCE 1996.

**MEET AN  
EXPERIENCED  
SOUTH  
AFRICAN  
BRAND THAT IS  
AS FRESH AS  
THE FOOD IT  
MAKES!**



With its unique Flame-Grilled Flavour and unwavering focus on product freshness and quality, Galito's soon became a crowd favourite and by and by 2002, 8 stores had flourished under capable wings in South Africa.

Thanks to a bold global vision, the successful South African brand ventured up into the rest of Africa, the Middle East, Asia and onwards as far as Canada.

Galito's is all about offering a fast-casual dining experience to Chicken lovers across the globe. Flame-Grilled Chicken which has been marinated in a strong, distinct, and delicious Afro-Portuguese Flavour.







# THE SECRET RECIPE

For 25 years, we have successfully provided customers with only the best Flame-Grilled Chicken goodness. We put extensive research into our product development, combining the freshest and fieriest of ingredients and a mix of authentic Afro-Portuguese Flavour, resulting in each dish delivering an unparalleled taste of home without the addition of any processed ingredients.

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



## WHAT MAKES US DISTINCTIVE

### HOME-STYLE

Our delicious tangy marinades will always be freshly prepared in our traditional way.

### WARM VIBE

Friendly and vibrant atmosphere through warm hospitality.

### TASTES LIKE HOME

Appeasing and simple like home-made food.

### SOUTH AFRICAN ATTITUDE

Proud to be a South African brand that has a global presence.

### HOT PRICES

An affordable fast-casual eating experience.

### FRESH

We pride ourselves on using the freshest all-natural ingredients in our recipes.

### SUPERSTAR LINE-UP

An exciting menu that offers more than just our famous Flame-Grilled Chicken.

### LOCALLY SOURCED

We source all our chicken from local farms, no matter where in the world the store is.

### QUALITY

Consistently offering the best quality meals possible.







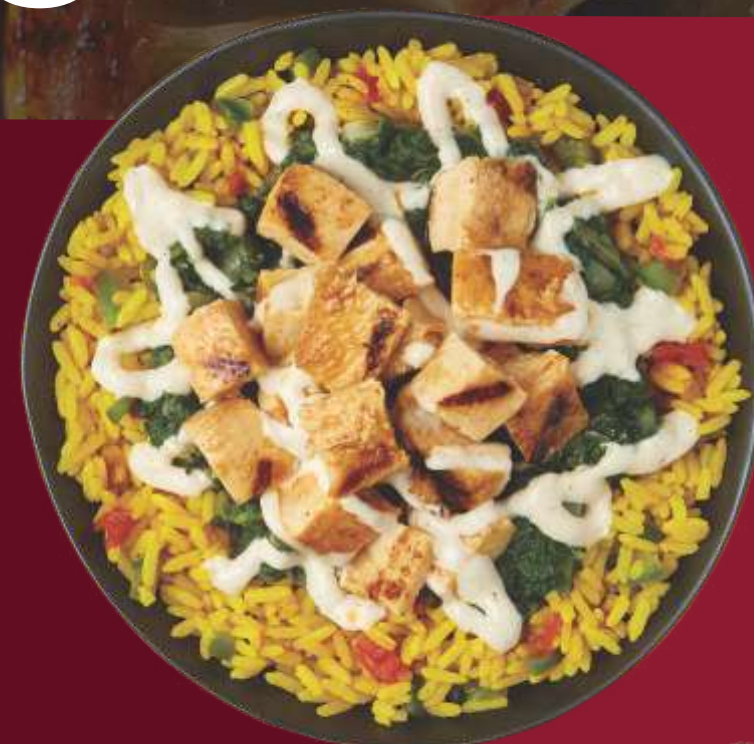
# OUR MENU

Our core menu offers the solid foundation of traditional Galito's trademark meals, along with the adaptability of certain dishes to be uniquely suited to the area in which the store is located.

Thus enabling us to satisfy any customer in any country around the world.

Our Menu offerings cover Starters, Single meals, Family and Sharing meals as well as Specials and something for the Kids.

Halal options are also available.





# OUR PIRI-PIRI + CONDIMENT SAUCE RANGES

Born from Louis Germishuys' original recipe, created from the freshest, locally sourced ingredients and prepared at our state-of-the-art central kitchen, Galito's has bottled these signature African flavours in the form of our fiery Piri-Piri sauces and condiments.

Each flavour pairs perfectly with our **FLAME-GRILLED CHICKEN** and our range of dishes.

A fantastic addition to home cooking and will compliment any good meal.



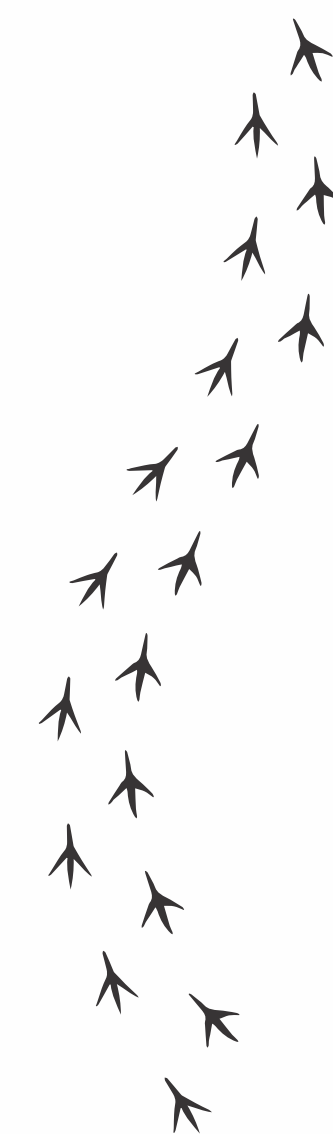




# GALITO'S CONCEPT

## BOLD MOVES, BOLD FLAVOURS

From customer-facing solutions to our extensive product offering, Galito's is in the business of forging a strong impression through constant innovation. We have also partnered with chosen architects and store designers who have both local and international experience. Each site is tailored to suit the specific location and surrounding local community which sets Galito's aside from the other more rigid brands.







# THE RISE OF FAST-CASUAL

**OUR LIFESTYLES THESE DAYS ARE 'SUPERFAST', 'ON THE GO', 'CLICK AND SHARE'.**

**GALITO'S OFFERS A FAST-DINING EXPERIENCE THAT IS CASUAL, CONVERSATIONAL AND COOL.**

## **'FAST-CASUAL' IS TRENDING**

It is an innovative service model and a recognizable culture that sets Galito's apart.

## **HEALTHIER LIFESTYLE**

Freshness is our promise and our edge. Only all-natural ingredients are used in our preparation processes and our Flame-Grilled cooking method adds a generous health factor to our meals.

## **ALWAYS CONVENIENT**

Designed to meet any meal time requirement be it grab and go or seated family meal, Drive-Thru, online ordering app or home delivery.

## **PLATFORM & CLOUD AGNOSTIC**

Galito's lean model allows the brand to scale fast using its cloud kitchen model supported by platforms to aggregate orders.







# OUR STORE FORMATS



## FAST-CASUAL

Undoubtedly a firm franchise favourite, and our typical store model, the fast casual model allows for takeaway and dine-in. Customers place an order at the counter, take a seat and have their food plated and delivered to them.

This model is ideal for high-street, mall, convenience stop, fuel station and national highway locations.



## FOOD COURT

Found in shopping centers, malls and petrol stations, this model offers counter service with communal seating areas.



## DRIVE-THRU

The Galito's Drive-Thru is perfect for the hot-stepper on the move - convenience is key.

This model is a combination of sit-down and drive-thru, giving the consumer the power of choice.



## CASUAL DINING

This model is market specific and currently only used in India and UAE.







## OUR PURPOSE & GOAL

At Galito's we strive to create sustainable and profitable business opportunities for our franchisees, to empower our employees with skills and training and to consistently offer our customers the tastiest Flame-Grilled Flavour around.

We are always looking to expand our brood and welcome new members into our Galito's family, whether it be a new franchisee, a new staff member, or a new customer.

## 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 and our Chicken is slowly marinated for at least 24 hours, Flame-Grilled to perfection and served to order, making it the tastiest Grilled Chicken in town.

## OUR VISION AND PROMISE:

To offer a **BOLD GALITO'S EXPERIENCE** around the world!

To welcome all guests with the warmth of local hospitality and the promise of lasting memories made over great meals.







## OUR PEOPLE

We believe in teamwork and having fun, whilst still focusing on a quality offering.

Our values of **FLAME** are incorporated into everything we do, and are reflected in the way we treat our customers and our colleagues.

We are relaxed and friendly and are dedicated to spreading our warm Galito's vibe around the world. This is evident in both our service and the inviting atmosphere of each store.

**F** FAMILY

**L** LOYALTY

**A** APPRECIATION FOR OUR  
TEAM & OUR CUSTOMERS

**M** MOTIVATED

**E** ENERGISED



## CUSTOMER EXPERIENCE

Galito's ensures that our customers will have the best possible experience every time they connect with us, whether it's at a store, order in, on-line or chatting to us on social media.

Galito's is a Trending Brand.

**ALWAYS DELIVERING THE  
BEST SERVICE AND VALUE!**



**Galito's**  
FLAME-GRILLED CHICKEN





## WE ARE WITH YOU EVERY STEP OF THE WAY

The initial training program is 6 weeks, facilitated by dedicated operations trainers.

An extensive operations manual, together with diagrammatic in-store recipe process and system cards, provide both yourself and your management with quick reference and self-help tools on a wide variety of items.

Training and weekly support from experienced regional managers, assisted by regional kitchen technicians, ensure assistance from detailed kitchen processes, through to benchmarking and business planning.

**At Galito's, no one has to fly solo.**



## FUNCTIONAL AND EASY TO OPERATE

### 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 Galito's online portal not only supplies franchisees with a dashboard of their store trends, it also houses operational and marketing resources and digital stock orders to our central kitchen amongst other procedural functionalities.

### FIERY SAUCES & BASTINGS

Born from Louis, our founders' 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 customize and craft each location to fit purpose.

### WORLD-CLASS CENTRAL KITCHEN (HALAL)

Our central supply chain is where the magic happens. Here, our unique range of sauces, marinades, and 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.





# SO, WHAT DOES IT TAKE?



- ✈ Hands-on
- ✈ A passion for service
- ✈ A passion for quality
- ✈ Hospitality driven
- ✈ A team player
- ✈ A team leader

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.



**GET IN TOUCH**  
**WE'D LOVE TO HEAR FROM YOU!**

Contact us to find out how you can become a proud member of the Galito's family.

**www.galitos.com**  
**sajan@galitos.com**  
**+27 11 805 0040**





# Galito's

FLAME-GRILLED CHICKEN



Galito's is proud to consistently serve  
**FIERY FLAME-GRILLED CHICKEN**



[www.galitos.com](http://www.galitos.com)