

D I Z Z

GROUP

About us.

Dizz Group is an exclusive franchise owner with a portfolio of international brands.

Set up by Diane Izzo in 2000, and equally owned by her husband Karl Izzo, the company has today established itself as one of the leaders in its field.

The family-run group specialises in importing and retailing prestigious brands by means of its franchise agreements, warehouse stores and retail outlets. With a combined industry expertise of 15 years, Dizz established its business on making ideas happen and helping its staff achieve. Whether by investing in training strong leaders, or establishing a portfolio of central locations - this is what drives success at Dizz Group.



Passion for more.

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We do what we love and work with brands we believe in. It is this passion that fuels our urge to see these brands grow and succeed.

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Our vision.

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To continue strengthening our brand so we take the next steady steps beyond Maltese shores and new markets.

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Our values.

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Entrepreneurial spirit

We evolve, develop and seek opportunities
where and when we see them.

Connected

We see the world through the eyes of our customers
and stakeholders and build lasting relationships.

Welcoming

We're approachable and easy to work with.

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Our story.

In 2000, business-driven couple Diane and Karl Izzo discovered the Terranova brand and knew it would be a success in Malta. Diane wasted no time making things happen.

With hard work and passion, Terranova was an immediate success, satisfying a nation's desire for stylish, affordable fashion. As the company portfolio grew, Dizz, with Diane at its helm as CEO, started investing in a range of markets - from fast-fashion to luxury brands and premium coffee outlets.

The next natural step for Diane was roping in her sisters - Denise and Daniela Bonello - who share her passion for trends and excellence.

They support with day-to-day running and together ensure that Dizz has a consistent presence on the shop floor - an approach that ensures the company knows its people and is always present.

Built on strong values, Dizz is committed to maintain top quality with an approachable culture and to continue living up to its reputation - not just for the quality of products, locations and services, but also for the determination to do more.

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*Driven by passion,
Dizz is built on a long-term
vision - investing in the right
people, the right brands
and the right locations.*

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Our milestones.

2000

Diane and Karl Izzo set up Dizz Ltd. and open the first Terranova outlet at Bay Street shopping mall in St Julians.

2005

Dizz's relationship with TeddySpA consolidates with the opening of another franchise - Calliope opens in Bay Street, St Julians.

2010

Ten years after being set up, Dizz opens outlets at the new The Point Shopping Mall in Sliema - Terranova, Calliope and Make Up Store. There the group opens its first high-fashion outlet Liu Jo.

2013

Dizz moves away from retail and beauty and opens the first of a chain of Caffè Pascucci shops in Bay Street, St Julians.

2015

Another Liu Jo opens in Valletta and two new Caffè Pascucci shops start serving customers at The Point and in Cospicua. With more growth on the horizon, plans start on the Dizz headquarters scheduled for completion in 2018.

2002-04

The first Terranova Kids outlet opens in Santa Venera. Terranova's success leads to the opening of outlets in the capital city Valletta, Paola and Santa Venera.

2008

All Terranova and Calliope shops undergo refurbishment to reflect the brands' modern image.

2014

The next two years focus on strengthening the presence of Liu Jo and Caffè Pascucci. Liu Jo opens in Bay Street and Caffè Pascucci in Santa Venera.

2016

A year dedicated to expanding Dizz's high-fashion portfolio. Dizz takes over Guess, 7 Camice, Brooks Brothers, Max & Co, Paul & Shark, Harmont & Blaine and Trussardi. The Dizz high-fashion outlet opens in Sliema.

Our brands.



Terranova
Calliope
Liu Jo
Guess
Paul & Shark
Harmont & Blaine
Trussardi
Max & Co
Caffe' Pascucci
7 Camicie
Michael Kors
Golden Point
Pinko
Brook's Brothers

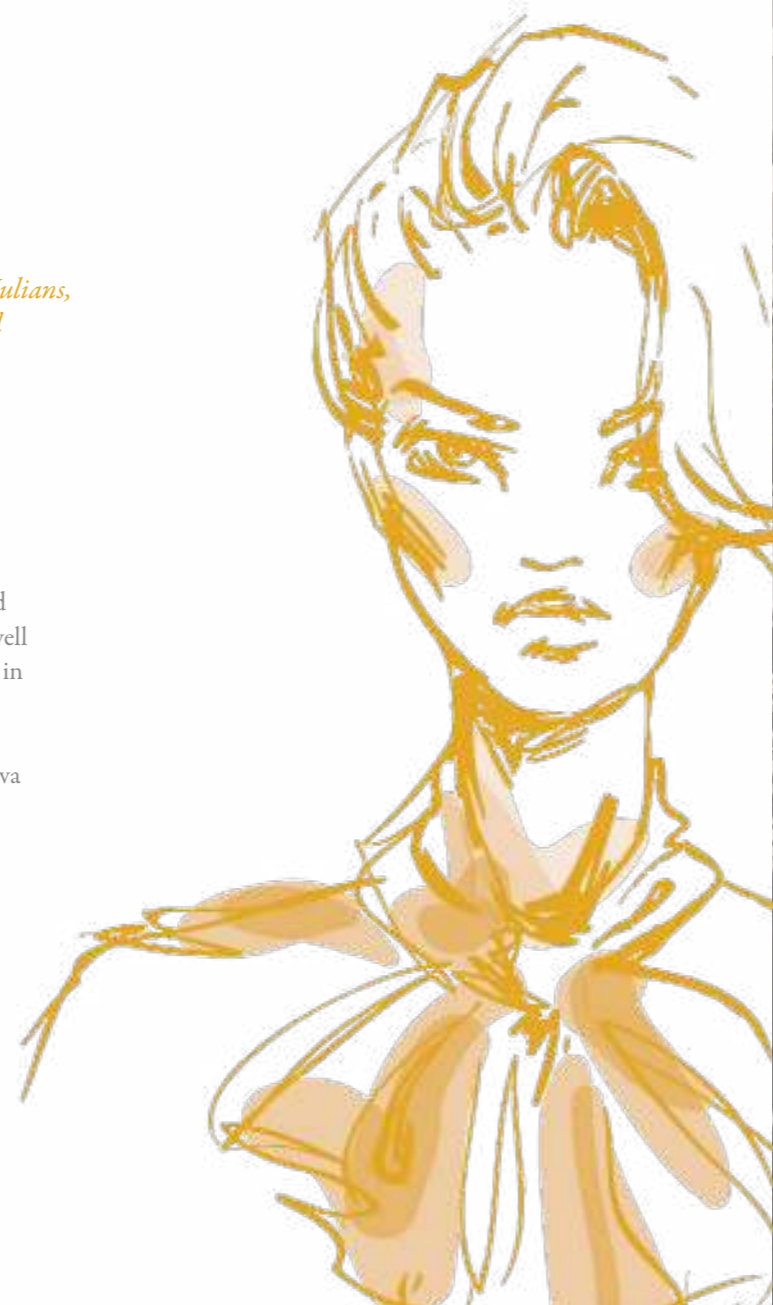
Terranova

Terranova epitomises the Italian spirit - metropolitan fashion that is constantly fresh and evolving to suit people's tastes.

Terranova in Malta: Bay Street St Julians, Embassy Valletta, Santa Venera and The Point Sliema. Multistores are opening in Iklin and Fgura.

First launched in 1988 in Italy - by multinational group Teddy SpA - the collection includes men's, women's and children's clothing and accessories as well as homeware. The brand is unbeatable in terms of its variety and affordability.

Since it first opened its doors, Terranova has grown into an international franchise with over 450 stores spread across 39 countries.







Easy Sport



BRKLN
NYCITY-U.S.

USA
1989
STATE

NYC
the

Calliope

Calliope offers well-balanced,
modern glamour with a
stylish touch.

*Calliope in Malta:
Bay Street St Julians and
The Point Sliema.*

This trendy brand offers modern designs that are, at the same time, affordable - featuring the right balance between what is fashionable and basic for both men and women. Launched in 2005 by Teddy SpA, Malta was among the first countries where the franchise was available. Calliope now has 88 stores across 19 countries.





PUSH UP

50%

19

30

50



CALLIOPE[®]

ITALIA



Liu Jo

Set up in 1995 by brothers Marco and Vannis Marchi, the top-end franchise has over 5,300 stores around the globe.

Liu Jo in Malta: Bay Street St Julians, The Point Sliema, Republic Street Valletta and the Malta International Airport Luqa.

Liu Jo's creative philosophy is devoted to enhancing the femininity and natural beauty of every woman. Its designers work energetically and enthusiastically, endeavouring to propose modern and attractive creations, characterised by the unmistakable identity – a clear, recognisable stylistic trait, supported by a production standard combining the selection of the best materials, and a careful and focused selection of details.









Guess

Guess reflects the American lifestyle and European fashion sensibilities worldwide.

Guess in Malta: Tigne Point Sliema, Bay Street St Julians, Bisazza Street Sliema & Valletta.

Its wide range of clothing collections include the popular jeans range as well as a wide selection of accessories for men, women and children. Founded by brothers Paul and Maurice Marciano in Los Angeles in 1981, the upscale brand and retailer directly operates over 1000 stores across the US, Canada, Asia and Europe.



GUESS







Paul & Shark

Over the years the company has expanded greatly to become a comprehensive luxury sports-wear range.

Paul & Shark in Malta: Pjazza Tigne Sliema, Valletta.

The brand's aim has always been to seek excellence both in the quality of its products and the manufacture of its materials, guaranteeing a rigorous selection process based on exacting standards. Founded in 1976 by the Dini family, Paul & Shark is today synonymous with Italian elegance and style, with its men's, women's, children's and accessories collections. Today its collections are available in 70 different countries, 323 cities and 490 points of sale.





PAUL & SHARK





Harmont & Blaine

Harmont & Blaine produces, markets and distributes sophisticated casual-wear with a distinctive Mediterranean style.

*Harmont & Blaine in Malta:
The Point Sliema & Valletta.*

It offers clothing, shoes and accessories for men and women and distributes exclusive sportswear by the now famous Bassotto brand. Founded in 1995, the company's sales network includes more than 70 single-label boutiques in Italy and 70 throughout the world apart from significant presence in over 1500 clothing stores worldwide.









Trussardi

A byword for excellence, discreet sophistication and innovation, Trussardi Group was founded in Bergamo by Dante Trussardi in 1911.



Trussardi in Malta: The Point Sliema.

It specialises in luxury clothing and accessories for men and women. Through the involvement and the collaboration of some of the most talented voices of today's world, Trussardi has become one of the most innovative brands in the international arena. The Group's exclusive distribution network includes some 440 points of sale around the world.





TRU  TRUSSARDI







Max & Co

This boutique-style brand is for women who have their own personal style.

Max & Co in Malta: Valletta & Sliema.

The constantly refreshed collections fuse traditional Italian tailoring with experimental shapes, materials and colours. Max & Co is a retail project by Max Mara Fashion Group, a luxury Italian fashion house that has attracted prestigious designers including Karl Lagerfeld, Jean-Charles de Castelbajac, Dolce & Gabbana, Narciso Rodriguez, Luciano Soprani, Anne-Marie Beretta and Guy Paulin. The company currently has about 2250 stores in 90 countries.









7 Camicie

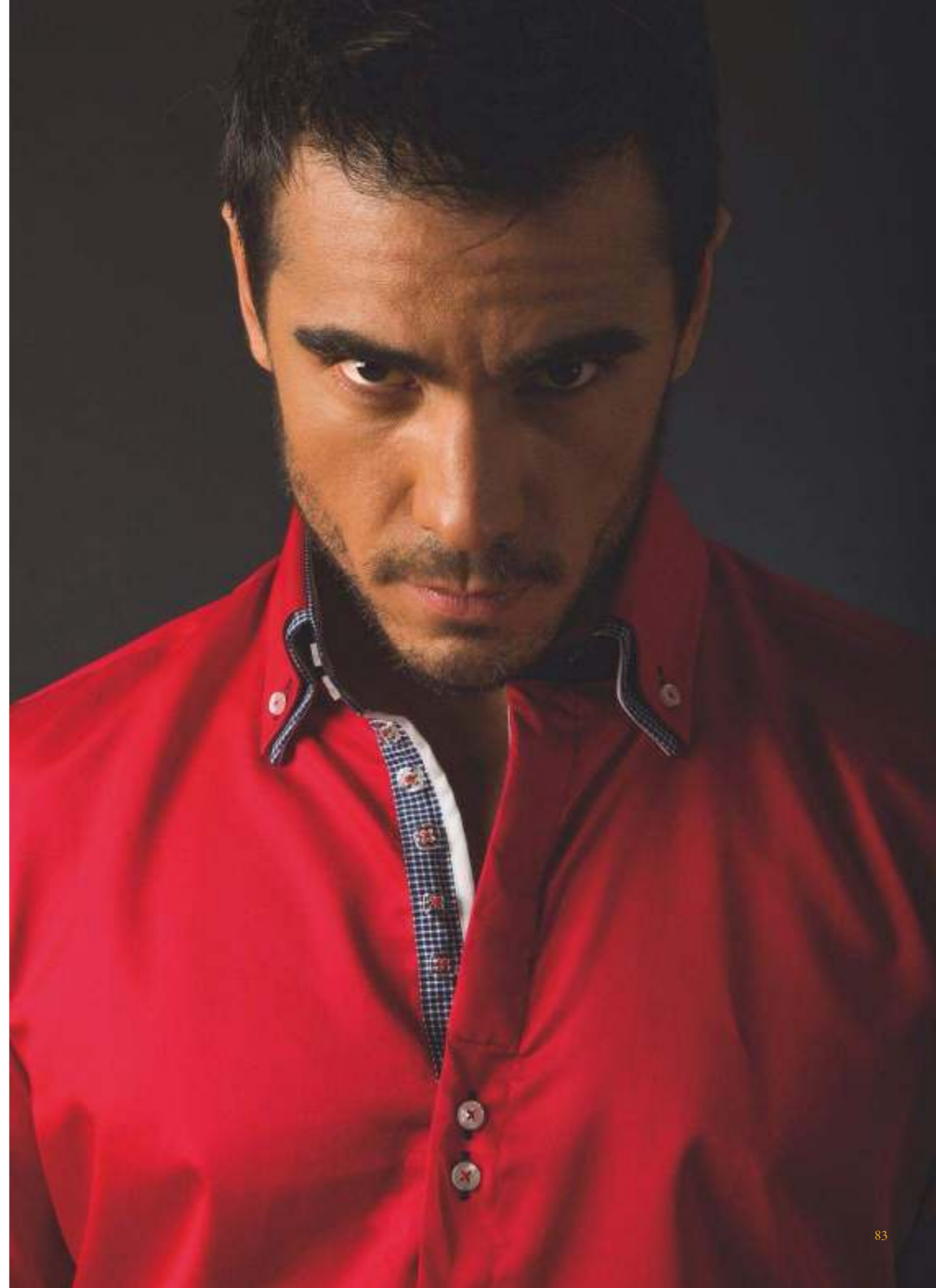
7 Camicie revolutionised the shirt concept with innovative designs that reinterpreted the garment with an eye to the future.

7 Camicie: Bay Steet St Julians.



7 Camicie was born in 2000 following the vision of company president David Hassan - offering a shirt for every day of the week. The team of designers are continuously searching for fabrics, ideas and trends to create high-quality collections that emit a sense of Italian taste and style. The brand meets market needs by offering collections of classic, casual and fashion shirts for men, women and children.

From the first retail store in Rome's Via del Corso, the brand soon started expanding. In 2002, 7 Camicie started franchising beyond Italy's shores and today it has over 200 stores around the globe.



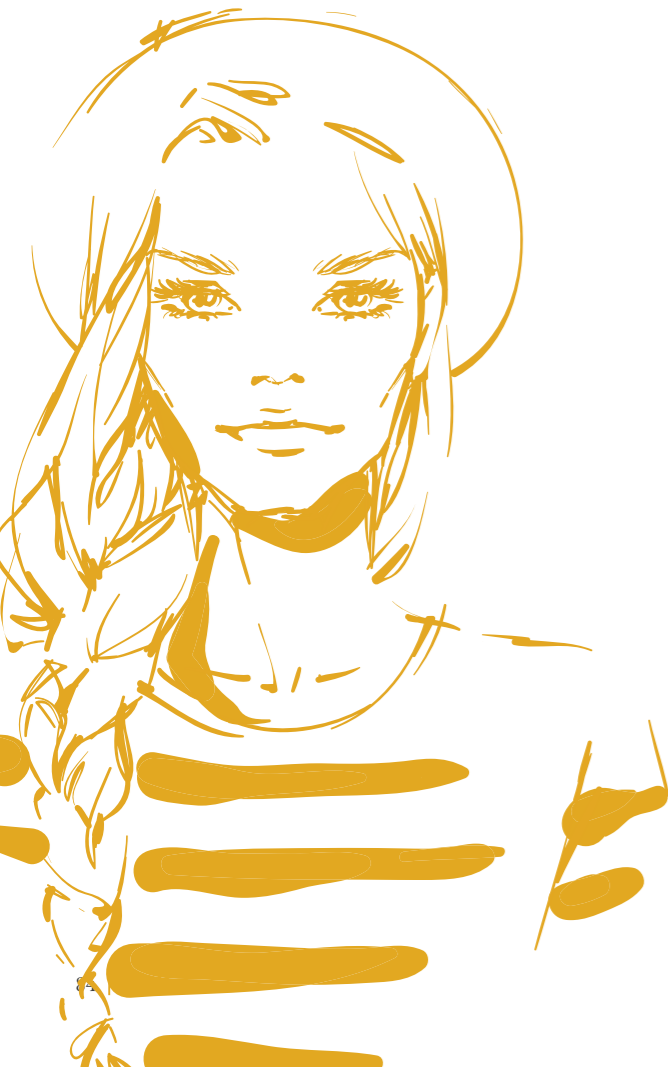
Michael Kors

Michael Kors is dedicated to a vision of style that is as sophisticated as it is indulgent and as iconic as it is modern.

Michael Kors: Sliema.

Michael Kors is a world-renowned, award-winning designer of luxury accessories and ready-to-wear. His namesake company, established in 1981, produces a range of products under his signature Michael Kors Collection and MICHAEL Michael Kors labels. These products include accessories, footwear, watches, jewellery, men's and women's clothes, eyewear and a full line of fragrance products.

Michael Kors stores are present in some of the most prestigious cities in the world, including New York, London, Milan, Paris, Munich, Istanbul, Dubai, Seoul, Tokyo, Hong Kong, Shanghai and Rio de Janeiro.





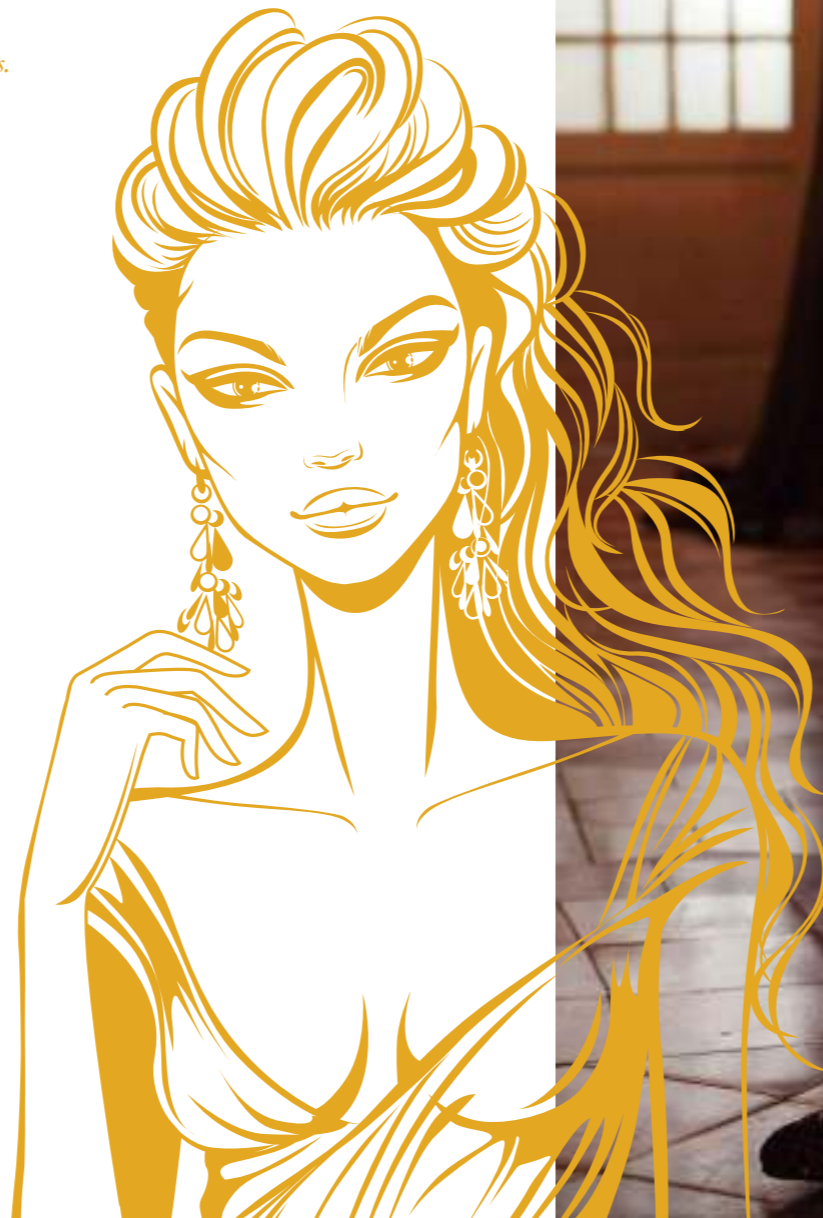
Goldenpoint

Goldenpoint's unique colours and patterns result in a brand with a playful spirit and a commitment to style and comfort.

Goldenpoint: Baystreet St. Julians.

First set up in 2001, Goldenpoint offers a wide range of socks, tights, leggings, underwear and swimwear for women, men and children. The successful retailer strives for constant improvement, paying the utmost attention to innovation and high product quality and putting the consumer at the heart of its business. That is why Goldenpoint prides itself of offering a wide range of options to suit all tastes.

Goldenpoint opened more than 500 shops in Italy and over 40 shops in major cities abroad since 2001, addressing the needs of diverse markets, from Dubai to St Petersburg, from Beijing to Belgrade.





Pinko

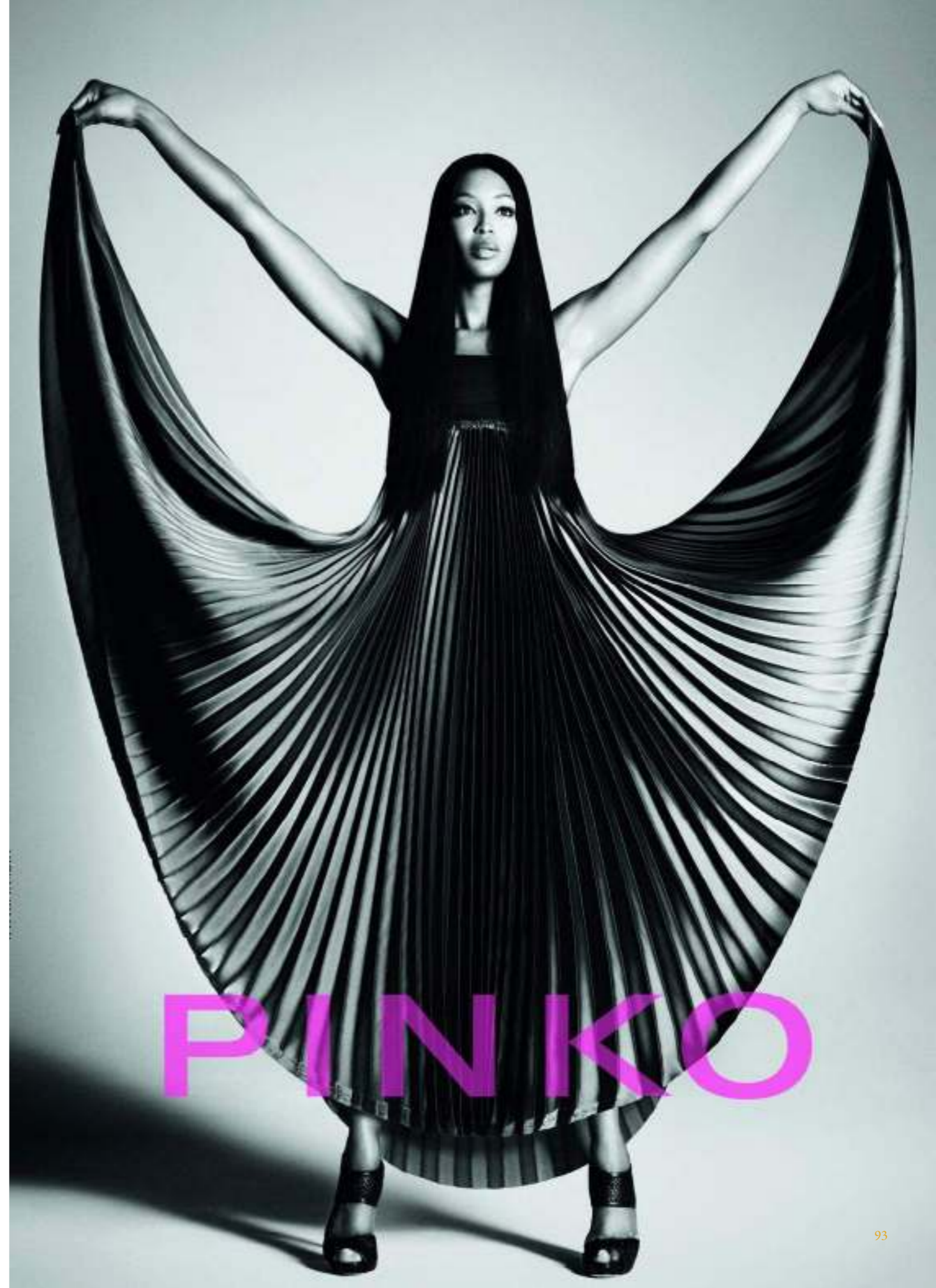
Creative flair and quality are the supporting values expressed through Pinko's forward-looking collections.

Pinko: Opening Soon.

Founded in the early 1980s by Pietro Negra and Cristina Rubini, Pinko is a contemporary fashion brand with a distinct Italian spirit.

Pinko created a model of a woman who is determined, feminine, metropolitan, playful and interested in what is happening around her. Through research and an appreciation of Italian handcrafts, the brand is about original creations that are easy to wear.

Attention to being au courant, technological innovation, a spirit of participation and an across-the-board perception of style sculpted the brand's worldwide success. Pinko is present throughout Italy, Europe and around the world, numbering 170 retail stores as well as 970 wholesale outlets.







Brook's Brothers

Brooks Brothers shaped the American style of dress through fashion innovation, fine quality, personal service and exceptional value.

Brook's Brothers: Valletta

The history of Brooks Brothers dates back to 1818 when Henry Sands Brooks opened H. & D. H. Brooks & Co. in Manhattan - the first ready-to-wear fashion emporium in America. In 1833 his four sons inherited the family business and, in 1850, renamed the company Brooks Brothers.

With such a rich history, Brooks Brothers prides itself of upholding traditions and values built on quality, great service, commitment to social good and exceptional value. This recipe had led to global growth. Today the brand operates over 400 stores worldwide.



Brooks Brothers







Caffe' Pascucci

Apart from being synonymous with different coffee blends, Caffe' Pascucci is also Italy's number two coffee producer.

Caffe' Pascucci in Malta: Bay Steet St Julians, The Point Sliema, Santa Venera, Cospicua, Paceville & Gzira.

The international coffeehouse offers a range of biologically certified tea infusions apart from a selection of juices and cocktails. The company is named after brothers Mario and Dino Pascucci, who built on their father's coffee trading to open

the first Pascucci shops in Monte Cerignone. Since the inauguration of the first franchised Pascucci cafeteria in 2000, the brand has evolved into a chain of 28 outlets spread over 13 countries around the globe.





Chocolate
Muffins



Our future.

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We continue investing in our amazing team so together we continue growing and building on our shared vision.

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Forecasts.

The Dizz Group of Companies Ltd is a Maltese-registered company. We are backed by strong levels of equity and profitability, giving us positive backing by bankers, suppliers and other stakeholders. Our brands are pushed to the highest standards, turning our company into a multi-million euro business.

150

PERSONNEL

20

MILLION TURNOVER

15

BRANDS

30

STORES & OVER

STAFF TRAINING BUDGET

€15,000 - €20,000 ANNUALLY

Investing in our people.

Without our staff we can't grow. We take the time to get to know them - from managers to storekeepers - and invest in training to help them move up the ladder and perform at their best. Apart from regular training by the brand companies, each year we allocate a budget for all our employees to attend Customer Services courses, while our store managers attend leadership courses to encourage good teamwork which leads to positive results. As inclusive employers, we started a tradition of sharing company profits with staff at the end of the year to instil in them an entrepreneurial spirit for driving the company forward.

Strengthening our roots.

As we prepare ourselves for future growth, and look towards expanding our brand portfolio, we are also strengthening our presence in Malta, where we are based, with two major ongoing projects: the first Dizz high-fashion outlet store and the Dizz headquarters.

The Dizz outlet

Our new Dizz outlet will pull all our high-fashion brands under one roof, at discounted prices. Apart from widening our customer base, this ensures the sale of unsold stock - a key investment towards long-term business sustainability. The outlet, situated in a prime location in Sliema, is scheduled to open its doors to the public in June 2016.

The Dizz HQ

As the company grows we are investing in the future to ensure sustainability. Our new company headquarters will be a buzzing hub of activity. With a 1,213 square metre footprint, the site in Mriehel will include warehousing and manufacturing areas, as well as more office space to cater for our growing team. The HQ is scheduled for completion in 2018.

Our stores.

“We ensure the best locations for our brands”



Investing in the community.

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As we grow, we also remain grounded.

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We make it a point to give back - to our staff and the community. As one of our initiatives we support a development scheme for young people by offering them training and work experience in our outlets - providing them with role models and educational opportunities. We also support various non-profit organisations.

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I wanted to create a brand I'm passionate about and that I'd proudly put my name to - as a businesswoman, a wife, a sister and a mother.

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dizz.com.mt

