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From delivery to multi-franchise ownership at 26 years old, the success story of a passionate pizza maker

As Franchise Expo Paris approaches, opening its doors from March 14th to 16th, 2026, the event highlights the journeys of entrepreneurs who illustrate how franchising can become a true springboard to success. A profile of Gauthier Preynat, who climbed the ranks at PizzaCosy, from delivery driver to multi-franchisee.

In 2017, after obtaining his high school diploma and driver's license, Gauthier joined PizzaCosy as a part-time delivery driver to finance his studies. A few months later, the manager of the pizzeria in Saint-Priest-en-Jarez where he worked, seeing in him all the qualities of a good entrepreneur (ambition, dynamism, versatility and thirst for learning), made him an unexpected offer: to leave his hometown and follow him to the south of France to open a new franchise.

His first instinct? To refuse, out of caution, in order to continue his studies. But the entrepreneurial spirit ultimately prevailed. Barely out of school, Gauthier found himself at the helm of two retail outlets: Marseille and Salon-de-Provence, alongside his partner Vincent.

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Despite the difficulty, as I had just graduated, I received excellent support from the network. It's truly satisfying to work for myself and to be motivated to grow my business.”

The adventure was just beginning. When the opportunity to take over a pizzeria in Avignon arose in 2023, he seized it. But this time, he prepared differently: training dedicated to multi-franchising allowed him to learn how to manage several establishments simultaneously. Organization, dashboards, key performance indicators, remote management... all essential tools when you can no longer be everywhere. Armed with these new skills, at 24, he launched his third outlet with his partner, strengthening their presence in the south of France.

But his career isn't limited to management. In 2023, the same year he opened his third location, he won the first **PizzaCosy Best Pizza Maker Competition** facing a jury composed of his franchisor and chefs.



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Winning this competition with Michelin-starred chefs on the jury is a great source of pride. I was stressed, because I haven't forgotten that I started as a delivery driver! I was missing this award, which attests to my love for the product and helps me get recognized.”



Driven by his passion for sharing his knowledge, Gauthier supported one of his colleagues in her entrepreneurial project in 2025. Having joined the team two years earlier with the desire to start her own business, she bought a food truck put up for sale by the head office, with the support of Gauthier and his partner. A win-win situation: Gauthier and Vincent's three pizzerias supplied her with ingredients, while she gained exposure at local events in the south of France.

With his passion for his profession and his expertise, Gauthier adds a new string to his bow in 2025, and leads masterclasses open to the general public, passing on his love of good products.

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I'm passionate about the PizzaCosy model, I love good products and I believe in their concept. I exchange information with them regularly, but what I appreciate is that they give me the necessary space to manage my business. We mustn't forget that we are entrepreneurs first and foremost!

At the heart of its success lies a bold strategy: recruiting motivated and skilled businesspeople rather than pizza experts. Each franchisee benefits from six weeks of intensive training and a trial period in a training pizzeria before launching their business. This personalized support method and a fully integrated value chain have enabled PizzaCosy to achieve the following awards: **Best Retail Chain and Best Franchise in 2025 and 2026**.

Franchise Expo Paris in figures



**Discover PizzaCosy and nearly 500 other brands at Franchise Expo Paris 2026.
from March 14 to 16, 2026 at Paris Expo Porte de Versailles. An opportunity
to hear numerous testimonials from entrepreneurs who dared!**



A trade fair of the French Franchise Federation



About the French Franchise Federation

A major player in the dynamism of the French economy, the French Franchise Federation is the federation professional of franchisors and their franchisees since 1971. It represents the model of the franchise, a entrepreneurial model based on the transfer of know-how and value sharing. Its role is to promote, defend and perpetuate the franchise model, but also to federate its ecosystem and create the tools and the environment conducive to development and the performance of franchise networks. The Federation Française de la Franchise created the Salon in 1981 Franchise Expo Paris, which has since become a meeting place major international annual franchise. In 2024, the franchise represents in France 2,089 networks, 90,588 franchised points of sale, for 88.64 billion euros turnover. In 2009, the FFF created the Academy of franchise, the leading training organization for the professions of the franchise, whose offer is dedicated to future franchisees, but also to future and current franchisors.

Find out more: www.franchise-fff.com

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This media dedicated to entrepreneurship and franchising was designed to allow entrepreneurs and for candidates for business creation to find all the useful information for construction and development of their project throughout the year. They will find testimonials, practical advice, expert advice and all the useful information on starting a business. This media platform, backed by at the Franchise Expo Paris trade fair, also gives a large place to franchise entrepreneurship and its advantages.

Find out more: www.tousentrepreneurs.com

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