

## **POSTMATES LAUNCHES 100+ CITIES IN MAJOR U.S. EXPANSION; DEEPENS PARTNERSHIP WITH CHIPOTLE**

SAN FRANCISCO, July 10, 2018 -- In a massive US market expansion, Postmates, the on-demand delivery pioneer, launched 100+ cities, increasing coverage to nearly 1 in 2 US households. Now, over 50M more customers can access the on-demand delivery platform with the broadest selection of restaurants and stores, and lowest prices.

The company also announced it has expanded its national delivery partnership with Chipotle Mexican Grill (NYSE: CMG), adding 300 locations and reducing delivery fees to \$3.99. To celebrate, Postmates is waiving delivery fees on all Chipotle orders through Sunday, July 15.

"Since first partnering with Postmates in 2015, we have made getting Chipotle more convenient and accessible to our customers who want it delivered quickly, right to their home, office or wherever they are," said Curt Garner, chief digital and information officer at Chipotle. "With this significantly expanded and streamlined relationship with Postmates, we are making it easier for customers to enjoy all the real ingredients that make up our delicious food."

"Chipotle is one of the most popular merchants on the Postmates platform. We are thrilled to grow this relationship, drive down the cost to our shared customers and increase our reliability together," said Dan Mosher, SVP & Merchant Lead, Postmates. "We've already delivered over 1 million of their burritos and 2 million of their burrito bowls to our customers and we will continue to ensure that their food is delivered just the way our customers want it."

Postmates is a market leader and the most efficiently run organization in the fast-growing on-demand delivery market. As the originators of on-demand 'anything,' Postmates gives customers access to over 250,000 merchants that were previously inaccessible online. Postmates has helped create an alternative infrastructure for local businesses to better compete against retail goliaths. The company now completes millions of deliveries a month, and generates over a billion dollars in GMV annually.

To order, visit [Postmates.com](https://www.postmates.com) or download Postmates on [iOS](#) or [Android](#). Delivery fees start at \$3.99; however, customer can pay zero delivery fees when they subscribe to Postmates' subscription service, Unlimited, which is \$9.99 per month or \$6.99 per month, when paid annually.

### **ABOUT POSTMATES**

Postmates helps people unlock the best of their cities – and their lives, with an insanely reliable on-demand "anything" network. Launched in 2011, Postmates pioneered the on-demand delivery movement in the US by offering delivery from restaurants and stores previously only available offline. The company now operates in 385 US cities, as well as Mexico, and provides access to over 250,000 merchants. Postmates is headquartered in San Francisco and has 680 employees. Learn more: [www.postmates.com](https://www.postmates.com).

### **About Chipotle**

Chipotle Mexican Grill, Inc. (NYSE: CMG) is cultivating a better world by serving responsibly sourced, classically cooked, real food with wholesome ingredients without added colors, flavors or other additives. Chipotle has more than 2,400 restaurants as of March 31, 2018 in the United States, Canada, the United Kingdom, France and Germany and is the only restaurant company of its size that owns and operates all its restaurants. With more than 70,000 employees passionate about providing a great guest experience, Chipotle is a longtime leader and innovator in the food industry. Chipotle is committed to making its food more accessible to everyone while continuing to be a brand with a demonstrated purpose as it leads the way in digital, technology and sustainable business practices. Steve Ells, founder and executive chairman, first opened Chipotle starting with a single restaurant in Denver, Colorado in 1993. For more information or to place an order online, visit [www.Chipotle.com](https://www.Chipotle.com).

**Media Contact**

April Conyers

m: 415-234-3290

e: [april@postmates.com](mailto:april@postmates.com)