



#propeloct

Propel Multi Club

New ideas, new directions

MILLENNIUM GLOUCESTER HOTEL, LONDON KENSINGTON: WEDNESDAY 30 OCTOBER 2024

Operators of multi-site hospitality companies can book three free places each, or operators who are Premium subscribers can claim up to four free places, by emailing: kai.kirkman@propelinfo.com

SPEAKER SCHEDULE

9.00am-10.00am: Registration and coffee

10.00am-10.30am: Emma Bernardez, head of hospitality at haysmacintyre, talks to Lizzie Ryan from Imbiba, Robin Rowland from TriSpan, Andrew Fishwick at Hestia, about the current investment market, where the buyer activity is centred and what is the current investment criteria in a volatile market.

10.30am-11.00am: Tim Shield, partner at leading sector licencing firm John Gaunt, will examine all the key legal developments that impacted multi-site operators in 2024, set out the latest legislation impacting the industry, analyse the immediate and long-term legislative commitments a new government must consider if it is to aid the sector's return to growth.

11.00am-12.00am: ONES TO WATCH

11.00am-11.20am: Josh Kleiner of Sandwich Sandwich, which last October won the £100,000 top prize in the Uber Eats restaurant of the year awards, discusses how the business is updating the humble sandwich for a new generation, its launch in London and wider expansion plans.

11.20am-11.40am: Sophia Handschuh, founder of Sourdough Sophia, the London micro bakery concept that last summer raised £500,000 through a crowdfunding campaign, on how the business is looking to bring something new to the bakery/café category and plans for further sites.

11.40am-12.00pm: Ben Lacey, managing director of Insomnia Cookies UK, discusses the late-night bakery brand's entry into the UK market, creating a highly engaged community on social media – especially with Gen Z consumers, and its ambition to build a nationwide presence.

12.00pm-1.00pm: Lunch

1.00pm-1.30pm: David Campbell, the former chief executive of PizzaExpress and Wagamama, and chair of Gaucho owner Rare Restaurants, and Ole & Steen, talks to Propel's Mark Wingett about the progress of both businesses and his take on the issues impacting the wider market.

1.30pm-2.00pm: Kara Purves, group marketing director at Zonal, talks to Rebecca Farrer, director of digital and loyalty at Wagamama; Lauren Kopsch, head of digital marketing at Gail's and Kat Schofield, head of sales and marketing at Gusto, about customer loyalty in hospitality and how this compares to other sectors, including a deep dive into the DNA of loyalty and what that means outside of loyalty programmes and reward schemes.

2.00pm-2.30pm: Des Gunewardena, founder of the D3 Collective and co-founder of D&D London, talks about on his return to the hospitality sector, his three new projects with a focus on "landmark sites", the need to provide alternative points of difference and his take on the London market.

2.30pm-3.00pm: Coffee Break

3.00pm-3.30pm: Making delivery work for you – panelists including Mark Finch, head of enterprise for Uber Eats UK&I, Joe Heather, general manager of UK&I at Deliverect, Megan Burton-Brown, marketing director at Tortilla, Gemma Barter, senior digital marketing manager at Honest Burgers, and Máté Kun, chief executive and co-founder Growth Kitchen discuss the evolving role of delivery in the sector, the key trends and what the next phase of food delivery will look like for operators and consumers.

3.30pm-4.00pm: Michael Clarke, managing director of Wendy's UK and Europe, discusses the return of the third-largest quick service restaurant brand in the US, to these shores, the challenges and opportunities of launching here again, its relationship with its franchisees, and where the business goes from here.

4.00pm-4.30pm: Adam Martin, managing director of Tesco Hospitality, talks about evolving the F&B offer across circa 500 in-store cafes at the UK's leading supermarket business, how the company stays on top of consumer trends and its work with sector brands.

4.30pm-5.00pm: Andy Hornby, chief executive of The Restaurant Group, talks to Propel's Mark Wingett about the company's plans for Wagamama and Brunning & Price, the role the group's Concessions business plays, and his thoughts on where the wider sector goes from here.

5.00pm-5.40pm: Ben Fogle, the TV personality who has summited Everest, raced to the South Pole and rowed the Atlantic, talks about overcoming adversity, teamwork and leadership.

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