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**INTERNATIONAL
DEVELOPMENT CONFERENCE:
GOING BEYOND BORDERS**

PROGRAM

MONDAY 9TH OCTOBER 2023

The next Leaders Club International Exchange will be a very unique event focusing on understanding international development strategies, with the participation of a number of top industry leaders who have done it successfully.

The conference program will include an exclusive keynote from one of the most recognized experts in international development advisory, an overview of the current ranking of Europe's major restaurant groups, an exciting round table discussion between top-level industry execs on their respective international development experiences and an inspiring interview from the CEO of one of the most successful development stories in Europe.

Cocktail Lunch Address :

Drinks&Co Paris Concept Store - 106, Bis Rue Saint-Lazare, 75008 Paris

12.00 - 13.45 Networking Cocktail Lunch

14.00-14.10 Opening Session by Jonathan Doughty, Chairman, WhiteSpace Partners
Welcome by Vincent Mourre, CEO WhiteSpace Partners & board member of Leaders Club International

14.10-14.35 'A Decade of Cross-Border Development in the Restaurant Industry'
Rebecca Viani, CFE, Partner, WhiteSpace Partners

14.35-15.00 'The Latest European Top 99 Restaurant Groups Ranking'
Katrin Wißman, Executive Editor, Foodservice Europe & Middle East

15.00-15.30 Coffee Break

15.30-16.10 'Brands that are Doing It' A round table with :
Ed Loftus, Global Director Jamie Oliver Restaurant Group
Stéphane Klein, Managing Director Pret A Manger Europe
Ezio Balarini, Group CCO, QSR Platform
Moderated by Francesco Pupillo, Mapic Markets Director

16.10-16.40 A Conversation With ...
John Eckbert, CEO, Five Guys Europe, interviewed by Jonathan Doughty

16.40-16.55 Wrap-up and "See You Tonight" by Jonathan Doughty

17.00 End of Conference

From 19.00 Leaders Club France and Leaders Club International Awards ceremony, 30th Anniversary of the Leaders Club

SPEAKERS



JOHN ECKBERT

FIVE GUYS®
BURGERS and FRIES

John began his finance career in capital markets and private equity while completing his degree in political philosophy at Davidson College and the London School of Economics. After running the corporate credit training department at what is now Bank of America, John joined the Section 20 investment bank in the high yield bond department. His 20-year tenure in finance culminated with the launch and growth of a boutique Mergers & Acquisitions investment bank.

In 2010, John sold his interest in the bank and relocated to London where he teamed with Sir Charles Dunstone and Roger Taylor to build a new growth platform in the food and beverage industry. Together they identified Five Guys as the leading US premium burger offer and agreed a joint venture with the Murrell family to bring Five Guys to the UK. John took over the role of JV CEO in January 2014.



ED LOFTUS

Jamie Oliver

Ed has worked in the hospitality industry for over 20 years and has opened over 100 restaurants throughout his career. Ed has broad experience across both franchise and owned and operated restaurants, working for the likes Gordon Ramsay, Jeremy King, Angela Hartnett and Chris Galvin.

Part of the senior management team since 2013, Ed took over management of the Jamie Oliver Restaurant Group in 2019 and has steered the business through COVID-19 opening over 30 franchise locations and launching two new brands.

Prior to this, he worked in a wide range of leading food & beverage businesses, from Michelin-starred establishments to retail, and has a wealth of experience leading large teams, conceptualising and launching brands and managing multi-million pound food & beverage supply chains.



KATRIN WISSMANN

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Katrin Wissmann is the Executive Editor of european foodservice media and a long-standing editor of the German B-2-2 journal foodservice. She studied journalism and American Studies in Mainz (Germany), Pamplona (Spain) and in Middlebury, VT, (USA).

After gaining initial professional experience in print, radio and television, she joined the editorial teams of foodservice and foodservice Europe & Middle East in 2006. Before her current position, which includes content planning and speaker coordination for the highly esteemed European Foodservice Summit, Katrin was Executive Editor of the international trade journal foodservice Europe & Middle East.



FRANCESCO PUPILLO

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Francesco Pupillo joined Reed MIDEM in 2009 as Sales Director in the Real Estate division (MIPIM & MAPIC), before being nominated Deputy Director of MAPIC in 2016 and subsequently Director of the MAPIC portfolio (MAPIC, MAPIC ITALY, The Happtite and LeisurUp in 2022).

Prior to joining Reed MIDEM, Francesco held various positions in international brand development management. He graduated from the Università Cattolica del Sacro Cuore in Milan with a specialization in international business.



EZIO BALARINI



Ezio is QSRP Group Chief Commercial Officer. He is an experienced professional with more than 30 years of industry knowledge. He brings to QSRP his strategic mindset, broad know-how, strong relationships with brands and industry partners together with his passion for food and innovation. He covered previously various roles at Autogrill Group being more recently in charge of global marketing and brand management. He held various international roles in marketing and operations.



STÉPHANE KLEIN



Stéphane Klein, 62, is graduated from Thonon and Paris hotel schools and from ESSEC/Cornell (MBA in hospitality Management) and has spent most of his career in the quick service restaurant industry. After a couple of years working in Dallas, Texas, where he started his career, Stéphane came back to France to work for 'Flo Prestige', the delicatessen shop's branch of the Parisian restaurant group 'Flo'. Then, early 1990, he had his first start up experience with Häagen-Dazs in launching -from scratch- their shop estate in France, then in Europe. Following that amazing success story, he was recruited by Dunkin'Donuts as VP Operations for Continental Europe before joining Elio Group's QSR Division (Pomme de Pain, Quick) as Managing Director and Saint Clair (« traiteur ») a few years later.

In 2004, Stéphane Klein became the MD of Starbucks Coffee France to develop the chain from its very early days in Paris. In January 2011, Stéphane Klein joined Pret A Manger to launch, grow and manage the brand in France. He took over Pret's European development in 2020 and now oversees a dozen of countries for the British chain in Europe.



JONATHAN DOUGHTY

WHITE SPACE
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Jonathan is fortunate to be a global food & beverage expert with 40 years of commercial property development and operational success. In his role as Non-Executive Chairman of WhiteSpace Partners, he assist the CEO, helps develop the business and participates in the work and development of the client base and the mandates that the business has. Jonathan became Non-Executive Chairman in January 2022 after having been a Special Advisor to the business for 3 years. He regularly speaks at foodservice and property events around the world, including MAPIC, The Restaurant Real Estate Forum, IHIF, Foodservice Europe, REVO, and ICSC. He writes articles on Foodservice for ICSC, ACROSS Magazine, Foodservice Europe as well as contributes to external content.

Jonathan was UK Chair of the FCSI for 2 years, EMEA Chair for 2 years and then Worldwide President for 2 years of the Foodservice Consultants Society (www.FCSI.org). He was awarded MAN OF THE YEAR 2017 by ACROSS Magazine for his contribution to the property industry and in 2022 he was awarded the MAPIC lifetime achievement award for service to the property and foodservice sectors.



VINCENT MOURRE

WHITE SPACE
PARTNERS

Vincent Mourre began his career in corporate and investment banking before his passion for food led the way to developing and managing a number of successful food and beverage groups. With over 20 years' experience as a food service CEO, senior consultant focused on international restaurant group growth and private equity advisor, his extensive operational know how is matched only by his instinctive strategic insight and financial acumen. Vincent is a Co-Founder and the CEO of WhiteSpace Partners, and very much the operative backbone of the company. He leads most of the company's advisory mandates along with the team of consultants, and specializes in private equity advisory, mergers and acquisitions, business modelling and international development strategies. His structured and methodical approach to organisational detail and project-led precision is second to none. Vincent holds a Master's degree in Banking and Financial law from Sorbonne University, and works in English, French and Italian.



REBECCA VIANI

WHITE SPACE
PARTNERS

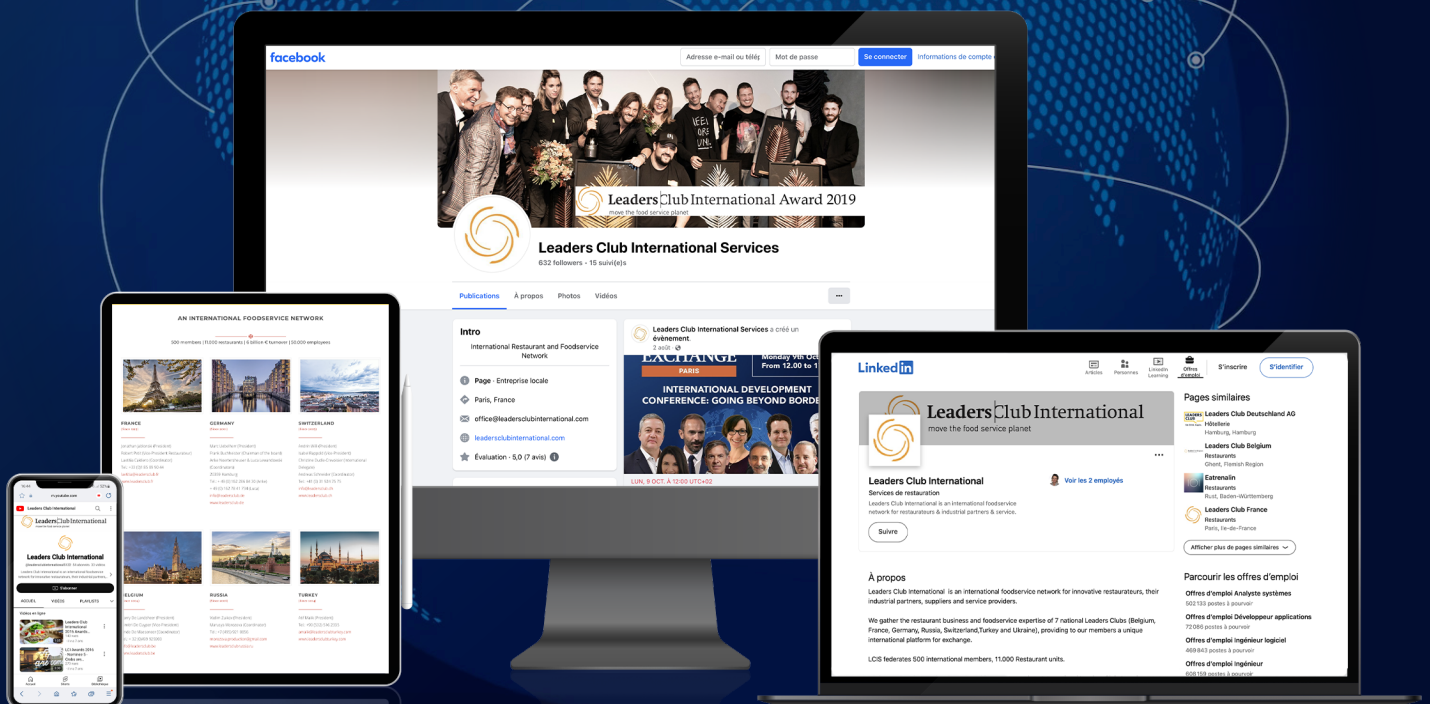
As Partner and Head of International Expansion and Franchising Advisory at WhiteSpace Partners, Rebecca is part of the team who supports and advises our clients on the formation of their development strategies, while also leading the business development team in the execution of our clients' expansion and growth strategies across EMEA. She and her team work as an extension of each client, representing them in their target markets, while advising on and executing franchise development agreements in Europe and the Middle East. She has spent the majority of her career in franchising, both on the franchisee side and the franchisor side, having worked for and developed franchise concepts in the Americas, the Middle East and Europe. Based in the Middle East and Europe for the last 10 years, Rebecca has led the growth and expansion for emerging foodservice brands as well as Fortune 500 companies, including Darden Restaurants. Currently based in Spain, Rebecca is a Certified Franchise Executive (CFE) and regularly contributes to the industry as a guest author, speaker and mentor. She is a native English speaker with professional proficiency in Spanish and basic Italian.

Le Leaders Club INTERNATIONAL

Leaders Club International has been created in 2003 and is a top-level global network within the foodservice industry, connecting inventive restaurant owners, their industry partners, suppliers, and service providers.

We collaborate with local Leaders Clubs established by restaurant and hospitality managers across the globe, leveraging their regional expertise. Our mission involves endorsing and nurturing creative concepts, tracking nascent trends in the foodservice sector, and enhancing the perception of novel ideas.

Through our comprehensive international platform, we facilitate communication and networking on an international scale, all the while consistently pinpointing emerging patterns in the restaurant industry. Our core values encompass autonomy, professionalism, openness, integrity, and respect.



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Save the Date

Tailored towards senior executives, the European Foodservice Summit (EFSS) brings together top restaurant professionals from 20+ countries across Europe. At the heart of the programme featuring expert presentations and panel discussions are facts and figures, market research and analytics, professional insights, and operational learnings centered around the industry's most pressing topics.

Participants cherish the uniquely intimate albeit highly professional atmosphere that allows exchange at eye level while also opening networking opportunities on a personal level. The number of participants is limited to 250.

For the first time in the Netherlands: The European Foodservice Summit will take place on **18 & 19 September 2024** at **Felix Meritis, Amsterdam**.

In 2024 we celebrate the 25th EFSS anniversary!

Booking and further
information:
www.efss.live



EARLY BIRD RATE – BOOK NOW!

BECAUSE WE BELIEVE IN THE
SUSTAINABLE GROWTH
OF RESTAURANT GROUPS,
WE HAVE CREATED
WHITESPACE PARTNERS.

WHITE SPACE PARTNERS

WhiteSpace Partners is a dynamic, top-tier advisory company dedicated to providing the restaurant sector with comprehensive market-leading strategies for sustained international growth.

Deeply passionate about food service, we work with both the finest F&B brands (restaurant groups, emerging F&B concepts, food retail businesses) and leading investors (private equity, family offices, landlords and developers).

Know more on www.whitespace-partners.com
Follow us on [LinkedIn](#)

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The Leaders Club France celebrates its

30TH ANNIVERSARY

**LES PALMES DE
LA RESTAURATION**

FRANCE 25TH AWARDS INTERNATIONAL 12TH AWARDS

Monday 9th october 2023 at 6.45 pm - Salle Gaveau Theater - Paris 75008

WHO WILL BE AWARDED THE 2023 GOLDEN PALM?



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