



# Excellence in Pub & Bar Retailing Conference

ONE MOORGATE PLACE, LONDON EC2R 6EA ~ **TUESDAY 14<sup>TH</sup> MAY 2024**

Tickets are £295+VAT for operators, £395+VAT for suppliers.  
20% discount for operators and suppliers who are Premium Club members.  
Email: [kai.kirkman@propelinfo.com](mailto:kai.kirkman@propelinfo.com) to book places.

## ★ ★ ★ SPEAKER SCHEDULE ★ ★ ★

**10.00am – 10.30am: Stephen Owens, managing director – pubs and restaurants at Christie & Co**, sets the scene for the market, with an update on sector valuations, price expectations, market sentiment, who the buyers and sellers are, and what's in store for the year ahead.

**10.30am – 11.00am: Mark Bentley, business development director at HDI**, talks about the areas where the pub sector is and has been performing strongly and where the opportunities are for the sector to drive growth.

**11.00am – 11.30am: Jonathan Lawson, chief executive of Liberation Group**, discusses how the award-winning business has maintained its high standards whilst continuing to grow its mainland estate, the development of its bedrooms business as it targets a 700-bedrooms division, and the integration of the Cirrus Inns business, including its entry into the London market.

**11.30am – 12.00pm: Oisin Rogers** talks about the creation and running of **The Devonshire**, the Soho-based pub that incorporates three-metre-long bespoke wood ember grill, the first of its kind in the UK; an on-site aging chamber that is the biggest in central London; its own bakery; three dining rooms; and the extraordinary lengths they have gone to deliver the perfect pint of Guinness.

**12.00pm – 1.00pm: Lunch**

**1.00pm – 1.30pm: Peter Borg-Neal, founder of the Oakman Group**, talks about maintaining the company's award-winning standards against the backdrop of a volatile trading environment, his return as chief executive and the sector must remain agile and respond quickly to the extraneous pressures it is facing.

**1.30pm – 2.00pm: Susan Chappell, divisional director at Mitchells & Butlers**, who is responsible for the All Bar One, Browns, Nicholson's and Castle estates, which have an annual turnover of £500m, highlights how M&B is evolving its business to stay abreast of trends in digital, delivery and premiumisation, and how its business transformational programme Ignite is delivering ongoing improvements.

**2.00pm – 2.30pm: Andy Spencer, chief operating officer and Robin Belither, managing director at Punch Pubs & Co**, talk about the building the company's managed partnerships division from scratch, the journey the division has been on, its successes, learnings and what comes next.

**2.30pm – 3.00pm: Coffee Break**

**3.00pm – 3.30pm: James Brown, managing director of BrewDog Bars**, discusses building temples to craft beer in the UK and internationally, evolving the group's model and its approach to hiring, training and retaining staff.

**3.30pm – 4.00pm: Chris Stagg, who heads up the Revolution Bars Group-owned Peach Pubs**, speaks about the evolving and growing the business under new ownership, standing out in the premium pub market, and creating an award-winning culture.

**4.00pm – 4.30pm: Philip Turner, managing director of Chestnut Inns**, talks about creating sustainable rural managed pubs and diversifying the business, such as acquiring a wine merchant, as part of its growth strategy.

**4.30pm – 5.15pm: Stonegate Group chief commercial officer Melissa Wisdom, Shepherd Neame managing director Jonathon Swaine, Greene King managing director Clair Preston-Beer, City Pub Group founder Clive Watson, and sector investor Luke Johnson** talk about the challenge the sector faces in ensuring it maximises the performance of its pub assets in an era of declining alcohol sales.

## ★ ★ ★ SPONSORED BY ★ ★ ★



**Terms and conditions:** Places are secured on receipt of payment only, are non-refundable but are transferable to a colleague if you are unable to attend.