



CAFFÈ NERO CEO HEADS UP LUNCH!

NEW KEYNOTE THEATRE



Show's speaker line-up also includes Costa Coffee, Harris + Hoole, Wayne's Coffee, Press Coffee & Co and The Gentleman Baristas, with more to be announced

lunch! the UK's annual trade showcase for the café, coffee shop and food-to-go sector, is back at London ExCeL from September 19-20 and is preparing to host a record 400 exhibitors, showcasing their latest NPĐ – from food and drink to packaging, technology and foodservice equipment. There will be around 7,000 attendees.

Will Stratton-Morris is the latest industry name to join lunch!'s new Coffee Shop Keynote Theatre line-up. The UK CEO of Caffè Nero will take part in an exclusive interview. He will be appearing in conversation on the show's opening day (September 19, 10.30am), sharing expertise and insights and revealing what is driving the company's growth.

Hannah McKay, head of food & beverages UK & Ireland at Caffè Nero, will be back on the keynote stage (September 20, 2.30pm), following her speaker debut last year.

McKay says: "To continue to succeed in an ever-competitive market, coffee shops need to ensure all aspects of their business offer a point of difference and are true to the vision of the brand.

"I will be talking about Caffè Nero's food journey to make sure the food is as good as the coffee."

Josh Brown, head of coffee and commercial development at Harris + Hoole, will also be returning to the show. Having previously spoken at lunch! 2017 (in the year following its acquisition by Caffè Nero), he'll be outlining what's new from the 40-strong speciality coffee shop chain.

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MARKET INSIGHTS

According to the latest Project Café 2019 UK report from Allegra World Coffee Portal, the UK coffee shop market has seen 20 consecutive years of sales and outlet growth. It is now valued at £10.1 billion, with an estimated 25,483 outlets. Despite Brexit uncertainty and economic pressures, the market has proved itself to be one of the UK's most robust with further growth forecast.

Coffee shop buyers, owners and managers looking for the inside track on what

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key trends and developments will be shaping the food-to-go market in the years ahead, will find plenty of insights at lunch!.

Gareth Nash, insight director at MCA and HIM, will be discussing the rise of coffee shops and their secrets of success, providing a look at how coffee shop operators are looking beyond the coffee cup to maintain competitive advantage (September 20, 10.30am).

In the show's two other keynote theatres, there will be market updates from The NPD Group & Springboard, IGD, Future of Foodservice, CGA and Kantar Worldpanel. They will reveal the latest stats from the eating out of home market (focusing on food-to-go outlets, retailers and coffee shops). For example, Simon Stenning, founder of Future of Foodservice, aims to help FTG operators and retailers with their longer-term strategic planning with his overview of the market in 2030 (September 19, 10.15am).

Stenning says: "I want to provide lunch! visitors with a vision of the key drivers of change for the future of food-to-go, and an understanding of why the market will be different in ten years' time.

"I will also be outlining the key consumer trends, such as Purpose, that will need to be met by suppliers and operators going forward."

In the shorter term (for the year ahead), his trends to watch include:

- The blurring of lines between Fast Food and FTG, putting pressure on traditional sandwich retailers to adjust their offers to meet changing consumer demands
- Consumer expectations that all purchases are delivered with a degree of ethical, environmental action, whether waste, packaging, resource utilisation, or giving back

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broad food-to-go/café/fast food market. For me, it is an absolute must-attend each year."

PANEL SESSIONS

Visitors attending the show's panel sessions will hear expert strategies and ideas from coffee shop leaders and influencers talking about everything from marketing and profitability to innovation, procurement, brand expansion, Brexit and CSR.

Confirmed panellists include:

- Growing Coffee Shops: Adnan Karim, UK managing director at Wayne's Coffee – one of Scandinavia's leading eco coffee shop chains, and Davide Pastorino, co-founder and CEO of Press Coffee & Co
- Sustainability in Coffee Shops: Ollie Rosevear, head of environment at Costa Coffee
- Doing Good is Good Business - featuring three owners of social enterprise coffee shops/kiosks that employ homeless people or young offenders: Max Dubiel, founder of Redemption Roasters; Julius Ibrahim, founder of Second Shot Coffee; Cemal Ezel, CEO of Change Please and co-founder of Old Spike Roastery.

Already announced speakers include Henry Ayers and Edward Parkes, founders of Gentleman Baristas, being interviewed by Chris Brazier, group event director of lunch!; and Anya Marco, dubbed The Coffee Queen, who will be presenting her social media tips for coffee shops. According to Allegra research, 45% of industry leaders consider social media to be the most effective form of marketing.

INDUSTRY FAVOURITE

lunch! attracts coffee shop and food-to-go buyers and counts Costa Coffee, Starbucks, Caffè Nero, Coffee#1, Harris+Hoole, Aroma, McDonald's (McCafé), AMT Coffee, Puccino's, Esquires Coffee, Cafe2U, Wild Bean Café, Greggs, Pret A Manger, and SSP Group (Upper Crust, Le Grand Comptoir and Caffè Ritazza) among its regular show visitors.

There will also be many more multiple and independent cafés, coffee shops, sandwich shops, tea rooms, bakeries, delis, contract and travel caterers, distributors, wholesalers, venues, attractions and universities.

"lunch! is the only show dedicated to our sector. It gets better every year and deserves the support of the whole industry", says Clare Clough, food & coffee director at Pret A Manger.

TRADE REGISTRATION

To register free in advance visit lunchshow.co.uk and quote priority code LU22.





LAVAZZA AND PEPSICO LAUNCH ICED COFFEE

01 Lavazza and PepsiCo have launched the first premium ready-to-drink iced coffee product from the Lavazza brand in the UK.

The launch is the first step of a strategic collaboration between the companies in Europe.

Lavazza Iced Cappuccino includes Lavazza coffee blended with milk and is available in a 100% recyclable, premium can.

Meanwhile, Lavazza has developed Lavazza Eco Caps that are 100% compostable coffee capsules. Compatible with Lavazza A Modo Mio and Nespresso coffee machines, they will be available to buy across the UK from November.

The caps are made with a compostable biopolymer that biodegrades in 180 days to become compost. They have an 18-month shelf-life with no need for other external packaging.

lavazza.co.uk



THEO'S OFFERS NEW VEGAN OPTIONS

02 Theo's has introduced two new vegan products to its range - the frozen Quinoa Falafel and Spinach and Kale Burger.

The pre-fried, frozen Quinoa Falafel (100 x 20g) are easy to prepare and contain natural ingredients of chickpeas and fresh spices. The fresh chickpeas are soaked and then mixed with spices before being formed into individual balls that can be placed inside a pita bread or a sandwich once cooked.

The frozen Fried Spinach and Kale Burger (56 x 130g) offers a blend of spices, chickpeas, spinach and kale. They have a crispy coating and are soft in the middle. Outlets can fry them for an extra crispy outside.

theos-uk.com



FENTIMANS ADDS A RUM MIXER

03 Fentimans has added a new mixer called Tropical Soda. It was made specifically for the rum market and developed by the Fentimans Botanical Collective, a group of bartenders from leading cocktail bars across Europe.

The sweet, tropical pineapple flavour is balanced with a subtle cardamom note.

According to CGA data, the rum category has grown by 37% in the last four years, driven by premium top-line golden and dark rum variants. The popularity of rum has increased amongst millennials with 80% now enjoying the spirit on a regular basis.

fentimans.com



COUNTRY RANGE OFFERS NEW DESSERTS

04 Independent foodservice brand Country Range has launched four desserts. They include the Triple Chocolate Cheesecake (12 x 112.5g portions), White Chocolate & Raspberry Cheesecake (12 x 95.8g portions), Salted Caramel Cheesecake (12 x 133.3g portions) and a Chocolate and Cherry Mousse Cake (12 x 108g portions).

They come frozen and pre-sliced, so caterers just have to defrost and serve. The desserts are available through the Country Range Group's network of twelve independent wholesalers.

countryrange.co.uk