

Foodbuy Group (UK & I) expands to create the UK's largest Group Purchasing Organisation (GPO)

7 months ago



Foodbuy, the procurement business of **Compass Group UK & Ireland** has expanded to form the industry's largest GPO – Foodbuy Group (UK & I). It will power the supply chain and add value to its partners beyond procurement, backed by decades of hospitality experience, with ambitious plans for further growth.

With a combined purchasing power of over £2bn across 70+ categories, Foodbuy Group create tailored solutions for client partners, helping them get the best possible value out of the supply chain.

One of the new divisions of Foodbuy Group, is a collection of independently run, sub-sector specialist businesses – Regency Purchasing Group, Equinox, EF-Group, Zero Procure and TheProcurementCo – now operating under the banner of “Foodbuy UK & Ireland”. These businesses offer agility and a deep-rooted understanding of each sector, covering Pubs and Restaurants; QSR and Casual Dining; Education, Health and Care; and Hotels, Travel, and Leisure.

The other divisions include the NHS Supply Chain team and the business will continue to be the sole supplier for its parent company, Compass Group UK & Ireland.

Beyond the day-to-day support from knowledgeable and proactive account managers, Foodbuy Group's Category, Sourcing and Supply Chain teams balance cost and quality without compromise to supply chain integrity and safety – providing competitive pricing, savings, transparency, and reassurance.

Client partners can also tap into Foodbuy Group's team of over 400 subject matter specialists who drive extra value by providing practical guidance and support in areas where client partners may not ordinarily

have the capacity or capability within their own organisation. This includes unrivalled data analytics to inform business decisions, extended culinary services, and access to initiatives that help support sustainability goals. Through this combination of services, client partners can discover the benefits of unrivalled scale.

With an established network of 700+ supply partners, current and future suppliers will also have the chance to significantly increase volume, tap into growth opportunities across different sub-sectors, form direct relationships with operators, and trial new innovations.

Karl Atkins, CEO of Foodbuy Group (UK & I), said: “We’re thrilled to offer our partners the best of both worlds – the benefits of scale from Foodbuy Group, and the operational sub-sector knowledge from Foodbuy UK & I’s independently run businesses who truly understand them. With Regency Purchasing Group’s founder, Alex Demetriou, at the helm of Foodbuy UK & I, I’m confident the company will drive further growth across multiple market sectors, while maximising savings and identifying new ways of bringing innovation to our long-standing and new client partners.”

Alex Demetriou, CEO of Foodbuy UK & I, said: “The creation of Foodbuy Group is hugely exciting and exceptionally well timed. While the industry is facing ongoing operational challenges and costs, by bringing together our purchasing power, we can deliver even greater value to our client partners and help them thrive.

“This latest move has also opened up new jobs – with 16 roles already filled and more across the UK currently advertised. It has also created huge opportunities for the suppliers and brand owners we partner with, as we can now further support them with the delivery of their innovation and development plans. I’m excited to see what we can achieve as a collective.”