

Janet Risi

President & CEO

INDEPENDENT PURCHASING COOPERATIVE, INC.

Jan Risi's career spans across 40 years of both CPG and Foodservice experience with executive leadership roles at Rolston Purina, Chef America (Hot/Lean Pockets), Jack-in-the-Box, the Inno-Pacific Group, Burger King, and most recently, as the Founder, President, and CEO of Independent Purchasing Cooperative (IPC); the global leader in foodservice supply chain.

Risi founded IPC in 1996 on the core tenets of vertical integration from seed to sandwich. Her thesis on controlling food costs and quality from the ground up was instrumental in accelerating Subway's rise to the world's largest restaurant chain. Jan slashed food costs by 13% and allowed franchises who were once on the brink of bankruptcy to become profitable and exponentially proliferate their store count. In the last 25 years, supplying all goods and services to SUBWAY®, IPC has become the gold standard for supply chain management companies in the foodservice segment. Risi began IPC when Subway had 7000 restaurants and served on the Subway strategic planning council to help grow the brand to over 40,000+ units worldwide. IPC manages in excess of \$5 billion annually covering food, packaging, equipment, supplies, distribution, gift and loyalty card sales and marketing management, and services such as technology implementation.

IPC has received many awards and recognition from industry leaders such as the National Restaurant Foundation Foodservice Technology Leader along with numerous visionary awards for category management leadership. Risi was widely considered a disrupter for her development of the first in-house payments processing engine, allowing her to negotiate the best processing rates in the industry while creating data funnels to target consumer behavior and further tighten her demand planning and forecasting. Jan's custom payments platform allowed her make Subway the first brand to be fully integrated with Apple Pay while controlling full end-to-end encryption of consumer data and meeting or exceeding PCI compliance standards. In 2019 and 2020, Jan was named to the Nation's Restaurant News Power List where she was also given distinctive honors for pioneering women's initiatives in foodservice.

In addition to North American responsibilities, Risi started up four additional IPC offices internationally for global supply chain coverage located in Sydney, Australia, covering the pacific rim; London, England, covering Europe; Dubai covering the Middle East; and Miami, Florida, covering Latin America and the Caribbean. Assembling an impressive leadership team, Risi and associates have delivered over \$3 billion of savings to the SUBWAY® franchisee community while increasing quality and food safety standards. While developing the international Subway supply chain offices, Jan also unified sustainability and ESG initiatives for the Subway brand, and its vendor network, on a global scale with full traceability; making Subway the first fully GS1 compliant food chain in the world. Prior to IPC, Jan started her career with industry giant Ralston Purina company in 1981 in St. Louis, MO as a commodities buyer. Purchasing and commodities led the way for Risi to deliver strong results, covering virtually all aspects of the food manufacturing, operations, sourcing, distribution, marketing, and logistics categories. Jan believes her biggest accomplishment is in putting together a leadership team that is inspired to drive continuous improvement and challenge the status quo resulting in industry changing programs.

Risi graduated from DePauw University in 1981 with a major in English and a minor in business and continued her education with an MBA from UCLA in 1985. In addition to her career, Risi currently serves on the Board of Directors for Montrose Environmental Group, the James Beard Foundation Board of Trustees, Coral Gables Trust Bank, and the Florida House. Jan also previously served on the Board of Pure Bio-Science. Her charity work includes the Sylvester Comprehensive Cancer Research Center, Fairchild Tropical Botanical Garden, DePauw University, Best Buddies, and Charity Vision. Risi and her family reside in Miami, Florida and Asheville, North Carolina.

