

HOTCO 2019 - HOTEL INVESTMENT PLATFORM CEE & CAUCASUS

21st January 2019

12.00-14:00 Registration

12:30 - 14:00 Site Inspection KViHotel - first 360 smart hotel of the World

12:30 - 14:00 Exclusive Sneak Preview: MEININGER Budapest Great Market Hall

13:00 - 14:00 Speed networking

Section I.

14:00 - 14:05 Opening Speech

14:05 - 14:25 Lay of the Land, Hotel Industry Round-Up & Future Supply

People:

Marius Gomola MRICS, Managing Director, Horwath HTL Hungary, Founder, HOTCO

14:25 - 15:25 Hotel Development 101: How to Maximise Future Asset Value and Ensure Exit

People:

Miguel Martins, Development Director Poland and Eastern Europe, IHG

15:25 - 16:10 How Lifestyle Trends and the Internet Change the Value of Brands for Hotel Owners?

Conversation participants:

Markus Lehnert, Vice President International Hotel Development, Marriott International

Frank Reul, Head of Development, Orbis / Accorhotels Eastern Europe

16:10-16:35 Coffee Break

Section II.

16:35 - 17:15 Hybrid Hotels & Hostels - What are the Advantages for the Investor?

Conversation participants:

Rupert Simoner, CEO, Vienna House

Henri Wilmes, CIO, A&O Hostels

17:15 - 18:00 **Luxury Continues to Grow but are Developers on the Same Page?**

Conversation participants:

Roland Paar, Head of Hotel Investment, Soravia

Shafi Syed, Senior Vice President, Hotel Development – EMEA Caesars Entertainment

18:00 - Cocktail reception hosted by Kempinski Hotel Corvinus

22nd January 2019

Section I.

07:45 - 09:00 **Site Inspection KViHotel - first 360 smart hotel of the World**

09:15 - 09:55 **Keynote and Fireside Chat with Denys Sappey, COO - Owners - Strategic Relationships for AccorHotels Europe Interviewed by James Chappell**

09:55 - 10:35 **Leases, Management Contracts & Franchises**

Conversation participants:

David Jenkins, Vice President Business Development Eastern Europe, Radisson Hotel Group

Christian Michel, VP Development Europe, VP Development Europe, Wyndham

10:35 - 11:00 **Valuations for Financing - Bankers & Owners Perspective**

Conversation participants:

Ákos Fischl MRICS, Deputy-CEO, OTP Mortgage Bank

Péter Számely MRICS, Head of Real Estate Finance CEE, HYPO NOE Landesbank

11:00 - 11:25 Coffee Break

Section II.

11:25 - 11:55 **Is Labour the Next Threat After Airbnb and OTAs and What Are the Implications for Hotels and Restaurants?**

People:

Alexis Delaroff, CEO AccorHotels Russia, Georgia & CIS

11:55 - 12:15 **How does Technology Create Value for Owners & Operators? Is it Part of the Labour Solution?**

People:

Péter Palicz, Chief Business Development Director, General Manager, KViHotel

12:15 - 13:00 CEOs & Owners Outlook for the Year

13:00 - 14:00 Lunch

Section III.

14:00 - 14:50 Funding & Financing Solutions...and What do Funds Buy?

People:

Frank Hildwein, Head of Hotel Acquisitions and Sales, Deko Immobilien

14:50 - 15:40 Regional Projects Discussion & Roundtable Networking - AZ, CZ, HU, PL, RO, SK

People:

Róbert Heffner, Deputy Director, Investment Projects and Supplier Directorate

15:40 - 16:00 Google in the Travel Industry - How Google Impacts the Bottom Line

16:00 - Birthday Cake, Coffee and Drinks to Wrap Up the Event - Join Us in Celebrating Horwath HTL's 30 Years in Hungary