

# 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 Sappéy, 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, Deka 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**