

HOTCO 2019 - HOTEL INVESTMENT PLATFORM CEE & CAUCASUS program

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**

Speaker:

James Chappell, Global Business Director, Horwath HTL

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

People:

Luke Bujarski, Founder & CEO, LUFT

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

Rolf Schmidt, Managing Director, TOPHOTELPROJECTS

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

Moderator: **Jean-Paul Herzog**, Former President Middle East & Africa, Hilton

Conversation participants:

Dr. Peter Ebertz, Managing Partner, Head of Hotels, Art-Invest

Rudolf Grossmayer, MANAGING DIRECTOR SUBSIDIARY COMPANIES, UBM Development

Zoltan Kali, Division Head, Omran Hospitality

Ivan Kiseev, Development Director Russia & CIS, Marriott International

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?**

Moderator: **Cornelia Kausch**, COO, IC - Campus

Conversation participants:

Markus Lehnert, Vice President International Hotel Development, Marriott International

Yasmine Mahmoudieh, Founder, Yasmine Mahmoudieh

Vassiliki Mavrokefalou, Director Market Management Greece, Cyprus & East Adriatic, Expedia Group

Malgorzata Morek, Development Director Poland & Eastern Europe, Hilton

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?

Moderator: **Macy Marvel**, Consultant, Macy Marvel Consulting

Conversation participants:

Andras Holczer, Feasibility Manager, MEININGER Hotels

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?

Moderator: **Mary Gostelow**, , Gostelow Report

Conversation participants:

Kenneth Hatton, Senior Vice President, Global Development

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

Moderator: **James Chappell**, Global Business Director, Horwath HTL

Speaker:

Denys Sappey, Chief Operating Officer - Owners Strategic Relationships / Europe, AccorHotels

09:55 - 10:35 Leases, Management Contracts & Franchises
Moderator: **Arik Ramot**, CEO, Ramot & Co, Investment House
Conversation participants:
Brigita Aleksandravičiūtė, Development Director Central And Eastern Europe, Apex Alliance Hotel Management
David Jenkins, Vice President Business Development Russia, CIS, Georgia, Ukraine, Baltics, Balkans and Israel, Radisson Hotel Group
Christian Michel, VP Development Europe, VP Development Europe, Wyndham

10:35 - 11:00 Valuations for Financing - Bankers & Owners Perspective
Moderator: **Philip Bacon**, Director, Valuation, Planning & Development, Horwath HTL
Conversation participants:
Ákos Fischl MRICS, Deputy-CEO, OTP Mortgage Bank
Péter Számely MRICS, Head of Real Estate Finance CEE, HYPO NOE Landesbank für Niederösterreich und Wien AG

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?
Moderator: **Jean-Paul Herzog**, Former President Middle East & Africa, Hilton
People:
Alexis Delaroff, CEO AccorHotels Russia, Georgia & CIS
Krizan Rudolf, MEMBER OF THE BOARD OF DIRECTORS, COO, Best Hotel Properties
Zoltán Roy Zsidai, CEO, Zsidai Group

11:55 - 12:15 How does Technology Create Value for Owners & Operators? Is it Part of the Labour Solution?
Moderator: **Macy Marvel**, Consultant, Macy Marvel Consulting
People:
Luke Bujarski, Founder & CEO, LUFT
Péter Palicz, Chief Business Development Director, General Manager, KViHotel

12:15 - 13:00 CEOs & Owners Outlook for the Year
Moderator: **Ilan Rudich**, Owner, IR Hotels & Resorts
Conversation participants:
Gilles Clavie, President of the Management Board & CEO, Orbis SA
Herbert Haselbacher, President & CEO, WSF Group
Bohus Hlavaty, CEO, Tatra Mountain Resorts
Jelena Stirna, CEO, Mogotel

13:00 - 14:00 Lunch

Section III.

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

Moderator: **Andrew Sangster**, Founder, Hotel Analyst

Conversation participants:

Christoph Flügel, Member Of The Management Board, Arbireo Capital

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

David Kellett, Senior Director – Hotel Transactions, Invesco Real Estate

Marilena Vuiu, Senior Banker, EBRD

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

Conversation participants:

Gergely Bálint, Director, Horwath HTL Hungary

George Cristea, Managing Director, Hospes Consulting

Dariusz Futoma, Managing Director, Horwath HTL Poland

Robert Heffner, Deputy Director, Investment Projects and Supplier Directorate

Peter Kerek, Deputy Managing Director, Accent Hotels

Elgun Mammadov, Programme Director, Gilan Holding

Janusz Mitulski, Director International Hotel Development for CEE, Marriott International

Attila Radvánszki, Associate Director, Horwath HTL Hungary

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

Speaker:

Ádám Erdős, Industry Manager, Hungary, Google

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