Date: 21st - 22nd January 2019 **Venue:** Kempinski Hotel Corvinus Budapest

HOTCO 2019 - HOTEL INVESTMENT PLATFORM CEE & CAUCASUS

21st January 2019

12.00-14:00 Registration

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

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

13:00 - 14:00 Presentation Speed networking

Section I.

14:00 - 14:05 Presentation Opening Speech

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

Speaker:

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

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

Panellists:

Miguel Martins, Development Director Poland and Eastern Europe, IHG

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

Panellists:

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 **Panel** Hybrid Hotels & Hostels - What are the Advantages for the Investor?

Panellists:

Rupert Simoner, CEO, Vienna House

Henri Wilmes, CIO, A&O Hostels

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

Panellists:

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 **Presentation** Site Inspection KViHotel - first 360 smart hotel of the World

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

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

Panellists:

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

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

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

Panellists:

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 **Presentation** Is Labour the Next Threat After Airbnb and OTAs and What Are the Implications for Hotels and Restaurants?

Speaker:

Alexis Delaroff, CEO AccorHotels Russia, Georgia & CIS

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

Speaker:

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

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

13:00 - 14:00 Lunch

Section III.

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

Panellists:

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

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

Panellists:

Róbert Heffner, Deputy Director, Investment Projects and Supplier Directorate

15:40 - 16:00 **Presentation** 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

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Please note that the program is subject to change. Always check the latest online agenda here:
https://www.property-forum.eu/forums/conference-property/hotco-2019-hotel-investment-platform-cee-caucasus/780/agenda