

# **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**

Speakers:

**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 Eastern Europe, 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 / RICS  
Austria Ambassador

## **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  
Speakers:

**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

Speakers:

**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, Tatry 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

**Róbert Heffner**, vezérigazgatói tanácsadó, HIPA

**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**