

MONDAY, 23 SEPTEMBER 2019

10:00am-6:30pm **REGISTRATION**

10:30am-11:30am **EMERGING EXECUTIVES FORUM – LEARNING FROM SUCCESSFUL LEADERS**

Moderator: **Terence Baker**, Senior Reporter, Europe, Hotel News Now
 Panelists: **Carine Bonnejean**, Managing Director Consultancy, Christie & Co
Bettina Graef-Parker, Managing Director, Aareal Bank AG
Jan Hazelton, Vice President, Kerzner International
Theodor Kubak, Managing Partner, Arbireo Capital AG
Nikola Reid, Head of Hospitality Advisory, Deloitte
Karin N. Sheppard, Managing Director, Europe, IHG
Scott J. Woroch, Managing Director, Kadenwood Partners

11:30am-12:00pm **WELCOME TEA & COFFEE**

12:00pm-1:30pm **NETWORKING LUNCH**

1:30pm-3:30pm **PLENARY SESSION**

Speakers: **WELCOME TO HOT.E – CONFERENCE OPENING**
Jeff Higley, President, The BHN Group
Andrew Sangster, Co-Chair, Hot.E and Editorial Director, Hotel Analyst

Speaker: **THE HOTEL PERFORMANCE OUTLOOK**
Robin Rossmann, Managing Director, STR

Speaker: **THE FUTURE OF HOSPITALITY, TRAVEL, & TOURISM**
Rohit Talwar, CEO, Fast Future

Moderator: **CENTER STAGE – THE EUROPEAN LEADERS OUTLOOK**
Laurence Geller, Chairman, Geller Capital Partners
 Panelists: **Cody Bradshaw**, Managing Director, Head of Hotels, Starwood Capital
Thomas Dubaere, COO, Northern Europe, Accor
Gaël Le Lay, Deputy CEO, Covivio
Karin N. Sheppard, Managing Director, Europe, IHG

3:30pm-4:00pm **NETWORKING BREAK**

4:00pm-5:00pm **BREAKOUT SESSIONS**

SESSION 01 **OPPORTUNITIES IN SCANDINAVIA & EASTERN EUROPE**
 Moderator: **Marius Gomola**, Principal and Founder, Horwath HTL & HOTCO
 Panelists: **Emil Lindvang Bentsen**, Partner, Nordic Hotel Consulting
Peter Haaber, CEO, Zleep Hotels
Tuomas Laakso, Vice-President, Marriott International
Michael Michaely, CEO, CEDCO Hungary Ltd.
Roland Paar, Head of Hotel Investments, SORAVIA Group

SESSION 02 **OPPORTUNITIES IN THE EASTERN MEDITERRANEAN & THE BLACK SEA**
 Moderator: **Stefan Merkenhof**, Managing Consultant, GBR Consulting
 Panelists: **Josh Littman**, Head of Luxury Development (Europe), IHG
Lambis Pahiyanakakis, Acquisition Manager, Sani & Ikos Group
Siniša Topalović, Managing Partner, Horwath HTL

SESSION 03 **THE MONEY HALL – A FOCUS ON PRIVATE EQUITY I**
 Moderator: **Michael A. James**, Real Estate Partner, Paul Hastings LLP
 Panelists: **Nick Chadwick**, Senior Vice President, Starwood Capital
Puneet Kanuga, Investment Director, Queensgate Investments LLP
David Kellett, Senior Director, Invesco Real Estate
Camil Yazbeck, Partner - Investment Director, Patron Capital Advisers LLP

SESSION 04 **THE MONEY HALL – A FOCUS ON DEBT**
 Moderator: **Justin Jowitt**, Real Estate Partner, Paul Hastings (Europe) (LLP)
 Panelists: **Joan Bertran**, Head of Global CRE & Hotels, Banco Sabadell
Bettina Graef-Parker, Managing Director, Aareal Bank AG
Shaun Talbot, Senior Director, Clydesdale Bank

5:00pm-6:30pm **NETWORKING RECEPTION**

Hot.E's first day concludes with the opportunity to network prior to heading out for the day.

TUESDAY, 24 SEPTEMBER 2019

7:30am-7:15pm **REGISTRATION**

8:00am-9:00am **NETWORKING BREAKFAST**

9:00am-10:30am **WELCOME BACK & FOUR SLICES OF THE SAME PIE**

Speaker: **Jeff Higley**, President, The BHN Group

CENTER STAGE – A FIRESIDE CHAT WITH PASS THE KEYS

Host: **Andrew Sangster**, Co-Chair, Hot.E and Editorial Director, Hotel Analyst
 Guest: **Alexander Lyakhotskiy**, Founder & CEO, Pass the Keys

CENTER STAGE – A FIRESIDE CHAT WITH EXPEDIA

Host: **Kevin May**, Editor in Chief, PhocusWire
 Guest: **Christopher Michau**, VP, Platform Services, Expedia Group

CENTER STAGE – A FIRESIDE CHAT WITH GOOGLE

Host: **Andrew Sangster**, Co-Chair, Hot.E and Editorial Director, Hotel Analyst
 Guest: **Finnbar Cornwall**, Senior Industry Head, Travel, Google

CENTER STAGE – A FIRESIDE CHAT WITH OYO ROOMS

Host: **Kevin May**, Editor in Chief, PhocusWire
 Guest: **Jeremy Sanders**, Head of UK, OYO Hotels & Homes

WRAP UP / FUTURIST TALK

Host: **Michael B. Hirst OBE**, Consultant, CBRE Hotels
 Guests: **Kevin May**, Editor in Chief, PhocusWire
Andrew Sangster, Co-Chair, Hot.E and Editorial Director, Hotel Analyst

10:30am-11:00am **NETWORKING BREAK**

11:00am-12:00pm **BREAKOUT SESSIONS**

SESSION 05 **OPPORTUNITIES IN FRANCE & BENELUX**

Moderator: **Bruno Juin**, Head of Hotels, CBRE Hotels
 Panelists: **Adam Konieczny**, Development Director Europe, Louvre Hotels Group
Asli Kutlucan, Senior Partner of Development & Acquisitions, Cycas Hospitality
Philip Lassman, VP Development, Northern Europe, Accor

SESSION 06 **OPPORTUNITIES IN DACH**

Moderator: **Samuel Marbacher**, Partner, Baker McKenzie
 Panelists: **Heribert Gangl**, Director Hotels & Tourism, Erste Group Bank AG
Wilma Kellermann-Baans, VP Business Development, Deutsche Hospitality
Theodor Kubak, Managing Partner, Arbireo Capital AG
Martin Löcker, COO, UBM Development AG
Mathias Schotten, Senior Development Manager, Premier Inn Germany

SESSION 07 **THE MONEY HALL – A FOCUS ON PRIVATE EQUITY II**

Moderator: **Chris Bown**, Deputy Editor, Hotel Analyst
 Panelists: **Jens Blomdahl**, Senior Vice President, KSL Capital Partners
Peter Ebertz, Managing Partner, Art-Invest Real Estate
Stéphane Obadia, Development Director, Algonquin
Dominic Seely, Director of Acquisitions, Westmont Hospitality

SESSION 08 **THE MONEY HALL – A FOCUS ON NON-EU INVESTORS**

Moderator: **Justin Salkeld**, Partner, Baker McKenzie LLP
 Panelists: **Ali Borhani**, Managing Director, 3Sixty Strategic Advisors
Will Duffey, Managing Director, JLL
Jacek Kulakowski, Director, PAREF
David Ling, Head Strategic Development, CDL Hospitality Trusts

TUESDAY, 24 SEPTEMBER 2019

12:30pm-2:15pm LUNCH & AWARDS

HOT.E DEAL OF THE YEAR

These awards recognize the most significant and/or dynamic transactions of the year for 2018-19. Nominees are derived by a committee of investment experts, while final selection is made by a delegate vote prior to Hot.E.

Presenter: **TRANSACTION OF THE YEAR**
Jules van Gaalen, Director Hotels, Colliers International

Presenter: **MERGER & ACQUISITION/PORTFOLIO OF THE YEAR**
Carine Bonnejean, Managing Director Consultancy, Christie & Co

HOT.E HALL OF FAME AWARD

The Award recognizes an investor, developer or hotel industry leader whose career has had a profound and positive impact on the European hotel industry. The honoree is recognized for their business success, intellectual leadership and personal dedication to maintaining the highest professional and ethical standards.

Presenter: **Lars H. Thunell**, Chairman, Ecodatacenter AB
Recipient: **Anders Nissen**, CEO, Pandox AB (publ)



2:15pm-3:00pm NETWORKING BREAK

3:00pm-4:00pm BREAKOUT SESSIONS

SESSION 09

Moderator: **Richard Bursby**, Partner, Taylor Wessing LLP

Panelists: **Lionel Benjamin**, Director, Topland Group
Ed Fitch, Partner - EMEA Hospitality, Cushman & Wakefield
Ben Russell, Managing Director of New Projects, Ennismore
Nick Smart, Vice President Development, Hilton

SESSION 10

Moderator: **Inmaculada Ranera**, MD Spain & Portugal, Christie & Co

Panelists: **Giuseppe Atzeri**, Managing Director, VT Capital Partners
Christophe de Bruyn, CEO, THR Tourism, Hospitality & Leisure Consultants
Federico Holzmann, Director of Development & AM, Catalonia Hotels & Resorts
Felipe Klein, Managing Director Investments, HIP Hotel Investment Partners

SESSION 11

Moderator: **Mark Rajbenbach**, Partner, Taylor Wessing LLP

Panelists: **Sophie Gautier**, Head Asset Management Hotels, Covivio Hotels
Frank Hildwein, Head of Hotel Acquisitions, Deka Immobilien GmbH
Jacob Rasin, Director of Business Development, Pandox
Benjamin Walter, Senior Investment Manager, Union Investment

4:00pm-4:15pm MOVEMENT BREAK

4:15pm-5:15pm PLENARY SESSION

4:15pm-5:15pm THE CLOSING MONEY HALL – EXPERT VIEWS FROM IHIC

Moderators: **Jan Hazelton**, Vice President, Kerzner International

Panelists: **Nikola Reid**, Head of Hospitality Advisory, Deloitte
Steffen R. Doyle, Managing Director, Credit Suisse
Tim Helliwell, Head of Hotels, Barclays Bank PLC
Marvin P. Rust, Head of Tax - Europe, Alvarez & Marsal
Paul Slattery, Director, Otus & Co.
Desmond Taljaard, Managing Director, London & Regional Hotels
Scott J. Woroch, Managing Director, Kadenwood Partners

5:15pm-7:15pm CLOSING MIX, MINGLE & TASTE OF SCOTLAND

Hosted By: Join us for the last chance to mingle and make connections, while toasting the close of Hot.E 2019 and enjoying a special 'taste of Scotland' beverage offering. Cheers!
Scottish Development International



PROGRAM PLANNING COMMITTEE

Peter Anscomb, Edwardian Hotels London
Piers Brown, International Hospitality Media
Richard Bursby, Taylor Wessing LLP
Bettina Graef-Parker, Areal Bank AG
Jan Hazelton, Kerzner International
Victoria Hills, Freshfields Bruckhaus
Clara Jacquier, Eastdil Secured
Kristen Kozlowski, CBRE Hotels Limited
Theodor Kubak, ArbireoAG
Bumjoo Maclennan, Invesco Real Estate
Nele Magi, STR

Dimitris Manikis, Wyndham
Mehmet Onkal, BDO Hospitality Consulting
Monica Palmas, NS Media Group
Justin Salkeld, Baker McKenzie LLP
Andrew Sangster, Hotel Analyst
Andreas Scriven, Deloitte LLP
Dominic Seely, Westmont Hospitality
Rod Taylor, TGA Limited
Siniša Topalović, Horwath HTL
Camil Yazbeck, Patron Capital Advisers LLP

DEAL OF THE YEAR COMMITTEES

Transaction of the Year

Chair: **Jules van Gaalen**, Colliers International
Christian D. Kielgast, Nordic Hotel Consulting
Christopher Martin, HVS Hodges Ward Elliott
Marvin P. Rust, Alvarez & Marsal
Robert Seabrook, Cushman & Wakefield

Merger & Acquisition/Portfolio of the Year

Chair: **Carine Bonnejean**, Christie & Co
Richard Bursby, Taylor Wessing LLP
Paul Collins, CBRE Hotels
Clara Jacquier, Eastdil Secured
Will Duffey, JLL

PRODUCED BY:



NORTHSTAR TRAVEL GROUP [Northstar Travel Group](http://NorthstarTravelGroup.com) is the leading B-to-B information and marketing solutions company serving all segments of the travel industry including leisure/retail, corporate/business travel, corporate and sports meetings, incentives, hospitality, and travel technology. Northstar is the owner of well-known brands including *Travel Weekly*, *TravelAge West*, *Travel Weekly China*, *Business Travel News*, *Successful Meetings*, *Meetings & Conventions*, *Incentive*, *M&C China*, *Travel42*, *Axus Travel App*, and *Web in Travel*. The company produces more than 80 face-to-face events in 13 countries in retail travel, hospitality, corporate travel, travel technology, sports travel, and the meetings & incentive industry. In addition, Northstar owns Phocuswright, the leading research, business intelligence, and event producer serving the travel technology industry. Northstar Travel Group is the leading producer of hotel investment events globally, including ALIS, the largest hotel investment conference in the world and HICAP, Asia Pacific's most important annual investment conference. Northstar is also the majority shareholder in Inntopia, the leading SaaS e-commerce software, CRM database marketing and predictive analytics business serving the mountain destination, golf, activities, hospitality, and specialty destination travel markets. Based in Secaucus, NJ, the company has offices in New York, NY; Stowe, VT; Denver, CO; Edwards, CO; Burlington, VT; Los Angeles, CA; Costa Mesa, CA; Lombard, IL; and global offices in Singapore, Beijing, and Shanghai. And soon to be London. Northstar Travel Group is owned by funds managed by EagleTree Capital.

IN ASSOCIATION WITH:



[The BHN Group](http://TheBHNGroup.com) is the worldwide leader in developing and organizing conferences for the hotel and tourism investment community. With over three decades of experience, more than 150 events completed to-date, and in excess of 100,000 international delegates, these conferences have become "must attend" events for industry leaders who come together to network, conduct business, and to learn about the latest trends. The current slate of events include: the Americas Lodging Investment Summit (ALIS) in Los Angeles; ALIS Law in Los Angeles; ALIS Summer Update; Alternative Ownership Conference Asia Pacific (AOCAP) in Singapore; Caribbean Hotel & Resort Investment Summit (CHRIS) in Miami; Hotel Investment Conference Asia Pacific (HICAP) in Hong Kong; HICAP UPDATE in Singapore; Hotel Investment Forum India (HIFI) in Mumbai; Hotel Opportunities Latin America (HOLA) conference in Miami; Hotel Investment Conference Europe (Hot.E) in London; and HICAP Australia New Zealand (HICAP ANZ) in Sydney. The BHN Group's website at www.Burba.com is the gateway for information about the annual conferences BHN produced, as well as a direct link to important players in the hospitality investment world.