

## WEDNESDAY, 26 SEPTEMBER 2018

**10:00am-5:30pm**     **REGISTRATION**

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

**12:00pm-1:15pm**     **NETWORKING LUNCH**

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

**WELCOME TO HOT.E – CONFERENCE OPENING**

Speaker: **James E. Burba**, Co-founder BHN

**THE HOTEL PERFORMANCE OUTLOOK**

Speaker: **Robin Rossmann**, Managing Director, STR

**DO YOU MEASURE UP? A NEW INVESTMENT RETURNS INDEX FOR HOSPITALITY**

Moderator: **Andrew Sangster**, Editorial Director, Hotel Analyst  
 Panelists: **Damian M. Harrington**, EMEA Head of Research, Colliers International  
**Nikodem Szumilo**, Fellow in Economic Geography, Deputy Director MSc in Real Estate  
 Economics and Finance, London School of Economics

**THE OPENING MONEY HALL – EXPERT VIEWS FROM IHIC**

Who's buying, selling or developing and why? Leaders from the International Hotel Investment Council (IHIC) speak out on current and future investments and investors in Europe.

Co-Moderators: **Jan E. Hazelton**, Vice President Development, Kerzner International

Panelists: **Desmond Taljaard**, Managing Director, London & Regional  
**Cody Bradshaw**, Managing Director, Head of European Hotels, Starwood Capital Europe  
**Coley Brennan**, Partner, KSL Capital Partners  
**Steffen R. Doyle**, Managing Director, Credit Suisse  
**Marvin Rust**, European Tax Practice Leader, Alvarez & Marsal

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

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

**SESSION 01**     **THE "HOT" SESSION – ROUND ONE**

A grouping of intimate discussions with specially selected experts on a variety of "hot" investment markets, niche sectors, and other opportunities.

**OPPORTUNITIES IN THE CEE**

Speakers: **Nikola Avram**, Member – Board of Directors, MK Hotels & Resorts  
**Siniša Topalović**, Managing Partner, Horwath HTL

**OPPORTUNITIES IN SPAIN**

Speakers: **Federico Holzmann**, Director of Development & Asset Management, Catalonia Hotels & Resorts  
**Oriol Peña**, MD Asset Management, HI Partners

**THE FUTURE OF THE HOTEL MANAGEMENT AGREEMENT**

Speakers: **Steven Henderson**, Partner, Baker McKenzie  
**Aaron Greenman**, Executive Vice President, Acquisitions & Development,  
 Interstate Hotels & Resorts

**SESSION 02**     **THE MONEY HALL – A FOCUS ON PRIVATE EQUITY I**

Moderator: **Michael A. James**, Partner, Paul Hastings (Europe) LLP  
 Panelists: **Neville de Melo**, Senior Vice President of Acquisitions, Realstar  
**Stéphane Obadia**, Managing Director, Schroders  
**Camil Yazbeck**, Partner & Investment Director, Patron Capital

## WEDNESDAY, 26 SEPTEMBER 2018

### 4:00pm-5:00pm BREAKOUT SESSIONS (CONTINUED)

#### SESSION 03 THE MONEY HALL – A FOCUS ON LENDERS

Moderator: **Justin Jowitt**, Partner, Paul Hastings (Europe) LLP  
 Panelists: **Borislav Centner**, Member of the Management Board, Erste Bank  
**Bettina Graef-Parker**, Managing Director, Aareal Bank AG  
**Shaun Talbot**, Relationship Director, CYBG Plc.  
**Huw Zachariah**, Regional Manager Hotels, HSBC

#### SESSION 04 WHAT'S THE BEST BRAND OPTION FOR YOUR PROPERTY?

Moderator: **Richard Bursby**, Partner, Taylor Wessing LLP  
 Panelists: **David Bailey**, Senior Director, Head of Hotels, CBRE Hotels Limited  
**Vivek Chadha**, Director, Nine Hotel Group  
**Philip Lassman**, VP, Head of Development, UK, AccorHotels UK & Ireland  
**Philipp Wegmann**, Executive VP, Europe, Preferred Hotels & Resorts

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

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

## THURSDAY, 27 SEPTEMBER 2018

### 7:30am-6:30pm REGISTRATION

### 8:30am-9:20am NETWORKING BREAKFAST

### 9:20am-11:30am PLENARY SESSION

#### WELCOME BACK

Speaker: **Andrew Sangster**, Co-Chair, Hot.E

#### OPPORTUNITIES IN THE UK

Moderator: **Justin Salkeld**, Partner, Baker McKenzie LLP  
 Panelists: **Peter Anscorb**, Senior Corporate Director, Edwardian Hotels London  
**Jon Colley**, Head of Development for UK & Ireland,  
**Neeraj Handa**, Director, Cairn Group  
**Samantha Ward**, UK Hotels Leader, PwC

#### HOT.E DEAL OF THE YEAR AWARDS

These awards recognize the most significant and/or dynamic transactions of the year for 2017-18. Nominees are derived by a committee of investment experts, while final selection is made by a delegate vote prior to Hot.E.

#### TRANSACTION OF THE YEAR

Presenter: **Marvin Rust**, European Tax Practice Leader, Alvarez & Marsal

#### MERGER & ACQUISITION/PORTFOLIO OF THE YEAR

Presenter: **Philip Ward**, CEO EMEA, Hotels & Hospitality, Jones Lang LaSalle Ltd

#### 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/Interviewer: **Michael B. Hirst**, Consultant, CBRE Hotels  
 Recipients: **Kit and Tim Kemp**, Co-Owners, Firmdale Hotels

#### CENTER STAGE – A FIRESIDE CHAT WITH RICHARD SOLOMONS

Interviewer: **Laurence Geller**, Chairman, Geller Capital Partners  
 Guest: **Richard L. Solomons**, Director, Chrome Hill and former Chief Executive, IHG

### 11:30am-12:00pm NETWORKING BREAK

## THURSDAY, 27 SEPTEMBER 2018

### 12:00pm-1:00pm BREAKOUT SESSIONS

#### SESSION 05 THE "HOT" SESSION – ROUND TWO

Additional grouping of intimate discussions with specially selected experts on a variety of "hot" investment markets, niche sectors, and other opportunities.

##### OPPORTUNITIES IN GERMANY

Speakers: **Chantal Eckel**, Senior Consultant National Hotel Services, BNP Paribas Real Estate  
**Julia Haas**, Partner, Freshfields Bruckhaus Deringer LLP

##### THE EVOLVING MIXED-USE DEVELOPMENT MODEL

Speakers: **Sophie Perret**, Director, HVS  
**Shafi Syed**, SVP Hotel Development, Caesars Entertainment

#### SESSION 06 THE MONEY HALL – A FOCUS ON PRIVATE EQUITY II

Moderator: **Victoria Hills**, Partner, Freshfields Bruckhaus Deringer LLP

Panelists: **Peter Ebertz**, Managing Partner, Art Invest  
**Jacob Rasin**, Director of Business Development, Pandox AB  
**Dominic Seely**, Director of Acquisitions, Westmont Hospitality  
**Jochen Schaefer-Suren**, CEO Hotel & Leisure, Principal RE Europe

#### SESSION 07 THE MONEY HALL – A FOCUS ON NON-EU INVESTORS

Moderator: **Patrick Saade**, Executive Vice President, Hotels and Hospitality, JLL

Panelists: **Baron Ah Moo**, Managing Director, BLI Capital Group  
**David Ling**, Head of Strategic Development, CDL Hospitality Trusts  
**Christophe C. Vielle**, CEO, GCP Hospitality

#### SESSION 08 ASSET MANAGEMENT STRATEGIES

Moderator: **Sophie Richard**, Asset Manager, M&L Hospitality

Speakers: **Rastko Djordjevic**, Head of Asset Management EMEA, JLL Hotels & Hospitality  
**Eduard Elias**, Co-Founder, Cycas Hospitality  
**Habib Enayetullah**, SVP, of Real Estate, Hilton Worldwide  
**Ramsey Mankarious**, CEO, Cedar Capital Partners

### 1:00pm-2:00pm NETWORKING LUNCH

### 2:15pm-3:15pm BREAKOUT SESSIONS

#### SESSION 09 THE "HOT" SESSION – ROUND THREE

Additional grouping of intimate discussions with specially selected experts on a variety of "hot" investment markets, niche sectors, and other opportunities.

##### OPPORTUNITIES IN FRANCE

Speakers: **Philippe Doizelet**, Partner, Horwath HTL (France)  
**Alfred Fink**, Partner, Taylor Wessing LLP

##### OPPORTUNITIES IN THE NORDICS

Speakers: **Christian D. Kielgast**, Partner, Nordic Hotel Consulting  
**Peter Haaber**, CEO, Zleep Hotels

##### MAKING SMART DIGITAL DEISIONS TODAY

Speakers: **Salwan Finj**, VP EMEA, DigiValet  
**Andrew Sangster**, Editorial Director, Hotel Analyst

#### SESSION 10 THE MONEY HALL – A FOCUS ON PRIVATE EQUITY III

Moderator: **Terence Baker**, Senior Reporter, Hotel News Now

Panelists: **Frank Hildwein**, Head of Hotel Acquisitions, Deko Immobilien GmbH  
**Theodor Kubak**, Senior Investment Manager, Union Investment Real Estate  
**Jacek Kulakowski**, Associate Director, Fosun Property Holdings

#### SESSION 11 THE MONEY HALL – A FOCUS ON LEASES

Moderator: **Jonas F. Ogren**, Director, IBC Monaco

Panelists: **Shane Casserly**, Head of Development & Strategy, Dalata Hotel Group plc  
**Gael Le Lay**, Deputy Chief Executive Officer, Covivio  
**Bumjoo MacLennan**, Director - Transactions, Invesco Real Estate  
**Sabina Wyss di Corrado**, Vice President Acquisitions & Development, PPHE Hotel Group

## THURSDAY, 27 SEPTEMBER 2018

### SESSION 12

Moderator:

Panelists:

### LIFESTYLE HOTELS – TRENDING OR HERE TO STAY?

**Rod F. Taylor**, Managing Director, TGA Limited

**Navneet Bali**, Chairman, MEININGER Hotels

**Jan E. Hazelton**, Vice President Development, Kerzner International

**Craig Markham**, Director – Marketing & Public Relations, Firmdale Hotels

**James SM Thomas**, Owner, The Royal Harbour Hotel

3:30pm-5:00pm

### PLENARY SESSION

3:30pm-4:00pm

Speaker:

### THE TANGLED WEB OF HOTEL DISTRIBUTION

**Lorraine Sileo**, Senior Vice President, Research & Business Operations, Phocuswright

4:00pm-4:05pm

Speaker:

### YCI – YOUTH CAREER INITIATIVE

**Nicolas Perin**, Programme Manager, International Tourism Partnership

4:05pm-5:00pm

Moderator:

Panelists:

### VIEW FROM THE TOP – DEVELOPMENT INSIGHT

**Andreas Scriven**, Head of Hospitality & Leisure, Deloitte

**Jim Chu**, Global Head of Development, Hyatt Hotels Corporation

**Kenneth Hatton**, Senior Vice President- Global Development, Belmond

5:00pm-6:30pm

### CLOSING MIX, MINGLE, & A TASTE OF SCOTLAND

Join us for the last chance to mingle and make connections, while toasting the close of Hot.E 2018 and enjoying a special “taste of Scotland” beverage offering. Cheers!

Meets In:

Hosted By:

**Bankside Balcony & Ballroom Foyer**

Scottish Development International and Splendid Hospitality Group



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**IN ASSOCIATION WITH BURBA HOTEL NETWORK (BHN)**



With over three decades of experience, more than 150 events completed to-date, and in excess of 100,000 international delegates, BHN conferences have become "must attend" events for industry leaders who come together to network, conduct business, and to learn about the latest trends.

BHN 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 HotelsWorld in Sydney.

The BHN website at [www.Burba.com](http://www.Burba.com) is the gateway for information about the conferences BHN produces, as well as a direct link to important players in the hospitality investment world. BHN is a division of Northstar Travel Group.

**PROGRAM PLANNING COMMITTEE**

**Peter Anscomb**, Edwardian Hotels London  
**Anja Bachmann**, MEININGER Hotels Limited  
**Piers Brown**, International Hospitality Media  
**Charles de Ros Wallace**, Geskaria Investments  
**Will Duffey**, JLL Hotels & Hospitality  
**Bettina Graef-Parker**, Aareal Bank AG  
**Jan Hazelton**, Kerzner International  
**Jeff Higley**, Hotel News Now/STR  
**Fran Hughes**  
**Clara Jacquier**, Eastdil Secured  
**Christian D. Kielgast**, Nordic Hotel Consulting  
**Kristen Kozlowski**, CBRE Hotels Limited  
**Bumjoo Maclennan**, Invesco Real Estate

**Nele Magi**, STR  
**Monica Palmas**, Compelo Ltd  
**Marvin Rust**, Alvarez & Marsal  
**Justin Salkeld**, Baker McKenzie  
**Andrew Sangster**, Hotel Analyst  
**Dominic Seely**, Westmont Hospitality  
**Dominic Seyrling**, Host Hotels Ltd.  
**Desmond Taljaard**, London & Regional  
**Rod F. Taylor**, TGA Limited  
**Siniša Topalović**, Horwath HTL  
**Douglas Wignall**, Cubism Law  
**Camil Yazbek**, Patron Capital Partners

**DEAL OF THE YEAR COMMITTEES**

**Transaction of the Year**

**Marvin Rust**, Alvarez & Marsal – Committee Chair  
**Christian D. Kielgast**, Nordic Hotel Consulting  
**Christopher Martin**, HVS Hodges Ward Elliott  
**John Taylor**, KPMG

**Merger & Acquisition/Portfolio of the Year**

**Philip Ward**, JLL – Committee Chair  
**Victoria Hills**, Freshfields Bruckhaus Deringer LLP  
**Clara Jacquier**, Eastdil Secured  
**Rod F. Taylor**, TGA Limited  
**Barrie Williams**, Christie & Co