



23-24 SEPTEMBER 2019

Hilton London Bankside

www.EuropeHotelConference.com

Sponsorship Opportunities



Produced by:



In association with:





What is Hot.E?

The Hotel Investment Conference Europe (Hot.E), is Europe's most focused hotel "investment" conference. Hot.E is THE place to meet and network with Europe's leaders in the investment community.

With a primary focus on the capital markets, and where the investment opportunities are in Europe today, each year Hot.E assembles the most impressive group of investors and lenders speaking on stage at any hotel conference!

Become a Sponsor: Participating as a Sponsor offers an excellent platform for showcasing and marketing your company to Europe's deal makers.

2019 Preliminary Program

Monday • 23 September 2019

11:00AM – 12:00PM	Pre-Conference Sessions
12:00PM – 1:15PM	Networking Lunch
1:30PM – 3:30PM	Plenary Sessions
4:00PM – 5:00PM	Concurrent Breakout Sessions
5:10PM – 5:45PM	Plenary Sessions
6:00PM – 8:00PM	Gala Opening Reception

Tuesday • 24 September 2019

8:30AM – 9:30AM	Continental Networking Breakfast
9:30AM – 11:30AM	Plenary Sessions
12:00PM – 1:00PM	Concurrent Breakout Sessions
1:00PM – 2:00PM	Networking Lunch
2:15PM – 3:15PM	Concurrent Breakout Sessions
3:30PM – 4:30PM	Closing Plenary Session
4:30PM – 6:30PM	Closing Networking Reception



For more information about sponsor benefits, please contact:

Carlos Burgos • Associate, BHN, a division of Northstar Travel

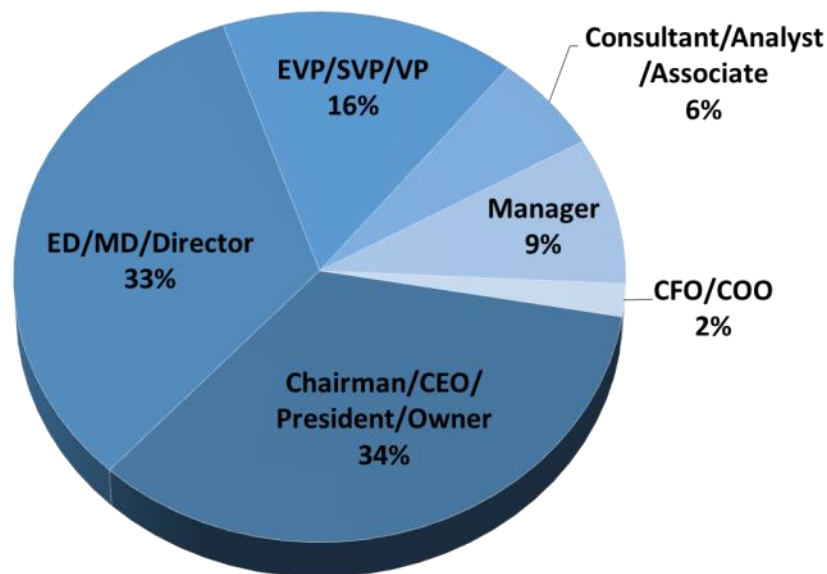
+1.714.540.9300 x 107 • cburgos@burba.com

Who Attends?

Hot.E attracts delegates focused on hotel development and investment in Europe. With over 1/3 of the attendees representing leading debt, equity, and development companies, Hot.E has become the **“must-attend”** networking event for Europe’s top hotel investment leaders.

- Investors
- Owners
- Lenders
- Developers
- Hotel Chain & Management Company Executives
- Investment Bankers
- Financial Advisors
- Real Estate & Financial Intermediaries
- Consultants
- Lawyers
- Architects & Designers
- Government / Tourism Officials
- Media

2018 Delegates



For more information about sponsor benefits, please contact:

Carlos Burgos • Associate, BHN, a division of Northstar Travel

+1.714.540.9300 x 107 • cburgos@burba.com

Who Sponsors?

Past Patrons



Past Sponsors & Supporters

American Resort Development Association (ARDA)
Ashford
Baker & McKenzie
Boutique Hotel Media
British Hospitality Association (BHA)
Bryan Cave LLP
Business Travel News
Canyon Equity LLC
Christie + Co
Compleo Ltd.
E.H.M.A
Freshfields Bruckhaus Deringer
Gardere Wynne Sewell LLP
Generator Hostels Limited
Global Trade Media
GlobalHotelNetwork.com
GRN-OGRO Golf Resorts Direct
Hospitality Asset Managers Association Europe (HAMA)

Hotel Brokers International (HBI)
Horwath HTL
Hotel Analyst
Hotel Interactive, Inc.
Hotel Management International
Hotel News Now
HOTELS' Investment Outlook
HVS Hodges Ward Elliott
International Finance Corporation (IFC)
International Hospitality Investment Council (IHIC)
International Hospitality Media Ltd.
International Society of Hospitality Consultants (ISHC)
International Tourism Partnership (ITP)
JA Resorts and Hotels
Jones Lang LaSalle Hotels
Mayer Brown International LLP
Park Plaza Hotels

Paul Hastings LLP
Perspective Magazine
Principal Hotels
Property EU
PwC
Salans LLP
Savills (UK) Limited
Scottish Development International
Sleeper Magazine
Starwood Capital Europe Advisers, LLP
Steigenberger Hotels AG
Strategic Hotels & Resorts
Taylor Wessing
Travel Weekly
UKHospitality
World Travel & Tourism Council (WTTC)

For more information about sponsor benefits, please contact:

Carlos Burgos • Associate, BHN, a division of Northstar Travel

+1.714.540.9300 x 107 • cburgos@burba.com

Sponsorship Information

*Platinum Sponsor Benefits

- Sponsors company name and/or logo on all relevant publicity materials including the program, advertisements, and websites
- A 20-second commercial spot on the Hot.E website and the Hot.E mobile app for those Sponsors that select the Display Space option
- Enhanced profile in Hot.E mobile app
- Three (3) complimentary registrations to the program and one (1) display area pass for those that select the Display Space option
- Sponsor Display Area choice:
 - Display Space - One (1) custom pop-up banner (based on artwork provided by Sponsor), one (1) cocktail round, two (2) chairs, and (1) brochure stand
 - Brochure Stand - A brochure stand (or equivalent) for brochures only
- Access to the preliminary delegate roster
- The opportunity to provide a prize for any prize drawing
- The opportunity to provide a representative from the sponsor company to participate in any Program Planning Committee meeting held for the following year's event

*Patron Sponsor Benefits

The above benefits, with the addition of:

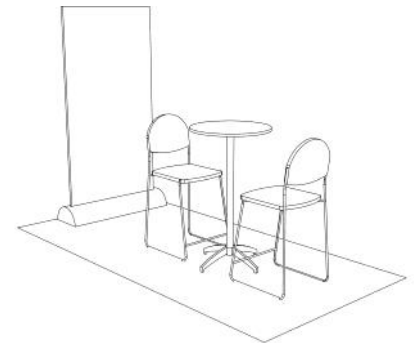
- 10-seconds for commercial spot (total of 30-seconds), plus distribution of commercial in marketing message(s)
- Option to upload collateral to profile in Hot.E mobile app
- Two (2) complimentary registrations to the program (five (5) total) and one (1) sponsor display pass (two (2) total)
- *Preferred location* pop-up banner Display Space in the Sponsor Display Area to include one (1) large custom pop-up banner (based on artwork provided by Patron), two (2) cocktail rounds, four (4) chairs, and two (2) brochure stands
- Placement of Patron promotional item and/or brochure in the delegate registration area

**Both Patron and Platinum Sponsors will have the opportunity to purchase registration for a limited number of people at a discounted rate of £895 (plus VAT) up to 12 September 2019*

Sponsor Display Area

Platinum

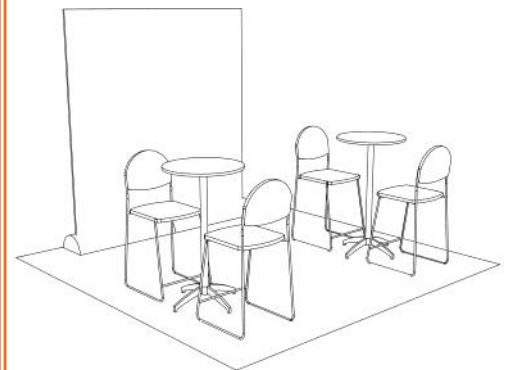
Display Space



Brochure Stand (one only)



Patron



For more information about sponsor benefits, please contact:

Carlos Burgos • Associate, BHN, a division of Northstar Travel

+1.714.540.9300 x 107 • cburgos@burba.com



23-24 SEPTEMBER 2019
Hilton London Bankside

Produced by:



Northstar Travel Group is the global leader of business intelligence, information, data, research, digital marketing services and events for senior-level professionals in the travel, meetings and hospitality industries. The Northstar portfolio includes; *Travel Weekly, Travel Weekly China, Travel Weekly Asia, TravelAge West, Business Travel News, The Beat, Travel Procurement, Web in Travel, Phocuswright, Burba Hotel Network, Successful Meetings, Meetings & Conventions, Meetings & Conventions China, Incentive, Association News, Sports Travel* and 75 annual events in thirteen countries including leading events such as *Americas Lodging Investment Summit (ALIS), Hotel Investment Conference Asia Pacific (HICAP), Phocuswright, TEAMS, Web in Travel, and Mountain Travel Symposium*. 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, activities, and specialty destination travel markets. Northstar Travel Group is owned by EagleTree Capital and is based in Secaucus, NJ, with offices in New York, NY; Denver, CO; Los Angeles, CA; Winston-Salem, NC; Stowe, VT; Edwards, CO; Glen Ellyn, IL; Costa Mesa, CA, and global offices in Singapore, Beijing, and Shanghai.

In association with:



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 HICAP Australia New Zealand (HICAP ANZ) in Sydney.

The BHN website at 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.

For more information about sponsor benefits, please contact:

Carlos Burgos • Associate, BHN, a division of Northstar Travel

+1.714.540.9300 x 107 • cburgos@burba.com