

REBEC 2016

HOTEL DEVELOPMENT AFTERNOON

With  **Horwath HTL.**
Hotel, Tourism and Leisure
Belgrade, June, 21st, Hotel Metropol Palace
Congress Hall "Lavander", 14³⁰ – 19⁰⁰

CONFERENCE PROGRAM

1. **MANAGEMENT AGREEMENTS** – *Negotiating Successful Deals*, 14³⁰-15³⁰

Aligning and harmonizing owner/operator interests and expectations

- *Critical issues in management agreements?*
- *The most common areas of owner-operator conflict?*
- *Risk-shifting tools in management agreements?*

Moderator:

Silvija Lovreta, Horwath HTL, Managing Partner, SE Europe

Speakers:

Adela Cristea Hilton WorldWide, Development Director Central and Eastern Europe
Dragan Lazarević Belaga Management Company, Hilton Belgrade Project Manager
Frank Raul AccorHotels / Orbis,
Area General Manager for Romania, Bulgaria and Macedonia
Živorad Vasić, Crowne Plaza Belgrade, General Manager and Director of Hotels and
Commercial Property Manager of Delta Real Estate Group
Frida Hansen Steigenberger hotels, Director Business Development

2. **RESORT DEVELOPMENT AND MANAGEMENT** – *Issues and Perspectives*, 15⁴⁵-16⁴⁵

Maximizing resort real estate value

- *Key challenges in resort development and management?*
- *Crucial strategies to maximize resort real estate value?*
- *How to fight seasonality and enable year-round resort operations?*

Moderator:

Shafee Jones-Wilson, **AECOM**, President of Business Development
Continental Europe Construction Services

Speakers:

Dieter Kornek, **FMTG Development GmbH**, Managing Director of Development
Nikola Avram, **MK Mountain Resort Hotels & Apartments**,
President of the Board of Directors;

Ivana Budin Arhanić, **Valamar Riviera d.d.**, Vice President of Business Development
Development, Performance Management and Corporate Affairs

Ivan Vitorović, **Mona Hotels**, General Manager, Serbia

Roger A. Allen, **Resources for Leisure Assets**, CEO

3. REGIONAL HOTEL MARKET OUTLOOK – *Challenges vs. Opportunities*, 17⁰⁰-18⁰⁰

Key performance indicators, presence of global brands, major hotel demand drivers in Serbia and the region

- *Hotel business climate in Serbia and the region?*
- *Major investment opportunities?*
- *Highest growth potential?*

Moderator: Celine Vadam, **Industry Partners – STR**, Business Development Manager, London

Speakers:

Takuya Aoyama,	Hyatt International (Europe Africa Middle East) LLC, Vice President Acquisitions & Development, Zurich
Miroslav Dragičević, Zlatko Gregurić,	Horwath HTL, Founder and Senior Partner, Horwath HTL SE Europe European Bank for Reconstruction and Development, Principal Banker, Property and Tourism Team, London
Andreas Santis,	NCH, Office Head for Greece and Western Balkans Managing Director
Aleksandar Vasiljević,	Falkensteiner Hotel Belgrade, General Manager, Serbia
Franse-Jan Soede,	Hotels Asset Management, General Manager, Austria