



HOTEL DEVELOPMENT DAY, June 19th

In partnership with



Global leader in hospitality consulting
Celebrating 100 years in 2015

Accelerating growth in HTL industry in SEE / CEE – Is SEE on the right track?

1. Hospitality Trends in SEE – Regional Update / 10⁴⁵-11⁴⁵

- a. *Who are the new players on the market in SEE?*
- b. *Current trends in CEE*
- c. *Rising performances*
- d. *What is the outlook & Projects in the pipeline*

Moderator: Bane Miletić, Managing Partner, Horwath HTL, Serbia

Panelists:

*Živorad Vasić, General Manager, Crown Plaza & IHG, Vice President Delta Holding; **TBC***
*Ivana Nesković, Regional Account Manager for MEA, CIS & SEE, STR Global London, **Confirmed***
*Craig Chiddenton, CFO Adriatic Marinas, **Confirmed***
*Uli Widmer, Managing director development CEE; Hilton, **Confirmed***
*Viceroy Representative / Project in Kopaonik mountain; **TBC***

2. Future of branded mixed-use products in SEE / 12⁰⁰-13¹⁵

- a. *Latest developments in SEE*
- b. *How do brands add value to mixed-use developments (trust, recognition of a location, pricing)?*
- c. *Structuring mixed-use components – are mixed-use products optimal for the region?*
- d. *Using brands as a means of identification – influencing buyers' decisions*
- e. *The importance of architectural excellence*

Moderator: Siniša Topalović, Managing Partner, Horwath HTL, Croatia

Panelists:

*Stevan Milić, CEO, Azmont Investments; **TBC***
*Mirjana Karalić Popović, Architects, Olympia Architecture, Hungary, **Confirmed***
*Kieran Kelleher (local Savills representative) / **TBC***
*Murat Kadir Vice Chairman, Mia Project Budva, Turkey; **TBC***
*Marko Škuletić, CEO MN, GrayInternational, **Confirmed***



3. The Quest for the Holy Grail – Financing Hospitality Project in SEE / 14³⁰-15³⁰

- a. What are KSF for successful project financing in hospitality industry
- b. What are financing institutions looking for?
- c. Financing projects in the SEE – pitfalls and challenges
- d. What is the outlook?

Moderator: Andrej Šimatić, Project manager, Horwath HTL, Croatia

Panelists:

Zlatko Gregurić, Principal Banker, EBRD; **Confirmed**

Jean Marc Martin, Deputy Head of Adriatic division, EIB; / **TBC**

Representative of a commercial bank of Serbia; **EUROBANK / TBC**

Tarik Bilalbegovic, Partner & Director, Ascendant Project Finance, SEE Region; **Confirmed**

4. Transaction market in SEE / CEE / 15⁴⁵-16⁴⁵

- a. Latest examples and transaction volume in SEE / CEE
- b. Who are the buyers? Why the SEE region hasn't been in the focus of global investors (yet)?
- c. Acquisition practice – the importance of proper (e)valuation of projects
- d. Managing expectations – structuring a deal

Moderator: Rastko Đorđević, Vice President & Head of Hospitality, JLL

Panelists:

Riyan Itani (Savills, London based) / **TBC**

David Nath, Head of Hospitality, Prague Office C&W, **Confirmed**

Tobias Brown, Development & Acquisition, EasyHotel, **TBC**

Emanuel Tutek, Project Manager, Horwath HTL, **Confirmed**

Ivan Čakarević, Managing director, Rooftop Capital / **TBC**

Andrej Šoš Maceljski, M&S Partners Law Firm, **Confirmed**

5. Executive talks: 1 on 1 / 17⁰⁰-18⁰⁰

Horwath HTL moderators will go into deep 1 on 1 discussion on regional hospitality landscape, global industry challenges and other topics of interest with industry leaders:

Moderators: Siniša Topalović & Emanuel Tutek, Horwath HTL

Exclusive Speakers:

- a. Ivica Čačić, Regional Vice President, Marriott International, **Confirmed**;
- b. Takuya Aoyama, Vice President, Development & Acquisitions, Hyatt International; **Confirmed**
- c. Nikola Avram, MK Group; **Confirmed**
- d. Jakub Stanislav, CBRE CEE, Head of Hospitality, Prague office; **Confirmed**

