

3. SPOTLIGHT HOTEL INVESTMENT POLAND 13-14 JUNE 2016, HOTEL INTERCONTINENTAL WARSAW

13th of June 2016, Monday

10:30 Registration

10.55-11.00 Invitation/Opening speech

Marten Schoenrock, General Director, InterContinental Warszawa

11:00 - 12.00 Polish and CEE Hotel Market – Introduction

- The socio-economic and political background – impact on hospitality in Poland and CEE
- Hotel market in Poland and CEE region – new projects, occupancy, rates, etc.
- Locations with the greatest potential in the region: Warsaw, Prague, Budapest or Bratislava, Bucharest, Sofia?
- Who stays in Polish and CEE hotels – trends, threats and opportunities

Presentation: Jakub Klimczak, Business Development Manager, STR Global

Speakers:

Gilles Clavie, CEO, General Director, Orbis S.A.

Rupert Simoner, CEO, Vienna House

Jakub Klimczak, Business Development Manager, STR Global

Dr Wojciech Fedyk, CEO, Polish Tourism Organization

Ireneusz Wegłowski, CEO, Polish Economic Chamber of Hospitality

Moderator: Lucas Hochedlinger, Managing Director Germany, Austria &CEE, Christie&Co

12.00 - 13.00 Hotel Construction & Development Session

- What and how to build to maximize return and minimize the risk?
- Means to ensure long term flexibility in use of a hotel project
- Construction costs of hotel projects in comparison with residential and office projects
- Conversion – hotels in old office and industrial buildings
- Mixed-use projects – hotels by shopping centres, railway station and office parks. Synergy possibilities.
- Development road map – what are the key steps to ensuring a smooth journey from business plan to operating and beyond?

Speakers:

Beatrice Bouchet, CEO, B&B Hotels

Eric Agnello, CEO, Rd Bud

dr Konrad Marciniuk, Partner, Legal Counsel, Miller Canfield

Valerie Schuermans, Director Business Development, The Rezidor Hotel Group (tbc)

Moderator: Donata

13.00 - 14.00 Lunch Break

14.00 - 15.00 Investment Session

- Hotel investment introduction – yields, contract forms and guarantees, who are the investors, what are they looking for?
- Arabian and Asian investors - do they also focus on Central and Eastern Europe?
- Currency risk - ways to protect against currency risk
- Local capital - private investors, investment funds and the willingness to invest in hotel projects
- Role of an operator and franchisor in maximizing ROI

Speakers:

Stephane Obadia, Development Director, Algonquin

Lucas Hochedlinger, Managing Director Germany, Austria &CEE, Christie&Co

Klaudia Tomaszewska, Dyrektor ds. Inwestycji Hotelowych, Polski Holding Nieruchomości (tbc)

Moderator: Richard Stephens, Founder & Editor in Chief, Poland Today Magazine

15.00 - 15.30 Coffee Break

15.30 - 16.30 City Session

- Neither Krakow nor Warsaw – rising stars on the Polish investment map
- Polish hospitality: best practices in services for investors
- Form of investors support
- Hot investment offers in local markets

Speakers:

Artur Habza, Director, Department of the Economy and International Cooperation, Office of the Marshal of Lublin

Marek Rymarz, Vice Mayor, Nysa

Katarzyna Gruszecka-Spychała, Vice President of Gdynia

dr Mariusz Sagan, Director, Department of Strategy and Investor Services, City of Lublin

Michał Olszewski, Vice President of Warsaw (tbc)

Moderator: Juliusz Kłosowski, The Warsaw Voice

16.30 – 17.30 Financing Session

- Financing for hotel development projects – who is on the market, what requirements should we expect in terms of LTV, DSCR, margins, products?
- Accessibility of financing for investors interested in existing projects purchasing
- Growing investors tendency of buying with equity – in longer term will that restrain the banks from dictating terms?
- What kind of projects would banks like to have in their portfolios – terms of location, size, type of agreement, etc.

Speakers:

Izabela Kuszner, Director, Department of Investment Banking and Structured Finance, Bank PKO SA

Tomasz Ostrowski, Partner, White&Case

Agnieszka Kaczyńska, Dyrektor, mLeasing

Bartłomiej Hoffman, Head of Structured Credit, Alior BANK

Karl Eckerstorfer, Head of Hotels & Toursim, Erste Group Immorent AG (tbc)

Michał Miecznikowski, Financing Director, Bank Zachodni WBK (tbc)

Moderator: Adam Konieczny, Country Head Poland, Christie&Co

18.00 Cocktail party

14th of June 2016, Tuesday

9.30 - 10.45 Chain Session

- Hotel chains development plans in Poland and CEE - new concepts, new chains, new trends.
- Raffles in Warsaw, Four Seasons in Prague, Kempinski in Slovakia – ho upscale marks works in CEE?
- Franchise, the contract management, affiliation - different ways of cooperation with the hotel chains
- Hotel chain as a tenant - what developers might expect?

Speakers:

Miguel Martins, Director of Development, InterContinental Hotels Group

Magdalena Sekutowaska, Director of Development, Eastern Europe, Hilton Worldwide

Laurent Bonnefous, Chief Development Officer, B&B Hotels

Martin Ykema, Chief Operating Officer, Vienna House (tbc)

Christian Hribar, Director Hotel Development, Worldhotels

Moderator: Maria Puetz-Willems, Founder & Editor in Chief, hospitalityInside.com

10.45 - 11.00 Coffee break

11.00 - 12.00 MICE Session

- Perfect event space for business customers
- Event organizers vs hoteliers – contrary expectations

Speakers:

Mateusz Czerwiński, Director, Warsaw Convention Bureau
Katarzyna Zarzycka, CEO, City Park Poznań /Twierdza Modlin
Szymon Walkiewicz, Business Development Director, WALK
Wojciech Kuśpik, CEO, PTWP
Zofia Kubit, Partner, Hotel GateWay

Moderator: Wojciech Liszka, CEO, Z-Factor. Smart Hospitality

12.30 - 13.00 Architecture & Design Session

- World's trends in hotel architecture and design
- Sustainable development in hotel architecture
- What kind of interior design provides market advantage?

Speakers:

Tadeusz Zajaczkowski, Business Development Manager, Polmaster Contract Interiors
Michał Kuś, Director International Operations, AHR Architects
Anita Rosato, CEO, Anita Rosato Interior Design
Adam Walczak, CEO, AGK Architekci
Andrzej Michalik, Partner, PRC Architekci

Moderator: Małgorzata Tomczak, Editor in Chief, Architektura&Biznes
