



## HOTEL DEVELOPMENT DAY, June 19<sup>th</sup>

In partnership with



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

#### **1. Hospitality Trends in SEE – Regional Update / 10<sup>45</sup>-11<sup>45</sup>**

- 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

#### **Keynote:**

[Ivana Nesković](#), Regional Account Manager for MEA, CIS & SEE, STR Global London, **Confirmed**

#### **Panelists:**

[Živorad Vasić](#), General Manager, Crown Plaza & IHG, Vice President Delta Holding; **Confirmed**

[Craig Chiddenton](#), CFO Adriatic Marinas, **Confirmed**

[Uli Widmer](#), Managing director development CEE; Hilton, **Confirmed**

#### **2. Future of branded mixed-use products in SEE / 12<sup>00</sup>-13<sup>15</sup>**

- 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; **Invited /TBC**

[Mirjana Karalić Popović](#), Architects, Olympia Architecture, Hungary, **Confirmed**

[Murat Kadir](#) Vice Chairman, Mia Project Budva, Turkey; **Invited /TBC**

[Marko Škuletić](#), CEO MN, GrayInternational, **Confirmed**



### 3. The Quest for the Holy Grail – Financing Hospitality Project in SEE / 14<sup>30</sup>-15<sup>30</sup>

- 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; / **Confirmed**

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 / 15<sup>45</sup>-16<sup>45</sup>

- 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:

[David Nath](#), Head of Hospitality, Prague Office C&W, **Confirmed**

[Tobias Brown](#), Development & Acquisition, EasyHotel, **Confirmed**

[Emanuel Tutek](#), Project Manager, Horwath HTL, **Confirmed**

[Gregor Famira](#), Partner, CEE Head for Hotels & Leisure,

CMS Reich-Rohrwig Hainz, Austria, **Confirmed**

### 5. Executive talks: 1 on 1 / 17<sup>00</sup>-18<sup>00</sup>

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](#), Member Of The Board Of Directors and CEO of Hotel and Real Estate Business Development, MK Group **Confirmed**
- d. [Jakub Stanislav](#), Head of Hospitality, CEE, CBRE, **Confirmed**

