



Africa Hotel Investment Forum

23-25 September 2019 – Sheraton Addis, Ethiopia

2019 programme

AHIF 2018 - DAY ONE

08:00 - 09:00

Registration and Welcome Coffee in Sponsors' Exhibition

Induction for Newcomers: How to get the most out of AHIF

09:00 - 09:15

Welcome Remarks

Matthew Weihs Managing Director, Bench Events

09:15 - 09:45

Africa 2018: Head or tail-winds in a tough global environment?

An overview of the current global, regional and domestic economic and political drivers influencing Sub-Saharan Africa as the continent balances increasing global political risk with positive domestic promise.

Daniel Silke Director, Political Futures Consultancy

09:45 - 10:10

Outlook on the Broader Real Estate Sector

Where are we in the real estate cycle in Africa and what does this mean for hotel investment?

Tom Mundy Head of Advisory, Sub-Saharan Africa, JLL

10:10 - 10:30

Hotel Performance

The "Big 5" Global Hotel Performance Stories

Robin Rossmann Managing Director, STR

Followed by:

An Update on Hotel Performance in Africa

Thomas Emanuel Director, STR

10:30 - 11:00

HOT SEAT SERIES

One-on-one Interview with Sébastien Bazin, Chairman & Chief Executive Officer, AccorHotels

A discussion on the future of the hospitality sector in Africa through growth and development. What is AccorHotel's vision and strategy for the continent? Hear about their new investment fund dedicated to hospitality in Sub-Saharan Africa, as well as the recent addition of the Mantis Collection brand to AccorHotel's portfolio.

Nick van Marken Industry Executive

In conversation with:

Sébastien Bazin Chairman & Chief Executive Officer, AccorHotels

11:00 - 11:30

Coffee Break

Networking

11:30 - 13:30

Round Table Sessions

Join us for round table 'brainstorming sessions' with your fellow attendees. These sessions allow you to meet and share ideas; a great ice-breaker and an excellent way to gain industry knowledge. Network, demonstrate your expertise to potential partners and gain insight from industry leaders in an intimate setting. Each table will be hosted by two or more industry experts who will lead the discussion. During the session you will move tables once to discuss industry issues from the following round tables:

11:30 - 12:30

Round Tables I

The Rise of the African Brands

How are the local players building their brands? What it means to be an African Brand rather than an International Brand in terms of performance.

Adrian Gardiner Executive Chairman, Mantis Collection

David Harper Head of Property Services, Hotel Partners Africa

Paul Mack Executive Director, The Latitude Hotels Group

Jameel Verjee Founder & CEO, CityBlue Hotels (Diar Group)

Ongoing Growth and Opportunities for 3rd Party Operators

Karl de Lacy International Development Director, Best Western Hotels & Resorts

Bani Haddad Founder & Managing Director, Aleph Hospitality

Amit Patel Director, Coral Beach Club Limited

Discussion with the DFIs

Making your project bankable – the ins and outs of what Development Finance Institutions look for.

Bernard Micallef Senior Industry Specialist - Hotels, Manufacturing, Agribusiness and Services, International Finance Corporation (IFC)

Njeri Mungai Ngaruiya Investment Director, IFU

Denis Sireyjol Head of MAS, Proparco

Round Tables II

Mixed-use Developments

Are mixed-use Developments the future of real estate in Africa? How is the segment performing in the region? Where are the opportunities for growth?

Yiu Tung (Billy) Cheung Group Chairman & CEO, Master Assets Investments Ltd

Nick Langford Country Head - Kenya, Rendeavour

Nizar Mawani Director of Real Estate Developments, Rahmyn Developments and Real Estate

Mohamed Yacoubi General Manager for Africa, Groupe Palmeraie Developpement

Serviced Apartments/Aparthotels

How is the segment performing across the continent? What are the benefits of combining a hotel with longer stay serviced apartments? What is the upside and market potential of developing stand-alone midscale 'Aparthotels' in Africa?

Robert Hornman Managing Partner & COO, Amandla Capital Real Estate

Rakhee Kantaria Director, ECONIC

Vernon Page Chief Financial Officer, CityBlue Hotels

Dhruv Pandit Chief Executive Officer, Fedha Group

Exploiting the Leisure Potential

Looking at resorts, Lodges and camps – how can the leisure segment grow?

Hasnain Noorani Founder & Group Managing Director, Pride Group

Kevin Teeroovengadum Chairman, Radisson Blu Azuri and Radisson Blu Poste La Fayette Resorts

Amos Wekesa Founder & Chief Executive Officer, Great Lakes Safaris

SPACE Seminar - Efficient Building Investment



These sessions explore some of the challenges faced by the industry and talk to those who have developed more efficient buildings. What are the commitments needed, the tips, key learnings and most importantly the financial benefit?

Exploring the value of efficient buildings

To what degree does increased quality increase CAPEX on a project?

- What is the expected payback time?
- Is there finance available to reduce risk?
- Assessing the value derived from better quality buildings, from increased occupancy, customer feedback, brand value and resale value.

Azmeena Bhanji GM, Real Estate Developments, PDM

Wangari Muchiri Real Estate & Sustainability Consultant & Analyst, East Africa, JLL

Peter Odhengo Senior Policy Advisor Climate Finance/Green Climate Fund NDA, National Treasury and Director, GKIT

Dhruv Pandit Chief Executive Officer, Fedha Group

What are the practicalities of delivering efficient building projects? Evaluating the market capabilities with delivering brand standards?

- Creating strong partnerships to deliver projects on time and in budget
- What materials to use – benefits of sourcing locally.
- Evaluating the impact materials have on a project.
- How to work with facilities management services to maximise technologies
- Incorporating the right engineering and technology for your project – making the right decisions to suit your market

Wessel Witthuhn Director Global Hospitality Development & Construction, Drees & Sommer

In conversation with:

Gikonyo Gitonga Managing Director and CEO, Axis Real Estate

Harriet Chebet Ng'ok EU-Funding Project Manager, Finance & Competence

René Laks Managing Director Sub Saharan Africa, Solarus Sunpower

Networking Lunch at the Radisson Blu

Networking

14:30 - 15:30

Round Tables III

Human Capital Development

Availability of skilled workforce continues to be a major challenge for the hospitality industry in the region. How should we be addressing the issue of building and retaining local talent? What can education establishments do to influence younger generations on developing careers in the sector?

Belinda Nwosu Research Consultant, W Hospitality Group

Moyo Ogunseinde Chief Operating Officer & Executive Director of the Board, Uruga Real Estate

Laurent Schatzmann Director of Marketing & Development Africa & Middle-East, Swiss Education Group

Thomas Seghezzi Director International Development, Swiss Alpine Hospitality Education Group (SAHEG)

Security & Risk Management for the Hospitality Industry

What you need to know about epidemic risk management & solutions, and other key security issues.

Stephan Jacob Senior Underwriter and Attorney at Law, Munich RE

Enock Makanga National Chairman, Protective & Safety Association of Kenya (PROSAK)

Management Contracts & Franchise Agreements – How to Get a Win-win

Scott Antel Partner, Head of Hospitality and Leisure MEA, Berwin Leighton Paisner LLP

Kim Irmeler Development Director Sub-Saharan Africa, AccorHotels

Yasin Munshi Director, Lodging Development – East Africa, Marriott International

Lasse Ristolainen Director - Development, Westmont Hospitality Group

15:30 - 16:00

HOT SEAT SERIES

One-on-one Interview with Pierre-Frédéric Roulot, CEO, Jin Jiang Europe & CEO, Louvre Hotels Group

Hear about the Louvre Hotels Group's global ambitions and their development strategy for Africa. With a historical presence of Golden Tulip on the continent, what new brands are they integrating into the market? What are their ambitions for tomorrow?

Kimberley Leonard World News Anchor, Sky News

In conversation with:

Pierre-Frédéric Roulot CEO, Jin Jiang Europe & CEO, Louvre Hotels Group

16:00 - 16:45

Growing an African Brand

A look at the journey of one of the most exciting home-grown African Brands - How Onomo created their brand from scratch, building new hotels across 20 countries and how they recently raised equity to help fuel their growth. What drew CDC to invest in this promising brand and what are their plans and aspirations for the future?

Nick van Marken Industry Executive

In conversation with:

Ilaria Benucci Investment Director, Equity Investments, CDC Group

Cedric Guilleminot Chief Executive Officer, Onomo Hotels

16:45 - 17:30

Regional Leaders' Panel

A discussion on organic growth vs. acquisition – is the real growth coming organically through new initiatives, or are acquisitions proving to be the most effective way to expand? Hear about the regional leader's growth strategies for the continent.

?Kimberley Leonard World News Anchor, Sky News

In conversation with:

Mossadeck Bally Chief Executive Officer, Azalaï Hotels Group

Ignace Bauwens Regional Vice President, Middle East, Eurasia & Africa, Wyndham Hotels & Resorts

Alex Kyriakidis President & Managing Director, Middle East & Africa, Marriott International

Mark Willis Chief Executive Officer, AccorHotels Middle East & Africa

17:30 - 18:30

Speed Networking

Meet over 20 new contacts in an hour!

18:30 - 19:30

Welcome Drinks at the Radisson Blu

Please join us for some drinks by the pool at the Radisson Blu after the close of the day's conference sessions.

19:30 - 22:00

Networking Reception at Ole Sereni

Buses will be leaving the Radisson Blu at 7:30pm.

Networking



AHIF 2018 - DAY TWO

09:00 - 11:30

Kenya Tourism Festival: Opening Address*

At the Kenyatta International Convention Centre

12:00 - 13:00

Registration and Networking Lunch at the Radisson Blu

Networking

13:00

Welcome back

Matthew Weihs Managing Director, Bench Events

13:00 - 13:30

Tourism Trends in Sub-Saharan Africa

Sub-Saharan Africa continues to see solid growth in its tourism key performance indicators, with inbound arrivals predicted to see solid increases. Many countries in the region are tapping into various sectors and hoping to develop them further, boost tourism earnings. This presentation will highlight some of the key trends that are contributing to the growth of travel and tourism in the region.

David Nyamasvisva Senior Business Development Executive, Euromonitor

13:30 - 14:00

HOT SEAT SERIES

One-on-one Interview with Christopher J. Nassetta, President & CEO, Hilton & Chairman, WTTC

Hear about Hilton's growth on the continent and how it is differentiating itself through its' innovation story around the world. How does Africa fit into the company's global strategy? How is Hilton supporting the wider tourism and travel sectors?

Nick van Marken Industry Executive

In conversation with:

Christopher J. Nassetta President & CEO, Hilton and Chairman, WTTC

14:00 - 14:45

The AHIF Annual Pipeline Report

Presentation by:

Trevor Ward Managing Director, W Hospitality Group

Followed by a discussion with the region's leading operators:

Karim Cheltout Regional Vice President - Development, Africa, Marriott International

Mike Collini Vice President Development Sub-Saharan Africa, Hilton

Alexis Janoray Head of Development Africa & Indian Ocean, AccorHotels

Andrew McLachlan Senior Vice President, Development, Sub-Saharan Africa, Radisson Hotel Group

14:45 - 15:30

HOT SEAT SERIES

A conversation on global tourism trends and the growth of tourism investments in Africa. How are technology and innovations transforming the tourism industry?

Kimberley Leonard World News Anchor, Sky News

In conversation with:

Hon. Najib Balala, EGH Cabinet Secretary, Ministry of Tourism & Wildlife, Government of Kenya

Zurab Pololikashvili Secretary-General, World Tourism Organization (UNWTO)

15:30 - 17:30

Round Table Sessions

Join us for round table 'brainstorming sessions' with your fellow attendees. These sessions allow you to meet and share ideas; a great ice-breaker and an excellent way to gain industry knowledge. Network, demonstrate your expertise to potential partners and gain insight from industry leaders in an intimate setting. Each table will be hosted by two or more industry experts who will lead the discussion. During the session you will move tables once to discuss industry issues from the following round tables

15:30 - 16:30

Round Tables IV

Conversions and Renovations: Steps and Pitfalls

What are the opportunities for conversions in the African market? What does the process entail?

Hassan Ahmed-Jushuf Owner, Doubletree Nairobi

Boela du Plooy Senior Director Lodging Development Africa, Marriott International

Samantha Muna Director of Development East Africa, Hilton

Project Delivery: Best Practices

From conception to opening: what you need to know about positioning, people, facilities, design, process, marketing, and other key areas.

Zahra Jivraj Director, Opulent Hotel Group

Roz Money Vice President Marketing & PR, Aleph Hospitality

James Stuart Founder, Stuart + Partners

From Signing to Opening: Putting Together the Right Team

The importance of finding and choosing the right partners before kicking off a project; understanding what and who is needed to get a hotel up and running and mitigate delays on a hotel development.

Panos Loupasis Vice President Development – Middle East & Africa, Wyndham Hotels & Resorts

Christopher Lund Head of Hotels - MENA Region, Colliers International

Shamil Manek Executive Director, The Merwest Company

16:30 - 17:30

Round Tables V

Regional Focus – How to invest in:

Practical discussions on the intricacies of investing in various African markets. What nuances do these regions have? What country-specific regulations do investors need to be aware of? What is hotel performance and pipeline looking like in these markets?

East Africa

Mark Dunford Head - East Africa, JLL

Abraham Muthogo Kamau Managing Director and Director, Business Origination, Miradi Capital

Shamil Manek Executive Director, The Merwest Company

West Africa

Erwan Garnier Director, Development, Sub-Saharan Africa, Radisson Hotel Group

Alain Sebah CEO, Golden Tulip Afrique Francophone & East Africa

Jarrett Swersky Manager Lodging Development - Middle East Africa, Marriott International

Southern Africa

Michael Devereux Senior Director Development Sub-Saharan Africa & Indian Ocean, Hilton

Talya French Manager of Development - Middle East and Africa, Marriott International

Simone Kuhn Manager, Development, Sub-Saharan Africa, Radisson Hotel Group

North Africa

Réda Faceh VP Development Northern & Western Africa, AccorHotels

Thuku Kimani Consultant – Hotels, MENA Region, Colliers International

18:30 - 21:00

Networking Reception and Charity Auction at Fairmont The Norfolk

Networking

Buses will be leaving the Radisson Blu at 17:45.



The Bench Events Charity Auction

In support of The David Sheldrick Wildlife Trust

Bench Events is extremely proud to support The David Sheldrick Wildlife Trust (DSWT) as our designated charity for AHIF. The DSWT works to put an end to poaching, preserve endangered habitats, rescue and care for injured animals so that they can return to the wild.

Join us for an exclusive Auction during the evening reception to contribute to this amazing cause, by bidding for two very unique Elephant Adoption packages and four other exclusive vouchers. All funds raised through winning bids will be donated to the DSWT to support their work in the protection of their wild kin.



Auction prizes sponsored by:



AHIF 2018 - DAY THREE

08:30 - 09:00

Morning Refreshments

Networking

10:00 - 12:00

AHIF Student Workshop

Developing a Career in Hospitality & Tourism

Executives from a cross section of the industry will present to students from a number of hospitality schools in Nairobi on the types of careers available in the sector, what they are looking for as employers, and how to get a job in the industry.

Hosted by:

Ben Martin Associate Principal, Consulting, HKS

Speakers:

Mossadeck Bally Chief Executive Officer, Azalaï Hotels Group

Stuart Clay General Manager, IBIS STYLES Nairobi Westlands

Christine Muiruri Learning and Development Manager, Hilton Nairobi

Samantha Muna Director of Development East Africa, Hilton

Belinda Nwosu Research Consultant, W Hospitality Group

Jennifer Pettinger-Haines Managing Director Middle East, Bench Events

Amos Wekesa Founder & Chief Executive Officer, Great Lakes Safaris

09:00

Welcome Back

Matthew Weihs Managing Director, Bench Events

09:00 - 10:15

FINANCE FORUM

Part I: The Financiers' Panel

A discussion with the financiers on their lending terms and what they are looking for from the hotel sector. What does it take for them to provide funding for hotel development?

Xander Nijns Executive Vice President, Hotels & Hospitality Group, Sub-Saharan Africa, JLL

In conversation with:

Claire Fillatre Senior Investment Officer, Proparco

Peter Kathanga Director, Corporate Banking, KCB Bank Kenya Limited

Oteng Sebonego Investment Principal, Norsad Finance

Sarah Siliya Manager Client Relations – Eastern Africa, Afreximbank

Godfrey Tapela Senior Investment Officer, IFC

Part II: The Investors' Panel

A discussion on current investor sentiment – what are the main hurdles and opportunities for investors in the region?

Xander Nijns Executive Vice President, Hotels & Hospitality Group, Sub-Saharan Africa, JLL

In conversation with:

Ewan Cameron Director – Africa, Westmont Hospitality

David Damiba Chief Investment Officer, Kasada Capital Management

Amaechi Ndili President & Chief Executive Officer Lionstone Group & Golden Tulip West Africa Hospitality Group

Nimit Shah Partner, Helios Investment Partners

10:15 - 10:20

Project Showcase

Baobab River Lodge, Ghana

Kojo Busia CEO, The Baobab River Company

10:20 - 10:40

Coffee Break

Networking

10:40 - 11:00

African Millennials and the Rise of Generation Z: What you Need to Know

Distinguishing myth from reality; what defines the African Millennial and how are they reshaping the workplace? How can we better understand the younger and increasingly significant demographic of Generation Z? How should businesses be adapting to the current consumer shift in Africa?

Njeri Wangari - Wanjohi Writer, Digital Marketer & Marketing Manager, GeoPoll

11:00 - 11:10

The Role of Government in Wildlife Conservation

John Waithaka Chair of the Board of Trustees, Kenya Wildlife Service

11:10 - 12:00

The Role of Tourism in Conservation

An in-depth look at the status of wildlife in Africa and what is needed to protect the continent's biodiversity. What is the current contribution of tourism to protected area management budgets? What is the ideal role that tourism could play in conservation and how could this ideal be achieved?

Oliver Poole Executive Director, The Giants Club

In conversation with:

Giles Davies Founder, Conservation Capital

Patrick Fitzgibbon Senior Vice President Development, EMEA, Hilton

Dickson Kaelo Chief Executive Officer, Kenya Wildlife Conservancies Association

Tom Lalampaa Chief Executive Officer, Northern Rangelands Trust

Kaddu Sebunya President, African Wildlife Foundation

12:00 - 12:15

HOT SEAT SERIES

One-on-one interview with Elie Younes, Executive Vice President & Chief Development Officer, Radisson Hotel Group

Hear about Radisson's exponential growth in Africa and how has it put the continent at the centre of its' global development strategy.

Jonathan Worsley Chairman, Bench Events, Board Director, STR

In conversation with:

Elie Younes Executive Vice President & Chief Development Officer, Radisson Hotel Group

12:15 - 12:30

Project Showcase

Park Vega, Nigeria

Nancy Orji Co-owner, Park Vega

Prime Residences, Ethiopia

Sirak Ambaye Managing Director, Shore Properties Ltd.

12:30 - 12:45

Blending Culture and Sustainability in Wildlife Tourism

Reinventing the approach to safari lodges: developing eco-friendly, cultural boutique hotels that embrace the local heritage and encourage community involvement. How can investors and local communities work together to advance conservation efforts while improving the safari experience for tourists?

Jonathan Worsley Chairman, Bench Events, Board Director, STR

In a one-on-one conversation with:

Lazaro Nyalandu Chairman, Waverly Group & Former Cabinet Minister for Tourism and Natural Resources, Tanzania

12:45 - 13:00

Project Showcase

Saikeri Estate, Kenya

Kellen Kaburu Co-Owner, Saikeri Estate

W-Resort & Theme Park, Kinali Forest, Kiambu, Kenya

Dr Wanjiku Ndungu Proprietor, The Cradle Tented Camp & Lodge-Lodwar Turkana

13:00 - 13:30

AHIF "Creating Impact" Awards

The AHIF 2018 Leadership Award

Awarded to:

Mossadeck Bally Chief Executive Officer, Azalai Hotels Group

The AHIF 2018 Outstanding Contribution to Africa Award

Awarded to:

Trevor Ward Managing Director, W Hospitality Group

13:45

Closing Remarks

Matthew Weihs Managing Director, Bench Events

Safari Packages



Take a look at the Safari Packages and Nairobi Excursions to extend your stay in Nairobi.

18:00 - **OPENING RECEPTION - Tuesday 12 June**
20:00

Join us for a parade down St George's Mall around the corner from the Southern Sun Cape Sun Hotel for a musical procession w



To the opening networking reception at The Reserve, Taj Hotels Cape Town.



09:00 - **AVIADEV CONFERENCE: Southern Sun Cape Sun - Wednesday 13 June**
13:00

OPTIONAL: AHIF delegates are welcome to join the opening plenary discussions at AviaDev taking place at the Southern Sun C

13:00 - **Networking lunch at InvestSA Centre**
14:00

14:00 - **Introduction & Welcome Remarks**
14:10

Matthew Weihs Managing Director, Bench Events

14:10 - **Africa & South Africa 2018: Head or tail-winds in a tough global environment?**
15:00

An overview of the current global, regional and domestic economic and political drivers influencing Sub-Saharan and South Africa

Daniel Silke Director, Political Futures Consultancy

15:00 - **Travel & Tourism Trends in South Africa**
15:30

David Nyamasvisva Senior Business Development Executive, Euromonitor

15:30 - **Investing in South Africa**
16:00

Where are the key opportunities in the South African market? Where are we in the investment cycle? What is the government doing?

Wayne Godwin Senior Vice President, Hotels & Hospitality Group, Sub-Saharan Africa, JLL

Johnny Hansen Regional Director - Southern Africa, IFU

Amb. Sadick Jaffer Chief Director - Investment Promotion, InvestSA

Christopher Jannou Founder, The Urban Hotel Group

Jonty Sacks Partner, Jaltech

16:00 - **Regional Hotel Pipeline**
16:45

Where are operators focusing their development efforts? What is driving growth in the pipeline in this more mature African market?

Graham Wood Managing Partner, PMR Hospitality

Mike Collini Vice President Development Sub-Saharan Africa, Hilton

Carl Haller New Business Development Manager, Mantis Collection

Volker Heiden Area Vice President, Marriott International

Andrew McLachlan Senior Vice President, Development, Sub-Saharan Africa, Radisson Hotel Group

16:45 - **Cape Town Developments**
17:15

Hear from local developers on new projects and initiatives coming in and how they will shape the local real estate space.

Wayne Troughton Chief Executive Officer, HTI Consulting

Martin Kearns Development Executive, V&A Waterfront

David Marais Consultant, City of Cape Town

Nicholas Stopforth Managing Director, Amdec Property Developments

18:00 - 21:00 **Networking Dinner at Gold Restaurant**

GOLD is a unique African restaurant in the heart of Cape Town. A set 14 course Cape Malay and African menu is a taste safari through traditional entertainment.

Network alongside the AviaDev delegates



SPACE 2018 - 2 October

11:15 - 11:45

Registration and Refreshments

11:45 - 12:30

Exploring the value of efficient buildings

- To what degree does increased quality increase CAPEX on a project?
- What is the expected payback time?
- Is there finance available to reduce risk?
- Assessing the value derived from better quality buildings, from increased occupancy, customer feedback, brand value and resale value.

Wangari Muchiri Real Estate & Sustainability Consultant & Analyst, East Africa, JLL

In conversation with:

Azmeena Bhanji GM, Real Estate Developments, PDM

Dhruv Pandit Chief Executive Officer, Fedha Group

Peter Odhengo Senior Policy Advisor Climate Finance/Green Climate Fund NDA, National Treasury and Director, GKIT

12:30 - 13:15

What are the practicalities of delivering efficient building projects? Evaluating the market capabilities with delivering brand standards?

- Creating strong partnerships to deliver projects on time and in budget
- What materials to use – benefits of sourcing locally.
- Evaluating the impact materials have on a project.
- How to work with facilities management services to maximise technologies
- Incorporating the right engineering and technology for your project – making the right decisions to suit your market

Wessel Witthuhn Director Global Hospitality Development & Construction, Drees & Sommer

In conversation with:

Harriet Chebet Ng'ok EU-Funding Project Manager, Finance & Competence

Gikonyo Gitonga Managing Director and CEO, Axis Real Estate

René Laks Managing Director Sub Saharan Africa, Solarus Sunpower

13:15 - 14:15

Networking Lunch

14:15

Close

AHIF Cape Town - 24 April

13:00 - 13:50

Registration and Networking Lunch

13:50 - 14:00

Introduction & Welcome Remarks

Matthew Weihs Managing Director, Bench Events

14:00 - 14:40

Macroeconomic Overview: Africa & South Africa 2019

An overview of the current global, regional and domestic economic and political drivers influencing Sub-Saharan and South Africa.

Daniel Silke Director, Political Futures Consultancy

14:40 - 15:00

Hotel Performance Update

A review of key hotel performance indicators in South Africa, within the global context

Maryke Dreyer Business Development Manager - South Africa, STR

15:00 - 15:45

The Investors' Panel

A discussion on investor sentiment – what are the main hurdles and opportunities for investors in the region? A look at some of the current disruptors in the investment space.

Wayne Godwin Senior Vice President, Hotels & Hospitality Group, Sub-Saharan Africa, JLL

In conversation with:

Joe Bester Private Equity Portfolio Manager, Fairtree Capital

James Nathan Investment and Asset Manager, Hospitality Property Fund

Lasse Ristolainen Director - Development, Westmont Hospitality Group

15:45 - 16:00

One-on-one Interview with Olivier Granet

A conversation with the leader of one of the largest hospitality-dedicated funds on their plans for Sub-Saharan Africa.

Mark Dunford Head - East Africa, JLL

In conversation with:

Olivier Granet Chief Executive Officer, Kasada Capital Management

16:00 - 16:45

The Operators' Panel

Where are operators focusing their development efforts? How does South Africa fit into their wider strategy for the continent?

Wayne Troughton Chief Executive Officer, HTI Consulting

In conversation with:

Michael Devereux Senior Director Development Sub-Saharan Africa & Indian Ocean, Hilton

Boela du Plooy Senior Director Lodging Development Africa, Marriott International

Kim Irmeler Development Director Sub-Saharan Africa, AccorHotels

Andrew McLachlan Senior Vice President, Development, Sub-Saharan Africa, Radisson Hotel Group

16:45 - 17:30

The Government Perspective

Hear from government representatives on their plans and initiatives to help facilitate investment into the country and the City of Cape Town. How they are supporting the local tourism industry?

Wayne Godwin Senior Vice President, Hotels & Hospitality Group, Sub-Saharan Africa, JLL

In conversation with:

Ilse Van Schalkwyk Chief Director: Economic Sector Support, Department of Economic Development and Tourism, Western Cape Government

Cornelis van der Waal Chief Research Officer, Wesgro

Dr Theuns Vivian Head: Tourism Promotion, Enterprise and Investment, City of Cape Town

18:00 - 21:00

Networking Reception

A joint networking reception with our Aviation Development Conference delegates. Coaches will be leaving Century City at 18:00, going to the ExecuJet Hangar just outside Cape Town International Airport for an exclusive evening of networking. Coaches will return to Century City from 21:00 onwards.

AHIF 2019 - DAY ONE

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- 14:00 - 14:30 Registration and Welcome Coffee in Sponsors' Exhibition
-
- 14:30 - 15:00 Induction for Newcomers: How to get the most out of AHIF
-
- 15:00 - 17:00 AHIF WORKSHOPS
-
- 17:00 - 18:00 SPEED NETWORKING
- Networking Meet over 30 new contacts in an hour!
-
- 18:30 - 21:00 Welcome Reception
- Networking

AHIF 2019 - DAY TWO

-
- 08:00 - 08:45 Registration & Welcome Coffee in Sponsors' Exhibition
- Networking
-
- 08:45 - 09:00 Welcome Remarks
- Matthew Weihs** Managing Director, Bench Events
-
- 09:00 - 09:30 Macroeconomic Overview
- Dr Martyn Davies** Managing Director, Emerging Markets & Africa, Deloitte & Touche
-
- 09:30 - 10:10 African Tourism and Connectivity
- What are the visions of the region's governments for hospitality and tourism investment? How are the aviation and tourism sectors working together to drive growth?
- Rick Taylor** Chief Executive Officer, The Business Tourism Company
-
- 10:10 - 10:30 An Update on Hotel Performance in Africa
- Thomas Emanuel** Director, STR
-
- 10:30 - 11:00 Growing the Footprint in Africa
- Regional Leaders of the biggest International Brands discuss their growth strategies for Africa.
- Alex Kyriakidis** President & Managing Director, Middle East & Africa, Marriott International
- Mark Willis** Chief Executive Officer, AccorHotels Middle East & Africa
-
- 11:00 - 11:30 Coffee Break
- Networking
-

11:30 - 11:50

HOT SEAT SERIES

An update from the largest hospitality-dedicated fund in Africa on their strategies for the continent. What deals have been made and what opportunities is Kasada looking for?

A one-on-one interview with:

Olivier Granet Chief Executive Officer, Kasada Capital Management

11:50 - 12:05

AHIF Pipeline Report

Trevor Ward Managing Director, W Hospitality Group

12:05 - 12:20

Building Your Own Brand in Africa

James Stuart Founder, Stuart + Partners

12:20 - 13:10

Hotel Brands: What are they looking for?

What is their criteria in assessing new projects on the continent? What are they looking for from local partners and what do they bring to the table? What business models are they considering?

Moderated by:

Filippo Sona Managing Director - Global Hospitality, Drees and Sommer

Part I: Regional Brands (Middle East & Africa)

Mohamed Awadalla Chief Executive Officer, TIME Hotels

Hasnain Noorani Founder & Group Managing Director, Pride Group

Part II: International Brands

Jerome Briet Chief Development Officer, Middle East & Africa, Marriott International

Mike Collini Vice President Development Sub-Saharan Africa, Hilton

Andrew McLachlan Senior Vice President, Development, Sub-Saharan Africa, Radisson Hotel Group

13:10 - 13:30

HOT SEAT SERIES

One-on-one Interview

13:30 - 14:30

Networking Lunch

Networking

14:30 - 18:00

Round Table Sessions

Networking

Join us for round table 'brainstorming sessions' with your fellow attendees. These sessions allow you to meet new contacts and share ideas; a great ice-breaker and an excellent way to gain industry knowledge. Network, demonstrate your expertise to potential partners and gain insight from industry leaders in an intimate setting. Each table will be hosted by several industry experts who will lead the discussion.

14:30 - 15:30

Round Tables I

Regional Focus

A look at the regional nuances of the African continent – What is the performance and pipeline of each of these markets? Where are the investment opportunities and what are the challenges to be aware of? What you need to know about hotel investment, development and operation in these regions.

East Africa

West Africa

Southern Africa

15:45 - 16:45

Round Tables II

Hotel F&B

A look at the challenges and opportunities for Hotel F&B. What business models should be considered? How to maximise ROI on your hotel F&B.

Operating Models

Management contracts, franchising, leases, third party management; The opportunities and challenges for different operating structures.

Human Resources Management & Training

Developing human capital for the hospitality industry. What are governments doing to support hospitality education? What can the industry do to address the issue of nurturing local talent?

17:00 - 18:00

Round Tables III

Developing Hotel Projects

Hear from developers, operators, project managers and owners on their experiences developing hotel projects in the region. What are the main hurdles to consider? How to find the right partners and define everyone's role in ensuring successful and smooth project completion.

Investing in Hospitality

Legal and tax frameworks, repatriation of funds, regulations; Addressing matters investors need to know about but are too afraid to ask. What does performance look like for hospitality assets in the region and what are the returns for investors? A discussion for investors on why and how to invest in hospitality in the region.

18:30 - 21:00

Evening Networking Reception

Networking

AHIF 2019 - DAY THREE

08:45 - 09:00

Welcome Back

Matthew Weihs Managing Director, Bench Events

09:00 - 10:30

FINANCE FORUM

Lenders Panel

Commercial Banks and DFIs – what does it take for them to provide funding for hotel projects?

Investors Panel

An update on current investor sentiment in the region.

Xander Nijdens Executive Vice President, Hotels & Hospitality Group, Sub-Saharan Africa, JLL

In conversation with:

Ilaria Benucci Investment Director, Equity Investments, CDC Group

David Damiba Chief Investment Officer, Kasada Capital Management

10:30 - 11:00

Coffee Break

Networking

11:00 - 11:30

The Owner/Operator Panel

A look at the dynamics between owners and operators and how they are evolving. What are the best ways to maintain a mutually-beneficial relationship?

David Harper Head of Property Services, Hotel Partners Africa

In conversation with:

Bani Haddad Founder & Managing Director, Aleph Hospitality

Aly Shariff Chief Executive Officer, Citymax Hotels by Landmark Group

11:30 - 11:45

Epidemic Risk: What you need to know

What can governments and the private sector do against the financial risk caused by epidemic outbreaks?

Stephan Jacob Senior Underwriter and Attorney at Law, Munich RE

11:45 - 12:05

HOT SEAT SERIES

One-on-one Interview

12:05 - 12:20

The Future of OTAs and their relationship with owners and hoteliers

12:15 - 12:50

The Conservation Panel

12:50 - 13:10

HOT SEAT SERIES

One-on-one Interview

13:10 - 13:30

The AHIF Creating Impact Award

13:30 - 14:30

Networking Lunch

Networking