



# Africa Hotel Investment Forum

23-25 September 2019 – Sheraton Addis, Ethiopia

## 2019 programme

### Monday 23 September 2019

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**

Meet over 30 new contacts in an hour!

**Networking**

18:30 - 21:00 **Welcome Reception**

**Networking**

### Tuesday 24 September 2019

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**

An overview of the current global economic climate and its impact on the African market. What can be expected for the next 12 months?

**Hannah Edinger** Associate Director, Africa Insights, 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?

**Tewolde GebreMariam** Group Chief Executive Officer, Ethiopian Airlines

**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.

**Nick van Marken** Managing Director, van Marken Limited

*In conversation with:*

**Pascal Gauvin** Managing Director, India, Middle East & Africa, IHG

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

**Mark Willis** Chief Executive Officer, Middle East & Africa, Accor

---

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

**Jameel Verjee** Founder & CEO, CityBlue Hotels (Diar 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

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

**Zahra Peera** Chief Operating Officer, CityBlue Hotels (Diar Group)

#### West & Central Africa

**Erwan Garnier** Senior Director, Development - French & Portuguese Speaking Africa, Radisson Hotel Group

#### Southern Africa

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

**Kim Irmeler** Development Director Sub-Saharan Africa, AccorHotels

---

---

15:45 - 16:45

## Round Tables II

### Operating Models

Management contracts, franchising, leases, third party management; A discussion on the opportunities and challenges for different operating structures in the region.

**Ewan Cameron** Director – Africa, Westmont Hospitality

**Bani Haddad** Founder & Managing Director, Aleph Hospitality

**Matthew Tripolone** Vice President Development - MEA, IHG

### 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?

**Belinda Nwosu** Research Consultant, W Hospitality Group

### Blended Real Estate Solutions

Looking at operational real estate beyond hotels: Long stay, mixed use, convention centres, student accommodation, healthcare, leisure and other segments.

**Selim El Zein** VP – Hospitality, Deyaar

**Samantha Muna** Director of Development East Africa, Hilton

---

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.

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

**Alessandro Tedesco** Chief Operating Officer, FEBC International

**Morgan Tuckness** Head of Technical Services & Development, Global Hospitality, Drees & Sommer

### 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.

**Fabio Nava** Vice President, Hotels & Hospitality Group, Sub-Saharan Africa, JLL

---

18:30 - 21:00

## Evening Networking Reception

Networking

---

Wednesday 25 September 2019

---

08:45 - 09:00

## Welcome Back

**Matthew Weihs** Managing Director, Bench Events

---

---

09:00 - 10:30

## FINANCE FORUM

### The Lenders Panel

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

**Ifeoma Ezeokafor** Principal Investment Officer, IFC

### The Investors Panel

An update on current investor sentiment in the region.

**Xander Nijens** 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

**Lourie Kruger** Chief Investment Officer MEA, RF Capital

---

10:30 - 11:00

## Coffee Break

Networking

---

11:00 - 11:20

## HOT SEAT SERIES

An overview of Accor's strategy for Africa, from their billion-dollar investment fund to the launch of their new lifestyle loyalty programme ALL, and more. What is Accor doing to improve the overall customer experience globally, and how is this driving development for the brand in the region?

**Nick van Marken** Managing Director, van Marken Limited

*In a one-on-one interview with:*

**Gaurav Bhushan** Global Chief Development Officer, Accor

---

11:20 - 12:00

## 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

**Alexis Janoray** Vice President, Head of Development Africa, Accor

**Al-karim Nathoo** Managing Director, 4C Hotel Group

**Aly Shariff** Chief Executive Officer, Citymax Hotels by Landmark Group

---

12:00 - 12:15

## 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

---

---

12:15 - 12:35

## HOT SEAT SERIES

Hear from one of Forbes' most Promising Young Entrepreneurs in Africa on his journey to becoming a Thought Leader who pioneered impact investing in Africa. Find out how his programmes, initiatives and investments have contributed to the development of businesses across the continent, generating measurable social and environmental impact. What are his views on the current underlying business trends? How can companies incorporate these into their strategies?

*A one-on-one interview with:*

**Issam Chleuh** Co-founder and Managing Director, Suguba

---

12:35 - 13:10

## The Conservation Panel

A discussion on the hotel and leisure industry's conservation efforts in the region. How can eco-lodges create positive impact for the environment, wildlife and local communities while remaining commercially successful and sustainable from a business perspective and generate ROI for their owners?

**Patrick Fitzgibbon** Senior Vice President Development, EMEA, Hilton

**Paul Gardiner** CEO Beyond Africa, Mantis Collection

**Grant Woodrow** Chief Operating Officer, Wilderness Safaris

---

13:10 - 13:30

## The AHIF Creating Impact Award

*Awarded to an individual in recognition of their outstanding leadership and overall contribution to the hospitality industry in Africa.*

---

13:30 - 14:30

## Networking Lunch

Networking