A DECADE OF DEFINING THE HOTEL INVESTMENT LANDSCAPE
AHIC is now in its tenth year and is the Middle East’s annual meeting place for the region’s most senior hotel investors, developers, operators and advisors. It is the annual Hotel Investment Conference that connects business leaders from international and local markets to do deals across the region.

Saudi Arabia – Market Overview

AHIC is establishing itself as the meeting place for Saudi Arabia’s hotel investment community, in 2013 10% of attendees were from the Kingdom. Building on AHIC regional briefings in Riyadh and Jeddah, the conversation will be continued in Dubai, with discussions addressing key opportunities in the market such as serviced apartments, how to succeed in the mid-market and budget segments, HR issues and what planned mega-projects, such as the King Abdullah Economic City, mean for hotel investors.

HRH Prince Sultan bin Salman bin Abdulaziz Al-Saud, President & Chairman of the Board of the Saudi Commission for Tourism and Antiquities (SCTA) will be joining us at AHIC 2014 to accept the 2014 Leadership Award for his extensive work which he has done through SCTA to raise the level of tourism infrastructure, planning and investment within the Kingdom.

Jones Lang LaSalle reported that Real GDP in KSA grew by 2.7% in Q2 2013, with year on year growth for 2013 forecast to be around 4.0%.

“Whether in Makkah, Madinah or elsewhere in Saudi Arabia, hotel real estate investors have no option but to be long term and strategic as opposed to opportunistic, given the boldness and swiftness of the Saudi Government decisions in terms of redevelopment and regeneration, amid an all encompassing modernisation of the Kingdom, with more selective and higher value add migration.”

CHIHEB BEN-MAHMOUD, EXECUTIVE VICE PRESIDENT – HEAD OF HOTELS & HOSPITALITY, MIDDLE EAST & AFRICA, JLL

Market Intelligence: Dubai

According to the goals set out in DTCM’s Tourism Vision 2020, the city needs to double its hotel rooms to around 164,000 within the next seven years. This means huge opportunity not only for investors but for all associated industries such as construction, legal, architectural, consultants, master planners, operators, financiers and developers.

What is the government doing? As reported by MEED, Dubai’s ruler HH Sheikh Mohammed bin Rashid Al-Maktoum has issued a series of directives aimed at enhancing and streamlining hotel investment and development in the Emirate, particularly for mid-market hotels.

Among the incentives is a reduction of the approval process for hotel construction to two months from the current three to six months. A one-stop-shop for all sector approvals will be set up and managed by the Dubai Municipality to help reduce red tape for businesses and ensure the new reduced approval time frames are met.

Jones Lang LaSalle recently reported in their Dubai Real Estate Market overview that Dubai saw the recovery of all sectors of the Real Estate Market (residential, retail, hotel, industrial and offices) Dubai also recorded real GDP growth of 4.7% in H1-2013, the fastest expansion in six years, with a similar rate of growth projected for the second half of the year.

“Dubai has achieved great success under the visionary leadership of His Highness Sheikh Mohammed bin Rashid Al Maktoum and will continue to do so in the future. It is expected that around 20 million tourists will visit Dubai in 2020, up from 11 million in 2013. By then Jumeirah will have extended its presence to more global destinations, as well as having a strengthened portfolio of hotels in the United Arab Emirates.”

GERALD LAWLESS, PRESIDENT & GROUP CHIEF EXECUTIVE OFFICER, JUMEIRAH GROUP

AHIC 2013 IN NUMBERS

Over 500 attendees, over 63% Middle East, 10% from Saudi Arabia & 27% International

31.6% of attendees identified themselves at CXO level

Over 12 hours of networking time

37.2% of attendees identified themselves as investors or hotel developers

Middle East/ Africa Hotel development pipeline: 490 hotels 118,820 rooms
A DECADE OF DEFINING
THE HOTEL INVESTMENT LANDSCAPE

JLL Middle East Investment Forum
Following on from the success of last year’s launch, JLL will again host the Middle East Investment Forum featuring JLL brokers from the UAE, Europe, South America and Asia.
Last year saw over 90 investors attend. This unique event will provide exclusive insight into hotel deals closed in 2013 and opportunities available in 2014.
A must attend for any investor.
This event is invitation only.
For further information please contact Malini.dean@meed.com

Investors

Hot Topics:
- Branded residences
- Economy & mid-market product
- Serviced apartments

Connecting People

- Due to popular demand, AHIC has expanded on the format of Round Tables adding more discussions and more interactions. Meet and share ideas with fellow attendees ahead of the start of conference sessions, it is a great icebreaker and an excellent way to obtain industry knowledge.

- AHIC will host two spectacular evening networking receptions during the conference. In a relaxed and fun environment you will have the opportunity to network on a more informal basis and the chance to enjoy hospitality from both Jumeirah Group and Al Habtoor Group.

- Join the online networking service which provides you with the unique opportunity to interact online with fellow delegates and speakers.

Regional Tourism Ministers’ Briefing

AHIC will be hosting a meeting between regional Tourism Ministers and the private sector, jointly organised by the UNWTO & the WTTC. The invitation only meeting will provide an excellent platform to discuss issues relating to the further development of tourism infrastructure within the region.

FILIPPO SONA, DIRECTOR AND HEAD OF HOTELS,
MENA, COLLIERS INTERNATIONAL

"Hotel serviced apartments are a versatile asset which enable operators to adapt quickly to market fluctuation, maintaining a consistent degree of financial profitability: notwithstanding the fact that it can also take market share from the residential market."

In Arabic:
مرحبًا بكم في المؤتمر العربي للاستثمار الفندقي 2014

في عامه التاسع, المؤتمر العربي للاستثمار الفندقي هو الاجتماع السنوي في الشرق الأوسط للمستثمرين الكبار في المنطقة, المطورين, العاملين والاستشاريين. إنه الاجتماع السنوي الذي يربط قادة الأعمال في الأسواق الدولية والمحلية لعقد الصفقات عبر المنطقة.

المجلس الاستشاري للمؤتمر العربي للاستثمار الفندقى المؤلف من أكثر من 40 قائد للصناعات الفندقية قد وضع الاساس لموضوع سنة 2014 "ربط النقاط" والذي يركز على القيم الأساسية للمؤتمر العربي للاستثمار الفندقى: جمع الناس وتقديم المعرفة. عام بعد عام, قام المؤتمر العربي للاستثمار الفندقى بجذب أكثر من 500 شخص من أكثر من 30 دولة. يقدم المؤتمر نموذج من فرص التواصل من خلال حلقات الاستقبال والندوات والمراكز。</ref>
SUNDAY MAY 4th

10:00 – 10:30
CONFERENCE REGISTRATION & OPENING BREAKFAST

11:00 – 12:30
NETWORKING ROUND TABLES
Listen to experts who will be hosting tables on topics that are hot! Each of your two chosen sessions is 45 minutes in length and will provide you with an opportunity to learn and meet fellow interested delegates.

TABLE TOPICS

BRANDED RESIDENCES
What premium are global brands bringing to the table? Where is the value proposition for the developer and buyer? How is the premium priced and brand selected?
Margreet Papamichael, Director, AECOM Economics
Catalin Cighi, Managing Partner, CAIN Hospitality

EAST AFRICA
Is this the next frontier for Middle East investors? What are the facts for investors looking to make the leap? What do investors require from East African countries to facilitate investment and what are they currently offering?
Abraham Muthogo Kamau, Head of Credit, Tourism Finance Corporation
Vernon Page, Chief Executive Officer, Hotel Partners Africa

HUMAN CAPITAL
The talent squeeze will dampen growth in the region if the industry doesn’t develop local talent and provide for education.
Ron Hilvert, Managing Director, The Emirates Academy of Hospitality Management

ASSET MANAGEMENT
What is the key to good asset managers and what value do they bring to the table?
Greg Perry, Asset Manager, IFA Hotel Investments
Animesh Pandey, Senior Manager, Commercial Development, King Abdullah Economic City

SECURING YOUR FIRST BANK FINANCE
How do you get your first loan if you have never developed a hotel before? What basic information, studies, consents, and agreements do you need in place before your first meeting with the bank?

HOW TO BE A SUCCESSFUL HOTEL INVESTOR/OWNER?
What are the ideal qualities for a hotel owner or investor? What is your desired level of risk and subsequently what type of return can you expect? What timeline should you be looking at before exit?
Saahil Lalit, Associate Manager, Hotels (MENA Region), Colliers International

HOW BRANDED SPAS CAN ADD VALUE TO A DEVELOPMENT
What is the key to getting the spa component right? When is a third party operator appropriate?
Susan Harmsworth, CEO, ESPA
And a representative from Six Senses

12:00 – 13:00
OPENING LUNCH

13:00 – 13:15
WELCOMING REMARKS
Jonathan Worsley, Chairman, Bench Events

13:15 – 13:45
THE NEXT TEN YEARS & THE REGIONAL ECONOMIC OUTLOOK
What lessons have been learnt during the last ten years and what successes should be built on? How does the region need to move forward?
Opening presentation by:
His Highness Sheikh Maktoum Hasher Al Maktoum, Executive Chairman, SHUAA Capital; Chairman, Dubai International Holding Company
Followed by a presentation by:
Khatija Haque, Head of MENA Research, Emirates NBD
How the regional macro-economic trends are impacting the business environment.

A SELECTION OF THE GREAT SPEAKERS YOU WILL HEAR FROM AT AHIC

Elizabeth Winkle
Managing Director
STR Global

Rudi Jagersbacher
President Middle East & Africa
Hilton Worldwide

Frits Van Paaschzen
Chief Executive Officer and President
Starwood Hotels & Resorts Worldwide

Michael Glennie
President And Chief Operating Officer
FRHI Hotels & Resorts

Samih Sawiris
Chairman
Orascom Hotels & Development

Ahmed Ramdan
Founder and Group CEO
Roya International
<table>
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| 13:45 – 14:15 | **VISION FOR THE GCC AND BEYOND**<br>What are the GCC government’s plans for sustainable growth? What are their plans for demand generators and tourism infrastructure? How are PPPs facilitating investment into the sector?<br><b>Anita Mendiratta</b>, Founder & Managing Director, CACHET Consulting  
**In conversation with:**<br>Amr Abdel-Ghaffar, Regional Director for the Middle East, UNWTO  
Fahd Al-Rasheed, Chief Executive Officer and Managing Director, King Abdullah Economic City  
H.E. Issa Mohammed Al Mohannadi, Chairman, Qatar Tourism Authority  
Amine Moukarzel, President, Golden Tulip MENA |
| 14:15 – 14:45 | **BEYOND THE HYPE – CREATING REAL VALUE FROM MEGA-EVENTS**<br>What does hosting large scale events really mean for the region? Looking at the economic impact of mega-events. How can a host destination develop the appropriate infrastructure to ensure a legacy event? How the whole region can benefit from the 2020 World EXPO and 2022 World Cup.<br><b>Presentations by:**<br>Professor Geoffrey Lipman, President of ICTP (International Coalition of Tourism Partners)  
Elizabeth Winkle, Managing Director, STR Global on What do the numbers say? Historically, what has been the impact of mega-events on hotel performance?  
**Followed by a Q&A with:**<br>Anita Mendiratta, Founder & Managing Director, CACHET Consulting |
| 14:45 – 15:00 | **HARD TALK WITH AHMED RAMDAN**<br>What are Ahmed Ramdan’s predictions for the industry? What lessons have been learnt in the last ten years? What successes should be built on and how does the industry need to move forward? What does he consider the most exciting opportunities for hotel investors? |
| 15:00 – 15:30 | **COFFEE BREAK** |
| 15:30 – 16:15 | **THE EVOLUTION OF DUBAI OVER THE LAST TEN YEARS, WHAT IS THE NEXT STEP?**<br>One year into Vision 2020, what is the plan to take Dubai from 10 million to 20 million visitors? What part do hotel investors play?<br><b>Anita Mendiratta</b>, Founder & Managing Director, CACHET Consulting  
**In conversation with:**<br>HE Helal Saeed Almarri, CEO, Dubai World Trade Centre, Director General, DTCM  
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| 16:45 – 17:00 | **HARD TALK WITH ALEX KYRIAKIDIS**<br>President & Managing Director Middle East & Africa, Marriott International  
Where are the key destinations for investment in Africa? How does he see the Middle East driving growth in Africa?  
**Hosted by:**<br>Trevor Ward, Managing Director, Hotel Partners Africa |
**SUNDAY MAY 4th**

**17:00 – 17:30**
**PRESENT YOUR PROJECT**
Whether you are looking for investment, a hotel operator, a joint venture partner or just want to profile your hotel project submit it to us for the chance to have it presented in front of AHIC attendees. Entry is only open to delegates of AHIC and project selection is at the discretion of the organisers. Visit [www.arabianconference.com](http://www.arabianconference.com) for more information.

**19:00 – 21:00**
**ZERO GRAVITY OPENING RECEPTION HOSTED BY JUMEIRAH GROUP**
Jumeirah is pleased to invite you for the Opening Gala Reception at Zero Gravity, Dubai’s newest entertainment venue. As day turns to night, sweeping views of the glamorous Marina skyline will heighten the atmosphere as Jumeirah unveils its latest hotels and resorts globally and invites you to experience the finest of its award winning hospitality across two levels of sophisticated style and luxury.

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**MONDAY MAY 5th**

**08:00 – 09:00**
**REGISTRATION, MORNING COFFEE & PASTRIES IN THE EXHIBITION AREA**

**08:30 – 08:45**
**WELCOMING REMARKS & PRIZES**
Edmund O’Sullivan, Chairman, MEED Events

**08:45 – 09:15**
**COFFEE WITH AN ECONOMIST**
Nenad Pacek, Founder and President, Global Success Advisors Ltd.; Co-Founder CEEMEA Business Group talks exclusively about his perspective regarding MEA business, economic and political outlooks and corporate priorities for expansion.

**09:15 – 09:25**
**INDUSTRY PERFORMANCE REVIEW**
What are the key performance indicators telling us? What does the regional pipeline look like?
Elizabeth Winkle, Managing Director, STR Global

**09:25 – 09:45**
**GLOBAL PERSPECTIVES**
Hosted by:
- Christoph Härle, Chief Executive Officer Europe - Hotels & Hospitality, JLL.
- Michael Glennie, President, Chief Operating Officer, Fairmont Raffles Hotels International
- Wolfgang Neumann, President & CEO, The Rezidor Hotel Group
Discuss their views on what is driving the hotel investment landscape globally. Where do they see the key areas within MEA driving growth? How are they managing to grow their pipelines while sustaining quality across the portfolio? How flexible are they when it comes to adapting to the needs of local markets?

**09:45 – 10:00**
**SMART CAPITAL**
Looking at global capital flows and where hotel investors are putting their money.
Mark Wynne-Smith, Global CEO Hotels & Hospitality Group, JLL

**10:00 – 10:20**
**EQUITY SOURCES TO FINANCE GROWTH**
Case studies from those on the ground.
Nick van Marken, Global Head - Advisory, Travel, Hospitality & Leisure Industry Group, Deloitte LLP
In discussion with:
- Alain Debare, Chief Executive Officer, Action Hotels Co.
- Gordon Drake, Chief Financial Officer and Head of M&A, Kingdom Hotel Investments

**10:20 – 10:45**
**COFFEE BREAK**

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**A SELECTION OF THE GREAT SPEAKERS YOU WILL HEAR FROM AT AHIC**

<table>
<thead>
<tr>
<th>Speaker Name</th>
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<tr>
<td>Ziad el Chaar</td>
<td>Managing Director, Damac Holdings</td>
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<tr>
<td>Rutger Smits</td>
<td>Chief Executive Officer, Al Rayyan Tourism Company</td>
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<tr>
<td>Christopher Knoble</td>
<td>Chief Operating Officer, Ittala Hospitality</td>
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<td>Kabir Mulchandani</td>
<td>Group CEO, SKAI Holdings</td>
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<td>Rui Barros</td>
<td>SVP &amp; Managing Director, Europe, Middle East &amp; Africa, Wyndham Hotel Group</td>
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**www.arabianconference.com | Call +971 (0) 4 818 0224**
10:45 – 11:15  DEFINING THE GROWTH MARKETS
The pursuit of growth: where is hot and what global brands should avoid? How much "skin in the game" are brands willing to commit to obtain the hottest spots in the Middle East? What can brands bring to assist owners raising funds? When is franchising best and when are management contracts more suitable? What should a brand bring to an owner??
Andrew Sangster, Editor, Hotel Analyst
In conversation with:
Rui Barros, SVP & Managing Director Europe, Middle East & Africa, Wyndham Hotel Group
Andrew Clough, SVP Development Asia Pacific and Middle East, Hilton Worldwide
Jean-Jacques Dessors, Chief Executive Officer, Mediterranean, Middle East and Africa, Accor
Elie Younes, Senior Vice President & Head of Group Development, The Rezidor Hotel Group

11:15 – 11:50  OWNER & OPERATORS – MAKING THE MARRIAGE WORK
What are management companies bringing to the table and what value do owners feel they are creating? Each party brings to the discussion the top three issues which are most important to them when agreeing a management contract.
Chaired by:  Kees Hartzuiker, Chief Executive Officer, Roya International
The Owners
Anil Bhardwaj, Director, A.A Al Moosa Enterprises
Christopher Knable, Chief Operating Officer, Katara Hospitality
Joe Sita, Chief Executive Officer, IFA Hotel Investments
The Operators
Nicholas Clayton, Chief Operating Officer, Jumeirah Group
Pascal Gauvin, Chief Operating Office, India, Middle East and Africa, IHG
Rudi Jaggersbacher, President Middle East & Africa, Hilton Worldwide

11:50 – 12:30  UPDATE ON NORTH AFRICA
Perspective from an owner, government representative and an economist.
Rutger Smits, Chief Executive Officer, Al Rayyan Tourism Investment Company
In conversation with:
Amro Attia Gomaa, Investments Principal, Holding Company For Tourism, Hotels & Cinema (HOTAC)
Neil George, Senior Vice President Acquisitions & Development Africa & Middle East, Starwood Hotels & Resorts Worldwide
HE Lahcen Haddad, Minister of Tourism and Handicraft, Kingdom of Morocco
Nenad Pacek, Founder and President, Global Success Advisors Ltd.; Co-Founder CEEMEA Business Group

12:30 – 13:00  THE BUILT ENVIRONMENT IN A MANNER WHICH MAKES SENSE FINANCIALLY, ENVIRONMENTALLY AND SOCIALLY
Presentation by:
Peter Head, Chairman and founder, Ecological Sequestration Trust
Peter advocates that changing the way we invest public and private money in the built environment could be made very much more effective if the public and private sectors adopt sustainable development principles.
In 2008 he was named by the Guardian Newspaper as one of 50 people that could ‘save the planet’. He was cited by Time magazine in 2008 as one of 30 global eco-heroes and has been one of CNN’s Principle Voices.
Followed by a conversation with:
Sanjeev Agarwala, Director Strategy & Business Development, Al Habtoor Group
Ashley Scott, Principal, Masterplanning & Landscape Architecture, AECOM
Khaldoun Tabari, Chief Executive Officer, Drake & Scull International

13:00 – 13:20  HARD TALK WITH FRITS VAN PAASSCHEN Chief Executive Officer and President, Starwood Hotels & Resorts Worldwide
Hosted by:
Peter Greenberg, Travel Editor, CBS on his view of the hotel investment landscape globally, what he sees beyond the BRICS, his thoughts on the MINTs and when, in his view, PPPs have been successful.

13:30 – 14:30  NETWORKING LUNCH
## BREAKOUT SESSIONS A

### Session 1
#### SUCCEDING IN THE EXTENDED STAY & SERVICED APARTMENT SEGMENT
What is driving demand for this segment and what is the state of the current stock in the region? What are the variations in performance vs short stay and what are the financial and regulatory implications?
*Piers Brown, Chief Executive Officer, Boutique Hotel Media*

**In conversation with:**
- Anil Bhardwaj, Director, A.A.A Al Moosa Enterprises
- Abdulla Bin Sulayem, Chief Executive Officer, Seven Tides & Asteco
- Ziad El Chaar, Managing Director, Damac Holdings
- Filippo Sona, Director, Head of Hotels, MENA Region, Colliers International

### Session 2
#### DIFFERENT OPERATING MODELS
Exploring different operating models from the franchise model to affiliation partnerships. How and when can other agreements work well? Looking at some local success stories.

**Moderator:**
*Selim El Zein, Head of Hotel Asset Management MENA, Colliers International*

- **Franchise:**
  - Bani Haddad, Regional Vice President – Middle East and Africa, Wyndham Hotel Group
  - Sumair Tariq, Managing Director, Ri-hotels

- **Affiliate:**
  - Sven Doliwa, VP Sales & Development, WorldHotels
  - Aqeel Raees, Chief Executive Officer & Director, Gulf Hotels Group

### Session 3
#### THE NEXT WAVE
Is the Middle East moving towards boutique and specialised properties? What are the options for investors looking for brands which are more bespoke and flexible in their approach and agreements? What are the right conditions to create a success story?

*Amir Lababedi, Associate Director, HVS*

**In conversation with:**
- Gordon Campbell Gray, Founder & Chairman, CampbellGray Hotels
- Simon Coombs, President & CEO, Shaza Hotels
- Martin Ostermann, Director of Development, MELIA Hotels International
- David Thomson, Chief Operating Officer, JA Hotels & Resorts

## BREAKOUT SESSIONS B

### Session 4
#### THE EVOLUTION OF HOTEL F&B IN THE REGION – WHERE TO NEXT?
The Middle East is arguably becoming the global benchmark for hotel food and beverage. What value are hotel operators adding, how are they competing and where is it now headed? Where do owners need to invest to ensure they are able to compete? What impact can F&B have on ADR and RevPAR? Which ‘level’ most helps the bottom line? How long does a concept last? What is the story on celebrity chefs?

*Mary Gostelow, Editor, Gostelow Report*

**In conversation with:**
- Henning Fries, Managing Director – Hospitality, Al Habtoor Hotels
- Gert Kopera, Senior Vice President Food & Beverage, Jumeirah Group
- Bob Puccini, Chief Executive Officer, Puccini Group

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**A SELECTION OF THE GREAT SPEAKERS YOU WILL HEAR FROM AT AHIC**

Mark Wynne-Smith  
Global CEO Hotels & Hospitality Group  
JLL

Joe Sita  
CEO  
IFA Hotel Investments

HE HCT Saeed Almarri  
CEO, Dubai World Trade Centre  
Director General, DTCM

Gerald Lawless  
President & Group Chief Executive Officer  
Jumeirah Group

Fergal Harris  
Head Of Real Estate Middle East  
Standard Chartered Bank

Khatija Haque  
CEO  
IFA Hotel Investments

HE Helal Saeed Almarri  
CEO, Dubai World Trade Centre  
Director General, DTCM

Gerald Lawless  
President & Group Chief Executive Officer  
Jumeirah Group

Fergal Harris  
Head Of Real Estate Middle East  
Standard Chartered Bank

Khatija Haque  
CEO  
IFA Hotel Investments
Session 5
SAUDI SYMPOSIUM
LOOKING AT THE MARKET FUNDAMENTALS
What is underpinning the rapid development of hotels in KSA? Are the demand drivers there to sustain the ever-growing pipeline of hotels? Why should investors put their money into hotels as opposed to other asset classes in the Kingdom? Where are the key markets for development?
Chiheb Ben Mahmoud, Executive Vice President – Head of Hotels & Hospitality, Middle East & Africa Hotels & Hospitality Group, JLL
In conversation with:
Tariq Hameed, Managing Director, Capitas Group International Ltd
Sameer Kazi, Head of Corporate Real Estate Investments, Sédco Holding
Carlos Khneisser, VP Development, Middle East, Hilton Worldwide
Rami A. Moukarzel, Director Development EMEA, FRHI Hotels and Resorts
Costas Verginis, Senior Director of Lodging Development, Marriott International Inc.

Session 6
CONSTRUCTION, DESIGN & DEVELOPMENT STREAM
REFURBISHMENTS
How can they be procured for and delivered successfully? Looking at realistic productivity ratios and accounting for some of the bottlenecks and challenges which need to be considered. Looking at benchmarking costs, setting efficiency indicators, ascertaining longevity of format and assessing ROI on refurb spend, addressing these key issues and looking at how to manage them effectively.
Tom Hasker, UAE Country Director & Head of Project Management ME, Faithful+Gould
In conversation with:
Samer Abu Ayash, SVP Design, Construction and Real Estate, Kingdom Investments
Paul Lonergan, Vice President Asset Management - Hotel Operations, Jumeirah Group

16:15 – 17:00
BREAKOUT SESSIONS C

Session 7
SUCCEEDING IN THE ECONOMY & MID-MARKET
What are government bodies such as the DTCM doing to attract investment in this area? What are the keys to achieving significant ROI in this segment? Where are the key spots for development in this sector? What are the keys to succeeding in this segment?
Paul Macpherson, President and Managing Director, Premier Inn International
In a One-on-One with:
Yousuf Lootah, Executive Director of Tourism Development and Investments, DTCM
Followed by a conversation with:
Khalid Anib, Managing Director – Hotels Division, Al Hokair Group
Taras Ettl, Vice President Development – Middle East & Africa, IHG
Olivier Granet, Director of Development – Middle East, ACCOR
Russel Sharpe, COO Hotel Division, Landmark Hospitality

Session 8
GETTING THE MIX RIGHT TO MAKE MONEY
What are the different options? Condo, hotel room rental pools, fractional ownership, branded residences – looking at what has worked previously and what has yet to prove successful in the region. What is the legal framework?
Ben Martin, Principal, AECOM Economics
In conversation with:
Tim Kiltscher, Executive Director Asset Management, Seven Tides
Kabir Mulchandani, Group CEO, SKAI Holdings
Hubert Viriot, Chief Investment Officer, IFA Hotels & Resorts

A SELECTION OF THE GREAT SPEAKERS YOU WILL HEAR FROM AT AHIC

Martin Ostermann
Development Manager for the Middle East
Melia Hotels International

Peter Greenberg
Travel Editor
CBS News

Sanjeev Agarwala
Director Strategy & Business Development
Al Habtoor Group

Aqeel Raees
Chief Executive Officer and Board Member
Gulf Hotels Group

David Thomson
Chief Operating Officer
JA Hotels and Resorts

Trevor Ward
Managing Director
Hotel Partners Africa
DESIGNING AND BUILDING FOR THE MID-MARKET & BUDGET SECTOR

What can be done to keep development and operational costs down to make this an attractive segment for investment? Understanding how design, innovation and technology can help deliver optimal efficiency in the construction and operations of new hotels. Incorporating electricity and water efficiency initiatives into new hotel plans. Making best use of every dollar invested in the building.

Hala Matar Choufany, Managing Director, HVS
In conversation with:
Barry Curtis, Vice President - Global Strategic Accounts Buildings Business, Schneider Electric
Norman Forsyth, Regional Director Design & Engineering MEA, InterContinental Hotels Group Asia Middle East and Africa (IHG)

INNOVATIVE DEBT FINANCING

Case studies on structuring development finance and re-financing of existing assets. Understanding the way local banks look at hotel assets and what terms are they willing to provide? What should you expect from a construction term sheet, times of pricing and terms and what are the conditions which banks are looking for?

Presentation by:
Christopher Flinos, Managing Director, CH Stirling
Followed by a conversation with:
Lo’ai B. Bataineh, DGM, Investment & Development, Head of Investment Management Group, Oman Arab Bank SAOC
Hamed Farzadi, Group Chief Financial Officer, Seven Tides
Fergal Harris, Head of Commercial Real Estate, MENA, Standard Chartered Bank

CONSTRUCTION, DESIGN & DEVELOPMENT STREAM

UPDATE ON MEGA-PROJECTS BEING DEVELOPED IN SAUDI ARABIA'S TOURISM AND HOSPITALITY SECTOR

What's planned and when? Hear about the scope of planned projects, the relevant timelines of project activity and what opportunities exist for third party providers.

Market overview by:
Ed James, Head of MEED Insight, MEED Insight
In discussion with:
Dr Salah Al-Bukayyet, Deputy Secretary General – Investments, Saudi Commission for Tourism and Antiquities (SCTA)

NETWORKING RECEPTION HOSTED BY THE AL HABTOOR GROUP AT THE WALDORF ASTORIA THE PALM

To mark the end of AHIC 2014, the Al Habtoor Group invite delegates to the newly opened Waldorf Astoria Dubai Palm Jumeirah for a closing beach party. Hang up your business attire and enjoy the luxury at Dubai’s newest landmark.
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