

2018 Event Programme

21st February 2018

8.30 – 9.00 Registration, coffee and pastries Kindly sponsored by Staycity

9.00-9.10 Welcome and opening remarks

[Andrew Sangster](#), Editorial Director, Hotel Analyst

Broadening the accommodation asset class

9.10 – 9.25 Session 1 – Presentation

[Andrew Sangster](#), Editorial Director, Hotel Analyst

Deal round-up: Investors target alternatives in the hunt for returns

9.25 – 9.45 Session 2 – Presentation

The key deals in the alternative accommodation sector over the past year

[Patrick Angwin](#), Senior Director, Horwath HTL UK

The leaders' perspective

9.45 – 10.25 Session 3 – Panel discussion

The CEOs of top players in hotel alternatives give their view on the market. As barriers between market segments break down, what business are key protagonists in? AccorHotels is across the accommodation space and now in coworking too, while the gap between serviced apartments and student accommodation is blurring. What is the outlook across the alternative niches?

Moderator: [Michael Jones](#), Managing Director, Hospitality Impact

Panel:

[Navneet Bali](#), Chairman, MEININGER Hotels

[Tom Walsh](#), CEO, Staycity

[Guy Parsons](#), CEO, easyHotels PLC

[Sean Worker](#), CEO, Bridgestreet

10.25 – 10.55 COFFEE BREAK

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Battle of the brokers

10.55 – 11.40 Session 4 – Presentations

Three property experts are invited to make their case for their segment:

10.55 - 11.05 Serviced Apartments

[Ben Davis](#), Director, Saxbury

11.05 - 11.15 Healthcare

Adrian Clery, Director, Colliers

11.15 - 11.25 Student accommodation

[Jo Winchester](#), Executive Director and Head of Student Housing Advisory, CBRE Ltd

The brokers debate

11.25 - 11.40 Session 5 - Panel

Moderator: [Russell Kett](#), Chairman, HVS London

Panel:

[Jo Winchester](#), Executive Director and Head of Student Housing Advisory, CBRE Ltd

[Ben Davis](#), Director, Saxbury

Adrian Clery, Director, Colliers

Investor Panel

11.40 – 12.20 Session 6 – Panel discussion

From established players to newcomers, who is entering the alternatives market? Institutional (pension funds), private equity, landed estates.

Moderator:

[Andrew Harrington](#), Owner, AHV

Panel:

[Gavin Woodhouse](#), Chairman, Northern Powerhouse Developments
[Asli Kutlucan](#), Director of Development and Acquisition, Cycas Hospitality
[Andrew Southern](#), Chairman, Southern Grove
[Camil Yazbeck](#), Partner and Investment Director – Hospitality, Patron Capital

A view from a Serviced Apartment company

12.20 - 12.40 Session 7 - Interview

Interviewer: [Andrew Sangster](#), Editorial Director, Hotel Analyst
Interviewee: [George Westwell](#), Director, Cheval Residences

Finance

12.40 - 1.10 Session 8 - Panel discussion

Debt funding - innovative approaches

Moderator: Katherine Doggrell, Editor, Hotel Analyst

Panel:

[Trevor Morris](#), Debt Finance Director, OakNorth
[Justin Lanzkron](#), Senior Consultant, West Ridge Asset Management
[Shona Pushpaharan](#), Head of Hotel and Real Estate Finance, Clydesdale Bank

1.10 - 2.10 LUNCH
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Breaking the mould

2.10 - 2.40 Session 9 - Panel Discussion

Moderator:

[Joanne Owen](#), Partner, Corporate Private Equity, Proskauer

Panel:

[Mark Anderson](#), Managing Director, Property & International, Whitbread PLC
[Rohan Thakkar](#), HQ, VP Development & Strategy, Yotel
[Ben Roberts](#), Development Consultant, Jansons Property
[Jill Xiaozhou Ju](#), Investment Director, The Collective

Case Study

2.40 - 2.55 Session 10 - Interview

Interviewer:

[Katherine Doggrell](#), Editor, Hotel Analyst

Interviewee:

[Charlie McGregor](#), Founder & CEO, Student Hotel

Hostel markets mature

2.55 – 3.25 Session 11 – Panel discussion

As Generator's new owners look to the US, and Safestay consolidates its European presence, a look at a maturing sector - is it now more easily investible?

Moderator: [Macy Marvel](#), Associate, Hotel Analyst

Panel:

[Nuno Sacramento](#), Chief Operating Officer, Safestay

[Andrew Landsburgh](#), Owner and Developer, CODE Pod Hostel

[Pieter van Tilburg](#), CEO, CityHub

3.25 – 3.55 COFFEE BREAK

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Residences

3.55 - 4.25 Session 12– Panel discussion

Moderator: Chris Bown, Editor, Hotel Analyst

Panel:

[Elie Younes](#), Executive Vice President & Chief Development Officer, The Rezidor Hotel Group

[Tariq Bsharat](#), Strategy and Business Development Director, Al Marjan Island

[Chris Graham](#), Managing Director, Graham Associates

[Rod Taylor](#), Director, Savills

In bed with homesharers

4.25 - 4.45 Session 14 - Presentation

[Tim Sander](#), Director, BDRC

Blurring the boundaries

4.45 - 5.25 Session 15– Panel discussion

Who gets to grab the consumer? A look at online agglomerations, from Airbnb through OTAs to upcoming collaborators, such as Bridgestreet, AccorHotels etc. What impact will the further growth from Airbnb, and the move to voice activated search, have on consumer behaviour? How will their growth impact pricing and returns?

Moderator: Ian Sloan, VP Client Strategy, Avvio

Panel:

[Carl Michel](#), Chairman, Veeva

[Richard Bowden-Doyle](#), Chairman, Neilson Active Holidays

[Nakul Sharma](#), CEO, Hostmaker

[Giulio Leporatti](#), Vice President, Global Strategy & Corporate Development, IHG

5.25 – 5.30 CLOSING REMARKS