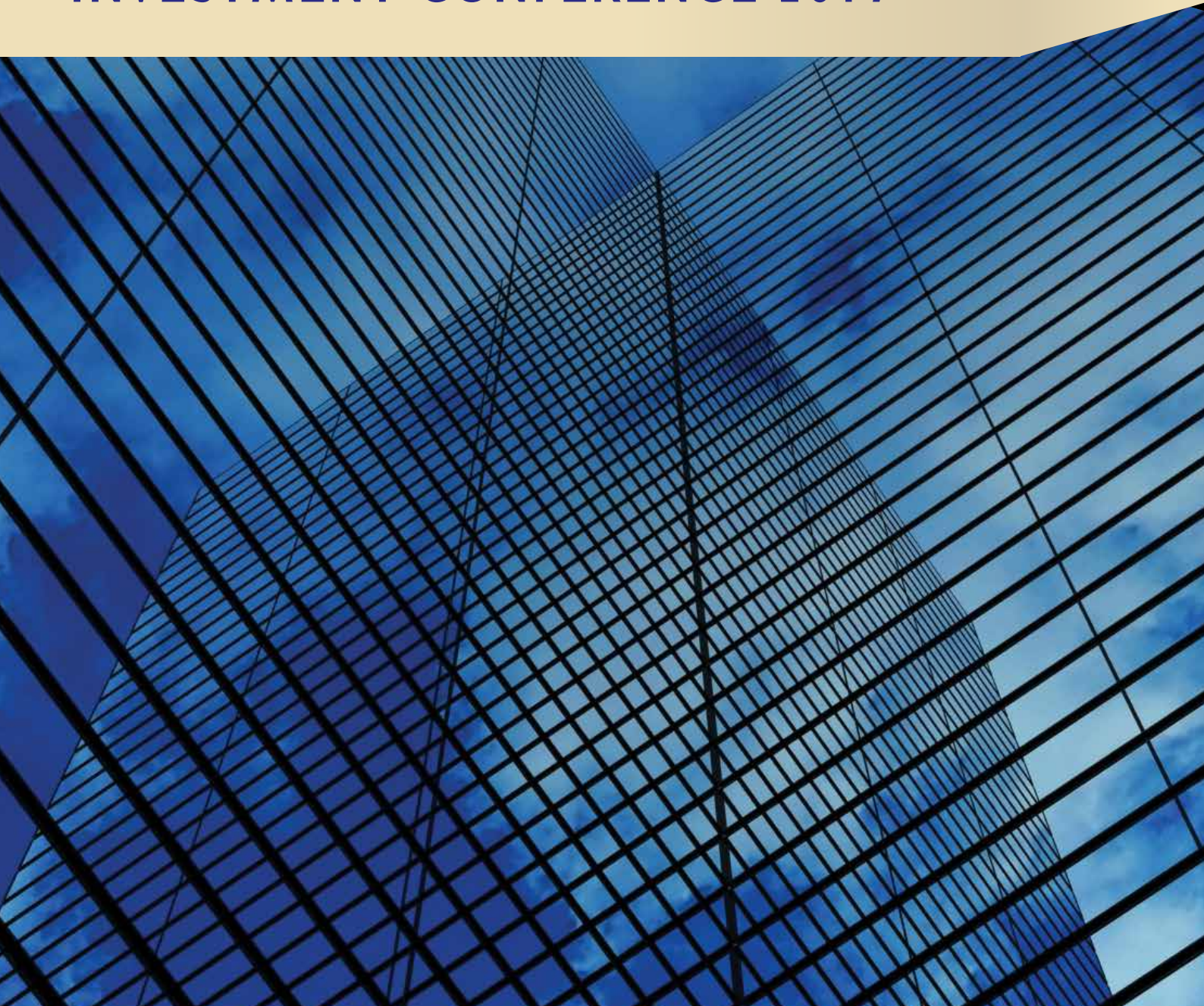




CELEBRATING



# FIFTH IRISH HOTEL INVESTMENT CONFERENCE 2017



Monday 29th May, Ballsbridge Hotel, Dublin 4





# IHF INVESTMENT CONFERENCE 2017

## Conference Background

The Irish Hotels Federation is hosting the fifth Irish Hotel Investment Conference at the Ballsbridge Hotel, Ballsbridge, Dublin 4, on Monday 29th May 2017. Each year this conference provides delegates with expert market insights into important developments in the Irish hotel and finance markets. It is also a forum where you can connect with business leaders and participate in discussions on investment in the Irish hotel industry.

Irish tourism is experiencing record-breaking growth and hotels and guesthouses are optimistic for 2017. We are in a time of extraordinary change and uncertainty in politics, economics, technology and society. The United Kingdom's decision to leave the EU has had an impact on our trading outlook. But, our ability to remain competitive and grow the North American and European Markets can ensure that we keep our momentum going.

Government support through a number of pro-tourism initiatives such as the 9% VAT rate and the strength of the working relationship between the hotel industry and the capital markets remain vital to sustainable growth.

## Conference Content

The conference sessions will cover Hotel Industry Performance and Trends, Hotel Property and Investment Outlook, Strategies for Growing Hotel Profits, Hotel Capital Investment; remaining relevant in a competitive market, Airport Access – a key driver of future Hotel Investment, Banking Solutions and Structured Finance, the Global Economic and Political Climate - implications for the Irish Hotel Industry and industry CEOs' perspectives on 'Ireland 2040 a Vision for hotels'.

## Who Should Attend?

This conference will enable you to gain valuable information on investment in the Irish hotel industry and will be of particular benefit to Independent Hotel Owners, Group CEOs and Executives, General Managers, Financial Officers, Institutional/Private Investors, Industry Advisors, Bankers, Lawyers, Real Estate Agents and Government/State Agency Officials.

## CONFERENCE SPEAKERS



### Joe Dolan, IHF President

Joe is the 36th President of the Irish Hotels Federation. A native of Co. Leitrim and a graduate of Queens University Belfast and Cornell State University, he is owner manager of the Bush Hotel, a three-star property located in the centre of Carrick-on-Shannon. Dating back to the eighteenth century, the 60-bedroom hotel is one of the oldest in Ireland. The Bush Hotel is widely recognised for its commitment to environmental sustainability and, in 2009, was the first hotel in Ireland to be awarded the European Union Eco Label, which recognises exceptionally high environmental management and performance. Joe has been an active member of the IHF for many years. He also serves as Chairman of Leitrim Tourism. He has held the position of Chair of the Sligo/Leitrim/Roscommon branch of the Federation and was previously a director of Fáilte Ireland North West.



### Myles Dungan, Conference Chairman

Myles has been hosting current affairs, arts, history and sports programmes on radio and television for more than three decades. He made his name as the anchor of RTÉ Radio's drive time news programmes. He now presents The History Show on RTÉ Radio 1. A Fulbright scholar, Myles was educated at UCD and the University of California, Berkeley and holds a PhD from Trinity College, Dublin.



### David McWilliams, Economist

David McWilliams is one of Ireland's leading economic commentators. His objective is to make economics as widely available and easily understandable on as many platforms as possible. He was the first economist to predict the 1990s "Celtic Tiger" boom and also one of the first to predict that the boom was no more than a credit bubble leading to a major economic crash. As an economist at the Irish Central Bank in the early 1990s, he was part of the team that helped draft the Irish Submission to the Maastricht Treaty. He also advised the Irish authorities during the 1992-93 exchange rate crises. David followed this with 10 years at UBS and BNP before turning to writing and broadcasting. He writes two economics columns in Irish newspapers, is a regular contributor to the Financial Times and the co-founder of the world's only economics festival [www.kilkenomics.com](http://www.kilkenomics.com). David has recently launched his new online economics course – "Economics without Boundaries". He studied economics at Trinity College Dublin and the College of Europe in Bruges.



### Sarah Duignan, Director of Client Relationships, STR

Sarah departed Irish shores in May 2005 having spent seven years in Hotel operations. She joined the HotelBenchmark team at Deloitte in London as a Business Development Executive and as the team re-structured came to manage a number of key international clients in the Account Management team. STR Global was formed in March 2008 following the merger of the HotelBenchmark team with The Bench and Smith Travel Research. In March 2016, the international family of companies united under one brand: STR. As Director of Client Relationships, Sarah regularly attends and presents at hotel group and industry events. She holds an Honours Degree in Translation (German & Spanish) from Dublin City University.



### **Tom Barrett, Head of Hotels and Leisure, Savills Ireland**

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In 2010, Tom Barrett established the Savills Ireland Hotels & Leisure Team. Previously Tom was Commercial Director of Choice Hotels Ireland (24 hotels) and Finance Director of Forte Meridien Hotels & Resorts, Europe & Asia Pacific (55 hotels). Tom also worked for Diageo and Vodafone. He is a Commerce Graduate (UCC) and a Fellow of the Institute of Chartered Management Accountants. Savills Hotels and Leisure conduct strategic reviews and valuations, advise on brands, operators & asset management and transact hotel and leisure assets.



### **Aiden Murphy, Partner, Crowe Horwath**

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Aiden specialises in Corporate Finance & Restructuring. He primarily deals with hotel and leisure projects and works with new and existing owners to assist with acquisitions, expansions, development and disposals of hotels, which has been a significant feature of the improving hotel landscape in recent years. His other projects include refinancing, business monitoring, examinerships and trading receiverships. For the past 18 years Aiden has produced the Ireland Annual Hotel Industry Survey which acts as a benchmark report for the industry. Aiden is a qualified Chartered Accountant & Financial Advisor with over 20 years experience. He consults with business owners/operators and financial institutions on financial restructuring, business and strategic planning and recommendations on operational efficiencies.



### **Gerardo Larios Rizo, Head of Hospitality, Bank of Ireland**

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Gerardo joined Bank of Ireland Business Banking as Head of Hospitality in November 2012 after more than 15 years working in a number of roles in the hospitality sector. His wealth of experience includes hotels and restaurants in Mexico, USA, Switzerland and Ireland where he spent 7 years with the Rezidor Hotel Group (Radisson). He also spent 4 years with the Dalata Hotel Group reviewing the financial performance of a number of hotels in Dublin and regionally. Gerardo holds an Associate Degree in Restaurant Management from CESSA, Mexico, a BBA in Hospitality from Les Roches Hotel Management School in Switzerland and a Certificate in Financial Advice.



### **Kevin Toland, Chief Executive, DAA**

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Kevin Toland has been Chief Executive of DAA since January 2013. He was CEO and President of Glanbia USA & Global Nutritionals in the US from 2005-2012 and prior to that held a number of other senior roles with Glanbia in Ireland. He has also worked with Coca-Cola Bottlers in Russia and with Grand Metropolitan in Ireland and Central Europe. He is a Director of ACI Europe and the Irish business group IBEC and a non-executive director and member of the Board of Total Produce.



### **Tony Murphy, Head of Hotels, AIB Corporate Banking**

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Tony Murphy is AIB Corporate Banking's Head of Hotels. An Economics and Finance Graduate (NUI Maynooth), he is a senior relationship banker with over 15 years of corporate banking experience across a wide range of industries. Tony has led AIB's hotel team since 2012 and during this time, AIB has supported the full spectrum of activity in the sector from acquisitions and capital investment projects to senior/mezzanine funding solutions and new build hotel development.



### **Michael Magner, Director, Vienna Woods Hotel**

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Michael has worked in various Hotel related roles including HR Management and Business Development. In 2006 Michael and the Fitzgerald Family purchased the Vienna Woods Hotel in Glanmire. After significant Investment and some very challenging years the 4\* Fitzgerald's Vienna Woods Hotel is now one of Corks leading wedding venues welcoming guests from all over Ireland and beyond. Michael is Director of Visit Cork, the new Collective Tourism Strategy, and is on the Board of Cobh Heritage Centre. He held the role of IHF Cork Branch Chairman for 3 years and is heading up the recently established IHF National Committee on Insurance. Michael studied Hotel Management at Fáilte Ireland (originally CERT) and has an MBS in Human Resources Management from the University of Limerick.



### **Noel Creedon, Managing Director, iNua Partnership**

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Noel is a highly experienced financial services executive with a proven track record of achievement. He has worked for International Financial PLCs and also privately owned advisory firms. He has held senior management roles in Bank of Scotland and Halifax in the UK, as well as establishing a regional head office in the Middle East for a large UK insurer. In 2012, Noel set up iNua Partnership as an expert partner in connecting available capital and strong investment opportunities. iNua Hospitality owns & operates 6 Hotels on behalf of its investor group. He acts as CEO for iNua Hospitality and Executive Chairman of Ditchley Group.



### **Pat McCann, Chief Executive Officer, Dalata Hotel Group plc**

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Pat has over 45 years of experience in the hotel industry, starting his career in 1969 with Ryan Hotels plc. In 1989 he joined Jurys Hotel Group plc as General Manager of its flagship Dublin hotel. He was appointed Operations Director and to the Main Board of the group in 1994 and, subsequently, in 2000 he became CEO of Jurys Doyle Hotel Group plc. Pat became the CEO of Dalata in 2007. He has held a number of non-executive positions within the hospitality and other industries, including state and public company entities. He was formerly a director of EBS Building Society and Greencore Group plc. He has served as President of the Irish Hotels Federation, Member of the National Tourism Council (Ireland) and a Member of the Irish Tourism Review Group.



### **Paul Higgins, Partner, MHL Hotel Collection**

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Paul is one of the Founders of the MHL Hotel Collection and has played a key role in its recent growth. MHL owns 10 hotels including Intercontinental Hotel, Westin Hotel, Hilton Dublin, Spencer Hotel and Limerick Strand Hotel. Prior to MHL, Paul was a Director of Lalco Holdings (a property development company), a Director of Goodbody Corporate Finance, and an Associate Director of HSBC Investment Bank in London. Paul qualified as a Chartered Accountant with PricewaterhouseCoopers.

7:30am – 9:00am	<b>Registration</b>
8:00am – 9:00am	<b>Continental Breakfast</b>
9:00am – 9:10am	<b>Conference Opening Address</b> – Joe Dolan, President, Irish Hotels Federation and Myles Dungan, Conference Chairman
9:10am – 9:30am	<b>‘Hotel Industry Performance and Trends’</b> Sarah Duignan, Director of Client Relationships, STR
9:30am – 10:00am	<b>‘Hotel Property and Investment Outlook’</b> Tom Barrett, Head of Hotels and Leisure, Savills Ireland
10:00am – 10:30am	<b>‘The Strategies for Growing Profits’</b> Aiden Murphy, Partner, Crowe Horwath
10:30am – 11:15am	<b>Networking Break</b>
11:15am – 11:45am	<b>‘Hotel Capital Investment - remaining relevant in a competitive market’</b> Gerardo Larios Rizo, Head of Hospitality, Bank of Ireland
11:45am – 12:15pm	<b>‘Airport Access - a key driver of future Hotel Investment’</b> Kevin Toland, Chief Executive Officer, DAA
12:15pm – 12:45pm	<b>‘Banking Solutions and Structured Finance’</b> Tony Murphy, Head of Hotels, AIB Corporate Banking
12:45pm – 2:15pm	<b>Networking Lunch</b>
2:15pm – 3:15pm	<b>‘The Global Economic and Political Climate – implications for the Irish Hotel Industry’ followed by Q&amp;A</b> David McWilliams, Economist
3:15pm – 3:45pm	<b>Networking Break</b>
3:45pm – 4:30pm	<b>‘CEO Debate - Ireland 2040 a Vision for hotels’</b> Michael Magner, Director, Vienna Woods Hotel Noel Creedon, Managing Director, iNUA Partnership Pat McCann, Chief Executive Officer, Dalata Hotel Group plc Paul Higgins, Partner, MHL Hotel Collection
4:30pm – 4:45pm	<b>Conference Closing Address</b> Joe Dolan, President, Irish Hotels Federation

## CONFERENCE COST

IHF Members Rate €160 (plus VAT@23%). All Other Delegates €260 (plus VAT @23%).

## HOW TO BOOK

Book online at [www.ihf.ie/investmentconference](http://www.ihf.ie/investmentconference) or complete the attached form. Please complete all sections of the booking form and scan and email to Damien Cronin [conference@ihf.ie](mailto:conference@ihf.ie) or fax to IHF Head Office 01 4974613 by 2pm on Monday 22nd May. It is mandatory that all delegates have booked and paid in full prior to registration between 7.30am and 9.00am on 29th May.

## PARKING AND ACCOMMODATION

Limited parking available at €12 per day in the Ballsbridge Hotel grounds. Accommodation is available on Sunday 28th May at €109 single or €119 double including breakfast. Contact [reservations@ballsbridgehotel.com](mailto:reservations@ballsbridgehotel.com) or call 01 637 9300 and dial 1.