



SEVENTH IRISH HOTEL INVESTMENT CONFERENCE 2019



Wednesday 29th May, Ballsbridge Hotel, Ballsbridge, Dublin 4.



IHF INVESTMENT CONFERENCE 2019

CONFERENCE BACKGROUND

The Irish Hotels Federation is hosting the seventh Irish Hotel Investment Conference at the Ballsbridge Hotel, Ballsbridge, Dublin 4, on Wednesday 29th May 2019. 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.

The hotel industry is a key part of infrastructure in Ireland supporting tourism, foreign direct investment, the domestic economy and communities throughout the country. Expectations have been exceeded in the pace of recovery since the economic crash. But uncertainty around BREXIT and other international vulnerabilities provide a cautionary note on downside risks to the economy. While there is still a positive outlook for growth in tourism and the Irish economy, the changing environment has implications for our approach to financial planning and assessing appropriate levels of equity and debt to support sustainable investment.

Government support continues to be vital for tourism, as an indigenous export industry, in order to maintain sustainable growth in overseas revenue, employment, high quality hotel and other infrastructure and at the same time contribute to regional balance.

CONFERENCE CONTENT

The conference sessions will cover economic outlook, BREXIT and implications for the Irish hotel industry, the changing landscape in hotel property, investor perspectives on hotel acquisition, return on investment criteria for capital investment projects, profit sustainability, financial planning and hotel debt, hotel industry performance in the past, present and future, personal business planning and industry CEOs' perspectives on how to face current challenges.

Brendan Griffin TD, Minister of State at the Department of Transport, Tourism and Sport with special responsibility for Tourism and Sport will address the conference.

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.



Brendan Griffin, Minister of State for Tourism and Sport

Brendan Griffin is Minister of State at the Department of Transport, Tourism and Sport with special responsibility for Tourism and Sport. He is a TD for Kerry since 2011 and previously served as a member of Kerry County Council representing the Dingle Electoral Area. Brendan is married to Róisín and lives with their two sons on the foothills of the Slabh Mish Mountains on the Dingle Peninsula in County Kerry.

CONFERENCE SPEAKERS



Michael Lennon, IHF President

Michael is the 37th President of the Irish Hotels Federation. A fifth generation hotelier with over 25 years' experience in the hotel sector, Michael, together with his wife Joanne McEniff, owns and runs the Westport Woods Hotel, which they bought over twenty years ago. He is a graduate of the College of Catering, Cathal Brugha Street and began his career in Chicago before returning to Ireland, where he initially worked with the Great Southern Hotel Group before joining Brian McEniff Hotels. Michael has been heavily involved in tourism marketing and development with tourism networks in Westport and wider afield in Co Mayo, Sligo and Donegal helping to promote initiatives such as the Wild Atlantic Way at home and abroad. He is a strong advocate of developing similar tourism networks throughout the country.



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.



Tom Barrett, Head of Hotels and Leisure, Savills Ireland

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.



Eimear Fox, Director, Davy Real Estate

Eimear joined Davy Real Estate in 2006 and is responsible for the sourcing, appraisal and management of a diverse portfolio of Irish commercial real estate on behalf of several Davy Real Estate managed funds. Within Davy Real Estate, Eimear is primarily responsible for the acquisition and management of hotels across Ireland for the Strategic Capital Investment Fund ("SCIF"). Working closely with a team of experienced hotel managers, Eimear has been responsible for building up a portfolio of 12 hotels with plans to further growth over the coming years. SCIF is now one of the largest hotel groups in Ireland with over 1,350 keys and c. 1,500 employees. Eimear is a Fellow of the Institute of Chartered Accountants having qualified as a Chartered Accountant and Tax Associate with KPMG.



Gerardo Larios Rizo, Head of Hospitality, Bank of Ireland

Gerardo Larios joined Bank of Ireland in November 2012 after more than 15 years working in a number of roles in the hospitality sector. His wealth of experience includes seven years with the Rezidor Hospitality Group (Radisson Hotels) and over four years with Dalata reviewing the financial performance of a number of hotels around the country. His experience in Bank of Ireland includes two years as a Sector Specialist in intervention and restructuring and four years as the Head of Hospitality dealing with new lending to the Hotels, Bars and Restaurants across the country.



Aiden Murphy, Partner, Crowe

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, expansion, development and disposals of hotels. His hotel projects include refinancing, business monitoring, feasibility studies and operator selection. For the past 20 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. He regularly consults with business owners/operators and financial institutions on financial restructuring, business and strategic planning and recommendations on operational efficiencies.



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.



Oliver Mangan, Chief Economist, AIB

Oliver Mangan is Chief Economist at AIB. He has worked as an economist in financial markets since 1990, first for Davy Stockbrokers and then AIB Treasury. He specialises in macro-economic forecasting and analysis of interest rate and currency markets. He also worked for the Australian Central Bank in Sydney and started his career as an economist in the Irish Civil Service in 1985. He holds a Masters Degree in Economic Science from UCD.



Philip Lowe, Director, Davy Private Clients

Philip has over 20 years' experience in the investment industry and has extensive knowledge and expertise in linking investments and financial planning. He joined Davy in 2002 and has been a director of Davy Private Clients since 2010. He was appointed to the Davy Advisory Investment Committee Board in 2012 which he currently Chairs. He provides financial planning and investment advice to a range of business owners as well as incorporating best practice around inter-generational wealth transfer and financial education to families. Prior to joining Davy, Philip worked for Charles Schwab & Co., California, where he worked in a number of investment roles including that of Senior Investment Specialist. Philip is a CFP professional, a qualified financial adviser QFA, a member of the Irish Stock Exchange and of the Institute of Bankers.



Deirdre McGlone, Former Proprietor, Harvey's Point Hotel

Deirdre is one of the outstanding hoteliers and businesswomen in Ireland. Following her graduation from University of Limerick with a degree in European Studies, Deirdre played a pivotal role in the development of the multi-award winning Harvey's Point Hotel, Lough Eske, Donegal. Deirdre is a member of the 'Going for Growth' women in business community, a member of the Tourism Leaders Group, set up to help shape government policy to 2025 and a board member of Donegal Tourism. In 2015, Deirdre was awarded 'Donegal Person of the Year'. After 30 years in business, 2019 marks the year in which the Gysling family decided to sell Harvey's Point to allow a new owner write the next chapter of the story.



Pat McCann, Chief Executive Officer, Dalata Hotel Group plc

Pat has nearly 50 years of experience in the hotel industry, having embarked upon 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 Jurys Hotel Group plc in 1994 and, subsequently, in 2000 he became CEO of Jurys Doyle Hotel Group plc. Pat founded and became CEO of Dalata Hotel Group plc in 2007. He is a non-executive director of a number of private companies and IBEC. Pat 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. Pat has served as President of the Irish Hotels Federation, was a Member of the National Tourism Council (Ireland) and a Member of the Irish Tourism Review Group.



Sean O'Driscoll, Chief Operating Officer, iNua Hospitality plc

Sean is Chief Operating Officer of iNua Hospitality plc with responsibility for reviewing acquisition opportunities, transitioning new properties into the portfolio and overseeing all operational aspects of iNua's eight hotels in regional Ireland. Sean studied Hotel & Catering Management at Galway Institute of Technology and subsequently worked with The Intercontinental Hotel Group in Geneva. He has held the positions of General Manager at the 5-Star Muckross Park Hotel, the Great Southern Hotel Group (Dublin, Galway & Parknasilla) and The Brehon. Sean is Vice President of the Irish Hotels Federation and has previously served as Chairman of the IHF Kerry Branch and National President of SKAL, a worldwide tourism organisation.



Michael Vaughan, Proprietor, Vaughan Lodge Hotel

Michael Vaughan is the proprietor of Vaughan Lodge Hotel, Lahinch along with his wife Maria. A fourth generation hotelier and graduate of GMIT, Michael grew up in the family business but pursued a career with Jurys Hotel Group and other leading hotels such as Dromoland Castle before constructing his own hotel in Lahinch which opened in 2005. A past President of the Irish Hotels Federation, Michael is very active in the Education and Training area and represents the IHF on a number of Educational Boards and National Training Fora. He is a passionate activist for the development of Regional Tourism. Having weathered the recession he is just finishing a substantial expansion of Vaughan Lodge and has a very current view of the challenges facing the rural hotelier.



Niall Rochford, General Manager, Ashford Castle

Niall Rochford is General Manager of Ashford Castle, the luxurious five-star resort hotel on the banks of Lough Corrib. Niall completed his Hotel Management Training and Degree in Business Studies at The Dublin College of Catering going on to become the Deputy General Manager at Dromoland Castle before moving to Ashford Castle in 2002. Under his management Niall has seen Ashford Castle undergo a multi-million euro refurbishment since passing into the hands of the Red Carnation Hotel Collection. He has successfully steered his team to winning a number of leading industry awards including: Virtuoso Best Hotel in the World 2015, Travel + Leisure Best Hotel Resort in UK & Ireland 2016 and AA Hotel of the Year 2017. His personal accomplishments include IHI Hospitality Manager of the Year 2013 and Red Carnation Collection Hotel Manager of the Year 2016.

7.30am - 9.00am	Registration
8.00am - 9.00am	Continental Breakfast Conference water sponsored by 
9.00am - 9.15am	Conference Opening Address Michael Lennon, President, Irish Hotels Federation and Myles Dungan, Conference Chairman
9.15am - 9.45am	'Hotel Property, a changing landscape' Tom Barrett, Head of Hotels and Leisure, Savills Ireland
9.45am - 10.05am	'Hotel Acquisition - Investor Perspectives' Eimear Fox, Director, Davy Real Estate
10.05am - 10.30am	'Capital Investment Projects - ROI Criteria' Gerardo Larios Rizo, Head of Hospitality, Bank of Ireland
10.30am - 11.00am	Networking Break
11.00am - 11.25am	'Profit Sustainability, Financial Planning and Hotel Debt' Aiden Murphy, Partner, Crowe
11.25am - 11.45am	'Hotel Industry Performance - Past, Present and Future' Sarah Duignan, Director of Client Relationships, STR Global
11.45am - 12.15pm	'Economic Outlook and BREXIT, implications for the Irish Hotel Industry' Oliver Mangan, Chief Economist, AIB
12.15pm - 12.30pm	Conference Address Brendan Griffin TD, Minister of State at the Department of Transport, Tourism and Sport with special responsibility for Tourism and Sport.
12.30pm - 2.00pm	Networking Lunch
2.00pm - 2.40pm	'Is 2019 the year to focus on your own personal business plan?' Deirdre McGlone, Former Proprietor, Harvey's Point Hotel Philip Lowe, Director, Davy Private Clients
2.40pm - 3.25pm	'CEO Debate – Facing the Challenges' Pat McCann, Chief Executive Officer, Dalata Hotel Group plc Sean O'Driscoll, Chief Operating Officer, iNua Hospitality plc Niall Rochford, General Manager, Ashford Castle Michael Vaughan, Proprietor, Vaughan Lodge
3.25pm - 3.30pm	'Conference Closing Address' Michael Lennon, President, Irish Hotels Federation

CONFERENCE COST

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

HOW TO BOOK

Online at www.ihf.ie/investmentconference or complete all sections of the booking form and scan and email to Carol Bergin at conference@ihf.ie or fax to IHF Head Office 01 4974613 by 1pm on Friday 24th May.

PARKING AND ACCOMMODATION

Limited parking available at €12 per day in the Ballsbridge Hotel grounds. Please note that this is on a first come, first served basis. Parking tickets to be validated at reception on departure. Limited accommodation is available on Monday 28th at €189.00 single and €199.00 double, including breakfast. Contact reservations@ballsbridgehotel.com or call 01 637 9300 and dial 1.

