



FOURTH IRISH HOTEL INVESTMENT CONFERENCE 2016



Thursday June 16th, Ballsbridge Hotel, Dublin 4



IHF INVESTMENT CONFERENCE 2016

Conference Background

The Irish Hotels Federation is hosting the fourth Irish Hotel Investment Conference at the Ballsbridge Hotel, Ballsbridge, Dublin 4, on Thursday 16th June 2016. This Conference has established its reputation for consistently providing delegates with expert market insights into important developments in the Irish hotel and related finance markets and also as a forum where you can connect with business leaders and participate in discussions on investment in the Irish hotel industry.

In 2015 we saw record overseas visitor numbers which have been followed by further increases this year. Room occupancy rates in Dublin are among the highest in Europe although regional rates lag somewhat behind. Over the coming years, sustainable growth and our continued competitiveness will be influenced greatly by the strength of the working relationship between the hotel industry and the capital markets and the orderly elimination of overhanging debt.

Conference Content

The conference sessions will cover the progress being made on restoring financial sustainability to the Irish hotel industry, hotel property trends and investment outlook, hotel performance and investment feasibility, funding gaps and success factors in financing hotels, loan book sales, recent developments in banking solutions and MBOs, hotel investor perspectives and capacity growth in Dublin.

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.

The newly appointed Minister for Transport, Tourism and Sport, Shane Ross TD, will open and address the conference.



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.



Professor Alan Ahearne, Economist

Professor and Head of Economics at the NUI Galway, Alan is also a Member of the Commission (Board) of the Central Bank of Ireland and Adviser to the IMF. Alan served as Special Adviser to the former Minister for Finance Brian Lenihan from March 2009 until March 2011. Previously, he worked as a Senior Economist at the Federal Reserve Board. Alan holds a PhD in economics from Carnegie Mellon University.



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.



Aiden Murphy, Partner, Crowe Horwath

Aiden specialises in Corporate Finance & Restructuring. He primarily deals with hotel, tourism and leisure projects and works with new and existing owners to assist with acquisitions, development and disposals of hotels, which has been a significant feature of the changing hotel landscape in recent years. His other projects include property development, 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

Gerardo joined Bank of Ireland Business Banking as Head of Hospitality in November 2012 after more than 15 year 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.



David O'Kelly, Partner, Corporate Finance, KPMG

David O'Kelly is a Partner in KPMG Corporate Finance and advises private Irish companies on financing and M&A. David has worked in corporate finance for over 15 years and in that time has advised on many complex corporate, leisure and property transactions with a capital value in excess of €1 billion. He has strong relationships with debt & equity funders in Ireland and the UK and a deep insight into transaction structuring and execution.



Owen Travers, Director, AIB Corporate Banking

Owen holds a Degree in Finance from Trinity College Dublin and is a Fellow of the Association of Chartered Certified Accountants. He has over 17 years finance experience with AIB Corporate Banking. Owen is responsible for the Corporate Hospitality and Transport portfolios within AIB and has built up significant experience in the hotel sector over the last number of years. He previously held positions as the Deputy Head of European Real Estate.



Stephen McNally, Deputy Chief Executive, Dalata Hotel Group Plc

Stephen McNally is Deputy Chief Executive of the Dalata Hotel Group Plc, the largest hotel operator in Ireland and a Past President of the Irish Hotels Federation. He completed his hotel studies in Rockwell Hotel and Catering School. During his career, Stephen gained extensive experience with Ramada Hotels in the UK and Germany, completing the Ramada management development programme. He subsequently joined Jurys Hotel Group Plc where he spent 17 years with the company. In 2007 he became Director and Deputy Chief Executive of Dalata, with overall responsibility for the Group's hotel operations. He is currently a member of the Tourism Leadership Group and the Central Marketing Partnership Group.



Michael McElligott, Chief Executive, Tetrarch Capital

Michael has over 15 years of experience in real estate investments and developments in the hotel, residential and office sectors in Ireland, the UK, Eastern Europe and the US. He co-founded Tetrarch Capital in 2011 and has overseen its growth from a standing start into one of Ireland's leading real estate investment & development platforms. Tetrarch has been particularly active in the hotel & leisure sector, acquiring 8 hotels and one hostel. Tetrarch now has AUM of over €500m and a development pipeline with a projected GDV of €250m+. A number of the firm's Dublin city centre sites will be developed for hotel, aparthotel and/or hostel use. Michael is a qualified solicitor in Ireland and former attorney-at-law for the State of New York.



Colm Neville, Proprietor, Riverside Park Hotel & Portlaoise Heritage Hotel

Colm first got involved in the Hospitality Industry in 1998 when the family built and opened the Riverside Park Hotel, Enniscorthy. He recently bought and is currently renovating the 110 bedroom Portlaoise Heritage Hotel. He also bought and developed The Crown Bar, Wexford. Colm has served on IHF Council for the past 7 years and has been a member of management for 5 of those years. Chair of VisitWexford, Colm also represents the IHF and Irelands Ancient East sitting on the recently formed Strategic Committee, Leisure Tourism Partnership with Fáilte Ireland and Tourism Ireland to consider strategies needed to sustain inbound growth and improve both the regional and seasonal distribution of tourism gains within the country.



John McEniff, Associate, Fitzpatrick Associates Economic Consultants

John is currently a director of two Dublin hotels (the Camden Court and Grand Canal Hotels) and an economic consultant with Fitzpatrick Associates. His hotel experience includes stints in the hotel industry from 1982 to the present in roles as varied as financial controller (Great Northern Hotel, Bundoran), general manager (Mount Errigal Hotel, Letterkenny) and group chief executive (Cara Hotels CEO and joint CEO of McEniff Hotels with Brian McEniff). He has degrees from Trinity College Dublin, University of British Columbia and the Open University.

7:30am – 9:00am	Registration
8:00am – 9:00am	Continental Breakfast Conference water sponsored by 
9:00am – 9:30am	Conference Opening Address – Shane Ross, TD, Minister for Transport, Tourism and Sport, Joe Dolan, President, Irish Hotels Federation and Myles Dungan, Conference Chairman
9:30am – 10:00am	'Progress on Restoring Financial Sustainability to the Irish Hotel Industry' followed by Q&A – Professor Alan Ahearne, Economist
10:00am – 10:30am	'Hotel Property Trends and Investment Outlook' Tom Barrett, Head of Hotels and Leisure, Savills Ireland
10:30am – 11:00am	'Hotel Performance and Investment Feasibility' Aiden Murphy, Partner, Crowe Horwath
11:00am – 11:30am	Networking Break
11:30am – 12:00pm	'Funding Gaps and Issues – Success Factors in Financing Hotels' Gerardo Larios Rizo, Head of Hospitality, Bank of Ireland
12:00pm – 12:30pm	'Loan Book Sales – Their Role in the Irish Hotel Sector' David O'Kelly, Partner - Corporate Finance, KPMG
12:30pm – 2:00pm	Networking Lunch
2:00pm – 2:30pm	'Recent Developments in Banking Solutions and MBOs' Owen Travers, Director, AIB Corporate Banking
2:30pm – 3:30pm	'Hotels - Investor perspectives' Stephen McNally, Deputy Chief Executive, Dalata Hotel Group Plc Michael McElligott, Chief Executive, Tetrarch Capital Colm Neville, Proprietor, Riverside Park Hotel & Portlaoise Heritage Hotel
3:30pm – 4:00pm	Networking Break
4:00pm – 4:30pm	'Capacity in Dublin, Pipeline for Growth' John McEniff, Associate, Fitzpatrick Associates Economic Consultants Discussion Panel
4:30pm – 4:45pm	Conference Closing Address 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

Please complete all sections of the booking form, scan and email to Carol at conference@ihf.ie or fax to IHF Head Office 01 4974613 by 1pm on Monday 13th June. It is mandatory that all delegates have booked and paid in full prior to registration between 7.30am and 9.00am on 16th June.

PARKING AND ACCOMMODATION

Limited parking available at €12 per day in the Ballsbridge Hotel grounds. A limited number of rooms are available on Wednesday 15th June. Please contact Carol Bergin, Irish Hotels Federation on 01 4976459 or by email – conference@ihf.ie before 7th June if you wish to book accommodation.

