

ITHIC

ITALIAN HOSPITALITY
INVESTMENT CONFERENCE

AGENDA

17TH & 18TH October 2024 • Hotel Villa Pamphili, Rome



SHOWING YOU THE FUTURE

PATRON PARTNERS

CBRE

 **energon**
sinergie per innovare

MAIN PARTNER

MAIN SPONSOR

ORGANIZED BY

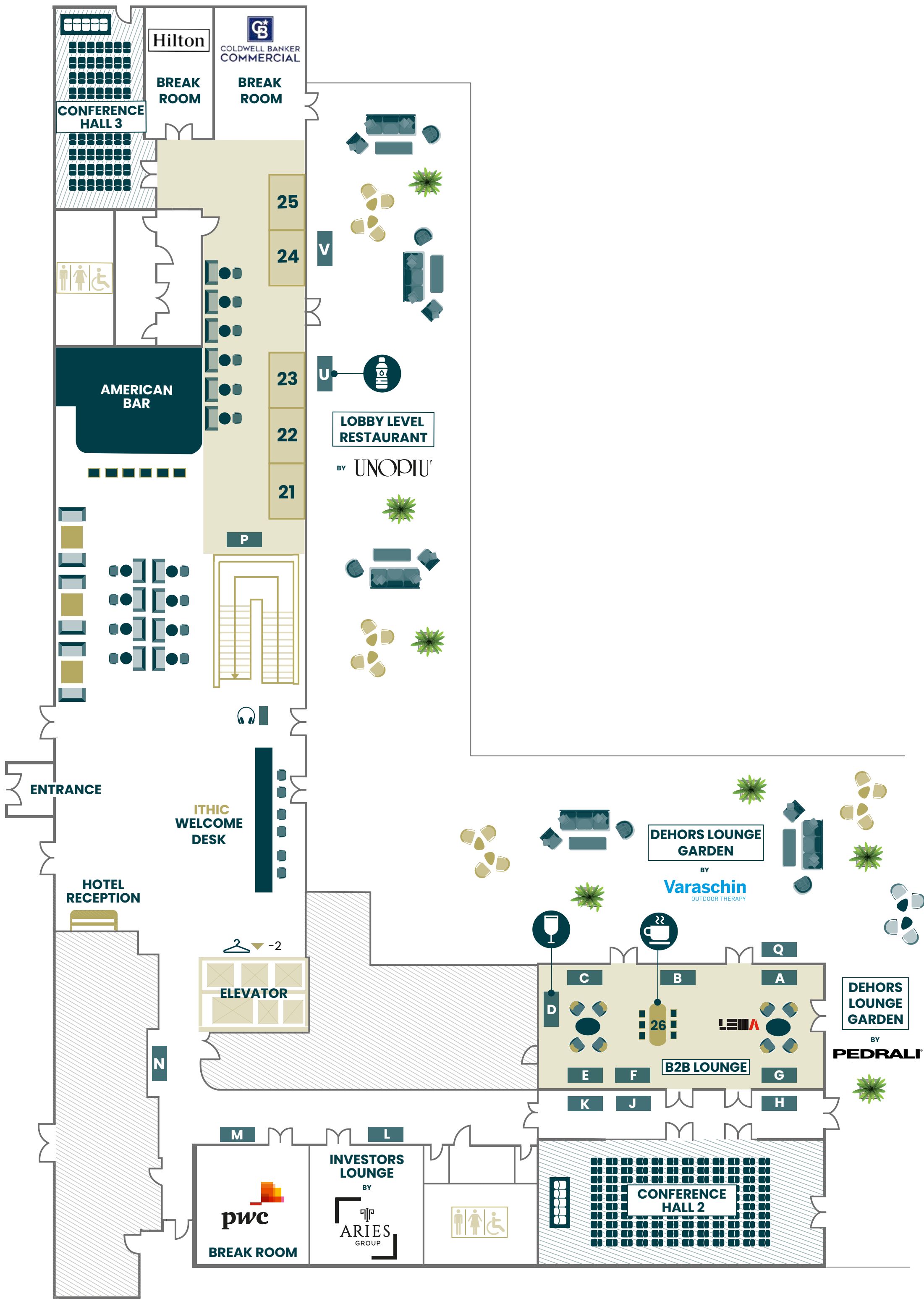


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LOCATION • LOBBY LEVEL



- A Delius
- B PwC
- C Nivula
- D Casale del Giglio
- E 3TI Progetti
- F Amapa Hotels
- G Apir
- H THRENDIS
- J Dorelan

- K Vannucci Piante
- L Aries Group
- M PwC
- N BE Hotel
- P Aries Group
- Q Garnet Hospitality Partners
- U Wami
- V StreetFoody

- 21 SM'art
- 22 Deloitte Legal
- 23 Matrix
- 24 Dormakaba
- 25 Quimmo
- 26 Lavazza

- Headphones for simultaneous translation
- Wardrobe

FOOD & BEVERAGE

26
Coffee Station
Lavazza

U
Mineral water
Wami

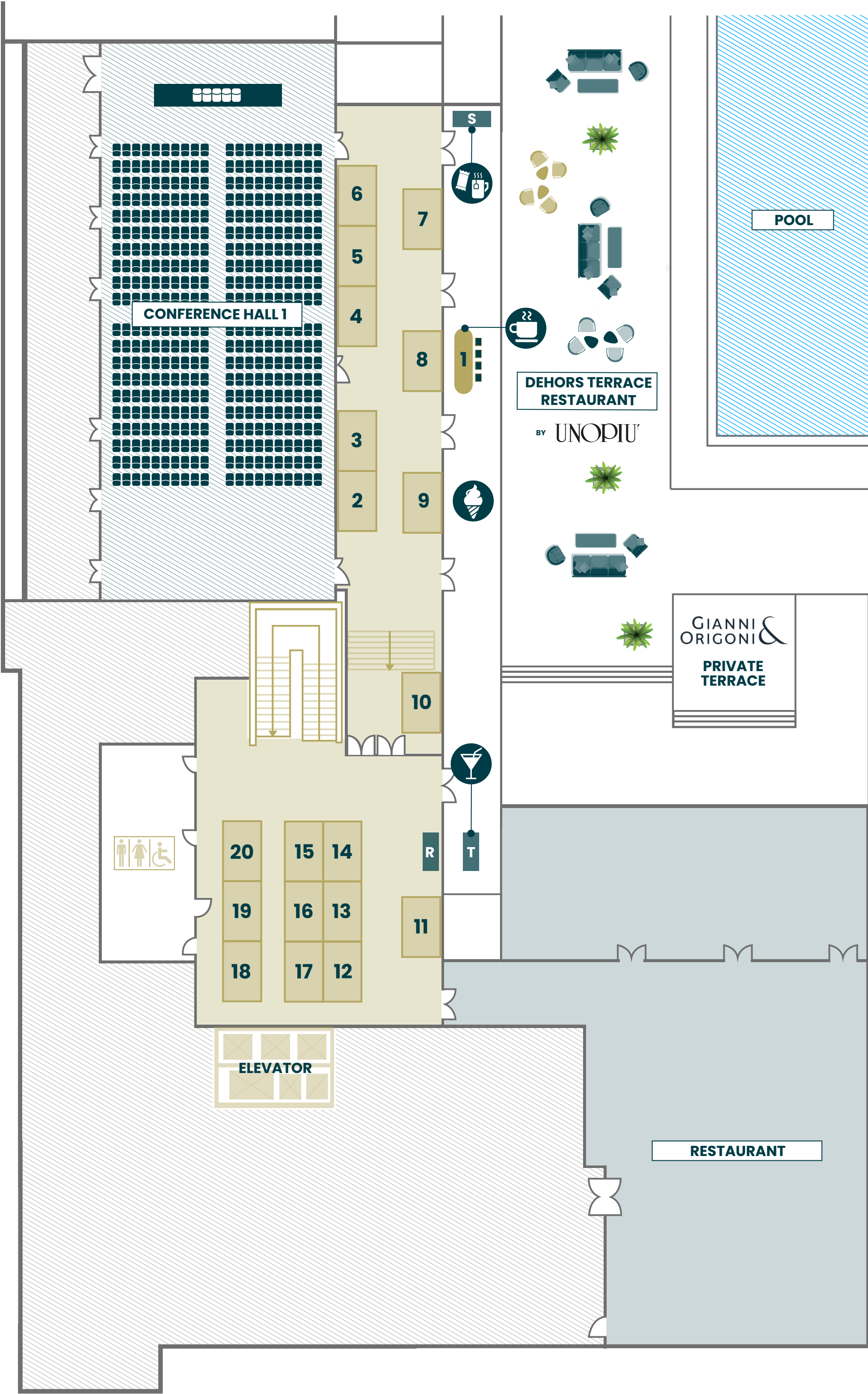
D
Wine Tasting
Casale del Giglio

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LOCATION • TERRACE LEVEL



- R

S

T

1

2

3

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5

MillerKnoll
Domori
Select Aperitivo – Gruppo Montenegro
Lavazza
CBRE
SPERI
IHG Hotels & Resorts
BonelliErede
- 6

7

8

9

10

11

12

13

Marriott International
ITA - Agenzia ICE
Accor
Coldwell Banker Commercial
Lutron
Hilton
HNH Hospitality
WCG + Progetto CMR
- 14-15

16

17

18

19

20

Energion
BWH Hotels Italia
Wegreenit
Radisson Hotels
Gascon Group
Colliers Italia

FOOD & BEVERAGE

22

1

Coffee Station
Lavazza

333

S

Tea & Chocolate
Domori

333

T

Cocktail
Select Aperitivo – Gruppo Montenegro

333

Gelato

Bon Giò

ITHIC

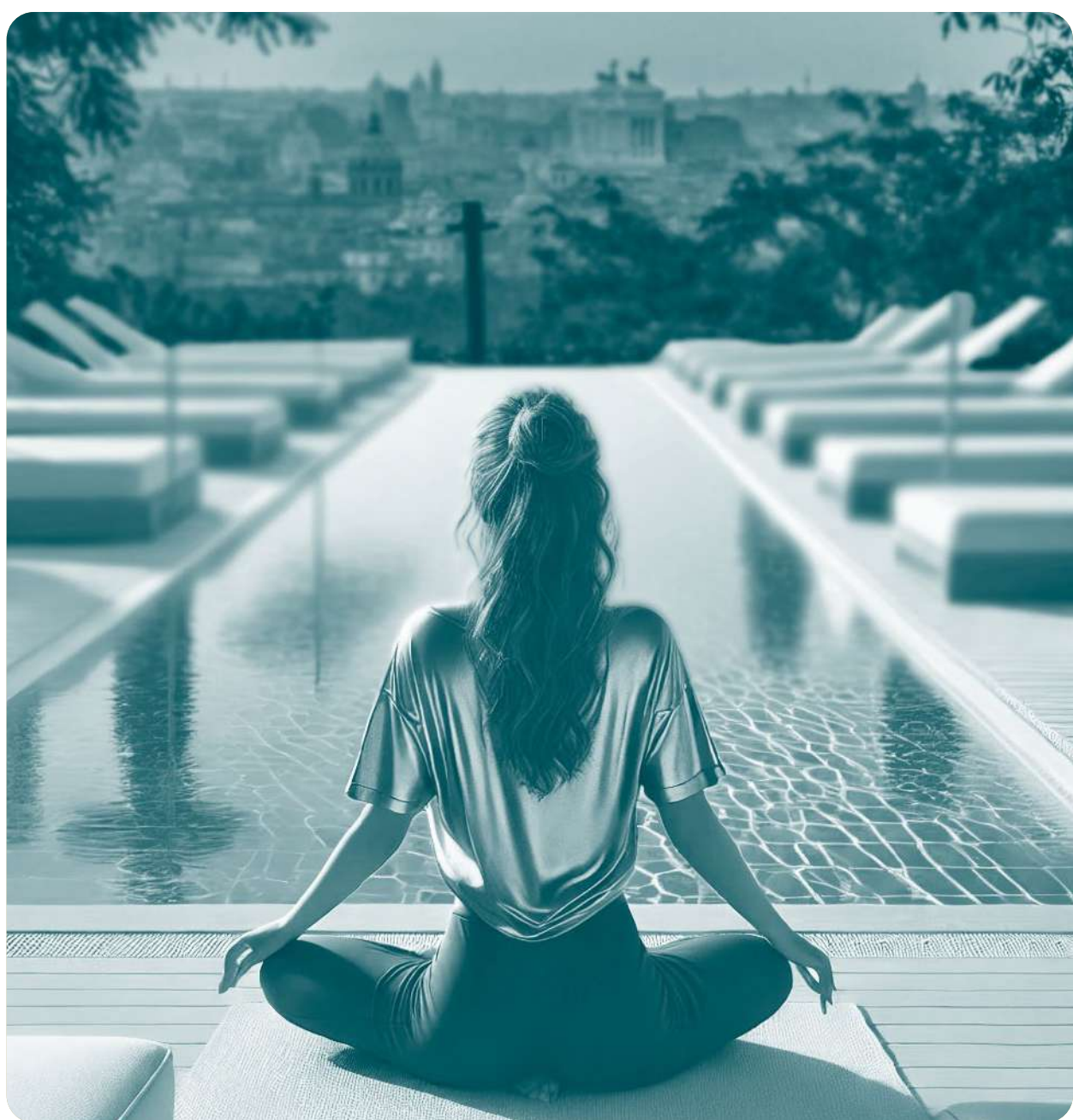
ITALIAN HOSPITALITY
INVESTMENT CONFERENCE

17th October 2024 • Hotel Villa Pamphili Rome

DAY ONE AGENDA

Welcome
TO ITHIC 2024

SHOWING YOU THE FUTURE



08:00 | SWIMMING POOL

MORNING YOGA



09:00 | WELCOME DESK

REGISTRATION

17th October 2024 • Hotel Villa Pamphili Rome

DAY ONE AGENDA

10:00 |   

HALL • 1

Salutations Introducing ITHIC 2024

Mauro Santinato, President – *Teamwork*

Giorgio Ribaudo, Managing Director – *THRENDIS*

Roberto Gualtieri, Mayor of Rome

Mirko Baldini, CEO Italy – *CBRE*



INTRODUCTION

10:20 |   

HALL • 1

Talks and Data on Global Perspectives Framing Italy within EU in 2025–2026

Livio Stracca, Deputy Director General
Macprudential Policy & Financial Stability –
European Central Bank



PERFORMANCE

10:30 | 

HALL • 2

Talks about the new: formats, models, design A revolution is going on: Will Design Apartments Outshine Lifestyle Hotels?

Jerome Lassara, EVP Development –
Ennismore

Dr. Joseph Vollmayr, Co-Founder & Managing
Director – *limehome*

Moderator:

Nicola Delvecchio, Strategic Hospitality
Advisor – *Teamwork*



PROJECT

10:40 |   

HALL • 1

Talks and Data on Global Perspectives What makes Italy and the Mediterranean attractive in the long run

David Goodger, Managing Director
of Tourism Economics EMEA –
Oxford Economics



PERFORMANCE

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DAY ONE AGENDA



11:00 | B2B LOUNGES

COFFEE BREAK

11:30 |   

HALL • 1

**Fireside interview with
Simon Vincent**
Global perspectives for
hospitality and the role of the
European Market

Simon Vincent, Executive Vice President &
President Europe, Middle East & Africa – *Hilton*

Moderator:

Alexi Khajavi, President Hospitality,
Travel & Wellness – *Questex*



MARKETS

11:30 | 

HALL • 2

Investment Opportunities
Real Estate in Italy:
a blend of public heritage
and innovation

Marco Cito, Head of the Foreign Investments
Attraction Office – *ITA – Agenzia ICE*

Fabio Guerra, Strategic Advisor for Foreign
Direct Investment – *Invitalia*



INVESTMENTS

11:30 | 

HALL • 3

**Talks about the new
formats, models, design**
Hybrid is the new black in
hospitality design: is it a fad
or real trend?

Massimo Barbera, Architect and Creative
Director – *LupoiDesignStudio powered by
Speri*

Alessandra Scardaoni, Deputy Business Unit
Manager – *Artelia*

Fabio Coppola, Founder and Chief Visionary
Officer – *YELLOW SQUARE*

Moderator:

Nicola Delvecchio, Strategic Hospitality
Advisor – *Teamwork*



PROJECT

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DAY ONE AGENDA

11:45 |   

HALL • 1

**Fireside interview with
Karin Sheppard**
European perspectives
for hospitality and its role
in the global market

Karin Sheppard, Managing Director Europe –
IHG Hotels & Resorts

Moderator:

Alexi Khajavi, President Hospitality,
Travel & Wellness – *Questex*



INVESTMENTS

12:00 | 

HALL • 2

**Talks and Data on
Global Perspectives**
What's going on in hospitality
real estate in Italy:
a market update

Marco Comensoli, Head of Hotels & Leisure –
Colliers Italia

Guido Castellini, Senior Advisor –
Coldwell Banker Commercial

Moderator:

Carine Bonnejean, Managing Director Hotels –
Christie & Co



INVESTMENTS

12:00 | 

HALL • 3

Alternative Investments
Financing student housing
through innovative and public
finance

Luca Turco, Chief Executive Officer –
Praemia REIM Italy SGR

Maurizio Carvelli, CEO & Founder – *Camplus*

Moderator:

Emanuela Molinaro, Partner –
Simmons & Simmons



ALTERNATIVE INVESTMENTS

12:15 |   

HALL • 1

**Talks and Data on Global
Perspectives**
Most relevant trends
in profitability. How is Italy
doing vs rest of Europe

Michael Grove, CEO – *Hotstats*



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DAY ONE AGENDA

12:30 | 

HALL • 2

Alternative Investments

Travelling while experiencing
beauty: the new hype
of trains

Paolo Barletta, CEO – *Arsenale Group*

Moderator:

Massimiliano Sarti, Journalist –
HospitalityInside & Travel Quotidiano



ALTERNATIVE INVESTMENTS

12:30 | 

HALL • 3

Talks on Capital Markets

NPL deals: taking advantage
of the Italian stock

Renato Ciccarelli, CEO – Abilio / Founder –
QUIMMO

Cristina Gentile, Hospitality Expert

Moderator:

Leonardo Stassi, Head of Hospitality –
Coldwell Banker Commercial



REAL ESTATE



LOBBY LEVEL RESTAURANT, RESTAURANT,
DEHORS TERRACE RESTAURANT

LUNCH

17th October 2024 • Hotel Villa Pamphili Rome

DAY ONE AGENDA

14:30 |   

HALL • 1

Talks and Data on Global Perspectives

Is hospitality performance set to stagnate in 2025-2026?

Alina Minut, Senior Account Manager for Italy – STR, a CoStar Group company



PERFORMANCE

14:50 |   

HALL • 1

Hospitality Future Talks

Future profits:
market niches and
opportunities

Larry Mogelonsky, Managing Partner – Hotel Mogel Consulting Ltd.



MARKETS

15:00 | 

HALL • 2

Solutions and Deal Structuring in M&A

Supporting international investors in their expansion in Italy: a short guide to success

Alessandro Balp, Leader of Real Estate Focus Team – BonelliErede

Emiliano Russo, Head of Real Estate – Deloitte Legal

Moderator:

Leonardo Stassi, Head of Hospitality – Coldwell Banker Commercial



REAL ESTATE

15:20 |   

HALL • 1

Titans Panel

Will competition drivers change in the Mediterranean and in Italy? Setting a common vision about the next future

Paul Pisani, President – Verdi Hotels

Chema Basterrechea, Global President & Chief Operating Officer – Radisson Hotel Group

Felicity Black-Roberts, Senior Vice President Development EAME – Hyatt

Dimitris Manikis, President for Europe, Middle East, Eurasia and Africa (EMEA) – Wyndham Hotels & Resorts

Moderator:

Terence Baker, News editor, Europe, Middle East & Africa – Hotel News Now / STR



MARKETS

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DAY ONE AGENDA

15:30 | 

HALL • 2

Solutions and Deal Structuring in M&A

From the start to the finish line:
how to make a deal happen

Massimiliano Macaione, Partner –
Gianni & Origoni

Bruno Fondacaro, Partner – *Advant Nctm*

Moderator:

Fabrizio Trimarchi, Development Director
Italy – *Panoram Hotel Management*



REAL ESTATE



15:50 | B2B LOUNGES

COFFEE BREAK

16:20 |   

HALL • 1

Q&A with Sir Rocco Forte

Driving luxury to new frontiers
and formats

Sir Rocco Forte, President –
Rocco Forte Hotels

Moderator:

Alexi Khajavi, President Hospitality,
Travel & Wellness – *Questex*



BRANDING

16:30 | 

HALL • 3

Report Presentation

New Hospitality Book by
Artelia: a full immersion into
construction sites

Lorenzo Felici, Executive Director –
Head of Global Hospitality –
Artelia



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DAY ONE AGENDA

16:50 |   

HALL • 1

Talks on Capital Markets

We will invest in Italy in
2025-2026

Guy David Heksch, Chief Operating Officer –
Omnam Group

Cristina Hoyo, Southern Europe Director –
Covivio Hotels

Grazi Paineli, Managing Director –
Limestone Capital

Moderator:

Domenico Basanisi, Head of Hotels
Investment Properties Italy – *CBRE*



INVESTMENTS

17:20 |   

HALL • 1

Hotel Chains Awards 2024

Celebrating the largest and
fastest growing hotel chains
in Italy – 8 awards

Giorgio Ribaudo, Managing Director – *THRENDS*

Irina Hernandez, Senior Analyst – *THRENDS*



AWARDS

HOTEL CHAINS AWARDS 2024

THRENDS
TOURISM & HOSPITALITY ANALYTICS



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DAY ONE AGENDA

IT'S TIME FOR FUN.
ENJOY!

dorelan
hotel



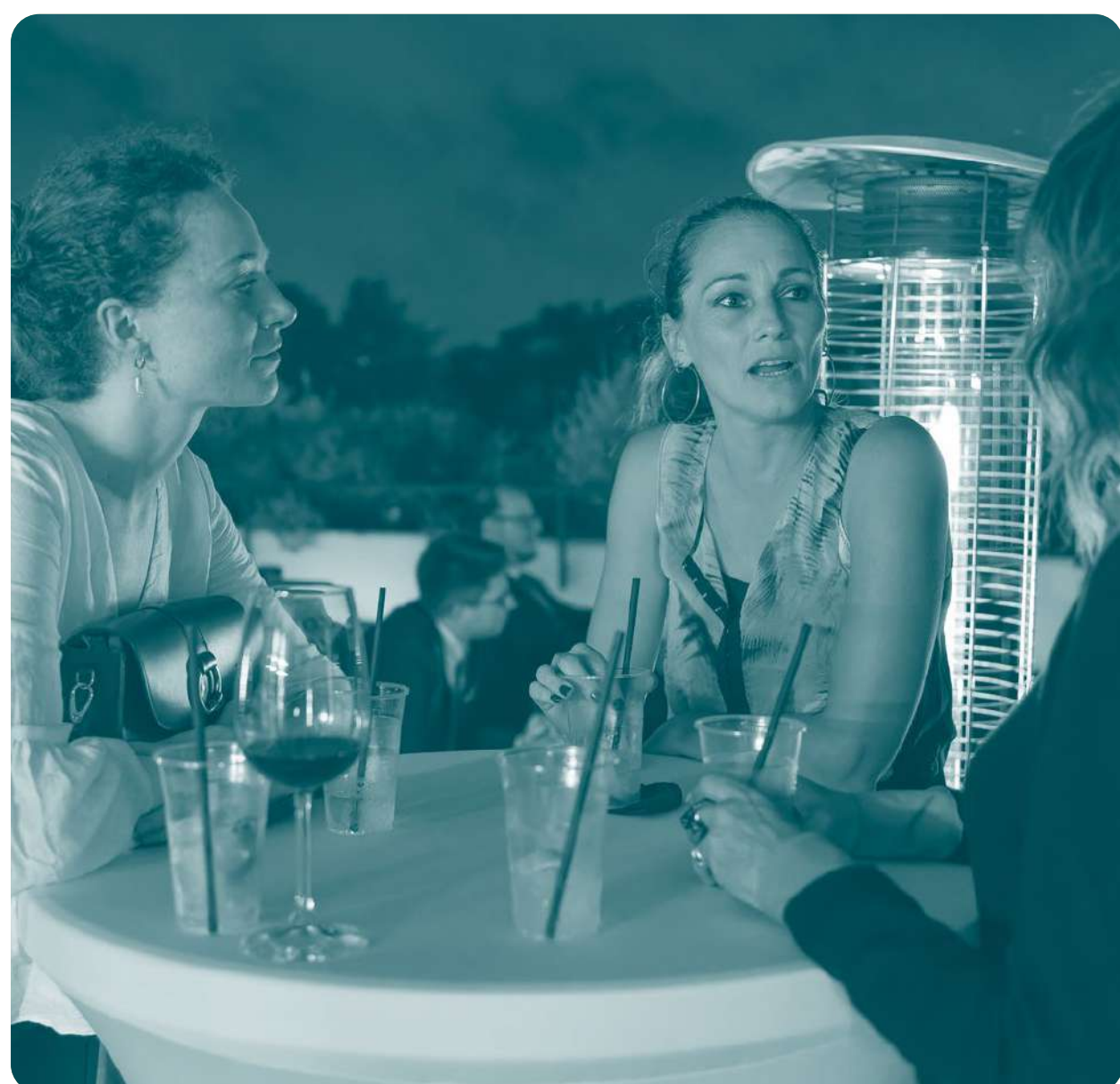
18:00 | DEHORS TERRACE RESTAURANT

TERRACE APERITIF
BY DORELAN



19:30 | RESTAURANT

PARTNERS DINNER
LIMITED ENTRANCE



19:30 | ROOFTOP 5TH FLOOR

STANDING DINNER
FREE ENTRANCE



YELLOWSQUARE



OCT 17
22.00

DJ set & performance by
YellowSquare

22:00 | FOYER FLOOR -2

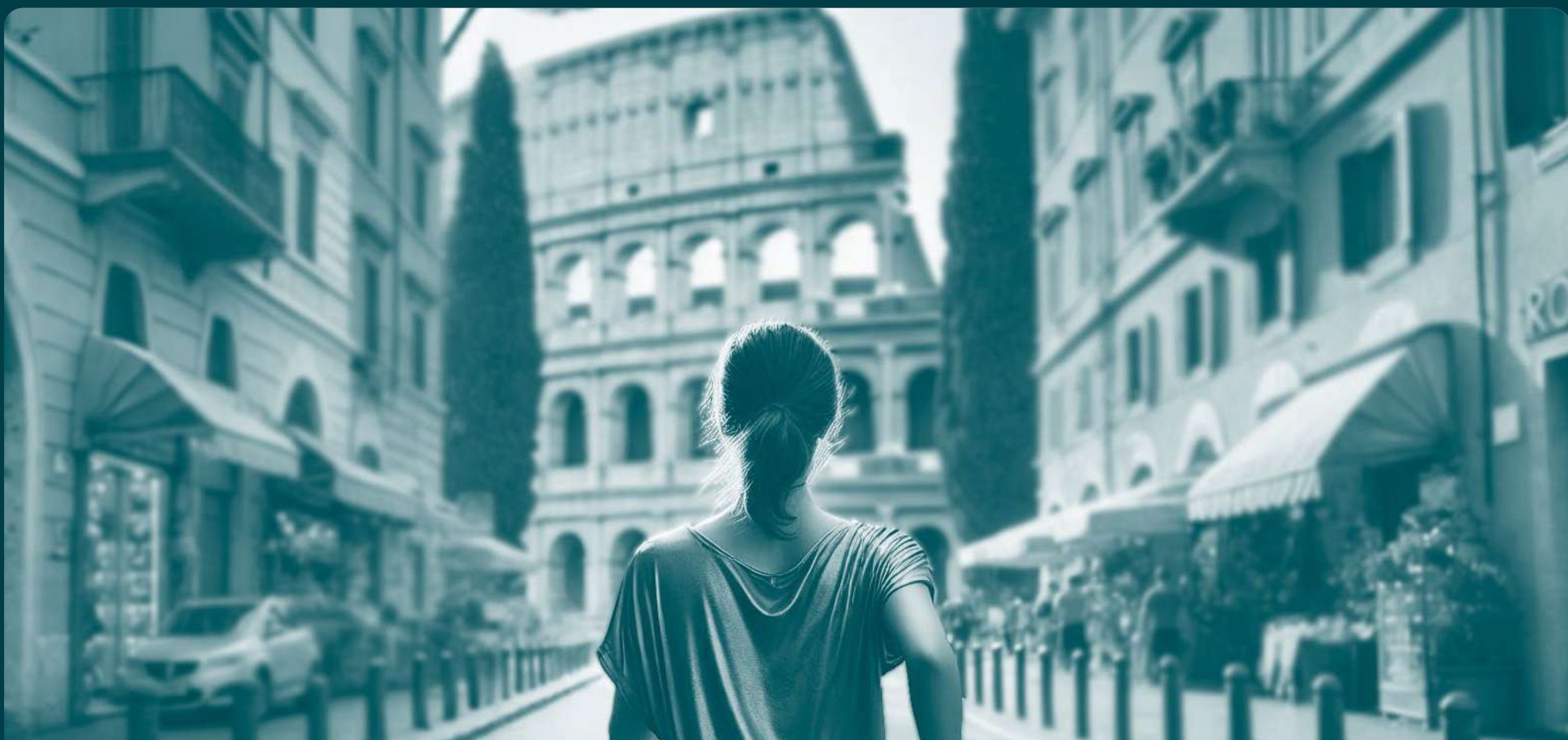
NIGHT PARTY & DISCO
BY YELLOWSQUARE

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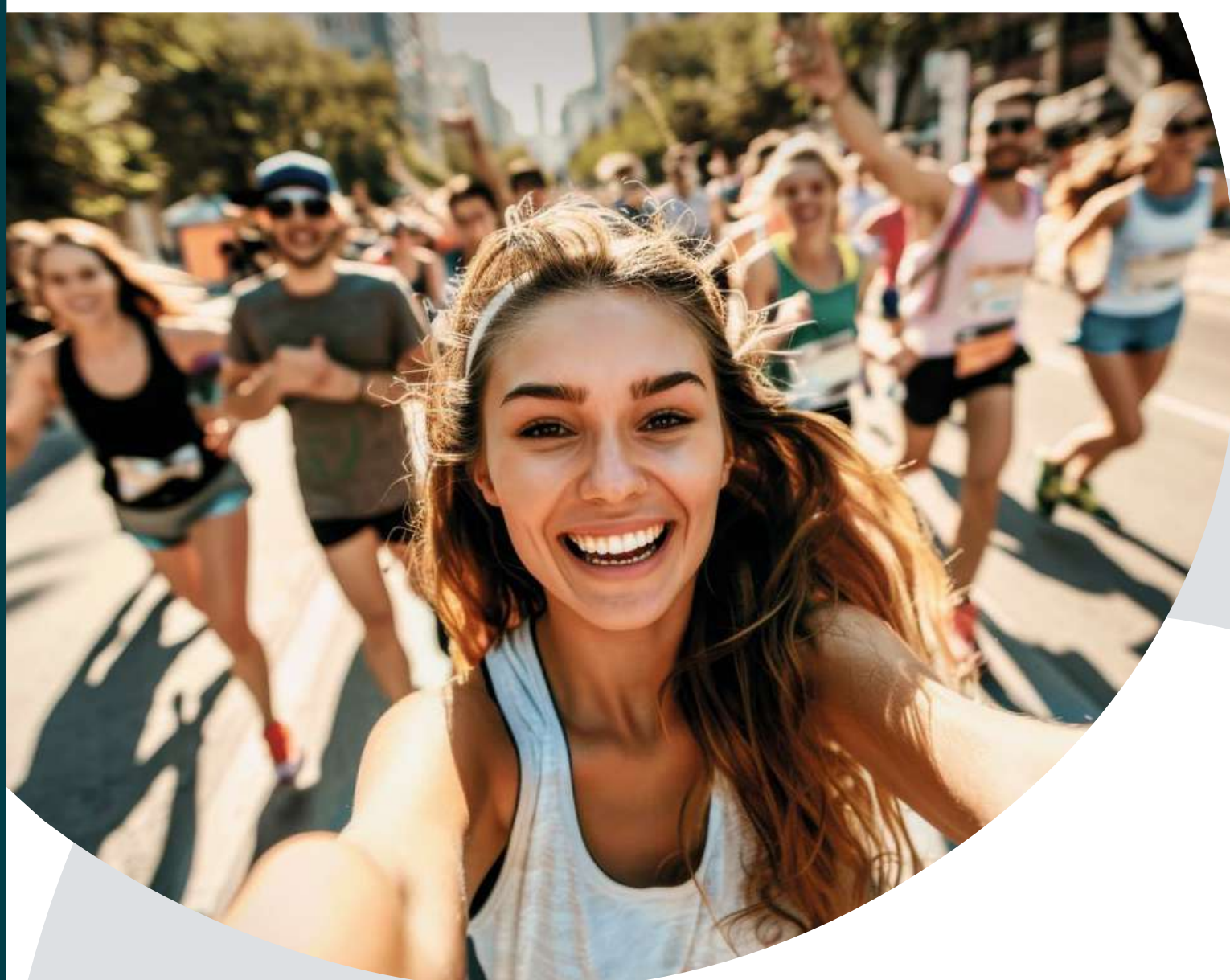
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DAY TWO AGENDA



ROME RUN 5K | 06:45 | HOTEL ENTRANCE

BOOK YOUR PLACE AT *ENERGON* BOOTH



**DISCOVER
ENERGON'S
PROJECTS**

Every Calorie Counts

During the event, **Energon** will convert the calories burned by each participant into economic resources to support **TABGHA**, a project that provides new energy to young people in difficult, promoting their inclusion in workplace and into society.

**Run with Energon
and light up a future!**

18th October 2024 • Hotel Villa Pamphili Rome

DAY TWO AGENDA



08:00
WELCOME DESK

REGISTRATION

08:30 |

HALL • 2

Report Presentation

India is the new opportunity
for Italy. The future of the
Indian incoming beyond
luxury

Giorgio Ribaudo, Managing Director – *THRENDS*

Andrea Agazzani, Senior Consultant – *THRENDS*



MARKETS

09:15 |

HALL • 1

General Remarks and Greetings

Top take-aways from day 1 and
Introducing DAY 2 PROGRAM.
The importance of energy in
hospitality in 2025–2026

Giorgio Ribaudo, Managing Director – *THRENDS*

Paolo Sandàli, CEO – *Energon*



ALTERNATIVE INVESTMENTS

09:30 |

CONFERENCE HALL 2

Talks and Data on Global Perspectives

Adding value synergies:
the strategic triangle of
tourism, culture and agrifood

Massimo Deandreis, General Manager –
SRM Intesa Sanpaolo



PERFORMANCE

09:30 |

CONFERENCE HALL 3

**Talks about the new:
formats, models, design**
Crafting Timeless Hospitality:
Balancing Relationships, Iconic
Design and Innovation

Alessia Genova, Principal – *Tihany Design*



PROJECT

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DAY TWO AGENDA

09:45 |   

HALL • 1

CEOs Panel

Will hotel chains still own assets in the future?

Elisabetta Fabri, President & CEO – *Starhotels Group*

Giorgio Marchegiani, CEO – *Gruppo UNA*

Gabriele Burgio, Chairman & CEO – *Alpitour World*

Linda Hazi, CEO – *Les Domaines de Fontenille*

Moderator:

Giordano Nicoletti, Head of Hotel Operator Selection Europe & Consultancy Italy – *CBRE*



BRANDING

10:00 | 

HALL • 2

Talks and Data on Global Perspectives

Hotel development strategies unveiled: future challenges and ambitious returns for brands in Italy

Alexander Dadak, Vice President, Development, EMEA – *Rosewood Hotel Group*

Ettore Cavallino, Senior Director Development Luxury Brands Europe & North Africa – *Accor*

Moderator:

Terence Baker, News editor, Europe, Middle East & Africa – *Hotel News Now / STR*



PERFORMANCE

10:00 | 

HALL • 3

Talks about the new: formats, models, design

Let's Brand the Future: A New Way of Living Luxury Brands in Residential and Hospitality

Massimiliano Ferrari, CEO – *Corporate Brand*

Moderator:

Nicola Delvecchio, Strategic Hospitality Advisor – *Teamwork*



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DAY TWO AGENDA

10:30 |   

HALL • 1

Talks on Capital Markets

Well-established lenders and investors approaching new emerging hospitality deals

Lorenzo Vianello, Strategic Advisor Real Estate – *Unicredit Banca*

Gabriella Pelosi, Head of Pan Eu Alternative, Retail, Leisure & Hospitality Funds – *Generali Real Estate SGR*

Guido Paci, Head of Specialised Lending – *Monte dei Paschi di Siena*

Moderator:

Raffaella Peloso MRICS, Head of Hotels Valuation Italy – *CBRE*



INVESTMENTS

10:30 | 

HALL • 2

Talks about the new: formats, models, design

The new, the alternative and the hybrid are landing to Italy: a discussion with CX and Yellow Square

Samuele Annibali, CEO – *CampusX*

Fabio Coppola, Founder and Chief Visionary Officer – *YELLOW SQUARE*

Moderator:

Giordano Nicoletti, Head of Hotel Operator Selection Europe & Consultancy Italy – *CBRE*



ALTERNATIVE INVESTMENTS



11:00 | B2B LOUNGES

COFFEE BREAK

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DAY TWO AGENDA

11:30 |   

HALL • 1

Talks on Capital Markets

Owning assets
in the luxury scale:
a challenge in the future?

Olivier Harnisch, Former CEO –
Emaar Hospitality Group Dubai

Robert Mangan, Operating Partner –
Bain Capital

Mario Ferraro, CEO – *Smeralda Holding Group*

Moderator:

Carine Bonnejean, Managing Director Hotels –
Christie & Co



INVESTMENTS

11:30 | 

HALL • 2

All roads lead to Rome

Alessandro Onorato, Councillor –
Rome Municipality

Walter Pecoraro, President Federalberghi Lazio –
CEO G&W Hotels

Emidio Pacini, Founder & CEO – *Pacini Group*

On. Gianluca Caramanna,
Advisor to the *Italian Minister of Tourism*

Moderator:

Massimiliano Sarti, Journalist – *HospitalityInside
& Travel Quotidiano*



MARKETS

12:00 |   

HALL • 1

Hospitality Future Talks

The rise of third-party operated hotels

Guillermo Perez, Managing Partner – *Panoram Hotel Management*

Luca Boccato, CEO – *HNH Hospitality*

Sara Digiesi, CEO – *BWH Hotels Italia & Malta*

Saurabh Chawla, Vice President Transactions – *Westmont Hospitality Group*

Moderator:

Leonardo Stassi, Head of Hospitality – *Coldwell Banker Commercial*



BRANDING

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DAY TWO AGENDA

12:30 |   

HALL • 1

Real Estate Future Talks

Senior living: why, where, how – Introducing an emerging business model and a first report covering Italy

Christophe Clamageran, Founder & President – *Mobicap RED*

Bernard Chittarò, Senior International Advisor – *DGB conseil*

Michele Beolchini, Head of Product Development & Fundraising – *Investire SGR*

Moderator:

Giorgio Ribaudo, Managing Director – *THRENDIS*



ALTERNATIVE INVESTMENTS

12:30 | 

HALL • 3

Real Estate Future Talks

Italian Hotel Real Estate Assets: re-development strategies to generate new value

Gabriele Fiumara, Real Estate Consultant Hospitality – *WCG World Capital Group*

Massimo Roj, CEO – *Progetto CMR*

Moderator:

Fabrizio Trimarchi, Development Director Italy – *Panoram Hotel Management*



REAL ESTATE



LOBBY LEVEL RESTAURANT, RESTAURANT, DEHORS TERRACE RESTAURANT

LUNCH

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DAY TWO AGENDA

14:30 |    **HALL • 1**

**Fireside interview with:
Patrick Mendes**
Rethinking the role of
Midscale & Economy
in 2025-2026

Patrick Mendes, CEO Europe & North
Africa | Premium, Midscale & Economy – *Accor*

Moderator:

Patrick Whyte, Editor-in-Chief –
Hospitality Investor



MARKETS

15:00 |    **HALL • 1**

Talks on Capital Markets
How is financing changing
skin to meet industry growing
needs

Sandro Bicocchi, Head of Institutional
Relations and Research Office – *PwC*



INVESTMENTS


15:00 |  **HALL • 3**

**Talks and Data on Global
Perspectives**
Profitability opportunities for
the boutique hotelier

Larry Mogelonsky, Managing Partner –
Hotel Mogel Consulting Ltd.



PERFORMANCE

15:30 |  **HALL • 3**

Report Presentation
Luxury hotels and resorts in Italy:
the 2024 Report

Giorgio Ribaudo, Managing Director – *THRENDS*

Irina Hernández, Senior Analyst – *THRENDS*



PERFORMANCE



16:00
DEHORS TERRACE RESTAURANT

**FAREWELL
DRINK**

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THANKS TO OUR PARTNERS

PATRON PARTNERS

CBRE

energon

**COLDWELL BANKER
COMMERCIAL
REALTY ADVISORY**

pwc

GOLD PARTNERS

ACCOR

BWH | Hotels

**HNH
HOSPITALITY**

BonelliErede
with LOMBARDI

Colliers

**GIANNI
ORIGONI &**

ITCA
ITALIAN TRADE AGENCY

Deloitte.
Legal

HOTEL CHAINS PARTNERS

**Marriott
INTERNATIONAL**

Hilton

**RHG RADISSON
HOTEL GROUP**

**IHG
HOTELS & RESORTS**

**WYNDHAM
HOTELS & RESORTS**

**MINOR
HOTELS**

**GRUPPO
UNA** | ESPERIENZE
UNAHOTELS
UNAWAY

STARHOTELS
L'ITALIA NEL CUORE

**amapa
hotels**

CX

**ITALIAN
HOTEL
COMPANY**

**B&B
HOTELS**

**ARIES
GROUP**

MANGIA'S

YELLOWSQUARE

PREMIUM PARTNERS

UniCredit

STR

JLL

ARTELIA

SmeraldaHolding

**dorelan
hotel**

BLASTNESS
GROWING YOUR BUSINESS

KPMG

TECHNOGYM

**GRUPPO
BANCA FININT**

GASCÓN
THE ITALIAN
HOTEL & CLINIC
SIGNATURE

GARNET
HOSPITALITY PARTNERS

ADVANT Nctm

**human
COMPANY**

LEIMA

HOTELCUBEWOW
ELEVATE YOUR HOSPITALITY

hotelsdoctors
The hospitality consulting

INTESA SANPAOLO

srm

PANORAM
HOTEL MANAGEMENT

HSL
Hospitality
value

**IRIS
CERAMICA
GROUP**

dormakaba

wegreenit

Lemi
ITALIAN WELLNESS EQUIPMENT

Superfici Creative

MillerKnoll

WCG

PROGETTO CMR
MASSIMO ROJ ARCHITECTS

limehome

SPERI
TOGETHER. TOMORROW.

STARPOOL
wellness concept

SIMMONS

STS
HOTEL

ZUCCHETTI

**DATA
APPEAL**
ALMAWAVE GROUP

Jacobs
Challenging today.
Reinventing tomorrow.

UNOPIU

**GRUPPO PUDDU
COSTRUZIONI**

Varaschin
OUTDOOR THERAPY

GRANDIMPIANTI
ENGINEERING & CONTRACTING

perdormire
hotel sweet hotel

DAIKIN

MATRIX

KALDEWEI

REUBEN BROTHERS

PACINIGROUP

CONCRETA
CUSTOM MADE FURNITURE

LUTRON

KORUS

ARIUM
Building on Experience

SM 'art
Surface Materials

DE.TALES

**HILL
International**

DELIUS
WORLD OF TEXTILES SINCE 1722

sambonet

NIVULA

**forvis
mazars**

wifirst

KROLL

BE HOTEL

Rockfon

LAVAZZA
TORINO, ITALIA, 1895

**3TI
LAB**

**COGITO
STRATEGIES**
F&B - EVENTS - HOSPITALITY

PEDRALI

ZONCA
LIGHTING

DOMORI

GESSI **apir**
SINCE 1918

quimmo
il tuo immobile è qui

WAMI
WATER WITH
A MISSION

**+simmons
simmons**

fortebis

ExWorksMilan
HOSPITALITY CONSULTING COMPANY

HI contract
BRUGNOTTO GROUP

Zambaiti Parati

**VANNUCCI
PIANTE**

**HOSPITALITY
H**
HUB OF THE ACCOGLIENZA

HOSPITALITY
★ DAL 3 AL 6
FEBBRAIO 2025
RIVA DEL GARDA | QUARTIERE FIERISTICO

**BON
GIO**

FERRARI
TRENTO

SELECT
APERITIVO NATO A VENEZIA

MONTICOLO&FOTI
SYSTEMS & TECHNOLOGY FOR LUXURY SPACES

AECOM

CASALE DEL GIGLIO

StreetFoody

UNDER THE PATRONAGE OF

**ASSOCIAZIONE ITALIANA
CONFINDUSTRIA ALBERGHI**

FEDERALBERGHI

**International
Hospitality
Investment Forum**

**NEC
& PARTNERS**

EHAM
EUROPEAN
HOTEL
MANAGERS
ASSOCIATION

MEDIA PARTNERS

**Hospitality
Investor**

NiiProgetti

we:ll
HOSPITALITY TREND

welevel.
ACADEMY

suite

**CASA
ITALIA
RADIO**

**TEAMWORK
HOSPITALITY**

THRENDS
TOURISM & HOSPITALITY ANALYTICS

HOTELLERIE
PAMBIANCO MAGAZINE
HOTEL, PARTI E PROFESSIONISTI DELL'HOTELLERIA E DEL TURISMO BUSINESS & LUXURY

**ABOUT
HOTEL**

CV
GUIDA VIAGGI

**HOTEL
DOMANI**

THREN'S
the **Bulletin**

ORGANIZED BY

SUPPORTED BY