ITALIAN HOSPITALITY
INVESTMENT CONFERENCE

25th & 26th September 2025 Hotel Villa Pamphili Rome



The cutting edge of hospitality opportunities

MAIN PARTNER

COLDWELL BANKER COMMERCIAL REALTY ADVISORY

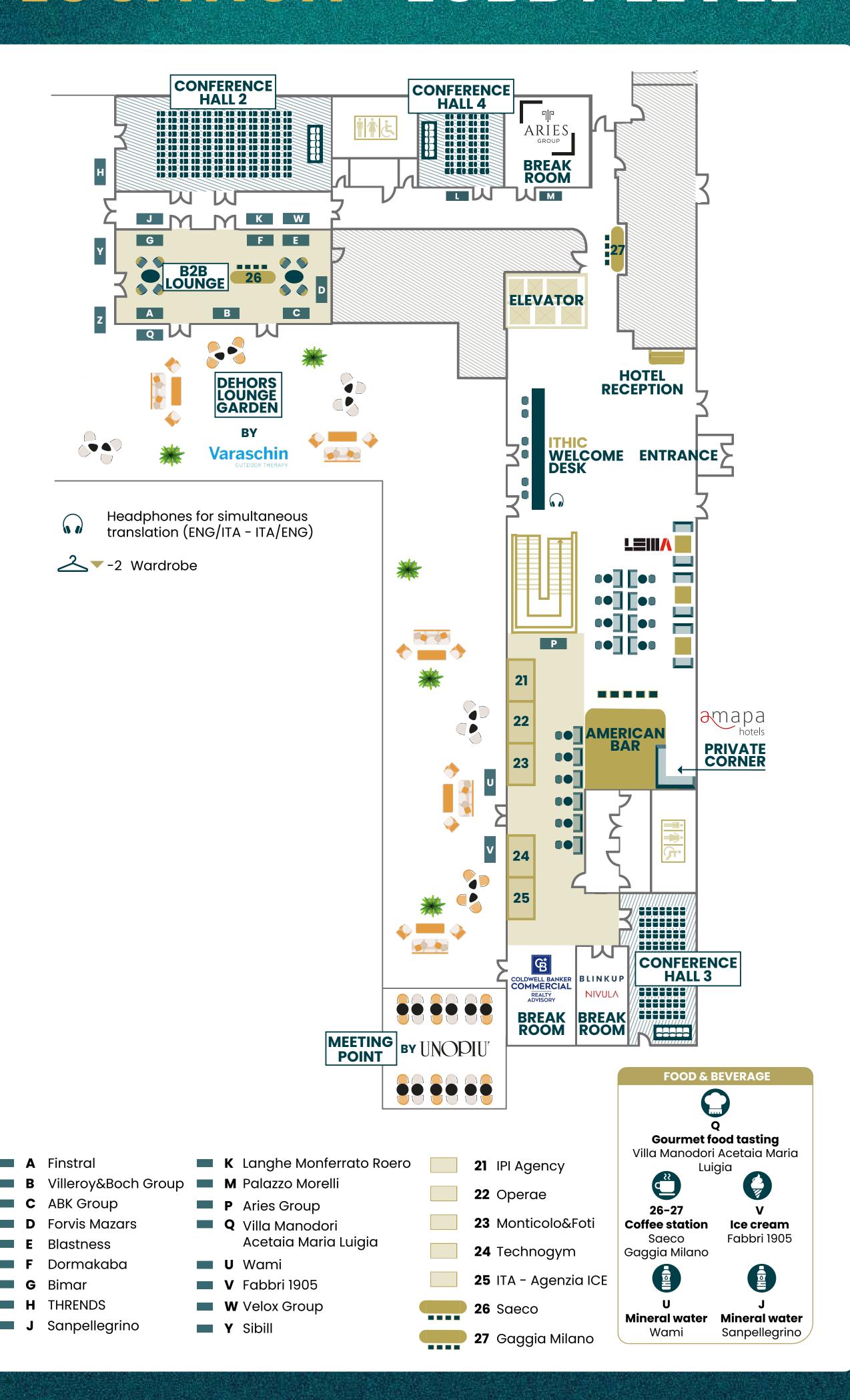
ORGANIZED BY



ITALIAN HOSPITALITY
INVESTMENT CONFERENCE

25th & 26th September 2025 • Hotel Villa Pamphili Rome

LOCATION - LOBBY LEVEL

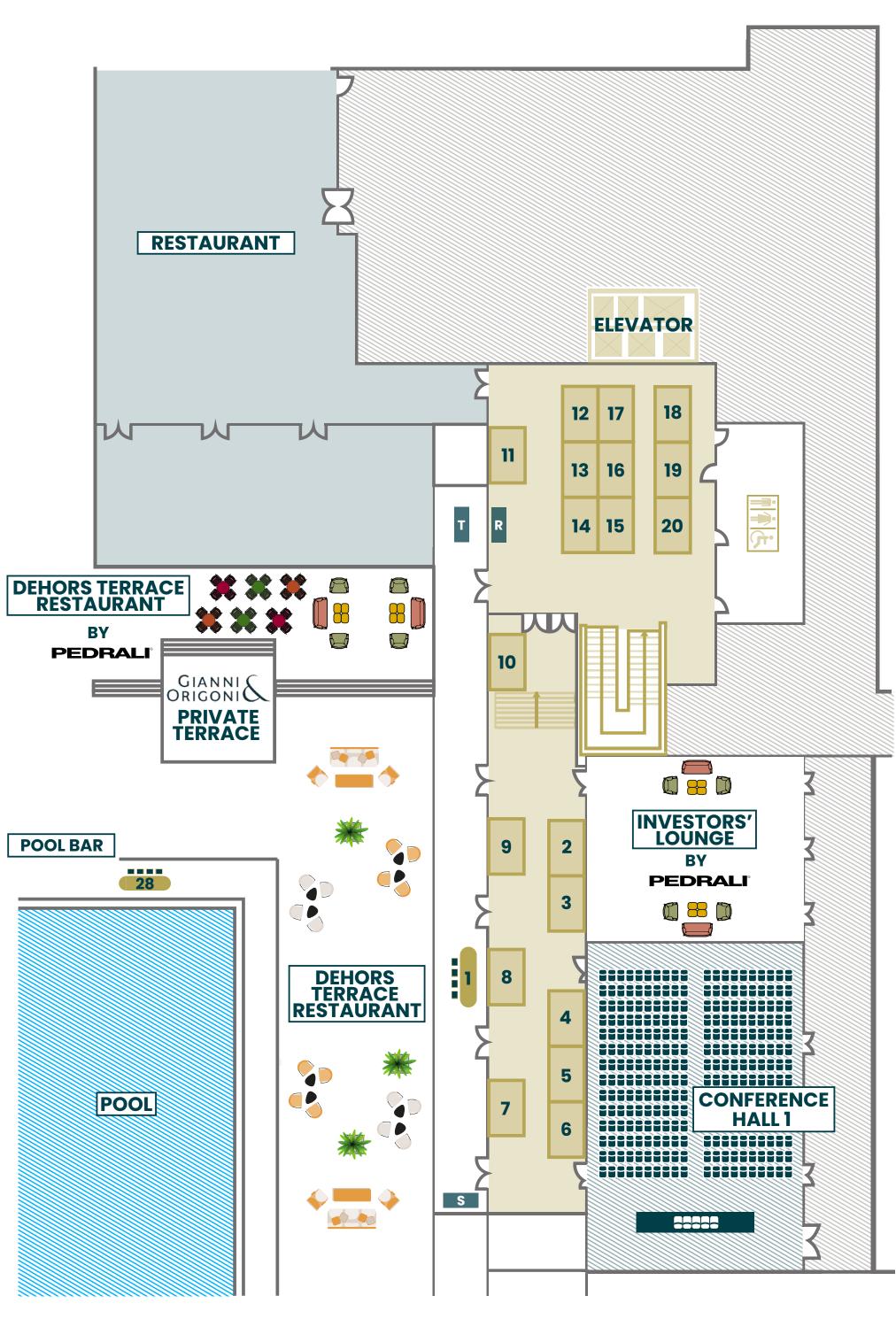


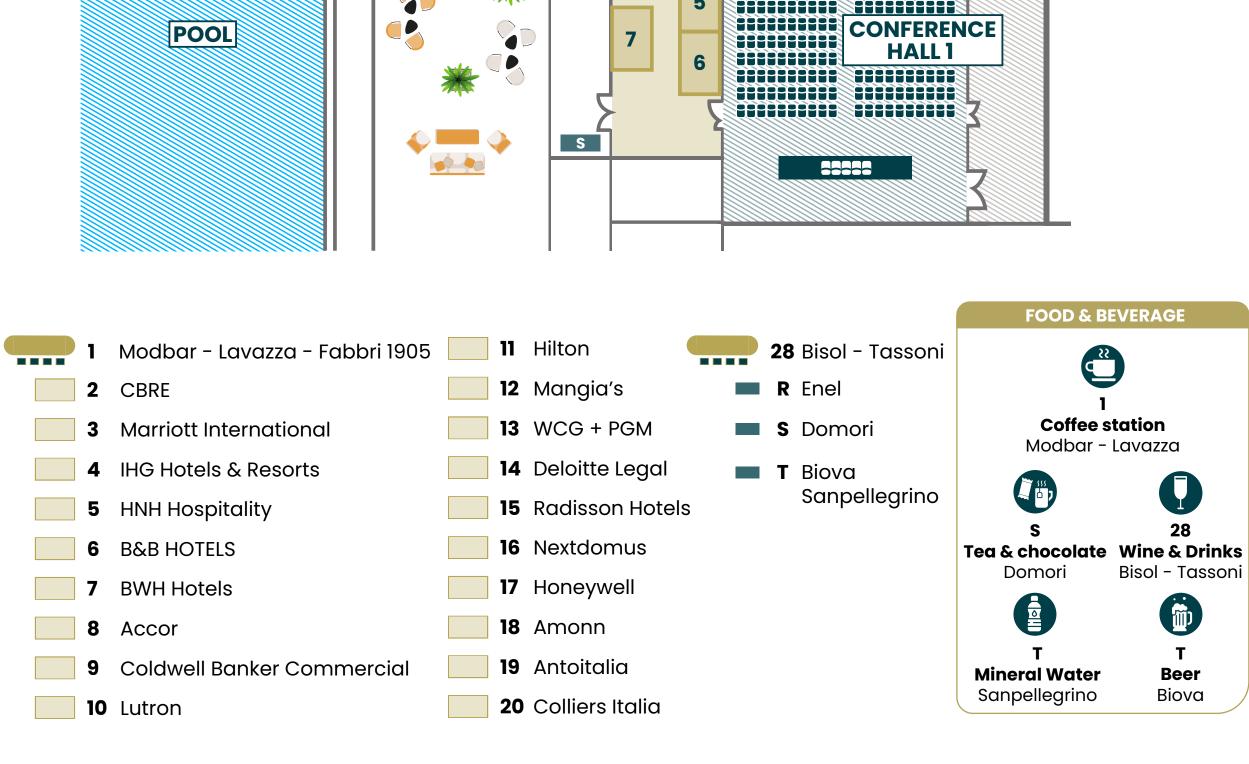
ITALIAN HOSPITALITY

INVESTMENT CONFERENCE

25th & 26th September 2025 • Hotel Villa Pamphili Rome

LOCATION - TERRACE LEVEL





ITALIAN HOSPITALITY INVESTMENT CONFERENCE

25th September 2025



09:00 | WELCOME DESK



09:00 TERRACE

The cutting edge of hospitality opportunities

ITALIAN HOSPITALITY INVESTMENT CONFERENCE

DAYONEAGENDA

25th September 2025

10:00

HALL • 1

SALUTATIONS

Introducing ITHIC 2025

Mauro Santinato, President - Teamwork Giorgio Ribaudo, Managing Director - THRENDS Ofer Arbib, CEO - Colliers Global Investors Italy SGR





10:00

HALL • 2

10:00

HALL • 3

BRANDS AMBASSADORS

EMERGING BRANDS

CHAINS LEADERS

BRANDS AMBASSADORS

EMERGING BRANDS

CHAINS LEADERS

Listing and post listing: the growth of a chain through own and third party brands

> **Andrea Galardi** Co-Founder & CEO Soges Group





Wellbeing, places and memories interpreted by an Italian resort brand

Maria Pia Intini Managing Director Almar Resorts & Spa **HNH Hospitality**



ITALIAN HOSPITALITY INVESTMENT CONFERENCE

DAYONEAGENDA

25th September 2025

10:30

HALL • 3

HALL • 1

EXPLORING ALTERNATIVE MARKETS

EMERGING DESTINATIONS

DATA AND MARKET INSIGHTS

Turin: a new arts & business city in the league of top destinations

Valeria Albertini, Managing Director - GDF Hotel Srl Emanuele Prataviera, Executive Director / Head of Real Estate Investments Finint Investments Samuele Annibali, CEO - CampusX

Moderator Stefano Terlizzi, Managing Director | DATA - THRENDS









10:30



HALL • 2

BRANDS AMBASSADORS

EMERGING BRANDS

CHAINS LEADERS

GLOBAL PERSPECTIVES AND COMPETITION IN EMEA

10:40 | 10:40

MARKET FORECASTS

MACRO-ECONOMIC TRENDS

Breaking expectations: a new force in Italy's **luxury market**

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



Italian growth perspectives amid geopolitical tensions

Carlo Altomonte Associate Dean and Director PNRR Lab SDA Bocconi



ITALIAN HOSPITALITY
INVESTMENT CONFERENCE

DAYONEAGENDA

25th September 2025

11:00

B2B LOUNGES



11:30

HALL • 2

BRANDS AMBASSADORS

EMERGING BRANDS

CHAINS LEADERS

Next steps for CitizenM & the future of Marriott's midscale growth in Italy

Filippo Papa, Director – Development (Italy) – Marriott International Christoffer Jönsson, Brand Marketing & Management – Marriott International





11:30

HALL • 3

EXPLORING ALTERNATIVE MARKETS

EMERGING DESTINATIONS

DATA AND MARKET INSIGHTS

Sicily 2026: a new era of opportunities for city hotels and beach resorts

Pietro Franza, CEO - Gruppo Franza Fabio Massimo Ragusa, COO -Valtur / Nicolaus Club

Moderator

Guido Castellini, Senior Advisor Coldwell Banker Commercial



11:45 \ \(\oldsymbol{\cappa} \) \(\oldsymbol{\cappa} \) \(\oldsymbol{\cappa} \) \(\oldsymbol{\cappa} \) \(\oldsymbol{\cappa} \)

GLOBAL PERSPECTIVES AND COMPETITION IN EMEA

MARKET FORECASTS

MACRO-ECONOMIC TRENDS

A global macro-economic outlook and Italy in 2026

Gregorio De Felice Head of Research and Chief Economist Intesa Sanpaolo



ITALIAN HOSPITALITY INVESTMENT CONFERENCE

DAYONE AGENDA

25th September 2025

12:00

HALL • 2

THE DEVELOPMENT CYCLE

ASSET MANAGEMENT

INNOVATION IN HOSPITALITY

New frontiers for asset management in Italy. A panel by HAMA

Theodor Kubak, Managing Partner Arbireo Hospitality Invest Adrian Flück, Director & Co-Head of Hotel Investment Management Invesco Real Estate Ramon Tomàs Ranz, Portfolio Principal and Head of Asset Management Pygmalion Capital









HOSPITALITY FUTURE TALKS

MARKET OPPORTUNITIES

HOSPITALITY TRENDS

Deep diving the economy scale: a 2026 picture of price savvy concepts in Italy

> Nicola Delvecchio Strategic Hospitality Advisor Teamwork



12:00

HALL • 3

EXPLORING ALTERNATIVE MARKETS

EMERGING DESTINATIONS

DATA AND MARKET INSIGHTS

Apulia: an untapped destination for all tiers

Jerome Lassara, EVP Development Europe - Ennismore Gianluca Petrera, Head Reuben Brothers Italy

Moderator

Marco Comensoli, Head of Hotels & Leisure - Colliers Italia







12:20

HALL • 1

TALK OF TITANS

THOUGHT LEADERSHIP

HOSPITALITY TRENDS

STRATEGIC DRIVE

Megaprojects shaping the future of Italy

Paolo Barletta, CEO - Arsenale Group Domenico Montano, General Manager -**Human Company**

Moderator

Massimiliano Sarti, Chief Editor The Bulletin | THRENDS







ITALIAN HOSPITALITY

ITALIAN HOSPITALITY
INVESTMENT CONFERENCE

DAYONEAGENDA

25th September 2025

12:30

HALL • 2

EXPLORING ALTERNATIVE MARKETS

EMERGING DESTINATIONS

DATA AND MARKET INSIGHTS

Winter Olimpic Games 2026. Find your best investment in the Italian Mountain

Andrea Abodi, Ministry for Sport and Youth for Italy
Lorenzo Tardini, Corporate & Premium Sales Director - *Milano Cortina 2026*Arnaldo Ajolfi, CEO Italy - Project Director Southern Europe and Middle East - *Club Med Italia*

Moderator

Giorgio Bianchi, MRICS, Advisor in Hospitality and Strategic Investments









12:30

HALL • 3

BRANDS AMBASSADORS

EMERGING BRANDS

CHAINS LEADERS

The transformation of a hotel Chain into Italy's signature brand

Fabrizio Gaggio
Co-CEO & Asset Director
Starhotels Group



13:00 - 14:30

INSIDE AND OUTSIDE RESTAURANT AREAS



NETWORKING

LUNGH

ITALIAN HOSPITALITY INVESTMENT CONFERENCE

DAY ONE AGENDA

25th September 2025

14:30

HALL • 2

14:30

HALL • 3

EXPLORING ALTERNATIVE MARKETS

EMERGING DESTINATIONS

DATA AND MARKET INSIGHTS

Going beyond Rome, Florence, Venice and Milan: are the secondary cities the new frontiers for luxury real estate?

> **Alessandro Lombardo** Chief Commercial Officer Gabetti Group



BRANDS AMBASSADORS

EMERGING BRANDS

CHAINS LEADERS

Powering Conversions: How IHG's Brands Turn Independent Hotels into Global Experiences

Hylko Versteeg Head of Development, Southern Europe **IHG Hotels & Resorts**



14:45 \ \(\cdot \cdot \cdot \)

HALL •

TALKS ON CAPITAL MARKETS

YIELD EXPECTATIONS

INVESTMENT TRENDS & STRATEGIES

An update on the achievements of the Italian Sovereign Fund as of 2025 and prospectives for 2026-2027

Chiara Caruso, Head of National Tourism Fund (FNT) - CDP Real Asset SGR (CDP Group)

In conversation with

Carine Bonnejean, Managing Director Hotels - Christie & Co





ITALIAN HOSPITALITY INVESTMENT CONFERENCE

DAYONEAGENDA

25th September 2025

15:00 | **0**

HALL • 3

THE DEVELOPMENT CYCLE

LEGAL ADVICE

ASSET MANAGEMENT

Share deal vs asset deal: sharing perspectives and opportunities about a key decision in hospitality M&A

Bruno Fondacaro, Partner - ADVANT Nctm Massimiliano Macaione, Partner - Gianni & Origoni

Moderator

Massimiliano Sarti, Chief Editor The Bulletin - THRENDS







15:00



HALL • 2

EXPLORING ALTERNATIVE MARKETS

EMERGING DESTINATIONS

DATA AND MARKET INSIGHTS

Investing in luxury beach resorts in Southern Italy and the Mediterranean

Emiliano Russo, Leader of Global Legal Real Estate - Deloitte Legal Edoardo Lanzetti, Corporate Strategic Development - Alpitour Federico Velluti, Head of Hospitality and Alternative Markets - Investire SGR S.p.A.



15:00

HALL • 4

BRANDS AMBASSADORS

EMERGING BRANDS

CHAINS LEADERS

Evolving Affiliation Models

Fabrizio Doria Chief Development Officer **BWH Hotels**





DAY ONE AGENDA

25th September 2025

HALL • 1

TALK OF TITANS

STRATEGIC DRIVE THOUGHT LEADERSHIP

HOSPITALITY TRENDS

Running upwind: a conversation on the adversities and challenges tourism faces today

Gloria Guevara, Interim CEO - WTTC - World Travel & Tourism Council Yannick Wagner, Deputy CDO for Europe and North Africa - Accor Dimitris Manikis, President EMEA - Wyndham Hotels & Resorts Patrick Whyte, Editor-in-Chief - Hospitality Investor









15:30 | **()** HALL • 2

HOSPITALITY FUTURE TALKS

MARKET OPPORTUNITIES **MARKET TRENDS**

The next 2 years for hospitality in Italy. A panel by Federalberghi

Walter Pecoraro, President - Federalberghi Lazio, CEO - G&W Hotels Giuseppe Roscioli, President - Federalberghi Roma

Moderator

Massimiliano Sarti, Chief Editor - The Bulletin | THRENDS







ITALIAN HOSPITALITY INVESTMENT CONFERENCE

DAYONEAGENDA

25th September 2025

15:45

B2B LOUNGES



16:00

HALL • 4

East Med & Balkans: Synergies for Growth

BY INVITATION ONLY

BWH Hotels

16:10

HALL • 2

HOSPITALITY FUTURE TALKS

INNOVATION IN HOSPITALITY

INVESTMENT TRENDS & STRATEGIES

16:10

HALL • 3

EXPLORING ALTERNATIVE MARKETS

EMERGING DESTINATIONS

DATA AND MARKET INSIGHTS

Alternative financing. **Turning funding** costs back into a hotel's value chain

> **Anne Aubrunner Managing Director** FMTG-Invest

Exploring luxury developments in Southern Italy

Giuseppe Chiaro, Head of Hospitality & Real Estate | Partner - Nexia Audirevi Francesco Molinari, CEO - Lio Capital Giampaolo Corea, Board Member Coldwell Banker Commercial Italy







ITALIAN HOSPITALITY INVESTMENT CONFERENCE

DAYONEAGENDA

25th September 2025

16:20 | ••• ••

HALL • 1

HALL • 2 16:40

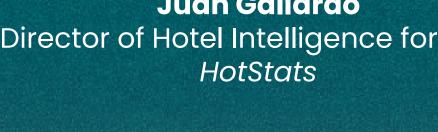
GLOBAL PERSPECTIVES AND COMPETITION IN EMEA

MARKET FORECASTS

TRADING KPIS

Most relevant trends in profitability. How is Italy doing vs rest of Europe

Juan Gallardo Director of Hotel Intelligence for EMEA **HotStats**





BRANDS AMBASSADORS

EMERGING BRANDS CHAINS LEADERS

The hybrid hotel: combining flexibility, attractive product and great value for money

Nicolas Capelle Vice President Development and **Asset Management** Meininger Hotels



16:40

EXPLORING ALTERNATIVE MARKETS

DATA AND MARKET INSIGHTS

Tuscany: country-side and Villas resorts.

Laurent Branover, CEO – Loisium Wine & Spa Hotels; Senior Advisor - Limestone Capital Giulia Devietti Goggia, Network Development Manager - Relais & Châteaux

Moderator

Ezio Poinelli, Senior Director Southern Europe - HVS





ITALIAN HOSPITALITY INVESTMENT CONFERENCE

DAYONEAGENDA

25th September 2025

16:50 | ⋒**0** ⊕

HALL • 1

TALKS ON CAPITAL MARKETS

YIELD EXPECTATIONS

INVESTMENT TRENDS & STRATEGIES

We will invest in Italy in 2026-2027

Christophe Beauvilain, Managing Partner - Pygmalion Capital Jaume Tàpies, Founder & CO-Chairman - Boscalt Hospitality Martin Edsinger, Partner - KSL Capital Partners

In conversation with:

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









17:20

HALL 1



HOTEL CHAINS AWARDS

Celebrating the largest and fastest growing brands in Italy and Europe - 8 awards

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FERRARI TRENTO

18:00

DEHORS TERRACE RESTAURANT



APERITIVO

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ITALIAN HOSPITALITY
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DAYONEAGENDA

25th September 2025



BY RESERVATION ONLY

19:30 RESTAURANT



Villeroy & Boch

Sponsored by

19:30 ROOFTOP 5TH FLOOR



21:15 | TERRACE

BOMBER BAND





22:30 | FOYER FLOOR -2

let's have fun!

ITALIAN HOSPITALITY

INVESTMENT CONFERENCE

26th September 2025



ECHNOGYM

Book your place at Technogym exhibition Stand n°24, during the day of September 25th.

07:15 SWIMMING POOL



08:00 WELCOME DESK

ITALIAN HOSPITALITY INVESTMENT CONFERENCE

DAYTMOAGENDA

26th September 2025

09:00

HALL • 2

09:00 |

HALL • 4

SPECIAL SESSIONS & ROUNDTABLES

MARKET TRENDS

SPECIAL SESSIONS & ROUNDTABLES

Longevity in Hospitality

Adam Mogelonsky Partner Hotel Mogel Consulting Ltd.

CEOs Council. Making hospitality attractive again for new generations

BY INVITATION ONLY

Coordinator: Alexi Khajavi, President Hospitality, Travel & Wellness - Questex



09:30 | 100 |

GENERAL REMARKS AND GREETINGS

Top take-aways from day I and key topics for the industry for the next 2 years

Luca Boccato, CEO - HNH Hospitality Leonardo Stassi, Head of Hospitality - Coldwell Banker Commercial



ITALIAN HOSPITALITY INVESTMENT CONFERENCE

DAYTWOAGENDA

26th September 2025

09:30

HALL • 2

09:30

HALL • 3

THE DEVELOPMENT CYCLE

TECH SOLUTIONS

INNOVATION IN HOSPITALITY

EXPLORING ALTERNATIVE MARKETS

INVESTMENT TRENDS

Wellness and Longevity: Global Trends and how to integrate them into your hotel

Alberta Galli

Wellness Experience & Solution Manager Hospitality & Residential Technogym

Sardinia: the evolution of a luxury icon

Michele De Marco, Senior Vice President JLL's Hotels & Hospitality Group Michelangelo Ripamonti, Managing Director - Head of Hospitality Investments Castello SGR

Gianleo Bosticco, Vice President **Development Southern Europe Marriott International**









09:50 | 100 |

HALL • 1

CEOS PANEL

STRATEGIC DRIVE THOUGHT LEADERSHIP

HOSPITALITY TRENDS

What to expect after the recovery boost has reduced its momentum: a CEOs discussion on key levers for growth

> Elisabetta Fabri, President & CEO - Starhotels Group Giorgio Marchegiani, CEO - UNA Italian Hospitality Sara Digiesi, CEO - BWH Hotels

> > **Moderator:**

Raffaella Peloso, MRICS, Head of Valuation Hotels Italy - CBRE









ITALIAN HOSPITALITY INVESTMENT CONFERENCE

DAYTMOAGENDA

26th September 2025

10:00

HALL • 2

10:00

HALL • 3

BRANDS AMBASSADORS

EMERGING BRANDS

CHAINS LEADERS

BRANDS AMBASSADORS

EMERGING BRANDS

CHAINS LEADERS

Capturing value in the Italian non-prime market: focus on branded collection hotels

> **Nevius Glussi** CEO 753 Hospitality

Distinctively Different. Deeply Italian

> Filippo Ribacchi **CEO & Founder BZAR Hotels**





10:30 | 00 +

HALL

TALKS ON CAPITAL MARKETS

YIELD EXPECTATIONS

INVESTMENT TRENDS & STRATEGIES

Chasing opportunities beyond yields: portfolios, new platforms, innovative deals

Li Zhang, Senior Vice President - Brookfield Asset Management Puneet Kanuga, Chief Investment Officer EQ Group

Moderator:

Patrick Whyte, Editor-in-Chief - Hospitality Investor







ITALIAN HOSPITALITY

INVESTMENT CONFERENCE

DAYTWOAGENDA

26th September 2025

10:30

HALL • 2

10:30

HALL • 3

THE DEVELOPMENT CYCLE

MARKET OPPORTUNITIES

TALKS ON CAPITAL MARKETS YIELD EXPECTATIONS

INVESTMENT TRENDS & STRATEGIES

Unlocking Italy's public real-estate potential: opportunities for foreign investors

Marco Cito, Head of the Foreign Investments Attraction Office ITA - Italian Trade Agency Fabio Guerra, Real Estate & Tourism Expert Invitalia – Foreign Direct Investment Department

Hospitality investments growth and diversification in the Italian Market

> **Andrea Mancini** Lead Director, Italy JLL







10:30

HALL •4

11:00

B2B LOUNGES

THE DEVELOPMENT CYCLE

MARKET OPPORTUNITIES

A Breakfast with Hoteltransactions. A live session with free use of the new Hoteltransactions platform, by THRENDS

> Jacopo Testa Senior Consultant **THRENDS**





ITALIAN HOSPITALITY
INVESTMENT CONFERENCE

DAYTMOAGENDA

26th September 2025

11:30 | 00 +

HALL • 1

HOSPITALITY FUTURE TALK

MARKET OPPORTUNITIES

THE TOP LUXURY TIER

OWNER-OPERATORS STRATEGY

Top Luxury in Italy: development challenges and opportunities

Fabio Provini, Partner | Head of Investments - *Dekus*Sebastien Samoye, Vice President Real Estate & Development - *Belmond*Richard Arnold, Chief Development Officer - *Auberge Resorts Collection*

Moderator:

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









11:30

HALL • 2

11:30

HALL • 3

BRANDS AMBASSADORS

EMERGING BRANDS

CHAINS LEADERS

THE DEVELOPMENT CYCLE

TECH SOLUTIONS

INNOVATION IN HOSPITALITY

Spotlights on TH Resorts' development plans for 2026/2030

Graziano DebelliniPresident *TH Group*



Hotel digital transformation: unlocking profit and property value in hospitality

> Piergiorgio Schirru Executive Vice President Blastness





ITALIAN HOSPITALITY INVESTMENT CONFERENCE

DAYTWOAGENDA

26th September 2025

12:00 | n • +

HALL • 1

TALKS ON CAPITAL MARKETS

YIELD EXPECTATIONS

OWNER-OPERATORS STRATEGIES

Owning and operating in hospitality: why, what and where

Jan Heringa, Vice President Development, Innovation and Project Management Leonardo Hotels Central Europe

Laia Lahoz, Chief Assets & Development Officer - Minor Hotels Europe & Americas Angelo Maccaferri, Global Head of Business Development - Maybourne

Moderator:

Domenico Basanisi, Head of Hotels Investment Properties Italy - CBRE









12:00 | #



HALL • 2

12:00

HALL • 3

HOSPITALITY FUTURE TALKS

INNOVATION IN HOSPITALITY

The era of platforms: building successfull partnerships for pan-european expansion in the hybrid landscape

Fabio Coppola, Founder and Chief Visionary Officer - YellowSquare Gabriele Magotti, Chief Investment Officer Invel Real Estate

Moderator:

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







THE DEVELOPMENT CYCLE

MARKET TRENDS

Hotel real estate: stock, ownership and performance in the top 12 italian cities

> Gabriele Fiumara Senior RE Consultant

Hospitality & Operations WCG





ITALIAN HOSPITALITY
INVESTMENT CONFERENCE

DAYTWOAGENDA

26th September 2025

12:30 | O HALL • 2

THE DEVELOPMENT CYCLE

ASSET MANAGEMENT

INNOVATION IN HOSPITALITY

Structuring value-add deals: development & construction management

Lorenzo Felici, Head of Global Hospitality - Artelia
Claudio Capaccioli, Head of Asset Management - Petra
Raniero Amati, Chief Sales & Marketing Officer - Aries Group
Valeria Bortolotti, Strategic Business Development Italy - Kerten Hospitality









12:30 | O HALL • 3

THE DEVELOPMENT CYCLE

INVESTMENTS

Transactions in Italy:
last 5-year M&A activity with focus on most
active players

Jacopo Testa Senior Consultant THRENDS



ITALIAN HOSPITALITY INVESTMENT CONFERENCE

DAYTWOAGENDA

26th September 2025



HALL • 1

GLOBAL PERSPECTIVES AND COMPETITION IN EMEA

MARKET FORECASTS TRADING KPIS

How are key markets doing? **Anticipating performance** by STR

Alina Minut Senior Account Manager for Italy STR



13:00 - 14:30

INSIDE AND OUTSIDE RESTAURANT AREAS



NETWORKING

HALL •

TALKS ON CAPITAL MARKETS

YIELD EXPECTATIONS

OWNER-OPERATORS STRATEGIES

We will invest in Italy in 2026-2027

Pietro Moro, Head of Acquisition - BNP Paribas REIM Musie Bocrezian, Head of Italy - Managing Director - PGIM Miguel Valente Bento, Senior Investment Manager - Corum Asset Management

Moderator:

Domenico Basanisi, Head of Hotels Investment Properties Italy - CBRE









ITALIAN HOSPITALITY
INVESTMENT CONFERENCE

DAYTWOAGENDA

26th September 2025

15:00 | ⋒**0** ⊕

HALL • 1

HOSPITALITY FUTURE TALKS

THE TOP LUXURY TIER

OWNER-OPERATORS STRATEGY

Top Luxury in Italy: operational challenges and opportunities

Ludovica Rocchi, Brand Director & Owner - R Collection Hotels Giampietro Nattino, Development Director - Pellicano Hotels

Moderator:

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



15:30 | ⋒**0** ⊕

HALL • 1

REPORT PRESENTATION (THE CAPEX REPORT 2025)

INVESTMENTS

Construction and renovation costs on the rise?
Measuring CapEx for 2025 and beyond

Alessandra Magri
Director Hospitality
Lombardini22
Giorgio Ribaudo
Managing Director
THRENDS



16:00

DEHORS TERRACE RESTAURANT



FAREWELL

DRINK



INVESTMENT CONFERENCE

25th & 26th September 2025 • Hotel Villa Pamphili Rome

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HOTELS

LEONARDO

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hotels

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HOTEL CHAIN PARTNERS

























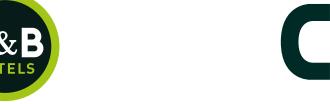




















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25th & 26th September 2025 • Hotel Villa Pamphili Rome

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wellness concept





















































































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