MexHIC 2019
MEXICO HOTEL & TOURISM INVESTMENT CONFERENCE
February 20, 2019
The Westin Santa Fe, Mexico City

Full-Service City Hotels
Luxury Lodging
Capital Markets
Master-Planned Projects
Portfolios
Single Assets
Mexico
Central America
Resort Hotels
Market Conditions
Economy Lodging
Select-Service Hotels

Agenda

8:30   **SPEED MEETINGS**

9:00   **ECONOMIC OVERVIEW - ASSESSING THE FUTURE OF FREE TRADE**
An overview of economic drivers that impact travel to Mexico and the impact of challenges to free trade.
Speaker: **Delia Paredes Mier**
Executive Director of Economic Analysis, Grupo Financiero Banorte

10:00   **REGIONAL AND GLOBAL HOTEL MARKET OVERVIEW**
A look at how local hotel trend lines fit into a global context.
Speakers: **Emile Gourieux**
Business Development Executive, STR
Lorea Arnoldi
Senior Project Manager, HVS - Mexico City
Richard J. Katzman
Managing Director, HVS - Mexico City

10:45   **NETWORKING COFFEE BREAK**

11:00   **DRILLING DOWN ON SUPPLY AND DEMAND - BUSINESS TRAVEL**
Experts discuss demand generators in urban areas and industrial markets.
Moderator: **Patricio del Portillo**
Director, CBRE Hotels
Speakers: **Alfredo Reynoso**
Director of Development, Hyatt Hotels Corporation
Antonio Patjane
Expansion and Development Director, Extended Suites
Gerardo Valdés
Director Development Mexico, Radisson Hotel Group
Germán Ongay
Regional VP Franchise Sales & Development Mexico, InterContinental Hotels Group
Louis Alicea
Senior Director Development Latin America & Caribbean, Wyndham Hotels & Resorts

12:00   **DRILLING DOWN ON SUPPLY AND DEMAND - LEISURE TRAVEL**
Experts discuss trends in travel to resort and other vacation and group destinations.
Moderator: **Christian Lega**
Partner Real Estate, Deloitte
Speakers: **Alonso Burgos**
Vice President Caribbean & Latin America Development, Marriott International
Federico Moreno-Nickerson
Vice President of Development, Apple Leisure Group
Mario Carbone
Director Development for Central America & Yucatan Peninsula, Hilton Worldwide
Michel Montant
Corporate Director of Developmnet, Grupo Posadas
Ruben Becerra
Vice President of Corporate Affairs & Business Development, Karisma Hotels & Resorts

1:00   **VIEW FROM THE TOP**
HOTEL OPPORTUNITIES - MEXICO AND BEYOND
Leaders of luxury and lifestyle brands look to expand in the Mexican market.
Moderator: **Enrique Carrillo**
Chairman, CMI Grupo
Speakers: **Christian Glauser Benz**
Vice President Development & Acquisitions, Dream Hotel Group
Erin Green
Vice President of Development, Mandarin Oriental Hotel Group
Sagar Desai
Global Head of Acquisitions & Development, Viceroy Hotel Group
Sid Narang
Chief Development Officer, sbe
Tiffany Cooper
Senior VP of Development Americas, Kimpton Hotels

2:00   **LUNCHEON - NETWORKING**

4:00   **INVESTMENT STRATEGIES IN A CHANGING ENVIRONMENT**
Moderator: **Blanca Rodríguez**
Directora de Capital y Finanzas, Grupo Marhnos
Speakers: **Alexis Ralph**
VP Development Mexico, Central America & Cuba, AccorHotels
Andrés Chico
Co-Founder, Rodina
Guillermo Bravo
Head of Corporate Development & Investor Relations
Rafael Lang
Director General, Mota-Engil Turismo

5:00   **CAPITAL MARKETS OVERVIEW - TRENDS IN THE DEBT AND EQUITY MARKETS**
Moderator: **Ander Legorreta**
Executive Director Capital Markets, Cushman & Wakefield
Speakers: **Adrián Cano**
Managing Director Real Estate, Evercore Partners México
Manuel Muñoz
Dirección Hotelería y Turismo, Banco Sabadell
Raúl Gallegos
Managing Director Asset Management, Credit Suisse

6:00   **INDUSTRY PRIORITIES - ACTION PLAN**
Leaders debate and define possible directions, and industry drivers for sound industry growth. Changes in strategy in uncertain times.
Moderator: **Richard J. Katzman**
Managing Director, HVS - Mexico City
Speakers: **Alejandro Zozaya**
Chief Executive Officer, Apple Leisure Group
Diego Gutiérrez
Managing Partner, Walton Street Capital Mexico
Oscar Calvillo
Chief Executive Officer, Fibra Inn

7:00   **CLOSING RECEPTION**

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