



THINCA
A F R I C A

Tourism, Hotel Investment &
Networking Conference



**TOURISM, HOTEL INVESTMENT & NETWORKING
CONFERENCE AFRICA 2017**

**30 - 31 August, 2017
FNB Portside Building, Cape Town**

HOSTED BY

HVS

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Registration

11:00 AM - 2:00 PM

Venue: FNB Portside Tower, Pre Function Area

2:00 PM - 2:10 PM **Welcome and Program Overview**

2:10 PM - 2:30 PM **FNB Welcome and View on the Market**



Stephan Claassen
Provincial Head
FNB



John Loos
FNB Economist

2:30 PM - 3:20 PM **The Evolution of Management Contracts**



Moderator
Graham Wood
Founder and CEO
GIW Consulting



Panelist
Andrew McLachlan
Sr. VP Business Development - Africa & Indian Ocean
Carlson Rezidor Hotel Group



Panelist
Ewan Cameron
Director Operations and Development - Africa
Westmont Hospitality



Panelist
Kenneth Hatton
Sr. Vice President Global Development
Belmond



Panelist
Michael Bromley
Director
STBB



Panelist
Paul C. Ansah
Vice President International Hotel Development
Marriott International

3:20 PM - 3:40 PM **South Africa Tourism**



Sisa Ntshona
Chief Executive Officer
South Africa Tourism

3:40 PM - 4:10 PM **Networking Break**

4:10 PM - 5:00 PM **Leaders' Session**



Moderator
Tim Smith, MRICS
Managing Director
HVS Cape Town



Panelist
Adrian Gardiner
Chairman
Mantis Collection



Panelist
Matt Biden
Managing Director
The Royal Portfolio



Panelist
Mike Collini
Vice President Development - Sub-Saharan Africa
Hilton

DAY 1: Wednesday, 30 August 2017

5:00 PM - 5:30 PM **One-on-One Interview**



James Vos
Shadow Minister of Tourism
Member of Parliament

5:30 PM - 6:20 PM **Alternative Hotels**



Moderator
Dimitris Manikis
Vice President Business Development, RCI EMEA
HVS



Panelist
Bani Haddad
Founder & MD, Aleph Hospitality;
MD - Middle East & Turkey, Dream Hotel Group



Panelist
Jonas Schwarz Lausten
Co-Owner
Nordic Hotels



Panelist
Kim Whitaker
Chief Executive Officer
Once Youth Hotels



Panelist
Roger A. Allen
Group Chief Executive Officer
Resources for Leisure Assets

6:20 PM - 6:40 PM **THINC Africa Awards - 2017**
Hotel of the Year
General Manager of the Year
Student of the Year

7:00 PM - 9:30 PM **Cocktails & Hors d'oeuvres Hosted by Belmond**

DAY 2: Thursday, 31 August 2017

8:45 AM - 9:10 AM **Door Prizes**

9:10 AM - 9:30 AM **Global Hotel Market and Values**



Stephen Rushmore, Jr., MAI, CRE, FRICS
President and CEO
HVS

9:30 AM - 9:50 PM **Hotel Valuation Index Launch**



Laura Dutrieux
Jr. Consultant
HVS Cape Town

DAY 2: Thursday, 31 August 2017

9:50 AM - 10:35 AM Finance and other challenges in Africa



Moderator

Kura Chihota

Managing Director, Leapfrog Commercial Properties;
Chief Property Investment Officer, National Social Security Authority of Zimbabwe



Panelist

Brian Singer

Chief Executive Officer
The Singer Group



Panelist

Martha Mengesha

Chief Executive Officer
M&N Consulting Group



Panelist

Sisa Ngebulana

Chief Executive Officer
Rebosis and Billion Group



Panelist

Tim Smith, MRICS

Managing Director
HVS Cape Town

10:35 AM - 11:00 AM One-on-One Interview - Debt Funding



Moderator

Rishabh Thapar

Sr. Consultant
HVS Cape Town



In Discussion with

Steve Koehorst

Sr. Property Finance Dealmaker
FNB

11:00 AM - 11:30 AM Networking Break

11:30 AM - 12:00 PM One-on-One Interview



Moderator

Tim Smith, MRICS

Managing Director
HVS Cape Town



In Discussion with

Philip Wooller

Area Director - Middle East and Arica
STR

12:00 PM - 12:45 PM HR / Educational Session



Moderator

Michael Pownall

Managing Partner
PMR Hospitality Partner



Panelist

Dr. Achim Schmitt

Associate Dean - Graduate Studies and
Professor of Strategic Management
Ecole hôtelière de Lausanne



Panelist

Jonathan Steyn

Convenor of Wine Business Development Manager
University of Cape Town



Panelist

Kevin Aitchison

Jr. Lecturer
Stenden School

12:30 PM - 2:00 PM Lunch

2:00 PM - 2:40 PM Round Table Session - Mozambique



Abdulla Momade

Head of Investment
INATUR



Alexis Chrisafis

Founder and Managing Partner
Paladin Consultoria

2:00 PM - 2:40 PM

Round Table Session - Kenya



Samantha Muna
Managing Director
Trianum Hospitality



Tejas Shah
Director of Development - Africa
Hyatt International South West Asia Limited

Round Table Session - Hotel Room of the Future: Digitalization in Africa



Dr. Achim Schmitt
Associate Dean - Graduate Studies and Professor of Strategic Management
Ecole hôtelière de Lausanne

2:40 PM - 3:20 PM

Round Table Session - Spa



Elisabeth Brandt
Managing Director
Healing Earth

Round Table Session - Improving Customer Experience



Chris Alexandre
Founder and CEO
Guestrevu



Derek Martin
Founder
Trevpar World

3:20 PM - 4:00 PM

Networking Break

4:00 PM - 4:45 PM

Local is Lekker



Moderator
Tshepo Makhudu
Sr. Consultant
HVS Cape Town



Panelist
Guy Stehlik
Chief Executive Officer and Founder
BON Hotels



Panelist
Neil Bald
Managing Director
Aha Hotels and Lodges



Panelist
Neil Markovitz
Founder and MD
Newmark Hotels

4:45 PM - 5:30 PM

Design and Development



Moderator
Rishabh Thapar
Sr. Consultant
HVS Cape Town



Panelist
Dexter Moren
Founding Director
Dexter Moren Associates



Panelist
Evert Lategan
Managing Director
Integrated Solutions



Panelist
Thierry Giannone
Director
Profica

6:00 PM - 9:30 PM

Cocktails & Hors d'oeuvres Hosted by Radisson Blu Hotel & Residence

Guest Speaker Profiles



Abdulla Momade

Head of Investment, INATUR

Abdulla Momade, MBA, oversees the Investment and Development Department at Mozambique National Tourism Institute (INATUR). He holds an BSc in Tourism Management from Polit cnica University in Maputo, Mozambique and a Master's in Marketing and Sales from Instituto Europeo de Posgrado in Madrid, Spain. Abdulla has 10 years of experience in the Tourism Sector and held previous roles in planning and projects financing. Since joining INATUR in 2008, he had the opportunity to be part of the team who have created and managed the Tourism Interest Zones in Mozambique and other investment priority areas and to work with a wide range of clients to establish partnerships and to provide useful information for potential investors. His main role is to promote Mozambique as an Investment Destination.



Adrian Gardiner

Chairman, Mantis Collection

Founder and owner of the Mantis Collection which is a family run collection of privately owned, five star Boutique Hotels and Eco Escapes properties located around the World. Adrian was educated in Zimbabwe and then at the University of Cape Town where he completed a Bachelor of Commerce Degree. His entrepreneurial career began in 1974 and for nearly 40 years he has shown commercial flair in building businesses spanning swimming pool construction and specialist plant hire to commercial retirement and health care centres. One of his major contributions to conservation was the creation of the internationally famous and award winning Shamwari Game Reserve in the Eastern Cape in the early 1990's.



Alexis Chrisafis

Founder and Managing Partner, Paladin Consultoria

Alexis Chrisafis, British national, born in 1982, holds a BA (Hons) degree from the University of Bristol, UK, and speaks English, Spanish, Portuguese, Italian and French. Alexis is Founder and Managing Partner of Paladin Consultoria, a Mozambique-registered Company in operation since 2014, providing consultancy services to private investors, local and international companies across diverse sectors. As a certified consultant and service provider to the Government of the Republic of Mozambique, Alexis consults to the National Administration of Conservation Areas on the World Bank Group's Conservation Areas for Biodiversity and Development Project, to facilitate tourism concessions to the private sector. Alexis has worked in Africa since 2007, as a consultant and representative to high net-worth investors. He has over nine years' experience in Mozambique, where he has an extensive network in business and government, having steered a series of significant tourism investment projects, predominantly in Mozambique's conservation areas.



Andrew McLachlan

Sr. Vice President Business Development - Africa& Indian Ocean, Carlson Rezidor Hotel Group.

A South African national, McLachlan is based at Carlson Rezidor's Africa Area Support Office in Cape Town, South Africa. Andrew is responsible for growing the company's dynamic portfolio of hotels and brands in sub-Saharan Africa and the Indian Ocean Islands. Carlson Rezidor currently has 78 hotels (16,500+ rooms) under operation and development in 29 countries in Africa - under either their upper upscale Radisson Blu brand, upscale lifestyle select Radisson Red brand, upper midscale Park Inn by Radisson brand or the luxury Quorvus Collection brand. Andrew's career in the hotel industry started in 1990 before being formally enrolled in an in-house Hotel Management programme with Protea Hotels. In 1994 he won the Hotel Graduate of the Year Award in South Africa and held various management positions and by 1997 he proudly took over the challenging task of a hotel General Manager at a Protea Hotel in Johannesburg. In 1999, he moved on to the position of Protea Hotels Group Brand Communications Manager and in 2002 set his foot into the development world as Protea Hotels Special Projects Manager. In December 2006, Andrew joined Carlson Rezidor as Director Business Development and was promoted Senior Director and Vice President and then Senior Vice President Business Development in May 2016. He established the group's presence in the region through a dedicated development office in Cape Town and is now spearheading Carlson Rezidor's growth strategies in this important emerging market. In the last two years Carlson Rezidor has opened a new hotel in Africa every 45 days and signed a new hotel deal every 37 days. Today Radisson Blu has the largest pipeline of hotel rooms in Africa according to the study prepared by W-Hospitality. Andrew is married and has two sons.



Bani Haddad

Founder & MD, Aleph Hospitality; Managing Director - Middle East & Turkey, Dream Hotel Group

A visionary leader, decorated speaker and widely respected hospitality industry veteran, Bani Haddad has first-hand experience of virtually every aspect of hotel management. From site selection, fundraising and construction at Hospitality Management Services, to pre and postopening operations with Starwood and Disneyland Resort Paris, to strategic growth and development as Regional Vice President Middle East & Africa, Wyndham Hotel Group, Haddad has over 20 years' experience in launching, developing and successfully managing international hotel brands. During his career, Haddad has orchestrated brand launches in countries including Ethiopia, Kenya, Tanzania, Saudi Arabia, Qatar and Bahrain and has received an MBA from IMHI, a joint programme established by Cornell University's School of Hotel Administration and ESSEC. Via his pioneering third-party management company, Aleph Hospitality, Haddad has gained extensive experience in developing and managing hotels in Africa. He is also the Managing Director Middle East and Turkey for Dream Hotel Group. Dream Hotel Group is a hotel brand and management company with a rich, 30-year history of managing luxury and lifestyle properties in some of the world's most highly competitive hotel environments.

Guest Speaker Profiles



Brian E Singer

Chief Executive Officer, The Singer Group

Brian studied at the University of Cape Town and graduated with a B.Soc.Sci. (Economics) degree and thereafter completed a postgraduate (Hons) B Compt degree. Brian is a natural entrepreneur and his negotiation and deal-making skills are highly regarded by his peers. Under his leadership, the Singer Group has grown exponentially and today consists of twelve brands across the travel and hospitality industry. He is also a founding director of XL Travel, the third largest Travel Group in South Africa, with more than 150 membre-offices.



Chris Alexandre

Founder and CEO, GuestRevu

Chris Alexandre is the CEO and Founder of GuestRevu. Chris is a seasoned entrepreneur and has been creating, nurturing and leading businesses in the tech industry in Africa, the UK, the US and Europe for over 20 years. He is passionate about the hospitality industry and the benefits that tech can deliver to these businesses. GuestRevu help's hotels, groups, tour operators and activities worldwide collect the guest data they need to optimise their guest experience, the running of their businesses and, ultimately, to drive revenue. Listen to, learn and earn from your guests using GuestRevu's online surveys and reputation management solutions, quickly and easily. A proudly South African company, GuestRevu is one of only three TripAdvisor Platinum Review Collection Partners globally.



Derek Martin

Founder, TrevPar World

Derek Martin is the founder of TrevPAR World and is a Total Revenue Specialist with over 10 years of hospitality experience across brands such as Pan Pacific Hotel Group, Carlson Rezidor, Leading Hotels of the World as well as IHG. With expertise in Revenue Management, social media, marketing, e-commerce, guest reviews as well as value based pricing. TrevPAR World specialises in the commercial readiness of hotels of all sizes, the opening of new build hotels as well as revenue generation in forms of consultancy. TrevPAR World has strategic partnerships with Stenden South Africa, Northside Consulting as well as Guest Revu, all three partnerships are formed to ensure that they can maximise on the ever changing hospitality dynamic



Dexter Moren

Founding Director, Dexter Moren Associates

Dexter is recognised as an industry leader in the hospitality sector. He is the founding director of architecture and interior design practice, Dexter Moren Associates, founded in London in 1992. Dexter is driven by the principles of design excellence and sustainability whilst maintaining the joy of a creative working experience for his team, consultants and clients. With over 30 years' experience, Dexter has worked with the majority of leading brands in the UK, Europe, Russia, Africa, Middle East and Asia. Current projects include; the Westin, City of London, Intercontinental Hotel Lusaka, a luxury resort in the Cape Verde Islands and the new build dual-branded Tsogo Sun Hotel in Cape Town-opening September 2017.



Dimitris Manikis

Vice President Business Development, RCI EMEA

Dimitris Manikis is a Shared Ownership industry veteran, having more than 25 years' experience in the business. After his initial training in RCI's UK office, he went on to spend two and a half years in the Middle East, two years in Turkey and a year in India. During his tenure with RCI, Dimitris has held many positions throughout the EMEA region including Managing Director for RCI's South Eastern region and also Managing Director of RCI Africa. Today Dimitris oversees an extensive Business Development team spanning three business regions. A Greek national, Dimitris was born in Athens and holds a Bachelor degree in Tourism and Administration from the University of Patras in Greece, and an MSc Postgraduate degree in Tourism Marketing from the University of Surrey. His passion for people and work ethic comes from his 84-year-old father, whom he cites as his role model and inspiration. His father built up a grocery retail business in Athens where, helping out as a boy, Dimitris says he learned the value of high customer service levels, a positive outlook and hard work as being the foundations of success in both business and life.



Dr Achim Schmitt

Associate Dean - Graduate Studies and Professor of Strategic Management, Ecole hôtelière de Lausanne

Dr. Achim Schmitt is Associate Dean, Graduate Studies and Professor of Strategic Management at Ecole hôtelière de Lausanne. After more than 15 years in strategy consulting, Achim has gained substantial knowledge in strategy formulation, corporate turnarounds and managing underperforming business situations. He has been working at the University of Geneva (Switzerland), Audencia Business School (France), and was a Visiting Scholar at Columbia Business School (United States). Achim holds a PhD from the University of Geneva and obtained his Habilitation at the University of Paris-Dauphine in France. His research focuses on organizational decline, corporate turnarounds and strategic management that has been published in some of the leading management journals. He currently serves on the scientific board of the International Association of Strategic Management (France) and the Editorial Board at Long Range Planning.

Guest Speaker Profiles



Elisabeth Brandt

Chief Executive Officer, Healing Earth

Ewan Cameron leads Westmont Hospitality's Operations and Development in Africa. He has previously held several senior roles with IHG, African Sun and Lonrho Hotels, including Vice President Franchise Operations - EMEA, InterContinental Hotels Group; Head of Development Africa, InterContinental Hotels Group; Managing Director (Non-Zimbabwe) African Sun Hotels; and Chief Executive Officer, Lonrho Hotels.



Evert Lategan

Managing Director, Integrated Solutions

Evert Lategan is the founder and Managing Director of Integrated Solutions, a project construction management company. He has a BA Degree in Construction Management (Cum Laude) and more than 30 years' experience in the construction industry in South Africa and Africa. As a company, Integrated Solutions is involved in all aspects of construction management from project and financial management to value engineering, quality control and the procurement and supervision of suppliers and materials. Integrated Solutions also incorporates architectural and interior design services. With extensive experience in working in Africa, he advises on systems and best practice protocols that are suited to Africa's conditions. With strict quality control measures set by Integrated Solutions, all the projects were successfully completed to construction standards comparable with the best in the world.



Ewan Cameron

Director Operations and Development - Africa, Westmont Hospitality

Ewan Cameron leads Westmont Hospitality's Operations and Development in Africa. He has previously held several senior roles with IHG, African Sun and Lonrho Hotels, including Vice President Franchise Operations - EMEA, InterContinental Hotels Group; Head of Development Africa, InterContinental Hotels Group; Managing Director (Non-Zimbabwe) African Sun Hotels; and Chief Executive Officer, Lonrho Hotels.



Graham Wood

Founder and CEO, GIW Consulting

Graham has 21 years' experience in the Hospitality & Gaming Industry. In 2000, he was appointed as Resorts Division Regional Financial Manager for Sun International. In January of 2003, Graham assumed his first strategic leadership position as Director of Operations back at Sun City Resort. He was responsible for the strategic and operational leadership of the entire Sun City Resort including the 4 Hotels, Vacation Club, Gaming, Entertainment, Valley of Waves, Entertainment Centre, Sports and Recreation and all Support Departments. After a successful 5 years at Sun City Resort, Graham was appointed as the Divisional Director Resorts (Designate) of Sun International Limited. He was then appointed as Managing Director of Tsogo Sun Hotels (formerly Southern Sun Hotels). Graham is a Board member of South African Tourism, the Country's destination marketing organization and the chairperson of the Tourism Grading Council of South Africa, the respected authority on quality tourism products in South Africa.



Guy Stehlik

Chief Executive Officer and Founder, BON Hotels

Guy Stehlik is the CEO and founder of BON Hotels and Director of BON Hotels International West Africa. Having vast experience in all aspects of Hotel Management as well as having owned his own hotels, Guy created BON Hotels as an "owner-staff-community-guest" centric company to herald in and define an exciting new era in hotel management. His role at BON Hotels has evolved from a founder of a start-up and developer of a brand to becoming the opportunity seeker responsible for the strategic development for BON Hotels to continue expansion throughout all of Africa.



James Vos

Shadow Minister of Tourism, Member of Parliament

At the first Unicity elections held in December 2000, James was elected a ward councillor in the City of Cape Town. In addition to representing the same ward as councillor for his third term until 2014, James chaired several committees within the City of Cape Town council with the most noticeable as chairman of the council's health portfolio and sub-council respectively. James was also appointed to the City of Cape Town's portfolio committee for Tourism, Events and Marketing in 2011. James was nominated as candidate for the parliamentary elections held in May 2014 giving the Democratic Alliance a high profile local government candidate. He was duly elected as Member of Parliament and was appointed by the Parliamentary Leader to serve as Shadow Tourism Minister - a portfolio that has the ability to create vast economic opportunities across the spectrum while at the same time positioning our country as a destination of choice for travel and trade. James has a close association with Lions International. He was awarded with the International Merit Award and Melvin Jones Fellow for his continued support to community upliftment projects. He was also bestowed with Aldermanship making him amongst the youngest to receive this life title.

Guest Speaker Profiles



John Loos

FNB Economist

John acquired the degree Master in Economics at the University of Stellenbosch before starting his career as an economist in the National Treasury. He was part of the team that implemented the country's first Medium Term Expenditure Framework in the early days of Minister Trevor Manuel's tenure as Finance Minister. Thereafter, he became the Southern African Macroeconomist for Globalinsight, a major United States based economic consultancy with a global presence. He entered banking with BOE Group, shortly before moving to Absa Group in 2000 where he was the senior macroeconomist co-ordinating the Group's macroeconomic forecasting process. In 2004, he was named Reuters Economist of the Year. He acquired a passion for Property Cycle Analysis during what was possibly the greatest property boom in South African history, and in 2006, he left the world of Macroeconomics to join First National Bank as the bank's Property Economist.



Jonas Schwarz Lausten

Co-Owner, Nordic Hotels

With extensive experience, Jonas Schwarz Lausten is Nigeria's leading hotel entrepreneur. He is co-owner of Nordic Hotels in Nigeria. The hotels are multiple award winners for their great service and hospitality. Jonas Schwarz Lausten has created the #nordicfeeling - a concept whereby the hotels are more than just fancy Scandinavian styled boutique hotels. Together with a team of highly trained young Nigerians, Jonas creates experiences for his guests that include design, art, music, wine, talks etc. for his guests, plus a (almost) dream-guaranteed bed. As Jonas says, Nordic Hotels are disrupting the hotel industry in Nigeria.



Jonathan Steyn

Wine Business Education, University of Cape Town

Jonathan Steyn is convenor of the wine business management and hospitality leadership courses at the University of Cape Town Graduate School of Business. He holds degrees in business administration and is currently a final year PhD candidate at the UCT GSB. His research focusing on business collective action and market creation. He was for many years co-owner of Belthazar Restaurant and Wine Bar, also serving on the academy for the Top 50 restaurants in the world.



Kenneth Hatton

Sr. Vice President - Global Development, Belmond

With extensive experience, Jonas Schwarz Lausten is Nigeria's leading hotel entrepreneur. He is co-owner of Nordic Hotels in Nigeria. The hotels are multiple award winners for their great service and hospitality. Jonas Schwarz Lausten has created the #nordicfeeling - a concept whereby the hotels are more than just fancy Scandinavian styled boutique hotels. Together with a team of highly trained young Nigerians, Jonas creates experiences for his guests that include design, art, music, wine, talks etc. for his guests, plus a (almost) dream-guaranteed bed. As Jonas says, Nordic Hotels are disrupting the hotel industry in Nigeria.



Kevin Aitchison

Jr. Lecturer, Stenden School

I was born and schooled in Johannesburg and completed my University studies at Rhodes in Grahamstown. I have been working as a lecturer for the Stenden SA Hotel School for the past 5 years. My main field of lecturing is in strategic management but I have a passion for sustainability and Corporate Social Responsibility in the hospitality industry and am completing my Master's degree in this field. I never thought the industry would attract me as much as it has but I have definitely found my niche within hospitality education. My reason to wake up in the morning is to see young minds developing and young professionals growing and flourishing within the workplace.



Kim Whitaker

Chief Executive Officer, Once Youth Hotels

Kim started her first tourism business age 23, inspired by a year of living and working around the world. In 2013, Kim co-founded "Once in Cape Town" with a dynamic team, and grew the Poshtel/ Youth Hotel concept from strength to strength. The Youth Hotel concept straddles the line between hotel and backpackers hostel, extracting the best out of these two accommodation types. The sleepy "Saasveld Lodge" on Kloof street (with a very low annual occupancy of 32%) was converted over 8 weeks into a bustling youth hub, by clever design, strategic partnerships with sub-tenants and hiring the "Ateam" staff who encapsulate the "Once in Cape Town" ethos and spirit. In 2016, the team went on to open the second property in Johannesburg, in the bustling Braamfontein area. Kim is current CEO of Once Youth Hotels and is passionate about South Africa, Entrepreneurship and growing the Once brand into the African continent.



Kura Chihota

Managing Director, Leapfrog Commercial Properties; Chief Property Investment Officer, National Social Security Authority of Zimbabwe

Kura is the Chief Property Investment Officer of the National Social Security Authority of Zimbabwe managing a property portfolio in excess of \$200 million invested in hotels, retail and commercial real estate. In addition he serves on the Board and Investment Committee's of JSE listed Fortress Income Fund and not for profit Johannesburg Housing Company. He holds a Bachelors of Commerce from Wit University (SA) and attended the Real Estate Management Program at Harvard Business School.

Guest Speaker Profiles



Matt Biden

Managing Director, The Royal Portfolio

Matt obtained a Business Science degree from the University of Cape Town with Honours in Finance before moving to the UK to undertake an MSc at Oxford University. He spent four years at one of London's leading corporate advisory boutiques advising on mergers, acquisitions, restructurings and disposals for both listed companies and private equity owned assets. He joined The Royal Portfolio in 2012 to lead expansion and to manage operational, staff and financial issues. His financial experience has been a great asset to the business and his involvement ensures continuity and family representation in the business for the future.



Michael Bromley

Director, STBB

Michael is the Hospitality and Leisure Sector Head specialising in the development and construction of facilities, such as convention centres, casinos and hotels which include advising on the corporate structuring consisting of choice and establishment of special purpose vehicles, shareholder relationships and financing, land tenure issues, and structuring relationships with stakeholders during tender and construction and operational phases.



Michael Pownall

Managing Partner, PMR Hospitality

Born and raised in Sheffield in the United Kingdom, Michael Pownall graduated in 1983 from the renowned Blackpool Hotel School with a degree in Hotel Management. At the close of the millennium, Michael was the General Manager for another of Cape Town's notable establishments, The Mount Nelson, before travelling abroad to gain fresh perspective on the top international trends in the hospitality industry. His time spent as the Managing Director of the Orient Express property, Keswick Hall in Virginia USA, and then as Chief Executive for Sandy Lane – a sprawling luxury property in Barbados, Caribbean. Michael returned to South Africa in 2008, to open the five star Taj Hotel before joining PMR Hospitality Partners at beginning of 2016. As a family man and father of three, Michael has had plenty opportunity to hone his fine sense of humour, diplomacy and tolerance. Leisure time often involves a keen game of his favourite sports; either squash or golf, or enjoying good food, fine wine and great company.



Mike Collini

Vice President Development - Sub-Saharan Africa, Hilton

Mike Collini was appointed Vice President of Development in June 2006 and since 2017 has been based in Cape Town responsible for driving Hilton's development activity in Sub-Saharan Africa. Previously, Collini was based in Istanbul and responsible for Hilton's growth in Turkey, Russia & Eastern Europe where the company now enjoys the largest development pipeline of any global hotel chain. During a Hilton career spanning twenty years Collini has held a number of positions within the company, from overseeing major capital expenditure projects to asset management, acquisitions, disposals and technical support. Collini is a Chartered Quantity Surveyor and has a Master's degree in Property Business and Management and a BSc Degree (Hons.) in Quantity Surveying.



Neil Bald

Chief Executive Officer, aha Hotels & Lodges

Neil Bald is the Chief Executive Officer of aha Hotels & Lodges, the property management Division of the Tourvest Group which owns and manages hotels in 8 African countries. Neil holds a Higher Diploma in Hotel Management from the Technikon Witwatersrand, a Bachelor of Commerce from Unisa and a Sales and Marketing degree. Neil spent 23 years with Southern Sun (now Tsogo Sun) mostly in regional management roles and his last 6 years as Director of Operations for the Garden Court and Stayeasy brands, where he was at the forefront of innovative thinking and pioneering change in the 2 and 3 star hotel markets. Neil is a highly driven dynamic hospitality executive who displays business acumen, professionalism and integrity in all business dealings. With many years in the hospitality industry people management and empowerment has been the key to driving sustainable profitability in the business in which he has worked and been involved. Neil proved to be a sought-after mentor by all levels of staff and management.



Neil Markovitz

Founder and MD, Newmark Hotels

Neil Markovitz is the founder and Managing Director of Newmark Hotels (Pty) Ltd and boasts over 28 years of experience in the hospitality industry. A vision in its infancy, the iconic Victoria & Alfred Hotel was born and in 1990 Neil was responsible for the conception, project management and construction phase of the hotel. After the successful completion of the extensive V&A Hotel project, Neil was appointed as General Manager of the Ambassador Hotel steering him directly into a promotion as General Manager of the V&A Hotel. Neil's vision grew and he established the Sports Café brand, opening stores throughout South Africa and set up the franchise operation. Proving his mettle, Neil was appointed as Director of Operations for the Ambassador Group in 1994. In 2000, he served as Chairman of FEDHASA Western Cape (Federated Hospitality Association of Southern Africa), and in 2004 he was appointed to the board of Cape Town Routes Unlimited in the capacity of Deputy Chairman, as well as serving as the Director of Cape Town Tourism.

Guest Speaker Profiles



Paul C. Ansah

Vice President International Hotel Development, Marriott International

Paul C. Ansah is Vice President - International Hotel Development for Marriott International, responsible for development of all Marriott brands in Africa. Paul is also Group Development Director for Protea Hotels based in South Africa. Prior to Marriott, Paul spent several years building mixed-use commercial real estate in the United States. Paul holds a Civil Engineering degree and an MBA from The Wharton School at the University of Pennsylvania.



Philip Wooller

Area Director- Middle East and Africa, STR

Philip Wooller is based in Dubai and is responsible for the organisation's expansion throughout Middle East & Africa. Philip spent many years in hospitality and his career combines the unique blend of senior positions in hotel operations and management, sales, marketing and revenue management with Britannia Hotels, Thistle Hotels, Intercontinental Hotels and Crown Hotels. Philip joined The Bench in 2006 as Director of Sales before transferring to the STR Global team in 2008 when The Bench, Hotel Benchmark by Deloitte and STR merged to form the international division of STR. Philip graduated from Bournemouth University with a degree in Hospitality Management.



Roger Allen

Group Chief Executive Officer, Resources for Leisure Assets

For more than 20 years, Roger has been working on multiple levels of project development in the hospitality and leisure industries, developing a singular expertise in wellbeing asset management and the complexity of project planning through to delivery and operations. Roger is the Founder and CEO of Resources for Leisure Assets (RLA) a recognized global advisory to owners, developers and management companies in wellbeing hospitality, specializing in hotels, resorts, residential, mixed-use, healthcare, active living communities and health tourism developments. RLA works closely with investors, developers and project stakeholders across four continents from its offices in Sonoma, Vienna and Dubai to provide conceptual, financial analysis and asset management of wellbeing investments. Roger has worked with most of the leading hotel operating brands, is a former partner at Horwath HTL for Central and Eastern Europe, Russia and CIS Countries and was a co-author contributor to the book Hotel & Resorts Valuation - An Investor's Guide.



Samantha Muna

Managing Director, Trianum Hospitality

Samantha has twenty-two years of hospitality experience; the last twelve years have been in hotel investment advisory focusing on feasibility and market studies, facility planning and design, and hotel management, having practiced first in Boston, MA then in Kenya. In 2010, she co-founded Trianum Hospitality Limited, a Consulting and Management Company focused on the extended stay and serviced apartment market in Nairobi. Trianum currently manages a portfolio of 9 properties, hotels and serviced apartments boasting a total of 470 keys and 700 bedrooms. She was previously in a threeyear joint-venture with HVS. Samantha had also worked for ten years in hotel operations. She holds a Master's degree in Hospitality Management from Cornell University, a Bsc in International Hospitality Management from Hotel School Les Roches and a Diploma in Hotel Management and Administration from Kenya Utalii College. She is a member of the International Society of Hospitality Consultants (ISHC), a member of the Cornell Hotel Society (CHS), Kenya Chapter, a member of the Kenya Association of Women in Tourism (KAWT) and a founder member of the Club Managers Association of East Africa (CMAEA)



Sisa Ngebulana

Chief Executive Officer, Rebosis and Billion Group

Sisa holds B. Juris degree, CEA, LLB honors degree and LLM master's degree. An admitted attorney of the High Court of South Africa, he practised with Jan S de Villiers Attorney in commercial litigation before joining Eskom for seven years, first as legal counsel specializing in property and finance, and Eskom treasury as trader money and capital markets and head of structured finance. Sisa founded the Billion Group in 1998 and Rebosis Property Fund in 2010. In 2011 he listed Rebosis on the JSE main board (the largest IPO on the property market at that time). Sisa has won various awards including the Entrepreneur of the Year Award (2006 - SA), Property Developer of the Year award (2009 - SA), Pioneer award (2014 - SA), African Business Excellence award (2014 – UK House of Lords) and Global Leadership Excellence Award (2016 – Global Leadership Congress). He is a past president of the South African Council of Shopping Centre's (SACSC), and has been a director of the Attfund group, Truworths International and the Construction Industry Development Board (CIDB). Sisa has single handedly developed a number of regional shopping malls in SA, including Hemingways Mall, Forest Hill City, Mdantsane City, B.T. Ngebs City and Baywest City. Sisa has just entered the hotel development and management market with the launch of his first four-star Mayfair Hotel in Mthatha, Eastern Cape; his main aim is to create affordable luxury and plan to roll these hotels out nationally. Sisa is passionate, driven, humble and a disciplined hard working visionary.



Sisa Ntshona

Chief Executive Officer, South African Tourism

Sisa Ntshona, CEO of South African Tourism, has more than 15 years' experience in leadership roles in the financial services, aviation and manufacturing industries. Before joining South African Tourism, he served as the Head of SME Banking at Barclays Africa. Sisa is an executive with strong commercial experience having managed and run business operations successfully across the African continent and in the Middle East. As a thought leader and strategist at heart, Sisa often identifies opportunities and develops the necessary processes to effectively capture new growth. He holds an MBA from GIBS and an International Executive Programme from INSEAD business school in France.

Guest Speaker Profiles



Stephan Claassen

Provincial Head, FNB

Stephan is an entrepreneur at heart, with experience as a banker, attorney, private equity and property investor and lecturer. He has started and strategically grew a number of businesses both inside and outside of the corporate environment. He has been involved in growing a number of banking businesses in emerging markets, incl. Africa and India. He is currently the provincial head for FNB in the Western and Eastern Cape, and also serves in other roles within the larger FirstRand Banking Group. He loves water sports, cycling and traveling to extreme places.



Stephen Rushmore, Jr., MAI, CRE, FRICS

President and CEO, HVS

As President and CEO of HVS, the leading hospitality consulting and services organization with over 35 offices around the globe, Stephen directs the worldwide operation of the firm and is responsible for overseeing the long-term strategy. Prior to joining HVS in 2002, Stephen was Senior Engineer with Sapient, an enterprise application development firm, based in Cambridge, Massachusetts. He traveled throughout the world developing solutions that enabled financial, energy and telecommunication companies to increase internal efficiencies. In 2000 Stephen founded Roadfood.com, a website dedicated to finding the most memorable local eateries along the highways and back roads of America. The award-winning website has been recognized by Forbes Magazine as the best restaurant guide on the Internet, and Yahoo! awarded it the very prestigious "Web Site of the Year." More than 500,000 unique visitors visit the site on a monthly basis.



Steve Koehorst

Sr. Property Finance Dealmaker, FNB

Steve Koehorst is a lending specialist in the Commercial Property Finance dept of FNB specialising in construction, mixed use and specialised property finance. He has 20 years banking experience and was previously at Wesgro. He holds a Masters in City and Regional Planning and enjoys seeing great projects come to market which prosper and change the property landscape.



Tejas Shah

Director of Development - Africa, Hyatt International South West Asia Limited

A Chartered Accountant by profession, Tejas is a fourteen-year Hyatt veteran, currently based in Nairobi for over two years and focusing Hyatt's expansion efforts across the Sub-Saharan African region. He began his career as an Accounts Executive in the Shared Service Centre in Mumbai in 2002. In April 2004, he was selected as Operations Analyst based in the corporate office in Mumbai. He is part of the Hyatt's Development team since 2007. Prior to being selected as Regional Vice President – Acquisitions and Development, Tejas served as Development Director in Gurgaon, India and handled varied markets in South Asia.



Thierry Gíannonne

Director, Profica

Thierry has 17 years' experience in the industry with a focus on the hospitality and retail sectors. Having carried out the roles as both client and consultant, Thierry has developed core competencies in project initiation and feasibility that define the project scope, and has managed the development process from pre-contract through to completion. Thierry is French speaking and has worked in MENA & Southern Africa.

THINC Africa Award: Hotel of the Year - 2017

THINC Africa Awards aim to honour and recognise the most outstanding Hotels in Africa. We invited Hotels to nominate themselves for the awards. Of the nominations received we have shortlisted the following for the award. The winners will be announced on 30th August 2017 - the first day of the conference, as part of the scheduled programme. École Hôtelière de Lausanne (EHL) will be presenting a 20% Scholarship for all staff of The Hotel of the Year for single Certificate or Advanced Certificates.



Once in Cape Town, Cape Town, South Africa



Taj Cape Town, Cape Town, South Africa



Radisson Mammy Yoko Hotel, Freetown Sierra Leone



Heron Portico, Nairobi, Kenya



The Maslow Hotel, Johannesburg, South Africa

THINC Africa Award: General Manager of the Year - 2017

THINC Africa Awards aim to honour and recognise the most outstanding General Managers in Africa. We invited General Managers to nominate themselves for the awards. Of the nominations received we have shortlisted the following for the award. The winners will be announced on 30th August 2017 - the first day of the conference, as part of the scheduled programme. École Hôtelière de Lausanne (EHL) will be presenting a 50% Scholarship for their MBA online courses for the General Manager of the Year.



Chris Godenir

General Manager, The Peninsula All-Suite Hotel, Cape Town, South Africa

After many years of developing leadership skills both locally and internationally, I settled in Cape Town with the desire to influence change and new age thinking within the Hospitality Industry. I have used The Peninsula as a canvas to develop these concepts, that at times could be considered revolutionary. My goal has been to produce an exceptional business model where investment in people, internal development and empowerment have worked alongside capital investment in sustainable infrastructure. Utilizing technological advancements to improve on personalized service delivery and efficiency, thus maximizing revenue earning opportunities. Our marketing plan has been based on creating positive PR on the many Social and Environmental Responsibility projects undertaken, building positive energy and thinking. By having a team of happy staff and customers, we have created world wide networks simply through word of mouth. Without the unending support and trust of my Board of Directors, I would have been unable to achieve such great results. A never say die attitude and willingness to adapt and change when required have been my underlying strength.



Kais Mbarek

General Manager, Meliá Dunas Beach Resort and Spa, Santa Maria, Cape Verde

Kais Mbarek is a Tunisian born Italian Hotel General Manager of the Five-Star hotel, the Melia Dunas Beach Resort & Spa. Kais has been working for Meliá Hotels International, the world's largest operator of Resort hotels since year 2000 and right after graduating from Hotel School. As an award for his great achievement, he was sponsored by The Tunisian Ministry of Tourism and offered a professional training in Würzburg Germany.

Kais not just worked in several countries but also got involved in opening 08 resorts: from Tunisia, to Egypt, Greece, Germany, and now in Cape Verde, his passion for hospitality and for training others got him to enjoy every moment and every challenge while escalating his career's ladder from a Cook to chef Party, then sous chef, executive chef, F&B Director, Regional Culinary Director, Resident Manager, Hotel Manager and finally Hotel General Manager. In 2016 Kais received his Hospitality Management certificate from Cornell University and Melia Dunas was selected by Trip advisor within the top 10 best all-inclusive Resorts in Africa.



Ashwin Jose

General Manager, The Maslow Hotel, Johannesburg, South Africa

Ashwin is a seasoned hotelier with over 17 years' experience in the Timeshare, Casino, Business and Leisure portfolios. Prior to joining Sun International, Ashwin worked with Peermont Hotels & Resorts, South Africa and Mahindra Holidays & Resorts, India. Having grown up in Africa, subsequently living & working in India and now based in South Africa, he enjoys the dynamics and energy a multi-cultural setting presents. "Bringing different thoughts and people together to make an idea work continues to fascinate me", he says. His sound understanding of Hospitality operations led to him becoming one of the youngest General Managers within the Sun International Group. As the GM of The Maslow, Ashwin's focus remains on honing key strategic and operational deliverables of the business and under his leadership, The Maslow was voted Best Business Hotel in South Africa (Business Traveller Awards) for 2016. With a Degree in Hotel Management, a Post-Graduation in Business Management from Wits Business School, South Africa; Ashwin is also a Certified Hotel Administrator with the American Hotel & Lodging Educational Institute, USA.



Roman Krabel

General Manager, Accra City Hotel, Accra, Ghana

Roman Krabel, General Manager of the 4* Accra City Hotel in Ghana, (winner of "4 Star Hotel of the Year 2016" in the Greater Accra Region from the Ghana Tourism Authority, "4 Star Hotel of the Year 2016" in Ghana from the Hotel Association of Ghana and the first and only ISO certified Hotel in Ghana and West Africa) origin from Germany started his career in culinary arts; he was a Chef for many years. In 2000, he made career switch to Sales & Marketing, HR and F&B Management and eventually, this led him to become a successful GM. His culinary art and F&B background gave him self-discipline and the mentality for attention to details. The foundation of his success lies in his attention to detail, and as a highly motivated person he always works hard to ensure that all processes are efficient. In every hotel that he has ever worked, he not only brings new energy, fresh ideas and a different way of thinking, but also help fellow work colleagues to achieve their full potential.

THINC Africa Award: Student of the Year - 2017

THINC Africa Awards aim to honour and recognise the most outstanding Students in Africa. We invited Students to nominate themselves for the awards. Of the nominations received we have shortlisted the following eight for the award. The winners will be announced on 30th August 2017 - the first day of the conference, as part of the scheduled programme. École Hôtelière de Lausanne (EHL) will be presenting a Summer Academy scholarship to the student of the year.



Aldair Borges
Stenden University, Port Alfred



Anesu Pawandiwa
The International Hotel School, Johannesburg



Brandon Kriel
The International Hotel School, Durban



Lebogang Masilo
The International Hotel School, Johannesburg



Maxine Kruger Bastos
The Capital Hotel School, Pretoria



Siviwe de Beer
Stenden University, Port Alfred



Siphamandla Mzamo
Stenden University, Port Alfred



Christelle Ueckermann
The Capital Hotel School, Pretoria

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The advertisement features a central laptop displaying the THINC Africa logo, which includes a stylized map of Africa with various icons (a person, a lion, a zebra, a tree, and a bird) and the text "THINC AFRICA Tourism, Hotel Investment & Networking Conference". Above the laptop is a red banner with the "tourism TATTLE" logo and the tagline "NEWS, VIEWS, AND REVIEWS FROM THE WORLD OF AFRICA". In front of the laptop are a smartphone and a tablet, both displaying the Tourism Tattler website. To the left and right of the devices are stacks of Tourism Tattler magazine covers. The background is a solid blue color.

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