



INVEST IN BEAUTY AND HERITAGE

INVITATION

DESTINATION DEVELOPMENT:
NEW OPPORTUNITIES IN ITALY'S
HOSPITALITY MARKET

Tuesday March 3 - 16.30 - 17.30
Room Schinkel I

ITALY UNCHAINED. How the largest Hotel Real Estate pool in Europe is ready for business, with more opportunities for investment than ever. At this year event, in addition to the huge inroads Italy has been making in the investment community, we are delighted to announce even more development initiatives.

Moderator:

James Chappell, Global Business Director, Horwath HTL

In conversation with:

Alessandro Belli, Head of Tourism Real Estate, CDP
Investimenti SGR

Carlo De Vito, Chairman, FS Sistemi Urbani

Enrico Della Gatta, Chief Communications Officer, DIFESA
Servizi

Fabrizio Gaggio, Managing Director, Gruppo UNA

Stefano Nigro, FDI Department Director, Italian Trade
Agency (ITA)

Giorgio Palmucci, President A.I.C.A. Italian Hotel
Association Confindustria



**International
Hospitality
Investment Forum**

2-4 March 2020 InterContinental Berlin Germany

ITALIA



ASSOCIAZIONE ITALIANA CONFINDUSTRIA ALBERGHI



SD HOTELS

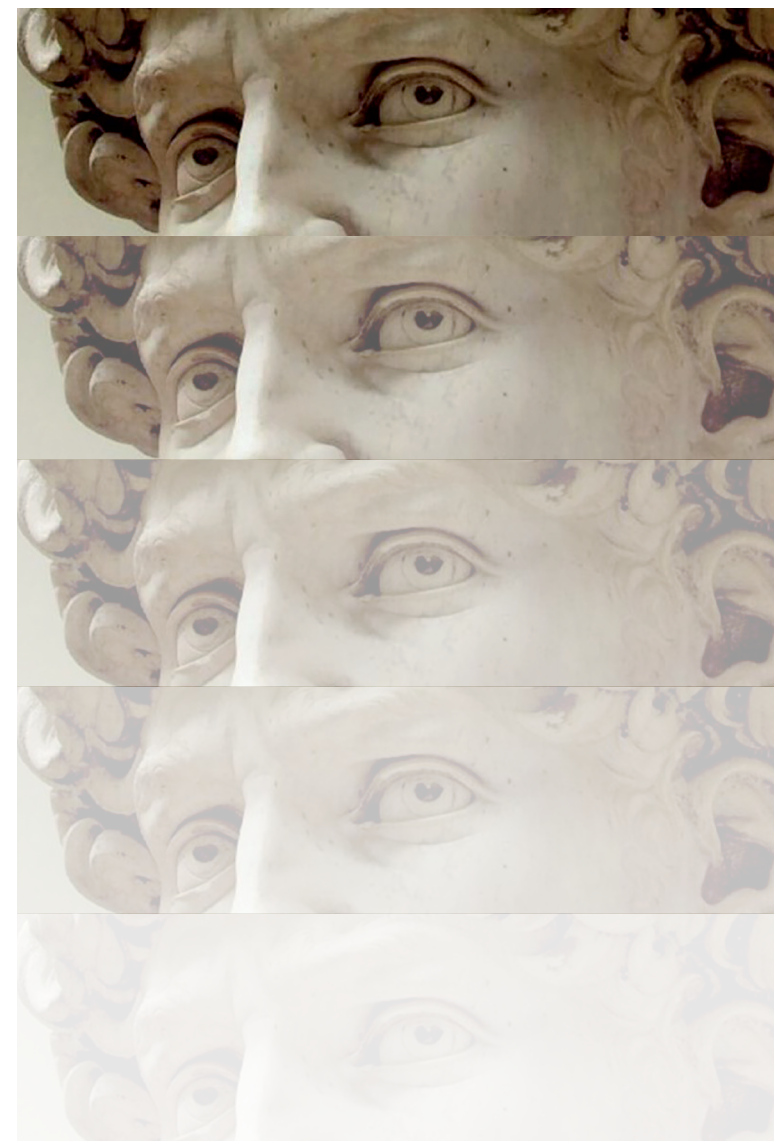


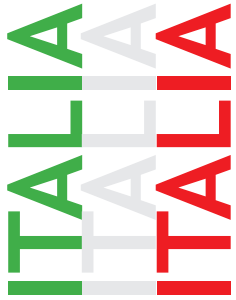
ITALIAN HOSPITALITY IS UNA



italiahospitality.it

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Italy is open for Business and the people you need to speak to are all here. If you are interested in any of the areas specifically, please reach out directly and they will be pleased to set up a meeting.



James CHAPPELL, moderator

James Chappell is the Global Business Director of Horwath HTL, the worlds oldest and largest Hospitality Consulting Brand and is responsible for 50 offices in 39 countries around the world. Horwath HTL is famous for their expertise in the hospitality sector having written the first uniform standard of accounts, and for having the most experienced local experts in the business. James was Managing Director of The Bench for five years before becoming Managing Director of STR Global, the company formed by the merger of The Bench, Deloitte's Hotel Benchmark and Smith Travel Research. A regular speaker at conferences and on television, James has appeared on CNN, The BBC, Bloomberg and others talking about the industry.



Alessandro BELLI

Head of Tourism Real Estate at CDP Investimenti SGR, asset management company 70% owned by Cassa Depositi e Prestiti ad 15% each by ACRI e ABI, which promoted the 'FIT - Fondo Investimenti per il Turismo', a real estate fund specialized in the Italian tourism infrastructure sector. Previously he held managerial roles in Fabrica SGR, Mittel SpA, Pirelli Real Estate, Torre SGR, C&W and Grandi Stazioni SpA. Alessandro is also Adjunct Professor in Real Estate Finance at LUISS Business School of Rome. Cassa Depositi e Prestiti is the national promotional institution that has supported the Italian economy since 1850. It contributes to the growth of the Italian real estate sector.



Carlo DEVITO

Chairman of FS Sistemi Urbani and Chairman of GS Immobiliare. As a transport engineer, he has been part of the FS Italiane Group since 1977, where he managed the planning and construction of complex railway works, the construction of 2.500 passenger railway stations and 400 cargo terminals. He led the projects of new High Speed railway stations, involving important architects - Foster, Isozaki, Desideri, Piano, Hadid, Calatrava, etc.-

FS Sistemi Urbani. In-house Company of FS Italiane Group, in charge of the transformation of disused railways yards, which are no longer functional to railway operations, into new urban districts, in particular assets close to railway stations, intermodal hubs and transport infrastructures.



Enrico DELLA GATTA

Chief Communications Officer at Difesa Servizi S.p.A, Italian Ministry of Defence in-house company. Major of the Italian Army, has been deployed abroad within NATO and ONU missions, holds a master's Degree in Strategic Sciences and Law and is LUISS Business School MBA candidate.

Difesa Servizi S.p.A. gives value military properties, even partially utilized, generating an economic-social return for the territory that contributes to produce wealth and growth for the country. For this reason, the enhancement of Defence properties is a fundamental asset of the Company, which is responsible for economic management, excluding alienation, real estate and assets for which a mandate has been given.



Fabrizio CAGGIO

Managing Director, Gruppo UNA, the biggest Italian hotel chain in Italy. Established in 2016, Gruppo UNA is the result of the merger of Atahotels and Una Hotels & Resorts. Gruppo UNA has about 5,000 rooms in 39 Hotels, resorts and apart-hotels across 10 Italian regions and 18 destinations, operated under 3 brands UNA Esperienze, UNAHOTELS and UNAWAY. Gruppo UNA is owned by Unipol, the second Italian insurance group, the first in non-life business and among the top ten in Europe. Previously Fabrizio held top management roles in Millennium & Copthorne Hotels as SVP Global Asset Management, in Starhotels as Managing Director, in Lungarno Collection Ferragamo Group as CEO.



Stefano NICRO

FDI Department Director, Italian Trade Agency (ITA). Stefano is the Director of the Foreign Direct Investment Department at ITA Agency. ITA acts on behalf of the Italian Government to promote FDI to Italy and to support foreign investors. He has a 10-year experience in investment promotion and he was previously involved in Strategy & operation consultancy. He holds an M.Sc. in Economics from Warwick University. **Italian Trade Agency** Governmental organization in charge of international development of Italian economy. Through "Invest In Italy" program, ITA Foreign Direct Investment Unit, along with Invitalia spa (the State - owned company for economic development), facilitates establishment and development of foreign companies in Italy.



Giorgio PALMUCCI

President A.I.C.A. - Associazione Italiana Confindustria Alberghi (Italian Hotel Association - Confindustria), Board member of ASTOI (Italian Tour Operator Association), President of EBIT (National Bilateral Agency for Tourism), Vice President of Federturismo (Italian Tourism federation of Confindustria), Member of Technical Committee Business Network - Confindustria, Member of Technical Committee for Internationalization - Confindustria.

AICA - Associazione Italiana Confindustria Alberghi

Italian Hotel Industry Association provides its member companies with expertise and proactive actions focused on developing the future of the Italian hotel industry.