



## New Zealand Hotel Industry Seminar

12 May 2011

2.45pm – 5.30pm

Level 27, Lumley Centre (Simpson Grierson offices), 88 Shortland Street, Auckland

### PROGRAMME

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2.45pm	3:00pm	Registration
3:00pm	- 3:05pm	Welcome / Introduction MC: Greg Towers (Simpson Grierson)
3:05pm	- 3:50pm	Strata Title Hotel & Serviced Apartment Development <i>"End of The Wild West?"</i> Facilitator: Greg Allen (Simpson Grierson) Panel: Graham Wilkinson (Retirement Assets Limited) Avi Rubinstein (Waldorf) Topics: - Fall out from past strata developments - Future strata business model and structure - Critical success factors - Ramifications of new Unit Title Act  Questions & Answers
3.50pm	- 4.35pm	Impact of Insurance Premiums on New Zealand Hotel Values <i>"The New Order"</i> Facilitator: Dean Humphries (Jones Lang LaSalle Hotels) Panel: David Wood (Aon New Zealand) Brendan Taylor (Scenic Hotels) Topics: - Impact Christchurch earthquake will have on insurance premiums for NZ hotels - Short and long term effect on hotel values - Insurance claim issues  Questions & Answers
4.35pm	- 5.20pm	Hotel Management Agreements <i>"Who now has the power?"</i> Facilitator: Terry Ngan (Horwath HTL) Panel: Graeme Dickson (Baker & McKenzie) Phil Kasselis (IHG) Lindsay Leeser (Accor) Topics: - The latest trends in HMAs overseas and NZ - What key commercial terms are in hot debate - Will owners or operators have the balance of power in the future  Questions & Answers
5:20pm	- 5.30pm	Summary / Closing MC: Greg Towers (Simpson Grierson)
5:30pm	- 7:00pm	Cocktails

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The programme details and personnel above are subject to change without notice