



# HOSPITALITY FORUM

DAY 2: WEDNESDAY, 11 OCTOBER 2023 | JOHANNESBURG MARRIOTT  
MELROSE ARCH

08h00 SAT Arrival & Registration

09h00 SAT API & APF Summit Sessions

09h05 MUT (5min) WELCOME ADDRESS: Peter Ndoro, Broadcast Journalist & Conference Moderator

13h00 SAT (60min)

## Lunch

14h00 SAT (5min) Master of Ceremonies: Peter Ndoro, Broadcast Journalist & Conference Moderator

14h05 SAT (15min)  
Presentation

AFRICA HOSPITALITY MARKET RECOVERY

Presenter: Allan Wantenaar, VP: Advisory Services, HTI Consulting

14h20 SAT (40min)  
Panel Discussion

INSTITUTIONAL FUNDING: BRIDGING THE GAP IN HOSPITALITY PROJECTS

- Understanding the challenges of obtaining institutional funding for hospitality ventures.
- Exploring strategies to fill the funding gap and attract institutional investors.
- Highlighting the opportunities and potential of secondary markets for investors

Moderator: Wayne Godwin, Head of East Africa, JLL & Head of Hotels & Hospitality Group, Africa

### In Discussion With:

Ram Lokan, Principal, Kasada Capital  
Hamza Farooqui, Founder & CEO, Millat Investments  
Fabio Nava, Director: Capital Markets, CBRE  
Excellerate  
Mmatsatsi Ramawela, Managing Director, Africa  
Tourism Connect

15h00 SAT (15min)  
Presentation

[Placeholder] Huawei / ABC Solar

15h15 SAT (45min)  
Panel Discussion

## LIFESTYLE COMMUNITIES AND RESORTS ACROSS AFRICA: NEXT WAVE

**Presenter & Moderator:** Samantha Muna, Director: Business Development, Trianum Hospitality

**Panelists:**

Paul Onwuanibe, Group CEO, Landmark  
Geri Flanagan, Development Manager, Accor  
Mike Devereaux, CDO – Africa, Valor Hospitality  
Wesam Okasha, Managing Director, Tui Blue Hotels  
Heri Bomani, Managing Director, Pangani Advisory Services

16h00 SAT (40min)  
Panel Presentation

## SAFARI TOURISM: CONSERVATION & SUSTAINABLE GROWTH

- Discussing the significance of safari tourism in Africa.
- Growth of global brands into the Safari sector.
- Addressing conservation challenges and sustainable practices in the safari industry.
- Exploring ways to promote responsible tourism and wildlife preservation.

**In Conversation With:**

Keiran Day, COO, Elowana  
Neil Hughes, Managing Director, Providence Hospitality  
Craig Erasmus, VP: Operations – sub Saharan Africa, Accor  
Dave Wilson, Head: Commercial Development, African Parks  
Jugal Khushalani, Director – Development, Marriot International

16h40 SAT (30min)  
Case Study Discussion

## LEISURE VENTURES IN THE AFRICAN MARKET

**Moderator:** Jan Snyman, Director, CBRE Excellerate

**In Conversation With:**

Gerrit-Jan van der Grijn, CEO, Lowland Group  
Shaun Wheeler, General Manager, Radisson Blu Mosi-Oa-Tunya Sandra  
Daniel Trappler, Senior Director: Development sub-Saharan Africa, Radisson Hotel Group

17h10 SAT (40min)  
Presentation

## EMBRACING TECHNOLOGY FOR EXTENDED STAYS - APARTHOTELS - SHORT TERM RENTALS: Impact from booking to customer experience

- Co-ownership platforms
- Digital access and check-in systems
- Bookings, maintenance management and security
- Tenant loyalty and partner platforms

**Moderator:** Andrew McLachlan, Founder & Managing Director, Develop Hotels Inc.

**Panelists:**

Murray Clarke, Co-Founder, Neighbourgood  
Eleni Georgopoulou, Founder & CEO, YourHost Ltd

17h50 MUT (10min)

CLOSING REMARKS & End of Summit

NETWORKING COCKTAIL FUNCTION