



HOSPITALITY & RESIDENCES



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HOTEL GROUP™

HOSPITALITY & RESIDENCES FORUM | 17 SEPTEMBER 2026 | CTICC, CAPE TOWN

11:00

15 min

PRESENTATION

HOTEL PERFORMANCE: TRENDS, CYCLES AND OPPORTUNITIES

Phillip Wooller, Senior Director – MEA, STR

11:15

30 min

NETWORKING BREAK | REFRESHMENTS & EXHIBITION

11:45

40 min

PANEL DISCUSSION

WHERE HOSPITALITY DEALS ARE GETTING SIGNED. THE VIEWS FROM OPERATORS & ADVISORS: *Comparing the latest regulatory, investment, ease of access improvements and demand drivers that are facilitating hospitality development key hotspots.*

Moderator: **Trevor Ward**, Managing Director, W Hospitality Group

- **Tim White**, Regional Director for Africa, Turner & Townsend
- **Charl Nel**, Development Manager MEA, Wyndham Hotels & Resorts
- **Talya French**, Senior Director of Development, Southern Africa, Marriott International
- **Rob Kucera**, Regional VP for East & South Africa, Aleph Hospitality
- **Shaun Dubash**, Senior Director, Development MEA, IHG Hotels & Resorts

12:25

40 min

PANEL DISCUSSION

LUXURY RESI & HOSPITALITY: THE MODELS SETTING NEW STANDARDS: *Exploring Africa's innovative luxury residential and hospitality concepts, branded residences, experiential offerings, and lifestyle and wellness-driven developments.*

Moderator: **Fabio Nava**, Director, Advisory and Transactions – Africa, CBRE Excellerate

- **Oliviero Cassini**, Chief Development Officer, EMEA, The Lux Collective
- **Tim Ducommun**, Director of Development Luxury Brands, MEA&T, Accor
- **Chakyl Camal**, CEO, Urbanew
- **Craig Erasmus**, CEO, Mantis Collection
- **Rael Phillips**, CEO, Totalstay

13:05

NETWORKING LUNCH | HOSTED BY STANDARD BANK

14:05

25 min

FIRESIDE CHAT

SHOW ME THE DEAL: STRUCTURING HOSPITALITY TRANSACTIONS THAT CLOSE:

Diving into the mechanics behind deal-structuring from recent landmark transactions, for buyers and investors in Africa.

	Facilitator: Wayne Godwin, Managing Director, Cushman & Wakefield Broll Hospitality In conversation with: • Karim Cheltout, Senior Vice President – Development, MEA, Marriott International • Katlego Mphahlele, Senior Dealmaker, IDC
14:30 35 min	PANEL DISCUSSION THE POWER OF LOYALTY: BRAND REPUTATION AND STANDARDS: <i>How established brand reputation and loyalty programmes are facilitating the entry of global brands into new locations, operating models and sectors in Africa.</i> Moderator: Wayne Troughton, CEO, HTI Consulting • Wesam Okasha, Head of Global Business Development, Tui Hotels & Resorts • Pierre Lang Poirier, Director of Development for MEA, Premium, Midscale and Economy Brands, Accor • Sandra Kneubuhler, Managing Director, Sub Saharan Africa, Radisson Hotel Group • Allan Wantenaar, Business Development Manager, Valor Hospitality
15:05 35 min	PANEL DISCUSSION ECO-TOURISM, COMMUNITY-FOCUSED HOSPITALITY AND GREEN DIRECTIVES: <i>Africa's eco-tourism pipeline, safari tourism, the evolution of community-centric experiences and new sustainability requirements from key markets such as the EU.</i> Moderator: Bobby McKenna, COO, Ubunifu • Colin Bell, Co-Founder, Natural Selection • Geri Flanagan, Director Business Development – Africa, Banyan Group • Melissa Foley, Sustainable Tourism Consultant, All About Africa
15:40 35 min	PANEL DISCUSSION BEYOND WINE: THE RISE OF HOSPITALITY DEVELOPMENT IN THE CAPE WINELANDS: <i>A developer-led conversation about why hospitality is increasingly becoming part of the investment and development story in Stellenbosch, Paarl and the wider Winelands.</i> Moderator: Andrew MacLachlan, Founder & Managing Director, Develop Hotels Inc. • David Luditt, CEO, Abacus Development Group • Werner Roux, CEO, Rouxcor Group • Cavan Bartlett, Director, Scarlet Developments
16:15 35 min	PANEL DISCUSSION DESTINATION DEVELOPMENT & THE HOSPITALITY PIPELINE: ALIGNING STATE PRIORITIES WITH PRIVATE TOURISM INVESTMENT: <i>Discussing public-private sector alignment of tourism and hospitality investment, marketing and infrastructure priorities, and what it takes to bring both sides of the equation to the table.</i> Moderator: Gillian Saunders, Independent Tourism and Hospitality Consultant • Christelle Grohmann, Director of Advisory, BDO • Hamza Farooqui, CEO & Founder, Millat Investments • Basil Bafana, Business Development, iSimangaliso Wetland Park Authority