

INTERNATIONAL HOTEL INVESTMENT FORUM (IHIF) EXAMINES NEW BUSINESS WRITTEN BY EUROPE'S LENDERS IN BANKERS FORUM

BERLIN, Germany: Held 8-10th March 2010, The International Hotel Investment Forum (IHIF) is proud to announce the highly anticipated Bankers Forum, in which case studies will be used to illustrate what new business is still being written by European lenders. The Forum, scheduled to be held on the second day of the Conference, Tuesday 9 March at 16:45, will allow attendees the opportunity to listen to premier lenders from across Europe discuss recent transactions that they have been able to support.

"The economic downturn has placed severe pressure on the banking community and their clients. Based on that reality, IHIF decided to provide a platform for European lenders and allow them the chance to share their individual 'good news story'. We have every hope that the Bankers Forum will kick-start positive discussion for future opportunities once the recovery takes hold," said Jonathan Worsley, Chairman of Bench Events and co-organiser of IHIF.

Hosted by Rod Taylor, Founder & Chairman of **Taylor Global Advisors** Ltd and Patrick Sanville, Director Hotels of **BNP Paribas Real Estate**, the panel includes: Barbara Levi, Senior Banker & International Business Development, **Calyon, Credit Agricole CIB**; Bettina Graef, Special Property Finance-Head of Hotel Properties, **Aareal Bank AG**; Bill Waite, Senior Manager and Head of Hotel Financing, **AIB Capital Market**; Bob Silk, Relationship Director, **Barclays Bank** Hotels Team; Jan Willem Van Roggen, Managing Director at **NIBC**; Josef Thullner, Hotels & Tourism, **Erste Group Bank AG**; Peter Anscorb, Senior Corporate Director and Head of Hotel Finance, Corporate Banking, **Royal Bank of Scotland**; Stephen Welch, Relationship Director, Real Estate & Hotel Finance, **Europe Arab Bank**; Thibault Dutreix, Principal Banker, Property & Tourism, **European Bank for Reconstruction and Development (EBRD)** and Tony Burnell, Relationship Director, Hotels, **Lloyds TSB Corporate**.

"Investors need to understand what type of deals banks can and will support in these challenging economic times or otherwise they are working in the dark. This session will provide the opportunity for a number of lenders drawn from across Europe to share transactions details representative of their current interest to IHIF attendees. It also allows investors the opportunity to hear first hand about such transactions," said Rod Taylor, Founder and Chairman of Taylor Global Advisors and co-host of the Bankers Forum.

For more information and details on registering for the IHIF conference to be held 8-10 March in Berlin, [visit the IHIF website](#).

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About the Organisers:

HotelWorld Network

As part of Questex Media Group LLC., HotelWorld Network encompasses a series of publications and live events that provide news and networking to the largest group of hospitality professionals in the industry. HotelWorld Network delivers hotel industry news through its print publications Hotel & Motel Management and Hotel Design magazines in addition to its innovative breaking-news portal www.hotelworldnetwork.com. The HotelWorld Network also offers cutting-edge educational content and valuable networking opportunities via its International Hotel Investment Forum (IHIF) Berlin, IHIF Asia Pacific, Russia & CIS Hotel Investment Conference, HotelWorld F&B, Distressed Hotels Summit, and HOTEC Design and HOTEC Operations portfolio of events.

Bench Events

As organisers of top conferences for the hotel and investment industry, Bench Events is a growing entity which currently hosts hotel investment conferences in Berlin, Dubai and Moscow in partnership with other leading providers. Jonathan Worsley, Chairman of Bench Events, is one of the organisers and founders of the International Hotel Investment Forum (IHIF) held each year in Berlin. Worsley is also Chairman of Bench Event's sister company, JW Bench, a benchmarking company that has successfully launched the Conference Bench and the Productivity Bench. www.benchevents.com

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