



Contract International Meeting

20th and 21st June, 2023



Schedule

Tuesday, 20th June, 2023

9:15h Morning Coffee, first networking and check-in at Mobility City

9:45h Opening and presentation of the session

10:00h **Current situation and Middle East market prospects. Key concepts, challenges and opportunities for the Contract companies**

- » Elias Maalouf, Assistant Vice President Technical Services and Development at Dusit International
- » Paul Aychouh, Director of Engineering at Kempinski Hotels
- » Alicia Pérez, LLC founder at Luna Design

Moderator: David Cámara, Director of UNEX – Business Association of Habitat, its Internationalization and Contract. Forerunner of the Contract Channel in Spain and Latin America/Caribbean

11:00h **Business experience and presentation & participation of the attending companies at the discussion panels**

- » Alejandro Hahn, Managing Director EMEA at Dahlgren Duck
- » Nadine Pieper, Architect (ETSAB, RIBA), MBA (LBS) at Borgos Pieper

12:30h Networking Lunch

14:15h B2B meetings

Wednesday, 21st June, 2023

Company visits



Speakers

- Contract Aragón Commissioner -



David Cámara Navarro

Director of UNEX – Business Association of Habitat, its Internationalization and Contract. Forerunner of the Contract Channel in Spain and Latin America/Caribbean

areacontract.com

With more than 20 years of experience, David designs, develops and leads internationalization programs, under a transversal vision which stimulates innovation, knowledge, business cooperation and the generation of new business opportunities between the different members of the value chain of the Contract Channel (equipment, design, architecture, project management, operations, development... etc.), prioritizing the relationship between Latin America/Caribbean, Europe, and the Middle East.



Elias Maalouf

Assistant Vice President Technical Services and Development at Dusit International

dusit.com

Elias is a versatile and highly accomplished professional with rich experience of more than 25 years in the Engineering and Hospitality industries.

Elias is a highly qualified strategic planner, is well organized, team player, excellent communicator, a leader, and problem-solver.

Dusit International:

The Dusit Thani Group of companies, also known as Dusit International, is a Thai multinational hospitality company headquartered in Bangkok, Thailand. For over seventy (70) years, Dusit International has been synonymous with world-class hospitality. With the full acquisition of Elite Havens in 2018, the leading provider of high-end vacation rentals in Asia, Dusit international's property portfolio currently comprises more than 300 properties operating under six brands across 14 countries. The company has more than 50 Dusit-branded properties in the pipeline in key destinations.



Paul Aychouh

Director of Engineering at Kempinski Hotels

[kempinski.com](https://www.kempinski.com)

With a proven track record of more than 23 years of experience as a multi-disciplined Head of Engineering in the hospitality and facility management industries, Paul has been able to work within budget, time constraints and delivering with efficiency in addition to leading pre-opening, operational and renovation projects/properties. He has proven communications and project management planning and implementation.

Fully conversant with fire, life and safety legislative requirement. Excellent leader able to manage, motivate, train and empower team members to achieve professional and corporate goals. Enjoys life's challenges with a flexible positive attitude.



Alicia Pérez

LLC founder at Luna Design

luna.qa

Alicia has a degree in Architecture from the Escuela Técnica Superior de Arquitectura de Madrid (2003), a degree that she later complemented with Business and Marketing studies in Sydney, Australia. In her international professional career Alicia has worked in different countries such as Spain (Madrid), Australia (Sydney), Fiji Islands, Hong Kong, United Arab Emirates (Dubai) and finally Qatar (Doha), which has helped her develop a broader vision of how architecture, interior design and the design and construction industry operate through different cultures.

In 2013, Alicia founded her own interior design studio in Qatar, Luna Design LLC, after an interesting experience in the world of Scenography working for Qatar Television. Since then, she has carried out numerous interior design, furnishing and decoration projects in the residential area of high luxury individuals mainly and for companies from various sectors, offices, Wellness spaces, hotel brands such as Hotel Shaza, Hotel Dusit, Vogue, Ministry of Transport. Ministries of Environment, Weill Cornell University and FIFA Supreme Legacy.

In its professional career Luna Design has been awarded in the years 2019, 2021 and 2022 with international interior design awards by the International Property Awards and Luxury Lifestyle Awards. Currently Alicia leads her multidisciplinary team developing in addition to private projects numerous residential / hotel projects with her partner and local developer Sheikh Jabor Bin Mansour Bin Jassim Al Thani, member of the royal family of Qatar.





Alejandro Hahn

Managing Director EMEA at Dahlgren Duck

dahlgrenduck.com

Alejandro is the Managing Director EMEA of Dahlgren Duck. In September 2019 he launched the Company's operations in the UK, Europe and the Middle East.

Alejandro has laid the foundations to create a unique luxury experience for yacht owners, private jets and of 5 and 6-star boutique hotels, as well as the world's most exclusive residential projects, by covering all aspects of the value chain and offering a tailored portfolio of services to cover all the needs of the client: from curating to purchasing, quality control, logistics, delivery and installation, and after-sales management.

Previously, Alejandro was Director of Linley, a London-based company owned by a member of the British Royal Family, specializing in unique furniture and décor items, as well as interior design services. Before, and based in Riyadh, Alejandro was Commercial Director of Creative Closets, a company based in Saudi Arabia, with a presence in 6 Middle Eastern countries and specialized in high-end furniture and installations for palaces and luxury residential projects. Before moving abroad, Alejandro was Managing Director at Natuzzi Group in Spain and Portugal.

Alejandro brings more than 25 years of international experience in all facets of the European and Middle Eastern residential, yachting and hospitality industries. He is a world leader thanks to his training and extensive international experience with a focus on luxury goods and services. Throughout these years, Alejandro has focused and specialized in the high-end residential and yachting sectors, which has allowed him to be considered a change agent with a strong strategic and international focus, open to relocating and working anywhere the world. He has a vast experience identifying new opportunities, launching new businesses, international expansion, and building relationships and productive teams. He stands out leading and being part of multidisciplinary teams, especially in the development of strategies and their transformation into action plans, while managing risks and challenges in such a way as to ensure the expected return on investment for the Company and shareholders.

Alejandro holds an Executive MBA from IESE Business School and a Bachelor's Degree in Business Administration from the Autonomous University of Madrid.



Nadine Pieper

Architect (ETSAB, RIBA), MBA (LBS) at Borgos Pieper

borgospieper.com

Nadine Pieper is the founding partner of Borgos Pieper, an architecture and design studio with offices in Barcelona and London. Previously, as an associate at Foster +partners over 8 years, collaborated on commercial and high-end residential projects in the UK, and Malaysia. She directed the design and construction of the Portia Winery awarded RIBA prize.

Since February 2008 she directs a wide portfolio of projects at Borgos Pieper such as Radisson Collection Seville, the Concept Design for Soho House in LA, a private Hotel and residential development in Berlin, the concept design to first stage of construction of the Six Sense hotel in Ibiza (5*). Current projects include a 70,000sqm Mixed use complex in Tashkent with 5* Hotel, offices, residential, aparthotel and retail, as well as High End residential projects in Abu Dhabi.



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