MEDINVEST

THE MEDITERRANEAN INVESTMENT OPPORTUNITY PLATFORM

Find the place. Find the incentive. Find the opportunity.

BRAIN Think Tank | Thursday 26 November 2026 | Hilton Malta

PARTICIPANT GUIDE • Working draft

The ambition

MEDINVEST will explore the creation of a trusted digital platform that connects Mediterranean destinations, tourism investment opportunities, incentives and international investors. Rather than promoting isolated projects, the initiative aims to create a coherent regional window on investable opportunities, supported by reliable information, local expertise and responsible investment principles. A complementary objective is to explore organising a Mediterranean Hospitality Investment Forum as part of the annual Mediterranean Tourism Forum, connecting destinations, investors, hotel and restaurant operators, developers, advisers and public investment agencies in person.

The Think Tank will define a preliminary project brief and development pathway: what information the platform needs, which destinations and opportunities could participate, how opportunities should be assessed, who should contribute, and how the Mediterranean Tourism Foundation (MTF) can act as a trusted connector rather than an investment adviser or guarantor. The session will also assess the concept, partners and feasibility of a dedicated hospitality investment forum alongside the digital platform.

One Mediterranean. A world of investment opportunity.

Programme | 26 November

Time	Activity
13:00	Networking lunch — Spinola Foyer, Hilton Malta
14:30–14:45	Welcome, objectives and introductions
14:45–15:25	Part 1 — International investment platforms, destination needs and examples
15:25–16:10	Part 2 — Co-design the MEDINVEST platform and its operating model
16:10–16:40	Group reporting and discussion
16:40–16:55	Agree priorities, pilot destinations and possible partners
16:55–17:00	Conclusions and next steps

How the BRAIN session works

BRAIN brings together different perspectives, practical experiences and international networks. No formal presentation is required. Participants are invited to share examples of investment platforms, destination propositions, tourism development opportunities and partnerships they have encountered or helped develop. The focus is on shaping a feasible project, not pitching individual investments or making funding commitments.

Six workstreams for discussion

1. Destination and opportunity mapping

Which Mediterranean destinations should participate first? Which tourism investment categories should be included: accommodation, lifestyle tourism, heritage regeneration, attractions, infrastructure, food and beverage, or other projects?

2. Data model and opportunity standards

What minimum information should each opportunity provide: location, project description, stage, ownership, planning status, capital requirements, demand evidence, environmental and community impact, and responsible contacts?

3. Incentives and investment readiness

How should the portal present public incentives, eligibility, approvals and local investment conditions without overstating or guaranteeing them? What criteria establish a project as ready to be showcased?

4. Investor, adviser and partner network

How could investment agencies, destination authorities, banks, advisory firms, developers and investors participate? How should enquiries, referrals, confidentiality and conflicts of interest be handled?

5. Platform governance and delivery pathway

Who curates and verifies listings? What editorial and data governance is required? What is the smallest viable pilot, and how can success be measured?

6. Mediterranean Hospitality Investment Forum

Should the Mediterranean Tourism Forum host a dedicated Mediterranean Hospitality Investment Forum? Explore its audience, format (investment showcases, destination pitches, investor–operator meetings, advisory clinics and curated B2B sessions), co-organising partners, participation criteria, commercial viability and how it would complement the MEDINVEST digital platform.

Expected outputs

- A concise project brief describing purpose, users, scope and distinctive value
- A proposed opportunity data template and minimum verification criteria
- A shortlist of possible pilot destinations and investment categories
- Potential founding partners, country contributors and advisory organisations
- A phased pathway for discovery, prototype, pilot and future expansion, with owners and indicative milestones

An initial concept for a Mediterranean Hospitality Investment Forum within the Mediterranean Tourism Forum, including proposed format, prospective partners and a feasibility/next-step assessment.

Participation and preparation

The names below represent an initial, provisional group. Participation is open to others with a genuine interest in the topic; the list may change or expand. Titles and roles are supplied for working purposes and should be confirmed before external publication.

Please come with one relevant example, one practical suggestion and, if possible, one contact or institution that could help build a regional investment-opportunity platform. No financial commitment or formal presentation is expected. Consider also whether your organisation could contribute to a dedicated Mediterranean Hospitality Investment Forum.

Appendix A — Proposed participants and short profiles

Joint facilitators: Andre Imbroll (Malta) and Ezio Poinelli (Italy). Profiles below are brief descriptions based on the roles provided, not independently verified biographies.

Andre Imbroll — Malta
MHRA Deputy President
Joint facilitator; brings Malta hospitality industry and investment-sector stakeholder perspectives.

Ezio Poinelli — Italy
HVS Milan
Joint facilitator; brings hotel investment and hospitality advisory perspectives.

Giorgio Ribaudo — Italy
Co-founder, ITHIC; CEO, Teamwork Hospitality
Hospitality investment conference and sector development perspective.

Mauro Santinato — Italy
Co-founder, ITHIC; CEO, Teamwork Hospitality
Hospitality consultancy, industry networking and investment dialogue.

Awad Chamas — Belgium
Founder & CEO, EuroGulf Consulting, Brussels
International business connections and cross-border advisory perspective.

Neal Debono — Malta
MHRA
Malta hospitality sector and operator perspective.

Ivana Vladović — Croatia
Dalmatia Tourism Director
Destination-level tourism development and regional opportunity mapping.

Gianluca Manenti — Italy
President, Confcommercio Sicily
Business representation and investment conditions in Sicily.

Anna Akutina — Italy
Confcommercio Sicily
Sicilian enterprise and destination stakeholder perspective.

Daniele Russino — Italy
Confcommercio Sicily
Sicilian enterprise and business-network perspective.

Roberta Buscema — Italy
Confcommercio Sicily
Sicilian enterprise and local opportunity perspective.

Şehnaz Çehreli Şefik — Türkiye
Çehreli Consulting
Consultancy and Türkiye-related investment connections.

Daniele Brocchi — Italy
Confesercenti
SME representation and local investment-enabling conditions.

Mino Dinoi — Italy
President, Confederazione AEPI
Business association and entrepreneurship perspective.

Daniel Surya — Indonesia
Group Executive Chairman & Co-Founder, WIR Group
Digital innovation, technology platforms and strategic partnerships.

Dimitris R. Melachrinos — UAE
Vice President, Investment Management, Monterock International
Investment management and capital-market perspective.

Yashinta Bahania — Not confirmed
Head, APJ Market Expansion & Strategic Partnerships, Amazone
Market expansion and cross-border strategic partnership perspective.

Yiannis Chrysanthakopoulos — UAE
Director, Investments & Finance, Monterock International
Investment finance and project evaluation perspective.

Appendix B — Working worksheets

Worksheet 1 | Inspiration and platform examples

Platform / destination example	What works / lesson	Relevant contact or source

Worksheet 2 | Define the minimum viable MEDINVEST pilot

Who are the priority users (destinations, project owners, investors, advisers)?

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Which 2–3 opportunity categories and destinations should be piloted?

_____

What mandatory information and verification steps must each listing contain?

_____

How will incentives and approvals be sourced, dated and qualified?

_____

What is MTF's role, and what responsibilities remain with project owners and advisers?

_____

Worksheet 3 | Partners, investment forum and development pathway

Proposed partner / contact	Potential contribution	Next action / owner

Worksheet 4 | Five-minute group report

Our recommended platform concept:

_____

Three minimum features for the pilot:

_____

Two destinations or partners to approach:

_____

One major risk and how to manage it:

_____

First practical step after the Forum (including feasibility of the proposed Mediterranean Hospitality Investment Forum):

_____

Important boundaries

MEDINVEST is a proposed information and connection initiative, not a regulated investment marketplace or financial advisory service. Any future platform will require appropriate legal, privacy, compliance and commercial review. Investment opportunities, incentives, returns and approvals must be independently checked; inclusion must never imply endorsement, due diligence or a guarantee by MTF.

Naming note: the source brief uses both “MEDINVEST” and “MEDVEST”. This working guide uses MEDINVEST, matching the heading; the final project name should be confirmed.