



28-29 MARCH 2018
PAN PACIFIC SINGAPORE
WWW.AOCAP.ORG

SPONSOR OPPORTUNITIES



AOCAP will be held in conjunction with

HICAP
HOTEL INVESTMENT
CONFERENCE ASIA PACIFIC
UPDATE

27-28 MARCH 2018

Produced by:



In association with:



**STILES
CAPITAL
EVENTS**



ABOUT AOCAP

The only Asia Pacific conference focused on alternative ownership and mixed-use resorts

- Timeshare and Vacation Clubs
- Fractional Ownership
- Private Residence Clubs
- Branded Residences
- Condo Hotels
- Serviced Apartments

Discover at AOCAP why alternative ownership business models have significant potential in Asia Pacific and how such market potential might be realized. For investors, owners or developers looking for ways to monetize undeveloped resort real estate, repurpose or further optimize returns on existing inventory, alternative ownership offers an additional or 'alternative' option to the more common ideas of a stand-alone hotel or integrated resort.

Launched in 2009 by the Absolute World Group and acquired by HICAP in 2014, AOCAP is part of Asia Pacific's Premier Hospitality Conferences joined by HICAP (Hong Kong) and HICAP UPDATE (Singapore).

Get Noticed. Become a sponsor.

Sponsorships are a highly effective way of getting your message across. At AOCAP you will find the opportunity to raise your company's profile and increase your brand's exposure with existing and potential customers and partners.

Join our sponsors and get noticed!

PRELIMINARY PROGRAM

WEDNESDAY • 28 MARCH 2018

6:00PM - 8:00PM OPENING NETWORKING RECEPTION HELD WITH HICAP UPDATE

THURSDAY • 29 MARCH 2018

9:00AM - 11:30AM PLENARY SESSIONS

11:30AM - 12:30PM BREAKOUT SESSIONS

12:30PM - 1:30PM NETWORKING LUNCH

1:30PM - 2:30PM BREAKOUT SESSIONS

2:30PM - 5:00PM PLENARY SESSIONS

5:00PM - 7:00PM CLOSING NETWORKING RECEPTION



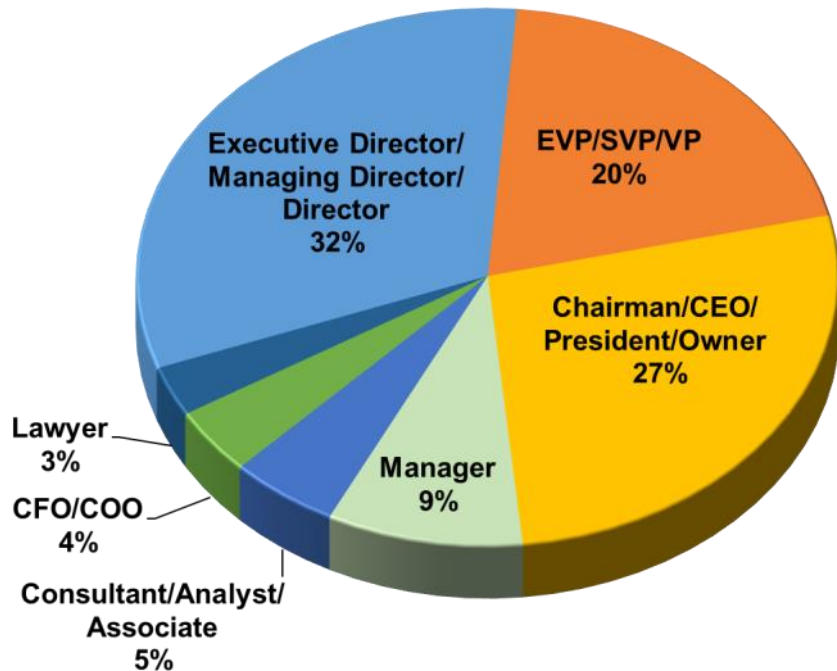


WHO ATTENDS?

AOCAP attracts delegates that are “focused” on alternative ownership business models in Asia Pacific. With more than **25%** of AOCAP delegates holding titles like **CHAIRMAN, CEO, PRESIDENT, and OWNER**, AOCAP has become the “*must attend*” event for the leaders in the Alternative Ownership industry.

- Investors & Owners
- Lenders
- Developers
- Hotel Chain/Management Companies
- Investment Bankers
- Shared Ownership Companies
- Real Estate & Financial Intermediaries
- Consultants
- Lawyers
- Architects & Designers
- Sales & Marketing
- Exchange Networks
- Government/Tourism
- Media

2017 ATTENDANCE PROFILE



WHO SPONSORS?

PAST SPONSORS OF AOCAP

- | | | |
|--------------------------------------------------------|---------------------------------------------------------|------------------------------------------------------|
| Absolute World Group | Generator Systems | Marriott Vacations Worldwide Corporation |
| American Resort Development Association (ARDA) | GlobalHotelNetwork.com | PATA |
| Anantara Vacation Club | HAMA Asia Pacific | Pan Pacific Hotels Group |
| Aria Vacation Club | Hilton Grand Vacations | Park Hotel Group |
| Ashurst | <i>Hotel Analyst</i> | Perspective International Magazine |
| Australian Timeshare Holiday Ownership Council (ATHOC) | Hotel Interactive, Inc. | QUO |
| Baker Hostetler | Hotel Jen | Ryan Lawyers |
| Capella Hotel Group Asia | Hutchinson & Co Trust Company Ltd. | RCI Asia Pacific |
| Dean & Associates | ICE Vacations Asia-Pacific Pty Ltd. | Resort Fiduciary Services Ltd. |
| Dial an Exchange Asia | IFA Hotels Investments | The Brand Company |
| Diamond Resorts International | International Society of Hospitality Consultants (ISHC) | Timeshare Resort Development Association (Singapore) |
| First National Trustee Company (FNTC) | International Tourism Partnership (ITP) | WATG |
| Fractional Life Ltd. | Interval International | Wyndham Vacation Resorts |
| | Limcharoen Hughes & Glanville | Yoo Hotels |



SPONSOR BENEFITS

PLATINUM BENEFITS

- Two (2) complimentary registrations to the program
- One (1) display pass, *if displaying*
- Sponsor's company name and/or logo on all relevant pre-on-site, and post conference publicity materials including the program, media advertisements, and websites
- One (1) custom pop-up banner based on artwork Sponsor provides and one (1) high top table to be utilized as display
- The opportunity to provide a prize for any drawing
- Access to the preliminary delegate list



PATRON BENEFITS

All of the above benefits, *with the addition of:*

- Two (2) complimentary registrations to the program [four (4) total]
- One (1) display pass, *if displaying* [two (2) total]
- One (1) custom pop-up banner based on artwork Patron provides [two (2) total] and one (1) high top table [two (2) total] to be utilized as display in a *preferred location* in the display area
- Placement of Patron promotional item and/or brochure in the delegate registration area





SPONSOR TWO GREAT CONFERENCES BACK TO BACK

HICAP

HOTEL INVESTMENT
CONFERENCE ASIA PACIFIC

UPDATE

27-28 March

Pan Pacific Singapore

Hotel Investment Conference Asia Pacific UPDATE (HICAP UPDATE) is an important spring forum designed to keep professionals up to date with hotel investment and development opportunities with a special focus on Southeast Asia, one of the worlds "hottest" markets. Sponsoring both AOCAP and HICAP UPDATE provides a unique opportunity for delegates to connect with hotel investment and alternative ownership professionals in one convenient location.

PLATINUM BENEFITS

- Two (2) complimentary registrations to AOCAP
- Two (2) complimentary registrations to HICAP UPDATE
- One (1) display area pass for AOCAP and one (1) display area pass for HICAP UPDATE *if displaying*
- Sponsor's company name and/or logo on all relevant pre, onsite, and post conference publicity materials including the program, media advertisements, and websites
- One (1) custom pop-up banner and one (1) cocktail table to be utilized as display space for both AOCAP and HICAP UPDATE
- The opportunity to provide a prize for any drawings
- Access to the preliminary delegate lists

PATRON BENEFITS

All of the above benefits, *with the addition of:*

- One (1) complimentary registration to AOCAP [three (3) total]
- One (1) complimentary registration to HICAP UPDATE [three (3) total]
- One (1) display area pass *if displaying* for AOCAP [two (2) total] and one (1) display area pass *if displaying* for HICAP UPDATE [two (2) total]
- One (1) custom pop-up banner based on artwork Patron provides [two (2) total] and one (1) cocktail table [two (2) total] to be utilized as display space for both AOCAP and HICAP UPDATE
- Placement of Patron promotional item and/or brochure in the delegate registration area



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PRODUCED BY:



Northstar Travel Group is the global leader of business intelligence, information, data, research, digital marketing services and events for senior-level professionals in the travel, meetings and hospitality industries. The Northstar portfolio includes; *Travel Weekly, Travel Weekly China, Travel Weekly Asia, TravelAge West, Business Travel News, The Beat, Travel Procurement, Web in Travel, Phocuswright, Burba Hotel Network, Successful Meetings, Meetings & Conventions, Meetings & Conventions China, Incentive, Association News, Sports Travel* and 75 annual events in thirteen countries including leading events such as *ALIS, HICAP, Phocuswright, TEAMS, Web in Travel, and Mountain Travel Symposium*. Northstar is also the majority shareholder in *Inntopia*. Northstar Travel Group is owned by EagleTree Capital and is based in Secaucus, NJ, with offices in New York, NY; Denver, CO; Los Angeles, CA; Winston-Salem, NC; Stowe, VT; Edwards, CO; Glen Ellyn, IL; Costa Mesa, CA; and global offices in Singapore, Beijing, and Shanghai.

IN ASSOCIATION WITH:



With over three decades of experience, more than 150 events completed to-date, and in excess of 100,000 international delegates, BHN conferences have become “must attend” events for industry leaders who come together to network, conduct business, and to learn about the latest trends. BHN events include: the Americas Lodging Investment Summit (ALIS) in Los Angeles; ALIS Law in Los Angeles; ALIS Summer Update; Alternative Ownership Conference Asia Pacific (AOCAP) in Singapore; Caribbean Hotel & Resort Investment Summit (CHRIS) in Miami; Hotel Investment Conference Asia Pacific (HICAP) in Hong Kong; HICAP UPDATE in Singapore; Hotel Investment Forum India (HIFI) in Mumbai; Hotel Opportunities Latin America (HOLA) conference in Miami; and Hotel Investment Conference Europe (Hot.E) in London. The BHN website at www.Burba.com is the gateway for information about the conferences BHN produces, as well as a direct link to important players in the hospitality investment world. BHN is a division of Northstar Travel Group.



Horwath HTL is the world’s largest hotel industry specialized consulting organization, currently with 45 offices in 38 countries. Since the set-up of Asia Pacific operations in 1987, Horwath HTL – Asia Pacific has been involved with thousands of projects throughout the region in all phases of the property lifecycle for clients ranging from individually owned businesses to the world’s most prominent hotel companies, developers, lenders, investors, and industrial corporations. Horwath HTL currently operates out of regional offices in Tokyo, Beijing, Shanghai, Hong Kong, Bangkok, Singapore, Jakarta, Kuala Lumpur, Mumbai, Sydney, and Auckland.



Stiles Capital Events LLC (SCE) has been involved in event management, communications and marketing in the publishing, entertainment and hospitality industries since 1989. SCE has been associated with the development and organization of the Hotel Investment Conference Asia Pacific (HICAP) since its inception and the subsequent launches of HICAP UPDATE in 2009 and AOCAP (Alternative Ownership Conference Asia Pacific) in 2014 together with partners BHN (Burba Hotel Network) and Horwath HTL. SCE is based in the San Francisco Bay Area.