



**TUESDAY, 27 MARCH 2018**

**3:30pm-8:30pm REGISTRATION & INFORMATION**

**4:00pm-5:10pm MASTER CLASS – LUST & CAUTION: KEY ISSUES IN STRUCTURING PROJECT FINANCED HOSPITALITY & LEISURE INFRASTRUCTURE RELATED DEVELOPMENT PROJECTS IN SOUTHEAST ASIA**

A case study in the context of destination tourism, new city developments as well as Belt and Road Initiatives often linked to transport hubs. The presenters and panel will discuss issues highly relevant to Owners, Developers, their Lenders, and Branded Operators, as well as Government policy makers in land use and tourism.

Presented By: Berwin Leighton Paisner  
Speakers: To be announced



**5:20pm-6:20pm QUICKLINK**

Get off to a rocking start at HICAP UPDATE with some intense networking! At this special energetic speed-meeting session, meet and network with delegates in a fast-paced business card exchange.

Facilitator: **Eric J. Levy**, Managing Director, TSI

**6:30pm-8:30pm OPENING NETWORKING RECEPTION**  
Hosted By: Pan Pacific Hotels Group



**WEDNESDAY, 28 MARCH 2018**

**8:00am-8:00pm REGISTRATION & INFORMATION**

**8:00am-8:50am CONTINENTAL BREAKFAST**

**8:50am-11:00am PLENARY SESSION**

**WELCOME & OPENING REMARKS**

Speaker: **Robert V.R. Hecker**, Managing Director, Pacific Asia, Horwath HTL

**THE POLITICAL & ECONOMIC OUTLOOK**

Speaker: **Fraser Thompson**, Director, AlphaBeta

**THE HOTEL REVIEW & PERFORMANCE OUTLOOK**

Speaker: **Jesper Palmqvist**, Area Director Asia Pacific, STR

**THE INDUSTRY LEADERS SPEAK OUT**

Moderator: **Siew Hoon Yeoh**, Founder and Editor, Web In Travel  
Panelists: **Olivier M. Berrivin**, Managing Director, Best Western Hotels & Resorts  
**Barry Robinson**, President & Managing Director, Wyndham Hotel Group  
**Hubert Viriot**, CEO, YOTEL

**11:00am-11:45am NETWORKING BREAK**

**11:45am-12:30pm BREAKOUT SESSIONS**

Hotel investment/development opportunities and challenges in a variety of the region's markets are addressed in a series of country-focused sessions as well as a selection of special interest topics.

**SESSION 01 VIETNAM – RIDING HIGH (JUST DON'T LOOK DOWN)!**

Moderator: **Peter R. Ryder**, Chief Executive Officer, Indochina Capital  
Panelists: **Olivier Dung Do Ngoc**, Chairman, Dynasty Investment Corp  
**Le Hoang Vu**, Consultant – Development, Vietnam, IHG  
**Michael Ong**, Vice President, Development, Pan Pacific Hotels Group

**SESSION 02 MYSTICAL MYANMAR – READY OR NOT?**

Moderator: **Charles Blocker**, CEO, IC Partners Limited  
Panelists: **Win Aung**, CEO, Amata Hotel Group  
**Peter J. Crowhurst**, Head of Asset Management, Yoma Strategic Holdings Ltd  
**Chris Hughes**, Partner, Head of Myanmar, Berwin Leighton Paisner

**SESSION 03 SRI LANKA – GETTING UP TO SPEED**

Moderator: **Satyajit Chatterjee**, Owner/Principal, Ambokka Retreat Ltd  
Panelists: **Miguel Cunat**, CEO, Sri Lanka InStyle  
**Nadeem Rajabdeen**, Director Sales & Marketing, Cantaloupe & Co



### WEDNESDAY, 28 MARCH 2018

- SESSION 04** **ESCAPING THE BOX, BOLD NEW IDEAS FOR HOTEL FACILITIES & SERVICES**  
Moderator: **Bill Barnett**, Managing Director, C9 Hotelworks  
Panelists: **Kong Wan Sing**, Founder & CEO, JustCo  
**Phillip Pond**, Chief Creative Officer, AvroKO  
**Anthony J. Tan**, Group Managing Director, AJT Holdings Pte Ltd
- 12:30pm-1:45pm** **NETWORKING LUNCH**
- 1:45pm-2:30pm** **BREAKOUT SESSIONS**
- SESSION 05** **WONDERFUL INDONESIA – WIDENING THE OPPORTUNITIES**  
Moderator: **Matthew D. Gebbie**, Director, Horwath HTL  
Panelists: **Anthony Elam**, Principal Owner, Jeeva Resorts  
**Arie Prasetyo**, Chief Planner, PT. Trans Kalimantan Economic Zone  
**Werner Wongsosaputro**, Asst to Managing Director, AKR Land Development
- SESSION 06** **MALAYSIA – OPEN FOR BUSINESS**  
Moderator: **Stephan Gnagi**, Managing Director, Vive Hospitality  
Panelists: **Mohd Rafin Kadim**, Chief Corporate Officer, Park Hotel Group  
**Previndran Singhe**, Chief Executive Officer, Zerine Properties
- SESSION 07** **MALDIVES – STILL THE SEXIEST DESTINATION IN ASIA?**  
Moderator: **Chris P. Ely**, Senior Vice President, Jones Lang LaSalle  
Panelists: **Hussain Afeef**, Founder, Maldives Hospitality  
**Mark Hehir**, CEO & Curator, The Small Maldives Island Co  
**Feisal Jaffer**, SVP-Acquisitions & Development, Pontiac Land Pte Ltd  
**David Keen**, CEO, QUO
- SESSION 08** **THE DOCTOR IS IN! – ASSET MANAGER SECRETS TO OPTIMIZING RETURNS**  
Moderator: **Ram Nurani**, Director, Head of Asset Management, Frasers Hospitality Group Pte Ltd  
Panelists: **Claas R. Elze**, Managing Director, Aparo Hotel Advisers  
**Tasos Kousoglou**, EVP, Asset Management, JLL  
**Tao Zhou**, Executive Director, Luneng Commercial and Tourism Property Co.
- 2:30pm-3:00pm** **NETWORKING BREAK**
- 3:00pm-3:45pm** **BREAKOUT SESSIONS**
- SESSION 09** **THAILAND – REACHING FOR NEW HEIGHTS!**  
Moderator: **Nikhom Jensiriratanakorn**, Director, Horwath HTL Asia Pacific  
Panelists: **Somsri Lamsam**, Director, Montri International  
**Rei Matsuda**, CEO, Kokotel Co., Ltd  
**Christopher E. Stafford**, Chief Operating Officer, Kangwal Holding Co., Ltd.  
**Brian Tan**, Country General Manager, The Ascott Limited
- SESSION 10** **PHILIPPINES – REDEFINING THE OFFER**  
Moderator: **Cyndy Tan Jarabata**, CEO/President, TAJARA Hospitality  
Panelists: **John Patrick Y. Chan**, Managing Director, Bellevue Hotels and Resorts  
**Robert John Horrigan**, Managing Director, Enderun Hospitality  
**James Stuart**, Founder, Chairman and CEO, The Brand Company  
**Jack Tuason**, Founder, Enderun Colleges
- SESSION 11** **SINGAPORE – PREPARING TO ROAR AGAIN!**  
Moderator: **Eric J. Levy**, Managing Director, TSI  
Panelists: **Shawn Hill**, SVP, Hotel Development, APAC, Marriott International  
**Gerald HK Lee**, Chief Executive Officer, FEO Hospitality Asset Management Pte Ltd  
**Ian Wilson**, SVP, Hotel Operations, Marina Bay Sands
- SESSION 12** **BY DESIGN: CREATING COMPETITIVE ADVANTAGE**  
Moderator: **Chun-Li Lin**, Associate Director, BLINK Design Group  
Panelists: **Andrew Moore**, President, HBA  
**David Moore**, Managing Director, WATG Singapore, Inc.  
**Chris Singer**, Managing Director, SCSY Studio Architecture  
**Matthias Winkler**, Principal, FSC Architects
- 3:45pm-4:00pm** **NETWORKING BREAK**



### WEDNESDAY, 28 MARCH 2018

**4:00pm-5:40pm**     **PLENARY SESSION**

**THE INVESTMENT OUTLOOK UPDATE**  
Moderator: **Tony Ryan**, Managing Director Global M&A,  
JLL Hotels & Hospitality  
Panelists: **Ian G W Lien**, Managing Director,  
SC Capital Partners Group  
Additional panelists to be announced

Speaker: **LEVERAGING GUEST INTELLIGENCE TO DRIVE REVENUE GROWTH**  
**RJ Friedlander**, Founder & CEO, ReviewPro

Speaker: **WRAP-UP & CLOSING REMARKS**  
**James E. Burba**, Co-Founder, BHN

**6:00pm-8:00pm**     **CLOSING NETWORKING RECEPTION – HELD JOINTLY WITH AOCAP**

HICAP UPDATE concludes with a reception at the YOTEL Singapore Hotel. Join the delegates from AOCAP for what promises to be a fantastic networking event. Bus transportation will be provided to the event and will depart from the Pan Pacific Singapore. Delegates are responsible for finding their own way home or back to the hotel after this event. Buses depart from the Pan Pacific Hotel (ballroom entrance) promptly at 5:40pm on a first-come, first-served basis.

Hosted By: YOTEL



**4:35PM-5:35PM**  
SPECIAL BONUS BREAKOUT SESSION:  
**ALTERNATIVE OWNERSHIP 101**  
SEE THE AOCAP PROGRAM  
FOR MORE DETAILS



## 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*

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## 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](http://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.