



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: **Andrew MacGeoch**, Global Head of Hotels Group, Berwin Leighton Paisner
Additional speaker 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, WiT-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
Christopher M. 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 Cugat**, CEO, Sri Lanka *InStyle*
Malinga Arsakularatne, Executive Director at Hemas Holdings Plc
Asif N. Rajabdeen, Director/CoFounder, Cantaloupe & Co



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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 Brand Bureau
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: **Lucienne Kristi Anhar**, Co-Owner/Managing Director, Tugu Hotels & Restaurants
Arie Prasetyo, Chief Planner, PT. Trans Kalimantan Economic Zone
Kristin Thorsteins, VP, Development, Club Med
Werner Wongsosaputro, Asst to Managing Director, AKR Land Development

SESSION 06 MALAYSIA – OPEN FOR BUSINESS

Moderator: **Stephan Gnagi**, Managing Director, Vive Hospitality
Panelists: **Timmy Ho**, Head of Corporate Affairs, Cornerstone Partners Group
Mohd Rafin Kadim, Chief Corporate Officer, Park Hotel Group
Previndran Sathurgasinghe, Chief Executive Officer, Zerín Properties

SESSION 07 MALDIVES – STILL THE SEXIEST DESTINATION IN ASIA?

Moderator: **Chris P. Ely**, Senior Vice President, Jones Lang LaSalle
Panelists: **Hussain Afeef**, Chairman, Crown Company, Maldives
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**, Head of Asset Management, Frasers Hospitality Group Pte Ltd
Panelists: **Claas R. Elze**, Managing Director, Apará Hotel Advisers
Tasos Kousoglou, EVP, Asset Management, JLL
Tao Zhou, President, Country Garden Hotels Group

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: **Chittimas Ketvoravit**, Managing Director, DK Lam Properties
Somsri Lamsam, Director, Montri International
Rei Matsuda, CEO, Kokotel Co., Ltd
Christopher E. Stafford, Chief Operating Officer, 137 Pillars Group

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 Reyes Horrigan, General Manager, Acacia Hotel Manila
James Stuart, Founder, Stuart & Partners
Dan Welborn, Principal, The Gettys Group

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
KC Moy, Executive Vice President, Capella Hotel Group
Ian Wilson, SVP, Hotel Operations, Marina Bay Sands

SESSION 12 BY DESIGN: CREATING COMPETITIVE ADVANTAGE

Moderator: **Lee 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
Ivan Sunde, Development Director Asia Pacific, Interface Hospitality



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: **Kenneth Gaw**, President & Managing Principal, Gaw
Capital Partners
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:



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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 *Americas Lodging Investment Summit (ALIS)*, *Hotel Investment Conference Asia Pacific (HICAP)*, *Phocuswright*, *TEAMS*, *Web in Travel*, and *Mountain Travel Symposium*. Northstar is also the majority shareholder in *Inntopia*, the leading SaaS e-commerce software, CRM database marketing and predictive analytics business serving the mountain destination, activities, and specialty destination travel markets. [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; Hotel Investment Conference Europe (Hot.E) in London; and HotelsWorld in Sydney.

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.