



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
Eric Siew, Chief Investment Officer, IFC
Joined by Partners from BLP's Asia offices



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
Edmond Ip, Vice Chairman, Artyzen Hospitality Group
Barry Robinson, President & Managing Director, Wyndham Hotel Group
Hubert Viriot, CEO, YOTEL Ltd.

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: **Peter J. Crowhurst**, Managing Director, C&E Asset Services
Christopher M. Hughes, Partner, Head of Myanmar, Berwin Leighton Paisner
Ananth Iyer, Regional Vice President – Development, Hyatt Hotels Corporation



WEDNESDAY, 28 MARCH 2018

11:45am-12:30pm

BREAKOUT SESSIONS (CONTINUED)

SESSION 03

Moderator:

Panelists:

SRI LANKA – GETTING UP TO SPEED

Satyajit Chatterjee, Owner/Principal, Ambokka Retreat Ltd

Miguel Cunat, CEO, SriLanka *InStyle*

Malinga Arsakularatne, Executive Director at Hemas Holdings Plc

Asif N. Rajabdeen, Director/CoFounder, Cantaloupe & Co

SESSION 04

Moderator:

Panelists:

ESCAPING THE BOX, BOLD NEW IDEAS FOR HOTEL FACILITIES & SERVICES

Bill Barnett, Managing Director, C9 Hotelworks

Kong Wan Long, Co-Founder and Country Head of Southeast Asia, JustCo

Phillip Pond, Chief Creative Officer, AvroKO Brand Bureau

Anthony J. Tan, Group Managing Director, AJT Holdings Pte Ltd

Robbert N. van der Maas, President, Artyzen Hospitality Group

12:30pm-1:45pm

NETWORKING LUNCH

1:45pm-2:30pm

BREAKOUT SESSIONS

SESSION 05

Moderator:

Panelists:

WONDERFUL INDONESIA – WIDENING THE OPPORTUNITIES

Matthew D. Gebbie, Director, Horwath HTL

Lucienne Kristi Anhar, Co-Owner/Managing Director, Tugu Hotels & Restaurants

Paul Alick Macpherson, EVP Global Business Development, Kerzner International

Arie Prasetyo, President Director, Lake Toba Tourism Board

Kristin Thorsteins, VP, Development, Club Med

Werner Wongsosaputro, Head of Business Development, PT AKR Land Development

SESSION 06

Moderator:

Panelists:

MALAYSIA – OPEN FOR BUSINESS

Stephan Gnagi, Managing Director, Vive Hospitality

Timmy Ho, Head of Corporate Affairs, Cornerstone Partners Group

Mohd Rafin Kadim, Chief Corporate Officer, Park Hotel Group

Previndran Sathurgasinghe, Chief Executive Officer, Zerin Properties

SESSION 07

Moderator:

Panelists:

MALDIVES – STILL THE SEXIEST DESTINATION IN ASIA?

Chris P. Ely, Senior Vice President, Jones Lang LaSalle

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

Moderator:

Panelists:

THE DOCTOR IS IN! – ASSET MANAGER SECRETS TO OPTIMIZING RETURNS

Ram Nurani, Head of Asset Management, Frasers Hospitality Group Pte Ltd

Claas R. Elze, Managing Director, Apra Hotel Advisers

Benjamin Hirasawa, Partner, Clyde & Co

Tasos Kousloglou, 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

Moderator:

Panelists:

THAILAND – REACHING FOR NEW HEIGHTS!

Nikhom Jensiriratanakorn, Director, Horwath HTL Asia Pacific

Chittimas Ketvoravit, Managing Director, D.K. Lam Properties

Somsri Lamsam, Director, Montri International

Rei Matsuda, CEO, Kokotel Co., Ltd

Christopher E. Stafford, Chief Operating Officer, 137 Pillars Group

SESSION 10

Moderator:

Panelists:

PHILIPPINES – REDEFINING THE OFFER

Cyndy Tan Jarabata, CEO/President, TAJARA Hospitality

John Patrick Y. Chan, Managing Director, Bellevue Hotels and Resorts

Robert John Reyes Horrigan, General Manager, Acacia Hotel Manila

James Stuart, Founder, Stuart & Partners



WEDNESDAY, 28 MARCH 2018

3:00pm-3:45pm **BREAKOUT SESSIONS (CONTINUED)**

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

SESSION 12 BY DESIGN: CREATING COMPETITIVE ADVANTAGE

Moderator: **Lee Lin**, Associate Director, BLINK Design Group
Panelists: **Andrew Moore**, President, Hirsch Bedner Associates
Bill Reed, Vice President, WATG
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**

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

Nikhil Manchharam, Managing Director – Development Asia, YOTEL

LEVERAGING GUEST INTELLIGENCE TO DRIVE REVENUE GROWTH

Speaker: **RJ Friedlander**, Founder & CEO, ReviewPro

WRAP-UP & CLOSING REMARKS

Speaker: **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.