



**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: **Eric Siew**, Chief Investment Officer, IFC

**Andrew MacGeoch**, Global Head of Hotels Group, Berwin Leighton Paisner  
Joined by Partners from BLP's Asia's 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: **Win Aung**, CEO, Amata Hotel Group

**Peter J. Crowhurst**, Managing Director, C&E Asset Services

**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 Cunat**, CEO, SriLanka *InStyle*  
**Malinga Arsakularatne**, Executive Director at Hemas Holdings Plc  
**Asif N. Rajabdeen**, Director/CoFounder, 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 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**      **WONDERFUL INDONESIA – WIDENING THE OPPORTUNITIES**  
Moderator: **Matthew D. Gebbie**, Director, Horwath HTL  
Panelists: **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**      **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, Zerin 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, Aparas 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**      **THAILAND – REACHING FOR NEW HEIGHTS!**  
Moderator: **Nikhom Jensiriratanakorn**, Director, Horwath HTL Asia Pacific  
Panelists: **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**      **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

**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, Hirsch Bedner Associates  
**David D. 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  
**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.

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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.