

# HICAP

HOTEL INVESTMENT  
CONFERENCE **ASIA PACIFIC**

**17-19 OCTOBER 2018**

KERRY HOTEL HONG KONG

[www.HICAPconference.com](http://www.HICAPconference.com)

## SPONSORSHIP OPPORTUNITIES

Produced by:



In association with:



# HICAP

HOTEL INVESTMENT  
CONFERENCE **ASIA PACIFIC**

**17-19 OCTOBER 2018**

**KERRY HOTEL HONG KONG**

[www.HICAPconference.com](http://www.HICAPconference.com)

## **HICAP: ASIA PACIFIC'S PREMIER HOTEL INVESTMENT CONFERENCES**

Since 1990, HICAP (Hotel Investment Conference Asia Pacific) events are where the region's preeminent investors and executives gather to meet/network, explore opportunities, exchange ideas, and learn.

## **MEET THE PEOPLE WHO MATTER TO YOUR BUSINESS**

Now in its 28<sup>th</sup> year, HICAP remains the unequaled annual gathering place for Asia Pacific's hotel investment community attracting the most influential industry executives from around the globe. Whether you are looking to make new contacts, strengthen existing relationships, learn, or to orchestrate a deal, HICAP is "The Place To Be" to meet the people who matter.

## **SPONSORSHIP**

Sponsorship is a highly effective way of getting your message in front of the industry decision-makers. HICAP offers varied opportunities to profile your company, create quality contacts and increase your brand's exposure and recognition.

## **HICAP PRELIMINARY PROGRAM**

### **WEDNESDAY, 17 OCTOBER 2018**

4:00pm - 6:30pm Pre-Conference Sessions

6:30pm - 8:30pm Gala Opening Reception

### **THURSDAY, 18 OCTOBER 2018**

9:00am - 6:00pm Program Sessions

1:00pm - 3:00pm Lunch &  
Special Presentations

6:30pm - 8:30pm Networking Reception

### **FRIDAY, 19 OCTOBER 2018**

8:30am - 1:00pm Program Sessions

1:00pm - 3:00pm Closing Lunch &  
HICAP Awards



**FOR MORE INFORMATION ABOUT SPONSOR BENEFITS, PLEASE CONTACT:**

**PAT MARTIN • DIRECTOR, BHN, A DIVISION OF NORTHSTAR TRAVEL**

+1.714.540.9300 x105 • [pmartin@burba.com](mailto:pmartin@burba.com)

# HICAP

HOTEL INVESTMENT  
CONFERENCE **ASIA PACIFIC**

**17-19 OCTOBER 2018**

**KERRY HOTEL HONG KONG**

[www.HICAPconference.com](http://www.HICAPconference.com)

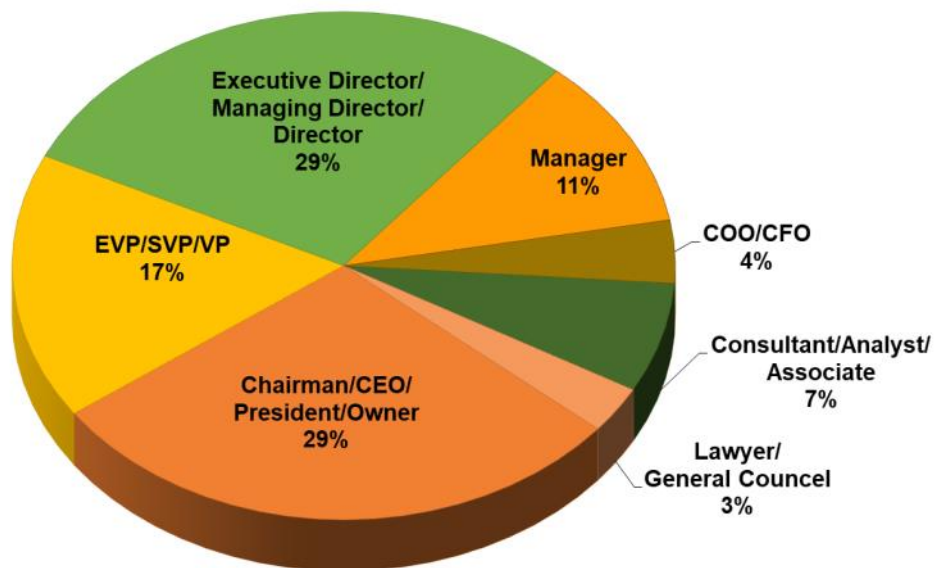
## WHO ATTENDS?



HICAP attracts delegates that are “focused” on hotel development and investment. With almost **30%** of the delegates holding titles such as **CHAIRMAN, CEO, PRESIDENT**, and **OWNER**, HICAP has become the “must attend” event for the leaders in the industry.

## ATTENDANCE PROFILE OF HICAP 2017

- Investors
- Owners
- Lenders
- Developers
- Hotel Chain/Management Company Executives
- Investment Bankers
- Vacation Ownership Executives
- Financial Advisors
- Real Estate & Financial Intermediaries
- Consultants
- Lawyers
- Architects & Designers
- Government/Tourism Officials
- Media



**FOR MORE INFORMATION ABOUT SPONSOR BENEFITS, PLEASE CONTACT:**

**PAT MARTIN • DIRECTOR, BHN, A DIVISION OF NORTHSTAR TRAVEL**

+1.714.540.9300 x105 • [pmartin@burba.com](mailto:pmartin@burba.com)

# HICAP

HOTEL INVESTMENT  
CONFERENCE **ASIA PACIFIC**

**17-19 OCTOBER 2018**

**KERRY HOTEL HONG KONG**

**www.HICAPconference.com**

## HICAP SPONSORSHIP INFORMATION

### PLATINUM SPONSOR BENEFITS

- Three (3) complimentary registrations to the program
- One (1) exhibit pass, *if exhibiting*
- Sponsor's company name and/or logo on all relevant pre, onsite, and post conference publicity materials including the program, media advertisements, and websites
- Exhibit space or brochure stand in the exhibit area
- The opportunity to provide a representative from the Sponsor company to participate in any Program Planning Committee meeting held for the following year's event
- The opportunity to provide a prize for any prize 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 (five (5) total)
- One (1) exhibit pass, *if exhibiting* (two (2) total)
- *A preferred location* in the exhibit area, with additional space
- Placement of Patron promotional item and/or brochure in the delegate registration area

### KEY SPONSOR BENEFIT

**MARKETING EXPOSURE!**

2017 Sponsors received Marketing exposure from industry Media outlets with a combined circulation of over **200,000!**



Sponsor Brochure Stands



Sponsor Exhibit Area

**FOR MORE INFORMATION ABOUT SPONSOR BENEFITS, PLEASE CONTACT:**

**PAT MARTIN • DIRECTOR, BHN, A DIVISION OF NORTHSTAR TRAVEL**

+1.714.540.9300 x105 • [pmartin@burba.com](mailto:pmartin@burba.com)

# HICAP

HOTEL INVESTMENT  
CONFERENCE ASIA PACIFIC

17-19 OCTOBER 2018

KERRY HOTEL HONG KONG

www.HICAPconference.com

## WHO SPONSORS?

### PAST SPONSORS AND SUPPORTERS OF HICAP, HICAP UPDATE & AOCAP

Aareal Financial Services Pte. Ltd.  
Absolute World Group  
AccorHotels  
AECOM  
Akaigawa Tomo Symbio Resort  
Al Marjan Island LLC  
Anantara Vacation Club  
American Resort Development Association (ARDA)  
Aria Vacation Club  
Artyzen Hospitality Group  
Ashford Hospitality Trust  
*Asian Hotel and Catering Times*  
Australian Timeshare Holiday Ownership Council (ATHOC)  
Baker McKenzie  
BBG-BBGM  
Berwin Leighton Paisner  
Best Western Hotels & Resorts  
Bintan Resorts International Pte. Ltd.  
BLINK Design Group  
Boutique Hotel News  
Canyon Equity LLC  
Capella Hotel Group  
Carlson Rezidor Hotel Group  
CBRE Hotels  
Challenge Hospitality Co., Ltd.  
Choice Hotels International  
Clyde & Co  
*CNBC Asia Pacific*  
*CNN International*  
Cornell-Nanyang Institute of Hospitality Management  
Cushman & Wakefield Hospitality  
Dean & Associates  
Deloitte  
DLA Piper  
DLF Hotel Holdings Limited  
dwp Limited  
Ecole hoteliere de Lausanne  
EDAW Ltd.  
Elegant Hotels Group  
Emaar Hospitality Group  
Expedia  
EY Japan  
Fairmont Raffles Hotels International  
*Financial Times*  
First National Trustee Company (FNTC)  
Fractional Life  
Frasers Hospitality Pte Ltd  
FSC Architects  
Global Hospitality Resources, Inc.  
Global Management Directions, Ltd.  
GlobalHotelNetwork.com  
Greenberg Traurig, LLP  
Guam Economic Development Authority  
Guoman & Thistle Hotels Management Company  
HAMA Asia Pacific  
Hard Rock International  
Heller Ehrman LLP  
Hilton Grand Vacations Company  
Hilton Worldwide  
Hoi An South Development Limited  
*Hospitality Architecture+Design*  
*Hospitality Design / Nielson Business Media*  
*Hotel & Motel Management Magazine*  
*Hotel Analyst*  
HOTEL Asia Pacific  
*Hotel Business*  
Hotel Dynamics  
Hotel Interactive, Inc.  
Hotel Jen  
Hotel News Now  
*Hotelier Indonesia | Hoticom Media International*  
*HOTELS' Investment Outlook*  
*HOTELS Magazine*  
HTL Capital Advisors  
HVS International  
Hyatt Hotels & Resorts  
IFA Hotel Investments  
InterContinental Hotels Group  
Interface Hospitality  
International Finance Corporation  
International Hospitality Media  
International Hotel & Restaurant Association  
International Society of Hospitality Consultants  
International Tourism Partnership  
Interstate China Hotels + Resorts  
Interval International  
iSpa, Beijing Taimeihao  
Health Management Co., Ltd.  
JETSETTER Magazine  
Jin Jiang International Hotel Management Co. Ltd.  
JLL  
Johnson Stokes & Master  
Jumeirah Group  
Kerzner International  
Korea Ministry of Culture, Sports and Tourism  
Korea National Tourism Organization  
KPMG  
Latham & Watkins  
Langham Hospitality Group  
Le Meridien Hotels & Resorts  
Iebua Hotels & Resorts Co., Ltd.  
Lodgis Hospitality Holdings Pte. Ltd.  
Maldives Marketing & PR Corporation  
Marco Polo Hotels  
Marriott International, Inc.  
Marriott Vacation Vacations Worldwide Corporation  
Mayer Brown JSM  
MEININGER Hotels  
Melia Hotels International  
MGM Hospitality  
Milbank  
Millennium & Copthorne International Limited  
Minor International PCL  
Moevenpick Hotels & Resorts  
Moroccan Agency for Tourism Development - SMIT  
New Songdo City Development, LLC  
Onyx Hospitality Group  
Outrigger Resorts Asia Pacific  
Pacific Asia Travel Association  
Pan Pacific Hotels Group  
Paradise Group  
Park Hotel Group  
Patina Hotels & Resorts  
Paul Hastings LLP  
pentahotels  
Per Aquum Resorts, Spas & Residences  
*Perspective Magazine*  
Plateno Group  
Portman Holdings  
Premier Inn  
Proskauer  
QUO  
RCI  
Real Estate Media, Inc.  
Red Lion Hotels  
Red Planet Hotels  
Resort Development Organisation Ltd  
Rosewood Hotels & Resorts  
Ryan Lawyers  
Scottish Development International  
Sentosa Cove  
Serviced Apartment News  
Shangri-La International Hotel Management Ltd.  
Sidley Austin LLP  
Six Senses Resorts & Spas  
*Sleeper*  
Smallwood, Reynolds, Stewart, Stewart  
Sovereign Hospitality Holdings  
ST Media Group International  
Starwood Hotels & Resorts Worldwide, Inc.  
STR  
The Brand Company  
The Dome at State Tower  
The Gettys Group  
The Hong Kong Polytechnic University School of Hotel & Tourism Management  
The Leading Hotels of the World, Ltd.  
The Oberoi Group  
The Taj Group of Hotels  
Thomson Press (HK) Ltd.  
Timeshare Council Asia Pacific (TCAP)  
Timeshare Resort Development Association (Singapore)  
Tourism & Transport Forum  
Tourism Australia  
Traveltechie.com  
*Travel Weekly Asia*  
TravelWeekly / Reed Business Information Asia  
Trump Hotels  
*TTG Asia*  
UNLV Singapore  
Viceroy Hotel Group  
Wanda Hotels & Resorts  
WATG/Wimberly Interiors  
Wharf Hotels Management Limited  
WIT  
Withersworldwide  
Woodhead  
World Travel & Tourism Council  
Wyndham Hotel Group  
Wyndham Vacation Resorts Asia Pacific  
YOTEL

FOR MORE INFORMATION ABOUT SPONSOR BENEFITS, PLEASE CONTACT:

PAT MARTIN • DIRECTOR, BHN, A DIVISION OF NORTHSTAR TRAVEL

+1.714.540.9300 x105 • pmartin@burba.com

# HICAP

HOTEL INVESTMENT  
CONFERENCE ASIA PACIFIC

17-19 OCTOBER 2018

KERRY HOTEL HONG KONG

[www.HICAPconference.com](http://www.HICAPconference.com)

## 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](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.

FOR MORE INFORMATION ABOUT SPONSOR BENEFITS, PLEASE CONTACT:

PAT MARTIN • DIRECTOR, BHN, A DIVISION OF NORTHSTAR TRAVEL

+1.714.540.9300 x105 • [pmartin@burba.com](mailto:pmartin@burba.com)