

WEDNESDAY, 17 OCTOBER 2018

1:00pm-8:30pm **REGISTRATION & INFORMATION**

4:00pm-5:00pm **MASTER CLASS: LATEST FACTS & TRENDS WITH HOTEL MANAGEMENT AGREEMENTS IN ASIA PACIFIC – RELEASE OF A NEW REPORT**

JLL Hotels & Hospitality and Baker McKenzie will release and discuss the findings of the yet to be released report on Hotel Management Contracts. Be amongst the first to learn what has changed and what the facts and trends are since the last report was released in 2014. Whether you are an owner, operator, investor or financier this is important industry information.

Presented By:
Speakers:

Baker McKenzie

Graeme Dickson, Partner, Baker McKenzie

Tasos Kousloglou, Executive Vice President, Asset Management, JLL

Roy Melick, Partner, Baker McKenzie

With commentary from senior industry participants representing the views of operators and owners.

**Baker
McKenzie.**

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

Start HICAP off with some intense networking at QuickLink! At this special energetic feature, you will make contact with other delegates, in a quick exchange of business cards.

Facilitator:

Eric J. Levy, Managing Director, TSI

6:30pm-8:30pm **OPENING RECEPTION**

Hosted By:

Shangri-La Hotels and Resorts

KERRY HOTEL
Hong Kong

SHANGRI-LA GROUP

THURSDAY, 18 OCTOBER 2018

7:30am-5:45pm **REGISTRATION & INFORMATION**

7:45am-9:00am **CONTINENTAL BREAKFAST**

9:00am-11:15am **PLENARY SESSION**

WELCOME & OPENING REMARKS

Speaker: **Robert B. Stiles**, Principal & Managing Director, RobertDouglas

THE FUTURE OF TECHNOLOGY & HOW IT IMPACTS THE HOTEL INDUSTRY

Speaker: **James A. Whittaker**, Distinguished Engineer, Microsoft

HOTEL PERFORMANCE & OUTLOOK

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

8+28 MEET THE CEO: KEITH BARR – 8-MINUTE SPOTLIGHT

A new feature of HICAP. A quick 8-minute interview with Hotel Company CEOs and following the plenary session, a 28-minute Town Hall breakout session featuring the CEO and your chance to get up-close and personal.

Host: **Jeff Higley**, Editorial Director/VP, digital media & communications, Hotel News Now

CEO: **Keith Barr**, CEO, IHG

8+28 MEET THE CEO: CHOE PENG SUM – 8-MINUTE SPOTLIGHT

Host: **Jeff Higley**, Editorial Director/VP, digital media & communications, Hotel News Now

CEO: **Choe Peng Sum**, CEO, Frasers Hospitality

THE INVESTMENT OUTLOOK

Moderator: **Mike Batchelor**, CEO Asia, JLL

Panelists: **Peter T. Meyer**, Chief Executive Officer, Lodgis Hospitality Pte. Ltd.

Dillip Rajakarier, CEO, Minor Hotels

Shunsuke Yamamoto, Head of Hospitality Investment, Fortress Investment Group

Fei Ye, VP of Strategic Investment, Huazhu Group

11:15am-12:00pm **NETWORKING BREAK**

THURSDAY, 18 OCTOBER 2018

11:50am-12:18pm **BREAKOUT SESSION**

SESSION 01A 8+28 MEET THE CEO: KEITH BARR – 28-MINUTE TOWN HALL

Part two of the session series. After the 8-minute plenary, join us for the 28-minute Town Hall breakout session featuring the CEO and your chance to get up-close and personal. Don't be late – once the room is full, we'll be closing the doors, and you'll have to wait for the post-conference video.

Facilitator: **Christopher Y. Hur**, Chief Investment Officer, Lodgis Hospitality Pte. Ltd
CEO: **Keith Barr**, CEO, IHG

12:00pm-12:45pm **BREAKOUT SESSIONS**

SESSION 02 MARKETS & OPPORTUNITIES TRACK: SOCIALIZING THE BOX

As investors and operators get their heads around Co-Working and Co-Living, how will these change the traditional hotel? What other big ideas are out there and could invade the hotel space soon? Get ready as the hotel space takes on digital nomads, start-ups, student accommodations, yoga retreats, and more.

Moderator: **Bill Barnett**, Managing Director, C9 HOTELWORKS
Panelists: **Vikram Bharati**, Founder, Tribe Theory
Marc Bichet, Chief Marketing Officer, GCP Hospitality
Andreas A. Flaig, Group Chief Development Officer, Next Story Group
Kosta Miachin, Founder, Vikasa Yoga
Mindy Teo, Vice President, The Ascott Limited

SESSION 03 MERGER & ACQUISITIONS TRACK: REITS

What does the opportunity landscape look like for REITs in Asia Pacific? What are the advantages and disadvantages? What can Asia Pacific learn and enhance on from North American examples with regards to structures and investment opportunities? What regulations are in place that may help or hinder the success of REITs and how do these regulations differ regionally?

Moderator: **Peter Benudiz**, Partner, Sidley Austin LLP
Panelists: **Hisashi Furukawa**, President, Japan Hotel REIT Advisors Co., LTD
Yoshiharu Hoshino, CEO, Hoshino Resorts
David Ling, Head of Strategic Development, CDL Hospitality Trusts
Juay Hiang Tan, CEO, Ascendas Hospitality Trust

SESSION 04 ASSET MANAGEMENT TRACK: FOOD & BEVERAGE

How do you determine how important an F&B concept is for the hotel bottom line? How to increase yield on the GFA? Are there better ways to use this important public space? How best to capitalize on outsourced F&B offerings (apps, F&B deliveries, etc.)?

Moderator: **Michael Goodman**, Partner / Managing Director, EDG
Panelists: **Anurag Bali**, Director of Corporate F&B - PR, Shangri-La International
Dave Baswal, COO/CFO, Ovolo Hotels
Philipp Blaser, Vice President Food & Beverage, Asia Pacific, Four Seasons
Michael D. Callahan, Managing Director, The Compound Collective

SESSION 05 DEVELOPMENT/OWNERSHIP TRACK: FRANCHISING

Why is Asia Pacific behind other developed markets in franchising? Is it a viable solution for independent minded owners in this day and age of new distribution models? What are the best and worst practices learnt from elsewhere? How can Asian owners prepare to be a "qualified franchisee" and what should they expect in terms of components (i.e. fees, terms, services provided, etc.)?

Moderator: **David A. Blumenfeld**, Partner, Paul Hastings, LLP
Panelists: **Ronald Stephen Barrott**, Chief Executive Officer, Pro-invest Group .
Joon Aun Ooi, President & Managing Director, Wyndham Hotels & Resorts
Sanjay Singh, Managing Director, Fico Corporation Co., Ltd
Kim Seng Tan, Chief Operating Officer, Meritus Hotels & Resorts

12:30pm-12:58pm **BREAKOUT SESSION**

SESSION 01B 8+28 MEET THE CEO: CHOE PENG SUM – 28-MINUTE TOWN HALL

Facilitator: **Christopher Y. Hur**, Chief Investment Officer, Lodgis Hospitality Pte. Ltd
CEO: **Choe Peng Sum**, CEO, Frasers

THURSDAY, 18 OCTOBER 2018

1:00pm-2:45pm **LUNCH & SPECIAL PRESENTATIONS**

Host: **James E. Burba**, Co-Founder, BHN

Presenter: **YCI – YOUTH CAREER INITIATIVE**
Madhu Rajesh, Director, ITP

HICAP LIFETIME ACHIEVEMENT AWARD

This award is presented to honor an individual who has made a considerable difference in our industry, in the Asia Pacific region and in the world, through positive actions and significant contributions.

Presenter: **Homi Vazifdar**, CEO, Canyon Equity LLC
Recipient: **Anil Thadani**, Chairman, Symphony Asia

2:45pm-3:15pm **NETWORKING BREAK**

3:15pm-4:00pm **BREAKOUT SESSIONS**

SESSION 06 **MARKETS & OPPORTUNITIES TRACK: ONE BELT, ONE ROAD**

What is China's Belt and Road Initiative and how will it affect the hotel industry? What countries/cities in Asia are targeted in this plan? What role do geopolitical views play? How does it impact China's outbound tourist volumes? What are the concerns? Are there investment opportunities for the hotel industry?

Moderator: **Zoe Wu**, Executive Director, Horwath HTL

Panelists: **Kent Sun**, CDO, Greater China, IHG
Robbert van der Maas, President, Artyzen Hospitality Group
Wenhui Wang, Vice General Manager, GSHM hotels
Anthony Wong, Executive Vice President, Brands, Shangri-La International
Owen Xing, Vice President – Real Estate & Development, Greater China, Hyatt Hotels Corporation

SESSION 07 **ASSET MANAGEMENT TRACK: HMA EXIT ISSUES**

How do hotel companies and hotel owners plan-ahead and prepare for a potential exit/separation? Issues that may arise include alternative fee structures, termination events, results of mergers, etc. What are the options? What has worked and what hasn't?

Moderator: **Robert Williams**, Partner, Withersworldwide

Panelists: **Claas R. Elze**, Managing Director, Aparo Hotel Advisers
Samuel Lim, Vice President, Hotel Development, Asia Pacific, Caesars Entertainment
Thomas Monahan, Lead Partner, nem Australasia Pty Ltd
Kenneth Sorensen, Head of Hotels, Miramar Group
Alan Tang, Chief Operating Officer, Frasers Hospitality International

SESSION 08 **MERGER & ACQUISITIONS TRACK: REPOSITIONING/ADAPTIVE REUSE**

What are the advantages of converting a hotel from another real estate asset class? What is the risk for an investor, and on the flip side, what is the ROI potential? How can investors design for the changing needs for the future? Within the hotel asset class is repositioning up the only option, or is repositioning down possible as well?

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

Panelists: **Paul C. Broadley**, Senior Creative Director, WATG
Abid Butt, Chief Executive Officer – AMEA, Dream Hotel Group
Feisal Jaffer, SVP, Acquisitions & Development, Pontiac Land Group
David Keen, CEO, QUO
John H. Miller, Director, White Walls Limited

SESSION 09 **AOCAP SESSION – MIXED-USE DEVELOPMENT**

What are the operating synergies with hotels and the potential project ROI enhancements associated with undertaking mixed-use development? Is there an optimal component type or mix of components to combine with a hotel for maximum benefit? What are some of the potential deal structures that can be applied to best facilitate project completion and further enhance investment returns?

Moderator: **Andrew MacGeoch**, Partner and Head of Asia Real Estate and Infrastructure and Global Head of Hotels Group, Bryan Cave Leighton Paisner

Panelists: **Christopher Chung**, Managing Director (Asia), Lewis Trust Group
James Mabey, Head of Asia and Middle East, Standard International
William F. Minnock, Managing Director, Marriott Vacations Worldwide
Barry Robinson, President and Managing Director, Wyndham Destinations International

THURSDAY, 18 OCTOBER 2018

3:15pm-4:00pm **BREAKOUT SESSIONS (CONTINUED)**

SESSION 10 DEVELOPMENT/OWNERSHIP TRACK: REBRANDING

When owners look at rebranding their hotel, what are the options: from brand to independent, independent to brand, brand to another brand, or exploring white label/soft branding options? What are the key considerations both short-term and long-term?

Moderator **Sebastian L. Busa**, Partner, Baker McKenzie

Panelists: **Bryan Chan**, Director, Development (SE Asia & Korea), IHG
Gonzalo Maceda, Vice President Development, Melia Hotels International
Christian Pucher, Director of Development Asia, Hilton
Frank Sorgiovanni, Director of Development, Six Senses Resorts and Spas
Raymond R. Tan, Country Representative, Singapore, Marriott International

4:00pm-4:30pm **NETWORKING BREAK**

4:30pm-5:45pm **PLENARY SESSION**

THROUGH THE LOOKING GLASS WITH WIT

Host: **Siew Hoon Yeoh**, Founder, WiT Web in Travel

CENTER STAGE – ROUND I

Speaker: **Jenny Zhang**, CEO, Huazhu Group

OTAS & BEYOND

Panelists: **Emma Lee**, BD Director, New Experiences, Klook
Jake Stein, Senior Director, Owner Relations, Expedia Group
Yuval Tal, Partner, Proskauer Rose
Zan Wu, CEO, Atlas & Zanadu

CENTER STAGE – ROUND II

Speaker: **Oliver Bonke**, President & COO, Shangri-la Hotels & Resorts

6:30pm-8:30pm **NETWORKING GALA**

HICAP delegates will enjoy a fabulous networking opportunity at the InterContinental Hotel. Bus transportation will be provided, departing from the Kerry hotel.
InterContinental Hotels Group

Hosted By:



FRIDAY, 19 OCTOBER 2018

7:45am-3:00pm **REGISTRATION & INFORMATION**

7:45am-9:00am **CONTINENTAL BREAKFAST**

9:00am-11:00am **PLENARY SESSION**

WELCOME BACK

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

HICAP PRESENTS: SUCCESSFUL LEADERSHIP IN THE HOSPITALITY SECTOR

Speaker: **Chris Mumford**, Managing Director, AETHOS Consulting Group

RISING STAR AWARD

Presenters: **Andrea Belfanti**, Executive Director, International Society of Hospitality Consultants

Jonathon S. Zink, Managing Director, BHN

Recipient: **Kieran Bestall**, Senior Director of Development, Asia, Hilton

VR TECHNOLOGY – THE FUTURE OF HOTEL DESIGN & DELIVERY

Using Virtual Reality and emerging technologies to make design and construction easier and reduce completion costs, while engaging a new generation of developers and end users.

Speaker: **Vincent McIllduff**, Partner, ALT-254

HICAP PRESENTS: BIOPHILIC DESIGN DRIVES BETTER ECONOMIC RETURNS

Speaker: **William D. Browning**, Partner, Terrapin Bright Green LLC

FRIDAY, 19 OCTOBER 2018

9:00am-11:00am **PLENARY SESSION (CONTINUED)**

HOTELS 2028:

WHAT WILL THEY BECOME & WHAT WILL MANAGEMENT COMPANIES OF THE FUTURE LOOK LIKE?

How will the hotels of the future be defined? Will there be more partnerships with non-hospitality brands? Will it mean a dilution of existing hotel brands, or a broadening of what such brands constitute? We'll look into our crystal ball to predict what the industry is to become and what is leading the way.

Moderator: **James Stuart**, Owner, Stuart + Partners

Panelists: **Gaurav Bhushan**, Global Chief Development Officer, AccorHotels
Kenneth Hatton, Senior Vice President, Global Development, Belmond
Tony Kurz, Chief Executive Officer, Brandmark Collective
Steven Nebel, Principal, Eight Inc.
Alex Zoghlin, Global Head of Technology, Hyatt Hotels Corporation

HICAP PRESENTS: WHAT THE TECH?

THREE ASTONISHING WAYS TECHNOLOGY IS CHANGING TRAVEL & HOSPITALITY

Speaker: **Virginia Ngai**, Director, Strategy, CatchOn

CENTER STAGE – ROUND III

Host: **Mark Wynne Smith**, Global CEO, Hotels & Hospitality, JLL

Speaker: **Steven Tight**, President of International Development, Caesars Entertainment

11:00am-12:00pm **NETWORKING BREAK**

12:00pm-12:45pm **BREAKOUT SESSIONS**

SESSION 12 **MARKETS & OPPORTUNITIES TRACK: TECHNOLOGY**

How can technology enhance the customer experience? What components are making the most progress in the hotel industry and have the most potential? Is there such a thing as too much technology?

Moderator: **Klaus Kohlmayr**, Chief Evangelist, IDEaS Revenue Solutions

Panelists: **Carson Booth**, CEO, SnapShot GmbH
Grahame Tate, VP Sales JAPAC Hotels, Oracle Hospitality
Frank Trampert, Managing Director and Chief Commercial Officer, Sabre Hospitality

SESSION 13 **MERGER & ACQUISITIONS TRACK: FINANCING**

What are the changing financing trends and how will these impact acquisition and investment opportunities? Who are the upcoming alternative public/private lenders and what impact will they have on the way deals get done? How will these unpredicted investors fare in market swings and Black Swan events?

Moderator: **Paul Alick Macpherson**, EVP Global Development, Kerzner International

Panelists: **Faezali Jumabhoy**, Managing Director, CIMB Investment Bank Berhad
Ian GW Lien, Managing Director, SC Capital Partners Group
Rohit Mohindra, Head of Commercial Real Estate, ANZ Bank
Seth Williams, Head of Asian Capital Markets, Aimbridge Hospitality

SESSION 14 **DEVELOPMENT/OWNERSHIP TRACK: INVESTING IN SUSTAINABILITY TO WIN**

What are the best decisions to improve environmental performance and social impact, and when are the best times in the deal to discuss them?

Moderator: **Eric E. Ricaurte**, Founder & CEO, Greenview

Panelists: **Janice Lao**, Director – Corporate Responsibility and Sustainability, The Hong Kong and Shanghai Hotels, Limited
Mariglo Laririt, Director of Sustainability, El Nido Resorts
Omar Romero, Vice President Development, Six Senses Hotels Resorts Spas
Sabine Schaffer, Managing Partner, Pro-Invest Group

SESSION 15 **ASSET MANAGEMENT TRACK: MEASURING PERFORMANCE**

What are new KPIs available for measuring operator performance and value? What are the most important KPIs to be evaluated? How best to utilize these tools while keeping an eye on the prize of customer satisfaction.

Moderator: **Tasos Kousloglou**, Executive Vice President, Asset Management, JLL

Panelists: **Ram Nurani**, Vice President, Head of Asset Management, Frasers Hospitality International
Tyrone Tang, CEO, Shimao Star Hotels Group.
Christophe C. Vielle, CEO, GCPH (Thailand) Co. Ltd
Tao Zhou, President, Country Garden Hotel Group

FRIDAY, 19 OCTOBER 2018

1:00pm-3:00pm

Host:

LUNCH & HICAP AWARDS

Tony Ryan, Managing Director, Mergers and Acquisitions, JLL

Presenter:

REGGIE SHIU DEVELOPMENT OF THE YEAR

Regina DiBenedetto, Director, Aareal Bank Asia Limited

Presenter:

SUSTAINABLE HOTEL AWARDS

Robert Day, Senior Director Landscape, WATG

Presenter:

MERGER & ACQUISITION OF THE YEAR

Andrew MacGeoch, Global Head of Hotels Group, Berwin Leighton Paisner

Presenter:

SINGLE ASSET TRANSACTION OF THE YEAR

Baron Ah Moo, Managing Director -US West, Horwath HTL

3:00pm

Speaker:

HICAP ADJOURNS

Robert V.R. Hecker, Managing Director - Pacific Asia, Horwath HTL

