



WEDNESDAY, 13 MARCH 2019

3:30pm-5:30pm REGISTRATION & INFORMATION

4:30pm-5:30pm SPECIAL BONUS SESSION: ALTERNATIVE OWNERSHIP 101

The generational synergies and financial returns generated by shared ownership business models are both compelling and well-proven, but given that this is a business with certain complexities, how does a new entrant actually get started...and then what?

Moderator: **Paul Dean**, Principal, Dean & Associates, Ltd.

Panelists: **Bryant Cho**, Senior Manager of Feasibility & Business Planning, Marriott Vacations Worldwide
Daniel Collins, VP Development, Anantara Vacation Club
Benjamin Hirasawa, Partner, Head of Hospitality, Asia Pacific, Clyde & Co

5:30pm-8:00pm REGISTRATION & INFORMATION

Location: **Miaja Art Collection – Contemporary Art Gallery (APS Building, Level 4)**

6:00pm-8:00pm OPENING NETWORKING RECEPTION – JOINTLY WITH HICAP UPDATE

AOCAP opens with a fantastic networking reception, hosted by Miaja Design Group. This reception is also the closing reception for HICAP UPDATE, providing a great opportunity for the delegates of both conferences to meet, mingle, and do deals.

Location: **Miaja Art Collections – Contemporary Art Gallery**

Hosted By: **Miaja Design Group**



THURSDAY, 14 MARCH 2019

8:00am-7:15pm REGISTRATION & INFORMATION

8:30am-9:00am CONTINENTAL BREAKFAST

8:45am-11:15am PLENARY SESSION

CONFERENCE OPENING

Speakers: **James E. Burba**, Co-Founder, BHN
Paul Dean, Principal, Dean & Associates, Ltd.

IMPACT OF TECHNOLOGY ON REAL ESTATE MARKETING & SALES

Juwai.com is the Number One global portal for real estate sales to Chinese buyers. The platform receives over 3 million hits per month. Juwai.com's CEO will examine how new technology is changing the way in which property is now marketed and sold. This informative Session is a "must attend" for real estate developers and marketing and sales professionals.

Speaker: **Carrie Law**, CEO and Chairman, Juwai

STATE OF THE TIMESHARE/VACATION OWNERSHIP INDUSTRY & OUTLOOK

An in-depth discussion with top industry experts, unpacking the nuances of alternative ownership, and what is working, what doesn't, and what is changing for the future – with an eye to the Asia Pacific market vs. other markets.

Host: **Howard Nusbaum**, President/CEO, ARDA

KEYNOTE PRESENTATION

Presenter: **Mark Wang**, CEO, Hilton Grand Vacations

CEO-ONE-ON-ONE

Host: **Howard Nusbaum**, President/CEO, ARDA
Guest: **Mark Wang**, CEO, Hilton Grand Vacations

THE MIXED-USE DEVELOPMENT DISCUSSION

A distinguished panel will look at how the mixed-use model will continue to evolve in the Asia region and how mixed-use may be impacted by social, cultural, and demographic changes.

Moderator: **Tien Gui Koh**, Partner, Bryan Cave Leighton Paisner
Panelists: **Ryan Chen**, VP, Far East Hospitality Management
Paul S. Kitamura, Head, Asset Management, M&C REIT Management Ltd.
Joan Plouviat, VP, Acquisitions & Development, Pontiac Land Group
Joe Sita, Vice Chairman, IFA Real Estate Services

11:15am-11:45am NETWORKING BREAK



THURSDAY, 14 MARCH 2019

11:45am-12:30pm BREAKOUT SESSIONS

SESSION 01 REAL ESTATE TRACK: REGIONAL TRENDS IN RESORT & RESIDENTIAL REAL ESTATE
For both resort and residential real estate, how are these market conditions playing out across the region and where are the regional hotspots?
Moderator: **Filippo Sona**, Managing Director-Global Hospitality, Drees & Sommer
Panelists: **Stuart Cassidy**, VP, Client Operations, Aria
Bryan Lunt, Chairman & CEO, Absolute World Group

SESSION 02 INNOVATION TRACK: NEW PRODUCTS & SHORTER TERMS
For shared ownership offerings, product terms should be properly aligned with consumer preferences; has the industry got this right in Asia or would shorter terms resonate better with Asian consumers?
Moderator: **Robert Williams**, Partner, Withersworldwide
Panelists: **Joseph W. Hickman**, Vice President/Executive Director, Interval International
Gisle Sarheim, VP Development, APAC, Hilton Grand Vacations

12:30pm-1:45pm NETWORKING LUNCH BUFFET

1:45pm-2:30pm BREAKOUT SESSIONS

SESSION 03 REAL ESTATE TRACK: INNOVATIONS IN RESORT ARCHITECTURE & DESIGN
What are the current trends impacting resort architecture and design? How can resorts be designed to remain relevant and withstand the test of time?
Moderator: **Julian Miaja**, Head of Business Development, Miaja Design Group
Panelists: **Paul Dwyer**, Founder & Owner, Dusit Thani Balapitiya Sri Lanka
Mevan Gunatilleke, Executive Director, Sanken Overseas Pvt Ltd

SESSION 04 INNOVATION TRACK: THE USE OF TECHNOLOGY FOR MARKETING & CUSTOMER ENGAGEMENT
Smartphones and tablet adoption provide opportunities for enhanced marketing effectiveness. Speakers will discuss how to develop a digital marketing strategy and enhance personalization and customer engagement.
Moderator: **Paul Dean**, Principal, Dean & Associates, Ltd.
Panelists: **Tom Koh**, CEO, Media One
Gary Spero, VP, Asia, Local Measure

2:30pm-3:00pm NETWORKING BREAK

3:00pm-5:15pm PLENARY SESSION

WELCOME BACK
Speaker: **Jonathon S. Zink**, Managing Director, BHN

REGIONAL TRAVEL & TOURISM OUTLOOK
Speaker: **Soon Hwa Wong**, Executive Board Member, PATA

THE CHINA & INDIA DISCUSSION
China and India are the regional behemoths of travel and tourism, so how do the two markets stack up? Panelists will compare markets and offer insights into where new business opportunities may be found.
Moderator: **Eric J. Levy**, Managing Director, TSI
Panelists: **Sabina Chopra**, Managing Director, RCI India Pvt. Ltd.
Zhaoping Liu, Assistant Professor, Singapore Institute of Technology
Yichen Zhu, Project Director, Horwath HTL

APRDO – ASIA PACIFIC RESORT DEVELOPMENT ORGANIZATION
The Asia Pacific Resort Development Organization (APRDO) is the first overarching organization in Asia Pacific to support and promote the timeshare industry in the region, provide a framework that fosters innovation and regulation in the industry, and ensures that business practices are being conducted to the highest ethical standards.
Speaker: **William F. Minnock**, Managing Director Asia Pacific, Marriott Vacations Worldwide





THURSDAY, 14 MARCH 2019

3:00pm-5:15pm **PLENARY SESSION (CONTINUED)**

WHERE'S THE INDUSTRY HEADED? REGIONAL LEADERS SHARE WHAT THEY SEE IN THE CRYSTAL BALL

Listen to the views of industry leaders as they consider where the industry is headed, the constraints to growth, and where opportunities might be exploited.

Moderator: **Bill Barnett**, Managing Director, C9 Hotelworks

Panelists: **Maurizio Bisicky**, Chief Operating Officer, Anantara Vacation Club

Gary Croker, SVP, Business Development, Asia, Wyndham Vacation Clubs Asia Pacific

Darren Ettridge, Senior Vice President, Interval International

Jonathan Mills, Managing Director Asia Pacific, RCI Asia Pacific

WRAP-UP & CLOSING REMARKS

Speaker: **Jonathon S. Zink**, Managing Director, BHN

5:15pm-7:15pm **CLOSING NETWORKING RECEPTION**

Hosted By: Hyatt Hotels Corporation

