

WEDNESDAY, 31 AUGUST 2022 – THE OFFICES OF ASHURST

- 3:00pm-7:00pm** REGISTRATION & INFORMATION
Meets In: CONFERENCE AREA (LEVEL 11)
- 3:00pm-5:00pm** CONTINUOUS COFFEE & TEA
Meets In: CONFERENCE AREA (LEVEL 11)
Sponsored By: 
- 4:00pm-5:00pm** MASTER CLASS: ENVIRONMENTAL, SOCIAL, & GOVERNANCE (ESG) –
EXPLORING THE LEGAL ISSUES
Meets In: CONFERENCE AREA (LEVEL 11)
Presented By: Ashurst
Moderator: Lindy Randall, Partner, Ashurst
Panelists: Ian P. Gardner, Director - Sustainability, Climate & ESG, Napier & Blakeley
Campbell Johnston, Partner, Ashurst
Gus Moors, Head of Hotels, Colliers International
Steve Whittington, Partner, Ashurst
- 5:00pm-7:00pm** OPENING NETWORKING RECEPTION
Meets In: TERRACE (LEVEL 11)
Hosted By: 

THURSDAY, 1 SEPTEMBER 2022 – SOFITEL SYDNEY DARLING HARBOUR

- 7:30am-7:30pm** REGISTRATION & INFORMATION
Meets In: HOTEL LOBBY
- 8:00am-9:30am** CONTINENTAL BREAKFAST
Meets In: PRE-FUNCTION AREA
- 8:00am-5:30pm** CONTINUOUS COFFEE & TEA
Meets In: PRE-FUNCTION AREA
Sponsored By: 
- 8:30am-9:15am** SPEED MEET
If you are coming to HICAP ANZ to meet other delegates, Speed Meet is a great way to start the conference. During this energetic and intense networking session, delegates will be able to connect with other HICAP ANZ delegates in a quick exchange of business cards.
Meets In: MURPHY ROOM
Facilitators: Rowan Barker, Emcee, HICAP ANZ
Cassandra Champion, Chief Operating Officer, Accommodation Association
- 9:30am-11:35am** PLENARY SESSION
Meets In: MAGNIFIQUE BALLROOM
- 9:30am-9:45am** WELCOME & OPENING REMARKS
Speakers: Rowan Barker, Emcee, HICAP ANZ
Jeff Higley, President, The BHN Group
- 9:45am-10:00am** ECONOMIC OUTLOOK
Presenter: Felicity A. Emmett, Senior Economist, ANZ
- 10:00am-10:15am** HOTEL PERFORMANCE OUTLOOK
Presenter: Matthew Burke, Regional Director, STR
- 10:15am-10:40am** TAKING FLIGHT: TOURISM'S ROLE IN THE HOTEL INDUSTRY'S RECOVERY
Host: Mandy Clarke, Editor, Multimedia Publishing
Guests: Stephen Hamilton, Director, Horwath HTL in New Zealand
Phillipa Harrison, Managing Director, Tourism Australia
- 10:40am-11:30am** VIEWS FROM THE BOARDROOM – ROUND 1
Moderator: John Stawyskyj, Partner, Ashurst
Panelists: Trent Fraser, Chief Executive Officer, Choice Hotels Asia-Pac
Leanne Harwood, President, Accommodation Association and SVP Managing Director - JAPAC, IHG Hotels & Resorts
Graham Perry, Managing Director Australasia, BWH Hotel Group
Jan Smits, CEO APAC, Pro-invest Group

THURSDAY, 1 SEPTEMBER 2022 – SOFITEL SYDNEY DARLING HARBOUR

- 11:30am-11:35am** **WRAP-UP REMARKS**
Speaker: **Rowan Barker**, Emcee, HICAP ANZ
- 11:35am-12:05pm** **NETWORKING BREAK**
Meets In: **PRE-FUNCTION AREA**
- 12:05pm-12:50pm** **BREAKOUT SESSIONS**
- SESSION 01** **CAPITAL CITIES V. REGIONAL MARKETS**
Meets In: **BYRNE ROOM**
Moderator: **Jennifer Davey**, Director, Horwath HTL
Panelists: **Cameron Burke**, Director of Investments & Portfolio Growth, Choice Hotels Asia-Pac
Anthea Dimitrakopoulos, General Manager Sales & Marketing, Quest Apartment Hotels
Karen Wales, National Director, Colliers
Georgina Williams, Head of Commercial (Hotels Tourism Leisure), Elanor Investors Group
- SESSION 02** **ASSET MANAGEMENT & BOTTOMLINE STRATEGIES**
Meets In: **MURPHY ROOM**
Moderator: **David Simpson**, Managing Director, Axsia HTL
Panelists: **Lucia Grambalova**, Chief Investment Officer, Hotel Capital Partners
Steven Greenwood, Portfolio Manager, Hotels, Salter Brothers
Mina Li, Director, Investments & Asset Management, Pro-invest Group
John Sears, Partner, Boutique Hotel Advisors
Chavatik Wanakasemsan, Head of Operations, TTC Land International
- SESSION 03** **FOOD & BEVERAGE**
Meets In: **BARKER ROOM**
Moderator: **Arnaud Millécamps**, Managing Director, Minett Prime Square Pty Ltd
Panelists: **Paul Hutton**, Area VP APAC - Head of Australasia, Hilton
Florian Linder, VP, Business Development, Middle East and Asia Pacific, Standard International
Brenton Smith, Director, Bates Smart
Wayne Taranto, Group Director of Operations, Ovolo Group
- 12:50pm-2:00pm** **NETWORKING LUNCH**
Meets In: **PRE-FUNCTION AREA**
- 2:00pm-2:45pm** **BREAKOUT SESSIONS**
- SESSION 04** **RENOVATE, REPOSITION, OR REBRAND**
Meets In: **BYRNE ROOM**
Moderator: **Tashi Dorjee**, Head of Flex, Australia & New Zealand, JLL
Panelists: **Richard Crawford**, Vice President Hotel Development, Marriott International
Jan Eastwood, Associate Director, Bates Smart
Matt Holmes, VP Development - SEA & Pacific Rim, Wyndham Hotels & Resorts
Lindsay Leeser, Senior VP Development & Franchise Pacific, Accor
Maria Verner, Associate Director Hotels, RF CorVal
- SESSION 05** **WHITE LABEL / MANAGEMENT COMPANIES**
Meets In: **MURPHY ROOM**
Moderator: **Roy Melick**, Partner, Baker McKenzie
Panelists: **Julian Clark**, CEO, Lancemore Group
Robert Scullin, Director - Hotels, Axsia HTL
Sarah Taylor, Development Manager – Pacific & North Asia, StayWell Holdings
- SESSION 06** **OWNERSHIP & TECHNOLOGY**
Meets In: **BARKER ROOM**
Moderator: **Craig Hooley**, Chief Operating Officer, Minor Hotels Australasia
Panelists: **Ted Horner**, Owner, E Horner & Associates
Elena Martiniuc, Director of Development Performance, BWH Hotel Group
Jessica Mellor, Chief Operating Officer, The Star Gold Coast
Matt Rubie, Country General Manager, Frasers Hospitality

THURSDAY, 1 SEPTEMBER 2022 – SOFITEL SYDNEY DARLING HARBOUR

- 3:00pm-5:20pm** **PLENARY SESSION**
Meets In: **MAGNIFIQUE BALLROOM**
- 3:00pm-3:15pm** **WELCOME BACK**
Speakers: **Rowan Barker**, Emcee, HICAP ANZ
Jonathon S. Zink, COO, The BHN Group
- 3:15pm-3:35pm** **KEY MARKETS OUTLOOK**
Presenters: **Damien Little**, Director, Horwath HTL in Australia
Wim Ruepert, Director, Horwath HTL in New Zealand
- 3:35pm-3:50pm** **NEW SUPPLY OUTLOOK**
Presenter: **Dean Dransfield**, Managing Director, Dransfield Hotels & Resorts
- 3:50pm-4:15pm** **VISIONS FOR CHANGE: JENNIFER K. CRONIN**
Host: **Jeff Higley**, President, The BHN Group
Guest: **Jennifer K. Cronin**, Former President, Wharf Hotels
- 4:15pm-5:15pm** **VIEWS FROM THE BOARDROOM – ROUND 2**
Moderator: **Ron de Wit**, Managing Director, Horwath HTL in Australia
Panelists: **Dave Baswal**, Chief Executive Officer, Ovolo Group
Jane Hastings, Chief Executive Officer, EVENT Hospitality
Michael Issenberg, Chairman, Tourism Australia
Rajeev Menon, President, Asia Pacific excluding China, Marriott International Inc.
- 5:15pm-5:20pm** **WRAP-UP REMARKS**
Speaker: **Rowan Barker**, Emcee, HICAP ANZ
- 5:30pm-7:30pm** **NETWORKING RECEPTION**
Meets In: **CHAMPAGNE BAR (LEVEL 3)**
Hosted By: 

FRIDAY, 2 SEPTEMBER 2022 - SOFITEL SYDNEY DARLING HARBOUR

- 7:30am-12:45pm** **REGISTRATION & INFORMATION**
Meets In: **HOTEL LOBBY**
- 8:00am-9:30am** **CONTINENTAL BREAKFAST**
Meets In: **PRE-FUNCTION AREA**
- 8:00am-12:45pm** **CONTINUOUS COFFEE & TEA**
Meets In: **PRE-FUNCTION AREA**
Sponsored By: 
- 9:00am-9:45am** **BREAKOUT SESSIONS**
- SESSION 07** **DEBT / LENDERS OUTLOOK**
Meets In: **BYRNE ROOM**
Moderator: **Dean Dransfield**, Managing Director, Dransfield Hotels & Resorts
Panelists: **Tim Addison**, State Director NSW & ACT, ANZ Bank
Adam Bury, Executive Vice President, JLL Hotels & Hospitality
Issa Chehab, Managing Director, Blackstone
Bradley Miller, Managing Director, Range Capital
- SESSION 08** **EQUITY / INVESTORS OUTLOOK**
Meets In: **MURPHY ROOM**
Moderator: **Pauline Tan**, Partner, Ashurst
Panelists: **Andrew P. Brandon**, Fund Manager, Serene Capital
Ethan Quek, Senior Associate, KSL Capital Partners
Jip Van Driest, Director, Development, Frasers Hospitality Australia

FRIDAY, 2 SEPTEMBER 2022 - SOFITEL SYDNEY DARLING HARBOUR

- 10:00am-11:30am** **PLENARY SESSION**
Meets In: **MAGNIFIQUE BALLROOM**
- 10:00am-10:15am** **WELCOME BACK**
Speakers: **Rowan Barker**, Emcee, HICAP ANZ
 Jonathon S. Zink, COO, The BHN Group
- 10:15am-10:20am** **DEVELOPMENT OF THE YEAR AWARD**
Presenter: **David Berry**, Director, Tuscan
- 10:20am-10:25am** **TRANSACTION OF THE YEAR AWARD**
Presenter: **David Simpson**, Managing Director, Axsia HTL
- 10:25am-11:25am** **THE CAPITAL STACK – FINANCIAL PERSPECTIVES & INSIGHTS**
Moderator: **Tony Ryan**, Principal, Ryan Capital Partners
Panelists: **Paul A. Gately**, Managing Director, BPEA
 Siddhant Jhunjunwala, Director of Investments APAC, KSL Capital Partners
 Erwann Mahe, CEO, Gaw Capital Hospitality
 Jerry L. Schwartz, Director, Schwartz Family Co PTY LTD
 Chris Tynan, Head of Real Estate Australia, Blackstone
- 11:25am-11:30am** **CLOSING REMARKS**
Speaker: **Jonathon S. Zink**, COO, The BHN Group
- 11:30am-12:45pm** **CLOSING NETWORKING LUNCH**
Meets In: **PRE-FUNCTION AREA**

PROGRAM PLANNING COMMITTEE

Tim Addison, ANZ Bank
Chandragupta Amritkar, Global Destinations
Normal Arundel, EVENT Hospitality
Chris Batterham, La Vie Hotels & Resorts
Andrea Belfanti, ISHC
Andrew P. Brandon, Serene Capital
Cameron Burke, Choice Hotels Asia-Pac
Matthew Burke, STR
Cedric Cheah, YTL Hotels
Cheryl Chew, The Ascott Limited
Choe Peng Sum, Pan Pacific Hotels Group
Richard Crawford, Marriott International
Ron de Wit, Horwath HTL in Australia
Dean Dransfield, Dransfield Hotels & Resorts
Jan Eastwood, Bates Smart
David Fraser, Axsia HTL
Lucia Grambalova, Hotel Capital Partners
Kate Harper, Salter Brothers

Matt Holmes, Wyndham Hotels & Resorts
Siddhant Jhunjhunwala, KSL Capital Partners
Lindsay Leeser, Accor
Eric Levy, TSI
Duncan Mars, APRDO/Wyndham Vacation Clubs Asia Pacific
Roy Melick, Baker McKenzie
Arnaud Millécamps, Minett Prime Square Pty Ltd
Graham Perry, BWH Hotel Group
Lindy Randall, Ashurst
Tushar Raniga, Hilton
Matt Rubie, Frasers Hospitality
Pauline Tan, Ashurst
Sarah Taylor, StayWell Holdings
John Thompson, Minor Hotel Group
Maria Verner, RF CorVal
Chris Waite, IHG
Karen Wales, Colliers
Robert Williams, Watson Farley & Williams

DEVELOPMENT OF THE YEAR AWARD COMMITTEE

Dean Dransfield, Dransfield Hotels & Resorts (Chair)
David Berry, Tuscan
Ron de Wit, Horwath HTL in Australia

David Fraser, Axsia HTL
John Stawyskyj, Ashurst
Andrew Taylor, Cre8tive Property

TRANSACTION OF THE YEAR AWARD COMMITTEE

David Simpson, Axsia HTL (Chair)
Peter Harper, JLL
Damien Little, Horwath HTL in Australia

Dean Minett, Minett Prime Square Pty Ltd
Michael Simpson, CBRE Hotels
Karen Wales, Colliers

PRODUCED BY:



Northstar Travel Group is the leading B-to-B information and marketing solutions company serving all segments of the travel industry including leisure/retail, corporate/business travel, business and sports, incentives, hospitality, and travel technology.

Northstar is the owner of well-known brands including *Travel Weekly*, *TravelAge West*, *Travel Weekly China*, *Travel Weekly Asia*, *Business Travel News*, *Successful Meetings*, *Meetings & Conventions*, *Incentive*, *SportsTravel*, *M&C China*, *M&C Asia*, *Travel42*, *Axus Travel App*, and *Web in Travel*. The company produces more than 80 face-to-face events in 13 countries in retail travel, hospitality, corporate travel, travel technology, sports travel, and the meetings & incentive industry with market leading events including The Meetings Show, Business Travel Show, TEAMS Conference & Expo, Global Travel Market Place and Cruiseworld. In addition, Northstar owns Phocuswright, the leading research, business intelligence, and event producer serving the travel technology industry. Northstar Travel Group is the leading producer of hotel investment events globally, including ALIS, the largest hotel investment conference in the world and HICAP, Asia Pacific's most important annual investment conference.

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, golf, activities, hospitality, and specialty destination travel markets. Based in Secaucus, NJ, the company has offices in New York, NY; Stowe, VT; Denver, CO; Edwards, CO; Burlington, VT; Los Angeles, CA; Costa Mesa, CA; Lombard, IL; and global offices in Singapore, Beijing, and Shanghai. And soon to be London. Northstar Travel Group is owned by funds managed by EagleTree Capital. For more information, visit northstartravelgroup.com.

IN ASSOCIATION WITH:



With over three decades of experience, more than 160 events completed to-date, and in excess of 110,000 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.

The current slate of 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 Singapore; HICAP UPDATE; Hotel Opportunities Latin America (HOLA) conference in Miami; and HICAP Australia New Zealand (HICAP ANZ) 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.