

### TUESDAY, 18 OCTOBER 2022

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

5:00pm-7:00pm **PLENARY & OPENING RECEPTION**

#### WELCOME REMARKS

Speaker: **Jeff Higley**, President, The BHN Group

#### LEADERSHIP INSIGHTS: HOW MIGHT THE LATEST GEOPOLITICAL & ECONOMIC CHALLENGES HINDER THE REGION'S TOURISM RECOVERY?

Conflict in Ukraine, rampant inflation, energy crises, HR issues impacting hospitality and airlines plus ongoing China Outbound restrictions are all playing their part, both regionally and in major source markets, to hinder the post-Pandemic recovery, despite pent-up travel demand. How will the Asia-Pacific tourism industry recover, despite these ongoing issues?

Moderator: **Ananth Ramchandran**, Head of Advisory & Strategic Transactions, CBRE

Panelists: **Jeff Bernier**, SVP, Managing Director - APAC & Hawaii, Hilton Grand Vacations

**Lee Dowling**, Managing Director & SVP AP&EME, MVWC

**Joseph Hickman**, VP/Executive Director Asia Pacific, Interval International

**Paul Mulcahy**, Managing Director, EMEA, Asia Pacific & India, RCI Wyndham Destinations

#### WRAP-UP REMARKS & ENJOY RECEPTION

Speaker: **Jeff Higley**, President, The BHN Group

### WEDNESDAY, 19 OCTOBER 2022

7:30am-8:15pm **REGISTRATION & INFORMATION**

7:30am-8:30am **CONTINENTAL BREAKFAST**

7:30am-6:15pm **CONTINUOUS COFFEE & TEA**

Sponsored By:



8:30am-10:20am **PLENARY SESSION**

#### CONFERENCE OPENING REMARKS

Speakers: **Jeff Higley**, President, The BHN Group

**Paul Dean**, Principal, Dean & Associates

#### APRDO UPDATE

The Asia Pacific Resort Development Organisation (APRDO), incorporated in Singapore, is a Trade Association established for the purposes of promoting the shared ownership industry in the Asia-Pacific region, advocating industry best practice, providing regulatory guidance, and undertaking industry lobbying and research.

Speaker: **Barry Robinson**, President, APRDO and President & Managing Director International Operations, Travel + Leisure Co

#### PRESENTATION TO BE ANNOUNCED

#### CONSUMER TRENDS & GEOGRAPHIC MARKETS UPDATE

How have consumer preferences across the Asia Pacific region changed post-Pandemic? What key consumer travel trends are now discernible? As regional destinations recover, what must they do to secure their market share? How important are sustainability credentials, experiential and transformative travel and travel with purpose?

Moderator: **Robert Williams**, Head of Hotels & Hospitality, Asia Pacific, Watson Farley & Williams

Panelists: **Matthijs de Man**, Group Director - Commercial and Innovation, Anantara Vacation Club

**Jesper Palmqvist**, Senior Director, Asia Pacific, STR

**Martin Tolan**, RVP, Marketing & Sales – Asia Pacific, Europe & Middle East,

Marriott Vacations Worldwide

**Kit Whalley**, Director Business Development, Asia Pacific, Interval International

#### WRAP-UP REMARKS

Speaker: **Jeff Higley**, President, The BHN Group

### WEDNESDAY, 19 OCTOBER 2022

**10:20am-11:05am NETWORKING BREAK**

**11:05am-12:50pm PLENARY SESSION**

#### WELCOME BACK

Speaker: **Jonathon S. Zink**, COO, The BHN Group

#### IMPACTS OF TECHNOLOGY ON RESORTS & RECREATIONAL REAL ESTATE

New technologies have created an ecosystem for rapid advances, disruption, and the elimination of previous methods and models in real estate, especially within the shared ownership sector. As their wider adoption gains momentum in Southeast Asia, the impacts of some of these innovative technologies will be reviewed.

Moderator: **Ben Hirasawa**, Founder & Managing Partner, BH2I

Panelists: **Bernard Lau**, CEO and Co-Founder, Gravity Resorts  
**Su Yin Lee**, Head, Legal APAC & EMEA, Travel + Leisure Co.  
**Bryan Lunt**, Founder, Sabai Sabai

#### THE OUTDOOR ACCOMMODATIONS INDUSTRY – STILL ON ITS GROWTH TRAJECTORY?

The outdoor accommodations Industry has been on a significant growth trajectory in recent years, driven by climate change, the pivot to domestic tourism during the Pandemic and consumer preferences. With a focus on glamping to determine its growth prospects for the Asia Pacific region, this segment of the hospitality industry will be examined.

Moderator: **Bill Barnett**, Managing Director, C9 Hotelworks Co., Ltd.

Panelists: **Karl Plunkett**, Business Owner/Director, Eco Structures Australia Pty Ltd  
**Michael Sagild**, Co-Founder & President, CloudTents  
**Aanvi Singhania**, Head of Sales & Marketing, Escape Nomade

#### WRAP-UP REMARKS

Speaker: **Jeff Higley**, President, The BHN Group

**12:50pm-2:00pm NETWORKING LUNCH**

**2:00pm-3:45pm PLENARY SESSION**

#### WELCOME BACK

Speaker: **Jeff Higley**, President, The BHN Group

#### RESORT DEVELOPMENT TRENDS

How will increased awareness of the need for sustainable development impact the design of new mixed-use resorts? What might the mix comprise? How important is “wellness” as part of the mix? Can we expect to see new business models aligned with emerging consumer trends and preferences or older models, such as “all-inclusive”, reinvented? How might older resorts be repurposed?

Moderator: **John Stawyskyj**, Partner, Ashurst

Panelists: **Julian Miaja**, Director of Finance & Operations, MIAJA Design Group  
**Omar Romero**, Chief Development Officer, Six Senses Hotels Resorts Spas  
**Ling Wei Tan**, Senior Vice President, JLL Hotels & Hospitality

#### CAPITAL MARKETS – NEW APPROACHES TO FINANCING RESORTS

Why is the investor appetite for leisure-related assets still so strong? Are there any new funding sources? What do we mean by sustainable investing, and might the availability of green finance deliver any tangible benefits for the region’s resort developers? Which consumer preferences related to sustainable resort development need to be recognized?

Moderator: **Dora Stilianos**, Commercial Real Estate Partner, Baker McKenzie

Panelists: **Siddhant Jhunjunwala**, Director of Investments Asia Pacific, KSL Capital Partners  
**Calvin Li**, EVP, Head of Transaction Advisory, JLL’s Hotels & Hospitality Group  
**Tony Ryan**, Principal, Ryan Capital Partners

#### WRAP-UP REMARKS

Speaker: **Jeff Higley**, President, The BHN Group

**3:45pm-4:15pm NETWORKING BREAK**

### WEDNESDAY, 19 OCTOBER 2022

#### 4:05pm-6:05pm AOCAP & HICAP COMBO MASTER CLASS & PLENARY SESSION

##### MASTER CLASS: HOTEL OWNERS & OPERATORS – WORKING YOUR WAY THROUGH CRITICAL MIXED-USE DEVELOPMENT & OPERATIONAL ISSUES

Presented By: Baker McKenzie  
Speakers: **Graeme Dickson**, Partner, Baker McKenzie  
**Roy Melick**, Partner, Baker McKenzie

**Baker  
McKenzie.**

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

#### AOCAP & HICAP COMBO PLENARY SESSION

##### WELCOME REMARKS

Speaker: **Jeff Higley**, President, The BHN Group

##### ESG – RETURNS BEYOND THE BOTTOMLINE

ESG is now at the top of the list in so many boardrooms and as regulators begin to weigh in, it simply cannot be ignored. How does a company address the disclosure requirements and how is the hospitality industry in Asia Pacific responding? Is there a widespread belief that compliance will deliver added value both to the bottom line, as well as to reputation and public perceptions?

Moderator: **Steve Carroll**, Head of Hotels & Hospitality, Asia Pacific, CBRE  
Panelists: **Siew Kim Beh**, Chief Financial and Sustainability Officer, Lodging, CapitaLand Investment  
**William E. Heinecke**, Founder & Chairman, Minor International Plc.  
**Ufi Ibrahim**, CEO, EEA

##### WRAP-UP REMARKS

Speaker: **Jeff Higley**, President, The BHN Group

#### 6:15pm-8:15pm AOCAP & HICAP JOINT NETWORKING RECEPTION

A unique feature of AOCAP is the closing reception, which is held in conjunction with the opening cocktail reception for HICAP. Delegates from AOCAP have the opportunity to meet and mingle with each other one more time, plus the opportunity to network with delegates from HICAP. This promises to be a fantastic networking event.

Hosted By:



#### AOCAP 2022 PROGRAM PLANNING COMMITTEE

**Bill Barnett**, C9 Hotelworks  
**Jeffrey Bernier**, Hilton Grand Vacations  
**Bruce Bromley**, Soneva  
**Matthijs De Man**, Anantara Vacation Club  
**Paul Dean**, Dean & Associates  
**Luca Franco**, Luxury Frontiers  
**Ben Hirasawa**, BH21  
**Siddhant Jhunjunwala**, KSL Capital Partners  
**Jules Kay**, PropertyGuru International  
(Thailand) Co Ltd  
**Gary Knowles**, Karma Resorts  
**Tien Gui Koh**, Withersworldwide  
**Krid Kusumawalee**, Asset World Corporation  
**Su Yin Lee**, Travel + Leisure  
**Eric Levy**, TSI  
**Julian Miaja**, Miaja Design Group

**Rohit Mohindra**, ANZ Bank  
**Clint Nagata**, BLINK Design Group  
**Gert Noordzy**, Northside Consulting Company  
**Rico Picononi**, Savills  
**Barry Robinson**, Travel + Leisure  
**Omar Romero**, Six Senses Resorts & Spas  
**Michael Sagild**, Sagild & Associates  
**Patrick Shanahan**, Accor Vacations Club Asia  
**John Stawyskyj**, Ashurst  
**Dora Stilianos**, Baker McKenzie  
**LingWei Tan**, JLL  
**Martin Tolan**, Marriott Vacations Worldwide  
**Kit Whalley**, Interval International  
**Robert Williams**, Watson Farley & Williams LLP  
**Todd Wynne-Parry**, Horwath HTL

# AOCAP

Alternative Ownership Conference  
Hotels and Resorts - Asia Pacific

## 18-19 OCTOBER 2022

FAIRMONT SINGAPORE & SWISSOTEL THE STAMFORD

AOCAP.ORG

### 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](http://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](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.