



19-20 OCTOBER 2021

[WWW.AOCAP.ORG](http://WWW.AOCAP.ORG)

FAIRMONT SINGAPORE

SWISSOTEL THE STAMFORD

# SPONSOR OPPORTUNITIES



AOCAP will be held in conjunction with

**HICAP**

HOTEL INVESTMENT CONFERENCE ASIA PACIFIC

Produced by:



In association with:





## ABOUT AOCAP

The only Asia Pacific conference focused on Resort Development and Recreational Real Estate

- Timeshare and Vacation Clubs
- Fractional Ownership
- Private Residence Clubs
- Branded Residences
- Condo Hotels
- Serviced Apartments

Discover at AOCAP why alternative ownership business models as well as mixed-use and other resort development concepts have significant potential in Asia Pacific and how through adoption of new and innovative models, market potential might be realized. For investors, owners, or developers looking for ways to monetize under-developed resort real estate, re-purpose or further optimize returns on existing inventory, these concepts offer an additional or 'alternative' option to the more common ideas of a stand-alone hotel or integrated resort.

Launched in 2009 by the Absolute World Group and acquired by HICAP in 2014, AOCAP is part of Asia Pacific's Premier Hospitality Conferences joined by HICAP, HICAP UPDATE, and HICAP ANZ.

### Get Noticed. Become a sponsor.

Sponsorships are a highly effective way of getting your message across. At AOCAP you will find the opportunity to raise your company's profile and increase your brand's exposure with existing and potential customers and partners.

**Join our sponsors and get noticed, especially now that live, in-person events are back!**

## PRELIMINARY PROGRAM

### TUESDAY • 19 OCTOBER 2021

5:00 PM - 7:00 PM C-SUITE VIEWS & OPENING NETWORKING RECEPTION

### WEDNESDAY • 20 OCTOBER 2021

7:30 AM - 10:15 AM CONTINENTAL BREAKFAST & PLENARY SESSION

10:15 AM - 11:00 AM NETWORKING BREAK

11:00 AM - 2:45 PM C-SUITE VIEWS, PLENARY SESSION, & NETWORKING LUNCH

2:45 PM - 3:15 PM NETWORKING BREAK

3:15 PM - 5:00PM SPECIAL BONUS PLENARY SESSION FOR AOCAP & OPENING OF HICAP

5:00PM - 7:00PM GALA NETWORKING RECEPTION HELD JOINTLY WITH HICAP AND HOSTED BY ACCOR





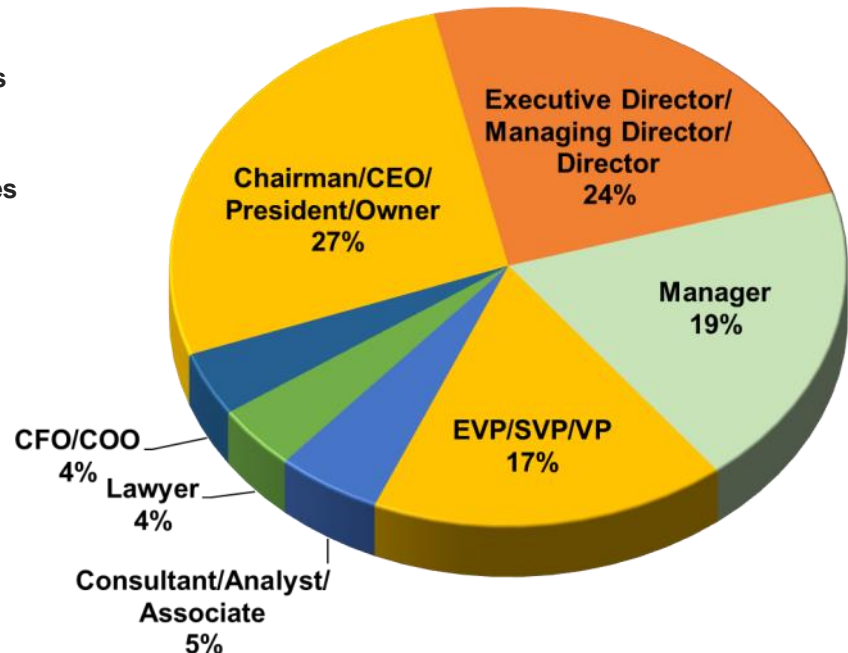


## WHO ATTENDS?

AOCAP attracts delegates that are “focused” on alternative ownership business models in Asia Pacific. With more than **25%** of AOCAP delegates holding titles like **CHAIRMAN, CEO, PRESIDENT, and OWNER**, AOCAP has become the “*must attend*” event for the leaders in the Alternative Ownership industry.

- Investors & Owners
- Lenders
- Developers
- Hotel Chain/Management Companies
- Investment Bankers
- Shared Ownership Companies
- Real Estate & Financial Intermediaries
- Consultants
- Lawyers
- Architects & Designers
- Sales & Marketing
- Exchange Networks
- Government/Tourism
- Media

### 2019 ATTENDANCE PROFILE (LAST IN-PERSON, LIVE AOCAP)



## WHO SPONSORS?

### PAST SPONSORS OF AOCAP

Absolute World Group  
American Resort Development Association (ARDA)  
Anantara Vacation Club  
Aria Vacation Club  
Ashurst  
Asia Pacific Resort  
Development Organization (APRDO)  
Australian Timeshare Holiday Ownership Council (ATHOC)  
Baker Hostetler  
Capella Hotel Group Asia  
Dean & Associates  
Dial an Exchange Asia  
Diamond Resorts International  
First National Trustee Company (FNFC)  
Fractional Life Ltd.  
Generator Systems  
GlobalHotelNetwork.com

HAMA Asia Pacific  
Hilton Grand Vacations Company  
Horwath HTL  
*Hotel Analyst*  
*Hotelier Indonesia*  
Hotel Interactive, Inc.  
Hotel Jen  
Hutchinson & Co Trust Company Ltd.  
ICE Vacations Asia-Pacific Pty Ltd.  
IFA Hotels Investments  
International Society of Hospitality Consultants (ISHC)  
International Tourism Partnership (ITP)  
Interval International  
Limcharoen Hughes & Glanville  
Marriott Vacations Worldwide Corporation  
PATA  
Pan Pacific Hotels Group  
Park Hotel Group

Perspective International Magazine  
QUO  
Ryan Lawyers  
RCI Asia Pacific  
Resort Development Organisation Ltd  
Resort Fiduciary Services Ltd.  
Stiles Capital Events  
ST Media Group International  
The Brand Company  
Timeshare Resort Development Association (Singapore)  
Travel Weekly Asia  
WATG  
WIT  
Wyndham Vacation Resorts  
Yoo Hotels  
YOTEL



## SPONSOR BENEFITS

### PLATINUM BENEFITS

- Three (3) complimentary registrations to the program
- Sponsor's company name and/or logo on all relevant publicity materials including the program, advertisements, and websites
- Display space located in the display area
- The opportunity to provide a prize for any drawing
- Access to the preliminary delegate list

### PATRON BENEFITS

All of the above benefits, *with the addition of:*

- Three (3) complimentary registrations to the program [six (6) total]
- Preferred location display space in the display area.



*Sponsor Exhibit Area*



**19-20 October 2021  
Fairmont Singapore &  
Swissotel The Stamford**



## 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, corporate and sports meetings, incentives, hospitality, and travel technology.

Northstar is the owner of leading brands serving these travel segments. The company produces more than 100 face-to-face events in 13 countries in retail travel, hospitality, corporate travel, travel technology, sports travel, and the meetings & incentive industry. In addition, Northstar owns Phocuswright, the leading research, and event producer serving the travel technology industry. Northstar Travel Group owns The BHN Group, the leading producer of hotel investment conferences.

Northstar is also the majority shareholder in Inntopia, the leading SaaS e-commerce software business serving the mountain destination, golf, activities, and hospitality markets. Based in Secaucus, NJ, the company has 14 offices in the U.S., UK, Singapore, and China.

## IN ASSOCIATION WITH:



The BHN Group is the worldwide leader in developing and organizing conferences for the hotel and tourism investment community. With over three decades of experience, more than 160 events completed to-date, and in excess of 110,000 international delegates, these 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 Group’s website at [www.Burba.com](http://www.Burba.com) is the gateway for information about the annual conferences it produces, as well as a direct link to important players in the hospitality investment world.