

WEDNESDAY, 19 OCTOBER 2022

3:00pm-8:15pm REGISTRATION & INFORMATION

3:00pm-6:15pm CONTINUOUS COFFEE & TEA

Sponsored By:

FUTURELOG

4:05pm-6:05pm HICAP & AOCAP 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, Lawyer/Partner, Baker McKenzie

Roy Melick, Partner, Baker McKenzie

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

**Baker
McKenzie.**

HICAP & AOCAP COMBO PLENARY SESSION

WELCOME REMARKS

Speaker:

Jeff Higley, President, The BHN Group

ESG – RETURNS BEYOND THE BOTTOMLINE

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 HICAP & AOCAP JOINT NETWORKING RECEPTION

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

Hosted By:


ACCOR

THURSDAY, 20 OCTOBER 2022

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

7:30am-8:30am CONTINENTAL BREAKFAST

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

Sponsored By:

FUTURELOG

8:30am-11:00am PLENARY SESSION

WELCOME BACK

Speaker:

Jeff Higley, President, The BHN Group

GLOBAL CHECK-IN

Guest:

Kar Ling Wong, Managing Director SEA, Head Strategy and Global Ops, The Ascott Limited

ECONOMIC OUTLOOK OF ASIA

Speaker:

Khoon Goh, Head of Asia Research, ANZ

THURSDAY, 20 OCTOBER 2022

- THE NUMBERS – HOW DID HOTELS PERFORM & WHAT'S THE OUTLOOK?**
Presenters: **Michael Grove**, Chief Operating Officer, Hotstats
Jesper Palmqvist, Area Director Asia Pacific, STR
Arup Raha, Head of Asian Economics, Oxford Economics
- 10:10am-10:55am INVESTMENT INSIGHTS – FINANCIAL GURUS OPEN THEIR KNOWLEDGE VAULTS**
Moderator: **Mike Batchelor**, CEO Asia Pacific - Hotels & Hospitality Group, JLL
Panelists: **Suchad Chiaranussati**, Chairman & Founder, SC Capital Partners Group
Kenneth Gaw, President & Managing Principal, Gaw Capital Partners
Siddhant Jhunjunwala, Director of Investments APAC, KSL Capital Partners
Wei-Lin Kwee, Senior Vice President, Hotels, Pontiac Land Group
- WRAP-UP REMARKS**
Speaker: **Jeff Higley**, President, The BHN Group
- 11:00am-11:30am NETWORKING BREAK**
- 11:30am-12:30pm BREAKOUT SESSIONS**
- SESSION 01 A SPOTLIGHT ON EAST ASIA – OPPORTUNITIES & CHALLENGES**
NEW session format with the best of both worlds – engaging panel followed by fast-paced, interactive roundtables
Co-Moderators: **Nihat Ercan**, Senior Managing Director, Head of Investment, JLL
Emery Yu, Consultant, Horwath HTL
Panelists: **Clarence Tan**, SVP Development Asia Pacific, Hilton
Additional panelists to be announced.
- SESSION 02 CAPITAL IDEAS: THE OUTLOOK FOR SOURCING DEBT**
Moderator: **Yuval Tal**, Partner, Proskauer Rose
Panelists: **Adam Bury**, EVP, Investment Sales & Head of Debt Advisory,
JLL's Hotel and Hospitality Group
Rohit Mohindra, Head of Commercial Real Estate, Institutional Banking, ANZ Bank
Additional panelists to be announced.
- SESSION 03 EVOLUTION OF OPERATING AGREEMENTS**
Moderator: **Jeffrey Horwitz**, Partner, Proskauer Rose LLP
Panelists: **Damian Clowes**, Vice President Corporate Services, Asia Pacific, Outrigger Hotels & Resorts
Katerina Giannouka, President, Asia Pacific, Radisson Hotel Group
Serena Lim, Vice President Hotel Development, South, East Asia & Korea,
IHG Hotels & Resorts
Dora Stilianos, Partner – Commercial Real Estate, Baker McKenzie
- SESSION 04 DISTRESSED ASSETS: OPPORTUNITY OR HYPE FOR INVESTORS?**
Moderator: **Kevin Hughes**, Regional Director of Business Development, Sygna
Panelists: **Ian Lien**, Managing Director, SC Capital Partners
Ghaly Murthala, Managing Director, Morteza Capital
Shunsuke Yamamoto, Managing Director, Fortress Investment Group
- 12:30pm-2:20pm LUNCH & PLENARY SESSION**
- WELCOME BACK**
Speaker: **Jonathon S. Zink**, COO, The BHN Group
- TRAVEL & TOURISM UPDATE**
Guests: **Liz Ortiguera**, CEO, Pacific Asia Travel Association (PATA)
Additional guest to be announced.
- LIFETIME ACHIEVEMENT AWARD**
Presenter: **David Ling**, Global Head of Hospitality Investment,
City Developments Limited
Recipient: **Miguel Ko**, Chairman, Capitaland Investment Ltd and Deputy Chairman,
CLA Real Estate Holdings Pte Ltd



Miguel Ko

THURSDAY, 20 OCTOBER 2022

- Speaker: **WRAP-UP REMARKS**
Jonathon S. Zink, COO, The BHN Group
- 2:20pm-2:50pm NETWORKING BREAK**
- 2:50pm-3:50pm BREAKOUT SESSIONS**
- SESSION 05 A SPOTLIGHT ON OCEANIA – OPPORTUNITIES & CHALLENGES**
NEW session format with the best of both worlds – engaging panel followed by fast-paced, interactive roundtables
- Meets In: **Canning**
Moderator: **Lindy Randall**, Partner, Ashurst
Panelists: **Josephine Chong**, Manager, Horwath HTL in Australia
Mathew Duff, Director Commercial, Event Hospitality and Entertainment Ltd
Graham Perry, Managing Director Australasia, BWH Hotel Group
Jan Smits, CEO APAC, Pro-invest Group
- SESSION 06 CRYSTAL BALL FOR INVESTMENT & FINANCING**
Moderator: **Robert Williams**, Head of Hotels & Hospitality, Asia Pacific, Watson Farley & Williams
Panelists: **Lucia Grambalova**, Chief Investment Officer | Head of Asset Mngmt, Hotel Capital Partners
Bobby Hiranandani, Co-Chairman, Royal Group of Companies
Christopher Hur, President, Lodgis Hospitality
Faezali Jumabhoy, Managing Director, CIMB Investment Bank Bhd
- SESSION 07 CDOs OUTLOOK**
Moderator: **Eric J. Levy**, Managing Director, TSI
Panelists: **Jim K. Chu**, EVP, Chief Growth Officer, Hyatt Hotels Corporation
Kevin Croley, SVP Development, Pan Pacific Hotels Group
Gregory Lanter, CEO Development, Construction and Mountain Lab, Club Med
Agnes Roquefort, Global Chief Development Officer, Accor
- SESSION 08 ASSET MANAGEMENT'S EVOLVING INFLUENCE**
Moderator: **Tareq Bagaeeen**, Senior Consultant, Hotstats
Panelists: **Alan J. Christie**, Executive Vice President, JLL Hotels
Sanjay Singh, CEO, Fico Corporation
Additional panelists to be announced.
- 3:50pm-4:20pm NETWORKING BREAK**
- 4:20pm-5:45pm PLENARY SESSION**
- Speaker: **WELCOME BACK**
Jonathon S. Zink, COO, The BHN Group
- Host: **GLOBAL CHECK-IN**
Jeff Higley, President, The BHN Group
Guest: **Sebastien Bazin**, Chairman & CEO, ACCOR
- Moderator: **MOVING FORWARD: EXPANSION, GROWTH, & DEVELOPMENT**
Robert Hecker, Managing Director, Pacific Asia, Horwath HTL
Panelists: **Feisal Jaffer**, Global Head, LXR Hotels & Resorts
Xinxin Liu, President, Huazhu Hotels Group
Choe Peng Sum, Chief Executive Officer, Pan Pacific Hotels Group
Jeff Wagoner, President & CEO, Outrigger Hospitality Group
- Speaker: **WRAP-UP REMARKS**
Jonathon S. Zink, COO, The BHN Group

THURSDAY, 20 OCTOBER 2022

6:15pm-8:15pm NETWORKING GALA
HICAP delegates will enjoy a fabulous networking opportunity at the Parkroyal Collection Marina Bay, Singapore. We will begin our guided walk from the Fairmont Singapore & Swissotel The Stamford lobby at 6:00pm. Delegates will be responsible for finding their own way home or back to their hotel after this special evening.

Meets In: **Parkroyal Collection Marina Bay, Singapore**
Hosted By:



FRIDAY, 21 OCTOBER 2022

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

7:30am-8:30am CONTINENTAL BREAKFAST

7:30am-3:00pm CONTINUOUS COFFEE & TEA

Sponsored By:



8:00am-9:40am PLENARY SESSION

WELCOME BACK

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

VIEWS FROM THE BOARDROOM

Moderator: **Hok Yean Chee**, President, HVS
Panelists: **Dave Baswal**, Chief Executive Officer, Ovolo Group
Trent Fraser, Chief Executive Officer, Choice Hotels Asia-Pac
Rajeev Menon, President, Asia Pacific excluding China, Marriott International
Alan Watts, President - Asia Pacific, Hilton

RISING STAR AWARD

Presenters: **Andrea Belfanti**, CEO, ISHC
Jonathon S. Zink, COO, The BHN Group
Recipient: To be announced.

TRAVEL TALK WITH ALVIN TAN

Host: **Xinyi Liang-Pholsena**, Senior Editor, Travel Weekly Asia and M&C Asia
Guest: **Alvin Tan**, Minister of State, Ministry of Trade and Industry & Ministry of Culture, Community and Youth, Republic of Singapore

WRAP-UP REMARKS

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

9:45am-10:15am NETWORKING BREAK

10:15am-11:15am BREAKOUT SESSIONS

SESSION 09 A SPOTLIGHT ON SOUTH ASIA – OPPORTUNITIES & CHALLENGES

NEW session format with the best of both worlds – engaging panel followed by fast-paced, interactive roundtables

Co-Moderators: **Rohan P. Gopaldas**, Partner, PHA
Karan Mahesh, Account Manager, Central & South Asia, STR
Panelists: **Jatin Khanna**, CEO, Sarovar Hotels & Resorts
Sameer Nayar, EVP – Strategic Development, Oberoi Hotels & Resorts
Additional panelist to be announced.



Alvin Tan

FRIDAY, 21 OCTOBER 2022

SESSION 10 EQUITY

Moderator: **Ananth Ramchandran**, Head of Advisory and Strategic Transactions, CBRE
Panelists: **Ethan Quek**, Senior Associate, KSL Capital Partners
Eric Siegel, Managing Director, Baring Private Equity Asia
Prabsharan S. Thakral, President & Group CEO, Boutique Corporation PCL

SESSION 11 CHANGE & INNOVATION SOLUTIONS

Moderator: **Nikhom Jensiratanakorn**, Director, Horwath HTL
Panelists: **Gautam Bhandari**, Regional Vice President, Hotel Development, Marriott International
Gaurang Jhunjhnuwala, Group CEO, Naumi Hotels
Tasos Kousioglou, CEO - Hotels Division, SHKP
Rohit Sachdev, CEO, SOHO Hospitality Group

SESSION 12 LUXURY & LIFESTYLE

Moderator: **Vicky Jian**, Project Director, Horwath HTL
Panelists: **Kerry Healy**, Chief Commercial Officer, SEA, Japan, and Korea, Accor
Neil Jacobs, Chief Executive Officer, Six Senses Hotels
Matthew Pohlman, Partner and Co-Chair, Hospitality & Leisure, Goodwin
Hubert Viriot, Chief Executive Officer, YOTEL

11:15am-11:45am **NETWORKING BREAK**

11:45am-12:45pm **BREAKOUT SESSIONS**

SESSION 13 SPOTLIGHT ON SOUTHEAST ASIA

NEW session format with the best of both worlds – engaging panel followed by fast-paced, interactive roundtables

Co-Moderators: **Lada Shelkownikova**, Partner, Watson Farley & Williams
Daniel Yip, Partner, High Street Holdings
Panelists: **Tony Chisholm**, Head of APAC Hospitality, Principal, KSL Capital Partners
Sebastien Favre, Development & Asset Management Director, Club Med
Dillip Rajakarier, CEO, Minor Hotels and Group CEO, MINT
Garth I. Simmons, CEO Southeast Asia, Japan, & South Korea, ACCOR

SESSION 14 REBRANDING, REPOSITIONING, & CONVERSIONS

Moderator: **Andrew MacGeoch**, Partner - Global Co-Head of Hotels Group, BCLP
Panelists: **Isaac Chen**, Chief Operating Officer, OUE
Helena Gomes, Head of Hotel Project Management, CBRE
Ashley J. Scott, Director of Landscape and Master Planning, WATG
Seth Sulkin, CEO, Pacifica Capital K.K.

SESSION 15 MIXED-USE: MAXIMIZING RESORT DEVELOPMENT & INVESTMENT

Moderator: **Bill Barnett**, Managing Director, C9 Hotelworks Co., Ltd.
Panelists: **Christian S. Anklin**, Regional VP Development, Hyatt
Matt Holmes, VP of Development, SEA & Pacific Rim, Wyndham Hotels & Resorts
James Mabbutt, Development Director, Mandarin Oriental

12:45pm-3:00pm **LUNCH & HICAP AWARDS**

WELCOME BACK

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

PRESENTATION TO BE ANNOUNCED

REGGIE SHIU DEVELOPMENT OF THE YEAR

Presenter: **Regina M. DiBenedetto**, Director, Aareal Bank Asia Limited

SUSTAINABLE HOTEL AWARDS

Presenter: **Chiara Calufetti**, Vice President, WATG



FRIDAY, 21 OCTOBER 2022

- SINGLE ASSET TRANSACTION OF THE YEAR**
Presenter: **Hok Yean Chee**, President, HVS
- MERGER & ACQUISITION OF THE YEAR**
Presenter: **Andrew MacGeoch**, Partner - Global Co-Head of Hotels Group, BCLP
- CLOSING REMARKS**
Speaker: **Jonathon S. Zink**, COO, The BHN Group

PROGRAM PLANNING COMMITTEE

- | | |
|--|--|
| Chandragupta Amritkar , Global Features | Gonzalo Maceda , Meliá Hotels International |
| Chrisian S. Anklin , Hyatt | Karan Mahesh , STR |
| Jastina Balen , Frasers Hospitality Group | Roy Melick , Baker McKenzie |
| Bill Barnett , C9 Hotelworks Co., Ltd. | Rohit Mohindra , ANZ Bank |
| Kavin Bloomer , Morgan Stanley | Sadao Muraoka , Mori Building Real Estate |
| Alan J. Christie , HAMA | Jesper Palmqvist , STR |
| Nihat Ercan , JLL | Lindy Randall , Ashurst |
| Sebastien Favre , Club Med | Thomas Salg , Wharf Hotels |
| Lucia Grambalova , Mulpha Australia | Andrew Sangster , Hotel Analyst |
| Robert Hecker , Horwath HTL | Eric Siegel , Baring Private Equity Asia |
| Margaret Heng , Singapore Hotel Association | David Simpson , ISHC |
| Ho Ren Yung , Banyan Tree Group | Sanjay Singh , Fico Corporation Co., Ltd |
| Cyndy Jarabata , TAJARA Leisure and Hospitality Group | Jan Smits , Pro-invest Group |
| Faezali Jumabhoy , CIMB Investment Bank Bhd | Andree Susilo , Marriott International |
| Tien Gui Koh , Withersworldwide | Yuval Tal , Proskauer Rose |
| Shirley Kong , Starwood Capital Group | Yen Nee Tan , STB |
| Tasos Kousioglou , SHKP | Calista Tan , Velocity Ventures |
| Andrew Langdon , Accor | Sarah Taylor , Staywell-Prince Hotels |
| Eric Levy , TSI | Kristin Thorsteindottir , IWG |
| Xinyi Liang-Pholsena , Travel Weekly Asia | Robert Williams , Watson Farley & Williams |
| Ian Lien , SC Capital Partners Group | Daniel Yip , High Street Holdings |
| Serena Lim , IHG | Emery Yu , Horwath HTL |
| David Ling , City Developments Limited | Robert Zheng , WATG/Wimberly Interiors |

DEAL OF THE YEAR AWARDS COMMITTEES

- | | |
|---|---|
| Reggie Shui Development of the Year | M&A of the Year |
| Robert V.R. Hecker , Horwath HTL – Chair | Single Asset Transaction of the Year |
| Bill Barnett , C9 Hotelworks Co., Ltd. | Andrew MacGeoch , BCLP – Chair |
| Mike Batchelor , JLL | Hok Yean Chee , HVS |
| Regina M. DiBenedetto , Aareal Bank Asia Limited | Shaman Chellaram , Colliers |
| Ian Lien , SC Capital Partners Group | Nihat Ercan , JLL |
| Eric Levy , TSI | Chris Hodgins , Baker McKenzie |
| Yuval Tal , Proskauer Rose | Kelvin Ip , Horwath HTL |
| | Lada Shelkvnikova , Watson Farley & Williams |
| | Dan Voellm , AP Hospitality Advisors |

RISING STAR AWARD ASIA JUDGING PANEL

- | | |
|---|---|
| Dave Baswal , Ovolo Group | Robert Hecker , Horwath HTL |
| Mike Batchelor , JLL | Siddhant Jhunjhunwala , KSL Capital Partners |
| Olivier Berrivin , WorldHotels | Lindsay Leeser , Accor |
| Steve Carroll , CBRE | Rajeev Menon , Marriott International |
| Choe Peng Sum , Pan Pacific Hotels Group | Jeff Wagoner , Outrigger Hospitality Group |
| Trent Fraser , Choice | Alan Watts , Hilton |
| Rachel Harding , Club Med | |

SUSTAINABLE HOTEL AWARDS JUDGING PANEL

Chiara Calufetti, WATG
Lyndall DeMarco, Only Sustainability Pty Ltd –
Honorary Chairman
Hervé Houdré, H2 Sustainability Consulting

Prashant Kapoor, IFC – World Bank Group
Eric Eduardo Ricaurte, Greenview – Chairman
Masaru Takayama, Asian Ecotourism Network
Claire Whitely, Sustainable Hospitality Alliance

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:



about the latest trends.

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

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.