

WEDNESDAY, 30 AUGUST 2023 – THE OFFICES OF ASHURST

- 3:00pm-7:00pm** **REGISTRATION & INFORMATION**
Meets In: **BALLROOM (LEVEL 9)**
- 3:00pm-5:00pm** **CONTINUOUS COFFEE & TEA**
Meets In: **BALLROOM (LEVEL 9)**
Sponsored By: **Unifocus**
- 4:00pm-5:00pm** **HICAP ANZ MASTER CLASS: DE-STRESSING DISTRESSED HOTEL DEVELOPMENTS & DEALS**
Meets In: **BALLROOM (LEVEL 9)**
Presented By: **Ashurst**
Moderator: **Lindy Randall**, Partner, Ashurst
Panelists: **Emanuel Poulos**, Partner, Ashurst
Gareth Sage, Partner, Ashurst
Jason Tracy, Partner, Deloitte
Maria Verner, Associate Director Hotels, RF CorVal
- 5:00pm-7:00pm** **OPENING NETWORKING RECEPTION**
Meets In: **BALLROOM (LEVEL 9)**
Hosted By: **Ashurst**

THURSDAY, 31 AUGUST 2023 – 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: **Unifocus**
- 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: **Glen Hawke**, Emcee, HICAP ANZ
Mina Li, Industry Professional
- 9:30am-12:15pm** **PLENARY SESSION**
Meets In: **MAGNIFIQUE BALLROOM**
- 9:30am-9:45am** **WELCOME & OPENING REMARKS**
Speakers: **Glen Hawke**, Emcee, HICAP ANZ
Jeff Higley, President, The BHN Group
- 9:45am-10:00am** **ECONOMIC OUTLOOK**
Presenter: **Adam Boyton**, Head of Australian Economics, ANZ
- 10:00am-10:15am** **UPDATE FROM ACCOMMODATION AUSTRALIA**
Presenter: **Michael Johnson**, CEO, Accommodation Australia
- 10:15am-10:30am** **HOTEL PERFORMANCE OUTLOOK**
Presenter: **Matthew Burke**, Regional Director - Pacific, Japan & South Asia, STR
- 10:30am-10:55am** **GLOBAL PERSPECTIVES**
Host: **Jeff Higley**, President, The BHN Group
Guest: **Raul Leal**, CEO, SH Hotels and Resorts
- 10:55am-11:25am** **TRAVEL & TOURISM UPDATE & OUTLOOK**
Host: **Jeff Higley**, President, The BHN Group
Guests: **Robin Mack**, Executive General Manager, Tourism Australia
Margy Osmond, Chief Executive Officer, Tourism and Transport Forum

THURSDAY, 31 AUGUST 2023 – SOFITEL SYDNEY DARLING HARBOUR

- 11:25am-12:10pm VIEWS FROM THE BOARDROOM – ROUND ONE**
 Moderator: **Pauline Tan**, Partner, Ashurst
 Panelists: **Peng Sum Choe**, Chief Executive Officer, Pan Pacific Hotels Group
Sarah Derry, CEO - Premium, Midscale & Economy, Accor Pacific
Trent Fraser, CEO, Choice Hotels Asia-Pac
David Mansfield, Managing Director, The Ascott Limited, Australia
- 12:10pm-12:15pm WRAP-UP REMARKS**
 Speaker: **Glen Hawke**, Emcee, HICAP ANZ
- 12:15pm-12:45pm NETWORKING BREAK**
 Meets In: **PRE-FUNCTION AREA**
- 12:45pm-1:30pm BREAKOUT SESSIONS**
- SESSION 01 DEVELOPMENT – CONVERSIONS**
 Meets In: **BYRNE ROOM**
 Moderator: **Julian Anderson**, Director, Bates Smart
 Panelists: **Richard Crawford**, Vice President Hotel Development, Marriott International
Kevin Croley, SVP Development, Pan Pacific Hotels Group
Ramzy Fenianos, Chief Development Officer, Asia Pacific, Radisson Hotel Group
Craig Hooley, Chief Operating Officer, Minor Hotels
Jip C. Van Driest, Director Development & Investment, Frasers Hospitality
- SESSION 02 CAPITAL TALKS – DEBT SOURCES**
 Meets In: **MURPHY ROOM**
 Moderator: **Adam Bury**, EVP Investment Sales & Head of Debt Advisory, JLL Hotels
 Panelists: **Tim Addison**, State Director NSW, Institutional Real Estate, ANZ Bank
Issa Chehab, Managing Director, Blackstone
Bradley Miller, Managing Director, Range Capital
Gil Norwood, Head of Construction Debt, Qualitas
- SESSION 03 FUTURE TRENDS & NEW MARKET OPPORTUNITIES**
 Meets In: **BARKER ROOM**
 Moderator: **Daniella Tonetto**, Director – Hotels, Axsia HTL
 Panelists: **Julian Clark**, CEO, Lancemore Group
Jeffery Copolov, Director – Interior Design, Bates Smart
Ted Horner, Owner, E Horner & Associates
Wayne Taranto, Chief Operating Officer, Ovolo Hotels
- 1:30pm-2:40pm NETWORKING LUNCH**
 Meets In: **PRE-FUNCTION AREA**
- 2:40pm-3:25pm BREAKOUT SESSIONS**
- SESSION 04 ASSET MANAGEMENT – BOTTOMLINE STRATEGIES**
 Meets In: **BYRNE ROOM**
 Moderator: **David Simpson**, Managing Director, Axsia HTL
 Panelists: **Johann De Goede**, Director of Asset Management, Pro-invest Group
Lucia Grambalova, Chief Investment Officer, Head of Asset Management, Hotel Capital Partners
Kate Harper, Asset Manager – Hotels, Salter Brothers
Douglas Loudon, Principal, Perceptions Hospitality
- SESSION 05 SOFT BRANDS – A FAD OR THE FUTURE?**
 Meets In: **MURPHY ROOM**
 Moderator: **Andrew Taylor**, Founder & Managing Director, Cre8tive Property
 Panelists: **Tristan Cooper**, Director of Hotel Development, Marriott International
Danilo Curcuruto, Director of Development - Australasia, BWH Hotels
Lachlan Hoswell, Managing Director, Radisson Hotel Group
Kari Hunter, Senior Director Strategy, Sales & Marketing, Choice Hotels Asia-Pac
Lindsay Leeser, Chief Development Officer, Pacific, Accor

THURSDAY, 31 AUGUST 2023 – SOFITEL SYDNEY DARLING HARBOUR

SESSION 06

Meets In:

Moderator:

Panelists:

DISTRESSED ASSETS – THE GOOD, THE BAD, & THE UGLY

BARKER ROOM

Lindy Randall, Partner, Ashurst

Taylor O'Brien, Associate, Investment Sales, JLL Hotels & Hospitality

Marianne Ossovani, Head of Hotels, Tourism & Leisure, Elanor Investors Group

Michael Simpson, Managing Director, CBRE

Karen Wales, Head of Hotels Transaction Services, Colliers

3:30pm-5:15pm

Meets In:

PLENARY SESSION

MAGNIFIQUE BALLROOM

3:30pm-3:35pm

Speakers:

WELCOME BACK

Glen Hawke, Emcee, HICAP ANZ

Jonathon S. Zink, COO, The BHN Group

3:35pm-3:50pm

Presenters:

KEY MARKETS OUTLOOK

Damien Little, Director, Hotel Planning & Development, Horwath HTL

Wim Ruepert, Director, Horwath HTL New Zealand

3:50pm-4:05pm

Presenter:

NEW SUPPLY OUTLOOK

Dean Dransfield, Managing Director, Dransfield Hotels

4:05pm-4:30pm

Host:

Guest:

GLOBAL PERSPECTIVES

Jeff Higley, President, The BHN Group

Jeff Wagoner, President & CEO, Outrigger Hospitality Group

4:30pm-5:10pm

Moderator:

Panelists:

HOTEL INVESTMENTS WITHIN A DIVERSE PROPERTY PORTFOLIO

John Stawyskyj, Partner, Ashurst

Anouk Darling, Chief Executive Officer, Scape Australia

Alec Harper, Head of Australia, Oxford Properties

Ruban Kaneshamoorthy, Managing Director, Real Estate, Brookfield Asset Management

Antony Ritch, Chief Executive Officer, TFE Hotels

5:10pm-5:15pm

Speaker:

WRAP-UP REMARKS

Glen Hawke, Emcee, HICAP ANZ

5:30pm-7:30pm

NETWORKING RECEPTION

HICAP ANZ delegates will enjoy a fabulous networking opportunity at the Hyatt Regency Sydney. Fortunately, the hotel is walking distance from the host hotel.

Meets In:

Hosted By:

HYATT REGENCY SYDNEY

Ashurst

FRIDAY, 1 SEPTEMBER 2023 – SOFITEL SYDNEY DARLING HARBOUR

7:30am-1:00pm

Meets In:

REGISTRATION & INFORMATION

HOTEL LOBBY

8:00am-9:30am

Meets In:

CONTINENTAL BREAKFAST

PRE-FUNCTION AREA

8:00am-1:00pm

Meets In:

Sponsored By:

CONTINUOUS COFFEE & TEA

PRE-FUNCTION AREA

Unifocus

9:00am-9:45am

BREAKOUT SESSIONS

SESSION 07

Meets In:

Moderator:

Panelists:

DEVELOPMENT – ESG

BYRNE ROOM

Jennifer M. Davey, Director, Horwath HTL Australia

Anthea Dimitrakopoulos, General Manager, Brand and ESG, The Ascott Limited, Australia

Alison Hulm, Co-Founder and CEO, JACK Hospitality Consulting

Simon Lincoln, Asia Pacific Director, Make Architects

Cindy Van Der Wal, ESG Manager, Pro-invest Group

FRIDAY, 1 SEPTEMBER 2023 – SOFITEL SYDNEY DARLING HARBOUR

SESSION 08

CAPITAL TALKS – EQUITY SOURCES

Meets In: **MURPHY ROOM**

Moderators: **Dean Dransfield**, Managing Director, Dransfield Hotels
Lucia Grambalova, Chief Investment Officer, Head of Asset Management, Hotel Capital Partners

Panelists: **Andrew Brandon**, Fund Manager, Serene Capital
Sanjog Modgil, Vice President, Asset Management, TCC Land International
Ethan Quek, Principal, Salter Brothers
James Shields, General Manager, Growth and Capital Strategy, The Ascott Limited, Australia

10:00am-12:00pm

PLENARY SESSION

Meets In: **MAGNIFIQUE BALLROOM**

10:00am-10:15am

WELCOME BACK

Speakers: **Glen Hawke**, Emcee, HICAP ANZ
Jonathon S. Zink, COO, The BHN Group

10:15am-11:00am

VIEWS FROM THE BOARDROOM – ROUND TWO

Moderator: **Ron de Wit**, Managing Director, Horwath HTL
Panelists: **Dave Baswal**, Chief Executive Officer, Ovolo Hotels
Dillip Rajakarier, CEO, Minor Hotels

11:00am-11:05am

DEVELOPMENT OF THE YEAR AWARD

Presenter: **Dean Dransfield**, Managing Director, Dransfield Hotels

11:05am-11:10am

TRANSACTION OF THE YEAR AWARD

Presenter: **David Simpson**, Managing Director, Axsia HTL

11:10am-11:55am

THE DEALMAKER ROUNDUP

Moderator: **Tony Ryan**, Principal, Ryan Capital Partners
Panelists: **Serena Lim**, Chief Growth Officer, The Ascott Limited
Craig Newman, Managing Director, Real Estate, Blackstone Real Estate
Jerry Schwartz, Director, Schwartz Family Co

11:55am-12:00pm

CLOSING REMARKS

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

12:00pm-1:00pm

CLOSING NETWORKING LUNCH

Meets In: **PRE-FUNCTION AREA**

PROGRAM PLANNING COMMITTEE

Chandragupta Amritkar, Global Features
Tareq Bagaeen, HotStats
Andrea Belfanti, ISHC
Greg Brady, Accor – Sofitel Sydney Darling Harbour
Andrew Brandon, Serene Capital
Matthew Burke, STR
Seng Soon Chuah, Club Med
Julian Clark, Lancemore Group
Mandy Clarke, AccomNews
Shantha de Silva, Pro-invest Group
Ron de Wit, Horwath HTL
Paul Dean, Dean + Associates
Regina DiBenedetto, Aareal Bank
Jan Eastwood, Bates Smart Architects
Lucia Grambalova, Hotel Capital Partners
Peter Harper, JLL
Craig Hooley, Minor Hotels
Michael Johnson, Accommodation Australia
Kenneth Kan, Outrigger Hospitality Group
Shirley Kong, Starwood Capital Group
Tasos Kousloglou, SHKP Hotels
Eric Levy, TSI
Ian Lien, SC Capital Partners
David Ling, CDL

Nick Lockyer, Accor
Douglas Loudon, HAMA and Perceptions Hospitality
Jeroen Meijer, Pan Pacific Hotels Group
Roy Melick, Baker McKenzie
Patrick Omeara, Sustainable Hospitality Alliance
Jesper Palmqvist, STR
Graham Perry
Ethan Quek, Salter Brothers
Lindy Randall, Ashurst
Tony Ryan, Ryan Capital Advisors
Lada Shelkovernikova, Watson Farley & Williams LLP
James Shields, The Ascott Limited
David Simpson, Axsia HTL
Michael Simpson, CBRE
Sanjay Singh, Fico Corporation
John Stawyskyj, Ashurst
Wayne Taranto, Ovolo Hotels
Jip C. Van Driest, Frasers Hospitality
Maria Verner, RF Corval
Karen Wales, Colliers
Robert Williams, Watson Farley & Williams LLP
Robert Wilson, Gatehouse Hospitality
Robert Zheng, WATG/Wimberly Interiors

DEVELOPMENT OF THE YEAR AWARD COMMITTEE

Dean Dransfield, Dransfield Hotels (Chair)
David Berry, Tuscan
Jeffery Copolov, Bates Smart
Ron de Wit, Horwath HTL

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

TRANSACTION OF THE YEAR AWARD COMMITTEE

David Simpson, Axsia HTL (Chair)
Mark Durran, Savills Australia & New Zealand
Peter Harper, JLL

Dean Minett, Minett Prime Square Pty Ltd
Michael Simpson, CBRE
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, 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 Rutherford, NJ, USA, the company has offices in the U.S., UK, Singapore, and China. Northstar Travel Group is owned by funds managed by EagleTree Capital.

IN ASSOCIATION WITH:



With over three decades of experience, more than 170 events completed to-date, and in excess of 120,000 international delegates, The BHN Group's 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 DESIGN+ in Los Angeles, the ALIS Summer Update series held in various U.S. cities; Caribbean Hotel & Resort Investment Summit (CHRIS) in Miami; Hotel Opportunities Latin America (HOLA) conference in Miami; Hotel Investment Conference Asia Pacific (HICAP) in Singapore; and HICAP Australia New Zealand (HICAP ANZ) in Sydney. The BHN Group also publishes Hotel Investment Today, a digital media outlet focused on the ROI of hotel investment. The BHN Group's 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.