

### WEDNESDAY, 30 AUGUST 2023 – THE OFFICES OF ASHURST

- 3:00pm-7:00pm**    **REGISTRATION & INFORMATION**
- 3:00pm-5:00pm**    **CONTINUOUS COFFEE & TEA**
- 4:00pm-5:00pm**    **DE-STRESSING DISTRESSED HOTEL DEVELOPMENTS AND DEALS**  
Presented By: Ashurst  
Moderator: **Lindy Randall**, Partner, Ashurst  
Panelists: Panelists to be Announced
- 5:00pm-7:00pm**    **OPENING NETWORKING RECEPTION**  
Hosted By: 

### THURSDAY, 31 AUGUST 2023 – SOFITEL SYDNEY DARLING HARBOUR

- 7:30am-7:15pm**    **REGISTRATION & INFORMATION**
- 8:00am-9:30am**    **CONTINENTAL BREAKFAST**
- 8:00am-5:30pm**    **CONTINUOUS COFFEE & TEA**
- 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.  
Facilitators: **Glen Hawke**, Emcee, HICAP ANZ  
**Cass Champion**, Chief Operating Officer, Accommodation Association
- 9:30am-12:10pm**    **PLENARY SESSION**
- Speakers: **WELCOME & OPENING REMARKS**  
**Glen Hawke**, Emcee, HICAP ANZ  
**Jeff Higley**, President, The BHN Group
- Presenter: **ECONOMIC OUTLOOK**  
**Felicity Emmett**, Senior Economist, ANZ Research
- Presenter: **UPDATE FROM ACCOMMODATION AUSTRALIA**  
**Michael Johnson**, CEO, Tourism Accommodation Australia
- Presenter: **HOTEL PERFORMANCE OUTLOOK**  
**Matthew Burke**, Regional Director - Pacific, Japan & South Asia, STR
- PRESENTATION TO BE ANNOUNCED**
- Moderator: **TRAVEL & TOURSIM UPDATE & OUTLOOK**  
**Jeff Higley**, President, The BHN Group  
Panelists: **Robin Mack**, EGM Commercial, Tourism Australia  
**Margy Osmond**, CEO, TTF  
Additional Panelists to be Announced
- Moderator: **VIEWS FROM THE BOARDROOM – ROUND ONE**  
**John Stawyskyj**, 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
- Speaker: **WRAP-UP REMARKS**  
**Glen Hawke**, Emcee, HICAP ANZ
- 12:10pm-12:40pm**    **NETWORKING BREAK**

### THURSDAY, 31 AUGUST 2023 – SOFITEL SYDNEY DARLING HARBOUR

#### 12:40pm-1:25pm BREAKOUT SESSIONS

##### SESSION 01 DEVELOPMENT – CONVERSIONS

Moderator: **Julian Anderson**, Director, Bates Smart  
Panelists: **Richard Stewart Crawford**, Vice President Hotel Development, Marriott International  
**Kevin Croley**, SVP Development, Pan Pacific Hotels Group  
**Craig Hooley**, Chief Operating Officer, Minor Hotels  
**Jip C. Van Driest**, Director Development & Investment, Frasers Hospitality

##### SESSION 02 CAPITAL TALKS – DEBT SOURCES

Moderator: **Adam Bury**, EVP, Investment Sales, Head of Hotel Debt Advisory, JLL Hotels & Hospitality Group  
Panelists: **Tim Addison**, State Director NSW & ACT, Institutional Real Estate, ANZ Bank  
**Issa Chehab**, Managing Director, Blackstone  
Additional Panelists to be Announced

##### SESSION 03 FUTURE TRENDS & NEW MARKET OPPORTUNITIES

Moderator: **Daniella Tonetto**, Director – Hotels, Axsia HTL  
Panelists: **Julian Clark**, CEO, Lancemore Group  
**Jeff Copolov**, Director, Bates Smart  
**Melissa Rodrigues**, Group Director, Brand & Marketing, Australia & New Zealand, Minor Hotels  
**Wayne Taranto**, Chief Operating Officer, Ovolo Group

#### 1:25pm-2:40pm NETWORKING LUNCH

#### 2:40pm-3:25pm BREAKOUT SESSIONS

##### SESSION 04 ASSET MANAGEMENT – BOTTOMLINE STRATEGIES

Moderator: **David R. Simpson**, Managing Director, Axsia HTL  
Panelists: **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?

Moderator: **Andrew Taylor**, Founder & Managing Director, Cre8tive Property  
Panelists: **Florencia Aimo**, Senior Area Director of Marketing, Australia, New Zealand, & Pacific Islands, Marriott International  
**Danilo Curcuruto**, Director of Development - Australasia, BWH Hotel Group  
**Kari Hunter**, Senior Director Strategy, Sales & Marketing, Choice Hotels Asia-Pac  
**Lindsay Leeser**, Chief Development Officer, Pacific, Accor

##### SESSION 06 DISTRESSED ASSETS – THE GOOD, THE BAD, & THE UGLY

Moderator: **Lindy Randall**, Partner, Ashurst  
Panelists: **Michael Simpson**, Managing Director, Pacific, CBRE Hotels  
**Karen Wales**, Head of Hotels Australia, Transaction Services, Colliers  
Additional Panelists to be Announced

#### 3:25pm-5:15pm PLENARY SESSION

##### WELCOME BACK

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

##### KEY MARKETS OUTLOOK

Presenters: **Damien Little**, Director, Hotel Planning & Development, Horwath HTL  
**Wim Ruepert**, Director, Horwath HTL in New Zealand

##### NEW SUPPLY OUTLOOK

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

##### PRESENTATION TO BE ANNOUNCED

##### HOTEL INVESTMENTS WITHIN A DIVERSE PROPERTY PORTFOLIO

Panelists: **Pauline Tan**, Partner, Ashurst  
Additional Panelists to be Announced

### THURSDAY, 31 AUGUST 2023 – SOFITEL SYDNEY DARLING HARBOUR

Speaker: **WRAP-UP REMARKS**  
**Glen Hawke**, Emcee, HICAP ANZ

5:15pm-7:15pm **NETWORKING RECEPTION**  
Hosted By:

**ashurst**

### FRIDAY, 1 SEPTEMBER 2023 – SOFITEL SYDNEY DARLING HARBOUR

7:30am-1:30pm **REGISTRATION & INFORMATION**

8:00am-9:30am **CONTINENTAL BREAKFAST**

8:00am-12:45pm **CONTINUOUS COFFEE & TEA**

9:00am-9:45am **BREAKOUT SESSIONS**

**SESSION 07 DEVELOPMENT – ESG**

Moderator: **Jennifer M. Davey**, Director, Horwath HTL Australia  
Panelists: **Anthea Dimitrakopoulos**, General Manager, Brand and ESG, The Ascott Limited  
Additional Panelists to be Announced

**SESSION 08 CAPITAL TALKS – EQUITY SOURCES**

Moderator: **Dean Dransfield**, Managing Director, Dransfield Hotels  
Panelists: **Andrew Brandon**, Fund Manager, Serene Capital  
**James Shields**, General Manager – Growth and Capital Strategy, The Ascott Limited  
**Ethan Quek**, Vice President, KSL Capital Partners

10:00am-12:00pm **PLENARY SESSION**

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

Moderator: **VIEWS FROM THE BOARDROOM – ROUND TWO**  
**Ron de Wit**, Managing Director, Horwath HTL in Australia  
Panelists: **Dave Baswal**, Chief Executive Officer, Ovolo Hotels  
**Leanne Harwood**, SVP, Managing Director – JAPAC, IHG Hotels & Resorts  
**Graham Scott Perry**, Managing Director, Australasia, BWH Hotel Group  
**Dillip Rajakarier**, CEO, Minor Hotels

Presenter: **DEVELOPMENT OF THE YEAR AWARD**  
**Dean Dransfield**, Managing Director, Dransfield Hotels

Presenter: **TRANSACTION OF THE YEAR AWARD**  
**David R. Simpson**, Managing Director, Axsia HTL

Moderator: **THE DEALMAKER ROUNDUP**  
**Tony Ryan**, Principal, Ryan Capital Partners  
Panelists: **Serena Lim**, Chief Growth Officer, The Ascott Limited  
**David Ling**, Head of Global Hospitality Investment, City Developments Limited  
**Craig Newman**, Managing Director, Real Estate – Sydney, Blackstone

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

12:00pm-1:30pm **CLOSING NETWORKING LUNCH**

### PROGRAM PLANNING COMMITTEE

**Chandragupta Amritkar**, Global Features  
**Tareq Bagaeeen**, 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**, TAA  
**Kenneth Kan**, Outrigger Hospitality Group  
**Shirley Kong**, Starwood Capital Group  
**Tasos Kousioglou**, 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**, BWH Hotel Group  
**Ethan Quek**, KSL Capital Partners  
**Lindy Randall**, Ashurst  
**Tony Ryan**, Ryan Capital Advisors  
**Lada Shelkownikova**, Watson Farley & Williams LLP  
**James Shields**, The Ascott Limited  
**David R. Simpson**, Axsia HTL  
**Michael Simpson**, CBRE PTE LTD  
**Sanjay Singh**, Fico Corporation  
**John Stawyskyj**, Ashurst  
**Wayne Taranto**, Ovolo Group  
**Jip C. Van Driest**, Frasers Hospitality  
**Maria Verner**, RF Corval  
**Karen Wales**, Colliers International  
**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  
**Jeff Copolov**, Bates Smart  
**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 R. Simpson**, Axsia HTL (Chair)  
**Mark Durran**, Savills Australia & New Zealand  
**Peter Harper**, JLL

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



# HICAP

HOTEL INVESTMENT  
CONFERENCE ASIA PACIFIC

AUSTRALIA  
NEW ZEALAND

30 August - 1 September 2023

Sofitel Sydney Darling Harbour & the Offices of Ashurst

## 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; 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.