



## WEDNESDAY, 28 AUGUST 2024

- 12:00pm-6:45pm**     **REGISTRATION & INFORMATION**  
Meets In:     **HOTEL LOBBY**
- 12:00pm-4:30pm**     **CONTINUOUS COFFEE & TEA**  
Meets In:     **PRE-FUNCTION AREA**  
Sponsored By:     **Unifocus**
- 1:00pm-2:30pm**     **OPENING NETWORKING LUNCH**  
Meets In:     **PAE-FUNCTION AREA**
- 2:30pm-4:30pm**     **PLENARY SESSION**  
Meets In:     **MAGNIFIQUE BALLROOM**
- 2:30pm-2:45pm**     **WELCOME & OPENING REMARKS**  
Speakers:     **Lindy Randall**, Regional Advisor – Oceania, HICAP and Partner, Ashurst  
                       **Jonathon S. Zink**, COO, The BHN Group
- 2:45pm-3:30pm**     **EMERGING LEADERS: INVESTMENT & DEVELOPMENT PERSPECTIVES**  
Moderator:     **Sarah Derry**, Experienced Chief Executive Officer  
Panelists:     **Nicole Burg**, Development Manager, La Vie Hotels & Resorts  
                       **Nick Hill**, Negotiator – Capital Markets, Hotels, CBRE Asia Pacific  
                       **Hayden Longmuir**, Analyst, Dransfield Hotels & Resorts  
                       **Amelia Perez**, Development Manager, Australasia, Hilton
- 3:30pm-4:25pm**     **HICAP ANZ MASTER CLASS: STATE OF THE DEBT MARKETS/FINANCING IN AUSTRALIA**  
Presented By:     **Ashurst**  
Moderator:     **Lindy Randall**, Partner, Ashurst  
Panelists:     **Adam Bury**, Head of Hotel Debt Advisory, JLL Hotels & Hospitality Group  
                       **Vivian Chang**, Partner, Tax, Ashurst  
                       **Nigel Greenaway**, Chief Financial Officer, Crystalbrook Collection  
                       **Kenneth Nguyen**, Partner, Banking and Finance, Ashurst
- 4:25pm-4:30pm**     **WRAP-UP REMARKS**  
Speaker:     **Jonathon S. Zink**, COO, The BHN Group
- 4:45pm-6:45pm**     **OPENING NETWORKING RECEPTION**  
HICAP ANZ delegates will enjoy a vibrant networking experience in the Champagne Bar of the Sofitel Sydney Darling Harbour.  
Meets In:     **CHAMPAGNE BAR (LEVEL 3)**  
Hosted By:     **Ashurst**

## THURSDAY, 29 AUGUST 2024

- 7:30am-8:30pm**     **REGISTRATION & INFORMATION**  
Meets In:     **HOTEL LOBBY**
- 8:00am-9:00am**     **CONTINENTAL BREAKFAST**  
Meets In:     **PRE-FUNCTION AREA**
- 8:00am-6:00pm**     **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:     **Mina Li**, Director, IAM Advisory  
                       **Jonathon S. Zink**, COO, The BHN Group



**THURSDAY, 29 AUGUST 2024**

- 9:20am-12:30pm** **PLenary Session**  
Meets In: **Magnifique Ballroom**
- 9:20am-9:35am** **WELCOME BACK**  
Speakers: **Robert Gauer**, Acting General Manager, Sofitel Sydney Darling Harbour  
**Jeff Higley**, President, The BHN Group
- 9:35am-9:50am** **UPDATE FROM ACCOMMODATION AUSTRALIA**  
Presenter: **David Mansfield**, Chair, Accommodation Australia and Managing Director, Ascott Australasia
- 9:50am-10:05am** **HOTEL PERFORMANCE OUTLOOK**  
Presenter: **Matthew Burke**, Regional Director - Pacific, Japan & South Asia, STR
- 10:05am-10:30am** **GLOBAL PERSPECTIVES**  
Host: **Jeff Higley**, President, The BHN Group  
Guest: **Ron Pohl**, President, WorldHotels and President, International Operations, BWH Hotels
- 10:30am-11:15am** **TRAVEL & TOURISM OUTLOOK**  
Moderator: **Jeff Higley**, President, The BHN Group  
Panelists: **Marguerite Fitzgerald**, Chief Administration Officer, Crown Resorts  
**Anne Gill**, Vice President, Commercial Market Strategy & Performance, Accor  
**Phillipa Harrison**, Managing Director, Tourism Australia
- 11:15am-11:35am** **HOW ENGAGEMENT & RETENTION BUILD PROPERTY VALUE**  
Speaker: **Jorn Wisselink**, Head of Commerce, Start Reverse and CEO, Wildaroo Eco-Resorts
- 11:35am-12:25pm** **VIEWS FROM THE BOARDROOM – ROUND ONE**  
Moderator: **Ron de Wit**, Managing Director, Horwath HTL in Australia  
Panelists: **Trent Fraser**, CEO, Choice Hotels Asia-Pac  
**Christopher Hartley**, CEO, Global Hotel Alliance  
**Dillip Rajakarier**, CEO, Minor Hotels and Group CEO, Minor International
- 12:25pm-12:30pm** **WRAP-UP REMARKS**  
Speaker: **Jonathon S. Zink**, COO, The BHN Group
- 12:30pm-2:00pm** **NETWORKING LUNCH**  
Meets In: **PRE-FUNCTION AREA**
- 2:00pm-2:45pm** **BREAKOUT SESSIONS**
- SESSION 01** **OWNERSHIP – BRANDED RESIDENCES**  
Meets In: **BYRNE ROOM**  
Moderator: **Andrew Boshoff**, Chief Financial Officer, Global Hotel Alliance  
Panelists: **Richard Crawford**, VP Hotel Development – Australia, New Zealand, & Pacific, Marriott International  
**Lindsay Leeser**, Chief Development Officer, Pacific, Accor  
**Dora Stilianos**, Partner, Baker McKenzie
- SESSION 02** **DEVELOPMENT – GREEN BUILDING & ESG**  
Meets In: **MURPHY ROOM**  
Moderator: **Brenton Reynolds**, Director - Sustainability, Urbis  
Panelists: **Alison Hulm**, Director of Development, Australasia, Langham Hospitality Group  
**Connor McCauley**, Head of Sustainability, Australia & New Zealand, JLL  
**Kristi Wayman**, Director of Design and Technical Services, Pro-invest Group  
**Jorn Wisselink**, Head of Commerce, Start Reverse and CEO, Wildaroo Eco-Resorts
- SESSION 03** **ACQUISITIONS – BUYER & SELLER EXPECTATIONS**  
Meets In: **BARKER ROOM**  
Moderator: **Gus Moors**, Managing Director, Hotels & Hospitality Group, JLL  
Panelists: **Andrew Brandon**, Fund Manager, Serene Capital  
**Trent Conroy**, Head of Investments and Portfolio Growth, Choice Hotels Asia-Pac  
**Craig Hooley**, Chief Operating Officer, Minor Hotels  
**Maria Verner**, Senior Investment Manager, Hotels, RF Corval
- 2:45pm-3:15pm** **NETWORKING BREAK**  
Meets In: **PRE-FUNCTION AREA**



## THURSDAY, 29 AUGUST 2024

### 3:15pm-4:00pm BREAKOUT SESSIONS

#### SESSION 04 OWNERSHIP – RENOVATIONS & CAPITAL EXPENDITURES

Meets In: **BYRNE ROOM**

Moderator: **Nick Ellis**, Chief Operating Officer, The Shores Motel Group **DOUBLE DUTY**

Panelists: **Jeffrey Copolov**, Director – Interior Design, Bates Smart  
**Kate Harper**, Asset Manager – Hotels, Salter Brothers  
**Victor Kondarios**, Director, Development, Radisson Hotels Australasia  
**Taylor O'Brien**, Development Manager, Accor Pacific

#### SESSION 05 DEVELOPMENT – LIFESTYLE & SOFT BRANDS

Meets In: **MURPHY ROOM**

Moderator: **Jennifer Davey**, Director, Horwath HTL in Australia

Panelists: **Tristan Cooper**, Director, Hotel Development – Australia, NZ & The Pacific, Marriott International  
**Elena Martiniuc**, Director of Business Development, Mandala Hotels and Resorts  
**Rod Munro**, Managing Director, Australasia, BWH Hotels

#### SESSION 06 OPPORTUNITIES – TOURISM & HOTEL MARKET OUTLOOK

Meets In: **BARKER ROOM**

Moderator: **Damien Little**, Director, Horwath HTL in Australia

Panelists: **Sharon Auld**, General Manager, Australia, Business Events Industry Aotearoa  
**Shaizeen Contractor**, Chief Commercial Officer, Trilogy Hotels  
**Amit Peshawaria**, Regional General Manager – Asia Pacific & Oceania, Lighthouse  
**Wim Ruepert**, Director, Horwath HTL in New Zealand

### 4:15pm-6:00pm Meets In: **PLENARY SESSION MAGNIFIQUE BALLROOM**

### 4:15pm-4:25pm **WELCOME BACK** Speaker: **Jonathon S. Zink**, COO, The BHN Group

### 4:25pm-4:40pm **NEW SUPPLY OUTLOOK** Presenter: **Dean Dransfield**, Owner & Managing Director, Dransfield Hotels & Resorts

### 4:40pm-5:05pm **LEADERSHIP PERSPECTIVES – IGNITING HUMAN POTENTIAL DELIVERS CAPITAL SUCCESS** Host: **Jeff Higley**, President, The BHN Group Guest: **Sarah Derry**, Experienced Chief Executive Officer

### 5:05pm-5:55pm **HOW HOTELS FIT INTO A DIVERSE REAL ESTATE PORTFOLIO** Moderator: **Pauline Tan**, Partner, Ashurst Panelists: **Glen Boulwood**, CEO and Co-Founder, Serene Capital **Ruban Kaneshamoorthy**, Managing Director, Real Estate, Brookfield Asset Management **Hamish MacDonald**, Managing Director - Head & CIO of APAC Real Estate, BlackRock

### 5:55pm-6:00pm **WRAP-UP REMARKS** Speaker: **Jeff Higley**, President, The BHN Group

### 6:30pm-8:30pm **NETWORKING RECEPTION** HICAP ANZ delegates will enjoy a fabulous networking opportunity at the brand-new W Sydney in the 29/30 Rooftop Bar. Fortunately, the hotel is walking distance from the host hotel. Meets In: **W SYDNEY ROOFTOP BAR**

## FRIDAY, 30 AUGUST 2024

### 7:30am-1:30pm **REGISTRATION & INFORMATION** Meets In: **HOTEL LOBBY**

### 8:00am-9:00am **CONTINENTAL BREAKFAST** Meets In: **PRE-FUNCTION AREA**

### 8:00am-12:35pm **CONTINUOUS COFFEE & TEA** Meets In: **PRE-FUNCTION AREA** Sponsored By: **Unifocus**



FRIDAY, 30 AUGUST 2024

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

**SESSION 07 OWNERSHIP – OPERATING MODELS**

Meets In: **BYRNE ROOM**

Moderator: **Sarah Taylor**, Senior Consultant, Axsia HTL

Panelists: **Nick Ellis**, Chief Operating Officer, The Shores Motel Group

**Craig Hooley**, Chief Operating Officer, Minor Hotels

**Lachlan Hoswell**, Managing Director, Radisson Hotels Australasia

**Adil Moosa**, Senior Manager, Corporate Development, Choice Hotels Asia-Pac

**Rodney Simpson**, Managing Director of Operations APAC, BWH Hotels

**SESSION 08 PEOPLE – HOW THE HUMAN ELEMENT LEADS TO ROI**

Meets In: **MURPHY ROOM**

Moderator: **Cass Champion**, Founder, My First Job

Panelists: **Marc Bennie**, Global Atlantic Fellow, AFSE

**Georgia Boyd**, Talent and Culture Business Partner, Sofitel Sydney Darling Harbour

**Nicole Downs**, Group Director of People & Performance, Ovolo Group

**David Mansfield**, Managing Director, Ascott Australasia

**SESSION 09 ACQUISITIONS – CAPITAL MARKETS**

Meets In: **BARKER ROOM**

Moderator: **Dean Dransfield**, Owner & Managing Director, Dransfield Hotels & Resorts

Panelists: **Mark Durran**, Managing Director, Hotel Capital Markets, Savills Australia and New Zealand

**Lucia Grambalova**, Chief Investment Officer & Head of Asset Management, Hotel Capital Partners

**Jip van Driest**, Director Development & Investment, Australia, Frasers Hospitality

**Karen Wales**, Head of Hotels Australia, Transactions, Colliers International

10:00am-12:35pm **PLENARY SESSION**  
Meets In: **MAGNIFIQUE BALLROOM**

10:00am-10:15am **WELCOME BACK**

Speakers: **Lucia Grambalova**, Regional Advisor – Oceania, HICAP and CIO & Head of Asset Management, Hotel Capital Partners

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

10:15am-10:40am **ARTIFICIAL INTELLIGENCE – HOW WILL IT IMPACT THE HOTEL INDUSTRY?**

Speaker: **Mary-Anne Williams**, Michael J. Crouch Chair in Innovation, UNSW Business School

10:40am-11:30am **VIEWS FROM THE BOARDROOM – ROUND TWO**

Moderator: **John Stawyskyj**, Global Industry Co-Lead of Hotel, Leisure, & Gaming and Partner, Ashurst

Panelists: **Julian Clark**, CEO, Lancemore Group

**Adrian Williams**, Chief Operating Officer PME – Pacific, Accor

**Mary-Anne Williams**, Michael J. Crouch Chair in Innovation, UNSW Business School

11:30am-11:35am **DEVELOPMENT OF THE YEAR AWARD**

Presenter: **Dean Dransfield**, Owner & Managing Director, Dransfield Hotels & Resorts

11:35am-11:40am **TRANSACTION OF THE YEAR AWARD**

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

11:40am-12:30pm **THE DEALMAKER ROUNDUP**

Moderator: **Tony Ryan**, Executive Chair, Trilogy Hotels and Principal, Ryan Capital Partners

Panelists: **Norman Arundel**, Director – Hotels and Resorts, EVT

**Anthony O’Hea**, Managing Director, Principal Investments, Real Estate, MA Financial

**Jerry Schwartz**, Director, Schwartz Family Co

**Maria Verner**, Senior Investment Manager, Hotels, RF Corval

12:30pm-12:35pm **CLOSING REMARKS**

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

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

12:35pm-1:30pm **CLOSING NETWORKING LUNCH**  
Meets In: **PRE-FUNCTION AREA**



### HICAP ANZ 2024 PROGRAM PLANNING COMMITTEE

**Chandragupta Amritkar**, Global Features  
**Greg Brady**, Accor – Sofitel Sydney Darling Harbour  
**Andrew Brandon**, Serene Capital  
**Julian Clark**, Lancemore Group  
**Mandy Clarke**, AccomNews  
**Kevin Croley**, Pan Pacific Hotels Group  
**Paul Dean**, Dean + Associates  
**Regina DiBenedetto**, Aareal Bank  
**Jan Eastwood**, Bates Smart Architects  
**Brett Forer**, Accor  
**Lucia Grambalova**, Hotel Capital Partners  
**Lachlan Hoswell**, Radisson Hotel Group  
**Michael Johnson**, Accommodation Australia

**Eric Levy**, TSI  
**Ian Lien**, SC Capital Partners  
**Roy Melick**, Baker McKenzie  
**Gus Moors**, JLL  
**Rod Munro**, BWH Hotels  
**Sadao Muraoka**, Mori Building Investment Advisory  
**Dillip Rajakarier**, Minor Hotel Group  
**Tony Ryan**, Trilogy Hotels  
**David Simpson**, Axsia HTL  
**Michael Simpson**, CBRE  
**Maria Verner**, RF Corval  
**Jeff Weinstein**, Hotel Investment Today  
**Daniel Yip**, High Street Holdings

### HICAP ANZ 2024 DEVELOPMENT OF THE YEAR AWARD COMMITTEE

**Dean Dransfield**, Dransfield Hotels (Chair)  
**David Berry**, Tuscan  
**Jeffery Copolov**, Bates Smart

**Ron de Wit**, Horwath HTL  
**John Stawyskyj**, Ashurst  
**Andrew Taylor**, Cre8tive Hotels & Lifestyle

### HICAP ANZ 2024 TRANSACTION OF THE YEAR AWARD COMMITTEE

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

**Dean Minett**, Gatehouse Hospitality  
**Michael Simpson**, CBRE  
**Karen Wales**, Colliers

#### BY:



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#### 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 190 events completed to-date, and in excess of 130,000 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 DESIGN+ in Los Angeles, the ALIS Summer Update series held in various U.S. cities; ALIS CALA in Miami; Hotel Investment Conference Asia Pacific (HICAP) in Singapore; HICAP UPDATE in Hong Kong, 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](http://The BHN Group's website) 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.