

TUESDAY, 18 OCTOBER 2022

3:00pm-7:00pm **REGISTRATION & INFORMATION**
Meets In: **Convention Foyer (Level 4)**

Sponsored By:



5:00pm-7:00pm **PLENARY & OPENING RECEPTION**
Meets In: **SKAI Bar (Level 70)**

5:00pm-5:10pm **WELCOME REMARKS**
Speaker: **Jeff Higley**, President, The BHN Group

5:10pm-5:55pm **LEADERSHIP INSIGHTS: HOW MIGHT THE LATEST GEOPOLITICAL & ECONOMIC CHALLENGES HINDER THE REGION'S TOURISM RECOVERY?**
Conflict in Ukraine, rampant inflation, energy crises, HR issues impacting hospitality and airlines plus ongoing China Outbound restrictions are all playing their part, both regionally and in major source markets, to hinder the post-Pandemic recovery, despite pent-up travel demand. How will the Asia-Pacific tourism industry recover, despite these ongoing issues?

Moderator: **Ananth Ramchandran**, Head of Advisory & Strategic Transactions, CBRE

Panelists: **Jeff Bernier**, SVP, Managing Director - APAC & Hawaii, Hilton Grand Vacations

Lee Dowling, Managing Director & SVP AP&EME, MVWC

Joseph W. Hickman, Vice President/Executive Director, Interval International

Paul Mulcahy, Managing Director, EMEA, Asia Pacific & India, RCI

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

WEDNESDAY, 19 OCTOBER 2022

7:30am-8:15pm **REGISTRATION & INFORMATION**
Meets In: **Convention Foyer (Level 4)**

Sponsored By:



7:30am-8:30am **CONTINENTAL BREAKFAST**
Meets In: **Fairmont Ballroom Foyer**

7:30am-6:15pm **CONTINUOUS COFFEE & TEA**
Meets In: **Fairmont Ballroom Foyer**

Sponsored By:



8:30am-10:20am **PLENARY SESSION**
Meets In: **Padang & Collyer**

8:30am-8:50am **CONFERENCE OPENING REMARKS**
Speakers: **Jeff Higley**, President, The BHN Group
Paul Dean, Principal, Dean & Associates

8:50am-9:05am **APRDO UPDATE**
The Asia Pacific Resort Development Organisation (APRDO), incorporated in Singapore, is a Trade Association established for the purposes of promoting the shared ownership industry in the Asia-Pacific region, advocating industry best practice, providing regulatory guidance, and undertaking industry lobbying and research.

Speaker: **Barry Robinson**, President, APRDO and President & Managing Director International Operations, Travel + Leisure Co

WEDNESDAY, 19 OCTOBER 2022

- 9:05am-9:30am THE BIG PICTURE: GROWTH, INNOVATION, & WHAT LIES AHEAD**
What is the current state of the hospitality and resort industries as they recover from the global pandemic? What are the opportunities for growth driven by innovations including digital transformation, big data, AI, social media, guest experience, the importance of exemplary design, and other factors, to predict what might lay ahead as consumer preferences adjust to some new travel paradigms?
- Moderator: **Paul Dean**, Principal, Dean & Associates
Panelists: **Gary D. Dollens**, Global Head Design/Product & Brand Development, Hyatt Hotels Corporation
Mimrah Mahmood, Senior Director and Partner, Meltwater
Rohit Sachdev, Chief Executive Officer, Soho Hospitality
- 9:30am-10:15am CONSUMER TRENDS & GEOGRAPHIC MARKETS UPDATE**
How have consumer preferences across the Asia Pacific region changed post-Pandemic? What key consumer travel trends are now discernible? As regional destinations recover, what must they do to secure their market share? How important are sustainability credentials, experiential and transformative travel and travel with purpose?
- Moderator: **Robert Williams**, Head of Hotels & Hospitality, Asia Pacific, Watson Farley & Williams
Panelists: **Matthijs de Man**, Group Director - Commercial and Innovation, Anantara Vacation Club
Jesper Palmqvist, Senior Director Asia Pacific, STR
Martin Tolan, RVP, Marketing & Sales – Asia Pacific, Europe & Middle East, Marriott Vacations Worldwide
Kit Whalley, Business Development Director, Asia Pacific, Interval International
- 10:15am-10:20am WRAP-UP REMARKS**
Speaker: **Jeff Higley**, President, The BHN Group
- 10:20am-11:05am NETWORKING BREAK**
Meets In: **Fairmont Ballroom Foyer**
- 11:05am-12:50pm PLENARY SESSION**
Meets In: **Padang & Collyer**
- 11:05am-11:15am WELCOME BACK**
Speaker: **Jonathon S. Zink**, COO, The BHN Group
- 11:15am-12:00pm IMPACTS OF TECHNOLOGY ON RESORTS & RECREATIONAL REAL ESTATE**
New technologies have created an ecosystem for rapid advances, disruption, and the elimination of previous methods and models in real estate, especially within the shared ownership sector. As their wider adoption gains momentum in Southeast Asia, the impacts of some of these innovative technologies will be reviewed.
- Moderator: **Benjamin Hirasawa**, Founder & Managing Partner, BH2I Pte., Ltd.
Panelists: **Warren Cullum**, Senior Vice President, Operations, Wyndham Destinations Asia Pacific
Suyin Lee, Head Legal EMEA, Asia Pacific & India, RCI
Shaun Leong, Partner, Withers KhattarWong LLP
Ekapak Nirapathpongporn, CEO & Co-Founder, Fraction
- 12:00pm-12:45pm THE OUTDOOR ACCOMMODATIONS INDUSTRY – STILL ON ITS GROWTH TRAJECTORY?**
The outdoor accommodations Industry has been on a significant growth trajectory in recent years, driven by climate change, the pivot to domestic tourism during the Pandemic and consumer preferences. With a focus on glamping to determine its growth prospects for the Asia Pacific region, this segment of the hospitality industry will be examined.
- Moderator: **Bill Barnett**, Managing Director, C9 Hotelworks Co., Ltd.
Panelists: **Patrick Keane**, Director, EnterProjects Asia
Michael Sagild, Co-Founder & President, Cloud Collective
Aanvi Singhania, Head of Sales & Marketing, Escape Nomade
Louis Thompson, CEO, Nomadic Resorts
- 12:45pm-12:50pm WRAP-UP REMARKS**
Speaker: **Jonathon S. Zink**, COO, The BHN Group
- 12:50pm-2:00pm NETWORKING LUNCH**
Meets In: **Fairmont Ballroom Foyer**

WEDNESDAY, 19 OCTOBER 2022

2:00pm-3:45pm **PLENARY SESSION**
Meets In: **Padang & Collyer**

2:00pm-2:10pm **WELCOME BACK**
Speaker: **Jeff Higley**, President, The BHN Group

2:10pm-2:55pm **RESORT DEVELOPMENT TRENDS**
How will increased awareness of the need for sustainable development impact the design of new mixed-use resorts? What might the mix comprise? How important is "wellness" as part of the mix? Can we expect to see new business models aligned with emerging consumer trends and preferences or older models, such as "all-inclusive", reinvented? How might older resorts be repurposed?

Moderator: **John Stawyskyj**, Partner, Ashurst
Panelists: **Bryan Lunt**, CEO, Sabai Sabai Wellness
Julian Miaja, Director of Operations, Miaja Design Group
Omar Romero, Chief Development Officer, Six Senses Hotels Resorts Spas
Ling Wei Tan, Senior Vice President, JLL Hotels & Hospitality

2:55pm-3:40pm **CAPITAL MARKETS – NEW APPROACHES TO FINANCING RESORTS**
Why is the investor appetite for leisure-related assets still so strong? Are there any new funding sources? What do we mean by sustainable investing, and might the availability of green finance deliver any tangible benefits for the region's resort developers? Which consumer preferences related to sustainable resort development need to be recognized?

Moderator: **Dora Stilianos**, Partner, Baker McKenzie
Panelists: **Charles Blocker**, CEO, InVision Capital and Founder & CEO, IC Partners Limited
Siddhant Jhunjhunwala, Director of Investments Asia Pacific, KSL Capital Partners
Calvin Li, EVP, Head of Transaction Advisory, JLL's Hotels & Hospitality Group
Tony Ryan, Principal, Ryan Capital Partners

3:40pm-3:45pm **WRAP-UP REMARKS**
Speaker: **Jeff Higley**, President, The BHN Group

4:00pm-5:00pm **AOCAP & HICAP COMBO MASTER CLASS: HOTEL OWNERS & OPERATORS – WORKING YOUR WAY THROUGH CRITICAL MIXED-USE DEVELOPMENT & OPERATIONAL ISSUES**
Meets In: **Padang & Collyer**
Presented By: Baker McKenzie
Moderator: **Roy Melick**, Partner, Baker McKenzie
Panelists: **Graeme Dickson**, Partner, Baker McKenzie
Lucia Grambalova, CIO & Head of Asset Management, Hotel Capital Partners
Penny Trinh, Senior Director, Development, Asia Pacific, Marriott International
Alexandra Yao, VP Global Branded Residences, Luxury & Lifestyle, IHG Hotels & Resorts

**Baker
McKenzie.**

5:15pm-6:05pm **AOCAP & HICAP COMBO PLENARY SESSION**
Meets In: **Padang & Collyer**

5:15pm-5:20pm **WELCOME BACK**
Speaker: **Jonathon S. Zink**, COO, The BHN Group

5:20pm-6:00pm **ESG – RETURNS BEYOND THE BOTTOMLINE**
ESG is now at the top of the list in so many boardrooms and as regulators begin to weigh in, it simply cannot be ignored. How does a company address the disclosure requirements and how is the hospitality industry in Asia Pacific responding? Is there a widespread belief that compliance will deliver added value both to the bottom line, as well as to reputation and public perceptions?

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
Sabine Schaffer, Co-Founder & CEO Europe, Pro-invest Group

6:00pm-6:05pm **WRAP-UP REMARKS**
Speaker: **Jonathon S. Zink**, COO, The BHN Group

WEDNESDAY, 19 OCTOBER 2022

6:15pm-8:15pm

AOCAP & HICAP JOINT NETWORKING RECEPTION

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

Meets In: **SKAI Loft (Level 70)**
Hosted By:



AOCAP 2022 PROGRAM PLANNING COMMITTEE

Bill Barnett, C9 Hotelworks Co., Ltd.
Jeff Bernier, Hilton Grand Vacations
Bruce Bromley, Soneva
Matthijs De Man, Anantara Vacation Club
Paul Dean, Dean & Associates
Luca Franco, Luxury Frontiers
Ben Hirasawa, BH2I Pte., Ltd.
Siddhant Jhunjhunwala, KSL Capital Partners
Jules Kay, PropertyGuru International
(Thailand) Co Ltd
Gary Knowles, Karma Resorts
Tien Gui Koh, Withersworldwide
Krid Kusumawalee, Asset World Corporation
Suyin Lee, RCI
Eric Levy, TSI
Julian Miaja, Miaja Design Group

Rohit Mohindra, ANZ Bank
Clint Nagata, BLINK Design Group
Gert Noordzy, Northside Consulting Company
Rico Picenoni, Savills
Barry Robinson, Travel + Leisure Co
Omar Romero, Six Senses Hotels Resorts Spas
Michael Sagild, Cloud Collective
Patrick Shanahan, Accor Vacations Club Asia
John Stawyskyj, Ashurst
Dora Stilianos, Baker McKenzie
LingWei Tan, JLL
Martin Tolan, Marriott Vacations Worldwide
Kit Whalley, Interval International
Robert Williams, Watson Farley & Williams
Todd Wynne-Parry, Horwath HTL

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:



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; 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.