

FAIRMONT SINGAPORE & SWISSOTEL THE STAMFORD HICAPCONFERENCE.COM

### **WEDNESDAY, 19 OCTOBER 2022**

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

Meets In: Convention Foyer (Level 4)

Sponsored By: UNIFOCUS

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

Meets In: Fairmont Ballroom Foyer

Sponsored By: FUTURELOG

4:00pm-5:00pm HICAP & AOCAP 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, Vice President, Global Branded Residences, IHG Hotels & Resorts

5:15pm-6:05pm HICAP & AOCAP 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

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

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.

Meets In: SKAI Loft (Level 70)

Hosted By:

ACCOR



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### **THURSDAY, 20 OCTOBER 2022**

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

Meets In: Convention Foyer (Level 4)

Sponsored By:

UNIFOCUS Workforce Management

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:

Guest:

FUTURE LOG\*

8:30am-11:00am PLENARY SESSION

Meets In: Padang & Collyer

8:30am-8:45am WELCOME REMARKS

Speaker: Jeff Higley, President, The BHN Group

8:45am-9:10am GLOBAL CHECK-IN

Host: Jeff Higley, President, The BHN Group

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

9:10am-9:30am ECONOMIC OUTLOOK

Speaker: Jennifer Kusuma, Senior Rates Strategist, ANZ Bank

9:30am-10:10am THE NUMBERS - HOW DID HOTELS PERFORM & WHAT'S THE OUTLOOK?

Presenters: Michael Grove, Chief Operating Officer, Hotstats
Jesper Palmqvist, Senior 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:
Panelists:

Mike Batchelor, CEO Asia Pacific - Hotels & Hospitality Group, JLL
Suchad Chiaranussati, Chairman & Founder, SC Capital Partners Group
Kenneth Gaw, President & Managing Principal, Gaw Capital Partners

Siddhant Jhunjhunwala, Director of Investments APAC, KSL Capital Partners

Wei-Lin Kwee, Senior Vice President, Hotels, Pontiac Land Group

10:55am-11:00am WRAP-UP REMARKS

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

11:00am-11:30am NETWORKING BREAK

Meets In: Fairmont Ballroom Foyer

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

Meets In: Canning

Co-Moderators: Nihat Ercan, Senior Managing Director, Head of Investment, JLL

Ling Wei Tan, Senior Vice President, JLL

Panelists: Venessa Koo, Chief Operating Officer, Silks Hotel Group Sadao Muraoka, President & CEO, Mori Building Advisory

Guy Phillips, Senior Vice President Development - Asia & Australasia, Hilton

SESSION 02 CAPITAL IDEAS - THE OUTLOOK FOR SOURCING DEBT

Meets In: Moor

Moderator: Yuval Tal, Partner, Proskauer Rose
Panelists: Adam Bury, Executive Vice President, JLL

**Dean Dransfield**, Managing Director, Dransfield Hotels and Resorts **Faez Jumabhoy**, Managing Director, CIMB Investment Bank Bhd **Rohit Mohindra**, Head of Commercial Real Estate, ANZ Bank

James Morley, Senior Investment Officer, IFC



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#### THURSDAY, 20 OCTOBER 2022

**SESSION 03 EVOLUTION OF OPERATING AGREEMENTS** 

Meets In: Morrison

Moderator: Jeffrey Horwitz, Partner, Proskauer Rose LLP

Panelists: Damian Clowes, Regional Managing Director Asia Pacific, Outrigger Hospitality Group

> Janice Gan, General Counsel, SEAK & JPAC, IHG Hotels & Resorts Nisha Menon, General Counsel, Asia Pacific, Radisson Hotel Group

Dora Stilianos, Partner, Baker McKenzie

**DISTRESSED ASSETS - OPPORTUNITY OR HYPE FOR INVESTORS? SESSION 04** 

Meets In: Hullet

Moderator: Kevin Hughes, Regional Director of Business Development, Sygna

Panelists: lan Lien, Partner, SC Capital Partners

> Ghaly Murthala, Managing Director, Morteza Capital Michael Simpson, Managing Director, CBRE

Shunsuke Yamamoto, Managing Director, Fortress Investment Group

12:30pm-2:30pm **LUNCH & PLENARY SESSION** 

> Meets In: Padang & Collyer

1:30pm-1:35pm **WELCOME BACK** 

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

1:35pm-2:00pm **TRAVEL & TOURISM UPDATE** 

> Host: Jeff Higley, President, The BHN Group

Guest: Liz Ortiguera, CEO, Pacific Asia Travel Association (PATA)

2:00pm-2:25pm LIFETIME ACHIEVEMENT AWARD

David Ling, Global Head of Hospitality Investment, City Developments Limited Presenter: Miguel Ko, Chairman, CapitaLand Investment Ltd and Deputy Chairman, Recipient:

CLA Real Estate Holdings Pte Ltd

2:25pm-2:30pm **WRAP-UP REMARKS** 

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

2:45pm-3:45pm **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: Pauline Tan, 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

Paul Salter, Managing Director, Salter Brothers Jan Smits, CEO APAC, Pro-invest Group

**SESSION 06 CRYSTAL BALL FOR INVESTMENT & FINANCING** 

Meets In:

Robert Williams, Head of Hotels & Hospitality, Asia Pacific, Watson Farley & Williams Moderator: Panelists:

Lucia Grambalova, CIO & Head of Asset Management, Hotel Capital Partners

Bobby Hiranandani, Co-Chairman, Royal Group Christopher Hur, President, Lodgis Hospitality

Faez Jumabhoy, Managing Director, CIMB Investment Bank Bhd

**SESSION 07 CDOs OUTLOOK** 

> Morrison Meets In:

Eric J. Levy, Managing Director, TSI Moderator:

Jim K. Chu, EVP, Chief Growth Officer, Hyatt Hotels Corporation Panelists:

Kevin Croley, SVP Development, Pan Pacific Hotels Group

Gregory Lanter, CEO Development, Construction and Mountain Lab, Club Med

Agnès Roquefort, Global Chief Development Officer, Accor



Miguel Ko



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### THURSDAY, 20 OCTOBER 2022

**SESSION 08** ASSET MANAGEMENT'S EVOLVING INFLUENCE

Meets In: Hullet

Moderator: Tareq Bagaeen, Senior Consultant, Hotstats

Panelists: Alan J. Christie, Executive Vice President, JLL Hotels

**David Marriott**, Partner, High Street Holdings **Sanjay Singh**, CEO, Fico Corporation

3:45pm-4:15pm NETWORKING BREAK

Meets In: Fairmont Ballroom Foyer

4:15pm-5:45pm PLENARY SESSION

Meets In: Padang & Collyer

4:15pm-4:25pm WELCOME BACK

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

4:25pm-4:50pm GLOBAL CHECK-IN

Host: **Jeff Higley**, President, The BHN Group **Sebastien Bazin**, Chairman & CEO, ACCOR

4:50pm-5:40pm MOVING FORWARD – EXPANSION, GROWTH, & DEVELOPMENT

Moderator:
Panelists:

Robert Hecker, Managing Director, Pacific Asia, Horwath HTL

Jim K. Chu, EVP, Chief Growth Officer, Hyatt Hotels Corporation

Choe Peng Sum, Chief Executive Officer, Pan Pacific Hotels Group

Clarence Tan, SVP Development Asia Pacific, Hilton

Jeff Wagoner, President & CEO, Outrigger Hospitality Group

5:40pm-5:45pm WRAP-UP REMARKS

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

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:

PAN PACIFIC
HOTELS GROUP
A Member of UOL Group

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Sponsored By: FUTURELOG

8:00am-9:45am PLENARY SESSION

Meets In: Padang & Collyer

8:00am-8:15am WELCOME BACK

Speaker: Jeff Higley, President, The BHN Group



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#### FRIDAY, 21 OCTOBER 2022

8:15am-9:00am 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

9:00am-9:15am RISING STAR AWARD ASIA PACIFIC

Presenters: Andrea Belfanti, CEO, ISHC

Jonathon S. Zink, COO, The BHN Group

Recipient: Calvin Li, Executive Vice President, Head of Transaction Advisory,

JLL's Hotels & Hospitality Group

9:15am-9:40am 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

Alvin Tan

9:40am-9:45am WRAP-UP REMARKS

Speaker: Jeff Higley, President, The BHN Group

9:45am-10:15am NETWORKING BREAK

Meets In: Fairmont Ballroom Foyer

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

Meets In: Canning

Co-Moderators: Rohan P. Gopaldas, Partner, PHA

Karan Mahesh, Account Manager, Central & South Asia, STR
Panelists: Bruce Bromley, Chief Financial Officer & Deputy CEO, Soneva

Ashank Kothari, Senior Vice President, Brookfield Advisors India

Sameer Nayar, EVP Strategic Development, The Oberoi Group

**SESSION 10** EQUITY

Meets In: Moor

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

Meets In: Morrison

Moderator: Nikhom Jensiriratanakorn, Director, Horwath HTL

Panelists: Gautam Bhandari, Regional Vice President, Hotel Development, Marriott International

Gaurang Jhunjhnuwala, Group CEO, Naumi Hotels Tasos Kousloglou, CEO - Hotels Division, SHKP Rohit Sachdev, Chief Executive Officer, Soho Hospitality

**SESSION 12** LUXURY & LIFESTYLE

Meets In: Hullet

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

Nikhil Manchharam, Managing Director Development Asia, YOTEL

Matthew Pohlman, Partner and Co-Chair of Hospitality & Leisure Practice, Goodwin



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### FRIDAY, 21 OCTOBER 2022

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

> Meets In: **Fairmont Ballroom Foyer**

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

> **SESSION 13** SPOTLIGHT ON SOUTHEAST ASIA - OPPORTUNITIES & CHALLENGES

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

interactive roundtables

Meets In: Canning

Co-Moderators: Lada Shelkovnikova, Partner, Watson Farley & Williams

Daniel Yip, Partner, High Street Holdings

Tony Chisholm, Head of APAC Hospitality, Principal, KSL Capital Partners Panelists:

Regina M. DiBenedetto, Director, Aareal Bank Asia Limited

Sebastien Favre, Development & Asset Management Director, Club Med Garth I. Simmons, CEO Southeast Asia, Japan, & South Korea, ACCOR

**SESSION 14** REBRANDING, REPOSITIONING, & CONVERSIONS

Meets In:

Moderator: Andrew MacGeoch, Partner - Global Co-Head of Hotels Group, BCLP

Isaac Chen, Chief Operating Officer, OUE Panelists: Helena Gomes, Senior Director, 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

Meets In: Morrison

Moderator: Bill Barnett, Managing Director, C9 Hotelworks Co., Ltd.

Chris Anklin, Regional VP Development, Hyatt Panelists:

Guy Cooke, Director of Strategy, WATG

Matt Holmes, Vice President of Development - SEAPR, Wyndham Hotels & Resorts Chun-Li Lin, Group Head of Product Strategy & Development, Asset World Corporation

James Mabbutt, Development Director, Mandarin Oriental

**LUNCH & PLENARY SESSION** 12:45pm-3:00pm

Meets In: Padang & Collyer

1:50pm-1:55pm **WELCOME BACK** 

Tony Ryan, Principal, Ryan Capital Partners Host:

GLOBAL CHECK-IN - HOW TO BUILD A \$\$3 BILLION GLOBAL HOTEL PORTFOLIO IN 7 1:55pm-2:20pm

**COUNTRIES IN 10 YEARS** 

Host: Tony Ryan, Principal, Ryan Capital Partners Guest: Jocelyn Kum, Executive Director, M&L Hospitality

REGGIE SHIU DEVELOPMENT OF THE YEAR AWARD 2:20pm-2:25pm

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

SUSTAINABLE HOTEL AWARDS 2:25pm-2:33pm

Presenter: Chiara Calufetti, Vice President, WATG

SINGLE ASSET TRANSACTION OF THE YEAR AWARD 2:33pm-2:38pm

Hok Yean Chee, President, HVS Presenter:

2:38pm-2:43pm **MERGER & ACQUISITION OF THE YEAR AWARD** 

Andrew MacGeoch, Partner - Global Co-Head of Hotels Group, BCLP Presenter:

2:43pm-2:55pm **AWARD WINNER INTERVIEW** 

> Host: Tony Ryan, Principal, Ryan Capital Partners

Guest: Winner to be Announced

2:55pm-3:00pm **CLOSING REMARKS** 

Speaker: Jonathon S. Zink, COO, The BHN Group HOTEL AWARD



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#### PROGRAM PLANNING COMMITTEE

Chandragupta Amritkar, Global Features

Chris Anklin, Hyatt

Jastina Balen, Frasers Hospitality Group Bill Barnett, C9 Hotelworks Co., Ltd. Kavin Bloomer, Morgan Stanley

Alan J. Christie, HAMA Nihat Ercan, JLL

Sebastien Favre, Club Med

Lucia Grambalova, Hotel Capital Partners

Robert Hecker, Horwath HTL

Margaret Heng, Singapore Hotel Association

Ho Ren Yung, Banyan Tree Group

Cyndy Jarabata, TAJARA Leisure and Hospitality Group

Faez Jumabhoy, CIMB Investment Bank Bhd

Tien Gui Koh, Withersworldwide Shirley Kong, Starwood Capital Group

Tasos Kousloglou, SHKP Andrew Langdon, Accor

Eric Levy, TSI

Xinyi Liang-Pholsena, Travel Weekly Asia lan Lien, SC Capital Partners Group

Serena Lim, IHG

David Ling, City Developments Limited Gonzalo Maceda, Meliá Hotels International Karan Mahesh, STR Roy Melick, Baker McKenzie Rohit Mohindra, ANZ Bank

Sadao Muraoka, Mori Building Advisory

Jesper Palmqvist, STR Lindy Randall, Ashurst Thomas Salg, Wharf Hotels Andrew Sangster, Hotel Analyst Eric Siegel, Baring Private Equity Asia

David Simpson, ISHC

Sanjay Singh, Fico Corporation Jan Smits, Pro-invest Group

Andree Susilo. Marriott International

Yuval Tal, Proskauer Rose

Yen Nee Tan. STB

Calista Tan, Velocity Ventures

Sarah Taylor, Staywell-Prince Hotels

Kristin Thorsteindottir, IWG

Robert Williams, Watson Farley & Williams

Daniel Yip, High Street Holdings Emery Yu, Horwath HTL

Robert Zheng, WATG/Wimberly Interiors

### **DEAL OF THE YEAR AWARDS COMMITTEES**

Reggie Shui Development of the Year Robert V.R. Hecker, Horwath HTL - Chair Bill Barnett, C9 Hotelworks Co., Ltd.

Mike Batchelor, JLL

Regina M. DiBenedetto, Aareal Bank Asia Limited

lan Lien, SC Capital Partners Group

Eric Levy, TSI

Yuval Tal, Proskauer Rose

Single Asset Transaction of the Year Merger & Acquisition of the Year

Andrew MacGeoch, BCLP - Chair

Hok Yean Chee, HVS

Shaman Chellaram. Colliers

Nihat Ercan, JLL

Chris Hodgens, Baker McKenzie

Kelvin Ip, Horwath HTL

Lada Shelkovnikova, Watson Farley & Williams

Dan Voellm, AP Hospitality Advisors

#### RISING STAR AWARD ASIA PACIFIC JUDGING PANEL

Dave Baswal, Ovolo Group

Mike Batchelor, JLL

Olivier Berrivin, BWH Hotel Group

Steve Carroll, CBRE

Choe Peng Sum, Pan Pacific Hotels Group

Trent Fraser, Choice Hotels Asia-Pac

Rachel Harding, Club Med

Robert Hecker, Horwath HTL

Siddhant Jhunjhunwala, KSL Capital Partners

Lindsay Leeser, Accor

Rajeev Menon, Marriott International

Jeff Wagoner, Outrigger Hospitality Group

Alan Watts, Hilton

### 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



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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* 

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 <a href="https://www.Burba.com">www.Burba.com</a> 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.