



24-26 July 2018

Sofitel Sydney Wentworth
and the Offices of Ashurst
www.HotelsWorld.com.au



TUESDAY, 24 JULY 2018
THE OFFICES OF ASHURST

7:30am-7:30pm

REGISTRATION & INFORMATION

7:30am-9:00am

CONTINENTAL BREAKFAST

9:00am-10:45am

PLENARY SESSION

WELCOME TO ALTERNATIVE ACCOMMODATION WORLD

Speakers: **James E. Burba**, Co-Founder, BHN
Pauline Tan, Partner, Ashurst

WHY ALTERNATIVE? WHY HERE? WHY NOW?

Host: **John Smith**, CEO, HTL Capital Advisers
Guest: **Sujata Raman**, Regional Managing Director, Abercrombie & Kent

ALTERNATIVES GO MAINSTREAM: THE CONTINUING RISE & RISE OF SERVICED APARTMENTS

The Australian serviced apartment sector is leading a growing global trend. Where next and how is guest demand for the sector evolving?

Moderator: **Robert McIntosh**, Executive Director Asia Pacific, CBRE Hotels

Panelists: **Paul Constantinou**, Chairman, Quest Apartment Hotels
Paul Stocker, VP Operations, Sales & Marketing, Oakwood Asia Pacific

AIRBNB – THE DEBATE GOES ON

A balanced discussion on the role of shared accommodation in the growth of tourism in Australia and New Zealand and its impacts on tourism stakeholders.

Moderator: **Eric J. Levy**, Managing Director, Tourism Solutions International

Panelists: **Carol Giuseppi**, CEO - National and NSW, Tourism Accommodation Australia
Adele Labine-Romain, Partner, Deloitte Access Economics
Sam McDonagh, Country Manager - Australia & NZ, Airbnb

10:45am-11:20am

NETWORKING BREAK

11:20am-12:40pm

PLENARY SESSION

ALTERNATIVES GO MAINSTREAM: THE CONTINUING RISE & RISE OF HOSTELS

Why do guests want a hostel rather than a hotel? Is it just a fad for millennials, or is it a sustainable industry trend?

Moderator: **Kevin Wallace**, President, Lonoma Limited

Panelists: **Mark Baldwin**, Group General Manager, Fuda Enterprise Group
Bridie Commerford, VP Marketing & Communications, AccorHotels
Brian Westwood, Manager, Marketing and Sales, YHA New Zealand

ALTERNATIVES GO MAINSTREAM: THE CONTINUING RISE & RISE OF STUDENT ACCOMMODATIONS

Over 800,000 international students are enrolled in Australia, and education is one of our fastest growing industries. How are the accommodation sector and investors responding to opportunities to meet the needs of students, their families, and wider community needs?

Moderator: **Conal Newland**, Director, Savills

Panelists: **Raj Chandramouli**, Head of Development, Campus Living Villages
Daniel Symonds, Owner, Freespace
Jon Whittle, Head of Real Estate, GSA Australia Pty Ltd

WHAT'S NEXT, WHERE NEXT?

The world of alternatives is only just getting started. A few final thoughts and comments on possible future directions.

Speaker: **Andrew Sangster**, Owner and Editorial Director, *Hotel Analyst*



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TUESDAY, 24 JULY 2018
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12:45pm-1:50pm

NETWORKING LUNCH

1:50pm-4:50pm

PLENARY SESSION

WELCOME TO BOUTIQUE & LIFESTYLE HOTELS WORLD
Speaker: **Jonathon S. Zink**, Managing Director, BHN

DEFINITIONS & DATA
An overview and update on the sector and its performance.
Speaker: **Matthew Burke**, Regional Manager - Pacific, STR

DESIGNING FOR DIFFERENTIATION
Is differentiated design still possible, and if so, can it deliver ROI benefits?
Moderator: **Jennifer M. Davey**, Director, AHS Advisory/Horwath HTL
Speakers: **Craig R. Baudin**, Director, Fender Katsalidis
Jeffery Copolov, Director, Bates Smart
Mathew Dalby, Principal, Rothelowman

THE DYNAMIC WORLD OF LIFESTYLE & SOFT BRANDS
Another day, another new lifestyle brand. An insider's guide to some of the new brands, who they are targeting and what's different about them. (if anything!)
Moderator: **Roy Melick**, Partner, Baker McKenzie
Panelists: **Andrew Belsham**, Area Manager, Small Luxury Hotels
Richard Stewart Crawford, Senior Director, Development, Marriott International
Abhijay Sandilya, Senior Director, Development, IHG

A HOTEL WORLD WORTH INVESTING IN – THE OWNER'S PERSPECTIVE
Ego and bragging rights aside, are boutique and lifestyle hotels worthwhile owning? Savvy hotel owners and operators provide the benefit of their experience and knowledge.
Moderator: **David Simpson**, Lead Partner - HTL, nem Australasia
Speakers: **Tracy S. Atherton**, Group General Manager, Jackalope Hotels
Jure Domazet, Managing Director, Doma Group
Gadi Hassin, Director of Strategic Development, Hind Hotels & Properties Ltd
Jeremy Holmes, Development Director, KTQ Developments

5:00pm-7:30pm

OPENING NETWORKING RECEPTION

Hosted By:

ashurst



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WEDNESDAY, 25 JULY 2018
SOFITEL SYDNEY WENTWORTH

7:30am-7:30pm

REGISTRATION & INFORMATION

8:00am-9:00am

ARRIVAL TEA & COFFEE

9:00am-11:00am

PLENARY SESSION

WELCOME TO HOTELSWORLD AUSTRALIA & NEW ZEALAND
Speakers: **James E. Burba**, Co-Founder, BHN

HOTELSWORLD DATA DIGEST – FACTS, FORECASTS, & VIEWPOINTS IN A WORLD OF CHANGE
A guide to hotel performance, new supply, and industry outlook.

Speaker: **ECONOMIC OUTLOOK**
Greg J. Clerk, Head of Investment Strategy, Hostplus

Speaker: **HOTEL PERFORMANCE**
Jesper Palmqvist, Area Director Asia Pacific, STR

Speaker: **NEW SUPPLY OUTLOOK**
Dean A. Dransfield, Managing Director, Dransfield Hotels

Moderator: **WHERE NEXT FOR OPPORTUNITIES IN AUSTRALIA & NEW ZEALAND?**
David I. Shackleton, Lead Partner, nem Australasia
Panelists: **Dave Baswal**, COO & CFO Australia, Ovolo Hotels
Lindsay Leeser, VP Development Pacific, AccorHotels
Simon Wan, President & Director, StayWell Holdings Pty Ltd

Host: **NEW DIRECTION IN AN ERA OF UNBRIDLED OPPORTUNITY & RISK**
James E. Burba, Co-Founder, BHN
Guest: **David Kong**, President & CEO, Best Western Hotels & Resorts

11:00am-11:45am

NETWORKING BREAK

11:45am-12:30pm

BREAKOUT SESSIONS

SESSION 01

BUDGET & MIDSCALE BLISS

Economy and midscale hotels were once the poor cousins of the industry, but not anymore! Both sectors have rebooted with new concepts, brands, and product standards that are lifting room rates and returns to owners, whilst also providing improved value for money to travellers.

Moderator: **Rahul Parrab**, Partner, Squire Patton Boggs
Panelists: **Gavin M. Faull**, Chairman and President, Swiss-Belhotel International
Trent Fraser, CEO, Choice Hotels Asia-Pac
Matt Holmes, Director, Development & Acquisitions, Wyndham Hotels & Resorts
Graham Perry, Managing Director, Best Western Hotels & Resorts, Australasia

SESSION 02

QUICKCONNECT

During this energetic and intense networking session, delegates will be able to connect with other HotelsWorld delegates in a quick exchange of business cards.

12:45pm-2:30pm

LUNCH & FIRST AWARDS

Presenter: **GLOBAL FIRST AWARD**
Rahul Parrab, Partner, Squire Patton Boggs
Recipient: **The Gaw Family**
Accepting on behalf: Kenneth Gaw, President & Managing Principal, Gaw Capital Partners

Presenter: **AUSTRALIA FIRST AWARD**
A. Patrick Imbardelli, Director, Next Story Group
Recipient: **Jerry Schwartz**, CEO, Schwartz Family Co



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WEDNESDAY, 25 JULY 2018
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2:45pm-3:30pm

BREAKOUT SESSIONS

SESSION 03

QUEENSLAND GOES BOOM!

Hotel performance and investment in the Sunshine State is finally rewarding the true believers in the region's tourism markets. What's driving the upturn, is it sustainable and where are the opportunities?

Moderator: **Karen Wales**, Director, Colliers International

Panelists: **Michael Moret-Lalli**, Managing Director, MM Leisure - Hotels and Tourism

Gregory Shaw, CEO, Mulpha Australia Ltd

Steve Skarott, Director Hotels, SB&G Group

SESSION 04

WELLNESS – THE NEW INDUSTRY MUST HAVE

According to the Global Wellness Institute, wellness is now a \$3.7 trillion industry. Beyond the marketing hype, what is the hotel industry doing about being part of the world of wellness and the burgeoning growth in wellness travel?

Moderator: **Katherine Droga**, Founder, Droga & Co.

Panelists: **Joanne R. Barber**, Vice President, COMO Shambhala

Anthony Jude Tan, Founder and CEO, Wellity Pte. Ltd.

3:45pm-5:30pm

PLENARY SESSION

THE NEXT GREAT INDUSTRY OPPORTUNITY – GETTING MORE WOMEN INTO LEADERSHIP

Moderator: **Vicki Lee**, Chief Executive, Hospitality New Zealand

Panelists: **Adam Cunningham**, Managing Director, Motive Group

Georgianne Fsadni, Director, The B Hive

THE LOOMING PROBLEM OF LABOUR (& WHY IT MUST BE FACED NOW!)

Moderator: **Richard Munro**, Chief Executive Officer, Accommodation Association of Australia

Panelists: **Leanne Harwood**, Managing Director, Australasia and Japan, IHG

Simon McGrath, Chief Operating Officer, AccorHotels

GLOBAL GOES LOCAL – OPPORTUNITIES & CHALLENGES IN A WORLD OF NEW INTERNATIONAL TRAVELLERS

Over one billion people crossed international borders in 2017. By 2030 it will be 1.8 billion, many of whom will be going global for the first time. Beyond language issues, what are the big issues that hoteliers need to plan for to cope with the avalanche of first time visitors?

Moderator: **Jeff Higley**, VP/Editorial Director, *Hotel News Now*/STR

Panelists: **Michael Issenberg**, Chairman and CEO, AccorHotels Asia Pacific

John O'Sullivan, Managing Director, Tourism Australia

Matt Taplin, SVP, Hotel and Resort Operations, Wyndham Destinations Asia Pacific

5:30pm-7:30pm

GALA NETWORKING RECEPTION

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THURSDAY, 26 JULY 2018
SOFITEL SYDNEY WENTWORTH

7:30am-1:00pm REGISTRATION & INFORMATION

8:00am-9:00am ARRIVAL TEA & COFFEE

9:00am-11:00am PLENARY SESSION

WELCOME TO HOTELS INVESTMENT WORLD
Speakers: **Jonathon S. Zink**, Managing Director, BHN
Pauline Tan, Partner, Ashurst

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

TRANSACTION OF THE YEAR AWARD
Presenter: **David Simpson**, Lead Partner - HTL, nem Australasia

WHERE ARE PROFITS, VALUES, DEALS & MARKETS HEADING?
Moderator: **Robert Williams**, Partner, Withers Australia
Panelists: **Craig Collins**, CEO, Jones Lang LaSalle
Dejan Radanovic, Principal, MicroNest

THE GLOBAL SEARCH FOR OPPORTUNITIES
In the sea of global money flow, is the tide about to come in or go out for Australia and New Zealand? What is the current outlook for Chinese investment? A panel of major global and regional investors talk money, opportunities, and values.
Moderator: **John Stawyskyj**, Partner, Ashurst
Panelists: **Eric Cheah**, Head of Investment Management, Union Investment Real Estate
Tim Church, Managing Director, UBS, AG
Kenneth Gaw, President & Managing Principal, Gaw Capital Partners

11:05am-11:35am NETWORKING BREAK

11:35am-1:00pm PLENARY SESSION

WHAT'S NEW & WHAT'S NEXT IN DEVELOPMENT?
Innovative developers, builders, and brands are showcased in this session that explores the why and where, as well as the joys and challenges in being part of what's next. This includes a discussion of modular construction.
Moderator: **Rodger L. Powell**, Managing Director, THSA
Panelists: **Patrick Lo**, Head of Hotels, Greaton Pty Ltd
Tushar Raniga, Vice President, Development, Next Story Group
Jorn JD Wisselink, Founder/Director, SenZe Hospitality Pte Ltd

BEYOND TOURISM 2020 – IMPLICATIONS FOR FUTURE INVESTMENT
How has Australia performed against its key planning goals, and where to for future tourism and hotel development? Key risks, as well as key opportunities, are discussed in this big picture wrap up session.
Moderator: **Pauline Tan**, Partner, Ashurst
Panelists: **Bob East**, Chair, Tourism Australia
Tony Ryan, Managing Director, Global Mergers & Acquisitions, JLL Hotels & Hospitality

1:00pm HOTELSWORLD CONCLUDES



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PRODUCED BY:



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IN ASSOCIATION WITH:



With over three decades of experience, more than 150 events completed to-date, and in excess of 100,000 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.

BHN 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 Hong Kong; HICAP UPDATE in Singapore; Hotel Investment Forum India (HIFI) in Mumbai; Hotel Opportunities Latin America (HOLA) conference in Miami; Hotel Investment Conference Europe (Hot.E) in London; and HotelsWorld 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.

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Guy Blunden, WMK Architecture
Glen Boulton, Serene Capital
Matthew Burke, STR
Anthony Corbett, JLL
Jeffery Copolov, Bates Smart
Richard Stewart Crawford, Marriott International
Dean A. Dransfield, Dransfield Hotels & Resorts
Matt Holmes, Wyndham Hotels & Resorts
Patrick Lo, Greaton
Geoff Mahony, MFA Asset Management Pty Ltd

Simon McGrath, AccorHotels
Wesley Milson, CBRE Hotels
Richard Munro, Accommodation Association of Australia
Rahul Parrab, Squire Patton Boggs
Rodger L. Powell, THSA
Tushar Raniga, Next Story Group
Matthew Rubie, Frasers Hospitality
Robert Scullin, Hilton
David Simpson, nem Australasia
John Smith, HTL Capital Advisers
John Stawyskyj, Ashurst

DEVELOPMENT OF THE YEAR AWARD COMMITTEE

Dean A. Dransfield, Dransfield Hotels & Resorts (Chair)
David Shackleton, nem Australasia Pty Ltd

John Stawyskyj, Ashurst
Karen Wales, Colliers International

TRANSACTION OF THE YEAR AWARD COMMITTEE

Wayne Bunz, CBRE
Mark Durran, JLL
Damien Little, AHS Advisory/Horwath HTL

Dean Minett, Minett Consulting
David Simpson, nem Australasia (Chair)