



Road to Recovery

Get your hotel rebound-ready

 **Sept 10 - 11** UTC+8
9:00am - 6:00pm Daily

Digitally Presented
on Hopin

The **Virtual Gala Event** for
Property and **Hotel**
Community Across **Asia**

2
Days

10
Tracks

25
Sessions

70
Speakers &
Panelists

800
Minutes
Discussion

Presented by



Sponsored by



Agenda

Asia Landscape



Sept 10, 2020
UTC+8 / Singapore,
Malaysia, Philippine, China

08:50 – 09:00

Hopin Feature Video Tutorial

Gloria Wong
Event Director
Escom Events

09:00 – 09:30

KEYNOTE

Pains and Gains in Hotel Business

- Comparison of hotels, resorts and service apartments performance in the midst of crisis and insights to the current state of “Forward Occupancy” for select key markets in Asia Pacific

Presented by:

Fenady Uriarte
Business Development Manager,
Southeast Asia
STR

09:30 – 10:00

KEYNOTE

Protecting Your Business Now and in the Future – what should hoteliers be aware of and prepare for in today’s volatile operating environment?

- Colliers perspectives on future hotel performance across Asia
- Strategies to navigate today’s volatile hospitality environment
- Managing and aligning stakeholder’s interest to protect your asset
- Addressing the re-opening question. When and how?

Presented by:

Govinda Singh
Executive Director, Valuation and Advisory Services, Asia
Colliers International

10:00 – 10:45

PANEL

The New Tomorrow in regards to Business Development Opportunities

Moderator:

Jens O. Reichert, Chief Development Officer, Cross Hotels and Resorts

Panelists:

Andrew Langdon, SVP Development Asia, Accor
Michael Ong, Vice President, Development, Pan Pacific Hotels Group
Andrew Langston, Senior Vice President - Business Development, Centara Hotels & Resorts
Antoine Siro, Head of the Hospitality Development branch, Sovico Group

10:45 – 11:25 (Networking)

11:25 – 12:10

PANEL

Financing Sustainability

- We know sustainability is becoming more important to travelers, destinations, and investors, and in particular the hotel’s role in reducing energy, carbon emissions, water, and waste. But much of these reductions require investments and capital upgrades. The session will explore the various ways that green finance and other innovative methods are arising for hotel owners, developers, and management to pursue at various stages of the hotel life cycle.

Moderator:

Eric Ricaurte, Founder, Greenview

Panelists:

Jeffery Smith, Vice President Sustainability, Six Senses Hotels Resorts Spas
Lucy Christie, Director, Owner Relations, Asia Pacific, Marriott International
Yukihiko Ito, Managing Director, Asterisk Realty



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Philippine, China

Design Track

12:10 – 12:30

KEYNOTE

What's Beyond the Experience Economy

- *While we were at the peak of the experience economy, the global pandemic disrupted the whole fabric of human physical connection. In this Keynote session, Tulsi Grover, Studio Leader at Hassell will lead a conversation sharing what is Experience Economy, how it is connected to hotels, the current risks and Hospitality design strategies for a new normal*

Presented by:

Tulsi Grover
Studio Leader
HASSELL

12:30 – 13:15

PANEL

Hotel Concepts that will Strive and Survive during and after COVID-19

Moderator:

Daniel J Voellm, MRICS, Managing Partner, HVS Asia Pacific

Panelists:

Andrew A. Moore, President, HBA Global

Gaurang Khemka, Founder/ Design Director, URBNarc

Girish Jhunjnuwala, Founder & CEO, Ovolo Group

Matt Carlisle, Singapore Operations Manager, XCO2

Property Owner's Track

13:15 – 14:15 (Lunch)

14:15 – 15:00

PANEL

Debt Recovery

Moderator:

Corey Hamabata, Senior Vice President, Hotels & Hospitality, JLL

Panelists:

Eduardo V. Francisco, President, BDO Capital & Investment Corp

Kavi Kirpalani, Director - Investment & Development, The Standard Hotels

Benjamin Hirasawa, Founder, BH2I

15:00 – 15:45

PANEL

Staying Solvent – can owners survive if Asian borders stay closed, and if so, what actions do they have to take?

- *What do you see at the current govt thinking on opening up to international travel?*
- *How dependent are your hotels on it?*
- *Are your operators taking action to attract the domestic market – and how are they doing?*
- *How can you protect yourselves if this goes on for (6) or (12) months?*

Moderator:

Simon Allison, Founder, HOFTEL

Panelists:

Peter Meyer, CEO, Lodgis Hospitality Holdings

Prab Thakral, CEO, Boutique Corporation

Norbert Vas, VP Business

Development, Archipelago International

Marc Steinmeyer, Founder & CEO, TAUZIA International Management



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Revenue Rebound

15:45 – 16:10

KEYNOTE

ForwardKeys data shows the harsh realities of travel recovery in APAC

- Join Jameson Wong, APAC Director of ForwardKeys, as he reveals the latest travel trends and future air bookings to the APAC region and the harsh realities it represents. More importantly, the presentation aims to highlight leading indications of revenue opportunity.

Presented by:

Jameson Wong
APAC Director
ForwardKeys

16:10 – 16:50 (Networking)

16:50 – 17:15

KEYNOTE

Journey to Revenue Recovery: Resuscitating Your Business

- Occupancies are still low, profit a struggle and it seems there's no end in sight. Is this the new norm?
- While there is less revenue to manage, there is definitely revenue to strategize. Find out about the need to change to be able to drive on the road to recovery..

Presented by:

- **Sandy Wee**, Regional Sales Director, IDEaS Revenue Solutions
- **Ian Chinn**, Regional Sales Director, IDEaS Revenue Solutions

17:15 – 18:00

PANEL

Remaining Recovery-ready throughout COVID-19 – How to be Ready and Develop Recovery Strategies for the “New Normal” in the Asia Pacific

- In the first quarter of 2020 alone, Asia region was first to suffer and saw a 35 per cent decrease in tourist arrivals (UNWTO) in the beginning of the pandemic. As a result, many players in the industry has had to pivot and restructure their services and strategies, to meet the ever-evolving nature of the crisis during this “new normal” – with many struggling to develop the right recovery strategy best-suited for them in their current markets.

Moderator:

Adrian Caruso, Managing Director,
The Fastrack Group

Panelists:

Graham Perry, Managing Director,
BWH Hotel Group

Avril Carter, Sales Director,
Australasia, ReviewPro
Grant Colquhoun, Industry Consultant
(ex TripAdvisor)
Paul Wilson, Executive Vice President
– Commercial, Cross Hotels and
Resorts

18:00 (Closing of Day One)

Malaysia

08:50 – 09:10

KEYNOTE

Managing in Difficult Time - Pandemics and Recessions Will Occur Every 10-15 Years

- *The seasoned hotelier Dennis will deliver the keynote about practical strategies on how to lower the breakeven point and manage major costs to survive difficult times.*

Presented by:

Dennis Tan
Owner
The Everly Group

09:10 – 09:50

PANEL

Impact of COVID-19 on the 3 Key Stakeholders: Customer Expectations, Operators, Owners

Moderator:
David Roberts, Vice President,
Development, ONYX Hospitality Group

Panelists:
Previndran Singhe, Chief Executive
Officer, Zerin Properties
Yap, Lip Seng, Chief Executive Officer,
Malaysian Association of Hotels (MAH)
Bryan Chan, Director, Development,
SEA & Korea, IHG

Philippines

09:50– 10:10

KEYNOTE

Reserved for Tourism Promotions Board Philippines

Arnold Gonzales
Acting Head of Marketing and
Promotions Department
Tourism Promotions Board Philippines

10:10– 10:30

KEYNOTE

Philippines Hotel Sector Update and Forecast

- *First half of the session will cover Hospitality sector in the midst of COVID-19 by dissecting supply slippages, tourist arrivals, occupancy rates and room rate and second half will provide outlook in terms of six aspects including next normal practices, recovery shape, domestic led recovery, resiliency of Serviced residences and interest from foreign brands*

Janlo de los Reyes
Head of Research and Consulting
JLL Philippines

10:30 – 11:00 (Networking)

11:00 – 11:40

PANEL

In Focus Philippines

Moderator:
Garry Garcia, Regional Director –
Philippines, Swiss-Belhotel
International

Panelists:
Robert John R. Horrigan, Vice
President – Hotels, Hotel & Restaurant
Association of the Philippines (HRAP)
Gianpietro Iseppi, Vice President of
Hotel Operations, Solaire Resort and
Casino
Hanky Lee, Innkeeper, The Henry
Hotel



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Vietnam

11:40 – 12:00

KEYNOTE

Legal Development in Hospitality Estate

- *The session will discuss the recent changes to the laws governing condotels in Vietnam, areas that are still unclear, risks associated with the regulations for existing projects, and benefits of the new legal framework for both local and international developers.*

Presented by:

Paul D. Volodarsky

*Deputy Head of Regional Real Estate Practice
DFDL*

12:00 – 12:40

PANEL

In Focus Vietnam

Moderator:

Mauro Gasparotti, Director, South East Asia, Savills Hotels Asia Pacific

Panelists:

Douglas Loudon, Principal, Perceptions Hospitality

Gonzalo Maceda, Vice President Development, Melia Hotels International

Kevin Wallace, CEO, SOJO/ TNH Hotels & Resorts

Kevin J. Beauvais, Founder & CEO, InVision Hospitality

12:40 – 13:00

Hygiene and Safety Session 1: Solutions of Making Hygiene Air for Buildings

Presented by:

Kei Taniguchi

*Chief Operating Officer
Panasonic Vietnam*

13:00 – 13:20

Hygiene and Safety Session 2: Hygiene in Your Kitchen and Bathroom

Nguyen Thanh Nam

*Head of Training
LIXIL Vietnam*

13:20 – 14:20 (Lunch + 1-1 Partnering)

Indonesia

14:20 – 15:00

PANEL

In Focus Indonesia

- *On the brink of collapse: How hard it is for some hotels in Indonesia as of now?*
- *How hotels to convince travellers its safety in the new norm?*
- *Is Indonesia Luxury Hotel Sector 'To Prosper' Despite Effects Of COVID-19?*
- *What segment (leisure or business) is going to recover faster in Indonesia and why?*
- *Hotel Real Estate Market estimation in 2021*

Moderator:

Ivan Casadevall, COO – Hospitality, ASRI, a Subsidiary of Agung Sedayu Group

Panelists:

Erastus Radjimin, Founder & CEO, ARTOTEL Group

Sebastian Goldmann, Corporate Director of Food & Beverage, TAUZIA Hotel Management

Nathalia J Wilson, Director, Development, South East Asia & Korea, IHG



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Japan

15:00 – 15:20

KEYNOTE

COVID-19 Impact on Japan Hotel Market

- *The session will elaborate the impact of the state of emergency and “Go To Travel campaign” to the Japanese hotel industry with the current status of recovery.*

Presented by:

Shiori Sakurai 櫻井 詩織

*Business Development Manager Japan
ビジネスデベロップメントマネージャー
STR*

15:20-16:00

PANEL

“Life at the Top” – The Evolving Luxury Tier of Hotels in Japan

Moderator:

Eric Levy, Managing Director, Tourism Solutions International

Panelists:

Hans Heijligers, CEO, IHG ANA Hotels Group Japan

Seth Sulkin, President & CEO, Pacifica Capital K.K.

Kiyoshi Tsuchiya, Director, Head of CBRE Hotels, Japan, CBRE K.K.

China

16:00 – 16:40 (Networking)

16:40 – 17:00

KEYNOTE

Fundamental Differences in China Online

- *China is an important market for the hospitality and tourism sector. However, China online is very different from the west. Due to the pandemic, it has further accelerated key digital trends in China. From the basic differences in China online ecosystem, social media platforms to Chinese travellers online behaviours, this session will prepare you to how best to welcome Chinese travellers in 2021.*

Presented by:

Anita Chan

*CEO
Compass Edge*

17:00 – 17:45

PANEL

Chinese Outbound Tourists

- *COVID-19 has changed the way Chinese will travel internationally in the new decade. Hotels will have to create Trust, achieve a feeling of Embeddedness and try harder to create Satisfaction for their Chinese guests, providing the base for successful recommendation marketing.*

Moderator:

Prof. Dr. Wolfgang Georg Arlt FRGS FRAS, CEO, COTRI China Outbound Tourism Research Institute

Panelists:

Jens Thraenhart, Executive Director, Mekong Tourism Coordinating Office (MTCO)

Markus Schuckert, Associate Professor, The Hong Kong Polytechnic University, School of Hotel and Tourism Management

Dr. Rudy Snippe, CEO, Stochastic.World

Sharon Singleton, Managing Editor, Asia Gaming Brief

How to attend

ALL-ACCESS DELEGATE PASS (\$50)

Your delegate virtual ticket include:

- One ticket for all Access to all 12 sessions
- Receive full event materials and report including presentation copies
- Receive the event replay link
- Receive Asia Hotel industry updates, market report and other hotel market intelligence

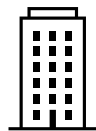
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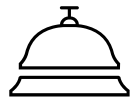
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Who should attend



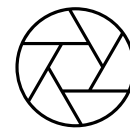
Investors/
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Developers



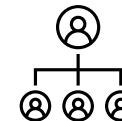
Hotels/ Resorts/
Service
properties



Market Survey
& Consultants
& Lawyer



Technology/
Solutions
Providers



Gov Entities,
Associations



Tourism
Communities