

Indonesia Market Update

Know the latest about supply and demand , hotel pipelines and Indonesia Hotel performance.

Veranica Maidangkay, Business Development Manager – STR

Top 10 Indonesia Priority Tourism Destination

By 2017, Indonesia became the 20 fastest growing travel destination in the world, making it one of the most prominent travel destination in the world. With 22% of growth on tourism performance, Ministry of Tourism tries to enhance more on this sector by creating top 10 Priority Tourism Destinations. These 10 New “Balis” are proposed to be the next foreign exchange earnings since the tourism sector has been selected as the leading sector by the president. Thus, this speech will discuss more about the role and the opportunity of hospitality industry in supporting the tourism sector in Indonesia.

Hiramasyah S. Thaib, Team Leader Acceleration for the Development of priority tourism destination – The Ministry of Tourism , Republic of Indonesia

Top 10 New Destinations Beyond Bali

Top 10 new destinations hospitality industry leaders perspective of the new destinations, current challenges, and what would make the new destinations a success for tourism.

Moderator: Nathalia J Wilson, Hotel Consultant

Panelists:

Johannes Hutauruk, Chief Operating Officer - Parador Hotels & Resorts

Marc Steinmeyer, President Director - Tauzia Hotels

Angkoso Soekadari, COO of Ra Hospitality, Ra Simatupang Jakarta

Brand & Design

This panel will be talking about trend of new brands and designs, new brands in the 'lifestyles' category, change in demographic (Millennials and Gen Z) that affects the design of our hotels, dominant hotel design trends in the local scene, key points to be considered, impact of space efficiency (GFA), it's initial cost of investment and as well as operating cost.

Moderator: Rio Kondo, VP Development – Accor

Panelists:

Muhammad Yuslan, General Manager - Rooms Inc.

Ojahan Oppusunggu, CTO & Co-Founder - Topotels Hotels & Resorts

Richard Millar, VP of Business Development, APAC - YOO Worldwide

True Luxury

Luxury, the state of great comfort, extravagant living and an inessential, desirable item that is expensive or difficult to obtain. Let this part of the program define what 'True Luxury' is all about in hotel language.

Eric J. Levy, Managing Director - Tourism Solutions International

Co-working, Co-living and how it is Starting to be Integrated into Lifestyle Hotels

Co-working, co-living is a trend that seems to be making its way into the hospitality industry and there is obviously a lot of well known independent brands -- Wework, Justco, the Great Room, Co-hive and more which are continuing to grow their business, but now several Hotel companies are following suit, introducing more design and lifestyle driven brands, incorporating more shared living and working spaces into their properties. This session will explore the types of customers that these shared spaces are targeting and if they can be successful when integrated into the Hotel space. We will also look at whether this is a worthwhile investments for potential owners.

Moderator: David Roberts, VP of Development - ONYX Hospitality Group

Panelists:

Matthew Lim, Director of Operations - PT Batiqa Hotel Manajement
Jonathan Gunawan, Chief Operating Officer - Gamaland
Jason Lee, Co-Founder & CEO – Cohive

How to Select the Right Hotel Operator and Right Hotel Brand

a no holds, insiders look at how best to select the right hotel operator. Best practice processes, the key commercial considerations and terms.

Moderator: Andrew Langdon, Sr. VP, Development Asia – Accor

Panelists:

Otto Putihrai, Managing Director – Tamara Group
Ervin Yeo, Regional General Manager - The Ascott Limited
Ivan Widarmana, Senior Director, Hotel Development - Marriott International
Kosmian Pudjiadi, President - Marbella Hotels

The Value of Revenue Management for Hotel Owners

Revenue managers are responsible for recommending and executing sales strategies that will significantly impact the overall revenue and profitability of the hotel. Owners know better than anyone that enhanced profitability translates into a higher asset value. So, it is fair to say that revenue management can directly influence hotel value and deserves a high degree of attention? Hear directly from a panel of COO, CEO, Director of Sales where they see Revenue Management fitting into the organization, and where it might be in the future.

Moderator: Bilal Chamsine, HSMIAI President – Indonesia - HSMIAI

Panelists:

Satria Wei, COO - MNC Group
Richard Ezri Posumah, Director of Sales - Novotel Manado Golf Resort & Convention Center
Yonto Wongso, CEO & Co-Founder - Topotels Hotels & Resorts

Lifecycle Asset Management

Asset Management has become a more popular discipline in the hospitality industry. Changes in the Owner's profile and the increasing concerns on how to maximize the Hotel ROI's in such a cyclical and volatile industry, made emerge the key-role of the Hotel Asset Manager. In this panel, the experts will elaborate on the latest trends, techniques and situations both Hotel Owners and Operators face from an Asset perspective.

Moderator: **Javier Salgado**, Executive Vice President - Nilamani Hotels

Panelists:

Ivan Casadevall, COO – Hospitality, Agung Sedayu Group – ASRI
Anchalika Kijkanakorn, Managing Director & Founder - Akaryn Hotel Group

Clement Sebban, BHMA Indonesia Director - Bespoke Hospitality Management Asia

Michael Ong, Vice President, Development - Pan Pacific Hotels Group

Transforming Traditional Hotel Business in Digital Era

In the current digital era we are in, some Hotel chains are transforming their previous traditional business into digitalization system. The digital system gives positive prospect for Hotel operators, Online Travel Agents and other digital system providers.

In this session, we will discuss the relationship between hospitality industry and digital business providers.

Moderator: **Vivi Herlambang**, Director of Sales, Marketing and Business Development - Sahid International Hotel Management & Consultant

Panelists:

Jonathan Moku, Director of Revenue & Development - Artotel Indonesia

Brett Henry, President Director - MG Group

Ani Susilowati, Board of Director - Discovery Hotels & Resorts

Javier Salgado, Executive Vice President - Nilamani Hotels