

# Hotels in the *global* fast lane

## Program



Thursday 21 June and Friday 22 June 2007

### ■ THURSDAY 21 JUNE 2007

8:50am - 9:00am

#### > Introduction & Welcome

Presenter: **John Smith**, *Managing Director & Principal, Sonnenblick Goldman Asia Pacific*

### WHERE ARE WE AT?

9.00am - 9.45am

#### > Hotel Leaders Assess The Rise and Rise of the Markets

Chair: **Vasso Zographou**, *Managing Director, Horwath HTL Australia*

Panel: **Michael Isenberg**, *Managing Director, Accor Asia Pacific*

**Koos Klein**, *President, Hilton Hotels Asia Pacific (based in Singapore)*

**Keith Barr**, *Chief Operating Officer Australia, NZ & Sth Pacific, InterContinental Hotels Group*

**Andrew Turner**, *Chief Executive Officer, Mirvac Hotels & Resorts*

**Bob East**, *Chief Executive Officer, Stella Resorts Group*

9.45am - 10.30am

#### > Reality Check: Leading Analysts Critically Assess Industry Outlook

Chair: **Peter Verwer**, *Chief Executive, Property Council of Australia*

Presenters: **Maria Lee**, *Senior Project Manager, BIS Shrapnel*

**Roman Zwolak**, *Senior Analyst, IBISWorld*

10.30am - 11.15am

Coffee Break

### DEALS & OPPORTUNITIES

11.15am - 12.15pm

#### > Where Are The Best Opportunities? A Global Perspective

Chair: **John Smith**, *Managing Director & Principal, Sonnenblick Goldman Asia Pacific*

Panel: **Sean Williams**, *Managing Director, Morgan Stanley (Tokyo)*

**Richard Johnson**, *Chief Executive Officer, Istithmar Real Estate (Dubai)*

**Dr Aris Ikkos**, *Principal, JBR Business Consultants (Athens)*

**Reas Kondraschow**, *Exec. Vice President, International Development, Wyndham Hotel Group (New Jersey)*

**Paul McPherson**, *Chief Development Officer, Jumeirah International (Dubai)*

12:15pm - 1:00pm

#### > Where Are The Best Opportunities? An Asia Pacific Perspective

Chair: **Nigel Summers**, *Director, Horwath HTL (Hong Kong)*

Panel: **Gregory Stuppler**, *Managing Director, Head of Asia, Starwood Capital Group (Tokyo)*

**Mark Ebbinghaus**, *Joint Head of Real Estate, Lodging & Leisure Asia, UBS Investment Bank (Hong Kong)*

**Vijay Thacker**, *Director, Horwath HTL (Mumbai)*

**Michael Marks**, *Managing Director & Principal, Sonnenblick Goldman Asia Pacific (Shanghai)*

1.00pm - 2:30pm

#### Lunch including "2007 ANZPHIC Hotel Investor Of The Year Award"

Presenter: **Bill Healey**, *National Affairs Director, Australian Hotels Association*

2.30pm - 3.15pm

#### > The Why Behind The Buy - Recent Hotel Purchasers Explain Their Thinking

Chair: **Robert McIntosh**, *Director,*

*CB Richard Ellis Hotels & Leisure, Asia Pacific*

Panel: **The Grand Hotel Group Buy -**

**David Gribble**, *Executive Director, Morgan Stanley*

**The Carlton Australia Buy -**

**Stephen Burt**, *Director, Mirvac Hotel Funds Management*

**The Saville and Outrigger Buys -**

**Michael Morret-Lalli**, *Fund Manager, MFS Financial Services*

### MARKETS UPDATE

3.15pm - 4.00pm

#### > West Is Best! - Western Australia Moves Into The Hotel Spotlight

Chair: **Janet Holmes A'Court AC**, *Chairman, Heytesbury*

Panel: **David Etherton**, *Executive Director, Tourism WA*

**Scott Cogar**, *Chief Executive Officer, Broadwater Hotels and Resorts*

**Bruce Copland**, *Chief Executive Officer, Toga Group*

**David Kennedy**, *Senior Director,*

*CB Richard Ellis Hotels & Leisure, Asia Pacific*

4.00pm - 4:30pm

Coffee Break & Private Briefing Session

4.30pm - 5.15pm

> **New Zealand - A Buy or Pass By?**

Chair: **Mark Oldershaw**, *Chief Executive Officer, New Zealand Hotel Council (Wellington)*

Panel: **Mike Batchelor**, *Executive Vice President, Jones Lang LaSalle Hotels*

**David Shackleton**, *General Manager, InterContinental Hotels Group (Wellington)*

**Paul Richardson**, *Vice President,*

*Accor Hospitality - New Zealand (Auckland)*

**Jeff Shearer**, *Senior GM, North Island & Group Development, Heritage Hotels (Auckland)*

## SECTOR UPDATE

5.15pm - 6.00pm

> **Midscale Hotels - Better, Safer, Easier?**

Chair: **Ron de Wit**, *Director, Atrium Hospitality Services*

Panel: **Paul Constantinou**, *Chairman, Quest Serviced Apartments*

**Norman Arundel**, *Director of Operations, Rydges Hotels & Resorts*

**Nigel Greenaway**, *Funds Manager, Eureka Funds Management*

**John Hudson**, *Managing Director, Thakral Holdings*

6.00pm - 7.45pm

**Cocktail Function, Zeta Bar, Hilton Sydney**

8.00pm onwards

**Optional Dinner, Don Quixote Spanish Restaurant**

## FRIDAY 22 JUNE 2007

8:55am - 9:00am

> **Introduction & Door Prizes**

### NEW FUTURE

9:00am - 10:00am

> **The Baby Boomer Boom -  
What Do They Want & How Can You Benefit?**

Presenter: **Bernard Salt**, *Partner, National Markets, KPMG*

Chair: **Tony Ryan**, *Principal, Ryan Capital Advisors*

Panel: **Marlene Poynder**, *General Manager, Park Hyatt Sydney*

10.00am - 10.45am

> **Suddenly The Environment -  
How Can The Industry Meet The Challenge?**

Chair: **Todd Wynne-Parry**, *Director of Development, InterContinental Hotels Group*

Panel: **Romilly Madew**, *Chief Executive,*

*Green Building Council of Australia*

**Dr Russell Smith**, *Vice Dean,*

*Cornell-Nanyang Institute of Hotel Management (Singapore)*

**Paul Davis**, *Executive Manager, Hotels & Leisure, Bovis Lend Lease*

10.45am - 11.15am

**Coffee Break**

11:15am - 12.00noon

> **Hotels That Dare To Be Different**

Chair: **James Wells**, *Associate Publisher,*

*Hotels & Accommodation Management Magazine*

Panel: **Trevor Horwell**, *Chief Hotels Officer,*

*Hard Rock Hotels Worldwide (Orlando)*

**Ashley Willard**, *Vice President Real Estate,*

*Envisioning + Storytelling (Vancouver)*

**TBA**, *Fairmont Raffles*

**TBA**, *Extreme Hotels*

12.00noon - 12.45pm

> **Hotel Room of The Future**

Technology Trends - **Ted Horner**, *CEO, E Horner & Associates*

Architecture Trends - **Michael Bialek**, *Director, SJB Architects*

Design Trends - **Andrew Parr**, *Director, SJB Interior Designs*

12.45pm - 1.30pm

> **Resorts Meet Residential - Making The Mix Work**

Chair: **John Stawyskyj**, *Partner, Blake Dawson Waldron*

Panel: **Paul Dean**, *Principal, Dean & Associates (London)*

**David Catterall**, *Chief Executive Officer, Domain Resorts*

**Stuart Carson**, *Senior Vice President, Colliers Playground (Toronto)*

**Paul Brinsmead**, *Joint Managing Director, Resort Corp*

1.30pm - 2:30pm

**Lunch & MAXXotel Awards  
(Honouring The Region's Best Performing Hotels,  
Resorts & Serviced Apartments)**

2.30pm - 3.15pm

> **New Money, New Focus**

Chair: **Roy Melick**, *Partner, Baker & McKenzie*

Panel: **Ian Schilling**, *Director, Evolution Funds Management*

**Mark Javed**, *Joint Managing Director, Aurelius Investment Group*

**Andrew Shankland**, *Director of Joint Ventures*

*Structured Property Finance, BOS International*

**John Welch**, *CEO, Armytage Property Funds Management*

3.15pm - 4.00pm

> **Better Than Good -  
Are Revenue Management Systems The Key?**

Chair: **John Warren**, *Director, Capital Hotel Management Asia Pacific*

Panel: **Prof. Wan Chew Yoong**, *Senior Fellow, Cornell-Nanyang Institute of Hospitality Management (Singapore)*

**Grahame Tate**, *Managing Director Asia Pacific, IDEaS*

**Chris Gribble**, *General Manager, Micros-Fidelio Australia*

**Prashanth Radhakrishnan**, *Regional Director of Revenue Management, Starwood Pacific Hotels*

4.00pm - 6.00pm

**Champagne Close**