



THINC Indonesia - 2017

Day 1: Wednesday September 6, 2017

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| 11:00 AM - 12:00 PM | Registration |
| 12:45 PM - 1:45 PM | Opening Networking Reception |
| 1:50 PM - 2:00 PM | Welcome and Program Overview |
| 2:00 PM - 2:15 PM | Global Trends in Hotel Management Contracts Manav Thadani, MRICS, Chairman - Asia Pacific, HVS |
| 2:15 PM - 2:35 PM | The Changing Face of the Hotel Industry: Preparing for the Future Olivier Chavy, President and CEO, Mövenpick Hotels and Resorts |
| 2:35 PM - 2:55 PM | Tourism Indonesia: Current and Future Prospects H.E. Arief Yahya*, Honourable Minister of Tourism, Republic of Indonesia |
| 2:55 PM - 3:15 PM | Global Capital Markets David Su, Chief Executive Officer, Amare - Greenland Hospitality Management |
| 3:15 PM - 3:35 PM | Keynote Address Chairul Tanjung, Chairman, CT Corp |
| 3:35 PM - 4:30 PM | How is Southeast Asian Tourism Shaping Up: Perspectives from the C-Suite <i>Moderator</i> Achin Khanna, MRICS, Managing Director Consulting and Valuation - South Asia, HVS <i>Panellists</i> Douglas Martell, Chief Executive Officer, Onyx Hospitality Group John Flood, President and CEO, Archipelago International Hotels, Resorts and Residences Nicholas Clayton, Chief Executive Officer, Capella Hotel Group Asia Peter Meyer, Chief Executive Officer, Lodgis Hospitality Holdings Rajeev Menon, Chief Operating Officer - Asia Pacific (ex. Greater China), Marriott International |
| 4:30 PM - 5:00 PM | Tête-à-tête with Michael Issenberg Interviewee Micheal Issenberg, Chairman and CEO - Asia Pacific, AccorHotels Interviewer Eric Levy, Principal and MD, Tourism Solutions International |
| 5:00 PM - 7:15 PM | Pub Crawl Across the Nusa Dua Strip: The Westin Resort Nusa Dua, Courtyard Bali Nusa Dua Resort, Hilton Bali Resort & Mövenpick Resort & Spa Jimbaran Bali |
| 7:30 PM - 9:30 PM | Cocktails and Hors d'oeuvres Hosted By Mövenpick Hotels and Resorts at the Mövenpick Resort & Spa |

Day 2: Thursday September 7, 2017

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| 8:50 AM - 9:00 AM | Door Prizes |
| 9:00 AM - 9:50 AM | <p>Investing in Indonesia: The Promises and the Perils</p> <p><i>Moderator</i> Rio Kondo, Vice President Development and ED - Indonesia and Malaysia, AccorHotels</p> <hr/> <p><i>Panellists</i> Agus Maha Usadha, President Director, Property Media Indonesia; Owner Representative, Sixty Six Luxury Hotel Group</p> <hr/> <p>Andrew Langdon, Chief Development Officer and SVP - Asia, Mövenpick Hotels and Resorts</p> <hr/> <p>Henky Manurung, Head of Tourism Investment Division, Ministry of Tourism, Republic of Indonesia</p> <hr/> <p>Serena Lim, Vice President Development - Southeast Asia and Korea, InterContinental Hotels Group</p> |
| 9:50 AM - 10:20 AM | <p>Masterclass - Mergers & Acquisitions: Driving Industry Consolidation and Transforming the Competitive Landscape</p> <p>Tony Ryan, Managing Director Mergers and Acquisitions Hotels and Hospitality, JLL</p> |
| 10:20 AM - 10:40 AM | <p>Trends in the Region</p> <p>Jesper Palmqvist, Area Director - Asia Pacific, STR</p> |
| 10:40 AM - 11:10 AM | Networking Break |
| 11:10 AM - 12:00 PM | <p>The Art of Negotiating Hotel Management Contracts</p> <p><i>Moderator</i> Lada Shelkownikova, Partner - Hotels and Hospitality, Withers KhattarWong</p> <hr/> <p><i>Panellists</i> Amir Abdul Rachman, President Commissioner, MNC Land</p> <hr/> <p>Darren Chua, Co-Founder, Fairway Resources</p> <hr/> <p>David Wray, VP Acquisitions and Business Development - SE Asia and Pacific Rim, Wyndham Hotel Group</p> <hr/> <p>Ryan Chen, Group Director Development - Asia Pacific, Dusit International</p> |
| 12:00 PM - 12:50 PM | <p>Seeking Synergies: Mixed Use Developments</p> <p><i>Moderator</i> Terje Nilsen, Principal, Seven Stones Indonesia</p> <hr/> <p><i>Panellists</i> Arie Prasetyo, MAUD, IAI, Chairman, Toba Tourism Development Authority</p> <hr/> <p>Jens Reichert, Vice President Development - Asia Pacific, Mövenpick Hotels and Resorts</p> <hr/> <p>Kieran Bestall, Sr. Director of Development - Asia, Hilton</p> <hr/> <p>Mark Williams, Chief Executive Officer, SCHWARTZWILLIAMS</p> |
| 12:50 PM - 2:10 PM | Lunch Hosted by Ministry of Tourism, Republic of Indonesia |
| 2:10 PM - 2:40 PM | Concurrent Master Classes: Series A |
| 2:10 PM - 2:40 PM | <p>A1 From 3-Star to 5-Star: The New Era of High Quality Modular Construction for Hotels</p> <p>Oliver Tittmann, Managing Director, X-CUBE Engineering</p> |
| 2:10 PM - 2:40 PM | <p>A2 The Dollars and Sense of Food & Beverage</p> <p>Rohit Sachdev, Managing Director, Soho Hospitality</p> |

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| 2:40 PM - 3:10 PM | Concurrent Master Classes: Series B |
| 2:40 PM - 3:10 PM | B1 Wellness Hospitality Real Estate - The Industry's Three Ever Stronger Merging Musketeers Ingo Schweder, Founder and CEO, GOCO Hospitality |
| 2:40 PM - 3:10 PM | B2 Key to a Successful Hotel Opening? Project Management! Gert Noordzy, MBA, CAPM, FAIQ, Managing Director, Northside Consulting |
| 3:10 PM - 3:40 PM | Concurrent Master Classes: Series C |
| 3:10 PM - 3:40 PM | C1 Yes We Can Beat Them : A Successful Recipe to Outperforming OTA Boye Hartmann, Group Chief Executive Officer, Y Digital Group Asia |
| 3:10 PM - 3:40 PM | C2 Hotel Valuations in the Asia Pacific Hok Yean CHEE, Managing Partner - Asia Pacific, HVS |
| 3:40 PM - 4:10 PM | Networking Break |
| 4:10 PM - 4:55 PM | Family Businesses and the Millennial Generation <i>Moderator</i> Megha Tuli, Co-Founder and Executive Director, Hotelivate <i>Panellists</i> Armand Steinmeyer, Business Development Director, Tautzia Hotel Management Marcia Amandary, Corporate Digital Marketing, PHM Hospitality |
| 4:55 PM - 5:25 PM | In Conversation with Steven Pan Interviewee Steven Pan, Chairman, Regent Hotels Group Interviewer Michael Burchett, Managing Director, MJB Hoteliers |
| 5:25 PM - 6:15 PM | The Hot Seat: Operations Ringmasters & the Tricks of their Trade <i>Moderator</i> Manav Thadani, MRICS, Chairman - Asia Pacific, HVS <i>Panellists</i> Alejandro Rueda, General Manager, Katamama Alexander Jovanovic, Director Development Hotels and Resorts; GM, The Trans Resort Bali Amadeo Zarzosa, Vice President Resorts, Luxury and Lifestyle - AMEA, InterContinental Hotels Group Bipan Kapur, Managing Director, The Westin Resort Nusa Dua Bali and Bali International Convention Centre |
| 7:30 PM - 9:30 PM | Cocktails and Dinner Hosted by InterContinental Hotels Group at Indigo Hotel Seminyak |