

Programs
ANZPHIC 2010 & Fractional Real Estate Essentials

Wednesday 7 July 2010: Fractional Real Estate Essentials at Blake Dawson, Level 36, 225 George St, Sydney

Morning Sessions: "A Beginners Guide to Fractional"

8.30am - 9.15am: **Registration**

9.15am – 9.20am: **Introduction & Welcome**

John Smith, *Managing Director, Horwath HTL Australia* & John Stawyskyj, *Partner, Blake Dawson*

9.20am - 10.00am: **Introduction to Fractional Ownership & its Global Evolution**

Dr Richard Ragatz, *President, Ragatz Associates*

10.00am - 10.40am: **Is There a Market in Australia?**

John Berenyi, *Managing Director, Bergent Research*

10.40am - 11.10am: **Legal Fundamentals for Fractional Real Estate in Australia**

Rhonda Hare, *Partner, Blake Dawson*

Robert Williams, *Partner, Baker & McKenzie*

11.10am - 11.45am: **Coffee break**

11.45pm - 12.15pm: **The Role of Exchange Programs**

Charisse Cox, *Managing Director Pacific, The Registry Collection*

12.15pm – 1.00pm: **Investment Perspectives and the Role of Fractional Products in Mixed Use Developments:**

James Walker, *Director, Head of Investments Asia Pacific, Blue Sky Capital*

Andrew Taylor, *Development Manager, Mirvac Hotels & Resorts*

Michael Burns, *President & CEO, Private Residence Resorts*

1.00pm – 2.00pm: **Buffett Lunch**

Afternoon Sessions: "Key Issues in Fractional"

2.00pm – 2.40pm: **Prerequisites for a Successful Project and Traps to Avoid**

Presentations by:

Paul Dean, *Managing Director, Dean & Associates*

Dr Richard Ragatz, *President, Ragatz Associates*

2.40pm - 3.10pm: **Branded vs Non-Branded Options and the Service Overlay**

John Small, *Chairman, ResortCom International*

3.10pm – 3.45pm: **Coffee Break**

3.45pm – 4.45pm: **Sales & Marketing Options and Strategies – What Will Work Best in Australia?**

Chair: Len Silverfine, *President, The Big Idea Co.*

Panel:

Joe Buchanan, *Director Head of Sales, Firstlight International*

Dean Dransfield, *Managing Director, Dransfield Shared Ownership*

Leigh Ratcliffe, *Chief Executive Officer, Private Residence Clubs Australia*

Ric King, *Managing Director, Lifestyle Fractions*

4.45pm – 5.30pm: **Q & A and Open Forum**

Chair: Paul Dean, *Managing Director, Dean & Associates*

Panel:

James Walker, *Director, Head of Investments Asia Pacific, Blue Sky Capital*

Dr Richard Ragatz, *President, Ragatz Associates*

Charisse Cox, *Managing Director Pacific, The Registry Collection*

John Small, *Chairman, ResortCom International*

Michael Burns, *President & CEO, Private Residence Resorts*

5.30pm Depart for Hilton Sydney

6pm to 8pm: **ANZPHIC 2010 Opening Cocktail Function at Hilton Sydney**

Thursday 8 July 2010: Day 1 of ANZPHIC 2010 at Hilton Sydney, 488 George St, Sydney

“Are We There Yet?”

9.00am- 9.10am: **Welcome and Plan for Day**

John Smith *Managing Director & Principal, HTL Capital Advisors & Horwath HTL Australia*

9.10am –10.00am: **Global Issues, Local Impacts - A World of New Opportunity**

Chair: David Gibson, Esq.

Panel:

Patrick Imbardelli, *President & CEO, Pan Pacific Hotels Group*

Paul Macpherson, *Chief Development Officer, Jumeirah Group*

Jan Smits, *CEO Asia Australasia, InterContinental Hotels Group*

Christopher Bush, *Executive Vice President, Canyon Equity*

10.00am-11.00am: **Recovery Now!**

Chair: Jonas Ogren *Area Director Asia – STR Global*

Presenters:

Economic Recovery: Bill Evans, *Chief Economist, Westpac*

Tourism Recovery: Andrew McEvoy, *Managing Director, Tourism Australia*

Hotel Market Recovery: Jonas Ogren, *Area Director Asia – STR Global*

11.00am –11.30am: **Coffee Break**

11.30am – 12:15pm: **View from the Top – Hotel Leaders Assess the Outlook for Key Australian & NZ Markets**

Chair: Vasso Zographou *Managing Director & Principal, Horwath HTL Australia & HTL Capital Advisors*

Panel:

Bob East *Chief Executive Officer, Mantra Group*

Bruce McKenzie *Chief Operating Officer Australia, NZ & South Pacific, InterContinental Hotels Group*

Ashley Spencer, *Vice President - Operations, Australasia, Hilton Worldwide*

Lindsay Leeser, *Director Development – Pacific, Accor Hospitality*

Rohan Davis, *Director, Quest Serviced Apartments*

“Hotel Capital, Back on Track?”

12.15pm – 1.00pm: **Sell, Buy or Hold – What’s The Best Short Term Strategy in Australia & New Zealand?**

Chair: Craig Collins, *Managing Director Australasia, Jones Lang LaSalle Hotels*

Panel:

Jocelyn Kum, *Director, M & L Offshore Investments*

Matthew Eady, *Chief Executive Officer, Tourism Asset Holdings Ltd*

Ian Mackie, *Chief Investment Officer Asia Pacific, LaSalle Investment Management*

1.00pm – 2.30pm: **Lunch including Deal of the Year and inaugural Hotel Legends Hall of Fame announcements**

Presenters:

John Smith and Vasso Zographou, *Managing Directors & Principals, Horwath HTL Australia & HTL Capital Advisors*

2.30pm – 3.15pm: **Survival Secrets - The Long Term Owners Club Reveal (Nearly) All**

Chair: Tony South, *Chief Development Officer Asia Pacific, InterContinental Hotels Group*

Panel:

John Hudson, *Managing Director, Thakral Holdings Ltd*

Lloyd Berger, *Managing Director, BG Investment Holdings*

Garry Crockett, *Managing Director, The Crockett Group*

Dr Jerry Schwartz, *Chief Executive Officer, Schwartz Family Group*

3.15pm – 3.50pm: **Coffee Break**

3.50pm – 4.00pm: **Welcome Back Door Prizes!**

“Operating Impacts”

4.00pm – 4.45pm: **Towards Optimal Performance – Best Practice Strategies After The GFC**

Chair: Robert Wilson, *Principal, 3R Hospitality Partners*

Panel:

Labour Strategies – Andrew Chan, *Chief Executive Officer, TMS Asia Pacific*

Procurement Strategies - Declan Monahan, *Chief Executive Officer, Marketboomer*

Asset Management Strategies – Robert Wilson, *Principal, 3R Hospitality Partners*

Sustainability Strategies – Stewart Moore, *Chief Executive Officer, EC3 Global/EarthCheck*

4.45pm – 5.30pm: **On The Rebound – Winning Strategies from Outperforming Markets, Sectors and Segments**

Chair: Chris McManamon, *State Manager, HOSTPLUS*

Presenters:

Outperforming Market: Perth – Stephanie Buckland, *Chief Executive Officer, Tourism Western Australia*

Outperforming Sector: Events – Geoff Parmenter, *Chief Executive Officer, Events New South Wales*

Outperforming Segment: Franchising - David Bayes, *Chief Executive Officer, Choice Hotels Australasia*

5.30pm – 7.30pm: **Cocktail Function at Zeta Bar**

8.00pm - **Optional Dinner at Kingsleys Steakhouse**

Friday 9 July 2010: Day 2 of ANZPHIC 2010 at Hilton Sydney, 488 George St, Sydney

9.20am – 9.30am: **Introduction & Welcome Back Door Prizes!**

John Stawyskyj, *Partner, Blake Dawson - Hotels, Tourism & Gaming*

“Emerging Issues”

9.30am – 10.30am: **New Projects Are Back, Big Time!**

Chair:

Tony Ryan, *Principal, Ryan Lawyers*

Panel:

Barangaroo – David Rolls, *Chief Operating Officer, Lend Lease Developments*

Crowne Plaza Adelaide – James Hines, *Managing Director, Hines Property Group*

Star City Extensions – Sid Vaikunta, *Managing Director, Star City Casino*

Sebel Newcastle - Andrew Turner, *Chief Executive Officer, Mirvac Hotels & Resorts*

10.30am – 11.15am: **Coffee Break**

11.15am – 12.00pm: **Hot New Brands, Hotels & Players Take Centre Stage**

Chair: John Stawyskyj, *Partner, Blake Dawson - Hotels, Tourism & Gaming*

Panel:

Marilynne Paspaley AM, *Founder & Managing Director, Pinctada Hotels & Resorts*

Peter Henley, *President & CEO, Onyx Hospitality Group*

Marion Smart, *Senior VP, Property Development & Resort Operations, Wyndham Vacation Resorts Asia Pacific*

Eric Levy, *Senior Vice President Development, Pan Pacific Hotels Group*

12.00pm – 1.00pm: **Online Travel Agents – Bottom Line Threat or Top Line Opportunity?**

Chair: John Smith, *Managing Director & Principal, Horwath HTL Australia & HTL Capital Advisors*

Referee: Vasso Zographou, *Managing Director & Principal, Horwath HTL Australia & HTL Capital Advisors*

Technical Adviser: Shyn Yee Ho, *Senior Consultant, Horwath HTL Asia*

Panels:

Travel Agent Perspective:

Lee McCabe, *Director, Market Management, Partner Services Group, Expedia*

Brad Gurrie, *General Manager Australia & Singapore, Travelzoo*

Operator Perspective:

Simon Wan, *Managing Director & CEO, StayWell Hospitality Group*

TBA, *Accor Asia Pacific*

Owner Perspective:

John van der Wallen, *Fund Manager, Colonial First State Global Asset Management*

Gus Moors, *Director of Asset Management, Tourism Asset Holdings*

1.00pm: **Conference Close**