



**Thomas Arasi**  
 Marina Bay Sands Pte Ltd

Tom Arasi became the first President and CEO of Marina Bay Sands Pte Ltd in August 2009, overseeing every aspect of the premier integrated resort.

With more than two decades of experience in hospitality operations, branding and real estate development, Tom brings expertise in management and oversight of large and complex hospitality projects and deep organizational leadership experience to Marina Bay Sands.

Prior to leading Marina Bay Sands, Tom led three international businesses for Bass Hotels and Resorts which does business as InterContinental Hotels, including serving as Global Brand Manager of Crowne Plaza Hotels and Resorts and as President of the group's Americas division. He was also President and CEO of Lodgian Inc., which operated 110 hotels in the U.S. and Canada.

In real estate development, Tom was President of Portman Holdings, a multi-billion dollar real estate developer with properties in North America, China, India and Korea and he was President of Tishman Hotel Corp. which owns and manages large resort and convention assets.

Tom has a BA in hotel and restaurant management from Cornell University.



**Peter Barge**  
 Jones Lang LaSalle

Peter Barge was the CEO and Chairman of Jones Lang LaSalle Asia Pacific. He grew the business from 6,000 to 20,000 employees over 6 years and was responsible for offices in 60 cities across 14 countries in the Asia Pacific region.

A keen student of Asian emerging markets he has written and spoken widely on doing business in Asia with particular focus on China and India.

Peter has authored 3 books and a fourth due out in mid 2010 that looks at personal and business traits of leaders who can successfully manage across multiple cultures.



**Mike Batchelor**  
 Jones Lang LaSalle Hotels

Mike Batchelor is the Managing Director – Investment Sales Asia at Jones Lang LaSalle Hotels.

Mike is involved in the acquisition and disposal of major hotel, resort and tourism assets across the region, and possesses key relationships and knowledge of global hotel investor requirements. He is also involved in the sourcing of new capital from the Middle Eastern and established Asian markets.

Over the last 17 years, having negotiated and sold hotel and resort property exceeding US\$2.5 billion in value, Mike is one of the region's most experienced and well-regarded advisors. Some of his more notable transactions include:

Swissôtel Merchant Court, Singapore (S\$260M), Brisbane Hilton & Wintergarden (A\$153M), Marriott Surfers Paradise Resort (A\$59M), Mercure Resort Surfers Paradise (A\$63M), P&O Resorts Portfolio (A\$212M), Sheraton Brisbane (A\$100M), Cairns International Hotel (A\$83.1M), Carlton Auckland (NZ\$96M), Oasis Resort Cairns (A\$48.75M), Rendezvous, Auckland (NZ\$113M), Carlton Hotel Portfolio (A\$328.25M) and Park Hyatt, Sydney (A\$201.9M).

Mike's real estate career commenced in 1987 in the areas of residential and commercial property before moving into the specialised area of hotel and tourism property in 1991.

He joined Jones Lang LaSalle Hotels in 1993 where his initial responsibility included the brokerage of hotels and tourism property. In 1995, he was appointed head of brokerage for Queensland, based in the Brisbane office.

In 2006, he assumed the National Director role with ultimate responsibility for investment sales in Australia and New Zealand. In 2007, he was promoted to Managing Director, Investment Sales Australasia before moving to Singapore in early 2008 to lead and expand the firm's Hotel Investment Sales business across the wider Asian region.



# SPEAKERS

as of 11 May 2010

**26-27 MAY 2010**  
**FAIRMONT SINGAPORE &**  
**SWISSÔTEL THE STAMFORD SINGAPORE**



## **Gavin C. Bloomer**

Panorama Hospitality, K.K.

Kavin C. Bloomer is President of Panorama Hospitality K.K. and Executive Director of Morgan Stanley. As COO of Panorama Hospitality, he oversees the company's asset management function.

Prior to joining Panorama Hospitality, Kavin held senior management positions with Goldman Sachs Realty Japan Limited and Archon Group L.P., a Goldman Sachs affiliate, in Japan, the USA and Thailand. He also enjoyed a 15-year career with Starwood Hotels and ITT Sheraton Corporation, where he held a number of corporate and field positions, including General Manager of the Westin Banyan Tree Hotel in Bangkok, Thailand.

A graduate of the University of Massachusetts (Amherst, MA, USA), Kavin received his Master of Professional Studies Degree from the Cornell University Graduate School (Ithaca, NY, USA) in 1990.



## **James E. Burba**

BHN

Jim Burba is the founder and president of Burba Hotel Network LLC (BHN), the worldwide leader in developing and producing conferences for the hotel and tourism investment community. BHN events include: the Americas Lodging Investment Summit (ALIS) in San Diego, ALIS Summer Update in Los Angeles; Central America Tourism & Hotel Investment Exchange (CATHIE) in San Salvador in 2010; Caribbean Hotel & Resort Investment Summit (CHRIS) in Miami; Hotel Investment Conference Asia Pacific (HICAP) in Hong Kong; HICAP Update Southeast Asia in Singapore, HICAP Update Japan in Tokyo and Hotel Investment Forum India (HIFI) in Mumbai. In 2008, BHN and Google teamed up to host Digital Discovery Day (D3) for hotel owners and investors.

Actively involved in the hotel investment arena for 30 years, Burba was formerly; a principal at Pannell Kerr Forster, Senior Managing Director with Insignia/Hotel Partners, VP/Worldwide Director of Advisory Services at WATG, and President at Horwath HTL (US). A member of the International Society of Hospitality Consultants (ISHC) and the Industry Real Estate Advisory Council (IREFAC), Burba has received numerous honors including the Educational Institute Lamp of Knowledge Award, IREFAC's first Crystal Ball Award and the ISHC Pioneer Award.

In 2007, California Governor, Arnold Schwarzenegger, re-appointed Burba to his second term on the California Travel & Tourism Commission and he recently served on its Executive Committee.



**Graeme J. Dickson**

Baker & McKenzie

Graeme is a Partner in the structured property group in Sydney and is Global Coordinator of the Firm's leading Hotels, Resorts & Tourism group.

He has advised extensively on hotel and resort management contracts (including non disturbance agreements between owners, operators and lenders, and strata title apartment hotel projects) and integrated resort developments in Australia and overseas including Cambodia, People's Republic of China (including Hong Kong), Fiji, Indonesia, India, Japan, Korea, Malaysia, New Zealand, The Philippines, Singapore, Tahiti, Thailand and Vietnam in Asia Pacific and The Caribbean, Egypt, The Maldives and The United States. Graeme has also conducted intensive in-house seminars on hotel management agreements for international hotel operators and major hotel owners.

He has worked extensively on structured purchases and sales of hotel and resort properties and on managed investment fundraisings (including all forms of public trusts, timeshare schemes, tax driven investment schemes and other similar investments).

Graeme co-wrote the Asia Pacific segment of the June 2005 Jones Lang LaSalle Hotels' publication "Global Hotel Management Agreement Trends" as well as coordinating Baker & McKenzie's global involvement in the 2008 update of this publication.

He acted for the purchaser in the Principal Hotel Portfolio (Sydney InterContinental, Hayman Island, Brisbane Sheraton and Melbourne Airport Hilton) which was awarded HICAP (Horwath Investment Conference Asia Pacific) "Asian Deal of the Year" in 2004 and the vendor of the W Hotel Sydney which won the award in 2006. Graeme also acts for TCC Land whose purchase of the Crowne Plaza, Kobe, Japan was a 2009 finalist.

He acted on the sale of the Park Hyatt Hotel, Sydney which achieved an Australian record per room sale price in December 2007.

Graeme is the editor of Baker & McKenzie's Hotels, Resorts & Tourism Newsletter which is published globally. The Newsletter has been published by popular hospitality industry related websites including ehotelier.com, Global Hotel Network and Hotel News Resource. He is also a regular speaker at annual hotel investment conferences held in Hong Kong, Singapore and Sydney.



**Richard Duncan**

Blackhorse Asset Management

Richard Duncan is the author of *The Dollar Crisis: Causes, Consequences, Cures* (John Wiley & Sons, 2003), an international bestseller that predicted the current global economic disaster with extraordinary accuracy. This widely acclaimed book has been translated into five languages. It climbed to #17 on Amazon's list of all bestselling books worldwide in June 2003. The updated paperback edition (2005) rose to #10 on Amazon in October 2005. His latest book is *The Corruption of Capitalism: A strategy to rebalance the global economy and restore sustainable growth*. It was published by CLSA Books in December 2009.

Since beginning his career as an equities analyst in Hong Kong in 1986, Richard has served as global head of investment strategy at ABN AMRO Asset Management in London, worked as a financial sector specialist for the World Bank in Washington D.C., and headed equity research departments for James Capel Securities and Salomon Brothers in Bangkok. He also worked as a consultant for the IMF in Thailand during the Asia Crisis. He is now chief economist at Blackhorse Asset Management in Singapore.

Richard has appeared frequently on CNBC, CNN, BBC and Bloomberg Television, as well as on BBC World Service Radio. He has published articles in *The Financial Times*, *The Far East Economic Review*, *FinanceAsia* and *CFO Asia*. He is also a well-known speaker whose audiences have included *The World Economic Forum's East Asia Economic Summit* in Singapore, *The EuroFinance Conference* in Copenhagen, *The Chief Financial Officers' Roundtable* in Shanghai, and *The World Knowledge Forum* in Seoul.

Richard studied literature and economics at Vanderbilt University (1983) and international finance at Babson College (1986); and, between the two, spent a year traveling around the world as a backpacker.



**Michael F. Glennie**

Fairmont Raffles Hotels International

Prior to joining the company in 2004, Mr. Glennie was President and CEO of Ripplewood Lodging and the Phoenix Resort companies, a hospitality business focused on acquiring and operating hotels in Japan. Prior to that, he was employed by Boca Resorts, Inc. as President of the Boca Raton Resort & Club, then Senior Vice President, Resort Operations. He has also held a variety of management positions with RockResorts and served as Manager of New York's Waldorf-Astoria.

In 1998, Mr. Glennie was named "Independent Hotelier of the World" by Hotels Magazine. He holds a Bachelor's degree in Hotel Administration from the University of Surrey in the United Kingdom.



**Robert V.R. Hecker**

Horwath HTL

Robert manages the Asia regional arm of Horwath HTL with offices in Tokyo, Beijing, Shanghai, Hong Kong, Bangkok, Kuala Lumpur, Singapore and Jakarta. Since his arrival in the region with Horwath in 1988, he has developed an extensive background and expertise in the region's developing hotel and tourism industries through his direct involvement in the planning and analysis of more than 400 projects located throughout the Asia Pacific Region.

Overall, he has over 30 years of experience including work in hotel operations with Pacific Plaza Hotels at various properties in northern California and conducting market and financial analyses for hotels, resorts, cruise ships, convention centers, conference centers and restaurants while with Laventhol and Horwath in San Francisco.

He is also a frequent speaker at industry-related conferences around the region and has published numerous research articles in regional industry publications.



**Andrew D.S. Heithersay**

LaSalle Investment Management

Andrew is an International Director and LaSalle's Head of Acquisitions, Asia Pacific (ex-Japan). He leads a team of investment professionals in Hong Kong, Singapore, Shanghai and Seoul.

Andrew is a founding member of LaSalle's Asia Pacific business that was established in 2000 and has over 19 years of experience in real estate, including 13 years based in Asia. Since joining the Firm in 1991, Andrew's roles have included Director of Jones Lang LaSalle Hotel's valuation and advisory division in Sydney and Jakarta, and Director of Sandalwood Hotel Investment Company (a joint venture between LaSalle and Host Marriott Corporation). Andrew's investment achievements at LaSalle include more than 20 acquisitions and dispositions in 6 different countries throughout Asia Pacific with a value of c. USD 3 billion.

Andrew has a MBA from Macquarie University Graduate School of Management, a Graduate Diploma in Applied Finance and Investment from the Securities Institute of Australia and a Bachelor of Business in Property from the University of South Australia. He has also completed studies in hotel investment and asset management at Cornell University, New York. Andrew is a Fellow of the Financial Services Institute of Australia and an Associate of the Australian Property Institute.



**Edmond Ip**

Kosmopolito Hotels International Ltd.

Mr. Edmond Ip has more than 35 years of continuous advancement and expertise in the hospitality business.

Prior to joining KHI, Mr. Ip held industry leadership roles including Chief Adviser, Chief Operating Officer and Managing Director of InterContinental Hotels Group; Executive Director of CDL Hotel International; Co-founder of Banyan Tree Hotels & Resorts and Vice President - Finance & Accounting of Hyatt International Corporation.

Mr. Ip built a strong presence for InterContinental, Crowne Plaza, Holiday Inn and Holiday Inn Express brands in China. Mr. Ip grew the company's distribution from 24 hotels in 2001 to more than 120 by 2009 with a pipeline of over 130 projects.

Mr. Ip nurtured the next generation of hospitality leaders and professionals by establishing the IHG Academy in 8 cities partnering with 22 tourism institutions and universities in China that provides a platform for students to be trained in the hotel industry within 3 years of formation. Presently, Mr. Ip is a Board Director of Ngee Ann Polytechnic School of Business and Accountancy, Singapore.

Mr. Ip is well recognized in the hospitality industry and received many industrial awards such as Top 10 Most Influential Figures by China Hotel Industry and China Ministry of Commerce; China Top Leaders 2008 by Corporate Research Foundation; Lifetime Achievement Award by HVS in 2007 and in the China Hotels Industry Leaders Summit 2008; Top 10 Figures of China Hotel Industry in 2005 and 2006; and Top 30 Most Influential People of China Hotel Industry in 2008 China Hotel Starlight Award.

Mr. Ip is actively involved in charity initiatives with *Make A Wish Foundation* for children with life threatening medical conditions and *Project Hope* which provides children in need with the opportunity for an education in China.



**Michael Issenberg**

Accor Asia Pacific

Michael Issenberg leads Accor Asia Pacific. Accor is Europe's leader in hotels and services with almost 4,000 properties in nearly 100 countries throughout the world. Accor serves travellers through its upscale brands Sofitel and Pullman, as well as its midscale Novotel, Mercure, and Suitehotel, and economy chains Ibis and All Seasons. In addition, it operates budget brands Motel 6 and Formule 1. Accor also operates or owns stakes in several hospitality and food service companies; its Accor Services unit provides outsourced benefits services to more than 370,000 corporate customers.

In February 2008, Mr Issenberg assumed his current position as Chairman and Chief Operating Officer, Accor Asia Pacific and joined the global executive committee. Based in the Asia Pacific headquarters in Singapore, he is responsible for overseeing the company's overall hospitality development and management activities. Mr Issenberg was previously Managing Director at Accor Asia Pacific, a position he had occupied since 2003. He played a pivotal role in the establishment and development of Accor Vacation Club, a point based timeshare business.

Mr. Issenberg joined Accor in 1994 from Mirvac Limited where he was Chief Executive Officer. Prior to that, he worked for Westin Hotels & Resorts, Laventhol and Horwath & Horwath Services Pty Limited and Merlin Properties in San Francisco and Sydney.

Mr Issenberg, 50, holds a degree in hotel administration from Cornell University, USA and is a Life-time Member of Tourism and Transport Forum in Australia.



**Rio Kondo**

Horwath HTL, Jakarta, Indonesia

Rio has 25 years of training and experience in the hotel, restaurant, serviced apartment and tourism industries including two years as a corporate marketing and information systems specialist at the head quarter of Hilton International. Through posts in Jakarta, Nusa Dua (Bali), Colombo (Sri Lanka), New York, Washington D.C., Newark (New Jersey) and Tokyo, Rio has been exposed to management of fine hotels with Hilton International, Hyatt International, Mandarin Oriental, Imperial of Tokyo and Accor. More recently, Rio was responsible as the Director of Operations for the development of the Ascott Jakarta condominium and serviced apartment project. He also served as a director at PT Procon Indah/Jones Lang LaSalle (Jones Lang Wootton then) International Property Consultants in Jakarta. His areas of specialty were Residential Sales and Leasing, and Office Leasing.

Since 1998, Rio has been representing Horwath HTL (Horwath Asia Pacific then) in Jakarta where he has focused on the marketing, business development and execution of market and financial feasibility studies, hotel operator search and negotiation, valuations, operational audits, portfolio reviews, strategic hotel asset management planning and hotel due diligence for acquisition in Jakarta, Bali, Yogyakarta and Bandung. Rio is an Indonesian national of Japanese descendant and fluent in Indonesian, English and Japanese.



**Eric J. Levy**

Pan Pacific Hotels Group

Based in Singapore, Eric leads Pan Pacific Hotels Group's global development efforts to expand the hotel portfolio for both the distinguished Pan Pacific and PARKROYAL brands. This includes acquisition efforts as well as expansion through management contracts.

Pan Pacific Hotels Group owns, manages and/or markets over 30 hotels, resorts and serviced suites across Asia and North America including those under development. It is a Singapore publicly-listed company and whilst being based in Singapore, has offices in San Francisco, Hong Kong and Tokyo.

Eric has over 30 years experience in hotel operations, development advisory and private equity, having previously established his own successful hospitality investment and advisory firms, Octagon Capital Partners and Tourism Solutions International. These firms have completed successful hotel investments in Asia and provided advisory services to a variety of international hotel companies. His past held positions include Director and Senior Partner of Horwath Asia Pacific and Executive Vice President of Colony Capital in Asia Pacific.



**Jonas F. Ogren**

STR Global

Based in Singapore, Jonas is responsible for the expansion of STR Global in Asia, bringing hotel benchmarking and industry statistics to new heights in the region. Prior to his current position at STR, he was part of Horwath HTL's team of hospitality consultants where his work included feasibility studies, valuations, master planning, and strategic brand expansion studies.

Before moving to Singapore, Jonas was based on the island of Saipan in the Commonwealth of the Northern Mariana Islands where he held the position of Managing Director of the Marianas Tourism Authority responsible for all marketing and destination management efforts. He was engaged in a wide variety of economic and tourism development initiatives in the region including a seat on the board of PATA.

With over 15 years of industry experience, including management positions in human resources, food & beverage, and sales & marketing, Jonas has developed a comprehensive background and extensive expertise in the region's hotel and tourism industries.



**Martin Rinck**  
Hilton Worldwide

Martin Rinck was appointed President - Asia Pacific, Hilton Worldwide in November 2008. He is responsible for the operations of 60 Hilton Worldwide branded hotels in 18 countries spanning from Mumbai to French Polynesia, and spearheads Hilton Worldwide's efforts to develop the company's future talent.

With plans to more than double the company's presence in Asia Pacific in the next three years, Martin will oversee Hilton Worldwide's expansion into the mid-market segment through its Hilton Garden Inn brand, and an enhanced offering in the luxury market through the arrival of Waldorf Astoria Hotels & Resorts, as well as continued growth for Conrad Hotels & Resorts and the upscale Hilton and Doubletree by Hilton brands.

Martin joined Hilton Worldwide from Carlson Hotels where he was President and Managing Director - Asia Pacific since 2007, based in Singapore. Martin was previously the Executive Vice President and Chief Development Officer for The Rezidor Hotel Group, where he drove significant growth of the group's hotel portfolio in Europe, the Middle East and Africa. Prior to this, he was CEO of Movenpick Gastronomy International based in Switzerland, responsible for 150 restaurants worldwide. His hotel industry experience also includes 10 years with the InterContinental Group in Europe and the US, and the Mandarin Oriental Hotel Group in Indonesia.

Born in Hamburg, Martin holds an MBA from Brunel University and attended Cornell University in New York. He is married with two daughters.



**Jan G. Smits**  
InterContinental Hotels Group

Jan is the Managing Director, Asia Australasia and has been with IHG for 8 years.

Jan started with IHG in 2002 as Regional General Manager - VIC/QLD/ACT/TNT directing operations and performance of hotels in Australasia.

In 2003, Jan was appointed as Regional Vice President of Operations - Australia and PNG working on reorganization. Besides being involved with various project teams and special committees, his primary contributions were in areas of settling the new HR structure, clustering various functions within Australia and the systemization of Food & Beverage for ANZSP.

Prior to joining IHG, Jan was Director of Operations with Rydges Hotels & Resorts looking after 40 hotels and has held various positions in Senior Management with Southern Pacific Hotel Corporation (SPHC) in Australia, South East Asia and South West Asia.



**Gregory M. Stuppler**  
Starwood Capital Group

Gregory Stuppler is a Managing Director of Starwood Capital Japan Operations, LLC ("Starwood Capital Japan") and oversees the acquisition and management of real estate assets in Japan.

Mr. Stuppler came to Starwood Capital Japan from APL Japan in 2004, where he was a Managing Director. APL Japan focused on distressed real estate opportunities. Prior to APL, Mr. Stuppler spent six years with Deutsche Bank's Real Estate Investment Banking Group (formerly Banker's Trust) based in New York and Hong Kong.

Mr. Stuppler received his MBA from the Harvard Business School and a Bachelors degree in Finance from the University of Michigan Ann Arbor.



## **Robert Williams**

Baker & McKenzie

Admitted as a solicitor in both England and Australia, Robert has worked on various acquisitions, disposals, joint ventures, public company transactions, commercial contracts, private equity deals, capital raisings and tax-driven reorganisations for both domestic and international clients.

Robert specialises in corporate/commercial work centred around the property industry, particularly in relation to hotels, resorts and tourism. As well as working on hotel and resort sales and acquisitions, Robert has developed significant experience on fractional ownership and timeshare schemes, and hotel management/operating agreements. Robert advises clients wanting to establish new shared ownership schemes (including in Australia under the managed investment scheme regime) as well as existing operators such as Group RCI. Robert has negotiated management agreements and advised on related structuring arrangements for property developers and owners, and on behalf of international hotel operators. He has dealt with leading hotel operators including Accor, InterContinental, Marriott, Pan Pacific, Raffles, Rosewood and Starwood. Robert's expertise helps his clients achieve real commercial gains.

Robert's high degree of exposure to hotel and tourism deals in the Asia Pacific region and elsewhere means that he is able to stay on the cutting edge of commercial and legal developments in the industry.



## **Yeoh Siew Hoon**

SHY Ventures

Yeoh Siew Hoon is the Editor-at-Large for SHY Ventures and Editor/Producer of WIT-Web In Travel. She created and manages the travel insider website [www.thetransitcafe.com](http://www.thetransitcafe.com), She also runs WIT-Web In Travel ([www.webintravel.com](http://www.webintravel.com)), Asia's leading travel distribution, marketing and technology conference, and the weekly WIT newsletter. In 2008, WIT was awarded the Most Innovative Marketing Initiative by the Singapore Tourism Board and in 2009, it was a finalist in two categories including Meeting of the Year.

Siew Hoon is also an established speaker and facilitator at travel industry conferences and workshops. She is also a published author, having written titles including "Truth, Lies & Other Stuff" and "Around Asia in 1 Hr: Tales of Condoms, Chillies & Curries".

In 2009, she published a children's book "The Adventures of Habibi, The Wise Turtle", for Shangri-La's Barr Al Jissah Resort & Spa, Oman, to promote environmental awareness and conservation of green turtles in the Oman area.