



CONFERENCE PROGRAMME

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SUNDAY 27 NOVEMBER 2016

18:00 – 19:00 REGISTRATION

19:00 – 21:00 NETWORKING RECEPTION HOSTED BY HIS EXCELLENCY MAITHRIPALA SIRISENA – PRESIDENT OF SRI LANKA AND SRI LANKA TOURISM CLUB



His Excellency Maithripala Sirisena - President of Sri Lanka and Dr. Prabath C. Ukkwatte, the Chairman of the Sri Lanka Tourism Club, are delighted to host the opening night networking reception at the Hilton Hotel Colombo, ahead of the first day of the conference. A perfect way to launch the conference, the cocktail party will provide a fantastic opportunity to meet with clients and colleagues, whilst enjoying fine food.

MONDAY 28 NOVEMBER 2016

08:30 – 09:15 REGISTRATION, MORNING COFFEE & PASTRIES IN THE EXHIBITION AREA

09:15 – 09:30 WELCOMING REMARKS & OFFICIAL OPENING



JONATHAN WORSLEY

Chairman and CEO, Bench Events; Board Director, STR Global

09:30 – 10:00 OPENING ADDRESS



HON. RANIL WICKRAMASINGHE

Prime Minister of Sri Lanka



HON. JOHN AMARATHUNGA

Minister of Tourism and Christian Religious Affairs of Sri Lanka

10:00 – 10:30 ADDRESS BY WTTC CHAIRMAN GERALD LAWLESS
FOLLOWED BY: AN INTERVIEW ON BUILDING A TOURISM DESTINATION

What can we learn from established tourism destinations? What strategies can be replicated from successful markets? What are some of the policy, process and infrastructure development do's and don't's?



MONITA RAJPAL

Independent Journalist

IN CONVERSATION WITH



GERALD LAWLESS

Chairman, World Travel & Tourism Council; Head of Tourism and Hospitality, Dubai Holding



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SUNDAY 27 NOVEMBER 2016

10:30 – 11:15

THE PRESIDENTIAL PERSPECTIVE

Industry leaders' views on the region's most attractive markets, what opportunities are coming online, and how they are overcoming the challenges of these emerging markets to grow their business.

**MANDEEP LAMBA**

Managing Director India, Hotels & Hospitality Group, JLL

IN CONVERSATION WITH

**PETER HENLEY**

President and CEO, ONYX Hospitality Group

**ANDREAS MATTMULLER**

Chief Operating Officer Middle East & South Asia, Mövenpick Hotels & Resorts

**RAJ RANA**

Chief Executive Officer, South Asia, Carlson Rezidor Hotel Group

**HANSEN ZHAO**

President of Dossen International, Dossen Hotel Group

11:15 – 11:45

COFFEE BREAK IN THE SPONSORS' EXHIBITION

11:45 – 12:15

INVESTMENT DESTINATION SNAPSHOT: AROUND EMERGING ASIA AND THE INDIAN OCEAN

Presentation by STR on pipeline and performance update on Sri Lanka and emerging Asian markets.

**JESPER PALMQVIST**

Area Director Asia Pacific, STR

12:15 – 13:15

INVESTOR SENTIMENT – INTERNATIONAL AND LOCAL PERSPECTIVE

Hear from active investors on their perception of the region. How can destinations such as Sri Lanka become more attractive to international investors? What are they looking for from government support and legislation? How are local Sri Lankan investors tackling the challenges of the market and what are their strategies going forward? Which local markets do they see most potential in?

MODERATOR

**MONITA RAJPAL**

Independent Journalist

INTERNATIONAL PERSPECTIVE

**RAHUL CHAUDHARY**

Executive Director, CG Corp Global and CG Hotels & Resorts

**ROMAN SCOTT**

Chairman, The Calamander Group

**ANAND SUNDARAM**

Chief Executive Officer, Colombo City Centre

SESSION CONTINUES ON NEXT PAGE



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LOCAL PERSPECTIVE



DEEPAL AHANGAMA

Director, Imperial World Resorts



REYHAN MORRIS

Director / CEO, Asia Leisure (Pvt.) Ltd



ROSHAN PERERA

Director / CEO, Laugfs Leisure Ltd

13:15 – 14:30

NETWORKING LUNCH

14:30 – 15:30

GOVERNMENT POLICIES

Government perspectives on investment environment. In what ways are governments assisting development in the region? What are the links between public and private sectors? Are Government policy moving in the right direction to help facilitate investment in the Hotel industry? What are the plans for infrastructure development into the sector?



MONITA RAJPAL

Independent Journalist

IN CONVERSATION WITH



HON. JOHN AMARATHUNGA

Minister of Tourism and Christian Religious Affairs of Sri Lanka



UPUL JAYASURIYA

Chairman, Board of Investment of Sri Lanka (BOI)



HON. RAVINDRA SANDRESH KARUNANAYAKE

Minister of Finance, Sri Lanka



DR. JAGATH MUNASINGHE

Chairman, Urban Development Authority (UDA)



SUDESH SUBRAMANIAM

Managing Director, Sri Lanka Tourism Development Authority (SLTDA)



PADDY WITHANA

Chairman, Sri Lanka Tourism Development Authority (SLTDA)



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MONDAY 28 NOVEMBER 2016

15:30 – 16:15

HOTEL MANAGEMENT AGREEMENTS

What Owners need to know about agreements when building a hotel for the first time. How to find the right brand for our product and how to structure the deal.

**MANDEEP LAMBA**

Managing Director India, Hotels & Hospitality Group, JLL

IN CONVERSATION WITH

**RANJIT BATRA**

President - Hospitality, Panshil Realty

**WILLIAM HARLEY-FLEMING**

Group Development Director, JA Resorts & Hotels

**DHRUVA RATHORE**

Vice President – Development, Indian Subcontinent, Hyatt Hotels & Resorts

**VIMAL SINGH**

Managing Director - South Asia, Golden Tulip Hotels & Resorts/Louvre Hotels Group

16:15 – 17:00

A CASE STUDY: THE DUSIT THANI SRI LANKA BEACHFRONT BALAPITIYA DEVELOPMENT

Sri Lanka's largest multi-purpose property development outside of Colombo. An insider's perspective on how the project came to fruition, from inception to execution. How will it be marketed to an international audience?

**BENJAMIN HIRASAWA**

Partner, Head of Hospitality Asia Pacific, Clyde & Co

IN CONVERSATION WITH

**PAUL DWYER**

Director, Indola Group Pvt Ltd

**RUSTOM VICKERS**

Vice President Development, Dusit International

**AJIT WIJESINGHE**

Director, Indola Group Pvt Ltd

17:00 – 18:00

SPEED BUSINESS CARD EXCHANGE

This fast-paced business card exchange is a popular ice breaker. It could be the most beneficial 60 minutes of networking you will ever do. Don't forget to bring lots of business cards!



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MONDAY 28 NOVEMBER 2016

19:00 – 22:00 NETWORKING RECEPTION AT CINNAMON GRAND COLOMBO

Join us at the end of the first day of the conference for a superb reception hosted by Honourable John Amarathunga Tourism Development Minister of Sri Lanka and Dr. Prabath C Ukkwatte, the Chairman of Sri Lanka Tourism Club, at the Cinnamon Grand Colombo. Spend an evening in a relaxed setting networking with existing contacts and making new ones.

TUESDAY 29 NOVEMBER 2016

08:30 – 09:15 MORNING COFFEE & PASTRIES IN THE SPONSORS' EXHIBITION

09:15 – 09:30 WELCOME BACK

09:30 – 09:45 AIR TRAVEL TRENDS IN ASIA

ForwardKeys will be presenting the latest insights on air travel, with special attention being paid to major source markets and how they have performed. ForwardKeys will also be sharing insights on the On The Book situation for Q1 2017.



JAMESON WONG

Director Business Development, APAC, ForwardKeys

09:45 – 10:30 INVESTING IN RESORT PROPERTIES

A case study on investment in the resort segment in the Indian Ocean. A look at key success factors, pitfalls to avoid, and the opportunities ahead for better owner returns.



NIHAT ERCAN

Executive Vice President, Investment Sales - Asia, Hotels & Hospitality Group, JLL

IN CONVERSATION WITH



PRADEEPTO K. BISWAS

Partner and Co-Founder, East India Capital Management



ARJUN DOSAJ

Managing Partner & CEO, Avista Asset Management



WILLIAM HARLEY-FLEMING

Group Development Director, JA Resorts & Hotels



SIMON HOPKINS

Chairman, East India Capital Management



SUNIMAL SENANAYAKE

Executive Vice President, John Keells Holdings



CONFERENCE PROGRAMME

TUESDAY 29 NOVEMBER 2016

10:30 – 11:00

AROUND THE REGION: INVESTMENT INITIATIVES IN EMERGING MARKETS

What are the similarities and differences between emerging markets in Asia Pacific and what experiences can they learn from each other? In what ways are they tackling the legal, financial, infrastructure and other challenges of their country in these transient times? A look at the key takeaways for governments and the private sector in developing hospitality and tourism in the region.

**FREDERIC GARNIER**

Vice President Development, Bespoke Hospitality Management Asia

IN CONVERSATION WITH

**MAURO GASPAROTTI**

Co-founder & Executive Director, Alternaty Co. Ltd.

**UDAY NARAIN**

Chief Operating Officer - Taj Asia Limited, The Indian Hotels Company Limited

**KEVIN WALLACE**

Managing Director - Asia Pacific, Dream Hotel Group

11:00 – 11:30

COFFEE BREAK IN THE SPONSORS' EXHIBITION

11:30 – 12:15

THE FINANCE OUTLOOK

Bankers' and financiers' views on project lending, country lending capacity and interest rates. What are their thoughts on Hotels as an asset class in the region today, and going forward? Which markets do they see as becoming the most/least attractive?

**RAVI ABEYSURIYA**

Group Director, Candor Holdings

IN A ONE-ON-ONE INTERVIEW WITH

**JONATHAN ALLES**

Managing Director & CEO, HNB Bank PLC

FOLLOWED BY A DISCUSSION WITH

**PRIYANKA COOREY**

Senior Investment Officer, International Finance Corporation

**SHARINI KULASINGHE**

Vice President, York Street Partners

**SHAHAN PIERIS**

Management Accountant



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TUESDAY 29 NOVEMBER 2016

12:15 – 12:30 NATURE-BASED TOURISM IN SRI LANKA

How can a destination utilise its natural assets to build a sustainable and lucrative tourism product? A look at the opportunities and threats when building a quality nature-based tourism destination. What is Sri Lanka doing to preserve its wildlife and biodiversity?



JONATHAN WORSLEY

Chairman and CEO, Bench Events; Board Director, STR Global

IN A ONE-ON-ONE CONVERSATION WITH



CHITRAL JAYATILAKE

Vice President, John Keells Holdings PLC

12:30 – 12:50 A COLOMBO CASE STUDY

A city mixed-use development. A look at the processes and procedures to execute an investment, how it was legally and financially structured.

PRESENTATION BY



ARUN PATHAK

Managing Director, Welcomhotels Lanka Private Limited

12:50 – 13:30 EFFECTIVE PROJECT MANAGEMENT

Best practice to manage your hotel development. What can be done to avoid delays and finish on time and on budget? How can governments support developers in ensuring the project is financially viable through the development process?



ANURAG MATHUR

CEO, Project & Development Services and Head – Emerging Business India, JLL

IN CONVERSATION WITH



HUSSEIN T. FAZLEABAS

Managing Director, Perigon Lanka



MEVAN GUNATILLEKE

Executive Director, Sanken Overseas Pvt Ltd



RENGY JOHN

Senior Vice President and Managing Director, Wilson Associates title

13:30 – 14:30 NETWORKING LUNCH

AHTIC 2016 CONCLUDES

Please note: the programme is subject to change

