



## WEDNESDAY, 16 NOVEMBER 2016

9:00am-8:00pm

### REGISTRATION & INFORMATION

11:50am-12:45pm

### PRE-CONFERENCE SESSION

#### QUICKCONNECT

Start HIFI off right, with some intense networking at always popular QuickConnect. At this special energetic feature at HIFI, you will be able to make contact with other delegates in a quick exchange of business cards.

Facilitators: **Shruti Khanna**, Development Specialist, MGM Hospitality  
**Arjun Singh**, Professor, Michigan State University

12:30pm-1:45pm

### OPENING NETWORKING LUNCH

1:45pm-4:15pm

### PLENARY SESSION

#### WELCOME

Speaker: **James E. Burba**, President, BHN

#### OUTLOOK FOR THE INDIAN HOTEL INDUSTRY

Speaker: **Vijay Thacker**, Director, Horwath HTL - India

#### OUTLOOK FOR BUSINESS & THE INDIAN ECONOMY

Moderator: **Manvi Sinha Dhillon**, Consulting Anchor, NDTV  
Panelists: **KVS Manian**, President - Corporate, Institutional & Investment Banking, Kotak Mahindra Bank Ltd.  
**Harshavardhan Neotia**, President, FICCI and Chairman, Ambuja Neotia Group

#### VIEW FROM THE BOARDROOM

Moderator: **Arun Saraf**, Managing Director, Juniper Hotels Pvt Ltd  
Panelists: **David Kong**, President and CEO, Best Western Hotels & Resorts  
**Sonica Malhotra**, Managing Director, MBD Steigenberger Hotels and Resorts  
**Vikramjit Singh Oberoi**, Managing Director & CEO, The Oberoi Group  
**Ravi Raheja**, Group President, K Raheja Corp  
**Rakesh Sarna**, Managing Director & CEO, Taj Hotels Resorts & Palaces

4:15pm-5:00pm

### NETWORKING BREAK

4:20pm-4:40pm

### INVESTMENT OPPORTUNITIES IN AL MARJAN ISLAND

Speaker: **Abdullah Al Abdooli**, Managing Director, Al Marjan Island

5:00pm-6:00pm

### BREAKOUT SESSIONS

#### SESSION 01

#### OWNERS TRACK: EFFECTIVE ASSET MANAGEMENT – MAXIMIZING VALUE

Moderator: **Mandeep S. Lamba**, Managing Director - Hotels & Hospitality Group, JLL  
Panelists: **Neeraj Govil**, Market Vice President – South Asia, Marriott International  
**Rajiv Kaul**, President, Hotel Leelaventure Ltd  
**Rattan Keswani**, Deputy Managing Director, Lemon Tree Hotels  
**Shwetank Singh**, VP - Development & Asset Management, Interlobe Hotels Pvt Ltd

#### SESSION 02

#### DEVELOPERS TRACK: MIXED-USE PROJECTS – HOW CAN 1+1 EQUAL 3?

Moderator: **Kartick Maheshwari**, Partner, Khaitan & Co  
Panelists: **Omer Bin Jung**, Managing Director - Hospitality, Prestige Group  
**Dhruva Rathore**, Vice President - Development, Hyatt Hotels and Resorts  
**Kaushik Vardharajan**, Vice President - Development, India, Hilton  
**Vineet Verma**, Executive Director, Brigade Hospitality

#### SESSION 03

#### TECHNOLOGY TRACK: OTAs & THE EXPLOSION OF ONLINE DISTRIBUTION CHANNELS

Moderator: **Avijit Arya**, Chief Mogul, Internet Moguls  
Panelists: **Atul Jain**, Chief Operating Officer, Best Western Hotels & Resorts  
**Abhishek Logani**, Vice President and Business Head - Online Hotels, MakeMyTrip  
**Darshana Shirodkar**, Director - Market Management, Expedia Inc.  
**Amit Taneja**, Chief Revenue Officer, Cleartrip Private Ltd.

6:00pm-8:00pm

### GALA NETWORKING RECEPTION

A spectacular opening reception, hosted by Marriott International and the JW Marriott Hotel Mumbai Sahar. This opening day reception is an excellent opportunity for delegates to meet, mingle, conduct business, and enjoy the gracious hospitality of our host.

Hosted by:





## THURSDAY, 17 NOVEMBER 2016

**7:30am-8:30pm**      **REGISTRATION & INFORMATION**

**8:00am-9:00am**      **CONTINENTAL BREAKFAST**

**9:00am-11:00am**      **PLENARY SESSION**

Speaker:      **WELCOME BACK**  
**James E. Burba**, President, BHN

Speaker:      **INTERNATIONAL HOTEL INDUSTRY PERFORMANCE**  
**Jesper Palmqvist**, Area Director Asia Pacific, STR

Speaker:      **GLOBAL OUTLOOK ON TRAVEL & TOURISM**  
**David Scowsill**, President & CEO, World Travel & Tourism Council (WTTC)

Presenter:      **HIFI DEAL OF THE YEAR AWARDS**  
**Uttam Davé**, Managing Partner, Atmanya Projects LLP

- Development of the Year Award (Budget & Mid-Price)
- Development of the Year Award (First Class & Upper Mid-Scale)
- Development of the Year Award (Luxury & Upscale)

Moderator:      **VIEW FROM THE BOARDROOM**  
**Vijay Thacker**, Director, Horwath HTL - India

Panelists:      **Navneet Bali**, Chairman, MEININGER Hotels  
**Dipak Haksar**, CEO, ITC Hotels  
**S.P. Jain**, Managing Director, Pride Hotels Ltd  
**Thorsten Kirschke**, President, Asia Pacific, Carlson Rezidor Hotel Group

**11:00am-11:30am**      **NETWORKING BREAK**

**11:05am-11:25am**      **INVESTMENT OPPORTUNITIES IN MAHARASHTRA**  
Speaker:      **Valsa Nair Singh**, Principal Secretary, Tourism & Cultural Affairs, Government of Maharashtra

**11:15am-12:10pm**      **BREAKOUT SESSION**

**SESSION 04**      **OWNERS TRACK: INVESTMENT STRATEGIES & OPTIONS – ACQUIRING, RENOVATING, & REFLAGGING**

Moderator:      **Sheldon Santwan**, Editor & COO, *Hospitality Biz*

Panelists:      **Suresh Kumar**, Managing Director, Fortune Park Hotels Ltd.  
**Cheryl Netto**, Managing Director, JM Financial  
**Dilip Puri**, Managing Director, India and RVP, South Asia, Marriott International

**11:30am-12:30pm**      **BREAKOUT SESSIONS**

**SESSION 05**      **DEVELOPERS TRACK: BRAND/OPERATOR SELECTION & NEGOTIATION**

Moderator:      **Premal M. Zaveri**, Associate Director, CBRE South Asia Pvt Ltd

Panelists:      **Ranjit Batra**, President - Hospitality, Panchshil Realty  
**Sudip Mullick**, Partner, Khaitan & Co  
**Zubin Saxena**, Vice President Development, Carlson Rezidor Hotel Group  
**Sujain Talwar**, Partner, Economic Laws Practice

**SESSION 06**      **TECHNOLOGY TRACK: USING MOBILE TECHNOLOGY TO ENHANCE YOUR BOTTOM LINE**

Moderator:      **Himanshu Periwal**, Vice President - Growth, ixigo

Panelists:      **Amit Aggarwal**, Product Management & Tech Solutions - Enterprise Business, Samsung India Electronics  
**Vikas Bhola**, Regional Manager - South Asia, Booking.com  
**Prasad Iyer**, AVP - eCommerce & Digital Services, Taj Hotels Resorts & Palaces  
**Manish Tolani**, Area Director - Sales & Marketing, Marriott Hotels India Pvt

**12:30pm-2:30pm**      **LUNCH & SPECIAL PRESENTATIONS**

Moderator:      **YOUTH CAREER INITIATIVE – AN UPDATE ON PROGRESS TO-DATE**  
**Santosh Bhuvad**, YCI Partnerships Manager, Business in the Community

Panelists:      **Saeid Heidari**, General Manager, JW Marriott Hotel Mumbai Sahar  
**Pooja Kawale**, Guest Service Associate, JW Marriott Hotel Mumbai Sahar and YCI Graduate (2015)  
**Manisha Rokade**, Guest Relations Associate, Renaissance Mumbai and YCI Graduate (2012)  
**Raghu Sapra**, General Manager, Hilton Mumbai



**THURSDAY, 17 NOVEMBER 201**

**RISEING STAR AWARD SOUTH ASIA**

The Rising Star Award South Asia, created by ISHC in conjunction with HIFI, is presented to a candidate 35 years of age or younger, currently working in investment and/or development in the hotel industry, and living and working in the Indian subcontinent region.

Presenter: **Arjun Singh**, Director, Board of Directors, ISHC and Professor, Michigan State University  
Recipient: **Amruda Nair**, Joint Managing Director & CEO, Aiana Hotels & Resorts

**SPECIAL PRESENTATION BY INVEST INDIA**

Speaker: **Chandrima Sinha**, Vice President, Invest India

**2:30pm-3:00pm NETWORKING BREAK**

**2:35pm-2:55pm INVESTMENT OPPORTUNITIES IN GOA**  
Speaker: **Nikhil Umakant Desai**, Managing Director, Goa Tourism Development Corporation Ltd.

**3:00pm-4:00pm BREAKOUT SESSIONS**

**SESSION 07**

**OWNERS TRACK: RESORTS – OPTIMIZING ROI**  
Moderator: **Robin Rossmann**, Managing Director, STR  
Panelists: **Kapil Bagla**, Director & CEO, Adlabs Entertainment Ltd  
**Lakshyaraj Singh Mewar**, Executive Director, Historic Resort Hotels Pvt. Ltd.  
**Sameer Nayar**, EVP Strategic Development, The Oberoi Group  
**Jacob Purackal**, Director - Development, Hilton  
**Lokesh Sabharwal**, Vice President - Development, South Asia, AccorHotels

**SESSION 08**

**DEVELOPERS TRACK: EFFECTIVE DEVELOPMENT – BEST PRACTICES**  
Moderator: **Rushabh R. Shah**, COO, Horwath HTL - India  
Panelists: **Vijay Dewan**, Managing Director, The Park Hotels  
**Anika Gupta**, Director - Development Eurasia, Wyndham Hotel Group  
**Rohit Hans**, Director of Development, Hyatt Hotels and Resorts  
**Kashyap Shah**, General Manager, Unique Mercantile

**4:00pm-5:15pm CLOSING PLENARY SESSION**

**HIFI AATITHYA RATNA AWARD**

Translated from Hindi to English, the Aatithya Ratna Award means the 'Gem of Hospitality' Award. This recipient exemplifies the spirit of hospitality and has made extraordinary efforts for Indian tourism.

Recipient: **K.B. Kachru**, Chairman Emeritus and Principal Advisor, South Asia, Carlson Rezidor Hotel Group

**BOARDROOM CHALLENGES – BRANDS & OWNERS TACKLING THE TOUGH ISSUES**

Topic A: **HOW DOES AN ECONOMY OR BUDGET HOTEL STACK UP AS PART OF A MIXED-USE ENVIRONMENT?**

Speakers: **Kamal Kapoor**, Managing Director, Endure Realty Pvt Ltd  
**Balvinder Sahrawat**, Vice President - Formule1 India, AccorHotels

Topic B: **HOW DO YOU BUILD HOTELS TO OPTIMIZE RETURNS?**

Speakers: **Nishant Gupta**, Director, KPDK Buildtech Pvt. Ltd.  
**Ron Pohl**, Senior Vice President, Best Western Hotels & Resorts

Topic C: **HOW DO YOU MEET YOUR OWNER'S EXPECTATIONS, WHILE STILL ADHERING TO BRAND STANDARDS?**

Speakers: **Raj Rana**, CEO - South Asia, Carlson Rezidor Hotel Group  
**Nikhil Vahi**, Senior Vice President, Operations & Development, D.S. Hotels & Resorts

Topic D: **HOW DO YOU MAKE MONEY & MAXIMIZE YOUR PROFITS?**

Speakers: **Varun Saraf**, Managing Director, Chartered Hotels  
**Kurt Straub**, VP Operations - India, Hyatt India Consultancy

Topic E: **HOW DO YOU ENGAGE OWNERS WITHOUT HAVING TOO MUCH INTERFERENCE?**

Speakers: **Neeraj Govil**, Market Vice President - South Asia, Marriott International  
**Sanjay Sethi**, Managing Director & CEO, Chalet Hotels Pvt. Ltd.

Topic F: **HOW DO YOU REDUCE PAYBACK TIME ON YOUR INVESTMENT?**

Speakers: **Sonica Malhotra**, Managing Director, MBD Steigenberger Hotels and Resorts  
**Abhishek Bhaskar**, Manager, Development and Planning, Deutsche Hospitality

Topic G: **HOW DO BRANDS & OWNERS WORK IN A PARTNERSHIP EFFECTIVELY?**

Speakers: **Rajesh Nagpal**, Joint Managing Director, PIEM Hotels Ltd.  
**Suma Venkatesh**, SVP - Real Estate & Development, Taj Hotels Resorts & Palaces



## CLOSING REMARKS

Speaker: **James E. Burba**, President, BHN

**THURSDAY, 17 NOVEMBER 2016**

**6:00pm-8:30pm**

### CLOSING NETWORKING RECEPTION

The second day concludes with a gala reception hosted by Hyatt Hotels and Resorts. HIFI delegates will be able to continue networking and deal making. Bus transportation will be provided from the JW Marriott Hotel Mumbai Sahar.

Hosted by:



### ABOUT THE HOSTS



BHN is the worldwide leader in developing and organizing conferences for the hotel and tourism investment community. With almost three decades of experience, nearly 130 events completed to-date, and almost 90,000 international delegates, BHN conferences have become "must attend" events for industry leaders who come together to network, conduct business, and to learn about the latest trends. BHN events include: the Americas Lodging

Investment Summit (ALIS) in Los Angeles; ALIS Law in Los Angeles; ALIS Summer Update; Alternative Ownership Conference Asia Pacific (AOCAP) in Singapore; Caribbean Hotel & Resort Investment Summit (CHRIS) in Miami; Hotel Investment Conference Asia Pacific (HICAP) in Hong Kong; HICAP UPDATE in Singapore; Hotel Investment Forum India (HIFI) in Mumbai; Hotel Opportunities Latin America (HOLA) conference in Miami; and Hotel Investment Conference Europe (Hot.E) in London. The BHN website at [www.Burba.com](http://www.Burba.com) is the gateway for information about the conferences BHN produces, as well as a direct link to important players in the hospitality investment world.



Horwath HTL (Hotels Tourism and Leisure) is one of the world's pre-eminent consulting specialists in the Hotel, tourism and leisure industries, providing unequalled experience and expertise for client projects around the world through a combination of detailed local knowledge and international understanding. Horwath HTL is currently the world's largest consulting organisation specialised in hospitality, with over 45 offices in 39 countries. Horwath HTL is a

member of Crowe Horwath International, a professional association of accounting and management consulting firms founded in New York in 1915. Crowe Horwath International is currently ranked among the top ten international professional service groups with offices in over 600 cities in 124 countries.

### PROGRAM PLANNING COMMITTEE

**Mansoor Adil**, Sarovar Hotels  
**Chandragupta Amritkar**, *Global Destinations*  
**Deepika Arora**, Wyndham Hotel Group  
**Jasmita Banga**, STR  
**Uttam Davé**, Atmanya Projects LLP  
**Kamal Gill**, GIC Pvt Ltd  
**Neeraj Govil**, Marriott International  
**Atul Jain**, Best Western Hotels & Resorts  
**Naveen Jain**, Duet India Hotels  
**Sudeep Jain**, Starwood Hotels & Resorts  
**Shruti Khanna**, MGM Hospitality  
**Shobhit Khattri**, IHG

**Michel Koopman**, The Leela Ambience Gurgaon  
**Cyrus Madan**, Lemon Tree Hotels  
**Dennie Matthews**, AHLEI  
**Anupam Narayan**, Rockwood Associates LLC  
**Kanchan Nath**, DDP Publications  
**Sameer Patil**, Traveltechie.com  
**Dhruva Rathore**, Hyatt Hotels and Resorts  
**Balvinder Sahrawat**, AccorHotels  
**Zubin Saxena**, Carlson Rezidor Hotel Group  
**Rushabh Shah**, Horwath HTL - India  
**Suma Venkatesh**, Taj Hotels Resorts & Palaces  
**Vineet Verma**, Brigade Hospitality

### DEAL OF THE YEAR AWARDS COMMITTEE

**Uttam Davé**, Atmanya Projects LLP (Chair)  
**Mandeep S. Lamba**, JLL  
**Anupam Narayan**, Rockwood Associates LLC

**Jesper Palmqvist**, STR  
**Arjun Singh**, Michigan State University

### RISING STAR AWARD JUDGING PANEL

**Kapil Chopra**, The Oberoi Group  
**Peter Fulton**, Hyatt Hotels and Resorts  
**Pascal Gauvin**, IHG  
**Naveen Jain**, Duet India Hotels  
**Rajiv Kaul**, Leelaventure Ltd  
**Rattan Keswani**, Lemon Tree Hotels  
**Thorsten Kirschke**, Carlson Rezidor Hotel Group  
**David Kong**, Best Western Hotels & Resorts

**Suresh Kumar**, Fortune Park Hotels Limited  
**Rajeev Menon**, Marriott International  
**H.P. Rama**, JHM Hotels  
**Martin Rinck**, Hilton  
**Barry Robinson**, Wyndham Vacation Resorts  
**Sanjay Sethi**, Chalet Hotels Pvt. Ltd.  
**J.B. Singh**, Interglobe Hotels Pvt Ltd