



WEDNESDAY, JANUARY 11, 2012

- 2:00pm - 9:00pm** **REGISTRATION and INFORMATION**
- 2:30pm - 6:00pm** **SPECIAL PRE-CONFERENCE SESSIONS**
- 2:30pm - 4:30pm** **MASTER CLASS: UNDERSTANDING HOW SHARED OWNERSHIP WORKS AND HOW IT CAN BE INTEGRATED INTO HOTEL/RESORT DEVELOPMENTS TO MAXIMIZE REVENUE**
 Presented By: RCI
This Master Class is a pre-HIFI event and is by invitation to registered delegates only. Seating is limited and must be reserved in advance.
 Panelists: **Gordon Gurnik**, *President, RCI*
Sean Lowe, *Managing Director, RCI Europe, Middle East, Africa and India*
- 5:00pm - 6:00pm** **QUICKCONNECT**
 Start HIFI off right, with some intense networking at *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. Bring lots of business cards and your 'voice' to *QuickConnect*.
- 6:30pm - 9:00pm** **GALA OPENING RECEPTION**
 Hosted by Marriott International



THURSDAY, JANUARY 12, 2012

- 7:00am - 5:30pm** **REGISTRATION and INFORMATION**
- 8:00am - 9:00am** **CONTINENTAL BREAKFAST**
- 9:00am - 11:15am** **PLENARY SESSIONS**
- 9:00am - 9:10am** **WELCOME AND OPENING REMARKS**
 Presenter: **James E. Burba**, *President, BHN*
- 9:10am - 9:20am** **OUTLOOK FOR THE INDIAN HOTEL MARKET**
 Presenter: **Vijay P. Thacker**, *Director, Horwath HTL - India*
- 9:20am - 10:00am** **KEYNOTE ADDRESS**
 Opening Keynote Address from One of Asia's Most Insightful Political Analysts
 Presenter: **Robert C. Broadfoot**, *Managing Director, Political & Economic Risk Consultancy, Ltd.*
- 10:00am - 11:15am** **GLOBAL LEADERS OUTLOOK**
 Moderator: **Manvi Sinha Dhillon**, *Managing Editor, NDTV Profit, NDTV*
 Panelists: **Raymond N. Bickson**, *Managing Director & CEO, Taj Resorts Hotels & Palaces*
Ian R. Carter, *President - Global Operations, Hilton Worldwide*
Simon F. Cooper, *President & Managing Director, Asia Pacific, Marriott International, Inc.*
Eric Danziger, *President & CEO, Wyndham Hotel Group*
Steve Haggerty, *Global Head, Real Estate and Development, Hyatt Hotels Corporation*
Vasant Prabhu, *Vice Chairman & CFO, Starwood Hotels & Resorts*
- 11:15am - 11:45am** **NETWORKING BREAK**



Robert C. Broadfoot



Manvi Dhillon



THURSDAY, JANUARY 12, 2012

11:45am - 1:00pm CONCURRENT BREAKOUT SESSIONS

SESSION 01 SOLVING THE "BUDGET DEFICIT" - STRATEGIES AND ISSUES FOR THE BUDGET HOTEL SECTOR

Moderator: **Kaushik Vardharajan**, *Managing Director, HVS Global Hospitality Services - India*
 Panelists: **Pushendra R. Bansal**, *CMD, Lords Inn Hotels & Developers Ltd*
Gaurav Bhushan, *Chief Development & Investment Officer, Accor Asia Pacific*
Ashish Jakhanwala, *Managing Director & CEO, SAMHI Hotels Pvt. Ltd.*
Aly Shariff, *Managing Director, Premier Inn India*
Rajiv Sharma, *V.P. Development, South West Asia, IHG*

SESSION 02 DOES THE HEART LIE IN THE STOMACH? - RELEVANCE OF F&B AND BANQUETING AS A REVENUE SOURCE AND DEMAND GENERATOR

Moderator: **Homi S. Aibara**, *Partner, Mahajan & Aibara*
 Panelists: **Anil Chadha**, *Area & General Manager, ITC Hotels*
Biswajit Chakraborty, *General Manager, The Leela Mumbai*
Thomas Guss, *General Manager, JW Marriott Mumbai*
Cherif Hosny, *Senior Vice President Development, Middle East, Africa and South Asia, Jumeirah Group*
Sunjae Sharma, *General Manager, Hyatt Regency Chennai*

11:45am - 12:25pm

SESSION 03 WORKSHOP: HOW TO TRANSACT A HOTEL

Leaders: **Roger Griffin**, *President, HTL Capital Advisors Int.*
Tom Oakden, *Executive Vice President, Investment Sales, Jones Lang LaSalle Hotels*
Sachin Shah, *Managing Partner, Samsara Capital*

12:35pm - 1:15pm

SESSION 04 WORKSHOP: HOW TO DELIVER 1ST CLASS (++) VALUE AT HOTELS AND RESORTS

Leaders: **Kapil Chopra**, *Senior Vice President, Oberoi Hotels & Resorts*
Dhruva Rathore, *Vice President Development, Hyatt Hotels & Resorts*
Christopher Wong, *VP, Development Asia Pacific, Four Seasons Hotels*

1:00pm - 1:15pm

BREAK

1:15pm - 3:15pm

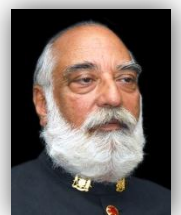
LUNCH and HIFI HALL OF FAME AWARD



HIFI HALL OF FAME AWARD

The HIFI Hall of Fame Award is presented to an individual in the hospitality industry who exemplifies outstanding business practices, leadership, and achievements, both professionally and personally.

Presenter: **James E. Burba**, *President, BHN*
 Recipient: **Shriji Arvind Singh Mewar of Udaipur**, *Chairman and Managing Director, HRH Group of Hotels*



Shriji Arvind Singh Mewar of Udaipur

KEYNOTE ADDRESS

Presenter: **Kamal Nath**, *Minister of Urban Development, Government of India*



Kamal Nath

3:15pm - 3:45pm

NETWORKING BREAK

3:45pm - 5:15pm

CONCURRENT BREAKOUT SESSIONS

4:00pm - 5:15pm

SESSION 05 RAISING EQUITY AND DEBT FOR HOTELS

Moderator: **Sudeep Jain**, *Executive Vice President, India, Jones Lang LaSalle Hotels*
 Panelists: **Navneet Bali**, *Chief Investment Officer, Duet India Hotels*
Feisal Jaffer, *Senior Director, Pacifica Partners*
Punit Malik, *President & Managing Director, Corporate Finance, YES BANK LIMITED*
Chandrakant "CK" I. Patel, *President, BVM Holdings*
Milind Patel, *Deputy Managing Director, IL&FS Financial Services*



THURSDAY, JANUARY 12, 2012

3:45pm - 5:00pm

SESSION 06

Moderator:

Panelists:

MARKET OPPORTUNITIES IN INDIA

Elizabeth Randall, *Managing Director, STR Global*

Navjit Ahluwalia, *Senior Vice President, Marriott International*

Andrew Clough, *SVP Development - Middle East & Asia Pacific, Hilton Worldwide*

K.B. Kachru, *Executive Vice President - South Asia, Carlson Hotels, Asia Pacific*

Paul Logan, *Senior Vice President Development, Asia, Middle East & Africa, IHG*

Suma Venkatesh, *Director - Development, Indian Hotels Company Ltd*

3:45pm - 5:00pm

SESSION 07

Moderator:

Panelists:

UNLOCKING LAND VALUES

Ajay Bakaya, *Executive Director, Sarovar Hotels Pvt. Ltd.*

Gregg Anderson, *Global Vice President, The Registry Collection*

Uttam Davé, *President & CEO, InterGlobe Hotels Pvt. Ltd.*

Gautam Raj, *EVP - Strategic Development, Oberoi Hotels & Resorts*

Serena Rakhlin, *Vice President, Strategic Planning/Hotel Business Development, Trump Organization*

Arun Kumar Saraf, *Managing Director, Juniper Hotels Pvt. Ltd.*

3:45pm - 4:25pm

SESSION 08

Leaders:

WORKSHOP: HOW TO NAVIGATE DEVELOPMENT HURDLES

Chander K. Baljee, *Chairman & Managing Director, Royal Orchid Hotels Ltd*

Param Kannampilly, *Chairman & Managing Director, Concept Hospitality*

Kumar Sitaraman, *Chairman & CEO, Auromatrix Holdings*

6:30pm - 9:00pm

NETWORKING RECEPTION

The second day concludes with a gala reception at the Hyatt Regency where HIFI delegates will be able to continue networking and deal making. Bus transportation is provided round trip from the Renaissance Mumbai Convention Centre Hotel.

HYATT REGENCY MUMBAI



FRIDAY, JANUARY 13, 2012

7:30am - 3:00pm

REGISTRATION and INFORMATION

8:00am - 9:00am

CONTINENTAL BREAKFAST

9:00am - 11:45am

PLENARY SESSIONS

9:00am - 9:15am

WELCOME BACK

Presenter:

James E. Burba, *President, BHN*

9:15am - 9:45am

"FOUR R'S" IN A GAME CHANGER

Co-Hosts:

James E. Burba & Vijay P. Thacker

Participants:

Rajiv Kaul
Rattan Keswani
Rajeev Menon
Ratnesh Verma

9:45am - 10:00am

AATITHYA RATNA AWARD

Presenter:

Vijay P. Thacker, *Director, Horwath HTL - India*

Recipient:

Priya Paul, *Chairperson, Apeejay Surrendra Park Hotels*

10:00am - 10:15am

GLOBAL OUTLOOK ON TRAVEL & TOURISM WITH A FOCUS ON INDIA

Presenter:

David Scowsill, *President & CEO, World Travel & Tourism Council (WTTC)*



Priya Paul



FRIDAY, JANUARY 13, 2012

- 10:15am - 11:15am** **A WORLD VIEW OF INDIA**
 Moderator: **Vijay P. Thacker**, *Director*, Horwath HTL - India
 Panelists: **Jim Abrahamson**, *Chief Executive Officer*, Interstate Hotels
Geoffrey Ballotti, *Chief Executive Officer*, RCI
Simon Barlow, *President, Asia Pacific*, Carlson Hotels Pty Ltd
Robert Gaymer-Jones, *Chief Executive Officer*, Soluxury HMC - Sofitel Worldwide
Gerald Lawless, *Executive Chairman*, Jumeirah Group
- 11:15am - 11:45am** **HIFI DEAL OF THE YEAR AWARDS**
 Presenter: **P.R. Srinivas**, *Industry Lead - THL*, Deloitte Touche Tohmatsu India
 Development Of The Year Award (over ₹ 2 billion)
 Development Of The Year Award (under ₹ 2 billion)
- 11:45am - 12:15pm** **NETWORKING BREAK**
- 12:15pm - 1:15pm** **CONCURRENT BREAKOUT SESSIONS**
- SESSION 09** **BRANDS AND MANAGEMENT COMPANIES - SELECTION AND CONTRACT ISSUES**
 Moderator: **Rhonda Hare**, *Partner*, Blake Dawson
 Panelists: **Rishi Kapoor**, *Vice President of Development*, MGM Hospitality
Lokesh Sabharwal, *Vice President - Development*, India, Nepal, Bangladesh & Sri Lanka, Accor
Subodh Sadana, *Partner*, Seth Dua and Associates
Mihir M. Thacker, *Chief Executive Officer*, MPG Real Estate
- SESSION 10** **MID-MARKET POWER - THE FUTURE CORE FOR INDIAN HOSPITALITY**
 Moderator: **Akshay H. Kulkarni**, *Executive Director*, Cushman & Wakefield (I)
 Leaders: **Rahul Pandit**, *President & Chief Operating Officer*, The Lemon Tree Hotel Company
Vilas Pawar, *Chief Executive Officer*, Choice Hotels India
Rajesh Aroom Punjabi, *Vice President Development - India*, Hilton Worldwide
Sanjay Sethi, *Managing Director & CEO*, Berggruen Hotels Pvt. Ltd
- SESSION 11** **WORKSHOP: HOW TO FINANCE A HOTEL**
 Leaders: **Anuj Bhargava**, *General Manager*, ICICI Bank
Naveen Jain, *President*, Duet India Hotels Pvt Ltd
Hemant D. Patel, *Chairman*, AAHOA
Rushabh R. Shah, *Associate Director*, Horwath HTL - India
- 1:15pm - 3:00pm** **CLOSING LUNCH**
- 3:00pm** **HIFI ADJOURNS**



ABOUT THE HOSTS



With more than two decades of experience, over 90 events completed or in production to-date, and more than 66,000 international delegates, BHN is the worldwide leader in developing and organizing conferences for the hotel and tourism investment community. 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; the ALIS Summer Update in Dallas; the Caribbean Hotel & Resort Investment Summit (CHRIS) in Miami; the Hotel Investment Conference Asia Pacific (HICAP) in Hong Kong; HICAP UPDATE in Singapore; the Hotel Investment Forum India (HIFI) in Mumbai, the Hotel Opportunities Latin America (HOLA) conference in Miami; and the Hotel Investment Conference Europe (Hot.E) in London. The BHN website at 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 is the world's largest hotel industry specialized consulting organization, currently with 50 offices in 39 countries. In the Asia Pacific region, Horwath HTL has been involved with over 2,000 projects in all phases of the property lifecycle for clients ranging from individually owned businesses to the world's most prominent hotel companies, developers, lenders, investors, and industrial corporations. Within Asia Pacific, Horwath HTL currently operates out of regional offices in Tokyo, Beijing, Shanghai, Hong Kong, Singapore, Jakarta, Kuala Lumpur, Mumbai, Sydney, and Auckland.

PROGRAM PLANNING COMMITTEE

Raymond N. Bickson, Taj Resorts Hotels & Palaces
James E. Burba, BHN
Abhijit Das, Hilton Worldwide
Michelle Finn, Finn Media Group LLC
Robert Harp, GlobalHotelNetwork.com
Kevin W. Holt, intelliMeet
Sudeep Jain, Jones Lang LaSalle Hotels
Nikhil Manchharam, Starwood Asia Pacific Hotels & Resorts
Pat Martin, BHN
Sameer Patil, Traveltechie.com
Gautam Raj, Oberoi Hotels & Resorts
Dhruva Rathore, Hyatt Hotels & Resorts

Lokesh Sabharwal, Accor
Gunjan Sabikhi, *TravTalk* (Durga Dass Publications)
Shivali Sharma, Choice Hotels International, Inc.
Radhika Shastry, RCI
KV Simon, American Hotel & Lodging Education Institute
A. J. Singh, The School of Hospitality Business at Michigan State University
Reema Sisodia, The Indian Express Ltd.
P.R. Srinivas, Deloitte Touche Tohmatsu India
Vijay P. Thacker, Horwath HTL - India
Jonathon S. Zink, BHN

AWARDS COMMITTEE

Sudeep Jain, Jones Lang LaSalle Hotels
Vikram Madhok, Abercrombie & Kent India Pvt. Ltd.

Sunil Mathur, BridgeStreet Worldwide
P.R. Srinivas, Deloitte Touche Tohmatsu India