

# VHBIC 2018

9<sup>th</sup> May

at

**Rex Hotel Saigon**

141 Nguyen Hue Blvd, Dist., 1  
HCMC

Following its successful launch 2017, Vietnam Hotel Association organise VHBIC 2018 - the country's largest conference dedicated to exploring investment opportunities as well as addressing operational and management issues in the burgeoning Vietnamese hospitality sector.

## Organizer



# VIETNAM HOTEL BUSINESS & INVESTMENT CONFERENCE 9<sup>th</sup> MAY 2018



Contact us: [sec@vietnamhotel.org.vn](mailto:sec@vietnamhotel.org.vn) / +84 24 3718 6334

## VHBIC 2018

VHBIC 2018 aims to be even bigger and better, bringing together over **350 business leaders** and of the hospitality ecosystem in Vietnam – from the **hotel owners, developers, investors** and **Hotel GMs** to the **architects, designers, consultants** and many more - to once gain, discuss the most pertinent issues relating to investing in and running a hotel business in Vietnam.



## Who will attend?

Vietnam	80 %
Singapore	5%
Thailand	5%
South Korea	2%
China / Hongkong	5%
Other	3%

## By Profile

Hotel management companies	10%
Hotel Owners	15%
Developers	8%
Hotel Operations Executives	25%
Architects/ Designers	4%
Legal / Consultancies	10%
Technology providers	2%
Fittings and Suppliers	5%
Government and Related Authorities	7%
Media partner/Press	8%
Other	6%

# VIETNAM

## HOTEL BUSINESS & INVESTMENT

### CONFERENCE 9<sup>th</sup> MAY 2018

## AGENDA

### Part 1

7.30AM	Registration
8.30AM	<b>Organiser's Welcome Remarks</b> <i>VHA</i>
8.35AM	<b>Chairperson's Opening Remarks</b> <i>VHA</i>
8.45AM	<b>Opening Keynote by VNAT</b> <i>VNAT Director General</i>
9.00AM	<b>VNAT's Tourism Masterplan: Uncovering your Next Hospitality Investment Opportunity in Vietnam</b> <i>VNAT</i>
	<b>Destinations</b>
9.15AM	<b>Showcase: A Peek into the Provinces</b>  <i>Directors of Quangninh &amp; Danang Dept., of Tourism</i>
10.00 AM	<b>Data Digest - A Deep Dive on Vietnam's Hotel Business Performance in Comparison to Southeast Asian Destinations</b> <i>STR</i>
10.15 AM	<i>AM Refreshments</i>

### Part 2

	<b>Panel 1: The Investment Landscape</b>
10.40AM	<b>Investment Panel: investment in resort residential and condotel in the current market</b> <i>Moderator: Ken Atkinson – Grant Thornton Vietnam</i> <i>Speakers:</i> - Craig Douglas - Executive Vice President, Head of Asset Management Lodgis Hospitality Holdings - Peter Ryder – CEO Indochina Capital - Fraser Wilson - Head of Real Estate at Dragon Capital
	<b>Panel 2: Operations</b>
11.20AM	<b>Operation Panel : More international and local operators in Viet Nam. Will developers benefit from that?</b> <i>Moderator: Mauro Gasparotti – Savills Hotels Asia Pacific</i> <i>Speakers:</i> - Kevin Wallace - Managing Director Wyndham Hotel Group SEA and Pacific Rim - Karan Kaul - Director, Development Onyx Hospitality Group -....
	<b>Chairperson's Closing Remarks</b>
12.00	<b>Chairperson's Closing Remarks &amp; Networking Luncheon</b>

# VIETNAM HOTEL BUSINESS & INVESTMENT CONFERENCE 9<sup>th</sup> MAY 2018

## SPEAKERS



**Mrs. Do Hong Xoan**  
Chairwoman  
**Vietnam Hotel Association**



**Mr. Ngo Hoai Chung**  
Vice Chairman  
Vietnam National  
Administrations of Tourism



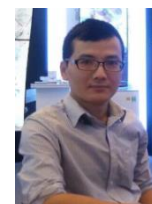
**Mr. Ken Atkinson**  
Executive Chairman  
**Grant Thornton Vietnam**



**Mr. Mauro Gasparotti**  
Director  
Savills Hotels Asia Pacific



**Mrs. Le Mai Khanh**  
Vice Chairwoman  
**Vietnam Hotel Association**



**Mr. Pham Manh Hung**  
Marketing Manager  
LG Electronics Vietnam  
Haiphong



**Ms. Fenady Uriarte**  
Business Development  
Manager - SEA  
**STR**



**Mr. Ngo Quang Vinh**  
Director  
Danang Department of  
Tourism



**Ms. Dương Thuy Dung**  
Director  
CBRE Việt Nam



**Mr. Pham Ngoc Thuy**  
Director  
Quangninh Department of  
Tourism



**Mr. Peter Ryder**  
CEO  
Indochina Capital



**Mr. Craig Douglas**  
*EVP, Head of Asset  
Management*  
Lodgis Hospitality Holdings

# **V I E T N A M**

## **HOTEL BUSINESS & INVESTMENT**

### **CONFERENCE 9<sup>th</sup> MAY 2018**

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## **SPEAKERS**



**Mr. Kevin Wallace**  
Managing Director  
**Wyndham Hotel Group SEA**  
and Pacific Rim



**Mr. Nguyen Van Tuan**  
Director  
**ITDR Vietnam**



**Mr. Karan Kaul**  
Director, Development  
**Onyx Hospitality Group**



**Mr. Fraser Wilson**  
Head of Real Estate at  
**Dragon Capital**

## Organizer



## Supported by



# VIETNAM

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### 2018

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**Thank you!**

**Vietnam Hotel Association**

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