



**13-14 MARCH 2019**  
**GRAND HYATT SINGAPORE**  
**WWW.AOCAP.ORG**

# SPONSOR OPPORTUNITIES



AOCAP will be held in conjunction with

## HICAP

HOTEL INVESTMENT CONFERENCE ASIA PACIFIC  
**UPDATE**

**12-13 MARCH 2019**

Produced by:



In association with:





## ABOUT AOCAP

The only Asia Pacific conference focused on alternative ownership and mixed-use resorts

- Timeshare and Vacation Clubs
- Fractional Ownership
- Private Residence Clubs
- Branded Residences
- Condo Hotels
- Serviced Apartments

Discover at AOCAP why alternative ownership business models have significant potential in Asia Pacific and how such market potential might be realized. For investors, owners or developers looking for ways to monetize undeveloped resort real estate, repurpose or further optimize returns on existing inventory, alternative ownership offers an additional or 'alternative' option to the more common ideas of a stand-alone hotel or integrated resort.

Launched in 2009 by the Absolute World Group and acquired by HICAP in 2014, AOCAP is part of Asia Pacific's Premier Hospitality Conferences joined by HICAP (Hong Kong) and HICAP UPDATE (Singapore).

### Get Noticed. Become a sponsor.

Sponsorships are a highly effective way of getting your message across. At AOCAP you will find the opportunity to raise your company's profile and increase your brand's exposure with existing and potential customers and partners. **Join our sponsors and get noticed!**

## PRELIMINARY PROGRAM

### WEDNESDAY • 13 MARCH 2019

6:00PM - 8:00PM OPENING NETWORKING RECEPTION HELD WITH HICAP UPDATE

### THURSDAY • 14 MARCH 2019

9:00AM - 11:30AM PLENARY SESSIONS

11:30AM - 12:30PM BREAKOUT SESSIONS

12:30PM - 1:30PM NETWORKING LUNCH

1:30PM - 2:30PM BREAKOUT SESSIONS

2:30PM - 5:00PM PLENARY SESSIONS

5:00PM - 7:00PM CLOSING NETWORKING RECEPTION



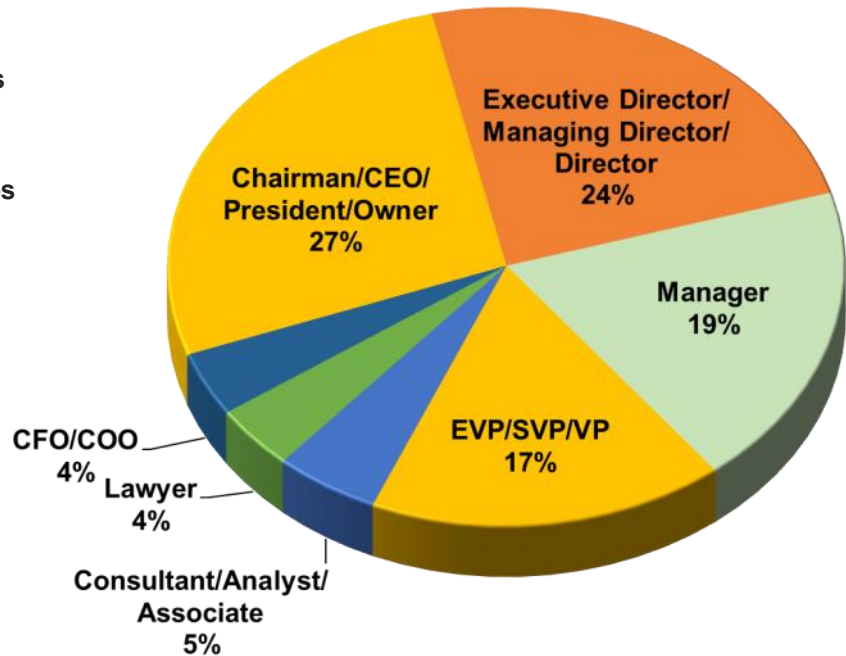


## WHO ATTENDS?

AOCAP attracts delegates that are “focused” on alternative ownership business models in Asia Pacific. With more than **25%** of AOCAP delegates holding titles like **CHAIRMAN, CEO, PRESIDENT, and OWNER**, AOCAP has become the “*must attend*” event for the leaders in the Alternative Ownership industry.

- Investors & Owners
- Lenders
- Developers
- Hotel Chain/Management Companies
- Investment Bankers
- Shared Ownership Companies
- Real Estate & Financial Intermediaries
- Consultants
- Lawyers
- Architects & Designers
- Sales & Marketing
- Exchange Networks
- Government/Tourism
- Media

### 2018 ATTENDANCE PROFILE



## WHO SPONSORS?

### PAST SPONSORS OF AOCAP

Absolute World Group  
American Resort Development Association (ARDA)  
Anantara Vacation Club  
Aria Vacation Club  
Ashurst  
Asia Pacific Resort  
Development Organization (APRDO)  
Australian Timeshare Holiday Ownership Council (ATHOC)  
Baker Hostetler  
Capella Hotel Group Asia  
Dean & Associates  
Dial an Exchange Asia  
Diamond Resorts International  
First National Trustee Company (FNFC)  
Fractional Life Ltd.  
Generator Systems  
GlobalHotelNetwork.com

HAMA Asia Pacific  
Hilton Grand Vacations Company  
Horwath HTL  
*Hotel Analyst*  
*Hotelier Indonesia*  
Hotel Interactive, Inc.  
Hotel Jen  
Hutchinson & Co Trust Company Ltd.  
ICE Vacations Asia-Pacific Pty Ltd.  
IFA Hotels Investments  
International Society of Hospitality Consultants (ISHC)  
International Tourism Partnership (ITP)  
Interval International  
Limcharoen Hughes & Glanville  
Marriott Vacations Worldwide Corporation  
PATA  
Pan Pacific Hotels Group  
Park Hotel Group

Perspective International Magazine  
QUO  
Ryan Lawyers  
RCI Asia Pacific  
Resort Development Organisation Ltd  
Resort Fiduciary Services Ltd.  
Stiles Capital Events  
ST Media Group International  
The Brand Company  
Timeshare Resort Development Association (Singapore)  
Travel Weekly Asia  
WATG  
WIT  
Wyndham Vacation Resorts  
Yoo Hotels  
YOTEL



## SPONSOR BENEFITS

### PLATINUM BENEFITS

- Two (2) complimentary registrations to the program
- One (1) display pass, *if displaying*
- Sponsor's company name and/or logo on all relevant pre-site, and post conference publicity materials including the program, media advertisements, and websites
- One (1) custom pop-up banner based on artwork Sponsor provides and one (1) high top table to be utilized as display
- The opportunity to provide a prize for any drawing
- Access to the preliminary delegate list



### PATRON BENEFITS

All of the above benefits, *with the addition of:*

- Two (2) complimentary registrations to the program [four (4) total]
- One (1) display pass, *if displaying* [two (2) total]
- One (1) custom pop-up banner based on artwork Patron provides [two (2) total] and one (1) high top table [two (2) total] to be utilized as display in a *preferred location* in the display area
- Placement of Patron promotional item and/or brochure in the delegate registration area





## SPONSOR TWO GREAT CONFERENCES BACK TO BACK

### **HICAP**

HOTEL INVESTMENT  
CONFERENCE ASIA PACIFIC

### **UPDATE**

**12-13 March**

**Grand Hyatt Singapore**

Hotel Investment Conference Asia Pacific UPDATE (HICAP UPDATE) is an important spring forum designed to keep professionals up to date with hotel investment and development opportunities with a special focus on Southeast Asia, one of the worlds "hottest" markets. Sponsoring both AOCAP and HICAP UPDATE provides a unique opportunity for delegates to connect with hotel investment and alternative ownership professionals in one convenient location.

### **PLATINUM BENEFITS**

- Two (2) complimentary registrations to AOCAP
- Two (2) complimentary registrations to HICAP UPDATE
- One (1) display area pass for AOCAP and one (1) display area pass for HICAP UPDATE *if displaying*
- Sponsor's company name and/or logo on all relevant pre, onsite, and post conference publicity materials including the program, media advertisements, and websites
- One (1) custom pop-up banner and one (1) cocktail table to be utilized as display space for both AOCAP and HICAP UPDATE
- The opportunity to provide a prize for any drawings
- Access to the preliminary delegate lists

### **PATRON BENEFITS**

All of the above benefits, *with the addition of:*

- One (1) complimentary registration to AOCAP [three (3) total]
- One (1) complimentary registration to HICAP UPDATE [three (3) total]
- One (1) display area pass *if displaying* for AOCAP [two (2) total] and one (1) display area pass *if displaying* for HICAP UPDATE [two (2) total]
- One (1) custom pop-up banner based on artwork Patron provides [two (2) total] and one (1) cocktail table [two (2) total] to be utilized as display space for both AOCAP and HICAP UPDATE
- Placement of Patron promotional item and/or brochure in the delegate registration area



## PRODUCED BY:



Northstar Travel Group is the global leader of business intelligence, information, data, research, digital marketing services and events for senior-level professionals in the travel, meetings and hospitality industries. The Northstar portfolio includes; *Travel Weekly*, *Travel Weekly China*, *Travel Weekly Asia*, *TravelAge West*, *Business Travel News*, *The Beat*, *Travel Procurement*, *Web in Travel*, *Phocuswright*, *Burba Hotel Network*, *Successful Meetings*, *Meetings & Conventions*, *Meetings & Conventions China*, *Incentive*, *Association News*, *Sports Travel* and 75 annual events in thirteen countries including leading events such as *Americas Lodging Investment Summit (ALIS)*, *Hotel Investment Conference Asia Pacific (HICAP)*, *Phocuswright*, *TEAMS*, *Web in Travel*, and *Mountain Travel Symposium*. Northstar is also the majority shareholder in *Inntopia*, the leading SaaS e-commerce software, CRM database marketing and predictive analytics business serving the mountain destination, activities, and specialty destination travel markets. Northstar Travel Group is owned by EagleTree Capital and is based in Secaucus, NJ, with offices in New York, NY; Denver, CO; Los Angeles, CA; Winston-Salem, NC; Stowe, VT; Edwards, CO; Glen Ellyn, IL, Costa Mesa, CA, and global offices in Singapore, Beijing, and Shanghai.

## IN ASSOCIATION WITH:



With over three decades of experience, more than 150 events completed to-date, and in excess of 100,000 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; Hotel Investment Conference Europe (Hot.E) in London; and HotelsWorld in Sydney.

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. BHN is a division of Northstar Travel Group.