



## WIT JAPAN & NORTH ASIA 2018

### MAIN STAGE

JUNE 29, 2018 @ GALAXY BALLROOM, BF2, THE WESTIN, TOKYO

1 Chome-4-1 Mita, Meguro-ku, Meguro, Tokyo 153-8580, Japan

7:45 am – 8:45 am

#### Checking in & Coffee

8:45 am – 8:55 am

#### Opening

8:55 am – 9:00 am

#### Kick Off

*Aya Aso, Founder & CEO, SAVVY Collective Co.*

*Kei Shibata, CEO, Venture Republic*

9:00 am – 9:10 am

#### Setting The Stage For Better Travel

*Yeoh Siew Hoon, Founder & Managing Director, WIT*

9:10 am – 9:20 am

#### State of Japan's Travel Market

Japan's inbound tourism is going from strength to strength with more than 17m visitors recorded in 2017. Find out how it intends to keep up the momentum to 2020 when it hosts the Tokyo Olympics, and beyond.

*Miki Akita, Director, Tourism Strategy Division, Japan Tourism Agency*

9:20 am – 9:50 am

#### Face Off

Leading minds in travel face off in this rapid fire opening conversation designed to spark thinking around new ideas, new tech and key issues. A conversation designed to spark ideas and provoke debates.

*Bobby Healy, Chief Technology Officer, CarTrawler*

*Sebastien Gibergues, Vice President Online Travel Asia Pacific, Amadeus Travel Channels*

*Liyana Jamil, Director of Partner Marketing, Agoda*

*Moderator: Yeoh Siew Hoon, Founder & Managing Director, WIT*

9:50 am – 10:30 am

#### Best of Both Worlds: An OTA Exchange

It is said if we put together the best of both worlds, we create a better world. In this panel, we bring the global and local OTA brands together in an exchange of ideas and learning. Be prepared for some cross-fire moments.

*Kenichiro Miyamoto, Executive Manager, Recruit Lifestyle Co., Ltd.*

*Ken Mishima, Head of eCommerce Strategy, Web Sales & Marketing Division, JTB*

*Yoshiyuki Takano, Business Manager of Travel Business, Rakuten Inc.*

*Michael Dykes, Senior Director, Market Management – Japan, Expedia Lodging Partner Services*

*Tomoe Makino, Country Manager, Japan, TripAdvisor®*

*Moderators: Kei Shibata, CEO, Venture Republic; Yeoh Siew Hoon, Founder & Managing Director, WIT*

10:30 am – 10:50 am

#### Through The Looking Glass, Part 1: Coffee Chat: Kotaro Chiba, Founder, Drone Fund

He started his career with Recruit Holdings when it was all about paper. In the past 20 years though, this extraordinary entrepreneur has built his reputation and fortune in the tech world. A co-founder of COLOPL, he made his exit from the giant gaming company two years

ago and went on to establish the Drone Fund to invest in drone startups. He's also a leading angel investor, having invested in 45 startups and 29 venture-funds. One of his interests, other than drones, is tourism. In this conversation to mark our WIT Singapore 2018 theme "Through The Looking Glass", we're going to let his ideas fly & take us to new places as part of our journey towards our Singapore event, October 15-17<sup>th</sup>, 2018.

**Kotaro Chiba**, Founder, Drone Fund

Interviewer: **Yeoh Siew Hoon**, Founder & Managing Director, WIT

10:50 am – 11:20 am

**Coffee Break**  
Sponsored by **Tidesquare**

11:20 am – 11:30 am

**Digital Disruptions & AI: What's Next?**

Digital Disruption is here and now. So it's time to lean in and understand how BlockChains, Quantum Computing, Smallest Computer and Artificial Intelligence are disrupting the digital world.

**Masaya Higuchi**, Business Unit Executive, Japan Leader Watson Customer Engagement, IBM Japan

11:30 am – 12:00 pm

**Best of WIT Seoul**

There's lots of exciting things happening in South Korea as the record turnout of 330 delegates learnt at WIT Seoul 2018, which took place on April 3 this year. This session will cover all that's hot and topical in this country of 51m people, but has double the smartphone population and where 70% of folks under 12 own a smartphone.

**Min Yoon**, CEO, Tidesquare

**Injin Kim**, Director of Asset Management, CDL Hotels Korea

**Ryan Kangjoon Lee**, Chief Investment Officer, Dunamu Inc.

**Masahiro Yamashita**, Head of Northeast Asia, KAYAK

Moderator: **Yeoh Siew Hoon**, Founder & Managing Director, WIT

12:00 pm – 12:30 pm

**Closing The Payments Loop**

Disruption is taking place in the payments space. Fintech startups are proliferating. Banks are facing competition from the most unlikely sectors – from transportation to ecommerce companies. And let's not forget, it is the biggest pain point in travel with the fragmented landscape in Asia. How are these new developments impacting travel and how will they make it easier for our customers?

**Seiji Yasubuchi**, Representative Director & Country Manager, Visa Worldwide (Japan) Co. Ltd.

**Masashi Takahashi**, CEO & Co-founder, Voyagin

**Linus Goh**, Business Development Director – Airlines & Travel, WorldPay

**Osamu Kondo**, CEO, Akuru, Inc

Moderator: **Kei Shibata**, CEO, Venture Republic

12:30 pm – 12:40 pm

**Understanding the Japan Outbound Market**

A look into trends driving the outbound travel market in Japan, based on a survey commissioned by Travelport.

**Ming Foong**, Managing Director, Greater China Region & Online Business Group APAC, Travelport

12:40 pm – 1:00 pm

**Coffee Chat: Adam Weiss**, Associate, 777 Ventures & **Timothy O'Neil-Dunne**, Co-founder, Air Black Box

Who in their right minds would buy a struggling low cost carrier in the middle of nowhere in Canada where the population is as thin as the weather is as harsh? Well, one company did – Florida-based 777 Ventures, which then partnered with air startup, Air Black Box, to turn the airline around, using technology, money and an X factor. Hear the story being told for the first time exclusively at WIT Japan & North Asia.

**Timothy O'Neil-Dunne**, Co-founder, Air Black Box

**Adam Weiss**, Associate, 777 Ventures

Interviewer: **Yeoh Siew Hoon**, Founder & Managing Director, WIT

1:00 pm – 2:00 pm

**Lunch**

2:00 pm – 2:30 pm

**Up In The Air**

Airlines are the key transformers of travel and in Japan, low cost carriers have changed the market. Traditional airlines are also transforming with the times. What's happening in the air as carriers battle for a new generation of consumers.

**Yutaka Nagayama**, Market Communication, All Nippon Airways Co. Ltd.

**Andrew Cowen**, Vice Chairman, Uriel Aviation Holdings

**Takafumi Maruyama**, Director, Overseas eCommerce and Marketing Group, Web Sales Department, Japan Airlines

Moderator: **Yeoh Siew Hoon**, Founder & Managing Director, Web In Travel

2:30 pm – 2:50 pm

**Through The Looking Glass, Part 2: Coffee Chat: Masako Wakamiya, Computer Programmer With A Difference**

Masako Wakamiya is living proof that it's never too late to pick up new skills. Two years ago, at 80, with no knowledge of computer programming, she created an iPhone app for seniors, becoming one of the world's oldest iPhone app developers. Following that, she was invited to Apple's Worldwide Developers Conference in San Jose, California. That moment changed her life. She's been interviewed by media and invited to speak at events, including United Nations headquarters to deliver a keynote speech at an event on the sidelines of a session on the U.N. Commission for Social Development. She's a shining light in Japan's aging society. "I've earnestly felt I should persuade people to understand how important digital skills are (for the elderly)," she told The Japan Times. We get to meet this extraordinary woman in this session, and be inspired by her curiosity, courage and character, three of the values WIT is celebrating as part of its WIT Singapore theme "Through The Looking Glass" this October 15-17<sup>th</sup>, 2018.

**Masako Wakamiya**, Computer Programmer

Interviewer: **Aya Aso**, Founder & CEO, SAVVY Collective Co.

2:50 pm – 3:00 pm

**Changing World of Hospitality, Part 1**

An update on the hospitality landscape in Japan and the impact of alternative accommodation.

**Shiori Sakurai**, Business Development Manager, Japan, STR

3:00 pm – 3:30 pm

**Changing World of Hospitality, Part 2**

Hospitality is undergoing massive changes as technology converges with customer and generational change. How can you navigate through this complex, fragmented landscape to drive better revenues and profits for your hotel assets?

**Allan Takahashi**, President, Hotel Management Japan

*Yoshihiro Sakurai, Head of Accommodation Business, Travel Division, Venture Republic*  
*Victor Osumi, Area Vice President Japan & Guam, Marriot International*  
*Yumi Yasuda, President Elect, MPI Japan Chapter*  
*Moderator: Yeoh Siew Hoon, Founder & Managing Director, WIT*

3:30 pm – 4:00 pm

**Private Accommodation & Alternative Spaces**

New models are emerging within hospitality to cater to new generation of travellers and workers. Find out what's happening in the private accommodation space as well as how travel companies are transforming to meet fresh needs and aspirations.

*Aya Aso, Founder & CEO, SAVVY Collective Co.*

*Jun Sakaki, CEO, Ikyu Corporation*

*Benjamin Liao, Chairman, Forte Hotel Group*

*Hidetomo (Tom) Nagata, Managing Officer for Home Business, Airbnb Japan*

*Takaya Shinozuka, Founder & CEO, Loco Partners Inc*

*Moderator: Yeoh Siew Hoon, Founder & Managing Director, WIT*

4:00 pm – 4:10 pm

**Through The Looking Glass, Part 3: Lessons From Retail**

It is the biggest convenience store franchise chain in Japan with 14,011 locations throughout the country and 6,404 employees. In this presentation, to mark our WIT Singapore theme "Through The Looking Glass", we step into the world of Lawson to see what lessons we can pick up in terms of franchising, distribution and retail?

*Shoichi Tanida, Digital Retail Project Manager, Lawson*

4:10 pm – 4:40 pm

**Coffee Break**

4:40 pm – 5:10 pm

**Better Marketing: Getting The Edge in Content, Social and Data**

From videos to social to data, find out how you can get the edge in your marketing and targeting your customers at the right place at the right time with the right offer.

*Hari Nair, Global Senior Vice President, Expedia Media Solutions*

*Koichiro Ichiki, CEO, Machimori Co. Ltd.*

*Scott Garner, Executive Vice President & Chief Commercial Officer, Adara*

*Benjamin Holt, Director of Regional Marketing (Japan, Korea & Micronesia), Hilton Worldwide*

*Moderator: Kei Shibata, CEO, Venture Republic*

5:10 pm – 5:25 pm

**WIT Japan & North Asia Startup Pitch**

**Powered by Amadeus**

Three finalists take to the stage to win the WIT Japan & North Asia Startup of the Year prize and a chance to be part of Phocuswright's APAC Innovators of the Year programme this year at its conference, Nov 13-15, in Los Angeles.

*Bobby Healy, Chief Technology Officer, CarTrawler*

*Kenichi Shibata, COO, Venture Republic Inc.*

*Kuan Hsu, Co-founder & General Partner, KK Fund*

*Masaki Hata, Senior Manager, Regional Revitalisation Japan Solution*

*Wayne Chu, Investment Partner, MindWorks Ventures*

*Yuko Saito, Vice President Strategic Market Development APAC, Criteo*

*Mitsuki Matsuda, CEO, GX Incubate Inc.*

*Kotaro Chiba, Founder, Drone Fund*

Chair: *Sebastien Gibergues, Vice President Online Travel Asia Pacific, Amadeus Travel Channels*

5:25 pm – 6:00 pm	<p><b>The New Battleground: Tours &amp; Activities</b>  APAC accounts for 30% of the \$129B global market in tours &amp; activities and much of it remains offline. The opportunity is immense but so is the competition. The sector's on fire with investments flowing into the space and companies battling it out for supremacy. What will it take to win?</p> <p><i><b>Graham Hills</b>, Chief Commercial Officer, BeMyGuest</i>  <i><b>Donggun Lee</b>, Founder and CEO, MyRealTrip</i>  <i><b>Tomohisa Yamano</b>, Founder &amp; CEO, ASOVIEW Inc.</i>  <i><b>Alvin Wong</b>, Regional Manager, Greater China &amp; Japan, GetYourGuide</i>  <i><b>Rebecca Leung</b>, Managing Director, KKday</i>  Moderator: <i><b>Yeoh Siew Hoon</b>, Founder &amp; Managing Director, WIT</i></p>
6:00 pm – 6:25 pm	<p><b>Delivering A Better Japan Experience</b>  Meet those folks who want to deliver "Cool Japan", their Japan as they know and wish to present it to travellers.</p> <p><i><b>Hidehiro Kubo</b>, Managing Director, Japan Spa Luxury Hotel Senjuan</i>  <i><b>Katsumi Sakakura</b>, Performing Artist, ORIENTARHYTHM</i>  <i><b>Yu Aoki</b>, CEO, Matcha</i>  Moderator: <i><b>Yeoh Siew Hoon</b>, Founder &amp; Managing Director, WIT</i></p>
6:25 pm – 6:35 pm	<p><b>Closing</b></p>
6:35 pm – 8:30 pm	<p><b>Closing Cocktails</b>  <b>Hosted by ADARA</b></p>

*Programme last updated on June 26<sup>th</sup>, 2018*

*Programme is correct at time of publication and is subject to changes*

*For more information, please visit <https://www.witevents.com/ehome/witjapan-northasia2018/#agenda-section>*