



8:00 am – 9:00 am

Checking In

Come early for coffee and catching up.

9:00 am – 9:10 am

Kick-off

Revolving around the theme of “Through The Looking Glass”, this year's Bootcamp takes a look outside the walls of travel as well as puts the spotlight on new and emerging markets where startups are making a strong showing. Plus of course, lots of coaching in between and our WiT Startup Pitch which comes with AWS credit and a spot in the Phocuswright Innovators Programme 2018.

Yeoh Siew Hoon, Founder & Managing Director, WiT

9:10 am – 9:20 am

What's Up In The World Of Startups?

A quick update on the state of the market, where the funding is going and where the next opportunities are.

Coney Dongre, Research Analyst, Phocuswright

9:20 am – 9:50 am

Through The Lens Of Investors

We ask investors to peek through their looking glass and tell us what they see happening in the world of tech that's exciting and how those apply to the travel sector.

- Amit Anand, Founding Partner, Jungle Ventures**
- Bart Bellers, Founding Partner & CEO, Xpdite Ventures**
- Mizuho Hiraguri, Corporate Development, Recruit Holdings**
- Tito Costa, Principal, Global Founders Capital (formerly Managing Director, Zalora)**

Moderator: Yeoh Siew Hoon, Founder & Managing Director, WiT

9:50 am – 10:20 am

Founders' Fireside Round: There's Life After Exit

For most, an exit can spell the end of a journey or the beginning of a new one. We gather founders who have made their exit from their startups, and talk to them about the paths they took after they sold their business, how they found their new footing and what's their path ahead.

- Steven Pang, Co-founder, Youbibi / Vice President, Product, Skyscanner, China**
- Mary Li, Co-CEO, Mystifly / Founder, ASLAN**
- Tushar Khandelwal, COO & Co-founder, Voyagin**

Moderator: Yeoh Siew Hoon, Founder & Managing Director, WiT

10:20 am – 10:45 am

Through The Looking Glass: China

It's not only where the travellers are coming from, it's also where the innovation is coming from. We put the spotlight on a selection of startups from China and get under the hood of their stories.

Norman Tan, CEO, uBingo
George Zhang, CEO, iGola International
Margaret Feng, Head of Oasis Lab, Ctrip

Moderator: Joseph Wang, Chief Commercial Officer, TravelDaily

10:45 am – 11:15 am

Coffee Break

11:15 am – 11:45 pm

Through The Looking Glass: Philippines

It's one of the most exciting emerging markets in South-east Asia. Its travel market is robust with domestic, inbound and outbound all growing. We put the spotlight on startups that have emerged in this market of 103.3 million and whose population is young, social and mobile.

Mench Dizon, CEO & Founder, TripClub
Andrew Cua, Founder & Chief Visionary, Tralulu
Kim Lim, Co-founder & CEO, TripZeekeer

Moderator: Rod Cuthbert, Founder, Former CEO & Chairman, Viator; Former CEO & Chairman, Rome2rio

11:45 pm – 12:15 pm

Through The Looking Glass: Taiwan

It's a relatively small population – about 24 million – but about 66% of them travel abroad each year, making it a very active outbound market. Its inbound is also strong, at 10 million visitors, and tourism receipts are at an annual \$27B. No wonder that its startup ecosystem is also showing signs of increased activity. Time to look through the glass at Taiwan through the eyes of these startups.

Alan (Kuan Hsu) Chang, Co-Founder and General Partner, KK Fund
Arthur Chan, COO, Vpon Big Data Group
CK Cheng, Founder, Asia Yo
Darren Wang, Founder, Owlting Group
Justin Pai, CEO, Niceday

Moderator: Daniel Cheng, Founder & President, RTM (Redefine Tourism Mixer)

12:15 pm – 12:35 pm

Creating Inspirational Content To Link The World: The Story Of Culture Trip

With a background in academic psychiatry, Kris Naudts started Culture Trip as an online bookstore, where users could search for a location and find books and movies by local authors and directors, but once its broader potential became clear, he began working relentlessly to ensure that it is realised. Today, its popularity has skyrocketed with the site receiving almost 20m MUVs in 2018 and with a social media following exceeding 6 million. In April this year, it raised \$80m, bringing the total raised to just over \$100m. With the new war chest, it is out to build “a leading global consumer brand that will disrupt the media and travel industries through its creative content and tech”, says Naudts. Hear him share his story in this fireside chat.

Dr. Kris Naudts, Founder & CEO, Culture Trip

Interviewer: Yeoh Siew Hoon, Founder & Managing Director, WiT

12:35 pm – 12:55 pm

Rocking It In The World Of Fashion & Retail

Fashion retail has been totally turned on its head. Consumers have moved online en masse. Channels have fragmented. Customer acquisition costs have skyrocketed. New models have emerged – independent D2C brands as well as peer to peer. Sounds familiar? We meet two startups

in fashion & retail who have chosen the independent path and find out the challenges they face as well as the opportunities that lie ahead in the fiercely competitive world of fashion commerce.

Walid Zaaza, Founder, Creative Head & Executive Director, Manifesto
Kortney Olson, Founder, GRRRL

Moderator: Darrell Chan, Deputy General Counsel APAC, Airbnb

12:55 pm – 2:00 pm

Lunch

2:00 pm – 2:25 pm

Through The Looking Glass: Israel

It may be a small country, with a population of just 8.5 million, but on the global tech startup stage, Israel stands tall. Tel Aviv's "Silicon Wadi" is ranked highly among global top technology hubs and travel tech is making a strong showing. We tease out the ones worth showcasing in this specially curated session for WIT.

Tomer Imber, APAC Director, Optimove
Uri Keren, Chief Revenue Officer, Wishtrip
Zachary Schwartz, Vice President, Strategic Alliances, Trustifi

Moderator: Rom Henderl, Founder & CEO, InnoVel Travel Tech, Israel

2:25 pm – 2:45 pm

Through The Looking Glass: Nepal

This tiny landlocked country, with a population of under 30m, nestled in the Himalayas is probably better known for its Sherpas than startups, but there has been small but notable activity with entrepreneurs trying to carve out their niche in their country's small but significant travel market.

Rajan Sakya, CEO, KGH Group of Hotels, Resorts & Travel
Saujanya Acharya, Co-founder, Avenfy

Moderator: Marissa Trew, Content & Marketing, WiT

2:45 pm – 3:45 pm

WiT Singapore Startup Pitch 2018, Part 1

Our annual startup competition features a shortlist of candidates pitching their ideas to our panel of judges and coaches. Three will go on to pitch live at the Grand Finals on Oct 17 and the winner gets a place in the Phocuswright APAC Innovator of the Year programme.

This year, WiT is collaborating with Amazon Web Services (AWS) for the first time in its annual Startup Pitch event, offering AWS Cloud credit, training and support to the 12 shortlisted startups selected to participate in the WiT Startup Pitch 2018.

Adrian Currie, Senior Vice President, Corporate Strategy, Booking Holdings
Arya Masagung, Venture Partner, Gobi Partners
Bart Bellers, Founding Partner & CEO, Xpdite Ventures
Bobby Healy, Chief Technology Officer, CarTralwer
David Peller, Head, Worldwide Business Development, Hospitality, Amazon Web Services
Greg Schulze, Senior Vice President, Commercial Strategy & Services, Expedia Group
Hian Goh, Co-founder & Partner, Openspace Ventures
Kei Shibata, CEO, LINE TRAVEL jp & Trip101
Mizuho Hiraguri, Corporate Development, Recruit Holdings
Louise Daley, Deputy CEO, AccorHotels Asia Pacific
Tito Costa, Principal, Global Founders Capital (formerly Managing Director, Zalora)
Yash Sankrityayan, Vice President, Jungle Ventures

3:45 pm – 4:15 pm

Break

4:15 pm – 4:35 pm

Creating Aspirational and Luxury Travel In China: The Story Of Zanadu

Zan Wu wanted to create a travel platform in the world's biggest market and he knew he had to do it differently to compete against the big boys. Having studied and lived abroad, he saw aspirational and luxury travel as the next wave and over the last five years, he's built up Zanadu into China's premier lifestyle travel platform. It wasn't easy at the start, challenges abounded but he dug deep, made mistakes, learnt lessons and persevered. What's next for Zanadu, where does he see luxury travel going in China and what's his next adventure? All will be revealed.

Zan Wu, Founder & CEO, Atlas/Founder & CEO, Zanadu

Interviewer: Yeoh Siew Hoon, Founder & Managing Director, WiT

4:35 pm – 5:25 pm

WiT Singapore Startup Pitch 2018, Part 2

Our annual startup competition features a shortlist of candidates pitching their ideas to our panel of judges and coaches. Three will go on to pitch live at the Grand Finals on Oct 17 and the winner gets a place in the Phocuswright APAC Innovator of the Year programme.

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Tito Costa, Principal, Global Founders Capital (formerly Managing Director, Zalora)

Yash Sankrityayan, Vice President, Jungle Ventures

5:25 pm – 5:50 pm

WiT Startup Alumni Club

We gather past winners and finalists of our WiT Startup Pitch in Singapore and get an update on their health since they took to the stage.

Alexandra Fernández Ramos, Chief Product Officer & Co-founder, Travelsify (Finalist, WiT 2017)

Kurt Knackstedt, CEO, Troovo (Winner, WiT 2017)

Julian Jost, CEO, Spacebase (Winner, WiT 2014)

Jamon Mok, Founder & CEO, Backstreet Academy (People's Choice, WiT 2016)

Moderator: Syazanah Haniff, Senior Communications Manager Asia Pacific, Travelport

5:50 pm – 6:20 pm

Pain Points in Travel: Advice for Startups

In this closing session, we assemble travel veterans who are always on the lookout for promising startups to talk about the pain points yet to be solved in travel, what they are most interested in and their advice for those who want to take a bet on the booming but highly competitive travel market.

Bobby Healy, Chief Technology Officer, CarTrawler
Greg Schulze, Senior Vice President, Commercial Strategy & Services, Expedia Group
Stephan Ekbergh, CEO, Travelstart
Timothy Hughes, Vice President Corporate Development, Agoda
Moderator: Yeoh Siew Hoon, Founder & Managing Director, WiT

6:20 pm **It's A Wrap!**
We pick the finalists among the startups who will pitch at the Grand Finals on Oct 17 and yay, it's time for our Cocktails Challenge. We'll tell you more about that on the day itself but trust us, it will be fun.

6:30 pm – 8:00 pm **Cocktails**
Hosted by **Ingenico ePayments**
Featuring **The Looking Glass Sling Cocktail Challenge** run by **Rezgo**

Programme is subject to change
*Last updated **October 1st, 2018***

For more information, visit www.witevents.com/ehome/witsingapore2018