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TRAVELDAILY
ASIA

A NEW VISION OF HOSPITALITY

Kevin Beauvais, founder of InVision Hospitality, gets personal...

YVREYES ASIA

Vancouver Airport to get two more direct Asian connections in 2017

GOOD WEEK/BAD WEEK

Our weekly round-up of the travel industry's winners and losers

BRIDGING THE GAP

Major construction work finishes on the new HK-Zhuhai-Macau bridge



ALL THIS AND MORE INSIDE

SEEING RED

Asian budget hotel group Red Planet secures US\$70m funding for expansion...

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LONG VOYAGE

Princess Cruises' largest ship embarks on 48-day voyage from UK to Australia...

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CLASS



Beauvais uses big brand experience to create simplified hospitality vision

Travel Daily chats to founder & CEO of InVision Hospitality...



Beauvais with the team at GLOW Penang

Major work completed on HK-Zhuhai-Macau bridge

Major construction work was completed this week on the world's longest sea bridge, connecting mainland China with Hong Kong and Macau.

A ceremony was held in Zhuhai to mark the completion of the 55km structure, following almost seven years of construction. The Y-shape bridge crosses the Pearl River Delta from Hong Kong's Lantau Island to two points either side of the Macau-China border. The amount of steel used on the project could have built 60 Eiffel Towers.

Having spent 25 years with Marriott International, Kevin Beauvais understands the pressure of working in a big corporate environment. But now, operating his own boutique hotel management company, he is aiming to adopt a more personalised approach.

Beauvais founded Bangkok-based InVision Hospitality in 2007, but the last few years have been spent in a joint venture relationship. Having regained full control of his company last year, Beauvais told *Travel Daily* that he is determined to learn from his past experiences and make his business manageable, successful, and above all, enjoyable.

InVision Hospitality now has three hotel brands - GLOW (upper midscale), MAI HOUSE (upper upscale) and The Rice Miller (luxury); and according to Beauvais, this is how it will stay.

"This is our brand strategy; we have no desire to ever go beyond that. We don't want 20 brands!" said the former Marriott executive.

Having been in Southeast Asia for more than a decade, Beauvais is targeting a strategic and considered expansion in the region, with a key focus on Thailand, Malaysia and Vietnam.

"What I've learned is that you can't go too far too fast. I tried that once and it did not go well. Today we've got signed deals in Thailand, Malaysia and Vietnam, and more

opportunities that we're working on. But it really is Southeast Asia," he told *Travel Daily*.

"We're a smaller, more nimble management company; we're not trying to be too large or confuse the issue. I like to say the goal is not to be big; the goal is to be good. If we add one or two hotels a year I'm pretty happy with that. As long as we're growing the business and growing great relationships with customers, with owners and with employees, then that's what life's all about."

But while Beauvais claims he doesn't want to grow InVision's portfolio too quickly, there are still plenty of new projects and opportunities in the pipeline...

[Click here to read more.](#)

1.9 million new hotel rooms in global pipeline

Developers are planning to add almost two million more hotel rooms to the global inventory in the coming years. According to the latest Global Construction Pipeline report from Lodging Econometrics (LE), the total of 1.92m new rooms covers 11,260 projects, and marks an increase of 3% compared to this time last year.

Less than half of this total however, is currently under construction. LE revealed that 5,232 projects comprising 986,995 rooms are currently in the process of being built worldwide, which marks a 1% increase in terms of rooms. A further 3,396 projects with 489,503 rooms are scheduled to get underway in the next 12 months.



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Air traffic keeps rising in Asia Pacific

Airlines based in the Asia Pacific region carried a total of 25.9 million international passengers in August 2016, 4.1% more than the same month last year.

According to the latest data from the Association of Asia Pacific Airlines (AAPA), the growth was driven by rising demand on both regional and long-haul routes. However, capacity expansion of 6.2% outpaced the growth in traffic, resulting in a 1.5-percentage point decline in the region's average load factor, to 81.5%.

"Asian economies are still growing and demand for air travel has been boosted by rising incomes and the widespread availability of affordable airfares," said Andrew Herdman, AAPA director general. "But," he added, "growth rates may moderate as oil prices have now stabilised, adding to competitive pressures."

For the first eight months of the year, Asia Pacific's airlines carried a cumulative total of 196.3 million international passengers, up 6.5% year-on-year.

QUOTE OF THE DAY

"The goal is not to be big; the goal is to be good."

Kevin Beauvais, founder
& CEO of InVision
Hospitality

Air Canada strengthens Vancouver's Asian connections

New trans-Pacific links to Nagoya and Taipei...



With its location on the Pacific Rim, Vancouver is already one of the best connected long-haul destinations from Asia. And these links will be strengthened even further next year when Air Canada launches two new trans-Pacific routes from the Canadian city.

On 1 June 2017, the national carrier will start offering direct flights connecting Vancouver with Nagoya. Operated by its Air Canada Rouge subsidiary, this route will be served three times a week using a Boeing 767-300 aircraft, rising to four weekly flights in August and September.

Then on 8 June 2017, Air Canada's mainline carrier will launch daily year-round flights between Vancouver and Taipei using its new Boeing 787-9 Dreamliner aircraft.

Air Canada will be the only airline

operating the Nagoya-Vancouver route, while it will compete with Taiwan's China Airlines and EVA Air on the Taipei service.

These two new routes form part of a major expansion plan for Air Canada, which will see the launch a total of six new routes to destinations on three continents within the space of a month next summer.

This growth spurt will kick off on 1 June 2017 with the launch of the Vancouver-Nagoya route and another Air Canada Rouge service between Toronto and Berlin. A day after the launch of the Vancouver-Taipei route, the airline will commence direct flights between Montreal and Marseille on 9 June 2017. And another new service from Montreal, this time to the Algerian capital Algiers, will commence on 26 June. Both of these routes will be operated by Air Canada Rouge.



And finally on 1 July 2017, Air Canada will launch daily Boeing 787-9 Dreamliner flights between Toronto and Mumbai.

Vancouver Airport has attracted a slew of new Asian airlines and flights in recent years, due to its relative close proximity to the Asian continent and a programme of incentives for airlines, including lower landing fees. In total, 15 Asia Pacific-based carriers now fly to the city, alongside with Air Canada's eight Asia Pacific routes from Vancouver, not including these latest announcements. [Click here for full story.](#)

Cachet plans dual debut in Chinese metropolis



Cachet Hotel Group (CHG), the rapidly expanding Hong Kong-based hospitality company, has unveiled plans to make its debut in Wuhan, central China's largest and most populous city.

The company has signed an agreement to launch a dual-branded Cachet Hotel Apartments and URBN Boutique Hotel in the city, as part of the huge Ace-Mega development.

Occupying the top 18 floors of a tower, Cachet Hotel Apartments Wuhan will feature 160 serviced apartments, ranging from studios to two-bedroom suites. It will also offer a gym, lounge and wine bar.

The 36-room URBN Boutique

Hotel meanwhile, continues the development of the eco-friendly brand that CHG acquired in 2014. It will feature Chinese and steakhouse restaurants, and a tea and coffee lounge.

The broader Ace-Mega development will include residences, shopping areas, office buildings and other high-end facilities located on the centre of Wuhan - a city of more than 10 million people.

CHG's global portfolio now includes properties in China and North America, with multiple new projects in the pipeline and expected to open in the coming years. [Click here for full story.](#)

Occupancy boost for Delhi hotels

The hotel sector in Delhi experienced an upswing in performance in August, driven by rising occupancy.

According to the latest data from STR, the Indian capital's average occupancy was 61.5% last month, marking a 7.2% increase compared to August 2015. Coupled with a 1.4% rise in average daily rate (ADR), to INR5,376 (approx. US\$81), this allowed Delhi's revenue per available room (revPAR) to climb 8.7% to INR3,304.

The upscale and upper midscale sector reported the strongest revPAR growth in August, rising 11.7%.

Driven by the government's tourism-friendly policies, India's travel industry is currently experiencing a period of historic growth. International arrivals to the country increased 12% in August. Delhi Airport welcomed more than a quarter (28%) of these inbound visitors, which in turn is fuelling demand for hotel accommodation in the capital.

[Click here for full story.](#)



Kevin Beauvais

Continued from P1:

Beauvais told *Travel Daily* that announcements about new properties in Langkawi and Kuala Lumpur will be made in the next 12 months. And he added that it will be easy to find more good opportunities in Vietnam, with key markets identified as Ho Chi Minh City, Hanoi, Danang, Hoi An and Nha Trang.

He also revealed that InVision Hospitality is working on viable GLOW opportunities in Thailand's tertiary markets, such as Udon Thani and Ubon Ratchathani.

"Those are strong Thai markets. And when you look at the growing population in the Greater Mekong sub-region, all of that makes a ton of sense," he said.

And Beauvais has an interesting metaphor for working with hotel owners that have multiple properties. He prefers to take a relationship slowly, at least in the early stages.

"I always say 'let's start with one date' and if we decided that the date went well and we want to get married, let's move on and have the kids. But let's not rush things before we get decide if we are a good match. I try to keep it pretty simple - get one project off the ground first. And if it works, we can have as many as you like - two or 10!"

The key, Beauvais says, is to develop relationships that are "filled with dignity and respect". Many newly-weds would be wise to take note.

This pragmatism doesn't stop Beauvais being ambitious, however; when asked how big he expects GLOW to grow, Beauvais told *Travel Daily* that the brand's horizons could extend further in future.

"We are certainly entertaining opportunities in Laos, Cambodia, Myanmar, Indonesia and the Philippines, if the opportunities are appropriate, we will act," he revealed.

"If we could get GLOW to 20 hotels [in Southeast Asia], we



GLOW Pratumnam, Bangkok

could take the brand to India or China," he asserted. "But let's get it established, and then we can take it to a bigger environment. The bigger challenge is how we keep it simple, sustainable and successful."

Given the right opportunities and the right owner relationships however, GLOW and InVision's other brands could start shining across the region. The goal, as Beauvais says, is not to be big, but to be good. Perhaps without necessarily setting out to, InVision Hospitality could become both.



Kevin Beauvais

Lufthansa to complete full acquisition of Brussels Airlines

Lufthansa's board of directors has approved the full acquisition of Brussels Airlines. The German company already held a 45% stake in SN Airholding, the parent company Belgium's largest airline, and it will now acquire the remaining 55%. The deal is expected to be concluded at the beginning of 2017.

Large Novotel to open in Surfers Paradise



AccorHotels has been appointed to manage a large hotel in Surfers Paradise, the resort destination on Australia's Gold Coast.

Effective 1 October, the current Hotel Grand Chancellor will be rebranded as a Novotel, marking the arrival of AccorHotels' fourth hotel - and fourth brand - on the Gold Coast. The company currently runs the Sofitel Gold Coast Broadbeach, The Sebel Coolangatta and Mercure Resort Gold Coast in the area.

Following its rebranding, the 31-storey, 409-room Novotel Surfers Paradise, which lies 200 metres from the beach, will undergo a multi-million dollar project to renovate its rooms, public areas and restaurant.

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BA, Qatar Airways align operations



British Airways and Qatar Airways have announced plans to team up on a series of flights.

Under a new joint business agreement, which will come into effect on 30 October, the two airlines will codeshare on all direct flights between the UK and Qatar, totalling seven daily return services. Beyond this, BA and Qatar Airways will offer their passengers a combined route network of more than 70 destinations.

The two airlines are both members of the oneworld alliance, and Qatar Airways owns a 20% stake in BA's parent company, IAG.

Willie Walsh, IAG's chief executive, said the partnership would provide passengers with "easier journeys with better aligned schedules, more frequencies and improved flight transfers". [Click here for full story.](#)

Chinese LCC connects to Cambodia

China's largest low-cost carrier, Spring Airlines, has added another two routes to Cambodia. Today, the airline will start flying direct between Guangzhou and Phnom Penh, and between Shenzhen and Siem Reap. These routes follow the launch of Spring's Guangzhou-Siem Reap route earlier this month.

Red Planet Hotels secures funds for Asian expansion



Red Planet, Aseana City, Manila

Red Planet, the Asian budget hotel chain, has secured US\$70 million of funding from Goldman Sachs, enabling it to move ahead with its regional expansion plans.

The company currently owns and operates a portfolio of 26 economy hotels in Japan, Thailand, the Philippines, and Indonesia, and the new funding will see it add a further 10 hotels over the next 24 months.

Red Planet's CEO, Tim Hansing, said the investment would also help to close a final round of private investor equity, which will in turn support the future growth of the brand.

"We have a well-diversified portfolio over four countries and have developed a highly systemised brand," Hansing said. "We now have substantial growth opportunities

not only in our existing markets but also in additional countries where we are confident our brand and product will excel.

"To have our company, our people, our product, and our brand be funded by Goldman Sachs indeed gives us the confidence that we are on the right track to our stated goal of a 2018 IPO."

Since 2011, Red Planet Hotels has raised US\$240m of capital and funding. Jonathan Vanica, a managing director at Goldman Sachs, said he is happy to support "entrepreneurial companies in Asia".

"We anticipate our capital will help Red Planet Hotels accelerate its expansion throughout the region," he added.



Tim Hansing

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Sabre creates mobile link between hotels and guests

Sabre has integrated its mobile travel app, TripCase, with its central reservations system (CRS), SynXis, enabling hoteliers to communicate directly with guests via their mobile devices.

Following the integration, hotel reservations made through the Sabre GDS and the SynXis CRS will automatically flow into the TripCase messaging channel. This will allow hoteliers to message the guests before, during and after their stay.

These messages, according to Sabre could include "unique offers, upgrades and offers for hotel amenities including as spas and restaurants", which in turn could drive greater brand loyalty and extra revenue. [Click here for full story.](#)

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Good Week

A good week for...

- **EXCLUSIVE CHANNELS:** British Airways has unveiled plans to launch a new private walkway from its first class check-in desks to its airport lounges. The new 'First Wing' facility at London Heathrow will include fast-track security areas.
- **AIR RATINGS:** Passengers on one of the world's most controversial airlines can now let management know exactly what they think. Ryanair has added a new 'Rate My Flight' option to its app, potentially opening up a large can worms.
- **STAR PERFORMANCES:** Mandarin Oriental has secured yet another celebrity backer; Australian actor Geoffrey Rush. The King's Speech star took part in a photo shoot this week and looked delighted to be there (see Thursday's TDA).

Bad Week

A bad week for...

- **EXCLUSIVE LOUNGES:** We all like to feel a bit special when we use airport lounges. But for China Eastern passengers in Shanghai, that air of exclusivity might not come easy; its new Pudong lounge can accommodate 1,000 people.
- **AIR RAGE:** Incidents of air rage, or disruptive in-flight behaviour, are on the rise. According to IATA, a staggering 10,854 incidents were reported by airlines in 2015, up 17% year-on-year. It is unclear how many of these involved Ryanair.
- **STARRED RESTAURANTS:** A restaurant in Shanghai may have set the record for the shortest-lived Michelin star. Having gained its first star, the Taian Table restaurant was promptly shut down days later for not having a licence.





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Emerald Princess begins long journey to Australia

Princess Cruises' largest ship left the UK this week for a journey halfway around the world.

The 3,082-passenger Emerald Princess set off from Southampton for a 48-night voyage that will see it sail through the Mediterranean Sea and Suez Canal to India and Southeast Asia, before finally arriving in Australia.

It will commence a season of sailings from Sydney on 15 November.

The arrival of the Emerald Princess will increase the cruise line's Australasian capacity to a record 11,800 berths across five ships during the 2016-17 season.

"We've been basing ships Down Under for 15 years but the debut of Emerald Princess... will make this a summer to remember for Princess. With five of Princess' 18 ships



Emerald Princess

cruising local waters this summer, Australia ranks as the cruise line's biggest market outside the United States," said Princess Cruises' vice president for Australia & New Zealand, Stuart Allison.

Emerald Princess' inaugural five-month season in Australia will include 13 roundtrip cruises from Sydney to destinations across the South Pacific, New Zealand and around Australia.

DAY IN NUMBERS

2

Chinese LCC Spring Airlines has launched two new routes to Cambodia

48

Emerald Princess, Princess Cruises' largest ship, has embarked on a 48-night voyage to Australia

186

Cachet Hotel Group is adding two hotels with 186 keys in Wuhan

5,232

The number of new hotels currently under construction worldwide

70,000,000

Red Planet has raised US\$70 million to fund its expansion

Airbus starts work on first A330neo



Airbus has started final assembly work on its first ever A330neo aircraft - the new version of the popular twin-aisle series. The new aircraft, an A330-900neo model, features a series of aerodynamic enhancements including the curved wing-tips seen on the A350. Along with new engines, these are expected to reduce fuel consumption by 14%. To date, 10 customers have ordered a total of 186 A330neos.

Centara brings Thai cuisine to Sri Lankan coast



Thailand's Ambassador to Sri Lanka, Nopporn Aichariyavanich (left), launched Suan Bua with Ashok Pathirage (right), chairman & managing director of the Softlogic Group

A new Thai restaurant has opened at the Centara Ceysands Resort & Spa in Bentota, Sri Lanka. Suan Bua, which means 'lotus garden' in Thai, will feature a menu of traditional dishes such as som tam (green papaya salad), tom yam goong (spicy soup with prawns) and phad Thai (stir-fried noodles). Initially it will open daily for dinner, with a lunch service planned in future.



FIVE ON FRIDAY

Frasers offers 30% off in Holiday Extravaganza



Frasers Hospitality is launching a new promotion offering big savings on serviced apartments across Asia, the Middle East and Europe. Valid for stays from 1 November to 15 February 2017, the 'Holiday Extravaganza' promotion is offering 30% off nightly rates at Frasers

properties in cities such as Delhi, London, Shanghai, Bangkok, Jakarta, Sydney, Ho Chi Minh City, Kuala Lumpur and Singapore. Bookings are open from now until 9 October. For more information, please visit www.frasershospitality.com/holidayextravaganza.

Aleenta goes all-inclusive in Thailand



Two Aleenta resorts in Thailand have launched new all-inclusive packages. Guests at Aleenta Phuket Resort & Spa can pay THB6,500 (US\$188) per person and receive unlimited spa treatments and F&B, including alcohol, 24 hours a day, plus a

fully-stocked minibar. The Aleenta Hua Hin-Pranburi Resort & Spa (pictured) is offering the same inclusions for THB6,000 per person, and packages are also available without alcohol in both resorts. For more information please visit www.akarynhotelgroup.com.

Opening rates at U Khao Yai



U Hotels & Resorts' latest Thai property opens in November, in the mountains of Khao Yai. And guests are being given the chance to be among the first to experience this rural retreat with a special opening offer. U Khao Yai is offering nightly stays starting from just

THB2,899++ (US\$84) for a superior room, including breakfast for two people and complimentary Wi-Fi. The offer is valid for stays from 15 November 2016 to 31 March 2017. For bookings, please email reserve@ukhaoyai.com.

Executive stays at Caravelle Saigon



The historic Caravelle Saigon hotel is enticing business travellers with an 'Executive Traveller' offer. Priced at US\$199++ per night for a minimum two-night stay, the package includes accommodation with complimentary breakfast and Wi-Fi, a one-way transfer to or from

Ho Chi Minh City's Tan Son Nhat International Airport, late 4pm check-out and 10% discounts on F&B and laundry. For more information and reservations, please email rsvn@caravellehotel.com.

Marco Polo offers Suite Dreams with new offer



Marco Polo Hotels has unveiled a new promotion for suites and club rooms across its entire portfolio. Under the 'Suite Dreams' offer, guests booking in September and staying before the end of 2016 will be offered a 30% discount on all suites and Continental Club rooms, plus 30% off meals at its hotel-operated restaurants. Guests will also be able to access hotels' club lounges, which offer a series of extra benefits. For more information, visit www.marcopolohotels.com.