



## ATHENS REAL ESTATE CONFERENCE

Hotel Grande Bretagne, Athens | October 20-21, 2016

### Agenda

#### **THURSDAY | OCTOBER 20, 2016**

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10.00 **Real Estate Executive Leaders' meeting**  
"Prospects and Challenges for the Greek Real Estate Market"

**BY INVITATION ONLY**

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11.30 **Registration**

12:00 **Welcome Remarks**  
Symeon Tsomokos, Prodexpo Organizing Committee

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12:05 **Key Points of the Real Estate Executive Leaders' meeting**  
Ioannis Ganos, Chairman, RICS Hellas

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12:15 **Discussion: The Greek Economy in a Global Context**  
Assessing the impact of Macro events that will influence the Greek Economy in the year to come  
  
Christos Staikouras, Member of the Parliament, former Alternate Minister of Finance  
George Pitsilis, Secretary General of Public Revenue \*  
Konstantinos Kollias, President, Economic Chamber of Greece  
Panos Tsakoglou, Professor of Intl & European Econ. Studies, Athens University of Economics & Business  
Moderator: Yannis Perlepes, General Manager, Naftemporiki

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13:15 **Tax Changes and its Implications on the REIC Market in Greece**

Legislators' View

Tryfon Alexiadis, Alternate Minister of Finance \*  
Kostis Hatzidakis, MP, Vice President of New Democracy party

Industry's View

Socrates Lazaridis, CEO, Athens Stock Exchange \*  
Aris Karytinis, Managing Director, NBG Pangaea REIC  
George Chryssikos, CEO, Grivalia Properties

Moderator: TBA

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14:30      Networking Coffee Break / Light Lunch

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15:00      **Public Asset Development as a Tool for Growth**

**Keynote Address:** Panos Kammenos, Minister of National Defence \*

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15:15      **NPL Management and Transfer: the Real Estate Case**

The formation and implementation of a national NPL resolution strategy is necessary for achieving economic growth. What strategies should we employ so that we resolve the NPLs problem in a sustainable manner and ensure that the banking sector is fully capable to revitalize lending activity?

**Keynote Address:** Theodoros Mitrakos, Deputy Governor, Bank of Greece

Professor Dr. Christos Gortsos, Secretary General, Hellenic Bank Association  
George Frangou, Ass. General Manager, Head of Group Real Estate, National Bank of Greece  
Fabio Longo, Managing Director, Sankaty  
Irimi Maragoudaki, Managing Director, Southern Europe, Clayton Euro Risk  
Pavlos Loizou, MRICS, Partner, Resolute Asset Management | Chairman, RICS Cyprus  
Makis Sotiriadis, Lawyer, Serafim N. Sotiriades & Associates

Moderator: Yiannis Perrotis, Vice President, Real Estate Investors & Developers Association

In association with: Real Estate Investors & Developers Association

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17:00      **Investment and Growth Opportunities in the Real Estate Sector**

Does the Greek real estate sector have an appeal to investors?

**Real Estate Investment Sentiment for Greece:** Eleni Makri, MRICS, Manager Research, NAI Hellas

**OUTSIDE LOOKING IN**

Anthony Iannazzo, Managing Director, Värde Partners  
Yannis Ermilios, Head of Asset Management Europe, Colony Capital Inc., London  
George Mantzavinatos, Managing Partner, Doha Properties WLL  
Jean-Bernard Wurm, Co-Founder and Managing Director, Secure Legal Title Ltd

**THE VIEW FROM WITHIN**

Dimitris Andritsos, CEO, Eurobank Property Services  
Dika Agapitidou, Director, Athens Economics ltd, JLL Alliance Partner  
Lila Pateraki, Director of Business Development, Zeus Capital Partners  
Stelios Koutsivitis, Executive Director, Y. & T. Daskalantonakis Group

Moderator: Elias Ziogas, FRICS, CRE, REV, President of Board of Directors, NAI Hellas

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18:30      End of the 1st Day of the Conference

## FRIDAY | OCTOBER 21, 2016

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09:30 **Arrival of delegates**

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10:00 **Keynote Address:** Ilias Xanthakos, Secretary General, Ministry of Economy, Development & Tourism \*

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10:15 **Unlocking Urban Regeneration**

**Keynote Address:** Panagiotis Korkolis, Secretary General of Public Investments and NSRF \*

Yannis Moraitis, General Manager, REDS

George Tsoukalas, Member of the BoD, Artume \*

Theodore Maravelias, Chief Technical Officer, Stavros Niarchos Foundation

Moderator: TBA

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11:00 **Piraeus. The “new port” development, a unique regeneration opportunity. Challenges and implementation**

**Keynote Address:** Yannis Moralis, Mayor of Piraeus

*Roundtable Discussion*

Christos Charpantidis, Chairman & Managing Director, Papastratos SA, an Affiliate of Philip Morris International

George Chryssikos, CEO, Grivalia Properties

Spyros Tsagkaratos, President & Managing Director of AS.P.A. S.A

Alexandros Tsiatsiamis, Founder & CEO, AT MANAGEMENT Funding & Development Consultants

Dimitris Andriopoulos, President & Managing Director, Dimand

Curated by: Dimand

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12:30 **Networking Coffee Break**

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13:00 **Hospitality Report 2016:** Peter Goudes, MRICS, Partner, Hospitality, NAI Hellas

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13:10 **Tourism Investment Potential**

**Keynote Address:** Dimitris Tryfonopoulos, General Secretary, Greek National Tourism Organization \*

Andreas Santis, Managing Director, Head of Greece & Western Balkans, NCH CAPITAL

Giannis Revithis, Executive President of the Athens Real Estate Agents Federation | Owner, Revithis & Partners Group of Companies

George Eliades, Managing Partner, Algean Property

Moderator: Yannis Paraskevopoulos, General Manager, Danos – BNP Paribas Real Estate

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13:45 **Hotels and Leisure: New Products and Innovative Ways**

Across the industry, key consumer trends, economic conditions, and technological innovations are taking hold and shaping hotel and resort development. How can we meet the demands of future customers.

Panos Paleologos, President & Founder, HotelBrain \*

Haris Siganos, Executive Director, Zeus International

Nikos Hadjos, Director of International Hotel Development Europe (Greece & Cyprus), Marriott

Ria Vogiatzi, Founder, Senior Architect, Elastic Architects

Speaker & Moderator: Yannis Paraskevopoulos, General Manager, Danos – BNP Paribas Real Estate

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14:30      Networking Coffee Break

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15:00      **Kick Start: Enabling Energy Efficiency in Commercial Buildings**

The economic downturn shifted the attention of firms and public owners with large building portfolios toward their existing buildings. Is the time ripe for focusing on retrofit and renovation investments that could save energy and money?

Adrian Joyce, Secretary General, EuroACE - The European Alliance of Companies for Energy Efficiency in Buildings  
Georgios Tamboureas, Construction and Infrastructure Management Director, OTE Estate- CREM  
Alexandros Samaras, President, Hellenic-American Educational Foundation  
Liana Kyriopoulou, Technical Director, Grivalia Properties  
Olga Itsiou, Technical Director, Dimand  
Haris Kountouros, Public Relations Officer, European Parliament  
Charalampos Giannikopoulos, Founder, DCarbon

Speaker & Moderator: Alice Corovessi, Founding Member & Secretary General, Institute of Zero Energy Buildings

In association with: INZEB

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16:15      **Real Estate 2020: Shifts and Trends**

The pace of change in the world is accelerating, with a series of transitions, transforming the way in which business and society operate. What are the emerging trends that will drive growth opportunities in the real estate industry across the continent over the next years?

Ioannis Ganos, Chairman, RICS Hellas  
Ana Vukovic, Managing Director Greece & Serbia, Colliers International

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16:45      **Real Estate: Towards value restoration**

Theodore Charagionis, President, ICSC Hellenic Nat. Committee / RE Investors & Developers Association

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17:00      **Real Estate Market developments and prospects: The auction case and investor behavior**

Dr. Alexander Vassiliou, CRO & Ass. General Manager of Group Risk Management National Bank of Greece  
Marios Margelos, Head of Valuations, Piraeus Bank RE

Moderator: Christina Fotopoulou, President - Association of Greek Valuers (A.V.A.G.)

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17:30      End of Prodexpo 2016

**\* Invited Speaker**