



Preliminary PROGRAM

Tuesday April 2 2019
Hesperides Hall,
Athens Hilton

15:00 OPENING KEYNOTES

GREEK ECONOMY: TRENDS & PROSPECTS

Dr. George Zanias, Prof. of Economics, Athens University of Economics and Business

15:20 **GREEK NPLS: IMPEDIMENT TO GROWTH**

Dr. Nikolaos Vettas, General Manager IOBE

15:40 PANNEL DISCUSSION

INVESTORS' APPETITE IN A COMPLEX ENVIRONMENT

Topics to be discussed

Securitization solutions (BoG vs SSM proposals) ▶ Legal framework: What's left to be done ▶ Mega deals flows in 2019 ▶ BofG's proposal for Bad Loans ▶ Lessons learned from 2018 transactions ▶ Out of court solutions: Would that be a panakea for SMEs? ▶ Debt to Asset Swap (D2AS)

Moderator

Ioannis Ganos, General Manager Alpha Real Estate

Pannelists

Costas Karagiannis, Operating Partner Apollo Management

George Kormas, CEO Piraeus Real Estate

Tassos Kotzanastassis, CEO 8GCP, President ULI Gr. & Cy.

Dr. George Mountis, Managing Partner Delfi Partners Gr, Cy., SEE

Tassos Iossephides Head of Transaction Advisory Services EY

16:25 Q&As

LUNCH BREAK

16:30 KEY NOTE ADDRESS

RESTRUCTURING STRATEGIES

Ajay Rawal, EY Partner Global Banking Restructuring Leader

16:50 PANNEL DISCUSSION

DATA DRIVEN CREDIT & ASSET MANAGEMENT

17:05 *Topics to be discussed*

Managing REOs ▶ Servicers Positioning / Opportunities ▶ Digital solutions in Collection and Valuations (Big Data and AI) ▶ Outsourcing vs inhouse: pros and cons ▶ Extrracting value out of the existing stock of assets ▶ Difficulties in due diligence ▶ Need of a mega servicer ▶ Is there enough manpower?

Moderator

Elias Ziogas, President pepper Hellas

Pannelists

Dimitris Andritsos, CEO Eurobank Property Services

Sofia Athanassopoulou, Director PwC

Fotis Kourmoussis, Sec. Special Private Debt Restructuring

Agamemnon Koliatsos, Cukierman & Co

Nikos Kountouriotis, Principal Arbitrage

18:00 Q&As



MAKING REAL ESTATE GREAT AGAIN

Athens, April 3 | Esperides Hall, Athens Hilton

09:45 KEY NOTE ADDRESS

WHAT'S NEXT FOR THE GREEK NPL MARKET

Outlook for 2019 in terms of real estate and real estate financing

Theodore Mitrakos, Deputy Governor Bank of Greece

10:05 PANNEL DISCUSSION I INVESTMENT

co-organized with ULI

CORE REAL ESTATE IN A DISRUPTIVE ENVIRONMENT

Topics to be discussed

Pros and Cons for Investing in Greek Real Estate Market ▶ Legal framework: What's left to be done ▶ Financing Greenfield Developments ▶ Is a bear market coming? ▶ Attractive Sectors and yields' prospects ▶ Lessons learned from last year's transactions ▶ Water-front Redevelopment ▶ Invitation homes to become core

Moderator

Tassos Kotzanastassis, CEO 8GCP, President ULI Gr. & Cy.

Pannelists

Dimitris Andriopoulos, CEO Dimand

Aris Karytinis, CEO Pangaea REIC

Tassos Kazinos, CEO Trastor REIC

Stelios Zavvos, CEO Zeus Capital Managers

Anna Apostolidou, CEO BriQ REIC

10:55 Q&As

11:00 KEY NOTE ADDRESS

ENTERING THE GOLDEN AGE OF PROPTECH

Tina Paillet, CRE, Board Member of the RICS

11:20 PANNEL DISCUSSION II PROPTECH 2nd EDITION

co-organized with RICS

TRANSFORMING RE INTO A LIQUID, DIVISIBLE, TRADEABLE ASSET

Topics to be discussed

Is a revolution in RE in progress ▶ Which tecnologies can grow revenues and cut costs to your business ▶ Challenges for the real estate industry ▶ Transformation of the local Real Estate into Mobile Industry ▶ Tech adoption and workplace trends ▶ How to embrace blockchain ▶ Can machines out-advise experienced professionals

Moderator

Thomas Ziogas, CEO pepper, President RICS Hellas

Pannelists

Petros Doukas*, President Capital Partners

Dr. Nicholas Haritakis, Professor of Economics at NUofA

Tina Paillet, CRE, Board Member of the RICS

George Satlas, CIO Piraeus Bank

George Stasinis, President TChofGr. (TEE)

12:30 Networking standing lunch

13:00 PANNEL DISCUSSION III
SUSTAINABLE TOURISM

Topics to be discussed

Have we reached the top? ▶ What will the tourism marketplace look like in five to ten years? ▶ Innovative strategies in the hospitality industry ▶ How short term leases affect the industry ▶ City Hotels' respond to challenges ▶ Key items of focus that could positively and negatively impact growth in 2019 ▶ Are there any opportunities left in banks' NPL portfolios? ▶ Should travel executives study Amazon?

14:00 DEBATE

RETAIL IN THE ERA OF e-COMMERCE

Topics to be discussed

Experiential & destination retail ▶ Retailers take e-commerce into their own hands ▶ Legacy retailers adopt a start-up mentality ▶ Physical in the age of digital ▶ Small-format stores ▶ Inventory management ▶ Next-day delivery becomes the new standard ▶ Financing and investing in Retail Real Estate

15:15 PANNEL DISCUSSION IV
WAREHOUSING SHIFTING PATTERNS

Topics to be discussed

Trends that will shape the logistics market in 2019 / Geographic Overview ▶ Operation, Sustainability, Tech Innovation and Automation ▶ On-demand warehousing - Vertical, Spec, Urban infill and built to suit ▶ Supply chain and last-mile delivery ▶ Fulfillment centers ▶ How Cities Are Evolving to Meet the Sharp Rise in Shipping Demands ▶ Financing and investing in Industrial Real Estate

16:20 End of RBF

Moderator

Dimitris Konstantopoulos, Deputy Gen. Manager Piraeus Bank

Pannelists

Alexandros Agelopoulos, VP Aldemar Hotels

Aris Ikkos, General Manager InSETE

Vlaho Kojakovic, Head of Tourism and Property EBRD

George Litsas, Managing Director GLP Values

Konstantinos Zikos, CEO HotelBrain

Moderator

Ioannis Orfanos, Partner Arbitrage

Debate

Dimitris Antoniou, Head of Real Estate Media Markt

Theodore Charagionis, CEO Charagionis Group of Co

Pannelists

Theresia Messari*, COO, CFO Pangaea REIC

Dimitris Manoussakis, CEO Savills Hellas

Moderator

Yannis Xylas, CEO Geoaxis

Pannelists

Yiannis Diamantopoulos, CEO ARXICON

Costas Dounas, General Manager Logiscoop PANSYFA

Christos Kakkavas, Head of Capital Markets JLL- Ath.Econ

Thanos Psathas, CEO Industrial & Business Parks ETVA

Dr. Petros Trachanas SVP Logistics AB Vassilopoulos

Dr. Sotiris Theofanis, President of the Board SEGT, CEO OLTH