

9th RED BUSINESS FORUM

Athens International Conference Centre - **MEGARON**

October 13th, 2014

INVENTING THE FUTURE _ INVEST IN THE FUTURE

Program

9:00 Registration - Welcome drinks

9:30 *Hidden treasures*

9:40 Opening Notes: Revitalizing the investment market

9:55 Opening Address:

Yannis Papadomarkakis | Publisher RED magazine

Sofia Voultepsi | Deputy Minister to the Prime Minister, Media and Spokeswoman

Yannis Maniatis | Minister of Energy, Environment & Climate Change

10:15 **1. PRIVATE DEBT RESTRUCTURING _ PRICING ASSETS**

Impact of the economic and political landscape on the path forwards

Art and science in today's valuations • Revising Land and Property Values in Greek Cities • Property Taxation • Land Bank / Bad Bank / Auctions • What does opportunistic mean in today's market? • Opportunities Arising from Corporate and State Owned real estate Assets, Bank assets and Distressed Loans

Moderator **Dr George Papaioannou** | CEO Piraeus Bank Real Estate (PBRE)

Speakers **Dimitris Andritsos** | CEO Eurobank Property Services

Elena Dilaras | Consultant to the Minister of Economy

Elias Ziogas | Senior Partner NAI Hellas

Costas Pallis | Director Alpha Astika Akinita, MoB TeGoVa Surveyors

11:00 Networking Coffee Break

11:15 **JUST THINK: REAL ESTATE IN 2030 _ Building a 24h City**

KEY NOTE **Dr. Hugh Kelly** | President CRE, Head of NYU Real Estate Dept.

11:40 **2. ADOPT AND ADAPT**

Institutionalizing the Greek Market

Does Greece tick the boxes? • Do investors need to reassess the types of property they invest in and adjust their portfolios? • Is there an opportunity for institutional investors to fill gaps left by bank lenders • Insurance companies, PERE and Pension funds: Competitors or Partners? • What are prerequisites, processes and standards? • Which assumptions matter most and why?

Moderator **Tassos Kotzanastassis** | CEO 8GCP

Speakers **Vassilis Delikaterinis** | CFO Terna

Gregory Dounis | CEO PPC

Dr. Hugh Kelly | President CRE, Head of NYU Real Estate Dept.

Stelios Zavvos | CEO ZEUS CP

12:25 Sustainability Research powered by ZTE

Dika Agapitidou | Gen. Manager Athens Economics, JLL representative

12:45 **3. TRAVEL MONEY**

Financing large scale projects

Who are the investors and what are their search criteria? • Is Greece ready to go? • Do investors need to target underlying economic drivers of return? • Returns required vs perceived risks • Built to suit with land to grow • Are REITs ready to perform in the new reality • SEZ • Shaping the future of the luxury hotel industry • What are the evolutions in both products and locations? • Offering passports to lure property investors • Second home development

Moderator **Kenny Evangelou** | CEO ICI REIC

Speakers **Deng Chao** | Chief Representative ZTE South Balkans & ZTE Israel

George Drakopoulos | Adviser to the SG of World Tourism Organization

Dr. **Aris Karytinis** | CEO PANGAIA REIT

Dr. **Sotiris Tsolakos** | Director Property and Portfolio Research (PPR)

13:30 Light lunch Networking

14:35 **Choice, Mobility and Information: Key drivers to shape development** KEY NOTE **Yannis Boutaris*** | Mayor of Thessaloniki

CODERED WORKSHOP_ THE DNA OF THE CITIES

15:00 **Investor Ready Cities**

Julie Alexander | Director Urban Development Siemens

15:15 **iUrban_Sustainable Competitiveness for cities**

Hazem Galal | Partner PwC, Cities & Local Government Sector Global Leader

15:30 **TOMMOROWLAND [ATHENS]**

Strategy: Towards a Productive Metropolis

Moderator **Dimitris Manoussakis** | CEO Savills Hellas

Experts **Yannis Rizopoulos** | Journalist

Costas Tomaras | Civil Engineer, Project management Consultant

Dr. George Ageridis | Director CRES, Energy Efficiency Consultant

Topics to be discussed

Futrastructure_Smart City Framework • Data & Knowledge • Impact on Economy Activity and Growth: Workforce attraction, residents and new talent retention • City Branding & Functioning • Identifying ID • City's attractiveness • Measuring Social and Economic Returns on Hard Infrastructure Investments • How urban smartness unlocks urban value • Logistics and transport hubs • Car Clubs / Electric Busses/ e-ticket

Panelists **George Agrafiotis** | Director Terna Energy

Julie Alexander | Director Urban Development Siemens

Mark Bidgood | MA Ceng MICE Director ARUP

Hazem Galal | Partner PwC, Cities & Local Government Sector Global Leader

Theo Mitrakos, Kalliopi Akantziliotou | Analysis Dept BoG

Thanassis Schizas | CEO GAIAOSE SA