

(preliminary program)

DAY II

09:00 - 09:30 Registration -welcome drinks  
09:45 - 10:00 Prepair to Repair - Conclusions

**PANNEL A**

CONCRETE IDEAS ON INVESTING VEHICLES

10:00 - 10:45 **INVESTMENT POSITIONING**

The Greek property market following the collapse of the economy: how bad the situation is? • Investors: are they gone forever? • Is property lending ever going to come back? • Alternative sources of debt finance? • How the private lending industry has developed and what's to come • The 'D' word: how would the property market perform if we revert to a local currency? • Listed real estate: does it still make sense in a decimated private market?

10:45 - 11:15 **Networking coffee sponsored by....**

**DEBATE**

11:15 - 11:40 **MATCHING EXPECTATIONS WITH REALITY**

The way out - Reform Implementation

11:40 - 11:55 **GREEK CRE MARKET \_ WHAT's TO COME**

**Dika Agapitidou**, MD Athens Economics, JLL rep.

**Moderator**

**Tassos Kotzanastassis**, CEO 8GCP

**Speakers**

**Aris Karytinis**, CEO Pangaia REIT

**George Frangou**, GM NBG Properties

**Vassilis Delikaterinis**, CFO Terna Energy

**Xenofon Avlonitis\***, VP HCMC

repr Grivalia REIC

**Comments**

**Stelios Zavvos**, CEO ZEUS CP

**David Hay**, VP AFI Europe

**Moderator Helena Dilaras**, Property Solutions

**Dimitris Andritsos**, CEO Eurobank Property Services

**Nick Charitakis**, Economist

**Kalliopi Akatziliotou**, Research Dept BofG

**PANNEL B**

**NETWORK**

12:00 - 13:00

**DOING BUSINESS DIGITALLY**

- How digital technologies can impact business models
- Technology challenges real estate Industry
- How changes in employment affect fixed capital investments and operating costs over time
- Technology as a game-changer for the way decisions are made at all levels
- How to grow profits
- ICT and Transportation

Net economy players disrupt the brick and mortar habits

13:00 -13:30

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**KEY NOTE ADDRESS**

13:30 - 14:00

**STRUCTURING INSTRUMENTS TO ENABLE INVESTMENT**

**PANNEL C**

**FUTRASTRUCTURE**

14:00 - 14:45

**BRANDING STRATEGIES**

- Winning strategies to attract global investors
- Navigating the regulatory landscape in Greece
- Urban and Territorial Branding
- How changes in employment affect fixed capital investments and operating costs over time
- Impact on Economy Activity and Growth: workforce attraction, residents and new talent retention

**Moderator \_ Introduction**

**Andreas Polykarpou**, MD ZTE Hellas

**Speakers**

**Michael Thirkettle**, CEO McBainsCooper

**Litsa Panayotopoulos**, Secretary General AHCC, Boston Hamilton

**Didoe Prevedourou**, Managing Director AIT

\* GM LG Electronics

**Comments**

**Scott Picken**, Co-Founder and CEO Wealth Migrate

**Spyros Sagias\***, Secretary General to the Government

**Moderator**

**Vassilis Daskalopoulos**, CEO AssetOglivy Hellas

**Speakers**

**Güniz Çelen**, CRE Chairperson Çelen

**Thanassis Schizas**, CEO GAIAOSE

**Zissimos Danilatos**, Development Director LAMDA

**Constantza Sbokou**, Owner TEMES

**Dimitris Manoussakis**, CEO Savills Hellas

14:45 - 15:10 **Poll: Is TRANSPARENCY a prerequisite to move on?**

**Nick Chatzitsolis**, CBRE Axies, MoExeB CRE

**PANNEL D**

**FACILITY MANAGEMENT**

15:10 -16:00 **ALTERNATIVES AND THE CITY**

What structures and products appeal to varying end investor types and why? • What returns are expected at which risk profiles? • Are banks lending for development and at what LTV? • Investing in business Parks: safe bet or a missed opportunity • Transforming what used to be a capital expenditure into an operating expense • The broad horizon of PPPs •

**Moderator**

**Elias Ziogas**, CRE, President NAI Hellas

**Speakers**

**Manolis Baltas**, CEO Redeplan

**George Daniolos**, CEO Cofely GDF SUEZ

**Ioannis Gannos**, Bluehouse CI, President RICS Hellas

**Spyros Pollalis**, Professor at Harvard University

**Nick Mantzoufas\***, Secretary Special PPPs