



Prodexpo^{19th}
DEVELOPING THE FUTURE

Athens Real Estate &
Development Conference
November 1-2, 2018
MEGARON, THE ATHENS CONCERT HALL

DRAFT AGENDA

THURSDAY, NOVEMBER 1

09.30 - 11.30	EXECUTIVE LEADERS' BREAKFAST <i>By invitation only</i>
11.30 – 12.00	REGISTRATION
12.00 – 12.05	WELCOME REMARKS Symeon Tsomokos, Managing Director, SGT S.A.
12.05 – 12.15	Key Points of the Real Estate Executive Leaders' meeting Nikos Roussanoglou, Financial Journalist, Kathimerini newspaper
12.15 – 12.30	Christos Spirtzis, Minister for Infrastructure, Transport & Networks *
12.30 – 13.15	PANEL DISCUSSION 1 NPL: The Continuing Struggle Chair: Eugenia Tzortzi, Journalist, Kathimerini newspaper George Georgakopoulos, Executive General Manager, Piraeus Legacy Unit, Piraeus Bank Tassos Panoussis, General Manager Retail Remedial, Eurobank George Frangou, Ass. General Manager of Group Real Estate, National Bank of Greece Tassos Kotzanastassis, Chairman, ULI Greece & Cyprus Managing Director, 8G Capital Partners Ltd Yannis Orfanos, Partner, Asset Management, Arbitrage RE <i>Programming Partner ULI Greece & Cyprus</i> Q & A
13.15-14.00	PANEL DISCUSSION 2 Taxes & Real Estate Chair: Dimitris Pefanis, General Manager, Insider.gr Aikaterini Stergiou Papanatsiou, Deputy Minister of Finance * Christos Staikouras, former Alternate Minister of Finance Konstantinos Kollias, President, Economic Chamber of Greece Aris Karytinis, CEO, NBG Pangaea REIC Tassos Kazinos, CEO, Trastor REIC Q & A

14.00-14.30	LIGHT LUNCH
14.30-16.00	<p>PANEL DISCUSSION 3 Metropolis now – Preparing for the Future</p> <p>Chair: Dimitris Andriopoulos, President & Managing Director, Dimand Yannis Moralis, Mayor of Piraeus Dimitris Karnavos, Mayor of Kallithea Dimitris Papastergiou, Mayor of Trikala</p> <p><i>curated by Dimand</i></p> <p>Q & A</p>
16.00-16.15	<p>Principles for building better cities</p> <p>Mark Alexander, Partner, Redstone Advisory Partners, UK</p>
16.15-16.30	<p>Co-Working: the faster growing sector of the commercial real estate industry</p> <p>Christos Misailidis, CEO-Asia Pacific & Middle East, IWG plc</p> <p>Chair: Yiannis Xylas, Founder & Owner, GEOAXIS</p>
16.30-16.45	NETWORKING COFFEE BREAK
16.45-17.30	<p>PANEL DISCUSSION 4 Big Projects in the Pipeline</p> <p>Chair: Nikos Roussanoglou, Financial Journalist, Kathimerini newspaper Lila Tsitsogiannopoulou, Member of the BoD, Hellenic Republic Asset Development Fund George Vilos, Executive Director of Commercial & Business Development, Fraport Greece Stefanos Charaktiniotis, Partner, Zepos & Yannopoulos Dimitri Christopoulos, Managing Partner, D.C. Christopoulos & Partners</p> <p>Q & A</p>
17.30-18.30	<p>PANEL DISCUSSION 5 Sustainability & Resilience: Option or Prerequisite for Real Estate?</p> <p>Chair: Alice Corovessi, COO/CFO, INZEB Eleni Myrivili, Deputy Mayor of Urban Nature, City of Athens Dimitris Andriopoulos, President & Managing Director, Dimand Natalia Strafti, Chief Operating Officer, Grivalia Properties Charalampos Giannikopoulos, Managing Director, DCarbon</p> <p><i>Programming Partners INZEB and GBCI</i></p> <p>Q & A</p>
18.30	End of Prodexpo 2018 – Day I

Friday, November 2

09.30 – 10.00	REGISTRATION
10.00 – 10.45	<p>PANEL DISCUSSION 6 South East Europe Market Brief</p> <p>Chair: Lefteris Potamianos, President, Real Estate Association of Athens-Attica</p> <p>Horatiu Florescou, Chairman & CEO, Knight Frank Hungary & Romania Panos Danos, Managing Director, Danos-BNP Paribas Real Estate Alina Churikova, Sales Manager, tranio.com, Russia</p> <p><i>sponsored by Knight Frank</i></p> <p>Q & A</p>
10.45 – 11.00	<p>The impact of municipal policies on property values - The example of Thessaloniki</p> <p>Spiros Pengas, Deputy Mayor of Tourism & International Relations, City of Thessaloniki</p>
11.00 – 12.00	<p>PANEL DISCUSSION 7 Attracting investment from abroad: Key considerations of foreign capital when investing in an emerging real estate market</p> <p>Chair: Dimitris Andritsos, CEO, Eurobank Property Services</p> <p>Nicholas Chatzitsolis, Managing Director, AXIES part of the CBRE affiliate network Peter Cosmetatos, CEO, Commercial Real Estate Finance Council Europe Panayiotis J. Merekoulias, CEO, VALUES Dika Agapitidou, Director, JLL – Athens Economics Sagi Rubin, Managing Partner, ZOIA</p> <p>Q & A</p>
12.00-12.30	NETWORKING COFFEE BREAK
12.30-13.30	<p>PANEL DISCUSSION 8 Investments in Hospitality</p> <p>Chair: Vasilis Fotopoulos, Head of Hospitality, Capital Markets, Arbitrage RE</p> <p>Stelios Koutsivitis, CEO, Astir Palace Vouliagmeni Andreas Birner, Managing Director, Inova Hospitality Management Paul Gomopoulos, Managing Director & Head, HINES Greece Nikos Hadjos, Director of Intl Development Europe (Greece & Cyprus), Marriott International, Inc. Eleni Vafia, Task Manager, VALUES</p> <p>Q & A</p>
13.30-14.15	LIGHT LUNCH

<p>14.15-14.30</p>	<p>Short-term Rentals Challenge</p> <p>Georgia Stamatelou, Head of Tax, KPMG <i>In conversation with</i> George Pitsilis, Governor, Independent Authority for Public Revenue</p> <p>Q & A</p>
<p>14.30-15.15</p>	<p>PANEL DISCUSSION 9 Second Home Market Trends</p> <p>Chair: Andreas Zampoukas, Journalist, Liberal.gr Savvas Savvaidis, CEO, Greece Sotheby's International Realty Andre Chelhot, Owner & CEO, DNC Holdings Ltd Sotiris Anifantis, Co-Founder, A_2 Architects</p> <p>Q & A</p>
<p>15.15-15.30</p>	<p>Implementing an integrated IT solution for a Greek REIC</p> <p>Petros Dalianis, Sales & Marketing Director, CGSoft Ltd</p>
<p>15.30-16.30</p>	<p>PANEL DISCUSSION 10 Trends Shaping the Future of Retail</p> <p>Chair: Dimitris Tsompanidis, Consultant, Currie & Brown Theodore Charagionis, President, ICSC Hellenic Nat. Committee / RE Investors & Developers Association Yannis Moraitis, General Manager, REDS Panos Charalambopoulos, Managing Director, SOLUM Property Solutions Dimitris Biniaris, Founder & CEO, Binswanger Biniaris Real Estate Group</p> <p>Q & A</p>
<p>16.30</p>	<p>End of Prodexpo 2018</p>

**Invited Speaker*