

DAY I**13:00** REGISTRATION**13:30 OPENING REMARKS**

Yannis Papadomarkakis, Publisher, RED Magazine

KEYNOTE ADDRESS I**13:45** George Zavvos, President, Hellenic Development Bank**14:05 KEYNOTE ADDRESS II**

Dominique Moerenhout, CEO EPRA

14:25 KEYNOTE ADDRESS III

Nikolaos Kontaroudis, A' Vicechair, Hellenic Capital Market Commission

PANEL I

15:00 REPOSITIONING & GREENFIELD INVESTMENT**TRANSFORMING THE BUILT ENVIRONMENT****Key benefits:** Building occupancy, Energy efficiency, Environmental benefits, Occupants' quality of life, Schedule advantages, Positive community impact. **Financial Returns On****Investment:** Lower operating costs, Potential tax incentives, Greater leasing opportunities, Greater resale value, Tax deductions, Overall reductions in expenses
WHERE IS THE VALUE AFTER ALL**16:00 KEYNOTE ADDRESS IV**

Andreea Moraru, Head of Greece & Cyprus, EBRD

16:20 INTERVIEW

Aziz Francis, CEO Brook Lane Capital

PANEL II

17:00 RISK MANAGEMENT**NAVIGATING INFLECTION POINTS**

Key trends to watch: How will 2023 differ from 2022. Central themes of 2022—namely, high inflation, potential economic recession, and dislocated asset prices. Fast-and-furious tightening of monetary conditions. From rates, to credit, to equities. Capital markets will likely remain vulnerable in 2023 and volatility will likely persist. Capital remains scarce and expensive. How long is the way back to 2%? How do all these issues affect Real Estate?

18:00 Light Lunch**19:00 End of Day One**

Instruments for stimulating Social Change -The role of HDB

Positioning portfolios for better risk-adjusted performance

What should we expect from the undergoing corporate makeover in Greece

Theologos Mintzas, Partner, POTAMITISVEKRIS

Speakers

Panagiotis Kapetanakis, CEO, NOVAL Property

Ioannis Orfanos, CoB & Founding Partner, Arbitrage RE

Olga Itsiou, COO Dimand

Thanasis Karagiannis, CIO, PRODEA Investments

Raising funds through the local capital market

Interviewed by

Eri Mitsostergiou, World Research Director, Savills

Moderator

Aristotelis Karytinis, CEO, PRODEA Investments

Speakers

Dominique Moerenhout, CEO, EPRA

Stelios Zavvos, CEO Zeus Capital Management

Kostas Markazos, CEO, Premia Properties

Ioannis Gannos, CEO, Alpha Astika Akinita

DAY II

09:00 REGISTRATION

09:30 **OPENING REMARKS**

Yannis Papadomarkakis, Publisher RED

10:00 **KEY NOTE ADDRESS**Theodore Mitrakos, MoB Bank of Grece **Affordable Housing in Greece**

PANNEL I

10:30 **STRATEGIES FOR A STABLE AND AFFORDABLE PLACE TO LIVE**

PROJECT: My Home - SPV for vulnerable social groups - Social Housing rent subsidy cannot exceed €210 per month, irrespective of the composition of the household. SL2, Terms & conditions - Abandoned homes and buildings owned by Pention & Insurance Funds _ Informal Housing & Natural Dissasters

Moderator

Yannis Bitzis, Partner EY

Speakers

Alex Tsiatsiamis, SecGen Municipality of Athens**Ioanna Chormova, Deputy Managing Director DYPA****Theoni Alabasi*, Sec Special for Private Debt****George Stasinos, President TCHGr**

PANNEL II

REOs11:15 **STRUCTURING WINNING BIDS - THE BUY AND THE SELL SIDE**

Where are the opportunities for 2023 and beyond? How big is the REO market in Greece - Collateral and the role of real estate - Private capital in the debt market - Key market players - Pros & Cons in Buying an REO property -REO Properties as a Real Estate Investment - Pricing and undewriting REO portfolios - Exploitation of excisting stock

Moderator

Fotis Kourmoussis, MoB HFSF

Speakers

Ellie Galatia Kakoullou, NBG**Yannis Delikanakis, Founding Partner SOUTH ROCK****Christoforos Stratos, CEO Resolute Hellas****George Tomaras, CEO Aura RE****Yannis Paraskevopoulos, GM Danos - BNP Paribas****P. Sarantopoulos, Director of A.Man. Alpha Astika Akinita**

12:00 SURVEY ON ASSET REPOSITIONING IN THE GREEK RE MARKET, CONDUCTED BY RED MAGAZINE & RICS

Presented by Valia Politi, ESG Communications Specialist, RED Magazine

PANNEL III

12:15 **MORE ROOM FOR RESIDENTIAL**

RENTAL SECTOR of Institutional quality, SERVICED LIVING as a trend,
RETROFIT towards net zero ambitions, URBAN REGEN: Public funds, private
strengths, INCENTIVES: Tax cuts or direct subsidies

Moderator

Yannis Xanthopoulos, President RICS Greece & Cyprus

Speakers

Dimitris Andritsos, CEO Cerved GR

Costantine Pechlivanidis, CIO Premia Properties

Tasos Maniadakis, CIO ZOIA PEF

Nikos Kountouriotis, Managing Partner Arbitrage-RE

Yiannis Lisas, Manager, Real Estate, PwC Athens

13:15

NETWORKING BREAK

PANNEL IV

COMMERCIAL REAL ESTATE IV (HOSPITALITY)14:00 **INVESTMENT OPPORTUNITY IN THE NEW NORMAL ENVIRONMENT**

AMBITIOUS PLANS unveiled for beachside hotels & casinos LAND USE
challenge' holds back net zero targets MAJOR TRANSACTIONS bring dry
powder to city hotels and resorts LABOR scarcity RE-CAPITALISING, RE-
positioning, RE-purposing

Moderator

Tassos Iossifides, Partner EY

Speakers

Ilektra Demi, Director of New Investments REDS

Aggela Michalopoulou, Director General, HPPC

Yannis Xylas, CEO GEOAXIS

Dimitris Ragias*, CEO Piraeus Real Estate

Alex. Moulas, Senior Commercial Director Lamda Dev.

15:00 **INTRO**

Dimitris Vlachopoulos, Partner C&W Head of Portfolio & Location Strategy, EMEA

PANNEL V

COMMERCIAL REAL ESTATE IV (OFFICE)15:20 **'SHIFT HAPPENS', WHERE WILL PRICING AND VALUES LAND**

Changes to investment criteria, funding and market trends drivers for investors' behavior.
The E in ESG dominates investor thinking, raising a question over the benefits of bundling
it with the S and G. Refinancing with a widening funding gap will see debt funds grow.
BUILDING EFFICIENCY vs box ticking, RETURN to the workplace... what it means for
the future of the office, Real estate CHALLENGED by bond market

Moderator

Dimitris Manoussakis, CEO Savills Hellas

Speakers

George Litsas, CEO GLP

Thiresia Messari, CFO/ COO Prodea Investments

Jennie Mourousia, CIO Noval Property

Errikos Arones, Chief Executive at Hellenic Properties

Crysta Petropoulou, Asset Management Director OTE ESTATE

PANNEL VI

COMMERCIAL REAL ESTATE III

16:10 **LOGISTICS MARKET REACHES NEW HEIGHTS**

THE 6R REINDUSTRIALISATION – reshoring RENEWABLES – the implications of the Green Deal, REPLENISHMENT – the ‘S’ of ESG RESILIENCE – from inventory to operations, and infrastructure and upgrade costs. RESOURCES – the biggest “pain point” for the industry: labor shortages. REVITALISATION – the redevelopment of old industrial sites.

SPENDING POWER: the real driver of growth

Moderator

Dika Agapitidou, GM JLL - Athens Economics

Speakers

Adonis Panagopoulos, CEO PEARL**George Bakos, COO PREMIA****Vassilis Maglaras, CEO THRIASSIO****George Veinoglou, Director EY****Ilias Tsiklos, CEO NOE**16:45 **End of Day II**