



DAY 1 AMPHITHEATRE IOANNIS DESPOTOPOULOS

NEW RULES OF ENGAGEMENT

10:00 OPENING REMARKS

Yannis Papadomarkakis, Publisher, RED Magazine

10:15 **KEYNOTE ADDRESS**

Dimitris Papastergiou, Minister of Digital Governance of Greece

10:35 **KEYNOTE ADDRESS**

Dominique Moerenhout, CEO, EPRA

EUROPEAN LISTED REAL ESTATE: CHALLENGES AND OPPORTUNITIES

VIEWPOINTS

11:00 **THE FUTURE OF THE OFFICE TO BE CONFIRMED**

Dominique Moerenhout, CEO of EPRA discusses with Aristotelis Karytinis, CEO of PRODEA Investments

11:30 **PANEL I****NAVIGATING NET ZERO FINANCE**

DOING BUSINESS IN THE NEW INVESTMENT GRADE ERA

Explore strategies for financing the net zero transition, engaging a diverse array of stakeholders. A dialogue that delves into green bonds, ABS and the critical role of institutional investors in financing the transition. The session unveils key elements fundamental to accessing finance for achieving net zero goals.

MODERATOR **Dimitris Konstantopoulos, Management Advisor, CEO's Office , Piraeus Bank**PANELISTS Dimosthenis Voivontas, General Director, Ministry of Economy & Financial Recovery and Resilience Facility Agency
Nicholas Haritakis, Economist
Kostas Markazos, CEO, Premia Properties12:30 **PANEL II****REPOSITIONING REO PORTFOLIOS**

CAPITALIZING ON CHANGE IN THE REAL ESTATE MARKET

Investors and operators must address rising reinvestment needs, overcome headwinds from increased financing costs, leverage technology and capitalize on distress and information asymmetry

MODERATOR **Kenny Evangelou, Partner, Deal Advisory on Real Estate, KPMG**PANELISTS Despina Chamilaki, Senior Partner - Repossessed Asset Portfolio Management, Grivalia AM
Ioannis Ganos, CEO , Alpha Real Estate Services
George Kormas, Vice Chairman, Board of Directors, Resolute Group
Ellie Kakoullou, Assistant General Manager, Head of Group Real Estate, NBG
Theodoros Mitrakos, Economist, Former Deputy Governor, Bank of Greece13:30 **NETWORKING BREAK**

PART II14:15 **KEYNOTE ADDRESS**

Hugh Kelly, Real Estate Economist, ex. International Chair, Counselors of Real Estate
Real Estate Capital in our Complex Times

14:35 **VIDEO PRESENTATION**

Elena Panaritis, Economist, Former MoGP
The power of Property Rights

14:45 **FIRECHAT**

Hugh Kelly, Former International Chair, Counselors of Real Estate discusses with Elena Panaritis, Greek Economist & former MoGP.

PANEL III15:30 **COGNITIVE CITIES****IMPACT INVESTMENT**

Cities are feeling the strain of population growth and climate change. People need a better quality of life that is more sustainable and offers them the chance to prosper. The question is, how?

MODERATOR Eri Mitsostergiou, Founder and CEO, Foresight Real Estate Experts

PANNELISTS Ioannis Georgizas, CEO, ADDMA

Georgios Kordelas, Senior Director, Hines Greece

George Vitoulas, Partner, Head of Development Management, Arbitrage RE

Alexandros Tsiatsiamis, CEO AT Consulting, former SG Athens Municipality

16:30 **PANEL IV**

CREATING DESTINATIONS

Through meticulous planning and adherence to sustainable practices, integrated projects can not only address prevailing concerns but also make positive contributions to environmental, social, and economic aspects, presenting a well-balanced and inclusive vision for the future.

MODERATOR **Dika Agapitidou, Founder and Director, JLL – Athens Economics Ltd**

PANELISTS Panagiotis Kapetanakos, CEO, NOVAL PROPERTY
George Maltezos, Associate Director, Senior Banker, Property & Tourism, EBRD
Angela Michalopoulou, Business Development Director, DKG Development
Vasilis Fotopoulos, Associate Director, Hospitality Advisory, Colliers Greece
Haris Siganos, Executive Director, Zeus International

17:30 **NETWORKING COCTAIL**

DAY 2 AMPHITHEATRE IOANNIS DESPOTOPOULOS

NEW RULES OF ENGAGEMENT

DELIVERING STRATEGIES

10:10 OPENING REMARKS

Yannis Papadomarkakis, Publisher, RED Magazine

10:20 **PRESENTATION**

Dimitris Andritsos, CEO, Cerved Property Services

AFFORDABLE HOUSING SPECIAL REPORT

10:40 **PANEL I** Co- Organized with the Technical Chamber of Greece (TEE)

CARRYING CAPACITY & AFFORDABLE HOUSING

BUILDING TERRITORIES OF THE FUTURE

Carrying capacity is defined as the number of organisms that an ecosystem can sustainably support. The carrying capacity of an ecosystem can be affected by many factors, such as the ability to provide food, water, air or other needs that populations need to survive. In the case of a city or an island, what parameters does the legislator use to define the required infrastructure, leading to ensuring optimal living conditions, securing property rights, while providing affordable housing?

MODERATOR **Konstantinos Karatsolis, Managing Partner, DTK Law Firm**

PANNELISTS Helen Alexiou, Managing Partner, AKL Lawfirm

Ioannis Bitzis, Partner, EY Parthenon

Filomila Leftherioti, Head of REO Management, Resolute Cepal Greece

George Stasinou, President, Technical Chamber of Greece

Avgi Vassi, Ministry of Environment

11:30 **PRESENTATION**

Vasilis Patras Business Development Director, Landea.gr

PROPERTY AUCTIONS. A MARKET WORTH MORE THAN €1,1 BN

11:50 **PANEL II****YIELDING PROPERTIES (PRIVATE RENTAL SECTOR)**

THE FUTURE OF RESIDENTIAL SECTOR

This session will bring together residential developers, investors and other sector experts for insight, knowledge exchange and networking. With a rich and varied program covering vital and emerging aspects of the industry including BTR, and residential-led urban regeneration, with a focus on investment, the impact of regulation, and the increasingly influential ESG agenda

MODERATOR **Yannis Paraskevopoulos, Gen. Manager, DANOS, an alliance of BNP PARIBAS RE**

PANELISTS Amit Aburman, CEO, Astrea International Properties
Spyridoula Boutou, COO, MIBS Group
George Litsas, CEO, GLP VALUES
Constantin Pechlivanidis, Chief Property Investment Officer, Premia Properties
Stavros Toliass, CEO, ZOIA
Andronikos Tsartsidis, General Manager, DKG Development

12:50 **PANEL III****POSITIVE FOOTPRINT BUILDINGS**

INTEGRATION UNDERSCORES DEDICATION TO SUSTAINABILITY

In various countries, ongoing dialogues persist regarding the appropriateness of establishing large distribution centres (DCs), giving rise to multifaceted concerns. These apprehensions encompass the perceived lack of ingenuity in their design and potential environmental impacts.

MODERATOR **Nikolaos Kostikas, Partner, Watson Farley & Williams Greece**

PANELISTS Anna Apostolidou, CEO, BriQ Properties
Nikos Keramaris, Head of the Investment Origination & Execution, PRODEA Investments
Dimitrios Papoulis, CEO, Trate Estates
Ioannis Xylas CEO, GEOAXIS

13:30 **NETWORKING BREAK**

PART II

PROPTech INNOVATION ECOSYSTEMS

14:20 KEYNOTE PRESENTATION

Samuel Duah, Head of Real Estate Economics, BNP Paribas Real Estate

IMPLICATIONS OF AI IN Real Estate

With so many billions of dollars already invested in artificial intelligence companies it is no surprise that it has piqued the interest of real estate. From planning, design and development, to construction, energy management and operations, to financing, brokerage and asset management. How revolutionary will AI really be?

14:40 PANEL IV

A DATA DRIVEN INDUSTRY

Co- Organized with the RE&D Committee of the American- Hellenic Chamber of Commerce

KEYNOTE PRESENTATION

Pavlos Loizou, CEO, Ask Wire

The Niche But Desirable segment is made up of sectors such as data centers and life science; buyers like the long-term prospects for such properties but opportunities tend to be limited

- 14:55 MODERATOR **Eleftherios Sikalidis, Chair of the RE & Development Committee, AmCham**
- PANELISTS
 Dimitris Vlachopoulos, Partner, Head of Portfolio & Location Strategy EMEA, C&W
 Samuel Duah, Head of Real Estate Economics, BNP Paribas Real Estate
 Pavlos Loizou, CEO, Ask Wire
 Dimitrios Papastamos, Executive Manager of Valuations and R&A division, Cerved Property Services
 Lefteris Sergios, Head of Data, Resolute Cepal Greece

15:45 **SURVEY ON THE GREEK REAL ESTATE MARKET**

Conducted by RED Magazine & RICS

Valia Politi, ESG Communications Specialist, RED Magazine

16:00 **PANEL V**

NAVIGATING THE BUILT ENVIRONMENT'S ROAD TO NET ZERO

Co- Organized with the Royal Institution of Chartered Surveyors (RICS)

KEYNOTE ADDRESS

Anil Sawhney, Head of Sustainability, RICS

WHOLE LIFE CARBON ASSESSMENT STANDARD DEVELOPED BY RICS

NAVIGATING THE BUILT ENVIRONMENT'S ROAD TO NET ZERO

WAYS TO COMPLY WITH NEW REGULATIONS

This session will cover the latest regulations, their implications, and penalties for non-compliance. Learn about ensuring measurement validity and practical strategies for aligning your projects with these evolving standards.

16:20 MODERATOR **Adamantia Phoca, Chair, RICS Greek Advisory Board**

PANELISTS Krysta Petropoulou, Asset Management Director, OTE Estate

Marios Margelos, Senior Director, Valuation Management, REInvest & Resolute Hellas

Jennie Mourousia, Chief Investment Officer, Noval Property

Evangelia Gklezakou, Senior Sustainability Manager της Dimand

17:10 **PANEL VI**

IT'S ALL ABOUT CAPEX

RETROFITTING AND REPURPOSING EXISTING BUILDINGS

Strategies to reduce carbon emissions, avoid obsolescence and generate better investment returns.. From design to procurements and on site impementation tech ensures accuracy, efficiency and functionality at a minimum cost

MODERATOR **Dimitris Manoussakis, Managing Partner, Savills Hellas**

PANNELISTS Vassilis P. Pachiyannis, Commercial Director, Hellenic Properties

George Tampoureas, Executive Director, Corporate RE Management, OTE GROUP & GM, OTE ESTATE S.A.

Nikos Gkonis, Head of the ESG Department, PRODEA Investments

George Veinoglou MRICS, Manager, Strategy and Transactions, EY Business Advisory Solutions