

DAY II Preliminary program

09:00 - 09:30 Registration

KEY NOTE ADDRESS

10:00 - 10:25 **STRUCTURING INSTRUMENTS TO ENABLE INVESTMENT****Theodore Mitrakos**, Deputy Governor Bank of Greece

PANNEL A

CREATIVE INVESTING

10:30 - 11:15 ALTERNATIVE SOURCES OF DEBT FINANCE

Why Greece needs a corporate makeover • What is the state of CRE equity and debt fundamentals? • Where are loan volumes, underwriting and credit heading? • What's to come in the private lending industry • Listed real estate: Investment vehicles or just Tax havens • Club Deals – The Convergence of Commingled Funds and JVs

Moderator

Ioannis Petrou, Senior Manager pwc

Speakers

Alexandros Antonopoulos, CEO Attica Bank**Alkis Drakinos**, Deputy Director EBRD Greece & Cyprus**Ioannis Gannos**, CIO Bluehouse, President RICS Hellas**Tassos Kotzanastassis**, CEO 8GCP**Teresa Messari**, COO Pangaea REIC

PANNEL B

LOGISTICS - BUSINESS PARKS -

11:15 - 12:00 THINK BIG_ THE SHED REVOLUTION

Investments in the Mediterranean Corridor and logistics projects • Adapting to changing demands both in terms of buildings and investors • Expanding horizons due to e-commerce • ICT and Transportation • Thriassio as a main Gateway from Asia • Logistics and Port Infrastructure • Standardization vs Mega structures • Intermodal logistics hubs • Taxation

Moderator

Dika Agapitidou, MD Athens Economics - JLL

Speakers

Kostas Gerardos, CEO Plaisio Computers**Callinicos Callinicos**, Executive VP Goldair Group**Thanassis Schizas**, CEO GAIAOSE**Christos Vamvakidis**, Director Cosco Hellas**DEBATE**12:05 - 12:35 **UNSETTLING TRANSFORMATIONS**

Convergence of global frameworks - What outcomes to expect? New chapter, same old story? How do global economy and geopolitical trends impact corporate strategy? What is the effect on real estate management?

Speakers

Nikos Dendias, MoP Nea Dimokratia**Elena Panaritis**, Economist

Host

Nicolas Charitakis, Economist, Professor UofA

12:35 -13:00 Networking break

PANNEL C

TOURISM

A SENSIBLE APPROACH TO UNDERWITING

13:00 -13:40

Committing resources to the asset class • What structures and products appeal to varying end investor types and why? • What returns are expected at which risk profiles? • What can hotel chains do to face new actors and meet demands? • What will be the effects of the sharing economy? • How to protect and increase margins in this hypercompetitive environment?

Moderator

Elias Ziogas, CRE, President BoD NAI Hellas

Speakers

Stefanos Vlastos, Hospitality Director Grivalia REIC**Philip Thomas**, MD Marathon Asset Management**Euripides Tzikas***, General Manager NOVOTEL Athens**Thanassis Avramopoulos**, Diamond Hotels & Resorts

KEY_ NOTE

13:45 - 14:15

RATIONALIZING PERSPECTIVE ON ACCEPTABLE RISK

Key note

Jörn Stobbe, Chairman RICS Europe, Managing Director RREEF Management

PANNEL D

DATA - TURNING FORECASTS INTO INVESTMENT

RISK MATTERS

14:15 - 15:00

Will the steady increase in capital flows to CRE equity and debt continue and for how long? • What cost are regulations having on real estate • What is the state of CRE equity and debt fundamentals? • Strategies to attract global investors

Moderator

Kenny Evangelou, Partner Evolution Property Partners

Speakers

Calliope Akatziliotou, Head of RE Research BofG**Stavroula Boutou***, Real Estate NBG**Dimitris Andritsos**, CEO Eurobank Property Services**Despina Doxaki**, Chadbourne & Parke LLP**George Pitsilis***, Secretary General of Public Revenue