



2023 DRAFT AGENDA

wednesday | october 25

Banquet Hall

12.00 Welcome remarks

Yiannis Thomatos · managing partner · Tsomokos Communications

12.15 A conversation with

Kostis Hatzidakis · minister of economy & finance
and **Maria Sarafoglou** · journalist, anchorwoman · Ant1 TV

12.30 Is the real estate market the driving force for the Greek economy?

Nikos Vettas · general director · IOBE | professor · AUEB
Panagiotis Balomenos · executive director, acting duties of ceo · Hellenic Public Properties Company
Theresa Messari · general manager, CFO/COO · Prodea Investments
Panagiotis Kapetanakos · ceo · NOVAL Property
Dimitris Papoulis · ceo · Trade Estates

Moderator: Maximos Kalatzis · ceo · Makt

13.15 Life after regaining investment grade status - can Greece attract big players from abroad?

Dimitris Skalkos · Secretary General for Public Investment & Partnership Agreement · Hellenic Republic
Lambros Belessis · partner · Bernitsas Law
Olga Eftychidou · head of legal · Sioufas and Associates Law Firm
Nikos Baziotis · cfo/cio · Premia Properties

Moderator: Dimitris Pefanis · manager · CNN Greece

13.45 Sustainable Growth, Strategic Reforms: Spotlight on Growthfund's National Agenda

Gregory D. Dimitriadis · ceo & executive member BoD · Growthfund, the National Fund of Greece
Moderator: Niki Lymperaki · journalist · MEGA TV

14.00 Navigating the era of great disruptions: survival and recovery

George Taniskidis · chairman · Optima Bank
Dimitris Andriopoulos · ceo · Dimand

Moderator: Nikos Filippidis · journalist · MEGA TV

14.45 Light Lunch

15.30 Transforming the future of real estate asset management. Does size really matter? The role of synergies in a crucial market for the Greek Economy

Nicholas Exarchos · regional partner Greece, Turkey & ME · Resolute Asset Management
Theodore Athanasopoulos · ceo · Cepal

Moderator: Evy Fragaki · journalist · Action 24TV

15.45 Greece on the rise-a deep dive into prime investment avenues

Dimitris S. Biniaris · founder · Binswanger Greece | President, Greek Real Estate Agents' Federation

Moderator: Maria Kaloudi · journalist · powergame.gr

16.05 Challenges for real estate investors in 2024

Ioannis Ganos · ceo · Alpha Astika Akinita

Ioannis Orfanos · founding partner · Arbitrage Real Estate

Sotiris Bakagiannis · ceo · intracom properties

Stavros Toliás · ceo · Zoia

Thanassis Karagiannis · chief investment officer · Prodea Investments

Moderator: Errikos Arones · ceo · Hellenic Properties

16.45 Greek vs European RED: The Greek oxymoron

In conversation

Fotis Gioftsios · ceo & vice president · Ten Brinke Greece

Moderator: Teti Igoumenidi · journalist · Naftemporiki

17.00 Networking Break

17.20 Manage and Commercialize your next-gen Real estate portfolio. Powered by technology, fed by data, serviced by experts

In conversation

Antonis Markopoulos · co-founder & ceo · Prosperity

Moderator: Maria Akrivou · senior editor · Fortune Greece

17.40 Turning the tide: how rising interest rates affect real estate, investments and NPLs

George Kormas · vice chairman · Resolute Group

George Elekidis · principal · BainCapital

Dr George Mountis · managing partner · Delfi Partners & Company

Moderator: George Tryfinopoulos · head of strategy · Hellenic Financial Stability Fund

18.15 End of Day I Conference

19.30 Prodexpo Party Banquet Hall

Live show by Wedding Singers - DJ Set Katerina Psimopoulou

MC3_ Parallel Sessions

16.00 Real Estate Digitization: The marketplace perspective

Workshop

Dimitris Melachroinos · founder & ceo · Spitogatos Group

Lambrini Xarchakou · head of commercial · Spitogatos Group

Ioanna Tsilimpounidou · head of marketing · Spitogatos Group

16.30 From the initial Property Management to the Property Development & Sales. New software apps for the contemporary Real Estate Market needs

Presentation **Petros Dalianis** · sales & marketing director · CGSoft

16.45 Innovation and Digital Transformation in the Industry

Mete Varas · founder · ME Proptech Initiative, UAE

Daniel Pöhl · investment manager · Realyze Ventures

Moderator: Stelios Bouras · journalist · BusinessDaily.gr

17.15 Public real estate development projects

ex Kavala General Hospital

Theodoros Mouriadis · mayor of Kavala

International trends in development of Innovation Entrepreneurship Infrastructures, Innovation Districts & Technology Parks. Prospects for Greece

Paris Kokorotsikos · chairman & ceo · Euroconsultants

Moderator: Maria Affia · leading partner · Real Estate Advisory - REA L.P.

18.00 End of Day I



thursday | october 26

Banquet Hall

10.00 What's next in global real estate: emerging trends and challenges
powered by ULI Greece & Cyprus

Dimitris Vlachopoulos · partner, head of portfolio & location strategy, EMEA · Cushman & Wakefield, UK

Konstantinos Kokkotas · investment manager · Greystar

Moderator: Tassos Kotzanastassis · MRICS, CFA · managing director · 8G Group

10.30 No one left out: affordable housing

Sofia Zacharaki · minister of social Cohesion and Family

Ilias Nikolaidis · senior editor · DiaNEOsis

Phil Jenkins · founding partner · Centrus

Moderator: Ellie Kakoullou · head of group real estate, ass. general manager · National Bank of Greece

11.00 Fostering security in real estate transactions: E – cadastre

In conversation

Neoklis Neokleous · head of real estate · Sioufas and Associates Law Firm

Dimitra Tsotsou · key account specialist · Sioufas and Associates Law Firm

11.15 Critical issues for buying or selling a home

Panos Lolonis · head of the geospatial Information department · Hellenic Cadastre

Roy Ofir · founder, managing partner · Grammikos Group

Sonia Melegou · partner_head of real estate practice · Zepos & Yannopoulos

Ria Paparizou · head of sales · Prosperity

Dora Karagiorgou · senior associate · Koutalidis Law Firm

Moderator: Nikos Koulocheris · co-founder & partner/real estate · Machas & Partners Law

11.45 Networking Break

12.15 Spitogatos Insights: vacation homes deep dive

Dimitris Melachroinos · founder & ceo · Spitogatos Group

Luke Brucato · Chief Strategy Officer · Immobiliare.it Insights

12.35 The rapid growth of residential developments against the low birth rate

Nikos Tsatsis · chief development officer · plasis real estate + development

Moderator: George Lampiris · journalist · capital.gr

12.50 Is there a housing bubble?

Panos Charalambopoulos · MRICS REV, ceo, Solum | PY Gloval, Advisory Board RICS Greece

Spyridoula Boutou · MRICS, chief operating officer · MIBS

Valia Dimou · head of property sales & servicing division · Cerved Property Services

Theodoros Lianas · director real estate · Alsvit a HIPOGES Company

Ioannis Kardaras · commercialization & business development director · doValue

Moderator: Anna Nazou · MRICS, managing director · NAIRealAct

13.30 Vacation home buyers: a profile analysis

Yiannis Xylas · FRICS, ceo, GEOAXIS | chairman of valuation forum, RICS in Greece

John Revithis · founder & ceo · Revithis & Partners

George Gavrilidis · founding partner · Elxis Greek Real Estate Services

Marie Delli · partner · LCI Law

Moderator: Nikos Roussanoglou · journalist · Kathimerini

14.00 Light Lunch

14.45 Real estate and asset valuation

Pavlos Zeccos · managing director and ceo · American Appraisal (Hellas) Limited

Konstantinos Gafis · project assessment & monitoring team manager · National Bank of Greece

Kostas Georgakos · co-founder & ceo · Georgakos & Parthenon Real Estate

Moderator: Antigoni Dounavi · president · AVAG

15.15 The future workspace: green, healthy, efficient

Presentation **George Taboureas** · general manager · OTE Estate

15.30 “Green” office spaces: towards a sustainable place to work

Dika Agapitidou · founder & director · Athens Economics - JLL Alliance Partner

Yannis Paraskevopoulos · general manager · Danos | An alliance member of BNP Paribas R.E.

Kenny Evangelou · partner, deal advisory - head of real estate · KPMG

Charalampos Giannikopoulos · principal · DCarbon

Alexandros Koudounas · partnership sales manager · IWG

Moderator: Dimitris Manousakis · ceo · KENTRIKI an International Associate of Savills

16.00 Networking Break

16.20 Adding value through design

Presentation **Virna Koutla** · creative director · Hellenic Properties

16.30 Green Logistics_ Why Does It Matter?

Panos Karpathios · ceo · Karpathios Development Group

Christos Kakkavas · member of the BoD · EEL

Manolis Baltas · ceo · ReDePlan

Jenny Mourousia · chief investment officer · Noval Property

George Filopoulos · investment manager · Trastor

Moderator: Nectarios Notis · ceo · NOTICE Content & Services

17.00 Building greener and better. Methods and approaches for low carbon building

Kostas Pouloupoulos · partner | design director · SquareOne, Copenhagen

Festa Isufi · urban strategist · Gehl

George Kangelis · ceo & co-owner · Parostec

Evangelia Gklezakou · senior sustainability manager · Dimand

Moderator: Danai Makri · head of content · The Design Ambassador

18.00 End of Prodexpo Conference

Prodexpo Hospitality _ MC3

12.00 Short-term rentals roundtable: shaping policy and innovation

Harry Theoharis · minister for tax policy · ministry of finance

Vladimir Beroun · senior public policy manager · EU · airbnb

George Doukidis · professor · Athens University of Economics and Business (AUEB)

Cristina Salmena · public policy associate, Italy & Southern Europe · airbnb

Stratos Paradias · president · POMIDA / UIPI

Moderator: Dimitris Pefanis · manager · CNN Greece

12.45 Covid, conflict, cost & climate - C4; resilience and performance in an explosive environment

Alex Pipilis · head of hospitality & business development · Prodea investments

Kostas Sideris · coo · Inventio | board member · Ella Resorts

Vasilis Fotopoulos · associate director, hospitality · Colliers Greece

Adam Konieczny · MRICS development director CEE & SEE · Louvre Hotels Group

Moderator: Theofilos Kyratsoulis · general manager · Mindhaus

13.30 Light Lunch

14.15 Resilient tourism: how to preserve destination attractiveness powered by “Lean in”

Angela Gerekou · president · Greek National Tourism Organization (GNTO)

Afroditi Arvaniti · group director of operations · Domes Resort - Marriott International

Adamantia Phoca · senior bus. development manager hospitality, health & IRC · Lamda Development

Paula Booras · managing partner- White Deals Real Estate & Advisory board member · RICS Greece

Eleni Makri · senior manager, financial advisory, real estate · Deloitte

Moderator: Eri Mitsostergiou · world research director · savills

15.00 Global chains and Greek tourism: opportunity or overload?

Raul Levis · general manager · Mandarin Oriental Costa Navarino

Vassilis Themelidis · regional director South & East Europe · Wyndham

Frank Reul · VP development, Accor Premium, Midscale & Economy · Accor Group

Thomi Christodouloupoulou · partner · KLC Law Firm

Moderator: Kostas Panagakis · founder & principal · Travelworks

15.30 End of sessions in MC3 Hall