



# Sustainable Opportunities in Real Estate & Tourism

Monday, September 28 2009

09:00 Registration

09:15 **Welcome drinks**

09:30 **Opening Remarks, Opening Address by Guests of Honour**

**Spyros Efstathopoulos** General Secretary Greek Minister of Economy and Finance  
**Constantinos Michalos**, President Athens Chamber of Commerce & Industry

09:45 **Session 1 (GROUP DISCUSSION)**

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## **How Capital Markets Will Rewrite The Rules Of Real Estate**

Prospects for Capital Markets in Europe,  
Will there be debt again?  
Doing the REIT thing,  
Any signs of recovery in the near future?

**Carolijn ter Haar**, Executive Director Morgan Stanley Alternative Investments  
**Kenny Evangelou**, Managing Director Trastor REIC  
**George Chryssikos**, CEO EFG Properties REIC

**Moderator: Yannis Ganos**, Bluehouse Fund, Group Commercial Coordinator

10:45 **COFFEE BREAK**

11:00 **Session 2 (GROUP DISCUSSION)**

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## **Investing Opportunities In Turbulent Times**

Does experience of past downturns handicap  
judgement in this one?  
Who's talking about risk? Is the equity really there?  
Unlocking capital through sale-leaseback

**Prof. Yannis Stournaras**, Research Director, Foundation for Economic & Industrial Research  
**Kostas Fotopoulos**, President & CEO HPREC  
**Odysseas Athanassiou**, CEO Lamda Development  
**George Theodoris**, CEO Emporiki Leasing  
**Eri Mitsostergiou**, Savills Research  
**Lambros Papadopoulos**, General Manager, Citi Investment Research and Analysis

**Moderator: Dr. Aristotelis Karytinis**, General Manager – Real Estate, National Bank of Greece

12:30 **BREAK**



12:40 **Session 3 (GROUP DISCUSSION)**

### **Distressed sellers vs. distressed properties**

Which markets, companies and sectors suffer most?  
Emerging sources of capital for distressed property  
Seizing opportunities in today's markets  
Strategies for owners and buyers

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**Dimitris Andritsos**, CEO EFG Eurobank Services

**Jean-Luc Seidenberg**, General Manager- Head of Europe Macquarie Office Trust

**Yannis Xanthopoulos**, Investor Manager, Bluehouse Fund

**Yannis Paraskevopoulos**, General Manager, DANOS SA. ATISReal / BNP Paribas

**Moderator: Tassos Kotzanastasis**, CEO 8G Capital Partners

13:45 **Cocktail**

14:30 **BoG Report - Greek RE Market Analysis**

**Stelios Panayotou**, Economic Research Dept, Bank of Greece

**Session 4 (GROUP DISCUSSION)**

### **The New Green Deal: How to Capitalize on Investment Opportunities**

Does the Current Economic Downturn Mean a Boom  
or Bust for Sustainable Development?  
Cost-effective approaches for greening  
existing buildings  
Incorporating energy efficiencies into your project

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**Georgios Ayeridis**, Director Division for Energy Efficiency CRES

**George Patoulis**, Mayor of Maroussi

**Theodore Charagionis**, President ICSC Hellenic National Committee

**Helen Lambropoulou**, Architect MSc Building Dept CRES

**Moderator: Yannis Papadomarkakis**, Architect MArch, Publisher RE+D

15:45 **COFFEE BREAK**



16:00 **Session 5 (PANNEL)**

### **Investing in Sustainable Developments**

Which Building, labelling and Certification:  
Can they effectively measure sustainability.  
What value they offer to the building owner/investor?

**Moderator: Yannis Ioannidis**, journalist

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**Tiago Eiro**, Development Manager Sonae Sierra

**Fotis Kourmousis**, Environmentalist

**Sarah Lee**, ICSC representative at Brussels

**Dika Agapitidou**, Director Athens Economics, JLL

20:00 **Gala Dinner (invitation only)**

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**Key Note speakers:**

**Theodoros Kassimis**, Deputy Minister of Foreign Affairs

**Konstantinos G. Skandalidis**, PASOK

## **Sustainable Opportunities in Real Estate & Tourism (day II)**

**Tuesday, September 29 2009**

09:45 **Registration - Welcome drinks**

10:00 **Opening Remarks, Opening Address by Guests of Honour**

**Yannis Kofinis**, President Greek National Tourism Organization

**Eleftherios Kourtalis**, Vice President Athens Chamber of Commerce & Industry

10:15 **Session 1 (GROUP DISCUSSION)**

### **Betting on Marinas and the Cruising Industry**

Designing and Developing Marinas - Project financing  
Managing the F&B facilities/services  
Renting Yachts -  
Waterfront Real Estate

**Moderator: Vicky Vamiedaki**, journalist ANT1

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**Andreas Stylianopoulos**, Executive Vice President & Man. Director, Navigator Travel & Tourist Services Ltd

**Markos Foros**, President Greek Shipowners' Association For Passenger Ships (SEEN).

**Spyros Kiriacoulis**, Kiriacoulis Group of Companies

**Nikos Kantarzis**, Vice President & Managing Director, Kos Ependitiki **SA**

11:30 **COFFEE BREAK**



11:45 **Session 2 (GROUP DISCUSSION)**

### **Competitiveness of Greek Tourism Industry**

A SWOT analysis- Congress tourism, Boutique hotels, City Breaks - Wellness industry

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**Tim Ananiadis**, Starwood, Area Manager Greece, Turkey, Cyprus

**Panos Panayotopoulos**, General Manager Athenaeum InterContinental Athens

**Enrico Aidan**, President & Managing Director of Casino Rhodos

**Dimitris Spanos**, CEO HVS Hellas

**Moderator: Vassilis Avramopoulos**, Managing Partner, Avramopoulos & Partners

12:45 **COFFEE BREAK**

13:00 **Session 3 (ROUND TABLE)**

### **New Strategy In Tourism Industry**

Creating wealth through tourism,  
Investing in Infrastructure, Agrotourism,  
Economic Rewards of Urban Tourism  
Leveraging Sports & Culture

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**Emmanouel Alexandrakis**, Secretary General Ministry of Tourism

**George Drakopoulos**, General Manager SETE

**Vassilis Avramopoulos**, Managing Partner, Avramopoulos & Partners

**Socrates Alexiadis**, Vice President Olympic Properties

Prof. **Vassilis Patsouratis**, General Manager ITEP

**Stelios Polikratis**, President SEEDDE (Rooms to let)

**Moderator: George Papadopoulos**, journalist

15:00 **Discussion - Closing comments**