

2nd International RE+D Symposium

Investing in Destinations

Athens Hilton "Esperides" Hall

Wednesday October 3 2007

9:30 Registration

9:30 Coffee "Esperides" Pre Function

Sponsored by **CUSHMAN & WAKEFIELD**

10:00 Session 1 (PANEL) : "Esperides" Hall

Destination Greece

Sponsored by **Real Estate Development Services SA**

Why here, why now

Dimitrios Pazaitis, CEO Hellenic Center for Investment

Exploiting public properties

Constantine Gratzios, CEO Hellenic Public Real Estate Corporation

REITs: Boosting the real estate market

Dimitris Andritsos, Head of, Advisor Services Division, Real Estate Sector
EFG Eurobank Ergasias S.A.

Real Estate Investments: Is the party over

Kyriakos Evangelou, Head of Greek Branch EUROHYPO

Exporting materials and know how

Panayotes Drossos, Managing Director Hellenic Export Organization

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11:30 Coffee break: "Esperides" Prefunction

Sponsored by **BLUEHOUSE**

11:45 Session 2 (PANEL) : "Esperides" Hall

Destination Greece

Sponsored by **Hellenic Public Real Estate Corporation**

Opportunities in Greek RE market

Frank Kostopoulos, Head of Research, Cushman & Wakefield

Residential market indices- Market Value trends of commercial property

Antonis Leoussis, General manager and executive director Alpha Astika
Akinita

Why Greece, Why now

Yiannis Tzen, Kedr Bank

**Where are tomorrow's opportunities
Greece as gateway to SE Europe**
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George Papaioannou, CEO Piraeus Bank Real Estate
Gary Bond, CEO Mc ArthurGlen European Development Co

13:00	Luncheon "Esperides" Pre Function	
14:00	Session 3 (GROUP DISCUSSION)"Esperides" Hall	
	Destination New Europe and Black Sea	Sponsored by EFG PROPERTY SERVICES
	Business Diplomacy	*Petros Doukas , Deputy Minister of Foreign Affairs
	Topics to be discussed: Expanding horizons, Creating a portfolio in the Balkans, Excess liquidity - anything left for opportunistic investors? Ukraine. Could it be the next Russia? Etc	Christopher Shonn , Excecutive Director NAI Property Partners Constantine Pechlivanides , Secure Investments George Mantzavinatos , EFG Eurobank Property Servises Yannis Delikanakis , Partner Bluehouse Alexander Papageorgiou , Managing Director Assos Capital Lucianno Radu , managing partner Eurisco Real Estate Panayotes Delivorias , Delivorias & Associates Consultants
	Moderator	
15:30	Coffee "Esperides" Pre Function	Sponsored by SOTIROPOULOS BROS
15:45	Session 4 (PANEL)"Esperides" Hall	
	Destination New Europe and Black Sea	
	Romanian Real Estate: Moving to fast?	Asterios Economides , President Arcon Construction
	Risk management	Vassilis Delikaterinis , Fund manager of Primerealty Investment
	Real Estate Developers in Romania: Dangers and Perspectives. Similarities and Differences to the Greek Market.	Yannis Panagiotides , Vice President PANHOL developments
	Does good due diligence make good investments?	Konstadinos Georgiakos , EFG Telesis Finance
	Will oversupply put the brakes on yield compression	Lefteris Kapsogiorgos , Morgan Stanley I Real Estate Private Eguity (MSREF)
20:00	Dinner "GALAXY" Hall	Invitation only

Thursday October 4 2007

9:45

Developing Resorts, Second Home and Golf Course Communities

Session 5 (PANEL) "Esperides" Hall

The appropriate environment

New zoning plan for Tourism

New Infrastructure facilities

Legal Frameworks in Leisure Real Estate

Sponsored by **Avramopoulos & Partners**

Helleni Dessyla, Senior Investing Manager, Hellenic Center of Investment

Harry Coccossis, CEO Tourism Development Co

Paraskevi Karatsami Head of Managing Authority, Operational Programm
Road Axes - Ports - Urban Development

Vassilis D. Avramopoulos, Managing Partner, Avramopoulos & Partners

11:00

Coffee "Esperides" Pre Function

Sponsored by **EP-RAPUD**

11:30

Session 6 (PANEL) "Esperides" Hall

Generating resort revenue all year round

Funding leisure & tourism infrastructure

Developer or investor?

Accessible Tourism

Destination Crete

Incentives for making a project reality

Phil Bacon, Head of HVS Spain

Spyros Efstathopoulos, Secretary at Ministry of Development

Clemente Pinedo, CEO RESDE

Dr. Aris Ikkos, ISHC, Managing Partner, GBR Consulting

Spyros Lapas, Marketing Director Hellenic Homes

Gerassimos Fokas, President of Hellenic Chamber of Hotels

13:15

Luncheon "Esperides" Pre Function

13:45

Session 7 (PANEL) "Esperides" Hall

All Grown up: Fractionals, Timeshares and interval Ownership

Golf vs spa vs new concept communities

Key success factors for developing a golfing estate

Latest trends in club structures

Sponsored by **PANHOLdevelopments ΣΩΚΡΑΤΗΣ ΠΑΝΑΓΙΩΤΙΔΗΣ ΑΕ**

Hassan Kadbey, Managing Director Hapimag Hellas

George Tavelis, Director Spa & Tennis Aphrodite Hills Resort

Mark Sandilands, Senior Advisor, Travel, Leisure, & Tourism, Advisory
Services, KPMG Hungary

Dimitris Spanos, CEO HVS Hellas

Moderator

Vassilis D. Avramopoulos, Managing Partner, Avramopoulos & Partners

15:15 Coffee "Esperides" Pre Function

Sponsored by **HELLENIC HOMES**

15:30 **Session 8 (PANEL) "Esperides" Hall**

Marinas + City Breaks

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Developing marinas

George Kyriakopoulos, Director Tourism Development Co

What to do, what to avoid

George Koukopoulos, Alcity marina

Structured finance

Spyros Venetsianos, EFG Telesis Finance

Leisure and commercial activities

Nickos Panagopoulos, President Triton, CEO Marines Rodes SA

The city as an urban regeneration project

Theodoros Bechrakis, President SPV for Votanikos Regeneration project,
former Mayor of Athens

18:45 Conclusion - Closing comments

Dika Agapitidou, Managing Director Athens Economics - Jones Lang LaSalle

19:00 Close of the Conference