



# BRITISH - HELLENIC

## REAL ESTATE & HOSPITALITY SUMMIT 2022

Navigating a Sustainable Path to Growth, Building Resilience

TUESDAY, 28 JUNE 2022

Hotel Grande Bretagne (The Grand Ballroom)

1, Vas. Georgiou A' str., Syntagma Square | Athens

### AGENDA

- 09.00 – 09.30**    **Registration – Welcome Coffee – Networking**
- 09.45 – 10.30**    **Opening Remarks**
- Anna Kalliani**, Greek President | **BRITISH HELLENIC CHAMBER OF COMMERCE**
- Matthew Lodge**, British Ambassador to Greece | **BRITISH EMBASSY**
- Nikos Papathanasis**, Alternate Minister of Development & Investments | **MINISTRY OF DEVELOPMENT & INVESTMENTS**
- Kenny Evangelou**, British President | **BRITISH HELLENIC CHAMBER OF COMMERCE**
- 10.30 – 11.00**    **Keynote Speech**
- “International Trends in the Real Estate Market”**
- Graham Hughes**, Executive Director | **CBRE | VALUATION & ADVISORY SERVICES - INTERNATIONAL**
- 11.00 – 11.45**    **Panel I: The Path to a Mature & Liquid Real Estate Investment Market**
- Is Greece finally ticking the boxes? - Have investment obstacles been removed? - Are risk-adjusted returns in Greece adequate? – What are the funding sources for real estate? - How is the current geopolitical and macroeconomic environment shaping investment and funding strategies? - Sustainability & ESG in the real estate market.*
- Moderator:**    **Kenny Evangelou**, British President | **BRITISH HELLENIC CHAMBER OF COMMERCE**
- Speakers:**    **Dionysis Flambouras**, Counsel | **BERNITSAS LAW FIRM**
- Panagiotis Kapetanakos**, CEO | **NOVAL PROPERTY REIC**
- George Kormas**, Executive General Manager, Group Chief Real Estate of **PIRAEUS BANK** and Chairman of the Board of **PBRE**
- Theresa Messari**, General Manager, COO/CFO | **PRODEA INVESTMENTS**

**11.45 – 12.05 Coffee Break - Networking**

**12.05 – 12.30 Panel II: Investing in asset-backed NPLs as a catalyst for the Real Estate Market**

*Unlocking assets for exploitation or creating over-supply? – What are the solutions for the secondary quality assets?*

**Moderator:** Athanasia Tsene, Partner | **BERNITSAS LAW FIRM**

**Speakers:** Theodoros Athanasopoulos, CEO | **CEPAL HELLAS FINANCIAL SERVICES S.A.**  
Alexandros Kolokythas, Senior Director Commercial Restructuring Solutions | **INTRUM HELLAS**

**12.30 – 14.00 Panel III: The Trends shaping Hospitality & Tourism Growth in Greece**

**Part A: New Horizon for Hospitality & Tourism**

*Hospitality Industry transformation from 2020; post pandemic transition and future trends - Transformation of Greek tourism brand - Redefining Luxury / Lifestyle / Wellness / Experience-based tourism – How competitive is Greece ? - Streamlining the guest experience - Importance of UK tourism to Greece - Proactive work focus for future success - Tourism and education; suggestions to solve staff shortages.*

**Part B: The Landscape of Investing in Greek Hospitality Assets**

*Redefine the evolving landscape of the Greek Hotels/ Resort Investment opportunities - Who is investing? - What are they investing in? - Integrated resorts & branded residences; partnerships with International Hotel Brands – What about valuations? - How competitive is Greece in the international arena? Sustainable growth models - Risk management in a challenging environment.*

**Moderator:** Afroditi Arvaniti, Board Member | **BRITISH HELLENIC CHAMBER OF COMMERCE**,  
Group Director of Operations | **DOMES RESORTS & RESERVES**

**Speakers:** Fotis Belokas, Head of Development | **DOMES RESORTS & RESERVES**  
Luis Picas, Senior Director Investments | **HOTEL INVESTMENT PARTNERS(HIP)**  
Nikos Hadjos, Founder & Managing Director | **HOTELLECT – HOTEL INVESTMENT ADVISORY**  
Lambis Pahiyanakakis, Acquisition Director | **SANI/IKOS GROUP**  
Nikolaos Kostikas, Partner | **WATSON FARLEY & WILLIAMS**

**14.00 – 15.00 Buffet Lunch – Networking**

**15.00 – 15.15 In Conversation:**

Kimon Tsakiris, Partner | **KYRIAKIDES GEORGOPOULOS LAW FIRM**

**“The Road to a Successful Deal Closing”**

**Chair: Anna Kalliani, Greek President | BRITISH HELLENIC CHAMBER OF COMMERCE**

**15.15 – 16.15 Panel IV: A variety of opportunities across all sectors: Where has and where will money be invested?**

*Are traditional asset classes such as offices and retail giving way to alternative asset classes? – Are logistics and residential the new black? – What are the prospects for serviced apartments, student accommodation and elderly care homes? – Are rising construction costs an obstacle for new development? What other challenges and opportunities exist in the Greek market?*

**Moderator:** **Nicholas Chatzitsolis**, Treasurer | **BRITISH HELLENIC CHAMBER OF COMMERCE**, Managing Director | **AXIES SA**, the valuation company of **CBRE Affiliate Network in Greece**

**Speakers:** **Dimitris Andritsos**, CEO | **CERVED PROPERTY SERVICES**  
**Nikos Dimtsas**, Chief Investment Officer | **DIMAND**  
**Ioannis Xanthopoulos**, Chair | **RICS ADVISORY BOARD GREECE**, Partner | **LIVEWISE**  
**Gil Naveh**, Chief Investment Officer | **ZOIA**

**16.15 – 16.35 In Conversation:**

**Sofia Zacharaki**, Deputy Minister of Tourism | **MINISTRY OF TOURISM**

**Chair: Anna Kalliani**, Greek President | **BRITISH HELLENIC CHAMBER OF COMMERCE**

**16.35 – 16.45 Closing Remarks**

**Anna Kalliani**, Greek President | **BRITISH HELLENIC CHAMBER OF COMMERCE**

**Kenny Evangelou**, British President | **BRITISH HELLENIC CHAMBER OF COMMERCE**

**16.45 – 18.00 Networking Reception**

**The event will be held in the English language.  
Please note that there might be changes to the event Agenda**