



Greece/Cyprus

ULI Greece & Cyprus Annual Conference 2021

META-PANDEMIC RE-ALIGNMENT:
THE USER IN THE EPICENTER OF RE-DESIGNING SPACE



30 NOVEMBER 2021 | GRAND HYATT ATHENS, GREECE



The Urban Land Institute is a global, member-driven organisation comprising more than 40,000 real estate and urban development professionals dedicated to advancing the Institute's mission of providing leadership in the responsible use of land and creating and sustaining thriving communities worldwide.

ULI's interdisciplinary membership represents all aspects of the industry, including developers, property owners, investors, architects, urban planners, public officials, real estate brokers, appraisers, attorneys, engineers, financiers, and academics. Established in 1936, the Institute has a presence in the Americas, Europe, and Asia Pacific regions, with members in 76 countries.

europe.uli.org

Welcome

The annual conference of ULI Greece & Cyprus will move to a wholly digital platform, given the stricter government measures that limit the number of conference participants to nine people, as a response to the rising number of COVID-19 cases.

Our programme remains the same and all our speakers are keen to discuss how we can enhance our cities' resilience, in order to respond effectively and recover quickly from crises similar to the one we are currently experiencing.

Resilient cities are the ones which can respond to and recover effectively from shocks; a health crisis, an economic crisis or an environmental disaster. Good infrastructure, high-quality education, focus on health and wellness, smart and digital technologies and clean growth policies are some of their characteristics. Do these cities become more attractive for talent, business and capital? The conference will be moderated by Eri Mitsostergiou, Chair of ULI Greece & Cyprus and Director of European Research, Savills.

The event will be hosted in English.

ULI Greece & Cyprus Executive Committee

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Become a Member

Belong to a community committed to exchanging ideas, experiences, and sharing best practices in an atmosphere of trust and open sharing. More information: europe.uli.org/join or contact europemembership@uli.org

Full Conference Program

13.³⁰ Registration and Welcome Coffee

Welcome and introduction

14.⁰⁰ **Eri Mitsostergiou**, Chair, ULI Greece & Cyprus | Director of European Research Savills, London.
Stelios Bouras, Journalist and Blogger, GreekGuru.net

14.¹⁵ Human Behaviour: What Will Change and What Will Stay the Same in the Meta Pandemic Era?

Rosie Haslem, Director, Place Strategy, Streetsense

Interview: The City of Porto and the City of Athens

14.⁴⁵ **Vasileios-Foivos Axiotis**, Vice Mayor for Urban and Buildings Infrastructure and City Planning, City of Athens.
Moderator: Pavlos Gennimatas, Managing Director, European Living, Hines Europe and Co-Chair, ULI Living Product Council.
ONLINE: Pedro Baganha, Councillor for Urbanism, Public Space and Housing, City of Porto.
Ricardo Valente, Councillor for Finance, Economy, and Employment and for Tourism and Commerce, City of Porto

Case study – Presentation: Thinking About Land Uses – New Needs, New Priorities? Blended Uses, Repurposing and Flexibility

15.³⁰ **Stelios Bouras**, Journalist and Blogger, GreekGuru.net
Nikolas Travarasos, Founding Partner, Divercity Architects
ONLINE: Luke Treasure, Director, Design and Construction Management, Hines Spain

16.¹⁰ Coffee Break

Presentation: Emerging Trends in Real Estate Europe 2022®

16.³⁰ **ONLINE: Sophie Chick**, Vice President, Research & Advisory Services, ULI Europe

Panel Discussion: Capital Markets in the Meta Pandemic Era – Emerging Trends that will Impact Investment Strategies

16.⁵⁰ **Eri Mitsostergiou**, Chair, ULI Greece & Cyprus | Director of European Research Savills, London
Maurizio Grilli, Director, Property Funds Research | Research Fellow, University of Manchester
ONLINE: Damian Harrington, Head of EMEA Research, Colliers
Eleni Vrettou, Executive General Manager | Chief of Corporate & Investment Banking, Piraeus Bank
Sophie Chick, Vice President, Research & Advisory Services, ULI Europe

Closing remarks

17.³⁰ **Eri Mitsostergiou**, Chair, ULI Greece & Cyprus | Director of European Research Savills, London
Stelios Bouras, Journalist and Blogger, GreekGuru.net

Conference Speakers

ELENI VRETTOU

Executive General Manager - Piraeus Bank

Overall responsibility for Piraeus Bank Corporate and Investment Banking Division, reporting to the CEO. Piraeus Bank is the leading systemic Bank in Greece by assets. Total assets under management of c. EUR 20Bn (core Bank excluding non-performing portfolio), c. 800 FTEs, and 10,000 customers as well as 700,000 retail agricultural customers. Voting member of the Bank's key committees including Executive Committee, Risk Committee, Business Planning committee, Assets and Liabilities Committee, Impairments Committee, Digital Transformation, Operational Risk, Restructuring Committee, Organic and Inorganic Transactions committee, and Senior Credit Committees. Executive Management responsibility over 5 core subsidiaries of the Bank including Piraeus Leasing, Piraeus Factors, Piraeus Brokerage and Securities, ETBA Industrial Development zones, as well as Frankfurt Branch (Germany). Bank's representative in Greece National Tourism Association, Greek Shipping Finance, and key international Chambers of Commerce. Executive Sponsor and Mentor for Diversity and Inclusion Bank culture Program to be launched in 3Q20. In 2019 Piraeus Bank has been #1 Bank based on League tables on volume of underwriting in Greece (exceeding EUR 4Bn new disbursements), # 1 Stock Brokerage Firm in Greece (based on volume of transactions), # in DCM in Greece, #1 Financial Advisor in rights issues and tender offers in Athens Stock Exchange, #1 for Leasing, Shipping Financier in Greece (Lloyd's List International Shipping awards), and Best Investment Bank in Greece for 2020 (Global Finance magazine).



DAMIAN HARRINGTON, MRICS

Director - Head of Research: Global Capital Markets & EMEA

Colliers International

Damian has worked within the real estate profession for over 25 years, living and working from a variety of locations across EMEA. He has developed a deep understanding of EMEA and global property markets along the way. Damian works closely with the capital markets, management and occupier services teams, producing thought leadership, thematic and periodic research publications examining how market forces are impacting the occupier and investment markets. His work covers a breadth of topics covering global capital flows and investor sentiment, first mile to last mile global logistics and the rise of the residential sector, down to detailed studies on the life sciences, data centre and flexible office markets in EMEA. He undertakes strategic client consulting, supporting a wide range of investor and occupier clients with data-driven analysis, advice and recommendations enabling them to expand and optimize their footprint and portfolios.



MAURIZIO GRILLI

Director at Property Funds Research

Property Funds Research is an independent management-owned business that provides confidential research, strategic consulting and investment advice for real estate investors and managers.

Maurizio is a leading strategist with over 20 years of real estate experience.

Prior to his current appointment, he has worked at BNP Paribas, the Grosvenor group and Cordea Savills among others.

He is multicultural and multilingual with extensive knowledge of global markets, managed global teams and projects.

He is an experienced public speaker, active member of industry and academic bodies. He is a Research Fellow at Manchester University.



NIKOLAS TRAVASAROS

Architect RIBA, ARB

Nikolas is the founding partner of Divercity Architects (Athens & London) and Director of Divercity Architects (London). He studied architecture at the National Technical University of Athens (1999) and received a Master of Architecture from the Bartlett School of Architecture, UCL (2000).

Nikolas has spent time both practicing and teaching architecture. He previously taught architectural design at the Bartlett School of Architecture, University College London (2007-2013) and prior to that, he taught architectural and interior design at the University of Patra, Greece (2002-2007).

As well as managing Divercity Architects' growing team, as Head of Design Nikolas leads the design process on all the practice's projects, overseeing initial design to completion of construction.

Divercity Architects work has received international awards and distinctions and has been included in exhibitions. In 2014 Divercity Architects were honoured to be invited by the Hellenic Institute of Architecture in collaboration with the Benaki Museum, to present our work in a monographic exhibition, entitled 'This Show Is About Divercity', at the Benaki Museum, Athens.



Conference Speakers

VASILEIOS-FOIVOS AXIOTIS

Mayor for Urban and Buildings Infrastructure and City Planning of the Municipality of Athens

Vasileios-Foivos Axiotis was born on February 18 1985, in Athens.

He is a graduate of the National (Metsovian) Technical University of Athens (NTUA) and holds a master's degree from Columbia University - The Fu Foundation School of Engineering and Applied Science of New York and Harvard Business School of Boston.

From an early age he was involved in business in the construction, energy and tourism sectors.

In the January 2015 and September 2015 National Elections he was a candidate for the Athens A' constituency with the party of New Democracy.

In the May 2019 Municipal Elections he was elected Municipal Councilor of the Municipality of Athens with the combination of the current Mayor of Athens, Kostas Bakoyannis.

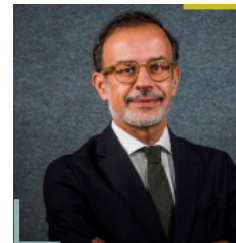
In September 2019 he was appointed Vice Mayor for Urban Infrastructure and City Planning of the Municipality of Athens.



RICARDO VALENTE

City Councilor for Finance, Economy, and Employment and City Councilor for Tourism and Commerce

Ricardo Valente is City Councilor for Finance, Economy, and Employment and City Councilor for Tourism and Commerce. He is the Vice President of Porto Convention & Visitors Bureau, and a Board Member of Porto Vivo – Porto Urban Rehabilitation Society. Mr. Valente is also a professor at the School of Economics and Management of the University of Porto and at PBS - Porto Business School. Ricardo Valente was City Councilor for Economy, Tourism and Commerce and City Councilor for European Funds (2017 - 2021), City Councilor for Economic and Social Development (2016 - 2017), and Non-executive City Councilor (2013 - 2016). He was also the President of Porto Convention & Visitors Bureau (2018 - 2020), President of the Board of GO Porto - Municipal Management and Works Company (2016 - 2017), and Member of the National Bidding Commission for the Relocation of the European Medicines Agency (2017). From 1992 to 2016, Mr. Valente worked in the areas of risk management, capital markets (as director and board member of brokerage firms), asset management (as CEO of one of the largest independent asset management firms in Portugal), investment banking (as member of the board of a bank), and was also an investment consultant. Mr. Valente has a Master's degree in finance and a MBA in finance from the Catholic University of Lisbon, and a degree in Economics from the University of Porto. Mr. Valente is the author of several books on risk management



LUKE TREASURE

Real Estate Developer

Bio: 22 years' experience working the real estate market in Spain. Responsible for over 150,000 sqm of development projects in Barcelona and Madrid across the office, retail, logistics and residential sectors.



PEDRO BAGANHA

City Councilor for the Departments of Urbanism and Public Space and Housing

Worked as an architect between 1996 and 2013, coordinating multidisciplinary project teams in design, development and comprehensive management of urban, housing, commercial and industrial projects.

In addition to the extensive private commissions, he was part of the Metro do Porto project, having coordinated the project of Vila Nova de Gaia's line between 1999 and 2009.

Teacher of Architecture and Landscaping at a private school in the city of Coimbra between 2011 and 2013.

Regularly invited by universities and other national and foreign institutions as a lecturer and external critic in the fields of architecture and urbanism. Deputy City Councilor of Urbanism in Porto between 2013 and 2016. Executive Director of GO Porto, the municipal Construction and Management Company, until 2017. Chairman of the Board of Porto Vivo SRU, the Municipal Urban Rehabilitation Company of Porto, since 2019.

Councilor for the Porto City Council since 2017, having been responsible for the Departments of Urbanism and Public Space and Patrimony in the 2017/2021 term.



Conference Speakers

PAVLOS GENNIMATAS

Managing Director at Hines

Pavlos Gennimatas joined Hines in 2016 and is currently the Managing Director of the European Living team, advising on a wide range of investment and development projects, including build-to-rent and alternative living subsectors. In his current role, he has strategically driven strong investment for the Living sector, which stands at a current GDV of €10+bn.

In his previous role at Hines, Pavlos worked in the Investment Management team for a Pan-European separate account. Prior to Hines, Pavlos was the Investment and Development Director for a boutique residential developer in Greece.

Pavlos holds a Master's in Real Estate Development from Columbia University, an MBA from Cass Business School and an MEng in Civil Engineering from the University of Thessaly. He is also a member of RICS and the Co-Chair of the ULI Living Council



ROSIE HASLEM

Director, Place Strategy

With a unique background in human geography, architecture, workplace strategy and urban design, Rosie has a deep interest in people, place and culture, and the relationship between them. She is passionate about understanding how design can influence movement, behaviour and interaction - and crafting space with this in mind.

She has been working in the built environment sector for over 10 years, helping diverse clients establish bold visions for the future, and collaborating with designers to translate these visions into boundary-pushing yet deeply functional places to live, work and play.

This year, Rosie joined Streetsense, a strategic, insight-driven group specialising in place strategy and design. She leads all UK work for the collective, helping clients reimagine, activate and transform their spaces into vibrant places which are rich in experience, community and value.

Her role at Streetsense builds upon her experience over the last 18 months, as a strong industry voice on how our patterns of living and working have been impacted by the pandemic - and the types of spaces, places and experiences that we will need to create going forward.



SOPHIE CHICK

Research Director for Europe at ULI

Sophie Chick has recently joined ULI as the Research Director for Europe. She is responsible for developing and delivering original, objective research on a wide range of issues related to land use, climate change and sustainability, real estate development and investment, and the built environment.

Prior to joining ULI, Sophie was the head of department for Savills World Research team and the lead researcher on ESG in the Urban Environment. Working across all property sectors, she delivered market leading research on global real estate markets and the international forces that shape them.

Before her global role, she moved to Sydney, Australia in 2016 for two years, where she set up a residential research department for Savills. This role was followed by a period at Mirvac, an Australian owner and developer, which saw her working closely with the capital transaction team to best understand risks and opportunities for potential purchases and sales. Sophie began her career at Savills in 2010 in the UK residential research team.



STELIOS BOURAS

Journalist

Stelios is a journalist with extensive experience in covering business, politics and general news for some of the world's leading news groups and Greek media. He has worked with the Wall Street Journal and Reuters, covering stories coming out of Greece, Cyprus and Brussels. He has also commented on events and given interviews to NBC, BBC, Channel Seven (Australia), RTE Radio and France 24, among others. Stelios has also specialised in the field of real estate, an area that has always posed a strong interest for him. Apart from the crucial role that real estate plays in the economy, Stelios believes that light, design and space are features that shape lives. He currently writes on the sector for Institutional Real Estate Inc (IREI.COM), Insights Greece, BusinessDaily.gr and his blog GreekGuru.net.



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ULI Greece & Cyprus has become known in the property community for providing members and non-members with programmes and events that educate, inspire and offer new insights. In these times of uncertainty and change my priority as chair will be to continue promoting ULI as an international platform for collaboration and promotion of best practices. I would like ULI to offer the opportunity for likeminded parties to come together, exchange knowledge and form partnerships with the vision to create successful and sustainable projects.

– Eri Mitsostergiou, ULI Greece & Cyprus Chair

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