



ULI EUROPE YOUNG LEADERS AUTUMN STUDY TOUR ATHENS 2023

SUPPORT BOOK

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IONIAN HOTEL ENTERPRISES S.A.

AGENDA

DAY 0 - 28 SEPT THURSDAY

Hour In	Hour Out	Session type	Session Title	Venue	Address
8:00 PM	08:45 PM	Site Visit 1	Grand Hyatt Athens: Project Tour	Grand Hyatt Athens	115 Andrea Siggrou Ave., Athens 11745
8:45 PM	10:45 PM	Opening Cocktail	ULI AutumnTour Cocktail Reception	Grand Hyatt Athens	115 Andrea Siggrou Ave., Athens 11745

DAY 1 - 29 SEPT FRIDAY

Hour In	Hour Out	Session type	Session Title	Venue	Address
9:00AM	9:20 AM	Breakfast welcome	ULI Young Leaders Tour Breakfast Reception	Arbitrage/Colliers Offices	2 Amfitheas & Siggrou Avenue, Nea Smirni 171 22 2nd floor
9:20 AM	09:30 AM	Conference 1	Official Welcome and Introduction	Arbitrage/Colliers Offices	2 Amfitheas & Siggrou Avenue, Nea Smirni 171 22 2nd floor
9:30 AM	10:15 AM	Conference 2	Greece's Real Estate Market Evolution and Growth Post-Economic Crisis	Arbitrage/Colliers Offices	2 Amfitheas & Siggrou Avenue, Nea Smirni 171 22 2nd floor
10:15 AM	11:00 AM	Conference 3	Investment Perspective of Real Estate in Times of Turbulence and Uncertainty	Arbitrage/Colliers Offices	2 Amfitheas & Siggrou Avenue, Nea Smirni 171 22 2nd floor
11:00 AM	11:30 AM	Coffee Break			
11:30 AM	12:00 PM	Transport		Bus	
12:00 PM	1:15 PM	Site Visit 2	Piraeus Tower: Greece's long-abandoned tower rejuvenation	Piraeus Tower	4-6, Tsamadou Str, Piraeus 185 31
1:15 PM	2:15 PM	Conference 4	Pioneering the Path Forward in Response to Climate Change	Piraeus Tower	4-6, Tsamadou Str, Piraeus 185 31
2:15 PM	2:30 PM	Transport		Bus	
2:30 PM	4:15 PM	Lunch	Lunch at The NEST Rooftop		109 Al. Papanastasiou Ave., Piraeus 185 33
4:30 PM	5:00 PM	Transport		Bus	
5:00 PM	6:00 PM	Site Visit 3	The "New City Destination": Re-imagining Athenian landmark	Ex-Hilton Hotel	Vasilissis Sofias 61, Athina 115 21
6:00 PM	6:30 PM	Conference 5	Institutionalizing Greek Hospitality	Ex-Hilton Hotel	Vasilissis Sofias 61, Athina 115 21
6:30 PM	20:30 PM	Free Time			
20:30 PM	23:30 PM	Dinner	Dinner at Balthazar	Balthazar	27 Tsocha str., Athens 11521

DAY 2 - 30 SEP

SATURDAY

Hour In	Hour Out	Session type	Session Title	Venue	Address
9:20 AM	9:30 AM	Welcome	Breakfast	Grand Hyatt Athens	115 Andrea Siggrou Ave., Athens 11745
9:30 AM	12:00 AM	Workshop	UrbanPlan Programme	Grand Hyatt Athens	115 Andrea Siggrou Ave., Athens 11745
12:00 AM	12:30 AM	Transport		Bus	
12:30 AM	13:30 PM	Site Visit 4	The Ellinikon Project: Europe's greatest urban regeneration project	Ellinikon Experience Park	Ellinikon

Grand Hyatt Athens

SITE VISIT

Thursday 28th September at 8:00 PM
115 Andrea Siggrou Ave., Athens 11745



In 2017, Hines, in partnership with European real estate investment platform Henderson Park, acquired the Athens Ledra Hotel, formerly the Ledra Marriott, marking the firm's entry into the Greek market.

The grand opening took place in August 2018, marking the first Hyatt hotel in the Greek capital and the 2nd Grand Hyatt in Europe. Grand Hyatt Athens features an upgraded spa, atrium pool bar and a rooftop with stunning views over the Acropolis.

An adjacent cinema building was acquired to expand the current hotel and improve the facilities by effectively consolidating the full block. The expansion added 228 rooms and created much needed space for other uses (meetings, parking and rooftop).

The Grand Hyatt extension opened its doors to the public in September 2022, featuring additional conference space, extended amenities, new luxury suites and rooms, increasing the total room count from 321 to 548 rooms.

The Asset is the biggest Grand Hyatt hotel in Europe and in Athens for number of rooms.



Joanna Karavelaki

Joanna is a Project Manager for the Hines Greek office. In her role, she manages stakeholders and coordinates the development and construction teams on all ongoing ground-up and re-development projects, with a focus on hospitality. Joanna has 8 years of experience, having spent 5 years in New York City, where she spearheaded the repositioning of an office tower in Manhattan. She holds a B.Sc. in Management from Cass Business School and M.S. in Real Estate Development from Columbia University.



Anastasia Hassiotis

Anastasia is an Investment Associate for Hines Greece. She has experience in real estate acquisitions, development and asset management across all asset sectors, with main focus in the hospitality sector in Greece and has been with Hines for the past 5 years. Prior to joining Hines, Anastasia was working for Google in Athens. She holds a Bachelor Degree (BS) in Business Management with a double concentration in Entrepreneurship and Real Estate from Babson College, and a Master Degree in Real Estate Investment from New York University. Outside of work, Anastasia is Chair of ULI Young Leaders in Greece & Cyprus and is also very passionate about food and travel.

Greece's Real Estate Market Evolution and Growth Post-Economic Crisis

CONFERENCE SESSION

Friday 30th September at 9:30 AM
2 Amfitheas & Sigrou Avenue, Nea Smirni 171 22 – 2nd floor



Greece ended its bailout in 2018 after an 8-year economic crisis. The economy recovered, unemployment declined, tourism reached a record high in 2019, more institutional investors entered the Greek market, foreign direct investment surged, and then Covid-19 hit, which slowed everything again but also presented many prospects for reform. Athenian real estate has grown and developed faster than in other major European cities. Repurposing real estate is a global and local priority. Athens has many internationally recognized projects and over 60% of its building stock is over 40 years old. These projects will alter the Athenian real estate market, promote sustainability, and set the standard for institutional and non-institutional asset owners to harmonize occupier and owner interests and maximize building performance.

Panel discussion: Investment Perspective of Real Estate in Times of Turbulence and Uncertainty

The panel, moderated & coordinated by Anastasia Hassiotis will include points of views on Europe's real estate market and what's going on right now. The panelists will share their views on how capital markets are responding in time of turbulence, what investors are now looking for and what's next in the real estate sector.



Ioannis Orfanos

Ioannis is a Chairman of the BoD and a Founding Partner at Arbitrage Real Estate SA, the affiliate of Colliers International in Greece for its commercial, advisory and transactional services. He brings 20 years of experience in real estate capital markets and investment advisory. He is focusing on (re)development and value add projects as well as strategic asset management solutions. In addition, he advises on sustainable real estate and promotes ESG compliant investments.

Ioannis is working closely with international investors to originate, underwrite and manage commercial and hospitality real estate investments with value-add repositioning prospects. In the past, Ioannis worked in London for Europa Capital as an Asset Manager for its pan European investment portfolio and Deloitte as a Consultant in its Real Estate Advisory practice. He also worked for Citigroup in Rome.

Ioannis holds an MBA from ESCP Europe in Paris and an MSc in Construction Economics & Management from UCL. He studied Civil Engineering in NTUA.



Konstantinos Markogiannakis

Konstantinos is a Director in Colliers Greece. An experienced MRICS Chartered Surveyor with more than 15 years of proven track record in real estate valuations and market research. He is also experienced in asset portfolio strategy solutions to major landlords.

He advises investors, banks, insurers and auditors. His responsibilities also include feasibility studies and commercial due diligence. Konstantinos is also involved in implementing property management solutions.

He holds an MSc in Urban Real Estate Management and Development from Heriot-Watt University and an MSc from Imperial College in London. He also studied Civil Engineering at the National Technical University of Athens.



Eri Mitsostergiou

Eri is one of the lead Directors of "Impacts", Savills flagship global, cross-sector, research programme, assessing how economic, political, demographic and technological change are shaping global real estate markets today and in the years to come. Eri presents Savills Research in conferences, webinars, podcasts and is a regular contributor to the Savills blog. Due to her long experience in the international property markets, her opinions are frequently quoted in the international property press. She is a qualified Architect (NTUA), she has completed the MSc in European Property Development and Planning at University College London (UCL) and the Investment Property Forum Diploma at the City Business School. She is member of the Executive Committee and previous Chair of ULI Greece and Cyprus national council. In addition she is a Mentor of the Savills Mentoring Scheme. She is fluent in Greek, English, Italian and German and has a good understanding of Spanish, Dutch and Romanian. She is currently based in Athens, working regularly from the London headquarters of Savills and she has worked previously from the Savills offices in Amsterdam, Bucharest and London.



Pavlos Gennimatas

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.

Piraeus Tower: Greece's long-abandoned tower rejuvenation

PROJECT VISIT

Friday 30th september at 12:00 AM
Piraeus Tower, 4-6 Tsamadou str., Piraeus 185 31



Setting the market benchmark. Building the first LEED certified Tower in Greece.

A full turn-key fit out of a 34.600 sq.m. 22 stories office tower constructed in 1972, including two basements, retail, restaurants, café and auxiliary spaces, with a green roof, using high technology materials. The tower is highly visible, and it is one of the city's landmarks.

An architectural landmark, at the starting point of the Athenian Riviera, in the heart of the biggest passenger port in Europe, representing the most innovative, state of the art "green" practices.

Beyond boundaries, beyond innovation, beyond sustainability and ready to accommodate you by the end of 2023. Piraeus Tower, is the first "green" high-rise building in Greece that will be certified as a model of sustainable design, incorporating best environmental methods.



Natalis Petrovits

Natalis graduated from the Civil Engineering School of the National Technical University of Athens (NTUA) in 1991.

As a structural engineer he designed (individually or as a member of a group) numerous new buildings such as the New Acropolis Museum (with seismic isolation), schools, railway stations, aircraft hangars, trolley depot, dormitories, hotels, church, intercity bus station (space frame), retrofitting of existing buildings. He supervised many buildings all over Greece. In Saudi Arabia he participated in the design group of Jazan Economic City and in UAE worked as Technical Director at a Consulting Company.

Currently he is working at DIMAND S.A. as Project Manager of Piraeus Tower.



Ilias Papageorgiou

Ilias Papageorgiou is a Greek architect and founder of PILA. He brings extensive experience from Europe and America, having led the design and realization of high profile cultural, commercial and residential projects around the world. Prior to founding PILA, Ilias was a partner at SO-IL in New York. Ilias studied architecture at Aristotle University in Thessaloniki and at Harvard University's Graduate School of Design, with a scholarship from the Onassis Foundation. In addition to his practice, Ilias has taught design studios at leading design institutions such the Architecture School at University of Patras, Columbia University's Graduate School of Architecture and Planning, Tulane University and University of Thessaly. Ilias is a member of the Board of Directors of the Athens Epidaurus Festival.

Pioneering the Path Forward in Response to Climate Change

PRESENTATION AND PANEL DISCUSSION

Friday 30th september at 13:30 AM
Piraeus Tower,4-6 Tsamadou str., Piraeus 185 31



Globally, heat waves and ravaging forest fires are a wakeup call that the world is heating up faster than any attempts we are making to counteract it. July 2023 was the hottest month ever on record and the UN secretary general, António Guterres, recently announced: “the era of global warming has ended, and the era of global boiling has arrived”. This session will explore how it is now imperative for urban planners, policy makers and specialists across the built environment to undertake urgent heat mitigation strategies in order to future proof our cities and protect humanity.



Eleni Myrivili

Eleni "Lenio" Myrivili is Global Chief Heat Officer to UN Habitat and the Arsh Rock Resilience Center, working to build heat resilience in cities around the world. Myrivili is senior advisor and a senior fellow at the Arsh Rock Center at the Atlantic Council. She is also one of the experts comprising the EU Mission Board for Adaptation of the European Commission.

Myrivili was elected to city government (2014 to 2019) and was appointed Athens' Deputy Mayor for Urban Nature and Climate Resilience. During the last decade, Myrivili served as Chief Heat Officer and Chief Resilience officer for the City of Athens and co-chaired the Steering Committee of the Resilient Cities Network. Her work on heat resilience established Athens' leadership in international urban climate change responses.

A recognized voice in Heat Resilience, Eleni Myrivili, was invited to deliver a TED talk Global on her vision, in March 2022. She has been featured in many prominent international media including the New York Times and made Politico's 28 list of most influential Europeans for 2022. She held a tenured position at the University of the Aegean, was the host of a National Public Television documentary series on sustainable living, and holds a Ph.D. in Anthropology from Columbia University.



Meghan Meriot Johnson

Meghan Johnson is a Director on Hines Europe's ESG team and is based in Paris, France. Her work at Hines is focused on driving implementation of strategic ESG initiatives across their European platform. Meghan has 15 years of experience, having previously served as co-lead of EVORA Global's Climate Resilience service line and Senior Research Analyst at The Climate Service, now S&P Global Climonomics, where she modeled financial impacts of climate change on real estate investments. She also spent 5 years at Nuveen where she was the Sustainability lead for Nuveen Real Estate's Americas Portfolio. Meghan holds a B.A. in Economics from Harvard University and M.S. in Energy Policy and Climate from Johns Hopkins University.



Simon Chinn

Simon is Vice President, Research & Advisory Services at the Urban Land Institute (ULI), where he is responsible for managing its innovative research agenda covering the key issues shaping the future of the real estate industry including climate change and sustainability, investment and development trends and shifts in demography and technological change. Prior to joining ULI, Simon specialised in research on global cities and real estate for Grosvenor, one of the world's largest privately-owned international property businesses. Simon's role involved undertaking analysis on global city developments to inform the company's long-term strategy and thinking on cities. He has undertaken major research projects on megatrends for real estate, examining topics such as urbanisation, demographic change, digital disruption and climate change. Simon also has previous experience working in urban planning, economic development and strategic consulting for the retail sector. He holds an MSc in Urban Economic Development from The Bartlett Development Planning Unit, University College London.

Hilton Hotel: Re-imagining a legend

PROJECT VISIT

Friday 29th September at 5:00 PM
Vasilissis Sofias 61, Athina 115 21



A new branded 'City Destination' under development, building upon its exceptional legacy to attract a diversified international audience and reintroduce itself to the Athenians.

The mixed-use multifaceted hub will be comprising luxury hospitality, branded and serviced private residences, a lifestyle private members' club, diversified culinary concepts, a city-center pool landscape and a curated retail concept.

A point of reference for everyone who visits the city while creating a sense of belonging to locals, this experiential all-day offering will introduce a new kind of 'city living' in Athens.

With Conrad as an international luxury hotel brand, in combination with other acclaimed culinary, entertainment and retail brands/operators, assembled in a coherent manner and complimentary to each other, contributing to a diverse high-quality offering, with multiple synergies for all.

Development and operation of the City Destination to comply with strict environmental principles, including energy efficiency best practices, with the aim of achieving, at minimum, LEED Gold certification.



Nicholas Vianellis

Nicholas Vianellis was born in Athens in 1982. He holds a Bachelor's Degree in Law from Democritus University of Thrace in Greece, and a Master's Degree in Real Estate Development from Columbia University in the city of New York. As Director of Projects and Development at TEMES, the leading investor, developer and operator in the luxury hospitality and residential real estate segments in Greece, he is presently involved, inter alia, with the subsequent development phases of Costa Navarino, the company's flagship destination development in the Peloponnese; the waterfront hospitality component of the landmark project of The Ellinikon, the largest urban regeneration in Europe; and the redevelopment of the iconic ex Hilton Athens property into a multifaceted new "City Destination", featuring a premium hotel, branded and serviced residences, a private lifestyle members' club, the first of its kind in Athens, and a number of curated culinary, entertainment, retail, and wellness propositions.

Institutionalizing Greek Hospitality

Hospitality Session - Fireside Chat

Friday 30th september at 18:00 PM
Vasilissis Sofias 61, Athens 11521



With the rise of Greek tourism over the past years and successful years of tourist arrivals and revenue from hospitality, Greece is moving to a new era from family run hotel businesses to branded hotels with institutional investors entering the market. Moderated by Konstantikos Santikos, a fireside chat with Tassos Kotzanastassis, an expert in Greek and European hospitality will give his views on how things have evolved and how this transition is being viewed by locals but also foreign investors.



Konstantinos Santikos

Konstantinos Santikos is a hospitality entrepreneur. He holds a Business & Finance Degree from Babson College. He has worked at UBS bank in Zurich Switzerland and Conde Nast Traveller in New York both in their product and marketing department. Since 2010 he has been involved and leading the Santikos Collection hospitality group as General Manager for the Princess Resort until 2012, head of Sales until 2018 and Managing Director since 2018. In 2019 he founded Santikos Hospitality, a hospitality consulting agency with long term mentality.



Tassos Kotzanastassis

Tassos is the founder and the Managing Director of 8G Capital Partners Limited. Having worked for HSBC Specialist Investments, Pramerica and Henderson Investors, he brings more than 20 years of experience in fund management, asset management and transactions. Since the onset of the financial crisis he has focused on Eastern and South-Eastern Europe with an emphasis on restructurings and workouts of distressed assets on behalf of banks, investors and developers.

UrbanPlan Programme

Workshop

Saturday 30th September at 9:00 AM
Grand Hyatt Athens, 115 Andrea Siggrou Ave., Athens 11745



The workshop brings the built environment to life for young people through a series of team challenges around regenerating a fictional urban site. Working in groups, students form property development companies, which compete to regenerate the area. Simulating real-life, students work through financial, design, ethical and environmental challenges in order to create a financially viable scheme. They then pitch and present their ideas to our property volunteers, receive their expert feedback and a winning team is selected.



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The Ellinikon Project: Europe's greatest urban regeneration project

PROJECT VISIT

Saturday 30th September at 12:30 PM
Ellinikon Experience Park



The Ellinikon is the largest urban regeneration project in Europe, designed to attract significant new investments and uses in the areas of tourism, culture, entrepreneurship, innovation, and the environment.

This is a pioneering development for Athens, with emphasis on the creation of a world-class Metropolitan Park covering an area of 2,000,000 sq.m., as well as the upgrade of the Coastal Front, both to be fully accessible to the public.

The project consists of an integrated urban development model that will combine the area's natural beauty and unique inherent characteristics with landmark buildings.

The Ellinikon will contribute to the repositioning of Athens as one of the major world-class tourism destinations set to attract at least one million new tourists.

It is expected to contribute to the country's GDP by 2.4% until the development's completion date, also contributing a total of over €14 bln in tax revenues to the Greek State over the same timeframe.



Alexandros Moulas

A Business Executive with 20+ years of real estate experience in large-scale residential and hospitality projects across over 20 countries around the world.

Expert in growing and transforming businesses by building and motivating successful customer focused teams. Thriving on setting and over-achieving challenging goals.

Hardworking, highly self-motivated, team-oriented and creative with proven track record of exceeding targets. Extremely adaptable in new environments and working roles. Loyal, passionate and trustworthy with deep desire for excellence and distinction. Confident communicator with strong leadership and managerial skills as well as innovative problem solver



Urban Land
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