

Pricing risk in real estate

Extreme weather events and energy efficiency as decision determinants

Roundtable Event at a Glance:

Date:	Monday, 16 th March 2015
Event Time:	18.00 - 21.00
Location:	Spanos Building, 1st Floor, 2 Amfitheas & Syngrou Avenue, 171 22 Nea Smirni, Athens
Registration :	https://www.eventora.com/en/Events/pricing-risk-real-estate
Contact:	info@green4value.com

Programme

18:00 – 18:30 **Registration, Coffee**

18.30 – 18.45 **Welcome Speeches**

- Nikos Kountouriotis, Principal, Arbitrage Real Estate
- Stavros Damianidis, Managing Director, LDK Consultants

18.45 – 19.15 **Keynote Speech**

Extreme weather and sustainability – how do they affect property values?

Prof. Dr. Sven Bienert will present the latest research results regarding the threat of extreme weather events and their impact on real estate and property values. He will explain why weather risks should be considered as a key emerging driver to future investment strategies. He will also highlight the pay-off of green buildings, including trends in sustainable property investments.

19:15 – 20:30 **Panel Discussion**

Climate change and energy efficiency as decision determinants on real estate investments

The panel aims to stimulate debate on how climate change, energy efficiency and sustainability affect global investment decision-making, asset allocation techniques, insurance policies, green premiums and grey discounts. There will also be reference to investable adaptation and mitigation technologies. The panel will consist of:

- **Dr. Sven Bienert** - Prof. Regensburg University and ULI Europe Sustainability Fellow
- **Daniel Chang** - Director, Asset Management, Hines Europe LLC
- **John Papageorgiou** - Senior Risk Consultant, AON Risk Solutions
- **Arnaud Henin** - Director, Gommyr and Clean Tech Investment Expert

Moderator: **Ioannis Orfanos** - Director, Green Value Associates

20:30 – 21:00 **Buffet, Drinks and Networking**

21:00 **Event close**

Participants Bios (1/2)



Dr. Sven Bienert

Dr. Sven Bienert is a Professor of Sustainable Real Estate at the University of Regensburg and ULI Europe's Visiting Fellow on Sustainability. Since 2013, he has been Managing Director of IRE|Business School at the University of Regensburg, Europe's largest center for real estate education.

Prof. Bienert graduated with degrees in real estate economics and business administration and wrote his PhD thesis on the "Impact of Basel II on Real Estate Project Financing". He has been conducting research in the field of sustainability since 2005, initiating various projects such as the IBI-Real Estate Benchmarking

Institute and ImmoRisk. His recent research has focused on "green pricing" and the impact of extreme weather events on property values, among other topics. His research has received several national and international prizes, and his papers have been published in numerous leading international real estate journals. Prof. Bienert is also the author and editor of several real estate books.

Prof. Bienert has held management positions in a number of leading real estate consulting companies. In 2010 he became Managing Director of Probus Real Estate GmbH in Vienna, which manages a €2.1 billion commercial real estate portfolio across Central and Eastern Europe and Southeastern Europe.



Daniel Chang

Daniel is a Portfolio Director of Asset Management for Hines' Pan-European Core Fund based in London. He is responsible for development and implementation of asset level strategy of office and retail assets located in Germany, France and UK. He also travels regularly to visit potentially new and existing assets across Europe.

He is also Hines European Sustainability activities coordinator. He serves as a key liaison between Hines International location and central resources in supporting the firm's sustainability activities and reporting across Europe and other non-US offices.

He has broad experience in real estate development and investment management. Among other investment projects, he has been involved in a luxury residential refurbishment project in Madrid, a mixed-use development in Hamburg HafenCity known as Überseequartier, a new masterplan for a mixed-use special economic zone in Mumbai, Benrather Karree office building in Dusseldorf, Diagonal Mar residential towers and shopping center and EDF skyscraper construction in La Defense in Paris.

Daniel holds an MBA in Real Estate and an MSc in Urban Planning from Columbia University in New York and a BSc in Architecture from University of Maryland in US.



Arnaud Henin

Arnaud is heading Gommyr Power Networks and offers economic and financial advisory for sustainable microgrids and distributed renewable energy projects. More than 14 years of technical and management experience in renewable energy and sustainability sectors. Arnaud is an expert in clean tech investments.

He has worked on a range of renewable energy and cleantech investment and advisory projects across Europe and Africa. In the past, he was managing the Piraeus Clean Energy fund which was investing in projects in South East Europe. He was previously a Manager with McKinsey in London, working in the energy, renewables and climate change sectors. He has also worked with a number of

start-ups in the high tech sector in Canada.

Arnaud holds an MBA from INSEAD in France and an BSc in Electrical Engineering from McGill University in Montreal.

Participants Bios (2/2)



John Papageorgiou

John is a Senior Risk Consultant at Aon Risk Solutions. He is a dedicated risk advisory professional, highly specialized in business risk assessment, safety, risk management training, business continuity and crisis management planning. He has extensive experience in the areas of property and casualty risk control, risk engineering, claims management, and incident investigation.

In parallel to his main professional activities John cooperates as scientific advisor in Greece's widest circulated scientific magazine named (Periscope of Science).

His editing work covers several areas with emphasis in Energy, Environment and Modern Technology.

As a member of Aon risk consulting team, John provides solutions to corporates and organisations seeking to increase their competitiveness and differentiation through the effective management of their business risks. He has sectorial risk management expertise among other sectors in energy, property and construction. He has also worked for EXL, Dixons SE Europe, Crawford & Co and ABB in the past.



Ioannis Orfanos

Ioannis is an investment management and advisory professional, specialised in real estate and energy efficiency. He is currently a Director in Green Value Associates and an Associate Partner in Arbitrage Real Estate. In his current roles, Ioannis is originating and managing value-add, development and energy efficiency real estate investment projects. Similarly, he is identifying and evaluating high-yield real estate asset management and development opportunities for international equity funds. He is also advising on sustainable value enhancement property strategies.

In the past, he worked for Europa Capital Partners (ECP) in London, where he oversaw its real estate development investments in Europe. Prior to ECP, Ioannis worked for Deloitte in London, where he undertook advisory roles in a variety of consulting projects focusing on real estate occupation, infrastructure and construction related matters. Before Deloitte, Ioannis conducted consulting work for Citigroup in Rome. Ioannis has also worked for METKA, where he was assigned project management responsibilities in two projects part of Athens 2004 Olympic Games infrastructure.

Ioannis studied Civil Engineering in National Technical University of Athens and holds an MBA from ESCP Europe in Paris and an MSc from University College London.

Organizers



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