BROCHURE

THE AUTUMN MEETING OF

TEGoVA

THE EUROPEAN GROUP OF VALUERS’ ASSOCIATIONS

ATHENS

18-20 October 2018
Divani Apollon Palace & Thalasso
Agiou Nikolaou 10–GR-166 71 Vouliagmeni

PRESENTATION & PROGRAMME

Please register by 28 September 2018 at the latest

ORGANISED BY

Association of Greek Valuers
The founding of the Association of Greek Valuers started at the end of 2007 and was completed in the summer of 2009. The founding members (96 valuers) were mostly employees working for the major Greek Banks and freelancers, collaborating as well with major Greek Banks.

Currently the Association has more than 1,647 members, incorporating the vast majority of Greek valuers in its ranks.

The Association’s goal is to function as a collective body representing professional valuers and experts undertaking valuations for public and private sector entities, and to provide services aiming to upgrade the quality of valuations in Greece and the status of the valuer’s profession in the Greek economy and society.

AVAG’s principal activities include the following:

* upgrading the quality of valuations in Greece by organising special training and ongoing training programs;
* promoting and advancing the profession of valuer by undertaking a range of activities, such as participation in conferences, scientific bodies, exhibitions, etc.;
* transmitting the experience gained by valuers and exchanging views on valuation-related issues;
* setting professional standards and best practices including inter alia translation of EVS in Greek language and development of National Valuations Standards in line with EVS;
* formulating and applying a code of conduct;
* establishing a professional certification body for valuers that is recognised by the corresponding bodies in Europe and worldwide; AVAG is already an AMA granting REV status to its members that fulfill the relevant requirements of the scheme. Already 468 members have been nominated REV after successful participation in both written and oral examinations;
* establishing national certification schemes in cooperation with professional certification body for real estate valuers (already 291 of its members are certified valuers) and plant & machinery valuers (already 58 of its members are certified valuers). The schemes are accredited by the Greek National Accreditation Body;
* representing Greek valuer-members at TEGoVA;
* defending valuers’ work-related rights;
* collaborating with similar national or international bodies on issues of mutual interest.
The representatives of the Association to TEGoVA are:

Alexandros Vassiliou REV
President
AVAG

Konstantinos Pallis REV
Treasurer
AVAG

Secretariat: Nikoletta Koutsiari, Vasiliki Koutsafiti | Tel: +30 210 3210340 | E-mail: info@avag.gr
Athens is the capital and largest city of Greece. Athens dominates the Attica region and is one of the world's oldest cities, with its recorded history spanning over 3,400 years and its earliest human presence starting somewhere between the 11th and 7th millennium BC.

Classical Athens was a powerful city-state that emerged in conjunction with the seagoing development of the port of Piraeus, which had been a distinct city prior to its 5th century BC incorporation with Athens.

A centre for the arts, learning and philosophy, home of Plato’s Academy and Aristotle’s Lyceum, it is widely referred to as the cradle of Western civilization and the birthplace of democracy, largely because of its cultural and political impact on the European continent, and in particular the Romans.

In modern times, Athens is a large cosmopolitan metropolis and central to economic, financial, industrial, maritime, political and cultural life in Greece.

Athens is a global city and one of the biggest economic centres in southeastern Europe. It has a large financial sector, and its port, Piraeus, is both the largest passenger port in Europe, and the second largest in the world.

The Municipality of Athens (also City of Athens) has a population of 664,046 within its administrative limits, and a land area of 38.96 km² (15.04 sq mi). The urban area of Athens (Greater Athens and Greater Piraeus) extends beyond its administrative municipal city limits, with a population of 3,090,508 over an area of 412 km² (159 sq mi). According to Eurostat in 2011, the functional urban area (FUA) of Athens was the 9th most populous FUA in the European Union (the 6th most populous capital city of the EU), with a population of 3.8 million people. Athens is also the southernmost capital on the European mainland.

The heritage of the classical era is still evident in the city, represented by ancient monuments and works of art, the most famous of all being the Parthenon, considered a key landmark of early Western civilization. The city also retains Roman and Byzantine monuments, as well as a smaller number of Ottoman monuments. Athens is home to two UNESCO World Heritage Sites, the Acropolis of Athens and the medieval Daphni Monastery. Landmarks of the modern era, dating back to the establishment of Athens as the capital of the independent Greek state in 1834, include the Hellenic Parliament and the so-called "architectural trilogy of Athens", consisting of the National Library of Greece, the National and Kapodistrian University of Athens and the Academy of Athens. Athens is also home to several museums and cultural institutions, such as the National Archeological Museum, featuring the world's largest collection of
ancient Greek antiquities, the Acropolis Museum, the Museum of Cycladic Art, the Benaki Museum and the Byzantine and Christian Museum. Athens was the host city of the first modern-day Olympic Games in 1896, and 108 years later it welcomed home the 2004 Summer Olympics, making it one of only a handful of cities to have hosted the Olympics more than once.

FEES

The registration fee of € 615,00 includes entry to:

- the Valuation Conference on 19 October, tea/coffee breaks and lunch
- the Formal Dinner on 19 October which includes ticket and guided tour of the Acropolis museum.
- the General Assembly on 20 October, tea/coffee breaks and lunch

The extra costs for delegate partners’ formal dinner, partners’ programme and informal dinner are indicated in the registration form.

HOTEL & MAIN VENUE

Hotel & Meeting/Conference Venue

DivaniApollon Palace & Thalasso★★★★★

Offering a prime location in the heart of the Athenian Riviera, the DivaniApollon Palace & Thalasso is the perfect place for a memorable stay in Athens. This luxury hotel offers you the only Thalassotherapy center in the Attica region, lavish guest rooms and suites all with stunning sea views, a private beach, outdoor swimming pools, restaurants and bars and extensive business and events facilities.

From the airport: 30 minutes

https://divaniapollonhotel.com/

- € 170 - Single room  |  € 190 - Double room
- Buffet breakfast included
- Overnight tax: € 4 per room to be paid directly to hotel on check out
TEGoVA Meeting, Athens 18-20 October 2018.

FORMAL DINNER

Dionysos Zonar’s

Dionysos Zonar’s, 43 Rovertou Galli St.- Athens–11742 Greece

http://www.dionysoszonars.gr/en/

INFORMAL DINNER

Labros Restaurant

Labros Restaurant, 20 Posidonos St., Vouliagmeni –11671 Greece

https://labrosrestaurant.gr/en/
European Valuation Conference
“The Valuer’s Added-value Services in Challenging Real Estate Markets”

Divani Apollon Palace & Thalasso Hotel
Friday 19 October 2018
14:00 – 18:15
VENUES (summary)

Main Hotel Meetings
- EVSB meeting (Thursday 18 October, morning)
- Board meeting (Thursday 18 October, afternoon)
- Other meetings (Friday 19 October, morning)
- General Assembly meeting (Saturday 20 October, morning)

Main Hotel - Conference Room
- Valuation Conference (Friday 19 October, afternoon)

DionysosZonar’s
- Formal Dinner (Friday 19 October)

Labros Restaurant
- Informal Dinner (Saturday 20 October)

PARTNERS’ PROGRAMME

Saturday 20 October 2018

Visit to the Historical center of Athens  10:00 – 15:00

Visit to:
❖ Acropolis (Erechtheion, Temple of Athena Niki, Propylaea, Parthenon)
❖ Dionysos Ancient Theater, odeon of Herodes Atticus, Pnyx, Roman market, Monastiraki
❖ Some free time for strolling and shopping in the pedestrian streets and lanes of Plaka
❖ Lunch at Restaurant centrally located in historical centre
❖ Pass by: coast road, Glyfada, allied cemetery and port of Faliron, Flisvos Marina, SNFCC, Kallimarmaron Stadium

Cost: € 120 per person (minimum participants:10)
The price includes transportation with minibus from the hotel to the center and back, entrance fees and English-speaking guide. Lunch is included.
### MEETING PROGRAMME

#### Thursday, 18 October 2018

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>15:00 - 18:30</td>
<td>Registration of TEGoVA Delegates</td>
</tr>
<tr>
<td>10:00 - 13:30</td>
<td>EVSB Meeting (for EVS Board Members only)</td>
</tr>
<tr>
<td>14:00 - 18:00</td>
<td>TEGoVA Board Meeting (for Board Members only)</td>
</tr>
<tr>
<td>20:00 - 23:00</td>
<td>TEGoVA Board Dinner (for Board Members, Advisers, Secretariat and Guests)</td>
</tr>
<tr>
<td></td>
<td><strong>Venue:</strong> Ithaki Restaurant</td>
</tr>
<tr>
<td></td>
<td><strong>Dress Code:</strong> Jacket &amp; tie, no badge</td>
</tr>
<tr>
<td></td>
<td><strong>Transport:</strong> Private bus</td>
</tr>
<tr>
<td>19:45</td>
<td>Meeting point: lobby of the hotel</td>
</tr>
</tbody>
</table>

#### Friday, 19 October 2018

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>08:30 - 18:30</td>
<td>Registration of TEGoVA Delegates</td>
</tr>
<tr>
<td>09:30 - 10:30</td>
<td>REV, TRV &amp; REVC Contract Signing (for AMA, R-AMA and C-AMA delegates who have REV, TRV and REVC Agreements to be signed)</td>
</tr>
<tr>
<td>09:30 - 10:30</td>
<td>Recognition Committee Meeting (RC Members only)</td>
</tr>
<tr>
<td>10:30 - 11:30</td>
<td>EVQB Meeting (EVQB Members only)</td>
</tr>
<tr>
<td>11:30 - 12:30</td>
<td>EVPMB Meeting (EVPMB Members only)</td>
</tr>
<tr>
<td>12:30 - 13:45</td>
<td>Buffet lunch on the premises</td>
</tr>
<tr>
<td>14:00 - 18:15</td>
<td>European Valuation Conference (please see next page)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>20:00 - 23:30</td>
<td>Cocktail &amp; Formal Dinner (TEGoVA delegates, partners / guests)</td>
</tr>
<tr>
<td></td>
<td><strong>Venue:</strong> Dionysos Zonars Restaurant by Acropolis*</td>
</tr>
<tr>
<td></td>
<td><strong>Dress Code:</strong> Jacket &amp; tie, no badge</td>
</tr>
<tr>
<td></td>
<td><strong>Transport:</strong> Private bus</td>
</tr>
<tr>
<td></td>
<td>*a 30 min guided tour in the adjacent Acropolis Museum is included before dinner</td>
</tr>
<tr>
<td>19:30</td>
<td>Meeting point: lobby hotel</td>
</tr>
<tr>
<td>Time</td>
<td>Session</td>
</tr>
<tr>
<td>--------------</td>
<td>-------------------------------------------------------------------------</td>
</tr>
<tr>
<td>14:00 – 14:15</td>
<td>Registration (Entrance Free for TEGoVA Delegates)</td>
</tr>
<tr>
<td>14:15 – 14:30</td>
<td>Welcome – Alexandros Vassiliou REV, President of AVAG, National Bank of Greece and Krzysztof Grzesik FRICS IRRV (Hons) REV, Chairman of the Board of TEGoVA; Vice-President, Polish Federation of Valuers' Associations; Partner, Polish Properties.</td>
</tr>
<tr>
<td>14:30 - 14:55</td>
<td>Greece in post crisis era: the macro economy and real estate developments Dimitris Sideris, Member of the Monetary Policy Council, Bank of Greece</td>
</tr>
<tr>
<td>14:55 - 15:35</td>
<td>Ireland, Portugal and Spain: How did valuers survive the downturn? Did they develop new skills and fields of activity and are they still relevant in the current rising markets? Panel: Pat Davitt + Paloma Arnaiz Perez-Villamil, AEV + Paulo Barros Trindade REV, President of The Board of ASAVAL and CEO of TERRAVAL+ moderator Jean Francois Drouets.</td>
</tr>
<tr>
<td>15:35 – 16:00</td>
<td>The treatment of the NPLs and the associated real estate collaterals that will flood the market, once auctioned through foreclosure procedures Aris Karytinos – CEO Pangaia SA - REIT</td>
</tr>
<tr>
<td>16:00 – 16:40</td>
<td>How NPLs were treated in Ireland, Italy, Portugal and Spain Pat Davitt + Silvia Cappelli + Iñigo Amiano, AEV + GonçaloPascoal, Chief Economist of Millenium Bank + moderator Krzysztof Grzesik.</td>
</tr>
<tr>
<td>16:40 – 17:00</td>
<td>Coffee break</td>
</tr>
<tr>
<td>17:00 -17:30</td>
<td>Acting as a consultant to the client and taking back control over fees – two sides of the same ticket to successful valuation practice Roger Messenger</td>
</tr>
<tr>
<td>17:30 – 17:55</td>
<td>Expanding valuers’ horizons beyond the Banking sector. Is there a viable environment? Adrian Vascu, Senior Partner VERIDIO, former TEGoVA Board Member and Chairman of ANEVAR 2014-2015.</td>
</tr>
<tr>
<td>17:55 – 18:15</td>
<td>Questions - Conclusion</td>
</tr>
</tbody>
</table>
## Saturday, 20 October 2018

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>08:30 - 09:30</td>
<td>Registration of TEGoVA Delegates (entrance GA room)</td>
</tr>
<tr>
<td>10:00 - 15:00</td>
<td>Partners’ Programme&lt;br&gt;Visit of historical center of Athens - with lunch</td>
</tr>
<tr>
<td>09:30</td>
<td>Meeting Point: lobby of the hotel</td>
</tr>
<tr>
<td>09:30 - 16:00</td>
<td>TEGoVA General Assembly</td>
</tr>
<tr>
<td>11:00 - 11:30</td>
<td>Coffee break</td>
</tr>
<tr>
<td>13:00 - 14:30</td>
<td>Lunch Delegates – TEGoVA General Assembly (hotel)</td>
</tr>
<tr>
<td>14:30 - 16:00</td>
<td>TEGoVA General Assembly continued</td>
</tr>
<tr>
<td>16:00 - 17:30</td>
<td>Board Meeting</td>
</tr>
<tr>
<td>20:00 – 23:00</td>
<td>Informal Dinner&lt;br&gt;<em>Venue: Labros Restaurant</em>&lt;br&gt;<em>Dress Code: Smart casual, no badge</em>&lt;br&gt;<em>Transport: by bus</em></td>
</tr>
<tr>
<td>19:45</td>
<td>Meeting point: lobby of the hotel</td>
</tr>
</tbody>
</table>

*Venue: Labros Restaurant<br>Dress Code: Smart casual, no badge<br>Transport: by bus*
## REGISTRATION PROCEDURE

### Meeting registration fees

<table>
<thead>
<tr>
<th>Information</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Events</strong></td>
<td><strong>Cost</strong></td>
</tr>
</tbody>
</table>
| **Meeting Registration Fee**  
(including the valuation conference and the formal dinner) | € 615 |
| **Guided Tour of the Acropolis Museum and Formal Dinner**  
- Friday 19 October 2018  
(cost for accompanying persons, partners, other) | € 120 |
| **Partners’ Programme - Saturday 20 October 2018**  
Athens tour including lunch (see Brochure p. 8)  
Minimum participants: 10 | € 120 |
| **Informal Dinner - Saturday 20 October 2018**  
(not included in the registration fee) | € 90 |
Registration instructions

Submit your meeting registration at:
https://registration.avag.gr/booking/2018-autumn-general-meeting-of-tegova-athens

⚠️ Please note that the above link will be active as of 11th of September 2018 in order to accept payments

Payment methods:

Please be informed that payment can be made online with credit card or by bank transfer.

Payment by bank transfer - bank charges to be paid by delegate

Invoice:

The invoice will be sent to the e-mail address indicated in the online registration form.

Registration conditions:

Completing the online registration form represents a legally binding contract and a commitment to pay all charges incurred. Cancellations have to be made in writing by e-mail to info@avag.gr

Registration cancellation rules:

Full refund of paid registration fee will be granted until 28th of September. After this date no refund of paid registration fee will be granted.

Liability:

Since the organiser bears no responsibility for any accident or damage that may be suffered by the participants during their trip and stay in Athens, it is recommended that participants conclude a personal accident insurance before starting the trip.
Hotel reservations

Submit your hotel registration at:

https://divaniapollopalace.reserve-online.net

⚠️ Procedure:

1) Click on the above link
2) Click on the button “Booking Code” that you will find on the top of the “Availability Search” bar
3) Enter the code 1391930

⚠️ Warning: Do not reserve through Booking.com or equivalent hotel reservation sites. The rates that the organiser obtained are the result of a group contract comprising a series of services and conditions. Therefore, use the above link to do your booking.

Should you wish to book your room for other/additional dates please contact the event secretariat via email: info@avag.gr

We can only guarantee availability and hotel rates until 25 September 2018. If you are not able to book by this date, please contact AVAG secretariat to check availability.