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REAL ESTATE FORUM

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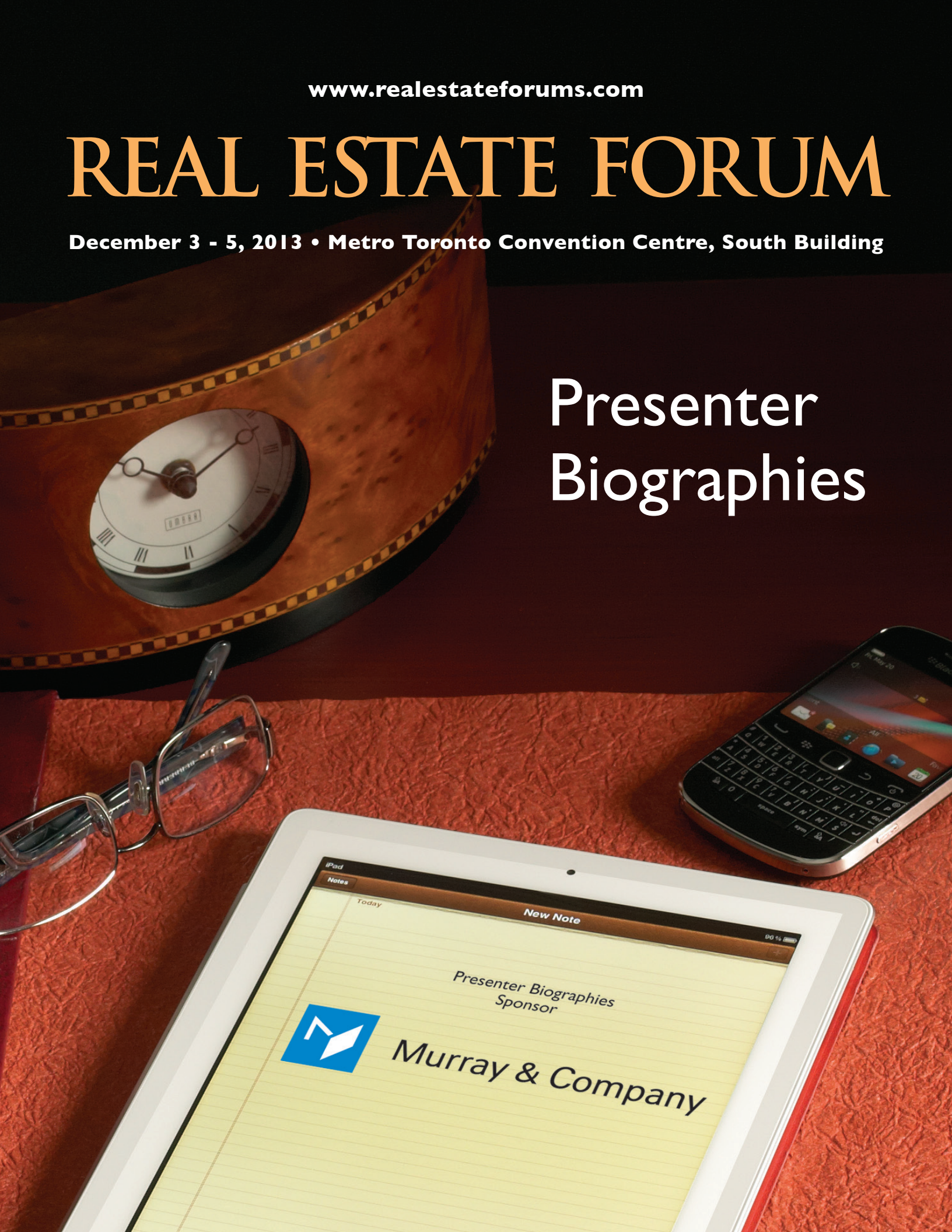
Presenter Biographies



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REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Scott Addison

President, Eastern Canada
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Scott Addison is the President, Eastern Canada of Colliers International. He has been an active member of the commercial real estate industry for over 20 years. Scott is also a Director at SIOR. Scott executes the national business strategy throughout eastern Canada for all service lines including Brokerage, Valuation and Advisory, Property Management and Project Management Services. His focus is on both the organic and strategic growth of Colliers. In addition, he oversees the Greater Toronto Brokerage operations.

Scott's vision is to offer a competitive business advantage for each client and ensure their entire range of property needs are met. He is dedicated to maintaining the Colliers brand as the best in-class service provider, and is committed to accelerating the successes of each and every Colliers client.

Elyse Allan

President & CEO
GE Canada
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Elyse Allan, in her role as President and Chief Executive Officer of GE Canada and Vice President, GE, is responsible for growing GE's business in Canada and advancing the company's leadership in advanced technology, services and finance. Elyse's GE career began in 1984 and has spanned the U.S., Canada and several industrial and consumer GE businesses including aviation, energy and lighting.

Elyse is a passionate champion for Canada's competitiveness, advancing the country's science and technology base and competitive fiscal policy. She actively engages in industry groups, public policy and the community by serving on the Boards of Directors for several organizations, including the Canadian Council of Chief Executives, the C.D. Howe Institute, MaRS Discovery District, Conference Board of Canada and the ROM Board of Governors. Elyse has served on a number of federal and provincial government advisory boards. She has been recognized as a YWCA 2012 Woman of Distinction (Business), a Top 100 Business Women of Influence by the Women's Executive Network, and as Canadian Business Magazine's 25 Most Powerful People in Canada (2009).

Earle Arney

Managing Director
FKA Architecture + Interiors
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Earle Arney is the Founding Director and MD of FKA Architecture + Interiors in London. Earle has practiced as an architect for 25 years. Earle's experience is truly global, having led projects in the U.K., Canada, the U.S., Asia, Australia, New Zealand, the Middle East and Africa.

During this period, Earle has become known internationally as a thought leader of transformational workplaces and residential design. He is highly respected for his business acumen, leadership and collaborative work style. He has been recognized by his peers through numerous awards and similarly by his clients, as evidenced in winning many international design competitions and repeat commissions.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Tom Arnold

Head of Americas, Real Estate
Abu Dhabi Investment Authority
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Tom Arnold joined ADIA as Head of Americas - Real Estate in 2009 and is based in Abu Dhabi. As Head of Americas - Real Estate, Tom is responsible for the creation and implementation of the business strategy for the Americas portfolio, existing and future investments in the U.S., Brazil, Canada, Mexico, and other Americas markets, and management of the U.S. investment team. He is also a member of ADIA's Executive Committee and Real Estate Steering Committee.

Most recently, Tom was a partner at Cerberus Capital Management based in New York City. Tom's responsibility during his 6 years at Cerberus Capital included the origination and execution of real estate, lending, and private equity transactions. Tom originated investments throughout the capital structure, including common and preferred equity, mezzanine and bridge lending, and senior debt.

His investment experience includes both commercial and residential product types, asset level investing and operating platforms, and extensive turnaround and workout roles.

Eric Axford

Executive Vice President, Business Services
Suncor Energy Inc.
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Eric Axford, as Executive Vice President, Business Services, is accountable for a range of central functions critical to the company's business success. His responsibilities include environment, health and safety, sustainability and communications, government relations, as well as supply chain management and field logistics. Eric is also accountable for functional areas charged with streamlining and integrating key business processes, in addition to information services, operational excellence and technical services.

Eric serves as chair of the Suncor Energy Foundation, a non-profit charitable organization. Since joining Suncor in 1996, he has held a number of senior upstream, downstream and corporate roles across the company. Before joining Suncor, Eric held senior policy positions with the Alberta government.

Eric is an active supporter of the United Way and is on the board of directors of the Woods Homes Society and Calgary Economic Development.

Avtar Bains

President
Premise Properties Ltd.
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Avtar Bains is President of Premise Properties Ltd., a real estate investment firm. Prior to establishing Premise Properties, Avtar spent over 30 years at Colliers International, most recently as Executive Vice President. During his tenure, Avtar represented clients with particular focus on investment assets and successfully brokered over 10 billion in transactions.

Avtar currently holds Board or Advisory positions with British Pacific Properties, Morguard North American Residential REIT, Aspen Properties and the UBC Properties Trust.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Richard Baker

Governor & CEO
Hudson's Bay Company
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Richard Baker is the Governor and CEO of the Hudson's Bay Company. The Hudson's Bay Company was established in 1670 and is the oldest continuously operating retail company in North America. Hudson's Bay Company operates Lord & Taylor and Saks in the U.S. and The Bay and Home Outfitters in Canada.

Peter Ballon

Head of Real Estate Investments – Americas
CPP Investment Board
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Peter Ballon is responsible for CPPIB's real estate in the Americas which currently encompasses investments in Canada, the U.S., Mexico and Brazil valued in excess of $12 billion of equity. Peter is a member of CPPIB's Real Estate Investment Committee which has oversight for CPPIB's global real estate investments and is also a member of the Investment Committee for CPPIB's real estate debt program. Peter has over 20 years of commercial real estate experience. Prior to joining CPPIB in 2007, Peter worked with several leading real estate companies including Canderel, Brookfield and TrizecHahn.

The Canada Pension Plan Investment Board is a Toronto based professional investment management organization with assets under management of approximately $183 billion. The real estate portfolio has an equity value in excess of $20 billion that is located 15 countries including Canada, the U.S., the United Kingdom, Germany, Australia, China, Japan, Mexico and Brazil.

Mario Barrafato

Chief Financial Officer
DREAM Unlimited Corp.
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Mario Barrafato is the Chief Financial Officer of DREAM Unlimited Corp. (DREAM), a fully diversified real estate investment and asset management company. Established in 1994, DREAM currently has $13 billion of commercial real estate under management in North America and Europe. The scope of the business includes residential land development, housing and condominium development, asset management for three TSX-listed REITs and investment in renewable energy infrastructure assets and Canadian commercial property.

Mario oversees the financial planning, corporate finance, public reporting and taxation services provided to the various clients of DREAM. He is also the Senior Vice President and Chief Financial Officer of Dundee REIT, Canada's largest office REIT with a 24 million square foot portfolio of commercial properties in key urban markets across Canada. Prior to joining DREAM, Mario held progressive positions with KPMG.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Wayne Barwise

Executive Vice President, Development
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Wayne Barwise is currently Executive Vice President, Development at The Cadillac Fairview Corporation Limited. Wayne has 28 years of experience in real estate development and asset management with extensive expertise in developing office, retail and multi-residential projects representing several million square feet both in Canada and the U.S.

Wayne is responsible for the leadership of Cadillac Fairview's Development team, and the strategic planning and implementation of the company's overall office, retail and mixed use development platform. Cadillac Fairview owns and manages $22 billion in real estate assets and currently has $4 billion under development.

Wayne is a successful entrepreneur, who, prior to Cadillac Fairview, successfully founded and operated a residential high-rise condominium company for 12 years, where he developed a number of residential and mixed-use urban projects.

David Baxter

Senior Research Advisor
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David Baxter is a senior research advisor at the Urban Futures Institute; a global-mobility consul for the International Employee Relocation Council; and a member of the British Columbia Government Economic Forecast Council.

Using demographic analysis, David discusses what the workplace environment, economic climate, and marketing structures look like today, and what they will look like in the decades to come.

David has an esteemed catalogue of published research, having written reports, articles, and books addressing regional economics, consumer behaviour and market trends, health care, employment trends, and the operation of real-estate markets. He is a recipient of the "BC Transplant Research Excellence Award" for his work on the demographics of organ transplantation, and was recently named "one of the 20 most influential people in British Columbia's residential-construction industry" by the Canadian Home Builders' Association. His academic career spans four decades, and includes teaching and lecturing at both Canadian and international universities.

Lori-Ann Beausoleil

Partner, National Leader, Canadian Real Estate Practice
PwC
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Lori-Ann Beausoleil is a partner in PricewaterhouseCoopers' Toronto office and is PricewaterhouseCoopers' National Real Estate and Construction Leader. Lori-Ann brings over 27 years of operational and regulatory experience to her clients. She has managed and led a variety of regulatory compliance engagements for national, multinational and global clients, as well as operational and financial process efficiency reviews; internal and disclosure control reviews; regulatory compliance reviews; internal audit projects; enterprise wide risk management assignments; and assists organizations with people, process and technology change management.

Lori-Ann also provides training on the integration of controls into an organization's financial and operational processes.

Her service style emphasizes a sound knowledge of real estate and construction from the landlord, property manager and developer's perspective.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Paul Bedford

Adjunct Professor,
Urban & Regional Planning
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Paul Bedford is Toronto's former Chief City Planner with over 40 years of experience in city building. He is currently an Adjunct Professor of City & Regional Planning at both the University of Toronto and Ryerson University. He also serves on the National Capital Commission Planning Advisory Panel, the Centre for Addiction and Mental Health Redevelopment & Property Committee and the Waterfront Toronto Design Review Panel.

Paul was a member of the Metrolinx Board of Directors for two terms and was recently appointed by Premier Wynne as Vice Chair of the Transit Investment Strategy Advisory Panel.

Sheila Botting

Senior Practice Partner,
Client Cabinet & National Leader
Deloitte Real Estate
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Sheila Botting is Partner and National Leader for Deloitte Real Estate across Canada and Senior Practice Partner, Client Cabinet. She works with global partners in the delivery of real estate solutions for global and Canadian clients.

Deloitte provides the full offering of real estate services including: financial advisory, capital markets, corporate real estate, valuation, assurance, enterprise risk and tax. Sheila is also responsible for Deloitte’s corporate premises across Canada.

David Bowden

Chief Executive Officer, Canada
Colliers International
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David Bowden, as Chief Executive Officer of Canadian business operations, is responsible for executing the Colliers national business strategy while working in conjunction with Colliers' other regional leaders. Known for his innovative business perspective, David is committed to accelerating the success of Colliers International in Canada by advancing the organization's competitiveness in all 17 markets it serves. As a long standing executive with Colliers International combined with over 30 years of industry experience, David has played an integral role in contributing to the business' success in Canada.

David has held a number of senior positions within Colliers including leading the Canadian Corporate Solutions division and the Professional Development group.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Lorne Burns

National Industry Leader,
Real Estate
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Lorne Burns returned to KPMG's Vancouver Audit practice in October 2009 after spending the last 11 years in Toronto. Lorne has resumed his role as an audit partner in Vancouver's Real Estate Practice. He was appointed National Industry Leader, Real Estate in March 2011 and Real Estate leader for the GVA. Lorne has 30 years of experience with KPMG and has been a partner in the firm for 20 of those years.

From 2003 to 2009, Lorne was the Partner-in-Charge of KPMG's Audit Practice in the Toronto responsible for leading the activities of 58 Partners and 640 professional staff in providing audit and audit related services to our clients.

From 1999 to 2003, Lorne served as a member of KPMG Canada's Management Committee as the Chief Human Resources Officer, KPMG Canada responsible for all aspects of KPMG's Excellence in People strategic initiatives and for leading the national human resource team.

Tom Burns

Executive Vice President & COO
Allied Properties REIT
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Tom Burns is Executive Vice President and Chief Operating Officer and a trustee of Allied Properties REIT, a leading owner, manager and developer of urban office properties in Canada's major cities. Tom joined Allied in January 2011 and oversees all leasing transactions, operations and key supplier relationships for Allied's growing portfolio of properties in Canada.

Prior to joining Allied, Tom was Senior Vice President, Retail for DTZ Barnicke, where he specialized in the leasing and merchandising of shopping centres and mixed used projects.

Randy Cameron

Interim President & CEO
Dundee Industrial REIT
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Randy Cameron has over 25 years of experience in the commercial real estate industry encompassing a wide range of asset classes and responsibilities. He has served with Dundee REIT and a predecessor company for over 15 years and is responsible for operations, leasing and development for the company's Western Canada portfolio which is comprised of over 10 million square feet of office and industrial assets in 6 cities.

Randy has previously held finance, treasury, operating and development positions during his 13 years with Oxford Properties Group Inc. in the Edmonton, Toronto and Calgary markets.

Randy is a past board member of the Calgary chapter of BOMA, a Licensed Broker in the Province of Alberta and a Certified General Accountant.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Eric Carlson

Chief Executive Officer
Anthem Properties Group Ltd.
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Eric Carlson has been involved in the real estate business since the early 1980's. After a brief career as a chartered accountant, Eric worked for Schroeder Properties, a Western Canadian shopping centre developer, as Vice President of Finance.

In 1991, Eric founded Anthem Properties, a growth-oriented, integrated real estate investment, development and management company with property interests in Canada and the U.S. Over the last 20 years, Anthem has acquired, operated and/or developed over 210 projects approximating $2.5 billion in value across retail, residential, industrial and office asset classes. Today Anthem focuses on residential, retail and mixed use in BC and Alberta with over a million square feet currently under construction.

Eric has a variety of business interests outside of real estate and has acted as a co-founder, investor, director and or advisor to a number of businesses in the manufacturing, mining, and technology spaces.

Jason Castellan

Chief Executive Officer
Skyline Apartment REIT
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Jason Castellan is Chief Executive Officer and Co-Founder of the Skyline Group of Companies, Skyline Apartment REIT and Skyline Commercial REIT.

Skyline began in 1991 as a multi-residential real estate investment, development and property management company based in Guelph, Ontario. The Skyline Group of companies are responsible for the Asset, Property and Wealth Management of the Skyline Apartment REIT and Skyline Commercial REIT.

Michael Catford

Vice President, Real Estate
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Michael Catford is Vice President, Real Estate for the Healthcare of Ontario Pension Plan (HOOPP). HOOPP is the principal pension provider to healthcare sector employees in Ontario and has approximately 274,858 active members and pensioners and total assets of approximately $47.4 billion (December 31, 2012). Michael is also President of HOOPP Realty Inc., the Plan's principal real estate holding company. In these capacities, he and his colleagues are responsible for the acquisition, disposition, portfolio management and selected asset management of all direct and indirect real estate investments made by HOOPP.

The portfolio comprises office, industrial, retail and multi-residential properties in all major Canadian markets. It also has an active development program comprising industrial, retail and office properties across Canada. The Fund has also increased its exposure to non-domestic markets through direct and indirect investments in the U.K., Europe and the U.S.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Christopher Chee

Managing Director
Blackstone Group
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Christopher Chee is a Managing Director in the Real Estate group and is based in Los Angeles. Since joining Blackstone in 2002, Christopher has been involved in sourcing and executing transactions, including the Larkspur Hospitality Loan, Royal City Center in British Columbia, the Downing Street Portfolio in Toronto, the BCorp portfolio in Calgary, and played a key role in the acquisition of Trizec, CarrAmerica Realty Corp and Equity Office.

Prior to joining Blackstone, Christopher was a Vice President and one of the original employees at Fortress Investment Group LLC, an Associate in the Global Principal Finance Group of UBS Securities LLC, and an Associate at BlackRock Financial Management L.P.

Christopher currently serves on the boards of Junior Achievement of S. California, the Lusk Center for Real Estate at the University of Southern California and the Policy Advisory Board of the Fisher Center for RE.

Donald Clow

President & CEO
Crombie REIT
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Donald Clow was appointed President and Chief Executive Officer of Crombie REIT in 2009. Crombie REIT is a Canadian Real Estate Investment Trust that owns and operates 175 shopping centers, freestanding grocery stores and office buildings across Canada totaling 14.5 million square feet with an enterprise value of approximately $2.4 billion and a market capitalization of approximately $1.3 billion. Crombie REIT is based in Stellarton, Nova Scotia, and has offices in Toronto, Montreal, Halifax, St John's and Edmonton.

Prior to joining Crombie REIT, Donald held the position of President, ECL Developments Limited, a real estate development subsidiary of Empire Company Limited, the 100% owner of Sobeys, the second largest grocery operator in Canada with approximately $16 billion of annual revenue. Previous to Empire he was President of Southwest Properties, an entrepreneurial real estate developer and owner of commercial and residential property in Halifax, Nova Scotia. Donald was recently named one of Atlantic Canada's Top 50 CEO's.

Michael Cooper

President & CEO
DREAM Unlimited Corp.
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Michael Cooper is the founder and Chief Executive Officer of DREAM Unlimited Corp. ("DREAM"), an asset management company with approximately $13 billion of primarily real estate assets under management.

Michael's extensive track record in the real estate industry dates back to 1986, including an instrumental role in founding Dundee Realty Corporation, the predecessor of DREAM in 1996. Under his leadership, the business has grown to be a leader in commercial real estate, residential development and renewable energy infrastructure.

Among his accomplishments, Michael is responsible for the formation of three TSX-listed real estate investment trusts: Dundee REIT, Canada's largest office REIT; Dundee International REIT, a Canadian REIT investing exclusively outside of Canada; and most recently, Dundee Industrial REIT, the largest pure-play industrial REIT in Canada.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

John Crombie

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John Crombie is the Senior Managing Director of Retail Services for Cushman & Wakefield, a member of both the National Management Team and it's U.S. and Global Executive Committee. John is responsible for providing strategic direction and developing national and international sales opportunities. His clients include Rona, Brookfield, Tiffany + Co and Simon Property.

John's career started in 1986 in Toronto where he was an office leasing specialist. In the mid 90's, he was Director of Leasing for Oxford Properties Group and in 1998, rejoined Royal LePage Commercial as VP of its Edmonton business. In 2000, he returned to Toronto to manage the Suburban Operations for C&W until 2010.

John is a member of ICSC and the Canada Research Group (CRG). He is an active keynote speaker and industry resource for real estate articles in various publications such as the Globe and Mail, Canadian Business, Toronto Star, CTV and BNN.

Neil Cunningham

Senior Vice President,
Real Estate Investments
PSP Investments
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Neil Cunningham was one of the founding members of the PSP Investments Real Estate group in June 2004 and was appointed to Senior Vice President, Real Estate Investments and has been in charge of managing the group since October 2007. As at March 31, 2013 the portfolio includes gross assets in excess of $19 billion and is invested in properties in all real estate sectors and in 26 countries.

Prior to joining PSP Investments, Neil worked with Merrill Lynch Real Estate Finance Group as Quebec Regional Manager, as Senior Vice President at Brazos Advisors Canada and held various positions in the real estate financing division at National Bank of Canada.

Neil qualified as a Chartered Accountant while with Coopers & Lybrand in 1986.

Peter Cuthbert

Senior Vice President/Partner
Fiera Properties Limited
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Peter Cuthbert has more than 26 years of experience within the commercial real estate investment industry in Canada.

Peter's multi-disciplinary background includes hands on experience with capital fundraising, investment, real estate portfolio management, and real estate finance. Over the course of his career he has been personally involved in the finance, valuation, management and investment of more than $5 billion worth of commercial real estate. At various points in his career, Peter has had success working in the institutional, public markets, brokerage, and private sector environments and as such has a broad perspective of the real estate industry.

As a partner at Fiera Properties and key member of the senior management team, Peter is focused on the development and implementation of the new Fiera Properties CORE Fund as well as supporting the segregated account investment requirements of Fiera's substantial and growing investor client base.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

George Della Rocca

Senior Director,
Global Real Estate Operations
Royal Bank of Canada
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George Della Rocca took on his current role at RBC in 2010 after 8 years as Vice President of global real estate at CGI Group Inc. He has worked in corporate real estate for his entire career and has overseen all aspects of real estate on the end-user side and also as the service provider.

In his role, George currently oversees all aspects of real estate operations, including supplier management, occupancy management, facility operations, strategy, technology and compliance. RBC has a portfolio of over 22 million square feet and 1,900 properties globally.

Michael Emory

President & CEO
Allied Properties REIT
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Michael Emory is the President and Chief Executive Officer, and a trustee of Allied Properties REIT, a leading owner, manager and developer of urban office properties in Canada's major cities.

Prior to entering the real estate business in 1988, Michael was a partner with the law firm of Aird & Berlis LLP, specializing in corporate and real estate finance.

Amy Erixon

Partner
Avison Young
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Amy Erixon joined Avison Young in 2010 to build its multi-national Investment Management business, which is active in Canada, the U.S. and select European markets. Prior to joining Avison Young, Amy was Chief Executive Officer of IGRI, a privately held Canadian Investment Management and Development company, where she oversaw completion of more than $1 billion of development and investment activities.

Prior to IGRI, Amy served for 12 years as International Director at LaSalle Investment Management where she built and led the Canadian, Latin American, hotel and development businesses and served on the firm's operating and investment committees. While at LaSalle she built portfolios valued in excess of $3 billion.

Prior to joining LaSalle Amy served as regional partner for two leading global development companies working across the U.S. and Canada.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Tom Farley

President & Global COO
Brookfield Office Properties
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Tom Farley is the President and Global Chief Operating Officer of Brookfield Office Properties. Tom is also the Chairman and Director of Brookfield Canada Office Properties and Brookfield Johnson Controls Canada and Australia. As well, Tom serves as a Director for the Safe Haven Foundation and Wellspring and is on the Advisory Council for the Toronto Board of Trade.

Previously, Tom served as Chief Executive Officer of Canadian Commercial Operations since 2009 and Chief Executive Officer of Australian Commercial Operations since 2010.

Prior to these positions, Tom was President and Chief Operating Officer of Canadian Commercial Operations in addition to various senior management positions at Brookfield Office Properties and its affiliates.

Paul Finkbeiner

President
GWL Realty Advisors Inc.
paul.finkbeiner@gwlra.com

Paul Finkbeiner is President of GWL Realty Advisors Inc., one of Canada's largest real estate investment advisors and a wholly owned subsidiary of Great-West Life Assurance Company. Paul is responsible for the overall management and growth of GWL Realty Advisors' $14.5 billion real estate portfolio, including strategic direction, business development, asset and property management and specialized real estate advisory services.

Paul has over 25 years of experience in the real estate industry. He is a member of the National Association of Real Estate Investment Managers (NAREIM), National Association of Industrial and Office Properties (NAIOP) and the Association of Professional Engineers of Ontario. Paul is also a member of the Young Presidents' Organization/WPO and a Director on the Habitat for Humanity Toronto Advisory Board.

David Gerofsky

Chief Executive Officer
First Gulf Corporation
dgerofsky@firstgulf.com

David Gerofsky is President and Chief Operating Officer of Great Gulf and Chief Executive Officer of First Gulf Corporation.

David's leadership role encompasses all aspects of finance, development, construction, operations, acquisitions and dispositions.

David began his career as a lawyer at a major Toronto law firm. He previously held senior executive positions with two large Canadian real estate companies, most recently as Senior Vice President with TD Investment Real Estate.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Phil Gillin

Senior Managing Director & Head, Canadian Property Investments
Sun Life Financial
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Phil Gillin is Senior Managing Director & Head, Canadian Property Investments Sun Life Financial. Phil leads the team which manages Sun Life Financial's $12 billion portfolio of real estate equity and mortgage property investments.

Sun Life is one of the most active real estate investors in Canada. The property investment group executes an investment program of $1.5 to $2 billion annually and focuses on office, industrial, retail and multi-family assets across the country. Phil has been with Sun Life Financial since 1998.

Mark Goldberg

Executive Vice President, Real Estate
Rose and Thistle Group Ltd.
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Mark Goldberg has an extensive 30 year international background in real estate acquisitions and dispositions, portfolio management, property management, debt financing, leasing, and development of office buildings, shopping malls, industrial space, resorts and hotels.

Prior to joining Rose and Thistle, Mark acquired commercial properties on behalf of private and public investment vehicles in excess of U.S. $450 million in the U.K. and Europe, managed a multi-million dollar real estate portfolio and was instrumental in the acquisition of several of Canada's premier destination resorts and hotels.

Kevan Gorrie

President
Pure Industrial REIT
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Kevan Gorrie joined Pure Industrial Real Estate Trust in October 2012, and since that time has led the organization through 100% growth in assets under management and market capitalization.

Prior to joining PIRET, Kevan led the industrial business for a major Canadian pension fund, focusing primarily on acquisitions and asset management.

Kevan has been involved in Canadian real estate for over 15 years.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Steven Gross

Vice President,
Investment Management
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Steven Gross is Vice President, Investment Management with over 10 years of experience in both transactions and asset management, with a particular focus in multi-residential real estate. At Bentall Kennedy, Steven leads the national multi-residential group, running all aspects of asset management, including the management of third-party regional property managers. In his capacity as group leader, Steven also supports the multi-residential development, transaction and property management functions at Bentall Kennedy.

Prior to joining Bentall Kennedy, Steven held positions of increasing responsibility in acquisitions, asset management, development and financing. Steven joined Bentall Kennedy in 2007 from Chartwell Seniors Housing REIT where he worked as Vice President, Real Estate.

Steven's responsibilities included acquisitions and dispositions, internal growth development and management of the mezzanine loan portfolio.

Sandy Harrington

Principal
IC Funding
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Sandy Harrington, a principal with IC Funding, specializes in arranging debt for commercial real estate properties throughout Canada and is recognized for his particular focus and expertise in Student Housing. Recently, Sandy has been the recipient of the Canadian Mortgage Award for Commercial Broker of the Year for 2013 and 2012 following nomination by major institutional Lenders.

Sandy relies on his strong lender relationships to assist his broad borrower client base for apartment, industrial and commercial properties. He has successfully financed hundreds of properties ranging from $5 million to $75 million including the refinancing of existing buildings, project financing for new developments as well as acquisition financing.

For over 25 years IC Funding has provided clients with trusted advice and successful strategies for their real estate investments achieving annual mortgage volumes exceeding $400 million. IC Funding is well recognized for their experience and expertise in Seniors Housing and Student Rental Properties.

Alf Hendry

Chief Executive Officer
Homestead Land Holdings Ltd.
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Alfred Hendry is the Chief Executive Officer of Homestead Land Holdings Limited. He joined the company as Vice President Acquisitions and Corporate Development in 1999 and has since participated as a key member of the executive committee.

Prior to joining Homestead, Alfred was employed at a major Chartered Bank and held various positions in Business Banking and Risk Management.

Homestead Land Holdings Limited is a tenant-oriented, progressive private real estate company engaged in the construction, acquisition and management of multi-family residential projects in major Ontario cities. The company was founded approximately 60 years ago and owns a portfolio of over 24,000 residential units. The portfolio is geographically diversified throughout Ontario with properties in Ottawa, Toronto, Kingston, Hamilton, London, Kitchener, Guelph, Brantford, Burlington, Oakville, Mississauga and Sarnia.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Blake Hutcheson

President & CEO
Oxford Properties Group Inc.
bhutcheson@oxfordproperties.com

Blake Hutcheson is the President and Chief Executive Officer of Oxford Properties Group and is responsible for overseeing the global business, consisting of approximately $25 billion of assets under management and 1,700 employees in Canada, Europe and the U.S.

Prior to taking this appointment, Blake was based in New York as the Head of Global Real Estate Investing for a multi-strategy private equity firm, with offices in New York, London, Hong Kong and Mumbai. Prior to that, Blake was the Chairman and President of CB Richard Ellis Canada (1999 - 2008) and Latin America (2001 – 2008) overseeing all operations.

Blake has also served on several boards and committees including: The Executive Committee and Transaction Advisory Committee of the OMERS $80 billion pension fund; Director of Algoma Central Corporation (listed on the TSE); Chair of Build Toronto (2010 – 2012) and Chair of the Mayor of Toronto's Fiscal Advisory Committee (2008) and Panel Member for the Premier's Transit Investment Advisory Panel (current).

Blake is a long time member of YPO and WPO and was selected as one of Canada's Top 40 Under 40.

Rob Kumer

Partner, Investments
KingSett Capital
rkumer@kingsettcapital.com

Rob Kumer is Co-Head of Investments at KingSett Capital, Canada's leading private equity real estate business co-investing with institutional and high net worth clients. Rob joined KingSett Capital in 2004, after 5 years with some of Canada's largest real estate companies, such as RioCan and Centrefund.

KingSett uses active management to create premium risk weighted returns for its various investment strategies. Founded in 2002, KingSett has successfully raised $4 billion of equity for its Growth Strategy and Income Strategy funds and in 2013 completed over $3.5 billion of acquisitions, dispositions and mortgage lending. KingSett has $5.2 billion of assets under management and on behalf of its KingSett Growth LP No. 5 and KingSett Canadian Real Estate Income Fund has over $1 billion to invest in income producing properties, development, joint ventures and mortgage lending for 2014.

Mario Lefebvre

Director, Centre for Municipal Studies
Conference Board of Canada
lefebvre@conferenceboard.ca

Mario Lefebvre is Director of the Centre for Municipal Studies at the Conference Board of Canada. In this position, Mario has developed a tremendous knowledge and in-depth understanding of the economic and financial situations of Canada's cities.

Mario gives several speeches across the country each year and conducts numerous media interviews. Previous to his current position, Mario was a Senior Research Associate in the Economic Services Group at the Conference Board. He had a major role in several international projects in countries such as Tunisia, Morocco and Ukraine, working closely with each country's Ministry of Finance. In doing so, he had the opportunity to travel to each of these countries over a dozen times.

From 1991 to 1997, he was an economist at the Bank of Canada, where he worked at the Research Department and at the International Department. He published three Bank of Canada Working Papers on selected issues of regional economics.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

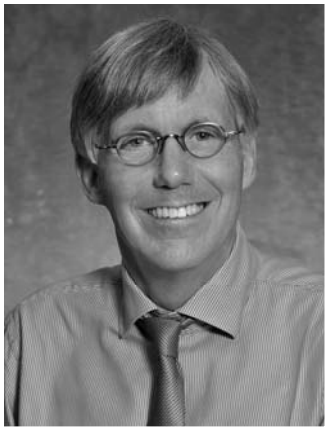
Jon Love

Managing Partner
KingSett Capital
jlove@kingsettcapital.com

Jon Love is the founder and Managing Partner of KingSett Capital, Canada's leading private equity real estate business co-investing with institutional and high net worth clients.

KingSett uses active management to create premium risk weighted returns for its various investment strategies. Founded in 2002, KingSett has successfully raised $4 billion of equity for its Growth Strategy and Income Strategy funds and in 2013 completed over $3.5 billion of acquisitions, dispositions and mortgage lending. KingSett has $5.2 billion of assets under management and on behalf of its KingSett Growth LP No. 5 and KingSett Canadian Real Estate Income Fund has over $1 billion to invest in income producing properties, development, joint ventures and mortgage lending for 2014.

Jon, formerly CEO of Oxford Properties, is a member of YPO/WPO, a board member of the Canadian Council of Chief Executives, the Toronto Club, and the Ivey School of Business.



Bill MacGowan

Director, Smart & Connected Real Estate
Cisco Canada
bimacgow@cisco.com

Bill MacGowan, as Director of Cisco Smart+Connected Real Estate and Smart+Connected Communities in Canada, has considerable knowledge in the areas of converged building systems, enterprise integration, and the delivery of high-performance business value.

With 30 years of experience in the new construction and retrofit industry, Bill has held project management, marketing, and global sales positions in the energy and automation sector. Prior to joining Cisco, Bill worked at Delta Controls for 16 years in various national and global roles.

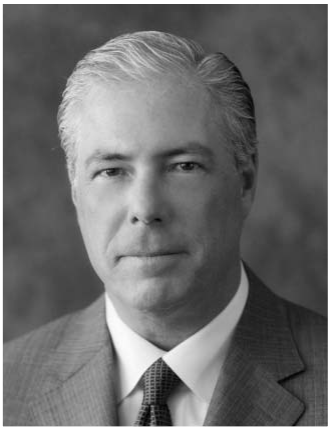
Steven MacKinnon

Director, Corporate Banking
BMO Capital Markets
steven.mackinnon@bmo.com

Steven MacKinnon is responsible for Corporate Banking for BMO Capital Markets' Canadian real estate clients. Steven has a broad range of experience in corporate banking across several different industries, including retailing, manufacturing, and infrastructure; however his main focus has been on the real estate sector. Steven has structured and led a wide variety of financings including corporate revolving facilities, construction financings, term loans, public takeover financings, large portfolio acquisitions, privatizations, and equity and debt bridge loans.

Prior to joining BMO Capital Markets, Steven worked in BMO's commercial Real Estate Finance group, with a focus on land development financing, homebuilder financing, high-rise condominium construction financing, and commercial mortgages across the major asset types (retail, industrial, office, and multifamily).

REAL ESTATE FORUM PRESENTER BIOGRAPHIES



Vance Maddocks

President, Strategic Partners U.S.
CBRE Global Investors
vmaddocks@cbreglobalinvestors.com

Vance Maddocks joined CBRE in 1984. He is the founder and architect of the Strategic Partners U.S. (SP U.S.) program, the firm's value added and opportunistic fund series. SP U.S. has raised $6.2 billion of capital from 72 partners in eight funds and three co-investment vehicles. Under the direction of Vance, the SP U.S. program has completed transactions totalling more than $13 billion.

Vance is a member of the Global Executive and Global Investment Committees of CBRE Global Investors. In 2007 Vance assumed the role of CEO of CBRE Global Investors in addition to his role as President of SP U.S. During his tenure as CEO, Vance enhanced the firm's global corporate governance, risk management and investment practices creating greater consistency and discipline in decision making. In 2010, he transitioned back from two leadership roles to one, stepping down as CEO to fully focus his attention on his role as President of SP U.S.

John Manley

President & Chief Executive
Canadian Council of Chief Executives
info@ceocouncil.ca

John Manley is a former Deputy Prime Minister of Canada. He was first elected to Parliament in 1988, and re-elected three times. From 1993 to 2003 he was a Minister in the governments of Jean Chrétien, serving in the portfolios of Industry, Foreign Affairs, and Finance, in addition to being Deputy Prime Minister.

Following the terrorist attacks of September 11, 2001, John was named Chair of a Cabinet Committee on Public Security and Anti-terrorism, serving as counterpart to Governor Tom Ridge, the first U.S. Secretary of Homeland Security. In recognition of the role he played following 9/11, TIME Canada named him "2001 Newsmaker of the Year".

After a 16-year career in politics, John returned to the private sector in 2004. Since leaving government, John has continued to be active in public policy, as a media commentator, speaker and adviser to governments of differing political stripes. In addition to his role as President and Chief Executive Officer of the CCCE, John serves on the boards of several publicly traded companies and is active in the not-for-profit sector.

Armin Martens

President & CEO
Artis REIT
amartens@artisreit.com

Armin Martens has been actively involved in the construction, development and management of commercial real estate for over 25 years. He is the founding President and Chief Executive Officer of Artis REIT, a position he has held since 2005.

Armin is a past director of Fortress Paper Ltd. (TSX:FTP), as well as the Bank of Canada, Canada's central bank.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Sandy McNair

President
Altus InSite
sandy.mcnair@altusinsite.com

Sandy McNair is the President of Altus InSite, a division of Altus Group. Sandy and the Altus InSite team work closely with a wide range of commercial real estate occupants, owners, investors, lenders, managers, advisors and industry associations located across Canada.

Since 1996 the goal of Altus InSite has been to increase the investment appeal, credibility and performance of commercial real estate by creating quality processes that establish market data and performance perspective that are: National and Consistent, Accurate and Timely, Credible,Transparent and Independent.

Prior to launching InSite Real Estate Information Systems, Sandy gained a wealth of perspective with several commercial real estate firms including, a real estate developer, an architectural firm, a software developer, a financial institution and a hotel management company. In 2006 InSite was acquired by Altus Group.

Brett Miller

President
Jones Lang LaSalle Real Estate Services Canada
brett.miller@am.jll.com

Brett Miller serves as President of the Canadian operations of Jones Lang LaSalle. He is responsible for leadership of all business lines, strategic planning and implementation of the firm's expansion within the Canadian market place.

Brett has more than 25 years of international experience in real estate and entrepreneurial businesses. Prior to joining Jones Lang LaSalle, Brett was Regional Managing Director for CBRE where he grew their business in Eastern Canada from 28 to over 150 people and moved the company organically to first place in terms of the Eastern Canada markets. In this role he led the company's largest investments and corporate assignments, which included advisory on over $1 billion of capital market projects and management of global contracts for companies such as Alcan and Air Liquide. Brett began his career in Montreal with Canderel Limited where he held positions in Finance, Leasing and Development and then moved to Europe where in Paris, France he was Founder and General Manager of Nestor Services/Superclean SA and subsequently General Manager of a subsidiary of News Corporation based in London.

Jeff Miller

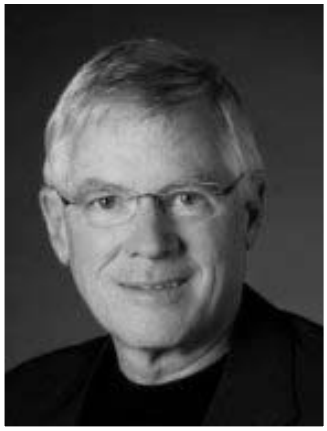
Vice President, Industrial
Oxford Properties Group Inc.
jmiller@oxfordproperties.com

Jeff Miller is Vice President at Oxford Properties where he is responsible for all aspects of Oxford's industrial business including acquisitions, asset management, financing, leasing and operations. He also oversees the origination and execution of new industrial investment opportunities across Canada for Oxford.

Prior to joining Oxford, Jeff was Vice President, Investment Officer at Prologis where he was responsible for all acquisition, development and operations for the Prologis Canadian industrial platform.

Jeff is actively involved as a board member for both the Toronto chapter of NAIOP and SIOR Central Canadian Chapter.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES



Phil Milroy

President & CEO
Westcorp.
phil.milroy@westcorp.net

Phil Milroy is President and Chief Executive Officer of Westcorp, a vertically integrated, full-service real estate company that he founded in 1980. Westcorp's activities include investment, development, leasing, marketing, property management and construction of multi-family, hospitality, office, retail and industrial properties with a primary focus on the Western Canadian marketplaces.

In 1984, Phil earned the Certified Commercial Investment Member (CCIM) designation from the National Association of Realtors in Illinois, U.S. In 1988, he became a member of the faculty of the Commercial Investment Real Estate Institute in Illinois, and taught commercial investment courses leading to a CCIM designation.

Phil was also a faculty member of the Alberta Real Estate Association, Canadian Real Estate Association and Board Member and Chairman for Junior Achievement. Phil is a member of the International Council of Shopping Centers and a Board Member for ManCap Foundation.

Henry Morton

President
Campus Suites
henry@campussuites.com

Henry Morton has previously (co) developed or is developing over 11,500 student housing and conventional bedroom units in nine different states and Canada with a value of over $500 million. His consortium has recently reached an agreement to deliver up to approximately 1,000 beds for York University in Toronto. In addition, Henry's property management company has managed approximately 14,000 leases.

Projects developed by Henry have won, amongst others, awards such as the Portal of Excellence, "The Top Apartment Community" in Florida, and the National Association of Home Builders Pillar of the Industry Award – Student Housing for The Varsity in College Park, Maryland. Communities developed by Henry have won awards in virtually every market in which he has developed and/or managed.

Henry was also recently named a Pioneer of the Industry, an award given out to 25 individuals who "helped to establish the modern student housing industry" in the U.S.

Joe Natale

Executive Vice President & Chief Commercial Officer
TELUS Communications Company
joe.natale@telus.com

Joe Natale leads TELUS Customer Solutions, a national team of over 25,000 responsible for providing communications, information and entertainment solutions for consumers and business customers, as well as our regulatory and government affairs team. Based in Toronto, Joe joined TELUS in 2003 as President, Business Solutions moving to President, Consumer Solutions before becoming CCO.

Prior to joining TELUS, Joe was with KPMG Consulting after the company he co-founded, PNO Management Consultants Inc., was acquired by KPMG in 1997. At KPMG, he held successive senior leadership roles including country leader for Canada.

Joe is a member of the Board of Directors of Celestica Inc., Soulpepper Theatre Company and he serves as Sector Chair, Technology and Communications for the Campaign Cabinet of the United Way Toronto for 2013. He is a past recipient of Canada's Top 40 Under 40 Award, and is a frequent guest lecturer at the University of Waterloo on the topic of entrepreneurship.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

John O'Bryan

Chairman
CBRE Limited
john.obryan@cbre.com

John O'Bryan is Chairman of CBRE Limited. He is a member of the Canadian Board of Directors and Canadian Executive Management Committee. In his role at CBRE, John has helped develop the Capital Markets brand in Canada. In 2011 Capital Markets closed over 219 transactions totaling 22,024,183 square feet, with a value in excess of $4 billion. With over 40 years of experience, John is one of Canada's foremost Capital Markets experts.

John's past accomplishments include: selling in excess of $8 billion worth of commercial real estate across Canada; negotiating over 4 million square feet of leases for major Canadian companies and institutions. Not only has John advised and completed some of Canada's most significant sales and advisory assignments, he is also a nationally recognized commentator on future real estate and economic trends.

Nick Pantieras

Managing Principal
Primecorp Commercial Realty
nick@primecorp.ca

Nick Pantieras is Managing Principal and co-founder of Primecorp Commercial Realty Inc. He has over 25 years of commercial investment brokerage experience in the office, industrial and retail sectors. In addition to managing Primecorp's brokerage operations, Nick serves as a key member of the National Investment team providing expertise in underwriting and execution of complex transactions.

Nick holds the professional designation of Certified Management Accountant. In 2003, Nick was a recipient of the Ottawa Business Journal's top 40 under 40 business person award.

Primecorp is a strategically focused full service commercial real estate investment brokerage, management and advisory firm. Since its inception in 1998, Primecorp has completed in excess of $5 billion dollars in real estate transactions in over 51 Canadian markets. The firm has been a major provider of advisory services to Private and Institutional Investors, Public Corporations, REITS and International Investment Groups.

Daniel Peritz

Senior Vice President,
Montreal & Ottawa
Canderel Management Inc.
dperitz@canderel.com

Daniel Peritz joined Canderel in September 1983. His current responsibilities include all aspects of the Quebec Division as well as the Ottawa region's real estate activities including; asset management, acquisitions, dispositions, development, leasing, construction, partner relations, and municipal relations.

In his 30 years at Canderel, Daniel has levered his broad industry knowledge into many of the company's more significant and complex transactions.

Daniel is a past President of the Board of Directors of UDI of Quebec and is currently a member of their Honorary Board of Governors.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Eric Plesman

Senior Vice President, Investments
Oxford Properties Group Inc.
eplesman@oxfordproperties.com

Eric Plesman is a Senior Vice President and the Canadian Head of Investments for Oxford Properties. Eric is responsible for the acquisitions and dispositions activity for Oxford Properties in Canada.

Prior to joining Oxford Properties in 2011, Eric worked in investment banking for over 11 years at Morgan Stanley in Europe, New York and Toronto. While at Morgan Stanley, Eric was involved in over $15 billion of real estate transactions across a range of corporate finance, equity and debt capital markets activities, as well as principal and asset management activities for Morgan Stanley Real Estate Funds (MSREF).

Prior to Morgan Stanley, Eric also worked for Arthur Andersen in the Netherlands.

Kevin Pshebniski

President
Hopewell Development Corporation
kpshebniski@hopewell.com

Kevin Pshebniski is President and CEO of Hopewell Development Corporation (HDC). In January 1996, he joined the Hopewell Group of Companies as a Vice President, becoming President of HDC in the fall of 1997 and in 2013 became the CEO. As President and CEO of HDC, Kevin oversees all aspects of the development strategy of the company. Under Kevin's leadership, HDC has grown rapidly to become one of Canada's largest developers. HDC currently has industrial developments in all of the major cities of Western Canada and Southwestern Ontario marketplaces, and retail developments across Western Canada, having developed over 13,500,000 square feet of combined commercial space.

In addition, Kevin is a Board Member (since 1997) of Calloway REIT, one of Canada's largest publicly-traded retail real estate investment trusts. A member of the Manitoba and Alberta law societies, prior to joining Hopewell, Kevin practiced law in Winnipeg and Calgary specializing in real estate development, leasing and financing.

Chris Ridabock

Chairman
National Group DTZ Canada
chris.ridabock@dtzbarnicke.com

Chris Ridabock, as a member of the DTZ Canada's Senior Management Team, is responsible for developing national and multi-market business across Canada with a focus on enhancing the DTZ global brand. He is also responsible for driving DTZ's full service capabilities to provide integrated end-to-end real estate solutions for both Canadian occupier and investor clients.

A senior real estate executive who has been working in commercial real estate for more than 30 years, Chris has brought a solid background in leading DTZ's National property services business in Canada – a crucial area of focus for further development as one of DTZ's key global markets.

Chris joined DTZ in 1975 and became President of J. J. Barnicke and COO from 2000 to 2004. He then moved to Calgary to start a new J. J. Barnicke operation where he served from 2004 to 2007 and was responsible for all DTZ Canada operations including Calgary. He remained DTZ Barnicke's CEO until 2010, returning to DTZ in 2012.

He is also a past Director of the Greater Toronto Marketing Alliance (GTMA), as well as a past Director and Chair of the Toronto Board of Trade.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Gregory Romundt

President & CEO
Centurion Apartment REIT
gromundt@centurionreit.com

Gregory Romundt is the Founder and President of Centurion Apartment REIT, a Canadian apartment focused investment fund. Gregory has been engaged in residential real estate investments since 1997 and investments and financial markets since 1991.

Gregory has real estate investment experience in Singapore, Australia, Britain, China and Canada. He has extensive management and business building experience. In his 11 years with Citibank and AIG he built 5 very successful franchises from the ground up. Many of these businesses led the market in product innovation and risk management. All were highly profitable and global in scope, requiring 24 hour management oversight across multiple time zones.

Since founding Centurion with his own capital in 2003, Gregory has built a solid track record of success in acquiring and creating value for investors.

Mitch Roschelle

Partner, FSR - Financial Instruments, Structured Products and Real Estate
PwC
mitchell.m.roschelle@us.pwc.com

Mitch Roschelle is the U.S. National Practice Leader for PwC's FSR Practice. As one of the co-founders of this practice, Mitch has nearly 30 years of experience serving a wide variety of real estate investors. He is a key advisor in matters dealing with real estate acquisition, development and disposition, restructurings and the securitization of real estate assets. In addition, Mitch is frequently called upon by clients to assist in strategic planning engagements on behalf of real estate investors, lenders and asset managers.

Mitch is a certified public accountant in New York, New Jersey, Connecticut, Massachusetts, and Florida. He is on the Executive Committee of the Westchester Fairfield District Council of ULI.

Mark Rose

Chairman & CEO
Avison Young
mrose@ay-on.com

Mark Rose was named Chief Executive Officer of Avison Young in June 2008 and elected Chairman of the Board of Directors of Avison Young (Canada) Inc. in November 2008. Mark oversees all financial, operational and strategic activities of the real estate services company, which provides leading edge solutions to investors, owners and occupiers throughout North America. Since joining Avison Young, Mark has overseen the growth of the firm from 300 real estate professionals to over 1500 professionals in 2013. In February 2012 Avison Young was named one of Canada's 50 Best Managed Companies and again in February 2013 Avison Young was named one of Canada's Best Managed Companies.

Prior to joining Avison Young, Mark was named Chief Executive Officer of Grubb & Ellis Company in March 2005 where he oversaw all strategic and operational activities of this leading global commercial real estate firm, which provides a full range of real estate services, including transaction, management and consulting services, to users and investors worldwide.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

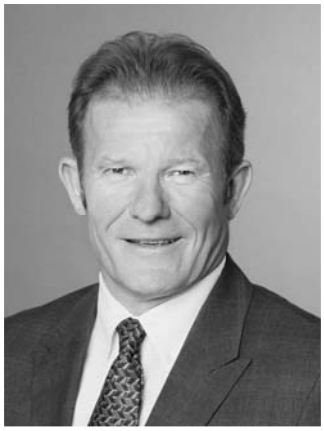
David Rosenberg

Chief Economist & Strategist
Gluskin Sheff + Associates Inc.
drosenberg@gluskinsheff.com

David Rosenberg is the Company's Chief Economist & Strategist with a focus on providing a top-down perspective to the Firm's investment process and Asset Mix Committee. Prior to joining Gluskin Sheff in the spring of 2009, David was Chief North American Economist at Bank of America-Merrill Lynch in New York for 7 years, during which he was consistently ranked in the Institutional Investor All-Star analyst rankings.

Prior thereto, David was Chief Economist and Strategist for Merrill Lynch Canada, based out of Toronto. In 2012, David was named one of the five most influential Canadians in investing by Financial Post Magazine. He was the only economist recognized for his accurate economic projections in Fortune Magazine's "Best and Worst of Wall Street 2011", and was ranked most accurate forecaster for 2011 by MSNBC.

In 2013, David was ranked one of the 12 smartest people on Wall Street by Business Insider. David is the author of "Breakfast with Dave".



Tim Sanderson

Principal/Broker
Northwest Atlantic Canada Inc.
tim@nwaretail.com

Tim Sanderson is a co-founder and Principal of Northwest Atlantic and has over 20 years of real estate experience exclusively devoted to working for retailers. Tim held a number of executive real estate management positions for several national retail chains during the late 1980's and early 1990's.

Since 1991, Tim has provided tenant representation services to several anchor status retailers throughout Eastern Canada. This has allowed Northwest Atlantic to be on the leading edge of new retail development projects across Canada. Tim's experience and understanding on the land development process including rezoning and site planning benefits all of Northwest Atlantic's clients.

In addition, Tim has represented many expanding retailers throughout Canada including Anthropologie, Costco, Restoration Hardware, Old Navy, PetSmart, LA Fitness, Cineplex Odeon, Apple and most recently Target.

Darryl Schmidt

Vice President, National Leasing
The Cadillac Fairview Corporation Limited
darryl.schmidt@cadillacfairview.com

Darryl Schmidt is the Vice President of National Leasing for the Western Canada Portfolio of The Cadillac Fairview Corporation based out of their regional office in Calgary. A 26 year veteran of retail leasing, Darryl began his career in Edmonton tackling a wide array of leasing and development assignments with Melton Real Estate, Pioneer Property Group, First City Shopping Centre Group and Triple Five Corporation prior to joining Cadillac Fairview in 1996.

Darryl's leasing experience has touched the full range of retail asset types including street, strip, power, community and regional shopping centers in each of the western provinces. Darryl has also worked on some of Western Canada's highest profile assets including Pacific Centre, Chinook Centre and West Edmonton Mall. Darryl has a Senior Certified Leasing Specialist designation from the International Council of Shopping Centre's, and also maintains an Associates license with the Alberta Real Estate Association and the Real Estate Council of British Columbia.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Tom Schwartz

President & CEO
CAPREIT
t.schwartz@capreit.net

Tom Schwartz founded Intraurban Projects to specialize in the development of new housing projects in mature communities. Intraurban built and developed over 2,500 housing units serving all market segments and through York Heritage Properties has participated in the development, construction, and management of over 600,000 square feet of commercial space.

In 1997, Tom founded Canadian Apartment Properties Real Estate Investment Trust ("CAPREIT"), Canada's first apartment real estate investment trust. Tom currently is President and CEO of CAPREIT. CAPREIT currently owns over 38,000 apartment suites and land lease sites located in or near major urban centres from coast to coast and in Dublin, Ireland.

Tom is active in industry and government affairs and is currently on the Board of Trustees of CAPREIT; the Board of Directors of Chartwell Seniors Housing REIT; the Board of Directors of REALpac; and the Board of Directors of the Mount Sinai Hospital Foundation. Tom is also a member of the Schulich School of Business Advisory Council – Program in Real Estate and Infrastructure.

Chuck Scott

Senior Managing Director, Corporate Occupier and Investor Services
Cushman & Wakefield Ltd.
chuck.scott@ca.cushwake.com

Chuck is the Senior Managing Director of Corporate Occupier and Investor Services for Cushman & Wakefield, with responsibility for Canada and a member of the Americas Leadership Team. In this capacity, Chuck and the global team oversee the delivery of integrated real estate services for a wide range of Fortune 500 clients occupying space in excess of 900 million square feet.

Prior to joining Cushman & Wakefield, Chuck was the President of The Gordian Group, a National real estate and facilities consulting firm.

With close to 20 years of experience advising clients in the areas of real estate and facilities strategy, Chuck has been involved in some of Canada's largest and most complex corporate occupancy strategies.

Dori Segal

President & CEO
First Capital Realty Inc.
dori.segal@firstcapitalrealty.ca

Dori Segal is President and Chief Executive Officer of First Capital Realty Inc. He is also the Executive Vice Chairman of First Capital Realty's largest shareholder, Gazit-Globe, Israel's largest real estate investment company. Dori also serves as Vice Chairman of Equity One Inc.

Since 1997, Dori has been active in the acquisition, development and redevelopment of shopping centres in Canada. He was mainly responsible for the purchase of Gazit's initial portfolio in Canada and then played a key role in the acquisition of First Capital Realty Inc. (formerly known as Centrefund Realty Corporation) in August 2000.

Since then, First Capital Realty has become Canada's leading owner, developer and operator of supermarket and drugstore anchored neighbourhood and community shopping centres in growing urban markets across Canada. First Capital Realty has interests in 164 properties including 4 under ground up development, totaling approximately 24.1 million square feet.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Stephen Sender

Managing Director Industry Head, Real Estate, Global Investment Banking

Scotiabank

stephen.sender@scotiabank.com

Stephen Sender is a Managing Director in Scotiabank's Global Banking and Markets division and serves as Industry Head for the firm's real estate practice, with 26 years of experience in the investment banking industry both in Canada and abroad.

Since the early 1990's, Stephen has specialized in the Canadian real estate sector, providing investment banking advice to numerous public entities (REITs and real estate operating companies). He has been directly involved in raising equity and debt capital for the Canadian real estate sector since 1993 in a very large number of transactions raising in excess of C$40 billion.

Over the years, Stephen has provided financial advice in numerous M&A transactions in the real estate sector, including mergers, takeovers and related party transactions. He is a frequent moderator/speaker at conferences in Canada focusing on capital markets developments in the real estate sector.

Peter Senst

President, Canadian Capital Markets

CBRE Limited

peter.senst@cbre.com

Peter Senst, with more than 25 years of experience, has become one of Canada's foremost investment sales and advisory experts. He has completed some of Canada's most significant sales and advisory assignments in all property sectors totaling over $30 billion.

Peter heads the National Investment Team in Toronto with a focus on office, retail, industrial and urban land. The National Investment Team consists of 15 real estate experts.

Peter is a member of CBRE's Global Capital Advisory Team. The Global Team consists of key leaders and heads of the Capital Markets for the different geographic regions. In this role, Peter has completed 3 major joint ventures totaling more than $3 billion. He is also a member of CBRE's Canadian Board of Directors, Executive Management Committee and Canadian Executive Council.

As an industry leader, Peter is frequently quoted by the media. Over the last 15 years, he has been featured as a speaker on BNN, the Toronto Real Estate Forum, NAIOP, CBRE Americas Summit, numerous property forums and industry events across Canada and the U.S.

Mark Silvestri

Chief Operating Officer

Premium Outlets|Simon Property Group

msilvestri@simon.com

Mark Silvestri was appointed Chief Operating Officer, Premium Outlets for Simon Property Group in October 2013 and is responsible for leading global growth strategy, development, leasing and operations. Mark has been involved in the development or acquisition of over 17 million square feet of outlet centers since he joined Chelsea Property Group in 1995 which became part of Simon in 2004, and is a 25 year veteran of the shopping center industry. His global experience includes the development of properties in the U.S., Canada, Japan, Korea, Malaysia and Mexico in collaboration with local partners.

Prior to Simon, Mark managed acquisitions for Vornado Realty Trust, where he was charged with all aspects of identifying and negotiating real estate purchases for the company. Mark is member of the International Council of Shopping Centers and the Urban Land Institute.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Michael Smith

Managing Director,
Real Estate Equity Research
Macquarie Capital Markets
Canada Ltd.
michael.smith-tor@macquarie.com

Michael Smith is one of Canada's top ranked real estate analysts having achieved Brendan Woods International Number 1 overall ranking numerous times.

Prior to joining the securities industry, Michael worked in the real estate industry for 13 years, holding a variety of senior investment positions, including at a major Canadian pension fund advisor where he was in charge of acquisitions and at GE Capital Real Estate. At GE Capital Real Estate he was the company's top producer in Canada, having executed a variety of large, innovative transactions in the apartment, office and hotel sectors.

Michael is Managing Director, Real Estate Equity Research at Macquarie Securities Group, a global securities dealer with 151 real estate stocks under coverage by 28 analysts in 15 countries.

Edward Sonshine

Chief Executive Officer
RioCan REIT
sonshine@riocan.com

Edward Sonshine is the Chief Executive Officer of RioCan Real Estate Investment Trust, Canada's largest REIT. Primarily focused on retail real estate, RioCan owns and manages a portfolio having an aggregate area of over 80 million square feet consisting of 352 retail properties and including 52 shopping centres in the United States.

Edward has been the Chief Executives Officer of RioCan since he founded it in late 1993 and has overseen its growth from an initial enterprise value of less than $100 million when it went public in January of 1994, to an enterprise value of approximately $14 billion.

Outside of his duties at RioCan, Edward is a Director of the Royal Bank of Canada and Cineplex Inc.

After practicing law for 15 years, during which he was awarded his Queen's Counsel, he went into the real estate business in 1987. In 2011, Edward was invested into the Order of Ontario. In 2013, Edward was named Canada's Outstanding CEO of the Year.

Jan Sucharda

President & CEO,
Canadian Commercial Operations
Brookfield Office Properties
jan.sucharda@brookfield.com

Jan Sucharda is the President and Chief Executive Officer of Brookfield Canada Office Properties, Canada's pre-eminent office REIT. Brookfield's portfolio consists of interests in 28 premier office properties totaling 20.8 million square feet in the downtown cores of Toronto, Calgary, Ottawa and Vancouver and a development site of 980,000 square feet.

In addition, Jan is President and CEO of the Canadian Commercial Operations for Brookfield Office Properties, one of North America's largest commercial real estate companies which owns, develops and manages premier office properties. Brookfield's Canadian development portfolio currently consists of seven sites totaling approximately 5.5 million square feet.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

John Sullivan

President & CEO

The Cadillac Fairview Corporation Limited

john.sullivan@cadillacfairview.com

John Sullivan is the President and Chief Executive Officer at Cadillac Fairview, one of North America's largest real estate companies with over $20 billion in assets.

Prior to receiving his promotion to Chief Executive Officer in January of 2011, John was the company's Executive Vice President, Development. He has also worked with Brookfield Properties Corporation and Marathon Realty Company Limited.

Throughout John's career, he has been involved in all aspects of commercial real estate, including acquisitions, dispositions, leasing, finance, asset management and development.

Jim Szabo

Vice Chair, National Investment Team, Vancouver

CBRE Limited

jszabo@cbre.com

Jim Szabo has over 30 years experience in the investment real estate business, focusing on major investment grade properties and major development sites in Western Canada.

Jim, together with his business partner Tony Quattrin, are co-managing directors of the CBRE – National Investment Team – Vancouver consisting of 8 professionals, who are the market leaders of investment property transactions in Western Canada by any measure over the past 5 years. A Founding member of CB Commercial Canada, Jim was one of the original shareholders in the company and is also a past Board Member of CBRE Limited.

Jim Tadeson

Founding Partner

Carttera Private Equities

jtadeson@carttera.com

Jim Tadeson is the co-founder of Carttera, and brings 25 years of professional experience to the management of the business. Since 2006, Jim has led the acquisition, financing, development and sale of over $900 million of real estate held within six Carttera investment vehicles, raising capital from public, private and institutional sources.

Jim was the founder, CEO and Trustee of InStorage REIT (TSX: IS.UN), the founder and CEO of InScotia Developments LP, and holds the position of CEO of each of Carttera's investment vehicles.
In addition to his role leading the overall direction of the company and its investment strategies, Jim conceived and established Carttera's Urban Intensification Funds and remains closely involved with the execution of all investments.

Jim is a Trustee of Summit II REIT, and a past President and Director of NAIOP Toronto.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Benjamin Tal

Deputy Chief Economist
CIBC World Markets Inc.
benjamin.tal@cibc.com

Benjamin Tal is a Managing Director and Deputy Chief Economist with CIBC World Markets Inc. He is responsible for analyzing economic developments and their implications for North American fixed income, equity, foreign exchange and commodities markets. He also acts in an advisory capacity to bank officers on issues related to wealth management, household/corporate credit and risk.

Well known for his ground-breaking published research on topics such as labour market dynamics, real estate, credit markets, international trade, and business economic conditions, Benjamin not only contributes to the conversation but frequently sets the agenda.

Benjamin has close to 20 years of experience in the private sector advising clients, industry leaders, corporate boards, trade associations, and governments on economic and financial issues. National and global media regularly seek him out for his insight and analysis on economic issues that impact financial markets, consumers, corporations and public policy.

Moray Tawse

Vice President,
Mortgage Investments
First National Financial LP
moray.tawse@firstnational.ca

Moray Tawse is the Co-Founder of First National Financial, one of Canada's largest residential and commercial mortgage originators with more than $74 billion in mortgages under administration. In his role of Vice President, Mortgage Investments, Moray directs the operations of all commercial mortgage origination activities.

With over 30 years of experience in the real estate finance industry, Moray is one of Canada's leading experts on commercial real estate and is often called upon to deliver keynote addresses at national real estate symposiums.

Moray is also the founder and owner of Tawse Winery, an organic and biodynamic Niagara winery recently voted the 2010 and 2011 Canadian Winery of the Year.

Stephen Taylor

President & COO
Morguard Investments Limited
staylor@morguard.com

Stephen Taylor is the President of Morguard Investments Limited, a real estate advisory company providing a full range of portfolio, asset and property management services across Canada. Established in 1975, Morguard was a pioneer in introducing real estate investment to Canadian pension funds and, with over $13 billion in assets under management, continues as one of the nation's largest and leading real estate managers.

Morguard Investments is a wholly owned subsidiary of Morguard Corporation, a real estate company that is publicly traded on the Toronto Stock Exchange under the symbol "MRC".

Prior to joining Morguard in 1998, Stephen had over 20 years of experience providing acquisition, disposition and asset management services to a major Canadian financial institution and two large development companies.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Bill Tresham

President, Global Investments
Ivanhoé Cambridge
bill.tresham@ivanhoecambridge.com

Bill Tresham, as President, Global Investments since July 2011, is responsible for implementing Ivanhoé Cambridge's global investment program. Operating out of Montreal and Paris, the program includes research and strategy, portfolio management, partnerships, discretionary funds and debt.

Bill is also a member of Ivanhoé Cambridge's Executive Committee.

Adam Vaughan

City Councillor,
Ward 20 Trinity-Spadina
City of Toronto
councillor_vaughan@toronto.ca

Adam Vaughan is serving his second term as the Toronto City Councillor for Ward 20, Trinity-Spadina. Adam is successfully championing innovative public policy initiatives to create more family-sized housing, new arts space and affordable housing. His approach to development and community engagement is reforming the City's planning process, which includes early community consultation for development proposals - an idea which has been widely praised for its effectiveness.

As part of Adam's responsibilities as Councillor he also serves as a member of the Toronto East York Community Council, Planning and Growth Management Committee, as Chair of the Disability Issues Committee, and as a board member for the Toronto Preservation Board, The Art Gallery of Ontario, Harbourfront Centre, and a host of other community-based agencies.

Fred Waks

President & COO
RioCan REIT
waks@riocan.com

Fred Waks is the President and Chief Operating Officer of RioCan Real Estate Investment Trust, Canada's largest REIT, owning and managing the country's most extensive portfolio of shopping centres. Fred joined RioCan in 1995 as Senior Vice President, was promoted to Chief Operating Officer in 2000, and in 2012 moved into his current role as President.

With 30 years of real estate experience, Fred brings a wealth of knowledge to a business with a total capitalization of approximately $13 billion as of December 31, 2012. Fred is an active community member and is involved with a number of local and national charities.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Blair Welch

Partner
Slate Properties
blair@slateproperties.ca

Blair Welch has over 17 years of experience in the real estate industry in North America and Asia. Prior to co-founding Slate in 2004, Blair worked with First National Financial Corporation from 2002 until 2004 where he was responsible for developing a successful Canadian commercial mortgage-backed securities program and obtaining its rating as Master and Special Servicer.

Prior to that period, Blair was a Vice President and original member of New York-based Fortress Investment Group, spending time in Tokyo and Toronto, where he was responsible for origination of opportunities. He has also worked with Bankers Trust and Brazos Advisors (now Lonestar), participating in direct investment, securitization and corporate debt transactions in the U.S. and Canada.

Colin Whitcomb

Executive Vice President
The Hardman Group Limited
cwhitcomb@hardmangroup.ca

Colin Whitcomb is the Executive Vice President of The Hardman Group Limited. The Hardman Group Limited is a family-owned commercial real estate company that has been operating in Canada's Atlantic Provinces for over 4 decades. In his role, Colin has been responsible for overseeing both the day to day operations and strategic direction of the firm's portfolio of owned and managed properties since 2000.

Colin currently teaches Land Development Economics at the School of Architecture & Planning of Dalhousie University and is serving as the International Council of Shopping Centre's Director for the Atlantic Region.

Don White

Executive Vice President, National Investment Services, Winnipeg
Colliers International
dwhite@colliers.mb.ca

Don White entered the real estate brokerage industry in 1994 with an immediate focus on the sale of investment properties with particular emphasis on shopping centres, industrial properties, apartment buildings, and development land. As an integral part of Colliers National Investment Services team in Winnipeg and across Canada, Don deals extensively with institutional, REIT, pension fund, and private investors and has been involved with a number of large real estate transactions including major portfolio sales in Winnipeg, Regina, and Thunder Bay.

Don has consistently been a top performer for Colliers International in Canada for the years 2002 to 2012 inclusive. With over 19 years of experience in commercial real estate investment sales at Colliers, Don and his team have completed over $1.5 billion in trades since 2000.

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

Gary Whitelaw

Group Chief Executive Officer
Bentall Kennedy LP
gwhitelaw@bentall.com

Gary Whitelaw is Chief Executive Officer of the Bentall Kennedy group of companies. Gary joined Bentall in 1998 as President and Chief Executive Officer of Bentall's Investment Management group (then called Penreal Capital Management) and has led the company through a decade of growth and change. Gary sits on the boards of all Bentall Kennedy entities and client funds, and is responsible for the performance and governance of all operating and investment groups.

Prior to joining Bentall Kennedy, Gary was Vice President and COO of Nexacor, Bell Canada's real estate division, which managed a 25 million square foot portfolio for numerous BCE companies. Preceding Nexacor, Gary was Executive Vice President of Gentra Inc., then a Canadian public real estate corporation listed on TSX, where he was responsible for the management of the real estate group. Prior to Gentra, he spent 8 years running various entities within the Mollenhauer Group of Companies, a mid-sized construction and development company active in Canada and the U.S.

Paul Zemla

Chief Investment Officer
Bentall Kennedy (Canada) LP
pzemla@bentallkennedy.com

Paul Zemla joined Bentall Kennedy in 1998 and is Chief Investment Officer for the Canadian operations. With over 20 years of direct real estate investment experience, Paul has overall responsibility in Canada for the company's acquisitions and dispositions programs, and has a key role in its business development activities. In addition, Paul works closely with the company's portfolio management team and the research group in determining client and fund strategies. Paul has led the company in more than $12 billion in transactions.

Bentall Kennedy is one of North America's largest real estate investment advisors and one of its foremost providers of real estate services. Bentall Kennedy serves the interests of more than 500 institutional clients across 140 million square feet of office, retail, industrial, apartment, and medical office properties totaling over $30 billion throughout Canada and the U.S.

Jamie Ziegel

Managing Director
TD Securities Real Estate Group
jamie.ziegel@tdsecurities.com

Jamie Ziegel is a 25 year veteran of the Canadian Commercial Real Estate industry. Before joining TD Securities Real Estate Group as Managing Director and Head of Brokerage Operations, Jamie was National Director of Investment Sales with Cushman & Wakefield Ltd.

TD Securities Real Estate Group is a fully integrated team of investment banking and brokerage professionals. Over the past 12 months the team has been involved in over $6.9 billion of asset sales, portfolio sales and M&A transactions including the sale of Primaris REIT ($5 billion), the IPO of Dundee Industrial REIT and subsequent acquisitions ($680MM) and portfolio sales for RioCan REIT ($360MM), First Capital Realty ($193MM) and Walmart/SmartCentres ($292MM).

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

REAL ESTATE FORUM PRESENTER BIOGRAPHIES

SUCCESS IS MEASURED BY RESULTS

$165,000,000 **RESIDENTIAL** Toronto, ON *Construction financing for a 490-unit high rise residential condominium conversion project arranged with a pension fund* February 2013	**$204,000,000** **RESIDENTIAL** Toronto, ON *Construction financing for a high rise residential condominium conversion arranged with a pension fund* February 2013	**$13,500,000** **INDUSTRIAL** Vaughan, ON *First Mortgage financing of a 334,000 sq. ft. industrial portfolio of 3 buildings arranged with a commercial bank* February 2013	**$38,000,000** **INDUSTRIAL** Caledon, ON *Construction financing for a 575,000 sq. ft. distribution building arranged with a pension fund* March 2013
$13,000,000 **OFFICE** Toronto, ON *First Mortgage financing of a 147,000 sq. ft. suburban office building arranged with a commercial bank* March 2013	**$65,000,000** **OFFICE** Toronto, ON *First Mortgage financing for a data centre building arranged with a private equity fund* March 2013	**$32,700,000** **RETAIL** Various, QC *First Mortgage financing of a 305,000 sq. ft. shopping centre portfolio arranged with a credit union* April 2013	**$42,500,000** **RETAIL** Fort McMurray, AB *First Mortgage financing of a 143,000 sq. ft. community shopping centre arranged with a pension fund* April 2013
$43,000,000 **RETAIL** Markham, ON *First Mortgage financing of a 152,000 sq. ft. community shopping centre arranged with a life insurance company* May 2013	**$68,300,000** **RETAIL** Toronto, ON *First Mortgage financing of a 91,000 sq. ft. high street retail property arranged with a commercial bank* May 2013	**$33,400,000** **RETAIL** Lethbridge, AB *First Mortgage financing of a 130,000 sq. ft. community shopping centre arranged with a life insurance company* May 2013	**$12,900,000** **MULTI-RESIDENTIAL** Toronto, ON *First Mortgage financing of a 109 unit multi-family residential apartment building arranged with a commercial bank* June 2013
$45,500,000 **SENIOR'S HOUSING** Montreal, QC *First Mortgage financing of a 336 unit retirement home property arranged with a commercial bank* June 2013	**$9,100,000** **INDUSTRIAL** Montreal, QC *First Mortgage financing of a 144,000 sq. ft. multi-tenant industrial building arranged with a life insurance company* July 2013	**$42,000,000** **OFFICE** Montreal, QC *First Mortgage financing of a one million sq. ft. converted industrial property arranged with a mortgage fund* August 2013	**$29,00,000** **RETAIL** Oakville, ON *First Mortgage financing of a 189,000 sq. ft. community shopping centre arranged with a commercial bank* September 2013

Murray & Company