

RealCapital

February 23 & 24, 2021

20th Edition Held Virtually

HOW WILL THE HEADWINDS OF 2021 IMPACT REAL ESTATE FINANCING?

From Construction & Investment to Debt & Equity Capital



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HOW WILL THE CANADIAN DEBT AND EQUITY MARKETS PERFORM IN THE UNCERTAINTY OF 2021?



Teresa Neto
Chief Financial Officer
Granite REIT



Andrew Wallace
Head of Real Estate, Investment Banking
National Bank Financial

The Most Important Conference in Q1 Returns: Real Estate in a Record Low Cost of Capital Market

As a new year begins and the pandemic remains, uncertainty continues about what to expect over the next twelve months.

How long will the cost of capital remain at current low prices? How will this enhance the ability of real estate owners, developers and investors to conduct their business? While there continue to be a large supply of funds for lending and investment, how will you access it in 2021, at what price and from whom? Has the market settled down and valuations are easier to determine?

Notwithstanding the aforementioned issues, how much investment activity can be expected in office, retail, industrial and multi-unit residential real estate assets? In which markets?

Are quality real estate assets still fully priced? Where are cap rates at this time? Is the flight to quality still relevant? What will all of these factors mean for the performance of the capital and the credit markets in Canada and the United States over the next twelve months?

Bringing Together Users of Capital with Sources of Capital in a Virtual Environment: New Format at 30% Lower Registration Fees Than Our Traditional Events with 90% More Content

The 20th annual RealCapital conference will focus on these key issues and trends by bringing together owners and investors with sources of public and private equity and debt financing in the Canadian real estate market.

The same top-quality experience you have come to expect from RealCapital as a face-to-face event over the past twenty years – but in a virtual format. The conference program has reimagined how content will be shared and a range of opportunities for interactive education and connections. We have created an exceptional experience designed for you and the unique market conditions of 2021.

Using our experience in producing nine virtual conferences, we will provide an opportunity that will combine market intelligence and insights with networking and making connections.

Our pivot to a virtual event enables you to participate in RealCapital, while eliminating any health risks associated with physically attending an in-person event.

Sustainable, safe and loaded with even more value, the RealCapital virtual conference means deeper access to compelling topics, market intelligence on demand that fits your schedule, and multiple dynamic opportunities for connecting prior to the conference, throughout the two days, and following the event.

The program will provide a unique, high-level business forum that will examine these themes, address key issues, assess emerging trends, and discuss effective strategies for real estate investment and financing for office, industrial, retail, and multi-residential sectors in the current environment across the country.

We hope that you will take advantage of this very informative event.

Live – Happening Now

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PPE Facial Mask

TREZ CAPITAL

Journal

kevric

Registration

SMARTCENTRES
REAL ESTATE INVESTMENT TRUST

Pen

BMO

Networking (Zoom) Lounge

GRANITE REIT

TMX

Hand Sanitizer

Starlight Investments

Swag Bag

VECTOR FINANCIAL

Online Daily Attendee Poll

Manulife Investment Management

Marcus & Millichap

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EDUCATION CREDITS

Attendance at **RealCapital** may qualify for CPD & education credits from:

- Appraisal Institute of Canada
- Autorité des marchés financiers (AMF)
- BOMI International
- Law Society of Ontario
- Mortgage Professionals Canada
- Ontario Association of Architects
- Ontario Professional Planners Institute

For more information on continuing education credits, please go to realestateforums.com/realcapital, then click on Education.

TUESDAY, FEBRUARY 23

10:00 am

THE CBRE CANADIAN REAL ESTATE MARKET UPDATE



WELCOME AND INTRODUCTORY REMARKS

Werner Dietl, President & CEO, CBRE Limited

2020: YEAR IN REVIEW

A snapshot of the year that was.

A NEW DECADE, ANOTHER CRISIS: THE OUTLOOK FOR THE CANADIAN AND GLOBAL ECONOMIES

The decade ended like it began, with recessionary conditions and a significant global crisis. However, as one of the most severe pandemics in many generations, COVID-19 has brought the economy to its knees and unleashed a wave of government spending with geopolitical upheavals, technological shifts and trade tensions added to the list of challenges to economic growth. Learn which trends and data points you should be monitoring closely and how the Canadian and global economies will potentially recover and perform in 2021 and beyond.

Benjamin Tal, Managing Director and Deputy Chief Economist, CIBC

NEW FLEXIBILITY FOR HARD ASSETS IN HARD TIMES: THE CANADIAN COMMERCIAL REAL ESTATE OUTLOOK

2020 was the year of "the pivot" but how do changing workstyles, new technologies and structural shifts impact hard assets like commercial real estate? This presentation will provide a deep dive into each CRE property class and will offer a sense of how the latest trends are playing out. The commentary will also examine how increased flexibility permeates each real estate sector and discuss the risks and opportunities that lie ahead.

Paul Morassutti, Vice Chairman, CBRE Limited

11:00 am

CBRE MARKET UPDATE ENDS

11:15 am

INTRODUCTION OF CO-CHAIRS

Michael Brooks, Chief Executive Officer, Real Property Association of Canada

OPENING REMARKS

Teresa Neto, Chief Financial Officer, Granite REIT

Andrew Wallace, Head of Real Estate, Investment Banking, National Bank Financial

11:25 am

CAPITAL FLOWS, ALLOCATIONS AND RISK IN 2021: WHERE ARE THEY HEADING? WHERE DOES REAL ESTATE FIT IN?



Senior executives from banking, pension funds, and investment management capital markets will discuss their strategies for optimizing returns in 2021 and beyond in the increasingly unpredictable and rather volatile environment. What is different today than a year ago before the pandemic emerged and accelerated? Where do they expect to be allocating capital and why? With predictions of record low interest rates into the long term, how does that affect your investment priorities? What role does impact investing in your decision-making? What risks vs. opportunities are emerging at this time? How strong are capital flows likely to be into the real estate markets?

Moderators:

Teresa Neto, Chief Financial Officer, Granite REIT

Andrew Wallace, Head of Real Estate, Investment Banking, National Bank Financial

Panel:

Eric Bushell, SVP, Portfolio Management & Chief Investment Officer, CI Global Asset Management

Satish Rai, Chief Investment Officer, OMERS

Raman Srivastava, EVP and Global Chief Investment Officer, Great-West Lifeco Inc.

Benjamin Tal, Managing Director and Deputy Chief Economist, CIBC

12:20 pm

HIGHLIGHTS OF THE ANNUAL COMMERCIAL MORTGAGE MARKET SURVEY: FROM LENDER SENTIMENT TO ORIGINATION AND OUTSTANDING BALANCES OVER THE PAST 12 MONTHS

Insights into the key results of the annual survey of commercial lender production across Canada and outstanding balances in 2020. Concerning mortgage origination, what were their preferences with respect to geography (regions and specific markets), property classes, risk tolerance, and pricing? To what extent has lender sentiment changed year over year? How has the pandemic affected their activities?

Eric Clark, Managing Director, Mortgage Analytics Group, CMLS Financial

12:45 pm

CONVERSATIONS WITH SPEAKERS IN THE ZOOM LOUNGE



Eric Clark and other speakers will be available to respond to your questions.

1:10 pm

Concurrent Sessions (Select A1, A2 or A3)

SESSION A1

ROUNDTABLE OF MAJOR LENDERS: WHAT CAN BE EXPECTED THIS YEAR DURING COVID-19 FROM BANKS, LIFECOS AND PENSION FUNDS?



Altus Group

A cross-section of major Canadian commercial lenders will provide an update on their underwriting practices and deployment of debt capital in 2021. What issues are major lenders facing at this time through the pandemic? What are their strategies under these market conditions? Questions they will address include:

- How are very low interest rates, bond yields and the cost of capital affecting your activity?
- What criteria are your teams using to issue loans? To what extent have you changed your expectations, greater stress testing, and underwriting practices from 2020?
- How is geography affecting your strategies, e.g. do you have any concerns about Alberta?
- How will the practices of banks, insurance companies and pension funds vary?
- How are lenders evaluating deals in today's market? How is risk being priced in 2021? What is happening with loan spreads, amortization periods, loan to value ratios, and recourse financing?
- What property classes are you perhaps avoiding, reducing exposure to, or increasing pricing for?
- How is the regulatory environment impacting your activity? To what extent is it delaying funding and closings?
- Is technology starting to affect your activities?

Moderator:

Glenn Hynes, Executive Vice President & Chief Operating Officer, Crombie REIT

Panel:

Richard Baillie, Vice President & Senior Managing Director, Real Estate Finance Group, Manulife Investment Management

Roy Lall, Vice President, Real Estate Lending, Otéra Capital

Kris Ljubic, Managing Director, Origination, Mortgage Investments, Canada Life Assurance Company

Ken McKinnon, Managing Director & Head, Real Estate Corporate Banking, TD Securities

Frank Ottavino, Managing Director & Head of Real Estate, Corporate Banking Canada, Scotiabank

SESSION A2**UNDERSTANDING VALUATION AND UNDERWRITING DURING COVID-19: ADDRESSING AND RESOLVING THE CHALLENGES**

One of the most significant issues that all commercial real estate mortgage lenders, investors, brokers and owners have been facing since March is the ability to get a firm understanding of property valuations. How has the situation affected financing while lenders have been evaluating the COVID-19 disruption and its actual impact on property cash flows? How have tenant's business – and not just its credit worthiness – affected valuation? How has this situation impacted property liquidity? Interrupted cash flows, erratic investment activity coupled with an uncertain economic recovery have all made property valuation and underwriting challenging. How have transaction volumes affected confidence in pricing new transactions? What is the new risk paradigm? How much clarity do we have during these unprecedented market conditions? Do lenders and borrowers share similar views on the risks and opportunities, and how they should be priced?

Moderator:

Colin Johnston, President, Research Valuation & Advisory, Altus Group

Panel:

Aaron Cameron, Assistant Vice President, Commercial Origination, First National Financial LP

Scott MacPherson, Managing Director, Cushman & Wakefield Structured Finance ULC

Jaime McKenna, Managing Director and Group Head, Real Estate, Fengeate Asset Management

Dale Noseworthy, Chief Financial Officer, Killam Apartment REIT

SESSION A3**THE SIGNIFICANT ROLE OF MORTGAGE AND DEBT FUNDS IN REAL ESTATE FINANCING**

As investors look for strategies to deploy their capital within the real estate asset class, many are drawn to the benefits and value of commercial mortgage funds. Considerations of risk tolerance combined with diversification in their allocation strategy has seen investors applying increasing amounts of capital into these various funds. This panel will provide insights into a variety of funds examining their various financing strategies, and a cross-section of their experiences in deploying debt capital throughout 2020. What have been their underwriting criteria during this period of the pandemic? What are their usual spreads? How did their activity change after March of this past year? Where have they focused their attention, e.g. geography, property class, LTV ratios, mezzanine debt, construction?

Moderator:

Jeff Cox, Vice President, Murray & Company Limited

Panel:

Scott Coates, Group Head, Mortgage Investments, KingSett Capital

Harley Gold, Managing Director, Peakhill Capital

Pierre Leonard, Former Managing Partner, Romspen Investment Corporation

Paul Scholz, Managing Director, Credit, Institutional Mortgage Capital

2:05 pm

POLL RESULTS

Michael Brooks, Chief Executive Officer, Real Property Association of Canada

2:10 pm

NETWORKING IN THE ZOOM LOUNGE

A number of speakers will be available to respond to your questions.

2:40 pm

ZOOM LOUNGE CLOSES (RE-OPENS DAY 2 AT 9.30 AM EST)

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WEDNESDAY, FEBRUARY 24

10:00 am

HIGHLIGHTS FROM DAY ONE

Michael Brooks, Chief Executive Officer, Real Property Association of Canada

Teresa Neto, Chief Financial Officer, Granite REIT

Andrew Wallace, Head of Real Estate, Investment Banking, National Bank Financial

10:10 am

Concurrent Sessions (Select B1, B2 or B3)

SESSION B1

THE CFO PERSPECTIVE: OPTIMUM CAPITAL STRUCTURE AND STRATEGIES FOR TODAY'S INTEREST RATE ENVIRONMENT



This panel will examine the trends and issues related to raising debt, equity and access to other capital from the perspectives of institutional investors, REITs, private equity funds, and other real estate owners. How are they managing their balance sheets in this exceptionally low interest rate environment? Among the questions that will be addressed:

- Can you as easily access the capital that you require in today's market as you could a year ago?
- How much debt are you carrying, when does it roll over, and how will you likely refinance? Is your goal to lock-in for the longest possible term given the cost of capital?
- What primary sources of capital are you tapping? Who has the lowest cost of capital now?
- What are your perspectives on secured and unsecured debt? Will the unsecured market continue to grow in 2021? How will it affect conventional commercial mortgage lending?
- What challenges do you have with underwriting in today's market and how lenders are trying to transfer risk during COVID-19?
- What about new acquisitions and development? Will they be financed through asset recycling or some other strategies in 2021?
- What is the right capital structure and appropriate level of debt for a real estate corporation during the pandemic?
- Is new technology emerging that will affect any of your financial activities and practices?

Moderator:

Mark Edwards, Managing Director & Head of Real Estate Investment Banking, Desjardins Securities Inc.

Panel:

Lesley Gibson, Chief Financial Officer, CT REIT

Tamara Lawson, Chief Financial Officer, QuadReal Property Group

Rick O'Dell, Senior Vice President, Global Platform Solutions, Fiera Real Estate

Cecilia Williams, Chief Financial Officer, Allied Properties REIT

SESSION B2

EQUITY INVESTORS IN THE CANADIAN REAL ESTATE MARKET: WHAT DO THEY SEE? WHAT ARE THEY DOING?



Equity investment and financing is growing significantly across Canada and from a wide range of sources. With billions of dollars looking for investment and income opportunities in commercial and multi-family markets, there has been a strong growth within the institutional sector and in investment management funds to deploy equity capital into real estate assets and development. This session will thoroughly examine three tiers of equity and how each of them are deploying their capital during COVID-19. What are examples of various deal structures? Under what conditions do they partner with others? In what

circumstances is equity combined with debt into the deal structure to get the weighted cost of capital down? What are other ways in which equity is engaged? What yields are equity investors looking for under various scenarios?

Moderator:

William Jandrisits, Managing Partner, Normera Capital Partners

Panel:

Richard Abboud, Founder & CEO, Forum Equity Partners

Colin Baryliuk, Executive Managing Director, Investments, KingSett Capital

Blair McCreadie, Head of Canadian Real Estate & Fund Manager, Fiera Real Estate

Dennis Mitchell, CEO & Chief Investment Officer, Starlight Capital

SESSION B3

THE GROWING IMPORTANCE OF ESG & IMPACT INVESTMENT: WHAT EVERYONE NEEDS TO KNOW AND UNDERSTAND

Impact investment is accelerating and describes the broad range of approaches that can be used to incorporate environmental, social and governance (ESG) considerations into the investment process. It is now accelerating as a significantly important metric that applies to all real estate companies regardless of where you are on the point of a compass. The considerations include social and economic impacts. Increasingly, companies are being asked to disclose and manage their ESG performance. This TEDx style session will examine the what, why and how of ESG, investor and regulatory sentiments, and the frameworks used. What are the complexities of these various metrics? How are organizations using this information within their financing, investment and development decision-making? What are the environmental benefits of green bonds? How is ESG shaping an organization's processes, policies and overall culture? What is the business case for strong ESG practices?

Moderator:

Steven Pacifico, Director, Sustainability & Innovation, Epic Investment Services

Panel:

Fanny Doucet, Director, Debt Capital Markets & Sustainable Finance, Scotiabank

Steven Marino, Senior Vice President, Portfolio Management, GWL Realty Advisors Inc.

Catherine Marshall, Principal Consultant, RealAlts

Qi Tang, SVP & Chief Financial Officer, RioCan REIT

11:05 am

Concurrent Sessions (Select C1, C2 or C3)

SESSION C1

RETAIL IS BEING BATTERED AND BRUISED DURING COVID-19: HOW ARE LANDLORDS & RETAILERS SURVIVING THE IMPACTS?



Once a favourite of investors, retail is facing many increasing challenges for some time now. COVID-19 has compounded the issues causing most malls and a considerable number of stores and restaurants to close due to health and safety government mandates. How vulnerable is this property class? This discussion will examine a range of major issues and trends that both landlords and retailers have been dealing with in the current situation. A few examples: How have super regional malls performed vs. smaller enclosed malls vs. power centres vs. grocery anchored centres? With the major surge in online shopping due to mandated closure of most retail, how will brick and mortar co-exist with e-commerce going forward?

Lisa Borsook, Executive Partner, WeirFoulds LLP

In Conversation With:

Jay Freedman, Executive Vice President, Client Relations and Business Development, Oberfeld Snowcap

Bradley Jones, Head of Retail, Oxford Properties Group

SESSION C2

FACTS & FALLACIES ON HOW THE APARTMENT MARKET PERFORMED IN 2020: BETTER THAN YOU THINK?

Last year, multi-unit residential moved to the top of many preferred property portfolios for a growing number of investors. And then came COVID-19 resulting in accelerated unemployment and a steep decline in immigration. Concerns immediately were raised about rent collection related to the ability of unemployed tenants to pay. How has the multi-residential market really performed since March? What impact are lower financing costs, lower utility costs, lower repair and maintenance costs and non-existent CAPEX having on the value of these assets? When do landlords expect a return to more stable market conditions? This session will provide address these and many other questions.

Michael Betsalel, Executive Vice President, Head of Canadian National Multi-Family Group, JLL

In Conversation With:

Glen MacMullin, Chief Investment Officer, Minto Apartment REIT

Ashi Mathur, President, Marlin Spring

SESSION C3

COVID-19 AND THE OFFICE MARKET: TO WHAT EXTENT WILL REMOTE WORKING BECOME A NEW NORMAL AND REDUCE DEMAND? WHAT IS THE FUTURE FOR THE CORPORATE WORKPLACE ENVIRONMENT?

Across Canada, companies and people in March abandoned their offices as governments mandated everyone had to work remotely. This was one of the critical measures to try to contain the spread of COVID-19. Once lockdowns eased, landlords and tenants then faced the question of do they bring people and teams back into their office space and the buildings in tandem with the goals of staying safe and productive? How did landlords respond to these challenges facing their tenants? What did occupants say about remote working in a major survey conducted in the summer? How will high-rise office buildings be affected? Will a higher percentage of tenant employees continue to work remotely on a permanent basis? What is likely to happen when the pandemic ends? This session will examine these and other issues facing the office market currently and going forward.

Eric Shaw, Executive Vice President, Office, Cushman & Wakefield

In Conversation With:

Susan Seto, Vice President, Market Strategy, Environics Research Group

Gordon Wadley, Chief Operating Officer, Dream Office REIT

11:40 am

CONVERSATIONS WITH SPEAKERS IN THE ZOOM LOUNGE



12:05 pm

Concurrent Sessions (Select D1, D2 or D3)

SESSION D1

LAND & CONSTRUCTION FINANCING: IS IT BECOMING MORE CHALLENGING IN TODAY'S MARKET?

Across Canada, urban revitalization and development continues on an unprecedented scale not seen for over 30 years. While the pandemic has had some impact on the pace, for many companies, development is a key growth strategy in today's market along with repurposing existing assets.

But with increasing land and construction costs in many markets along with COVID-19 protocols, is the pro forma starting to change and associated risk increasing? Are there particular concerns with multi-residential markets – from purpose-built rental to condominiums? Is the market overextending itself in some cities? For a lender, how high is your level of caution and risk assessment in construction lending activities? How does it compare with financing land acquisitions? How does it vary from city to city and among specific property classes? This session will offer some insights on these and other questions on what may lie ahead for the financing of construction and land acquisitions for 2021. What are lenders' pre-sale or pre-leasing and covenant requirements and where will they be heading in the next twelve months? How are lenders pricing risk for this type of financing? What underwriting practices are they using to evaluate projects?

Moderator:

Peter Sweeney, Chief Financial Officer, SmartCentres REIT

Panel:

Peter Block, Market Vice President & Head, Real Estate Corporate Banking, CIBC

Eric Horie, Senior Vice President, Head of Origination, Canada, Trez Capital

Bruno Iacovetta, Managing Director, Investment Management, Development Finance Team, MCAP

Noah Mintz, Managing Director, Vector Financial Services

SESSION D2

THE CONTINUED GROWTH OF ALTERNATIVE LENDERS: WHAT MARKET NEEDS ARE THEY ADDRESSING?



Over and above the major conventional financial institutions, large pension funds and lifecos, the Canadian lending environment has witnessed the growth of non-bank lenders, smaller banks, and even foreign banks. This session will examine the range of their activities in the Canadian commercial mortgage market. What is the scope of their primary market? Are they predominately focused on transactions and properties that have financing needs in the range of \$1 million to \$100 million? Why is the Canadian commercial lending market gaining interest from U.S. banks again? What are the loan origination and underwriting strategies of these lenders, e.g. preferably to whom, in which markets, and for what property classes? How is risk being priced for smaller sized loans? What are your spreads, amortization periods, LTV ratios, and recourse? Do these lenders serve the market for properties that could be out of favour with major lenders especially during the pandemic?

Moderator:

Brent Magnan, Managing Director, Canada ICI

Panel:

Sam Brown, Senior Vice President, Origination & Product Development, CMLS Capital

Kasey Chauhan, Vice President, Origination, Equitable Bank

Mike Frigo, Senior Vice President, Commercial Real Estate, Wells Fargo Bank N.A., Canada

Jeremy Wedgbury, Senior Vice President, Commercial Mortgages, First National Financial LP

SESSION D3

REAL ESTATE INVESTMENT IN AN UNPREDICTABLE ENVIRONMENT: OFFICE VS. INDUSTRIAL VS. RETAIL VS. MULTI-RESIDENTIAL



An insightful discussion about investment activity in today's competitive but unprecedented market environment. The panel will offer insights on all four major "food groups": office, industrial, retail and multi-unit residential. The discussion will open with commentary on how each property class has performed in various Canadian markets during 2020 and how much investor interest it is attracting. What have been the major challenges in buying or selling assets during the past year? What are the differences that an investor would have as a REIT vs. pension fund vs. private equity fund in selling or acquiring properties at this time? Which gateway cities or mid-markets have been most attractive? How are investment programs being financed at this time? How much equity is available and from what sources? Where will Canadian cap rates be by the end of 2021 relative to today's prices? Who will be the likely sellers? Which property classes are most favoured? Are record low interest rates affecting investment strategies and, if so, in what way?

Moderator:

Peter Senst, President, Canadian Capital Markets, CBRE Limited

Panel:

Paul Dykeman, Chief Executive Officer, Summit Industrial Income REIT

Michael Emory, President & CEO, Allied Properties REIT

Jonathan Gitlin, President & COO, RioCan REIT

Christina Iacoucci, Managing Director, Portfolio Management, BentallGreenOak

1:00 pm

CLOSING ROUNDTABLE DISCUSSION: THE LAST WORD ON CAPITAL MARKETS, LIQUIDITY, VALUES, AND DEAL FLOW IN 2021



An insightful discussion with a diversified group of senior real estate executives on their perspective for Canadian and global real estate fundamentals, trends, and strategies for 2021. How do they anticipate Canada will perform relative to the U.S., Europe and other markets? What will be key challenges facing real estate executives over the next twelve months? What are their expectations of the capital and credit markets in supporting their portfolio growth? What trend do they expect for Canadian and U.S. bond yields and the cost of capital? What impact will this have on cap rates and real estate values? What are they seeing in capital, financial and real estate markets outside of Canada? To what extent are assets now fully priced in major Canada markets? Where are the most attractive opportunities for investors and developers? Is investing outside of the country more attractive than staying at home? How much importance does ESG have in their activity? To what extent is technology and innovation a major focus within their leadership team?

Moderators:

Teresa Neto, Chief Financial Officer, Granite REIT

Andrew Wallace, Head of Real Estate, Investment Banking, National Bank Financial

Panel:

Don Clow, President & CEO, Crombie REIT

Sonny Kalsi, Chief Executive Officer, BentallGreenOak

Hilary Spann, Managing Director, Head of Americas, Real Estate, CPPIB

Blair Welch, Founding Partner, Slate

2:00 pm

POLL RESULTS

Manulife
Investment Management

Marcus & Millichap

Michael Brooks, Chief Executive Officer, Real Property Association of Canada

2:05 pm

NETWORKING IN THE ZOOM LOUNGE



2:35 pm

ZOOM LOUNGE CLOSES

WHAT IS THE INDUSTRY SAYING ABOUT THE VIRTUAL EXPERIENCE?

The feedback shows that real estate professionals are adapting to and very surprised at their overall experience with virtual Forums and conferences and the thought leadership, market intelligence and networking value and benefits.

"The technology was amazing. There were games, networking, breakout rooms a database of important information. I don't think I even found all of the features that were available. It really was very good and I would prefer to have had a tutorial to learn where things were and how to access them a week before the next event."

"Given this has been a 'needle moving' year for everyone the content of this Forum is one of the most impactful we've had in years. Really enjoying and benefiting from the content and insights. Thanks to all."

"The quality of topics and speakers was excellent. The platform and support was easy and engaging. Next best thing besides in-person. Well done."

"Congratulations for an outstanding virtual conference that provided a lot of value to the participants and attendees. I've had very good feedback from my broker team that attended."

"Excellent informative event, the market insights were invaluable and it was great to see a huge array of experts giving their views of the present challenging times and future prospects for their prospective businesses."



ACCESS TO NETWORKING & PRESENTATIONS

Attendees benefit from access to the RealCapital virtual platform for networking 5 working days prior to the conference and to the presentations for two weeks following the conference (RealCapital registered REF Club members receive access to end 2021).

In addition those registered for RealCapital are automatically invited to attend the CBRE Real Estate Market Update which takes place immediately prior to the platform.

Separate links will be provided for both the RealCapital and the CBRE Update.

VIRTUAL CONFERENCES IN A NUTSHELL

Navigating The Virtual Platform

We are looking forward to welcoming you to RealCapital Conference brought to you virtually. After registering, you will be provided with access to the virtual platform a week prior to the live event.

During this time, prepare yourself to optimize your virtual experience by:

- Exploring sessions under **PROGRAM**
- Viewing the expert roster under **SPEAKERS**
- Creating your customized **SCHEDULE**
- Personalizing your **PROFILE**
- Seeing who's attending, making connections and starting to schedule meetings under **NETWORK**

On February 23rd, the Conference will be made live and the Networking Lounge and Chat Rooms will open along with other interactive features of the virtual platform.

Accessing The Virtual Platform

The virtual event is accessible on smartphones, tablets, laptops and desktops through a web browser like Safari, Chrome or Firefox. You can also access the virtual event by downloading the Canadian Real Estate Forums mobile app from the App Store (iPhone) or Google Play (Android).

A week before the live Conference, an email with detailed instructions and the log in link will be sent to you. Simply click on the link, input the email address you registered with, and you're in!

For a thorough understanding of features and functionality of the virtual platform, please visit our [Virtual Event User Guide](#).



REGISTER ONLINE AT REALSTATEFORUMS.COM/REALCAPITAL

By virtue of registering to **RealCapital**, you are eligible to attend the CBRE Canadian Real Estate Market Update.



Registration Fees

RealCapital Registration	Up to Jan. 29	After Jan. 29
	\$340	\$360

Excludes Applicable Taxes

Package Offer

Subscribe to the **REF Club** at the same time as registering for the RealCapital Conference and receive 20% discount off the conference.

	Up to Jan. 29	After Jan. 29
REF Club Membership	\$625	\$625
+ RealCapital Registration (20% off)	\$272	\$288
Total	\$897	\$913

Excludes Applicable Taxes



Questions?

Visit realstateforums.com/realcapital or email events@informacanada.com.



Policies

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Register Now

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