

2024 Capital Raising & Investor Relations Meeting

500 W 2nd Street, Austin, TX | December 5

THURSDAY, DECEMBER 5	
8am	Breakfast
8:50am	<p>Welcome comments & NAREIM Capital Raising & Investor Relations committee</p> <p>Co-Chair: Reza Basharzad, Managing Director, Clarion Partners</p> <p>Co-Chair: Sayuri Khandavilli, Managing Director, Real Estate Specialist, Nuveen Real Estate</p>
9am	<p>Best practices for the future of Capital Raising: How do I keep my job relevant?</p> <p>Session leaders: Reza Basharzad, Managing Director, Clarion Partners; Sayuri Khandavilli, Managing Director, Real Estate Specialist, Nuveen Real Estate</p> <p>Speaker: Leah Dillon, Chief Operating Officer and Head of Partner Engagement, Alliance Global Advisors</p> <ul style="list-style-type: none">• <i>Debate attributes of a successful capital raiser from the lens of the past, present and future.</i>• <i>This session will include trading best practices across improving training and skills, understanding paradigm shifts in sources of capital, unlocking mentorship and relationships, and navigating tech implementation.</i>
10:15am	Break
10:30am	<p>Marketing, brand and the Capital Raising function: Best practices for making the magic happen</p> <p>Session leaders: Christie Philbrick-Wheaton, Senior Director, Business Development, New York Life Real Estate Advisors; Eileen Clifford, Senior Sales Manager, Yardi Systems</p> <p>Speaker: Michelle Johnstone, Managing Director, Investor Relations, National Real Estate Advisors</p> <ul style="list-style-type: none">• <i>Discuss a brand-forward approach to marketing, tips for ensuring your colleagues feel empowered to be brand ambassadors, leveraging AI in your marketing and capital raising functions and ways to measure results in a volatile market.</i>
11:30am	Break
11:45am	<p>Strategies for side letter negotiations: The devil's in the details!</p> <p>Session leaders: Ben Lathrop, Senior Vice President, Director of Business Development & Client Services, Real Estate, Bailard Inc.;</p> <p>Tyler Scheppmann, Senior Vice President, Investor Relations. Dermody Properties</p> <p>Speaker: Kelly Ryan, Partner, Kirkland & Ellis</p> <ul style="list-style-type: none">• <i>This session will feature an overview of key side letter considerations by a subject matter expert, followed by small group discussions regarding requirements, clauses, special reporting, challenges and more.</i>
12:30pm	Lunch
1:30pm	<p>Alternative sources of capital</p> <p>Session leaders: Ashley Caldis, Senior Vice President, Investor Solutions, Blue Vista Capital Management;</p> <p>Michelle Johnstone, Managing Director, Investor Relations, National Real Estate Advisors</p> <p>Speakers: Brandy Carlson, Strategic Advisor & Partner, Epic Advisory;</p> <p>Nicole Roman, Director, Investor Relations, National Real Estate Advisors</p> <ul style="list-style-type: none">• <i>Insights on specializing in Taft-Hartley funds, high-net-worth individuals, and foreign capital.</i>• <i>The discussion will highlight strategies for leveraging these diverse capital sources to fuel growth and innovation in real estate.</i>

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AGENDA

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THURSDAY, DECEMBER 5 <i>continued</i>	
2:30pm	Break
2:45pm	LP rapid-fire panel Session leaders: Reza Basharzad, Managing Director, Clarion Partners; Sayuri Khandavilli, Managing Director, Real Estate Specialist, Nuveen Real Estate Speakers: German Oteiza-Sepulveda, Investment Officer, Real Estate, Texas Permanent School Fund; Jennifer Wenzel, Director, Teacher Retirement System of Texas <ul style="list-style-type: none">Members will hear from LPs on what's working, what's not, where opportunities lie and what they foresee for the capital raising space.
3:45pm	End of meeting
4:30pm-- 7:30pm	After meeting cocktail reception hosted by members of NAREIM Location: Blue Room, W Austin, 200 Lavaca Street, Austin, TX

2024 CAPITAL RAISING & INVESTOR RELATIONS COMMITTEE

NAREIM thanks the 2024 Capital Raising & Investor Relations Committee members, including:

Co-Chair: Reza Basharzad, Clarion Partners; **Co-Chair:** Sayuri Khandavilli, Nuveen Real Estate; **Ben Lathrop**, Bailard, Inc.; **Ashley Caldis**, Blue Vista Capital Partners; **Tyler Scheppmann**, Dermody Properties; **Jeana Corker**, MetLife Investment Management; **Michelle Johnstone**, National Real Estate Advisors; **Christie Philbrick-Wheaton**, New York Life Real Estate Investors; **Ben Meltzer**, Voya Investment Management; **Eileen Clifford**, Yardi Systems

For 30 years, NAREIM has been the home of real estate investment management benchmarking and best practice education. Our focus is on peer-to-peer networking, where the only conversations are candid and brutally honest. You come to NAREIM to understand what is working and what is not working among peers. NAREIM is where you understand what the industry is really thinking.

NAREIM represents 10 functional areas within the real estate investment management firm, providing in-person and virtual connections for each group throughout the year:

- Architecture, Engineering & Development
- Asset Management
- Capital Raising & Investor Relations
- Data & Information Management
- DEI
- Executive Officer
- Legal, Compliance & Risk
- Portfolio Management
- Sustainability
- Talent Management

NAREIM CALENDAR 2025		
March 4–5	Sustainability	Charlotte
April 30	LatinX Real Estate Roundtable	NYC
June 3–4	Asset Management	NYC
June 3–4	Portfolio Management	NYC
July 15–16	Talent Management	Boston
September 9–10	Architecture, Engineering & Development	NYC
September 17–19	Executive Officer	Denver
October 7–8	Data & Information Management	Nashville
November 5	Legal, Compliance & Risk	Chicago
December 2–3	Capital Raising & Investor Relations	Atlanta

Please note, virtual meetings are organized at the request of functional group committees and will be scheduled through 2025. Please check the NAREIM website regularly for more details. www.nareim.org