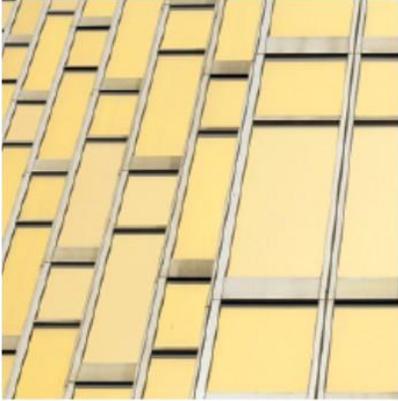




**CANADIAN FRIENDS OF  
TEL AVIV UNIVERSITY**  
ONTARIO & WESTERN CANADA



## **Canada – Israel Real Estate Connection**

**Toronto  
April 26-30, 2015**



# CANADA-ISRAEL REAL ESTATE CONNECTION

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**Recanati**  
Business School  
Tel Aviv University

## Creating a Global Real Estate Experience Locally

### BUILDING A BETTER ISRAEL

It is clear that a healthy and vibrant real estate sector is essential for economic growth, productivity, employment, and social justice. In order for Israel to meet the new economic and social challenges it has to deal with its current real estate challenges including a potential residential price bubble with very high costs of housing, an under developed REIT market and institutional investment portfolios focused on Israel with minimal geographic diversification.

Tel Aviv University's Recanati Business School has established the **Alrov Institute for Real Estate Research** to provide students and executives with up-to-date knowledge on the essential aspects of real estate theory and practice. By so doing, it will qualitatively contribute to boosting the Israeli economy, improve market stability, encourage entrepreneurship in this area, and improve transparency in the real estate sector in Israel.



# ITINERARY

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## Sunday, April 26

6:30 pm Welcome Dinner hosted by Galia

## Monday, April 27

7:30 am Breakfast hosted by Realnet (*220 King Street West, 4th Floor*)

10:00 am Altus Group (*33 Yonge Street*)

11:00 am Downtown Tour

12:00 pm Lunch hosted by TD

12:30 pm TD Securities

2:00 pm TD Banking

5:00 pm First Capital Presentation

6:00 pm Dinner hosted by First Capital

## Tuesday, April 28

8:30 am Breakfast hosted by Canada Pension Plan Investment Board  
(*One Queen Street East, Suite 2500*)

11:30 am Cassels (*40 King Street West, Scotia Plaza Suite 2100*)

12:00 pm Lunch hosted by Cassels

3:15 pm DREAM (sales centre at Front and Cherry)

6:00 pm Dinner & Tour hosted by Westdale

## Wednesday, April 29

7:30 am Breakfast hosted by Quadrangle (*901 King Street West, Suite 701*)

10:00 am Menkes (*25 York Street, 3rd floor*)

12:00 pm Lunch hosted by Menkes

2:00 pm RioCan (*2300 Yonge Street, Suite 500*)

6:00 pm Mizrahi Developments (presentation centre)

7:00 pm Dinner hosted by Mizrahi Developments

## Thursday, April 30

8:30 am Breakfast hosted by Brookfield (*181 Bay Street, suite 260*)

12:00 pm Lunch hosted by Brookfield

1:00 pm Greenwin (*Bus Tour*)

6:00 pm Closing dinner (TBD)

# PRESENTING COMPANIES

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(In order of itinerary)



RealNet Canada Inc, was founded in 1995. At that time the Canadian real estate industry was struggling. Distress transactions, lack of capital and very limited market information all defined the Canadian Real Estate industry. Working closely with their clients for almost two decades REALNET® has helped transform the Canadian property markets to one of the most highly regarded and trusted in the world through better information and better decisions.



Altus Group leads the global real estate industry, generating a wealth of knowledge and insight. With a staff of over 2,200, Altus Group has a network of over 50 offices worldwide. Altus Group bring leadership, discipline and extensive real-world acumen to real estate and development projects. Street smart and world wise, Altus Group's seasoned professionals are considered the foremost authorities in their fields. Combining the strength, reputation and diverse skill sets of three of Canada's leading real estate consulting companies, Altus Group was formed in 2005, and has since grown exponentially.

# PRESENTING COMPANIES

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With more than 3,500 people in 12 offices around the world, TD Securities provides a wide range of capital market products and services to corporate, government and institutional clients who choose TD Securities for their knowledge, innovation and experience in key areas of finance. Their services include the underwriting and distribution of new debt and equity issues, providing advice on strategic acquisitions and divestitures, and executing daily trading and investment needs.

With their history of delivering results, TD Securities has developed considerable strengths, including recognized trading expertise and street-level market intelligence that they use to consistently create value for clients.



Headquartered in Toronto, Canada, with more than 85,000 employees in offices around the world, The Toronto-Dominion Bank and its subsidiaries are collectively known as TD Bank Group (TD). TD offers a full range of financial products and services to approximately 24 million customers worldwide through three key business lines:

- **Canadian Retail** including TD Canada Trust, TD Commercial Banking, TD Auto Finance (Canada), TD Wealth (Canada) and TD Insurance
- **U.S. Retail** including TD Bank, America's Most Convenient Bank, TD Auto Finance (U.S.), TD Wealth (U.S.) and TD's investment in TD Ameritrade
- **Wholesale Banking** including TD Securities

TD had CDN\$1.1 trillion in assets on January 31, 2015. TD also ranks among the world's leading online financial services firms, with approximately 9.7 million active online and mobile customers. The Toronto-Dominion Bank trades on the Toronto and New York stock exchanges under the symbol "TD".

The Toronto-Dominion Bank is a chartered bank subject to the provisions of the *Bank Act* (Canada). It was formed on February 1, 1955 through the amalgamation of The Bank of Toronto, chartered in 1855.

# PRESENTING COMPANIES

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First Capital Realty is Canada's leading owner, developer and manager of well located, high quality urban retail-centered properties where people live and shop for everyday life. As at December 31, 2012, the Company owned interests in 175 properties, including six ground-up development projects, totaling approximately 25.0 million square feet of gross leasable area ("GLA") and four land sites in the planning stage for future retail development.



CPP Investment Board (CPPIB) is a professional investment management organization that invests the funds not needed by the Canada Pension Plan (CPP) to pay current benefits on behalf of 18 million Canadian contributors and beneficiaries. In order to build a diversified portfolio of CPP assets, CPPIB invests in public equities, private equities, real estate, infrastructure and fixed income instruments. Headquartered in Toronto, with offices in London, Hong Kong, New York City and São Paulo, CPPIB is governed and managed independently of the Canada Pension Plan and at arm's length from governments. At December 31, 2013, the CPP Fund totaled \$201.5 billion. For more information about CPPIB, please visit [www.cppib.com](http://www.cppib.com).

# PRESENTING COMPANIES

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Cassels Brock is a Canadian law firm of more than 200 lawyers based in Toronto and Vancouver focused on serving the transaction, advocacy and advisory needs of the country's most dynamic business sectors. They place an emphasis on core practice areas of mergers and acquisitions, securities, finance, corporate and commercial law, litigation, taxation, intellectual property and information technology, international business and government relations. Cassels Brock is one of the largest business law practices in Canada, serving multinational, national and mid-market entities and with a particular strength in the mining and natural resources sector.



RioCan is Canada's largest real estate investment trust exclusively focused on retail real estate. Their core strategy of owning and managing community-oriented neighbourhood shopping centres anchored by supermarkets, together with a rapidly expanding mix of new format retail centres. RioCan owns and manages Canada's largest portfolio of shopping centres with ownership interests in a portfolio containing an aggregate of over 83 million square feet. RioCan owns interests in 51 centres in the United States located in the Northeastern United States and Texas, managed through its offices in New Jersey and Dallas. RioCan's mission is to deliver to its unitholders stable and reliable cash distributions, which continuously increase over time.



For over 50 years, Westdale Properties has managed residential and commercial properties (including retail and industrial) in Ontario, Quebec, Nova Scotia and Saskatchewan. At the present time, they own and/or manage over 6,000 residential units. In addition, Westdale Properties own and/or manage more than 2.7 million square feet of commercial properties and are presently developing three residential condominium projects in Toronto.

# PRESENTING COMPANIES

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Established in 1986, Quadrangle Architects Limited is among Canada's most dynamic architectural firms. Our portfolio of projects illustrates a diversified client list that includes major players in the residential, commercial, media and hospitality industries. Equally wide-ranging is our scope and expertise in the rehabilitation and conversion of existing buildings, historical restorations and renovations, corporate interiors and institutional projects. With over 50 awards to our credit, we consistently achieve excellence in architecture and design.

Recent projects of note include Studio on Richmond, 130 Bloor Street West/155 Cumberland Street, the BMW Toronto Showroom and the new ONroute Service Centres on Highways 401 and 400. Recent interiors projects include Corus Quay, the Deaf Culture Centre and Citytv and OMNI Television at Yonge-Dundas Square.



Menkes Developments Ltd. is a fully integrated real estate company involved in the construction, ownership and management of office, industrial and residential properties. The company was founded in 1954 by Murray Menkes, who initially carried on business as a developer of single family homes. Over the years, the firm's operations expanded significantly and branched out into other areas of real estate, and Menkes is now one of the largest private developers of residential, industrial and office properties in Canada. Today, Menkes continues to be owned and operated by the Menkes family.



Dream ([TSX: DRM](#)) has grown a lot since 1994, becoming one of Canada's leading real estate companies with over 1,000 employees, \$14.6 billion of assets, and over 58 million square feet of office, industrial and retail space.

# PRESENTING COMPANIES

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Mizrahi Developments is a prominent real estate development company, with a desire to enhance the changing streetscapes of Canada with carefully articulated, mid-to-high-rise residential, commercial, and retail buildings that give those who work and live in them as much pleasure as those who pass by their exteriors. They emphasize relationships with customers, architects, designers, local residents, city councilors and suppliers as the foundation of their work.

## **Brookfield** Financial

Brookfield Financial is a global investment bank with expertise in real assets, particularly property, power, and infrastructure. Established with a clear mandate to operate independently, we are owned by Brookfield Asset Management, a global asset manager with over \$175 billion of assets under management.

Brookfield Financial provides its clients with unsurpassed transaction execution skills, access to financial capital and global opportunity, and, when needed, the resources and expertise of Brookfield Asset Management.

# PRESENTING COMPANIES

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Brookfield Office Properties is a commercial real estate corporation that owns, manages, and develops premier assets in the world's most dynamic and resilient markets. The company's signature properties define the skylines of many major metropolises including New York, Washington, D.C., Houston, Los Angeles, Toronto, Calgary, London, Sydney and Perth. Brookfield Office Properties is a publicly traded company, and is listed under the ticker symbol BPO on both the New York and Toronto Stock Exchanges.



For more than 65 years, Greenwin has been changing the face of urban Canada and it's the continuation of our family heritage of innovation, accessibility at the site level and hands-on management style that's been the key to our success. Our founders, including the late Harold Green, were among the first homebuilders to concentrate on typical suburban communities within Toronto. They were also co-founders of the Greater Toronto Home Builders Association. Today, Greenwin is one of Canada's largest privately owned residential property management companies. Headquartered in Toronto, our company has a combined staff of 500+ employees. We professionally own and/or manage more than 1,000,000 sq.ft. of commercial space and 20,000 residential units in town homes and apartment buildings of all sizes throughout central Canada.

# NON-PRESENTING SPONSORS

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For over 50 years, Harvey Kalles Real Estate Ltd., Brokerage has been dedicated to offering professional service to all of our customers. We uphold a standard of excellence and service unparalleled in today's ever-changing real estate industry. Our dedicated real estate professionals work together to form a powerful and committed sales force.