



Anthony Scilipoti
President and CEO
The Veritas Group



Veritas 13th Annual Great Canadian Real Estate Conference

Is it just a passing storm or is it

THE RECKONING?



Wednesday, October 15, 2025
National Club and Streaming Online

Thank you to our sponsors



AGENDA

9:00 - 9:15 AM

Welcome: A Year in Review

Anthony Scilipoti, President and CEO, Veritas Group of Companies

9:15 - 9:45 AM

Real Estate Riskometer: Unemployment, Rates and the Real Estate Cycle

Shalabh Garg, Analyst, Financial Services and REITs, Veritas Investment Research

9:45 - 10:15 AM

Housing in Canada: Trends, Credit, and the Next Chapter

Aled ab Iorwerth, Deputy Chief Economist, Canada Mortgage & Housing Corporation

10:15 - 10:30 BREAK

10:30 - 11:15

Receivership in Real Estate: Distressed Projects Playbooks

Anthony Scilipoti (moderator)

Jeffrey Berger, Managing Director, TDB Advisory

Matt Mulholland, Partner at Gill + Mulholland LLP

11:15 - 11:45

Homeowners Back at the Insolvency Table

Scott Terrio, Manager, Consumer Insolvency at Hoyes Michalos

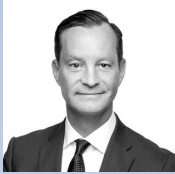
11:45 - 12:45 LUNCH



Jacob Cohen
Chief Operating Officer
The Daniels Corp.



Jeremy Wedgbury
EVP, Commercial
Mortgages
First National Financial



Alan MacKenzie
CEO
JLL Canada



Dr. Aled ab Iorwerth
Deputy Chief
Economist, CMHC



Alex Avery
CEO
Primaris REIT



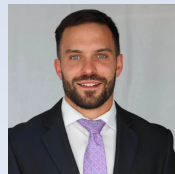
Arlene Dedier
Principal & MD,
Avison Young



Dani Saad
Executive Director
WoodGreen



Daniel Byrne
President, Main and
Main Development



Daniel Foch
Chief Real Estate
Officer
Valery.ca



Isaiah Joseph
Founder
Saeculum Inc.



Jeffrey Berger
Managing Director
TDB Advisory



John Pasalis
President and Broker
Realosophy Realty



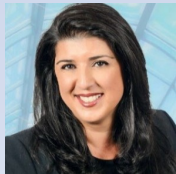
Matt Mulholland
Founding partner of
Gill & Mulholland



Paul Lessner
EVP National Shopping
Centre Leasing
JLL Canada



Ron Butler
Mortgage Broker
Butler Mortgage Inc.



Ruby Paola
MD, Asset Management,
Real Estate Canada
La Caisse



Scott Terrio
Manager, Consumer
Insolvency
Hoyes Michalos



Shalabh Garg
Analyst, Financial Services
& REITs, Veritas

12:45 - 1:35

An Open Debate: Canadian Home Ownership is Dead

Alex Avery, CEO Primaris; Daniel Foch, Chief Real Estate Officer, Valery.ca
Ron Butler, Mortgage Broker, Butler Mortgage; John Pasalis, President, Realosophy Realty Inc.

1:35 - 2:05

Commercial Office Space: The Evolution of Work - Reset

Arlene Dedier, Principal, Executive Vice President, Canada Project Management, Avison Young

2:05 - 2:20 BREAK

2:20 - 3:00

Reinventing Retail Real Estate: Who Wins and Who Loses by 2035

Alan Mackenzie, President, JLL Canada
Paul Lessner, EVP, National Shopping Centre Leasing, JLL Canada
Ruby Paola, Managing Director, Asset Management, Real Estate Canada, La Caisse

3:00 - 3:15

**Dani Saad, Executive Director, Social Housing and Health System Excellence,
WoodGreen Community Services**

3:15 - 3:55

Multi-Res Development: How Did We Get Here and Where Are We Going?

Isaiah Joseph, Founder, Saeculum Inc.; Jacob Cohen, Chief Operating Officer, The Daniels Corp.
Jeremy Wedgbury, EVP, Commercial Mortgages, First National Financial;
Daniel Byrne, President, Main and Main

3:55 - 4:15 WRAP, Anthony Scilipoti
Cocktails