

EXCLUSIVE DATA | EXECUTIVE NETWORKING | EXPERT STRATEGIES

EARLY BIRD DISCOUNT
EXPIRES 12/12/18!

revista
MEDICAL REAL ESTATE
INVESTMENT
FORUM
2019



February 6-7, 2019 | InterContinental, San Diego

WELCOME TO THE NATIONAL HEALTHCARE REAL ESTATE EVENT

...where industry analytics and executive networking take center stage.

What makes us different? DATA...and we have it in spades! Before 2014 the healthcare industry was lacking in solid, industry-focused property and investment data. Revista has since changed that! With our unique medical real estate database and Advisory Board, we are able to dive deep into our healthcare data, analysis and expert contacts to deliver insightful investment and industry dialogue and take-home "Data Briefs" in an executive forum setting. Surrounded by the beautiful San Diego Bayfront, Healthcare Real Estate professionals will have the opportunity to network with, learn from, and share your own strategies with top experts in the field to improve your medical real estate business! Networking is easy to do in this elite, VIP, non-trade show atmosphere. With executive networking, investment discussions and deal-making, upscale receptions and even golf, this is an event you simply cannot miss. Join us for the industry event that GREW BY MORE THAN 60% this year!

ABOUT REVISTA

Revista serves as a valuable, one-stop source for healthcare and real estate organizations to obtain comprehensive, unbiased and medical real estate industry-focused data; healthcare industry statistics, market reports and other resources; as well as to connect with other professionals in educational networking events.

The Revista Team has decades of experience in healthcare real estate. They collaborate with an industry-leading advisory board and with founding partners that are well-known companies in the healthcare real estate industry.

revistamed.com

WEDNESDAY, FEBRUARY 6

Opening General Session

Medical Real Estate Industry Update: Data, Facts, Trends & Top Markets

Join us for our annual conference kick-off session that provides an industry outlook that is informative and data-driven. We will provide an overview of current state of the Medical Real Estate industry from the perspective of our national database of more than 57,000 medical properties. This popular session features charts, graphs with market trends on construction, transactions and more that will help providers and investors make more informed, strategic decisions about their healthcare portfolio. Plus, get an insightful review and outlook for the top 50 markets including trends on the fastest growing, most favorable, and apparently risky markets. Find out why attendees regularly request the data packed slides from this session!

Conference Welcome: Todd Kibler, Principal, Hammes Partners (Event Co-Chair)

Speakers:

Mike Hargrave, Principal, Revista

Hilda Martin, Principal, Revista

SCHEDULE AT A GLANCE

Tuesday, February 5

6:30 p.m. - 9:00 p.m. Advisory Board Dinner (invitation only)

Wednesday, February 6

8:00 a.m. - 1:30 p.m. (Optional) Golf Tournament

10:00 a.m. - 6:00 p.m. Registration Open (bayview foyer)

Networking Lounge Open
Data trendBAR Open

(business lounge)

12:00 p.m. - 1:30 p.m. Women's Luncheon hosted by Capital One (location TBD)

2:00 p.m. - 3:00 p.m. 2 Executive Breakouts (pacific ballroom a + b)

3:00 p.m. - 3:15 p.m. Coffee & Networking Break (bayview foyer)

3:15 p.m. - 4:15 p.m. 2 Executive Breakouts (pacific ballroom a + b)

4:15 p.m. - 4:30 p.m. Coffee & Networking Break (bayview foyer)

4:30 p.m. - 5:30 p.m. Opening General Session (pacific ballroom c - d)

5:30 p.m. - 6:00 p.m. Coffee & Networking Break (bayview foyer)

5:30 p.m. - 6:00 p.m. VIP Reception (sunset terrace) invitation only

6:00 p.m. - 7:00 p.m. Welcome Reception (sunset terrace)

Thursday, February 7

7:00 a.m. - 8:00 a.m. Continental Breakfast
7:00 a.m. - 2:30 p.m. Registration Open (bayview foyer)

Networking Lounge Open
Data trendBAR Open

(business lounge)

8:00 a.m. - 9:00 a.m. General Session (pacific ballroom c - d)

9:00 a.m. - 10:00 a.m. General Session (pacific ballroom c - d)

10:00 a.m. - 10:15 a.m. Coffee & Networking Break (bayview foyer)

10:15 a.m. - 11:30 a.m. 2 Executive Breakouts (pacific ballroom a + b)

11:30 a.m. - 11:45 a.m. Coffee & Networking Break (bayview foyer)

11:45 a.m. - 1:00 p.m. 2 Executive Breakouts (pacific ballroom a + b)

1:00 p.m. - 2:30 p.m. Networking Lunch & Panel Panel @ 1:15 (pacific ballroom c - d)

HOTEL & LOCATION

InterContinental
901 Bayfront Court | San Diego, CA 92101
www.InterContinentalSanDiego.com

This highly anticipated downtown addition brings renewed sophistication to the San Diego waterfront. With an inimitable location at BRIC, the InterContinental San Diego exudes both the liveliness of the city's most vibrant neighborhoods and the soothing embrace of the bay in the form of an exquisite urban retreat.



We are thrilled that the 2019 Medical Real Estate Forum will be hosted at the new InterContinental San Diego. Guestrooms are available to book both online and by phone under the Revista group code. You will receive the reservation link and code in your Revista Event Registration Confirmation Letter. In the meantime, you can learn more about the hotel and location at www.InterContinentalSanDiego.com.

GOLF TOURNAMENT (OPTIONAL)

Torrey Pines North Course

Join us for our 3rd Annual Revista MRE Golf Tournament at World Famous Torrey Pines North Course located in La Jolla, California on Wednesday, February 6, 2019. Sign up now to enjoy this exclusive 18-hole shot-gun event that will include Breakfast, Golf on the Torrey Pines North Course, Contest, Prizes and Refreshments at the Awards.

(must be registered for the conference to play golf)

Golf Registration Fee \$299

Golf Club Rental Fee \$85

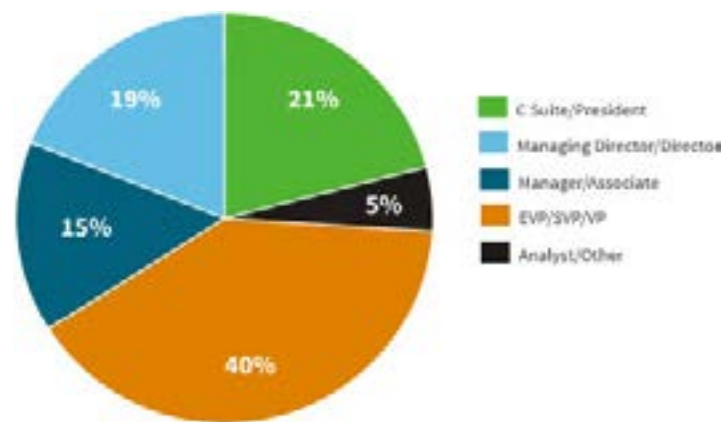
If you are already registered and would like to add the golf tournament, please email Nicole at marketingevents@revistamed.com.



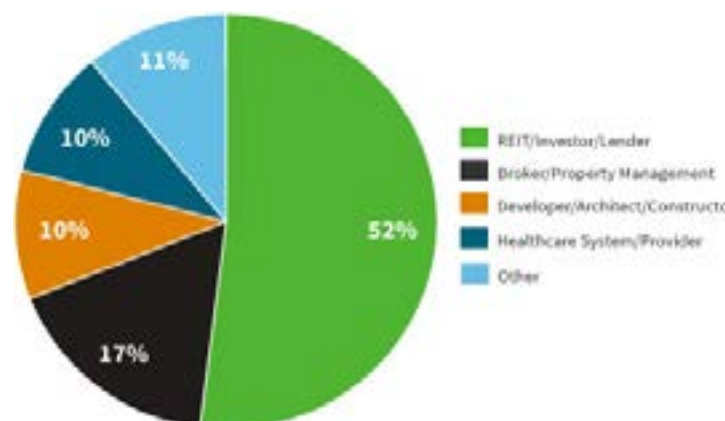
WHO'S ATTENDING...

Hospital & Health System RE Executives
 Hospital & Health System CEOs & CFO
 Physician Group Owners/RE Executives
 Brokers & Leasing Agents
 Buy-Side & Sell-Side Analysts
 Investment Banking Professionals
 Financial Services Professionals
 Healthcare Facilities Managers
 Institutional Investors Property Manager
 Healthcare Service Providers
 Other Medical Real Estate Professionals

2018 MREIF CONFERENCE ATTENDEE MAKEUP BY TITLE



2018 MREIF CONFERENCE ATTENDEE MAKEUP BY REGISTRATION TYPE



THURSDAY, FEBRUARY 7

General Sessions

2019 National Economic Outlook for Medical Real Estate Stakeholders

Back for the first time since 2015, Dr. Sam Chandan, will join us to provide an overview of the most important economic trends and their implications for healthcare real estate today. This will be an especially timely session in light of all the economic uncertainty of late! Renowned as one of the leading experts in economics, capital markets and commercial real estate, Dr. Chandan will provide his innovative insights into the macro forces that are currently affecting - and are likely to affect - the real estate investment environment.

Dr. Chandan will detail his thoughts on the capital and credit markets, business cycle, interest rates, capital flows, asset pricing, credit standards and cap rates as well as the dynamic relationship between the economy, regulation and market performance. Dr. Chandan's research and market commentary are focused on commercial real estate capital markets, the structure and regulation of apartment housing finance, and the credit performance of residential and commercial mortgages. He is the editor and co-author of Real Estate Finance, a columnist for the New York Observer and GlobeSt, and co-host of the Real Estate Hour on SiriusXM Business Radio. His past sessions consistently ranked as one of most popular sessions we've ever had!

Opening Remarks/Introduction: Elisa Freeman, Principal, Revista
Keynote Speaker: Dr. Sam Chandan, Larry & Klara Silverstein Chair & Academic Dean for the NYU SPS Schack Institute of Real Estate, Founder of Chandan Economics

Capital Markets 2019: An Industry Executive Discussion

These real estate expert panelists will share their insights on the debt and equity markets in general - as well as their impact on healthcare real estate. They will touch on topics such as: investor views on the economy, interest rates and investing landscape - and how these will impact their 2019 strategies. Who are the major players and is this changing? Where are the opportunities within Medical Real Estate? What will the next 2-5 years look like for the sector? How are healthcare REITs viewed as opposed to other REITs? And, are there any surprises on the horizon related to underwriting standards, interest rates, valuations, demand for new development and more. Don't miss this all-star panel!

Moderator: Mindy Berman, Managing Director, JLL
Speakers:
 Peter Scott, CEO, HCP
 Steve Bolen, Head of US Healthcare Real Estate, LaSalle
 Jim Seymour, Senior Managing Director, Capital One Bank



Healthcare Strategy 2019: A Health System Executive Panel Discussion

Join these top health system executives as they discuss their real estate and ambulatory strategies for 2019. What are the lessons learned from 2018 and what innovative ideas do these systems have for growth in 2019? Where is healthcare delivery headed over time? Gain their insight on how they are reimagining ambulatory real estate design in their systems and hear what types of partnerships are important to them for their objectives. Don't miss this opportunity to learn what motivates these executives and what keeps them up at night as they create the optimal real estate strategies to position their organizations for success.

Moderator: Robert Milligan, CFO, HTA

Speakers:

Scott Selig, AVP-Real Estate, Duke University Health
 Dr. John Milne, SVP-Real Estate Strategy & Operations, Providence St. Josephs
 TBD



REGISTRATION FEES & INFORMATION

Register by December 12 for these exceptional rates:

[HTTPS://EVENTS.AMERICAN-TRADESHOW.COM/REVISTA/149774](https://events.american-tradeshow.com/revista/149774)

General Rate
Early Bird

\$599

After December 12: \$799

Healthcare
Provider
Executive Rate
Early Bird

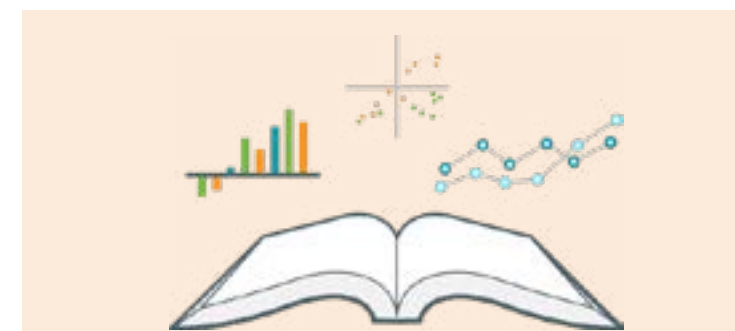
\$199

After December 12 : \$299

Executive Breakouts

Medical Real Estate Valuation & Pricing Trends

In this jam-packed session, you will learn about the latest trends and factors influencing the value of medical real estate. The panel will reveal critical real-time value metrics and trends for capitalization rates, price per square foot and other measures for a variety of medical office and healthcare property types. Panelists will debate single vs. multi-tenant preferences, describe how vital characteristics of these properties such as location, market, facility type, tenant credit ratings, and EBITDA coverage affect investor appetite and pricing. The discussion will include an analysis of the impact of secured and unsecured debt markets on value trends, absolute investment returns and overall cost of capital for investors, plus find out how to leverage Revista data to determine the value of a property.



REVISTA DATA BRIEFS

For each Executive Breakout Session you attend, you will receive a take-home "Data Brief" with useful data and analysis to enhance the presentation/session you are attending.

The Case for Investing in HCRE

How does the Healthcare Real Estate Sector stack up against other commercial real estate sectors? Just how big is the sector and who are the major players? With all the changes in healthcare, plus new entrants into the healthcare real estate space, what is the current investment case for medical real estate? In this informative panel, you'll hear why various investor types, including foreign capital, are committed to the space. You'll find out what excites these investors and what keeps them up at night. Learn all of this and more during this industry expert-led session...all backed up by timely Revista data!

Medical Real Estate Debt: From Construction to Perm Across Asset Classes

Panelists will discuss stable, value add and construction on MOBs and other Medical Properties. Find out if there are Medical Property Assets that the panelists do not finance and why - AND hear what their preferences are. You'll get real world examples of MOB and Medical Property Deals...from the largest to the smallest as well as the most interesting transactions in 2018. Don't miss the commentary on volume and the markets for 2018, plus their forecast for 2019!

The Most Interesting Deals of the Year!

2018 has been another great year for healthcare real estate transactions. What are the most intriguing medical office deals of 2018 and lessons to be learned? Topics will cover unique large retail plays, execution of exceptional transaction scale and distinctive capital structure to unlock value. Revista will be featuring transactions that just simply must be highlighted! Executives from the participating companies will unpack the details about their notable 2018 deals in 2018. Stay tuned to find out what deals will be highlighted as the year continues to unfold.

**Ambulatory Strategies 1—
The Operations Behind the Strategy &
Ambulatory Strategies 2—
Deploying Your Strategy**

Patient experience has been a hot and challenging topic - and one where facility design, operations and technology play an important role. How do health systems and other healthcare industry experts evaluate the operations and patients to develop their emerging delivery strategies? What are the drivers of change in the current medical real estate market and how will the delivery of care shift to better meet the needs of patients?

Should providers focus on new medical office buildings; free-standing emergency departments; urgent care; surgery centers; physician-owned group practice clinics or telemedicine, among others? Or should they renovate? What does a health system have to do to become more attractive - add locations to grow their own portfolio, or affiliate with a large group? Join our experts to discuss ways to create new points of access by providing more specialized services and how this will affect the design and development of the real estate supporting it.

Construction, Development & Repurposing

Join this data-filled session for detailed construction and development stats from the top 50 metropolitan areas - including a drill-down into the San Diego market. We'll examine the differences between third-party and hospital lead development. See what

product types are hot in which markets. What size are projects? Are they on or off-campus? Who are the most active players in new construction, remodeling, expansions, and innovative repurposing? Is there a construction cost premium for healthcare systems for non-acute projects, if so how do you reduce it? Discuss answers to these questions, ask your own, and hear about specific projects from some of the most experienced stakeholders in the business!

The Investment Case for Post-Acute and Specialty Inpatient Real Estate

The post-acute care and specialty inpatient real estate sector is growing, but is it well understood? The rehabilitation hospital sector (rehab hospital or IRF), the long term acute care hospital (LTACH) and the behavioral health hospital sector are considered sub sectors of the overall hospital industry. But operators and investors in real estate have historically been specialized towards the specific sub sector. In addition, basic information on the sectors such as size and scope have long been elusive which often works to dissuade new entrants and foster a higher risk premium for properties that trade. Join this interactive session which will profile and explore the rehab hospital, LTACH and behavioral health hospital industries. Revista will present data on size, scope, construction and transaction trends while a distinguished panel of experts will discuss growth, major operators, risks, opportunities, entry and exit points and avenues of financing.

REVISTA'S INDUSTRY-LEADING ADVISORY BOARD

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Healthcare Capital Markets
Jones Lang LaSalle
Planning Committee Chair
- ◆ **Randal Brand**
Director of Facilities & Support Services
The Poly Clinic
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Senior Vice President
Harrison Street Real Estate Capital
- ◆ **Dr. Sam Chandan**
President & Chief Economist
Chandan Economics
- ◆ **John J. Duggan**
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Services
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Real Estate & Construction
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Welltower
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Deputy Chief Investment Officer
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We owe a debt of gratitude to these companies for helping to make the data and resources we provide to the healthcare real estate industry possible.

REVISTA'S PARTNERS



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