

# *Office/Mixed Use REITs Roundtable Meeting*

*Wednesday, April 1<sup>st</sup>*

*11:15am – 12:30pm*

*JW Marriot Desert Ridge Resort & Spa*

*Phoenix, AZ*

## **Discussion Leads:**

Tyler Rose, EVP & CFO, Kilroy Realty Corporation

Pamela Roper, SVP-General Counsel & Corporate  
Secretary



**AGENDA**

**REITWISE**

**REITWISE OFFICE/MIXED USE ROUNDTABLE**

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Phoenix, Arizona

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Tyler Rose, EVP & CFO, Kilroy Realty Corporation

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REITS:  
BUILDING  
DIVIDENDS  
AND  
DIVERSIFICATION®

**I. Evolution of Tenant Space Needs**

- A. Are different markets experiencing different trends
- B. What is being said vs. what is being done
- C. Teleconferencing/hoteling/densification

**II. Impact of Technology**

- A. Is new technology driving space needs
- B. Internal developments: platforms like Yardi/J.D. Edwards/MRI

**III. ATM Disclosures and Capital Trends**

- A. When to disclose; note Citi pushing for more disclosure
- B. Trends in secured and unsecured financing

**IV. Supply/Demand Equation**

- A. How are the different markets impacted by the recovery
- B. Which tenants are growing/which disappearing

**V. Sustainability Issues**

- A. How are different product types dealing with sustainability issues
- B. How important are high GRESB rankings

**VI. Social Media**

- A. How important is it in this sector
- B. Use for customers
- C. Any concerns

**VII. Compensation Issues**

