



How Tax can add-value to the Real Estate Business

2023 Financial Services Tax Conference

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A large, abstract graphic of a suspension bridge's cables and towers, rendered in white against a dark blue background, occupies the right side of the slide.

Shaping the future:
convergence
& collaboration

2023 Financial Services Tax Conference

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Agenda

01

State of the Industry

02

How tax can add value to the
real estate business

01

State of the Industry

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02

How tax can add value to the real estate business

Panel Discussion

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The Future of Tax

Tax plays a pivotal role throughout the real estate investment life cycle. From fund raising and structuring to acquisitions, the holding period, and windup, effective tax strategies can enhance after-tax IRR and investor returns.

CPE CODE 1718VA

Tax provides risk management to prevent damage to the brand and build investor confidence through timely provision of information.

This panel will provide insights on their experiences and leading practices in enhancing these benefits.

Value Creation

CPE CODE 1718VA

- Product Development
- Distribution Channels
- Product Life Cycle
- Risk Management
- AI

Product Development

The Private REIT

CPE CODE 1718VA

Foreign Institutions

- 1st pillar government safety net
- 2nd pillar employer provided
 - Self-employed
- 3rd pillar
 - Individual savings-type
- Superannuation funds
- Sovereign wealth funds
- Decommissioning funds

Benefits

- Treaty network reduces withholding on net investment income
- No FIRPTA withholding on sales by statute (e.g., QFPF) or DC-REIT
- Statutory exemption for withholding on dividends and interest
- Reduce state tax exposure

Product Life Cycle

CPE CODE 1718VA

- Underwriting
- Asset Management - Operations
- Exit

Managing Risk

CPE CODE 1718VA

- Communication
- Competency
- Accountability
- Counsel

Artificial Intelligence

- **Sum of online human knowledge**
 - Conclusions based on a set of rules
 - Replicate brain's processes
 - Building patterns
- **How AI and tax will co-exist**
 - Disrupting knowledge workers
 - Job definitions will change with new skills
 - Hallucinations

CPE CODE 1718VA

Q&A

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Thank you!

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