

**Adam Hannah, MBA**, Head of Valuation & Advisory Services (Canada), CBRE



Adam Hannah is an AACI with over 15 years of experience in the Valuation & Advisory Services business and leads CBRE's Valuation & Advisory team in Canada. Adam has a wide-ranging background encompassing all facets of institutional real estate. His work involves performing real estate valuations, investment and financial analysis, market research and a wide variety of real estate consultation services.

Prior to leading the national team, Adam led the national industrial practice group and managed large industrial portfolio assignments for some of Canada's largest pension funds, REITs and insurance companies.

Adam also led the group's technology platform and sits on the firm's Business Innovation Committee. Adam works closely with the practice leads on establishing new ways of presenting data and improving the appraisal process.

Adam received an MBA from the Real Estate & Infrastructure program at the Schulich School of Business and has designed and presented classes for Schulich's MREI program.

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**Ryan Nelson**, Vice President, Investments, The Pearl Group



Ryan Nelson leads the investments team at The Pearl Group, and is charged with deal sourcing and structuring, financing, due diligence and strategic implementation. Focused on executing strategic initiatives, generating investment theses throughout North America, and raising capital for the launch of The Pearl Group's closed-end equity fund focused on value-add commercial real estate.

Ryan joined The Pearl Group in 2019, holds an HBA and MBA from the Ivey Business School, and has worked on a variety of asset classes in investments, asset management and leasing with firms including Hullmark, DREAM and Avison Young throughout his career.

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