EVENT

Fast Forward Retail Leasing

May 12, 2026
12:00 p.m. - 1:30 p.m. ET

Webinar
Connection details will be provided after registration.

Why attend

The retail landscape is shifting faster than lease terms can keep up.

Join BLG's Leasing Group for a live discussion with Deloitte's National Retail Sector Leader and RioCan's Vice President of National Leasing to unpack the forces reshaping retail real estate in Canada — from evolving consumer behaviour and store format disruption to what makes retailers succeed (or struggle) in 2026.

Last year's event drew over 200 real estate leaders across Canada and in the U.S. This year, we're going deeper.

Registered attendees will receive access to the session recording following the event.

What you'll explore

1. The evolving consumer and retail demand drivers

How consumer resilience, generational transformation, and shifting expectations around convenience, and experience are influencing leasing decisions. Drawing on *Deloitte's 2025 Holiday Retail Outlook*.

2. The evolution of physical retail: space, format, and leasing strategies

How brick-and-mortar supports omnichannel strategies, the shift from flagship to smaller footprints, repositioning former department store vacancies, and how landlords are curating tenant mix for performance.

3. Winning in today's retail environment

What successful retailers are doing differently—balancing cost optimization vs. growth, brand differentiation that works, scalable concepts, and how landlords identify "winning" tenants.

4. Practical frameworks you can apply immediately

Practical insights you can apply immediately—whether you're a retailer rethinking real estate strategy, a landlord optimizing portfolio performance, or managing real estate decisions.

Who should attend

✓ Retailers and Tenants: navigating lease negotiations, format decisions, or real estate portfolio strategy (including U.S. retailers expanding to Canada)

✓ Landlords, REITs, and Property Managers: managing retail properties, tenant mix, or responding to shifting tenant demands

✓ Legal and Finance: overseeing real estate portfolios or lease negotiations

If retail real estate decisions cross your desk—this is for you.

Meet the panelists

Moshe Batalion | Vice President, National Leasing, RioCan

Leads national leasing strategy across ~200 retail properties in Canada's six major markets. With 24 years at RioCan and over 30 million square feet of new leasing, Moshe brings deep expertise in tenant partnerships, market adaptation, and portfolio optimization.

Shaunna Conway | Partner and National Retail Sector Leader, Deloitte

Shaunna leads Deloitte Canada's Retail Sector, working with grocery, apparel, and specialty retailers navigating rapid industry transformation. Author of Deloitte's 2025 Holiday Retail Outlook, she brings cross-functional expertise in retail strategy, consumer engagement, and commerce to help businesses build resilience, and drive growth amid evolving consumer needs and economic pressures.

BLG Moderators

Nicole St-Louis | Partner, BLG

Senior member of Canada's largest leasing group, with over 20 years of real estate experience acting for both landlords and tenants. Former executive at Canada's largest retailer, bringing business-focused perspective to complex leasing matters.

Adam Perzow | Partner, BLG

Represents both sides of the leasing table — from Canada's largest REITs and pension funds to global retailers expanding across North America. Known for functioning as clients' outsourced real estate leasing legal department, providing hands-on expertise in lease negotiations, portfolio optimization, and restructuring under insolvency scenarios.

Year 2 momentum

Last year's inaugural Fast Forward Leasing featured Alan Mackenzie (CEO, JLL Canada) and Simone Cole (GC, Choice Properties REIT) moderated by Nicole St-Louis, and Marta O. Lewycky, Senior Counsel at BLG, and drew over 200 retail real estate leaders from across Canada and the U.S.

This year: Deeper insights, new perspectives.

Questions about the event? Contact RSVPEvents-National@blg.com

CPD information

BC | This course has been accredited for 1.5 hours. Course name: Fast Forward Leasing. Course number: N05122026.

ON | This session is eligible for up to 1.5 Substantive Hours.

Key Contacts

Nicole St-Louis
PARTNER

Ottawa

NStLouis@blg.com

613.787.3519

Adam Perzow
PARTNER

Toronto

APerzow@blg.com

416.367.6737