

Cameron McOuat

Capital Markets Professional

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EXECUTIVE SUMMARY

Capital markets professional with 10+ years of experience leading complex real estate financing and capital markets strategies across a \$3.1B debt portfolio. Proven ability to optimize capital structure, develop corporate debt solutions and support strategic growth. Trusted partner to senior leadership, known for strategic execution and strong lender relationships.

PROFESSIONAL EXPERIENCE

Chartwell Retirement Residences

Toronto, Ontario

Senior Director, Real Estate Investments & Corporate Debt Finance

2024 – Present

Director, Corporate Debt Finance

2022 – 2023

- Executed on over \$1.6B of loan financing and acquisition assumptions, while developing relationships with 15 lenders and reducing average cost of borrowing by 10% and implementing hedging strategies to manage interest rate risks.
- Oversaw over \$400M of revolving facilities, implementing 15 amendments and waivers, negotiating credit agreements, increasing organization's access to \$200M additional borrowing and 10 bps lower cost of corporate financing.
- Raised \$800M in unsecured debentures through development of DBRS Morningstar relationship, securing stabilization of Chartwell's investment grade trend to stable and coordinating offering with bookrunners, legal counsel and investors.
- Led \$350M of acquisition and development opportunities, including underwriting, negotiating sale documents, presenting recommendations to the Investment Committee, and ensuring seamless onboarding of new assets.
- Managed due diligence for over \$1.1B of acquisitions and developments, including financial modeling, debt structuring, asset and market level analysis, environmental diligence, legal compliance, and financial audits.
- Cultivated and developed new relationships with a diverse network of stakeholders, including 20 commercial mortgage lenders, investment bankers, and brokers, to enhance Chartwell's debt financing and acquisition opportunities.

CMLS Financial

Toronto, Ontario

Assistant Vice President

2021 – 2022

- Underwrote and closed on over \$100MM of commercial mortgages across retail, industrial, multi-residential, and seniors' real estate asset classes for institutions and family office clients.
- Developed a pipeline of 15 clients with conventional and commercial mortgage financing opportunities worth \$300M.

Marigold and Associates

Toronto, Ontario

Associate

2015 – 2021

- Led sale of 5 student housing assets for \$250M from initial offering stage, negotiating purchase and sale agreements, overseeing due diligence process, and managing all aspects of closing to ensure seamless transfer of business operations.
- Underwrote \$1.5B of acquisitions across 10 seniors housing opportunities and constructed dynamic financial models and investment pitch decks for seniors' housing portfolio acquisitions and greenfield development opportunities.
- Managed a publicly traded student-housing corporation, responsibilities included developing and presenting strategic plans to senior executives, financial planning and forecasting, and preparing audited financial statements.

Regal Lifestyle Communities

Toronto, Ontario

Analyst

2014 – 2015

- Consolidated and analyzed monthly operational financials for the seniors housing portfolio of 26 assets, created annual budgets with the operations team, and was responsible for presenting results to CFO during finance team meetings.
- Led the underwriting of 5 potential senior housing investments, constructed dynamic financial models, reviewed data room information, and presented recommendations to the CEO.

EDUCATION

Wilfrid Laurier University

Waterloo, Ontario

Bachelor of Business Administration

Class of 2014

SKILLS & INTERESTS

Skills: Advanced Financial Modeling (Acquisition Underwriting, Development Pro Forma, Portfolio Valuation), Investment Committee Memorandum Creation, Transaction Due Diligence, Asset Management, , MS Office Suite, Power BI, Yardi ERP

Interests: Running, Ice Hockey, Camping, Photography, Skiing