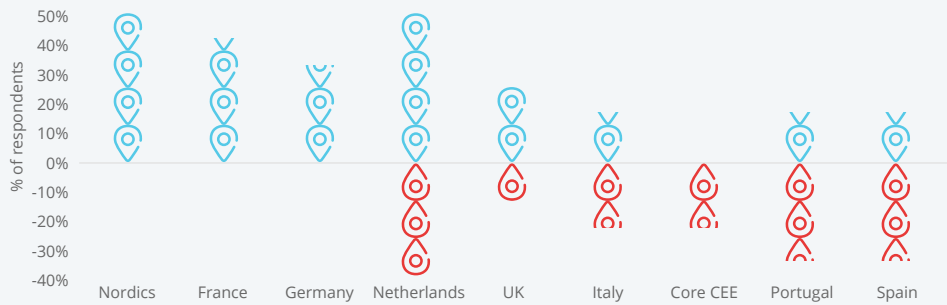


COVID-19 Sentiment and Valuations Survey Q3 2020

A member sentiment survey first conducted in May 2020 to understand the impact on investment plans, operations and expected market performance

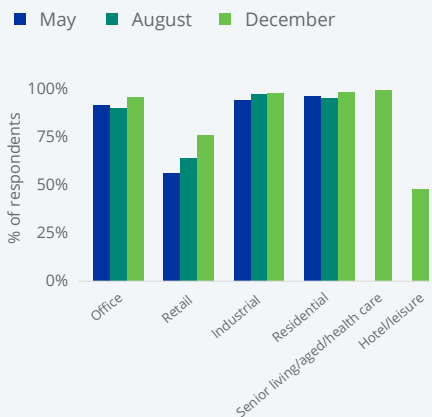
Sentiment towards Northern and Southern Europe at opposite ends in December 2020

Intention to increase / decrease weighting

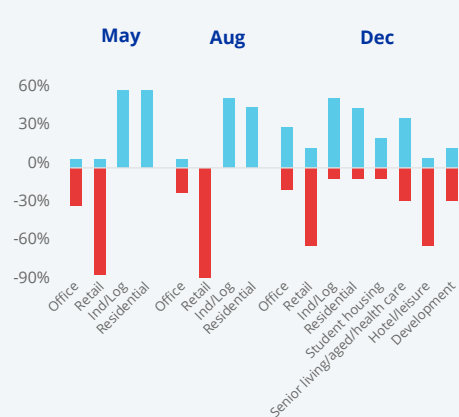


Further improvement in rent received in December

Rent received vs. rent expected

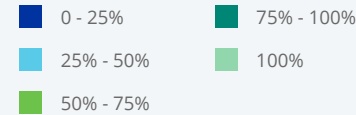


Intentions to change allocations

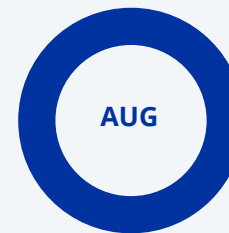
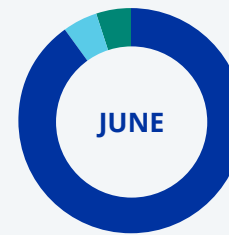


Weak fundamentals drive investor intentions to reduce retail exposure

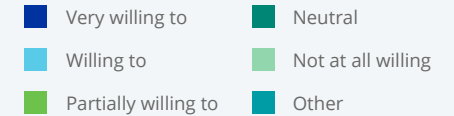
Only a small part of the portfolios are subject to financial restructuring



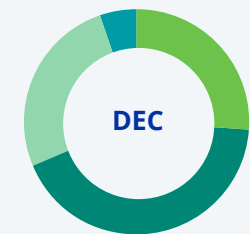
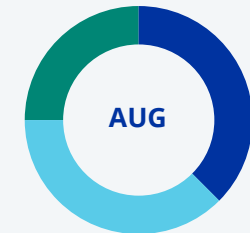
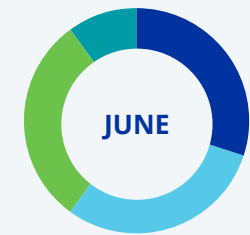
Percentage of your portfolio subject to financial restructuring



Landlords remain (very) willing to support tenants



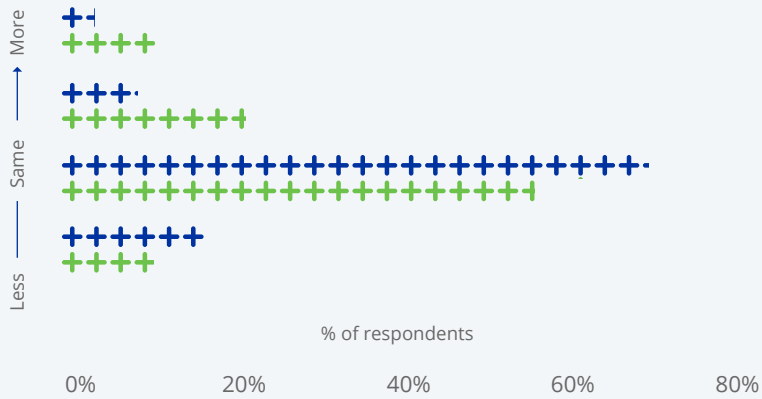
Willingness to provide rent relief or abatement



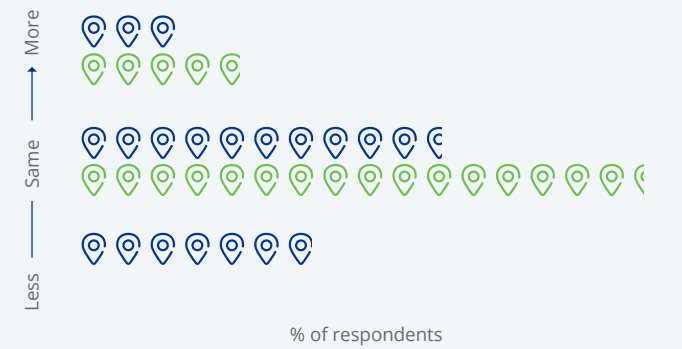
European real estate investments remain attractive

■ May ■ December

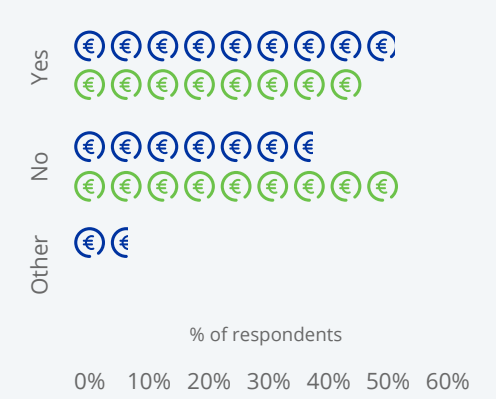
Confidence in Europe



Plans to invest in Europe



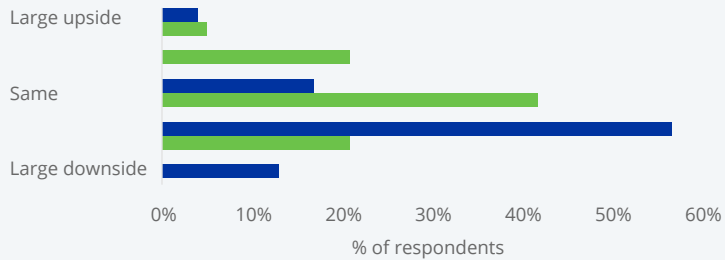
Change in investment plans



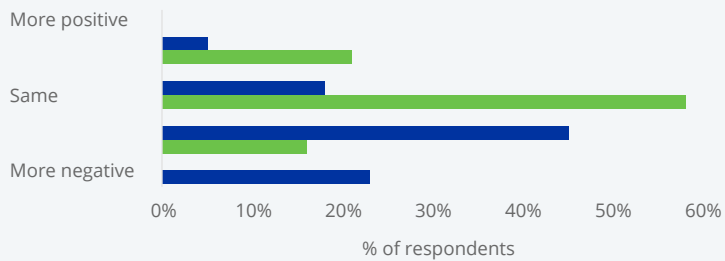
Perceptions of risk look to have largely adjusted

Risk Assessment

■ May ■ December



Views on Real Estate Performance



May results are compared with pre-Covid situation.

Working from home rebounds as second wave hits Europe

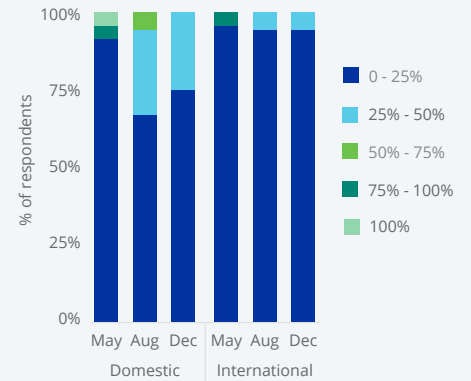
What percentage of your workforce is currently working from home?

■ May ■ June ■ August ■ December



December saw a rebound in working full-time from home to 65%, from 47% in August

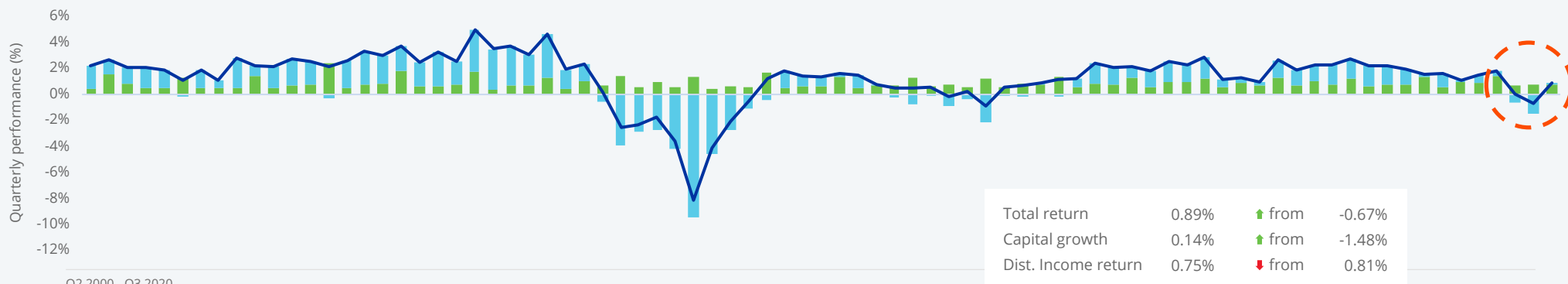
Industry continues to work around the travel ban



International travel remains very limited

European non-listed real estate performance turns positive in Q3 2020

■ Total Return (%)
■ Capital Growth (%)
■ Distributed Income Return (%)



Q2 2000 - Q3 2020

Source: INREV Quarterly Index Q3 2020

Total return	0.89%	↑ from	-0.67%
Capital growth	0.14%	↑ from	-1.48%
Dist. Income return	0.75%	↓ from	0.81%

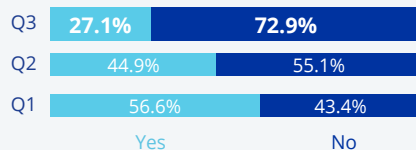


Impact of COVID-19 on Valuations Survey Q3 2020

155 Survey respondents



Material Uncertainty Clause claimed



Valuation uncertainties have eased further in Q3 2020

Material Uncertainty Clause



A significant reduction in the use of material uncertainty clause or the equivalent to 27% of funds, from 45% at the end of Q2



About 59% indicated that the clause was issued for 75% - 100% of their portfolio



The majority of multi sector funds indicated that the clause was applied across all sectors

Q2 23.2%
(Sample of 95)

Q3 5.9%
(Sample of 68)



Redemption freezes of funds have been lifted as less than 6% of the responding open end** funds were suspended.

85.4%

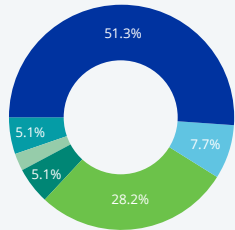
of the funds didn't change dividend distribution policy in response to COVID-19

For rent to be collected for Q3 2020, on average **87%** indicated **75-100%** of the rent was received within deadline. Numbers improved for both funds that collect in arrears and in advance.

(*) 155 respondents for "Impact of COVID-19 on Valuations Survey Q3 2020" (**) Open end funds sample includes multi and single country funds

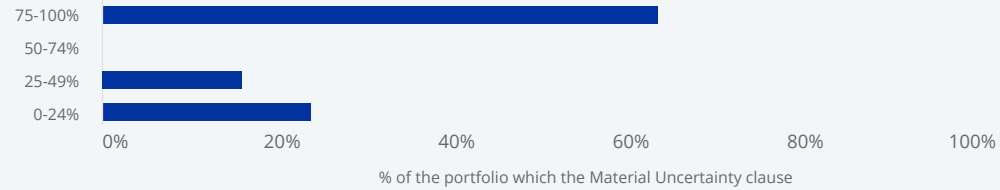
Material Uncertainty clause impact across all sectors

Single sector vs Multi sector funds*

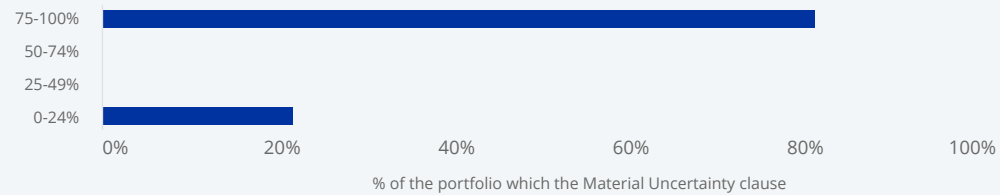


- Multi sector funds
- Office funds
- Retail funds
- Industrial funds
- Residential funds
- Other sectors funds**

Application range in multi sector funds



Application range in single sector funds



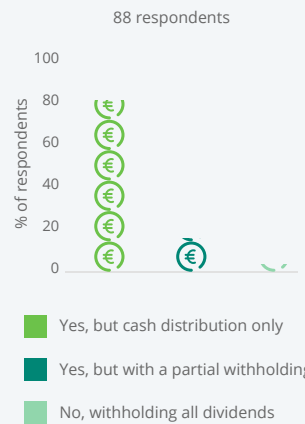
59.0%

of the total respondents (23) indicated that the Material Uncertainty clause impacted over 75% of GAV of properties, for single and multi sector funds

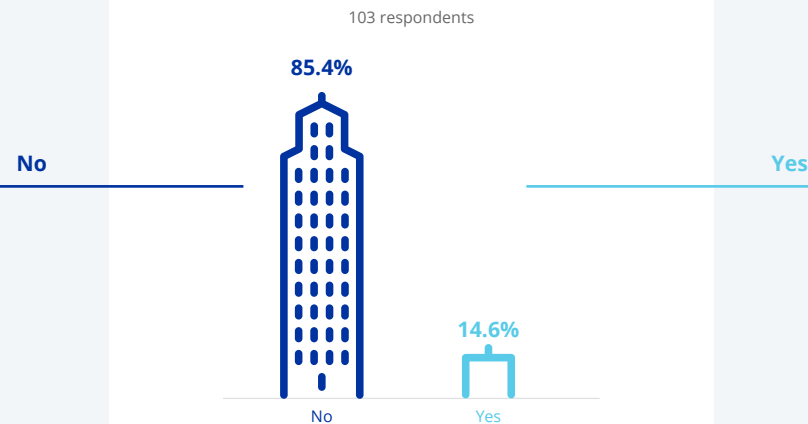
*39 respondents **Other sectors includes Development Residential, Leisure, Hotel and Health Care

COVID-19 didn't affect the dividend distribution policy in the vast majority of cases

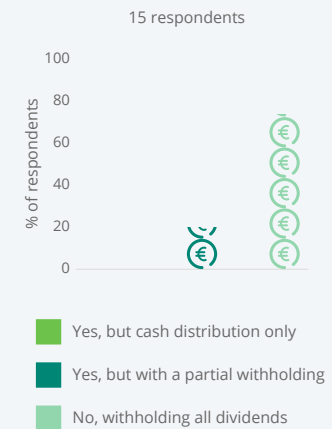
Is the fund still distributing dividends, either cash or shares?



Has the funds dividend distribution policy changed in response to COVID-19?



Is the fund still distributing dividends, either cash or shares?

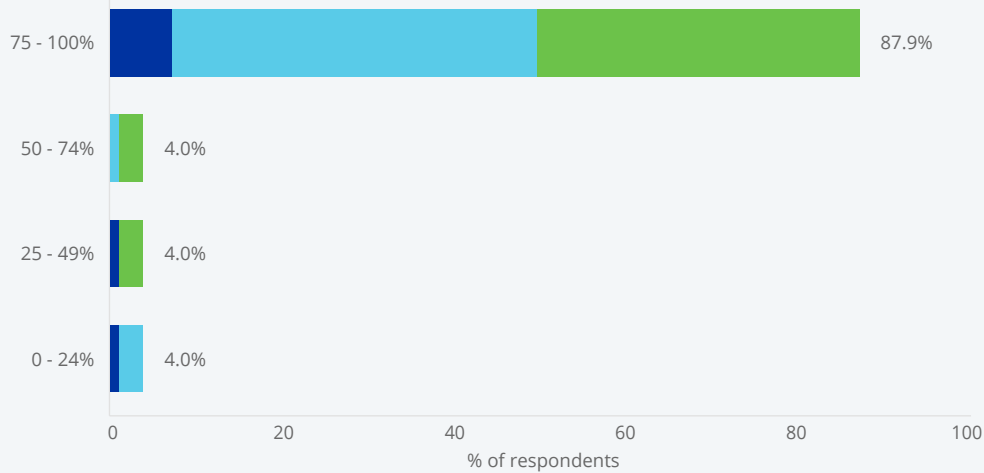


Rent received versus rent expected

■ in arrears ■ 1M in advance ■ 1Q in advance

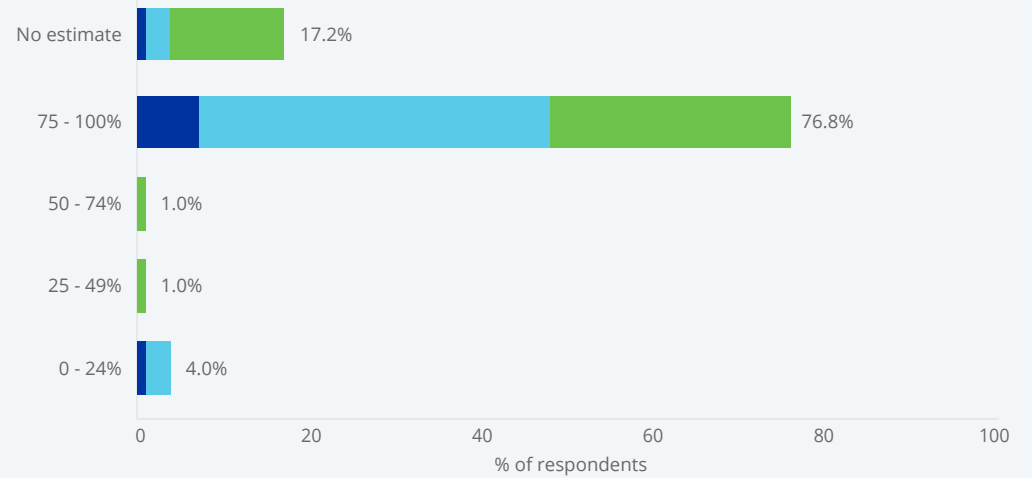
Rent collected in Q3

99 respondents



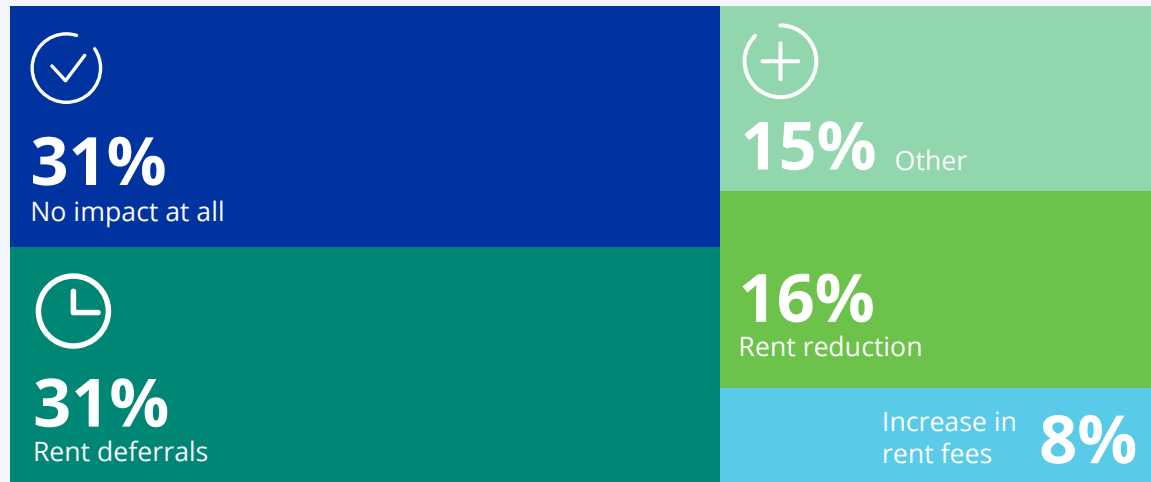
Rent expected in Q4

99 respondents



Has the NOI been impacted in any way?

101 respondents



The answer "Other" allowed to add some comments, some of the funds indicated that:

- Rent frees and rent deferrals in exchange for longer contracts
- Combination of rent deferrals, late payments, rent frees mainly in relation to particular sector tenants
- Significant increase in bad debt provision