

Sentiment and Valuations Survey December 2021

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

Willingness to support tenants starts to decrease amongst landlords

- Very willing to
- Partially willing to
- Willing to
- Not at all willing
- Neutral

Willingness to provide rent relief or abatement



UK sentiment improves on strong performance figures

Intention to increase/decrease weighting to countries/regions



Tailwind for offices while industrial/logistics turns negative

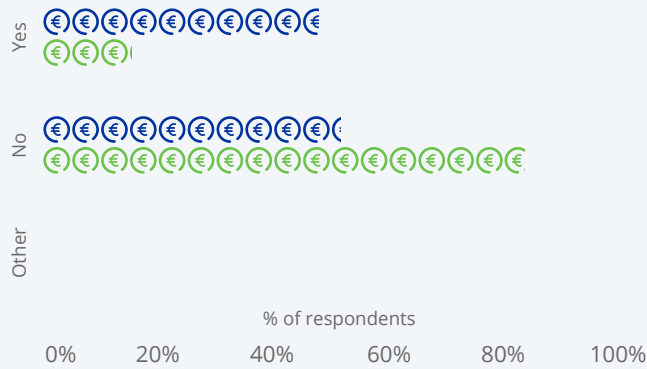
Intention to increase/decrease weighting to sectors



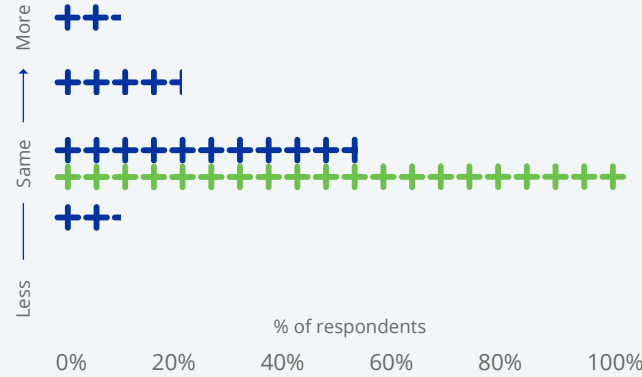
European real estate investment plans

■ DEC 2020 ■ DEC 2021

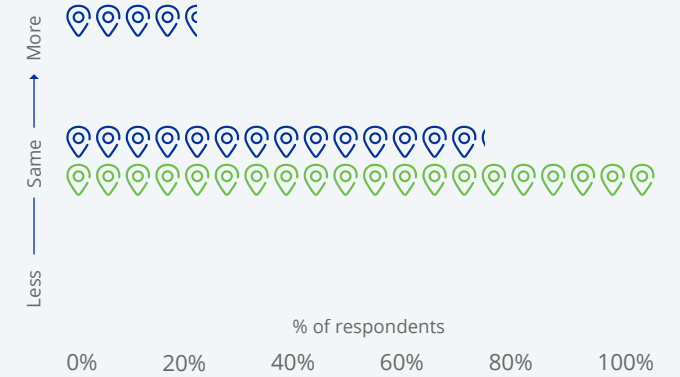
Change in investment plans



Confidence in Europe



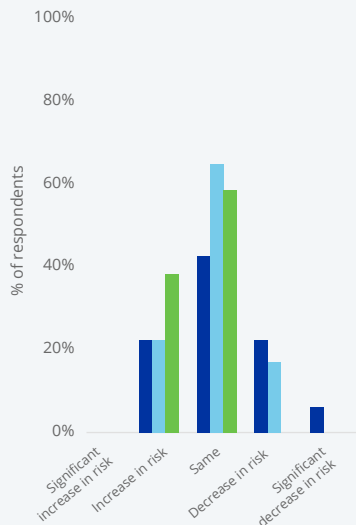
Plans to invest in Europe



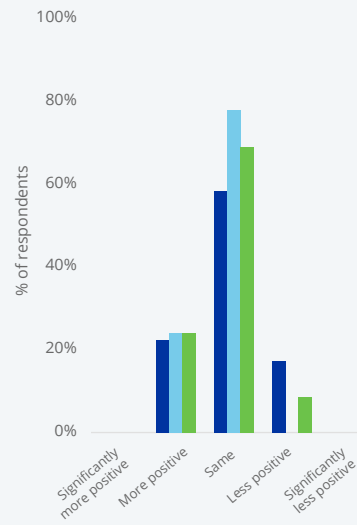
Risk and return expectations

■ DEC 2020 ■ JUN 2021 ■ DEC 2021

Risk Assessment



Views on Real Estate Performance



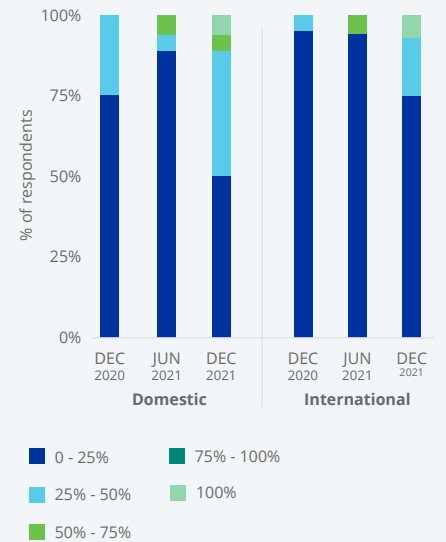
Hybrid working routines increasingly in favour

What percentage of your workforce is currently working from home?



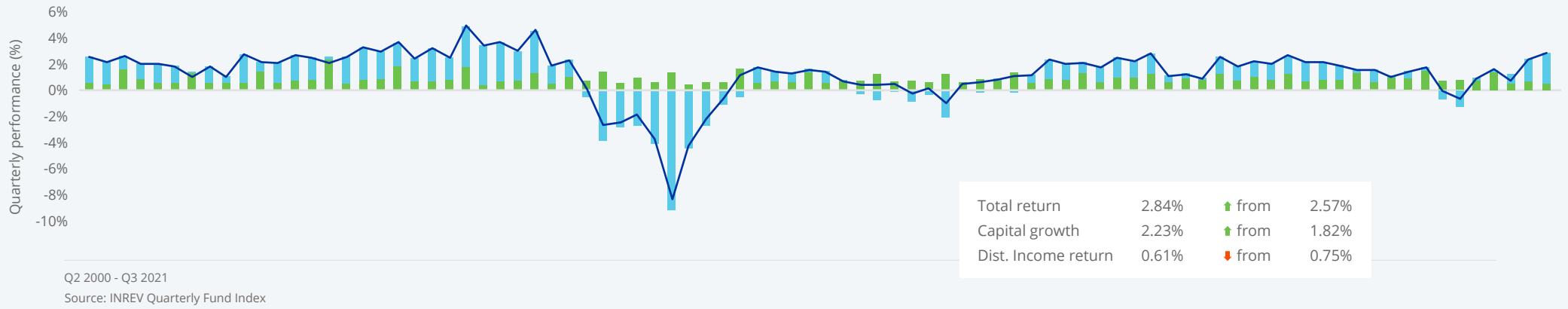
Dec 2021 (16%) saw an increase in working full time from the office compared to June 2021 (4%), however, hybrid working routines (79%) are by far the most favoured choice

Significant increase in travel patterns



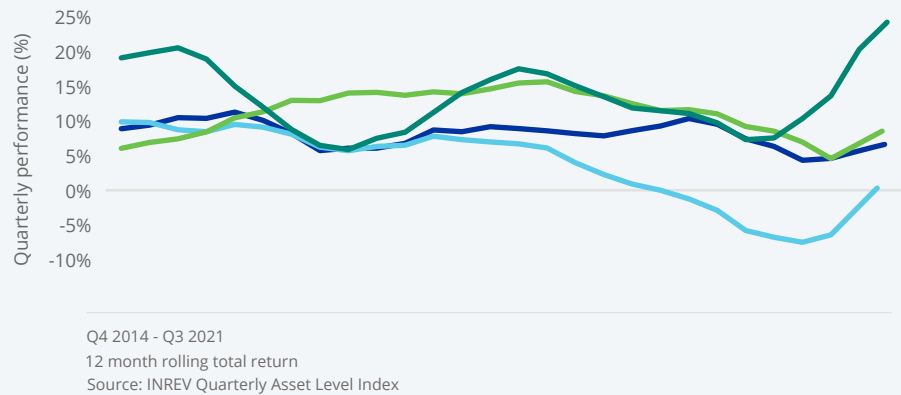
Strong third quarter performance for European real estate

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



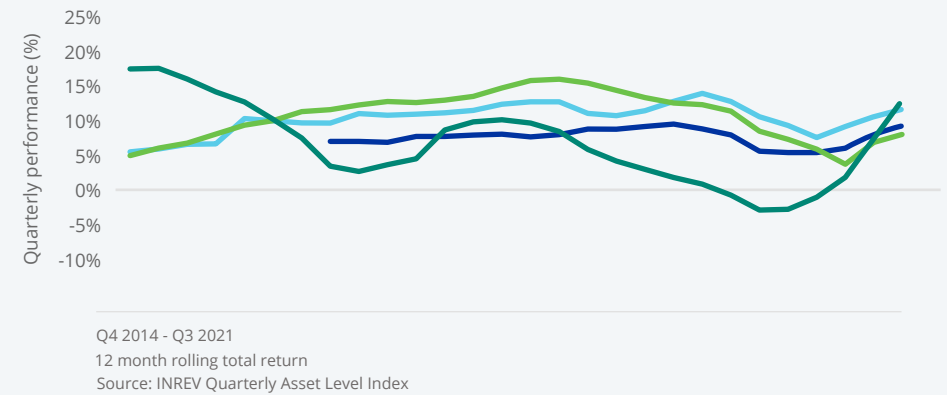
Retail sector turns positive

- Office
- Retail
- Residential
- Industrial/Logistics



Positive momentum for the UK continues

- France
- Germany
- Netherlands
- United Kingdom





Material uncertainty clause applied to around **8.6%** of funds for which respondents (152) completed the question

92%

of respondents (13) indicated that the material uncertainty clause impacted over 75% of GAV of properties, for single and multi sector funds

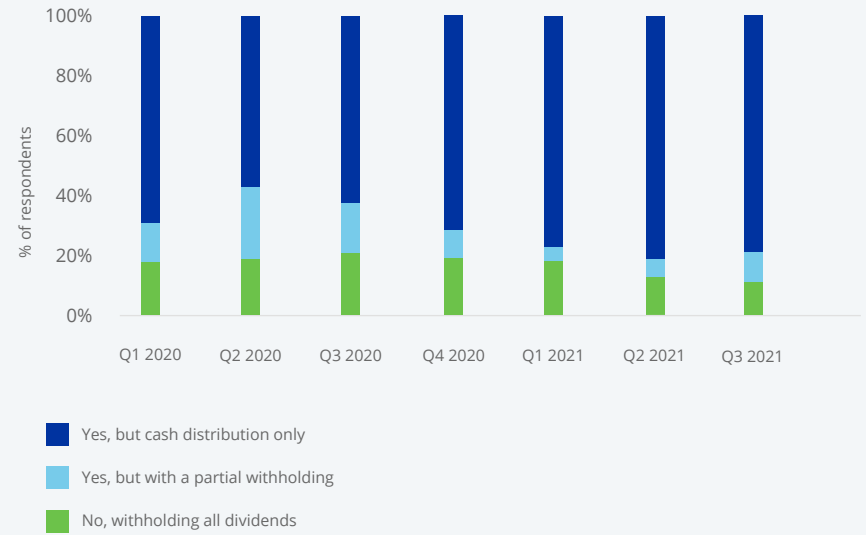
94.4%

of respondents (91) indicated funds did not change their dividend distribution policy



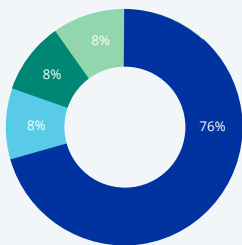
98.5% of respondents (68) indicated no suspended units subscriptions, redemptions or the issuance of a dealing NAV in **Q3 2021**

Normalisation in dividend distribution policies



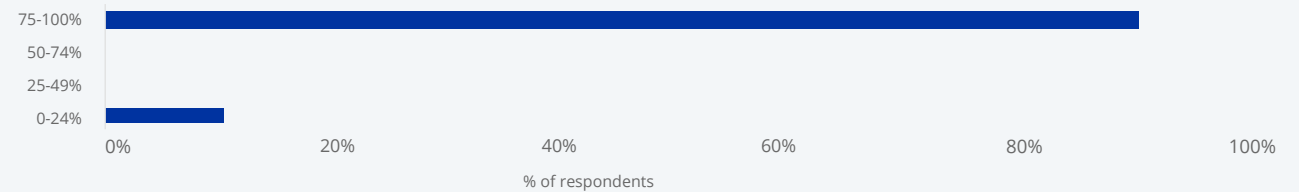
Impact of material uncertainty clause by sector

Single sector vs Multi sector funds

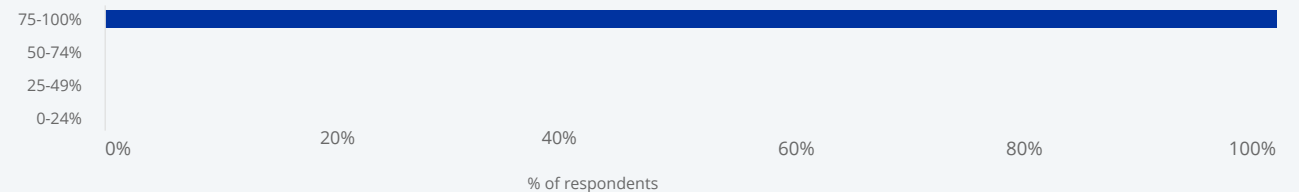


- Multi sector funds
- Office funds
- Retail funds
- Industrial funds
- Residential funds
- Other sectors funds*

Application range in multi sector funds



Application range in single sector funds



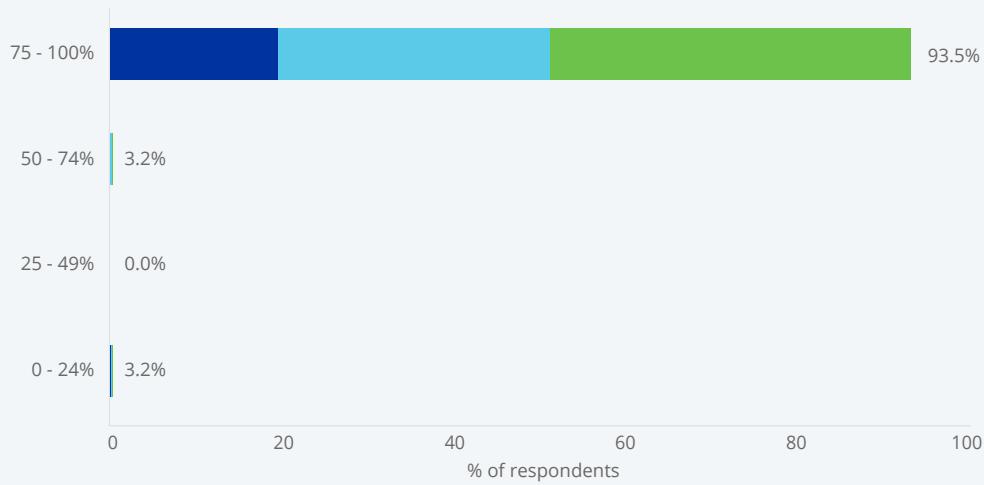
*Other sectors includes Development Residential, Student Housing and Hotel

Rent received versus rent expected

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

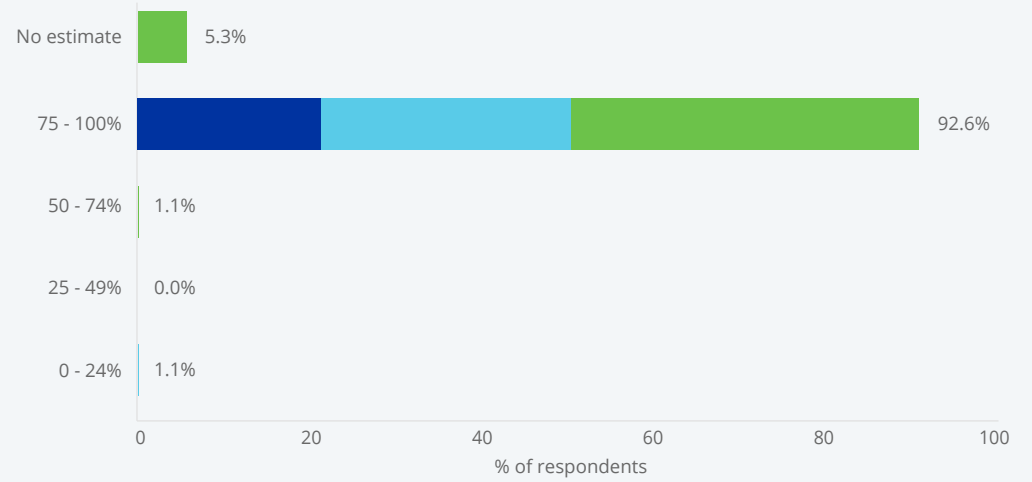
Rent collected in Q3 2021

? respondents



Rent expected in Q4 2021

? respondents



Has the NOI been impacted in any way?

95 respondents

