

Sentiment and Valuations Survey September 2022

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

Willingness to provide rent relief or abatement

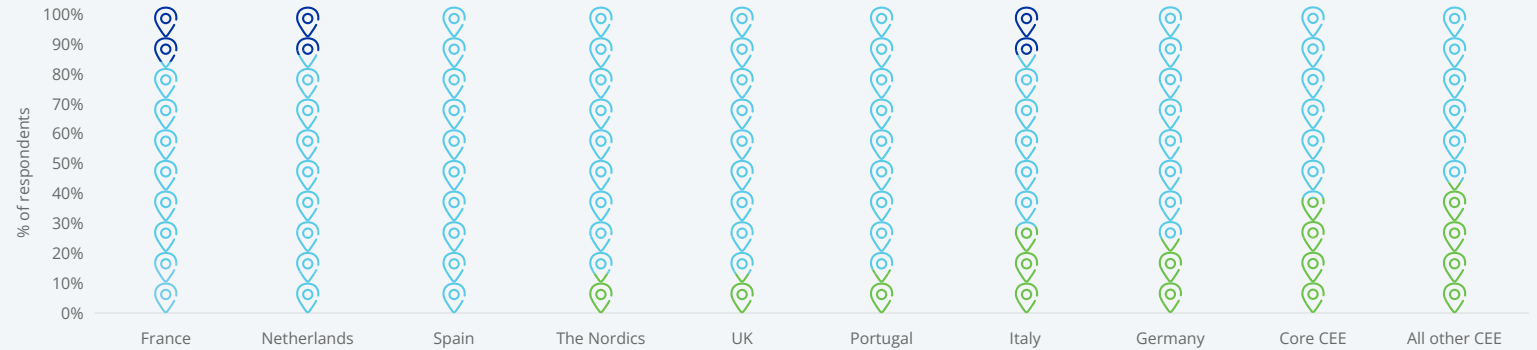
- Willing to
- Neutral
- Not willing to



Sentiment towards CEE deteriorates further

Intention to increase/decrease weighting to countries/regions

- Increase
- No change
- Decrease



Living segment favoured while offices and retail lag behind

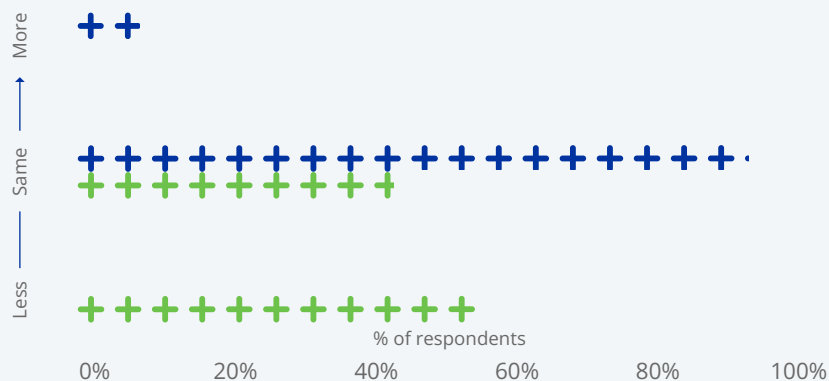
Intention to increase/decrease weighting to sectors

- Increase
- No change
- Decrease

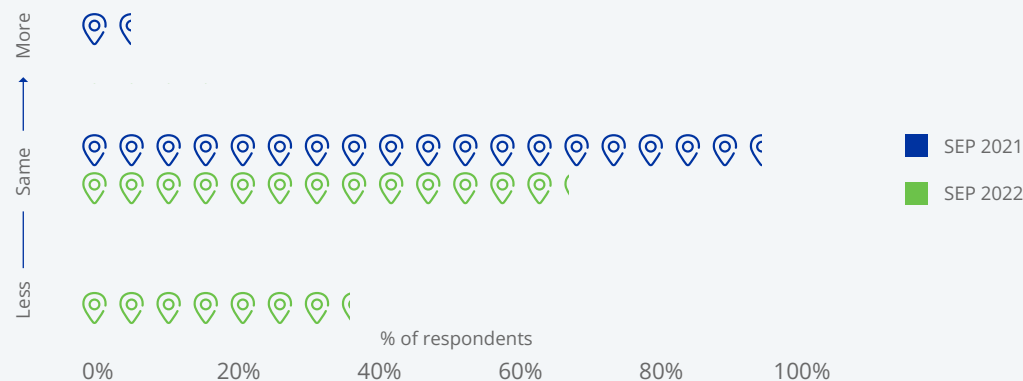


European real estate investment plans

Confidence in Europe



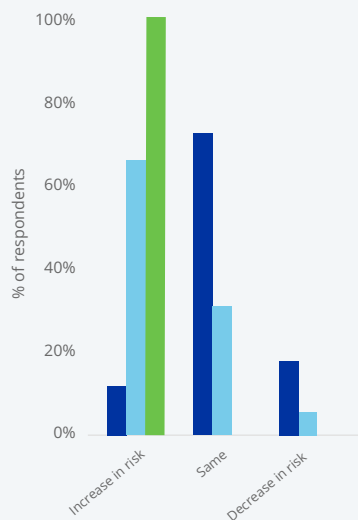
Plans to invest in Europe



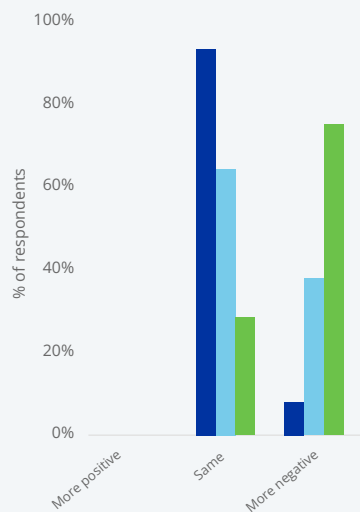
Risk and return expectations

■ SEP 2021 ■ MAR 2022 ■ SEP 2022

Risk Assessment



Views on Real Estate Performance



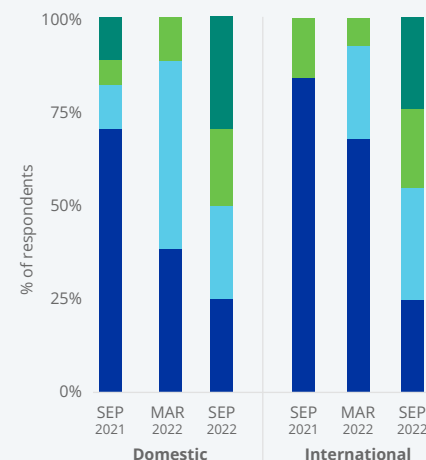
Highest share 'Full time office' since May 2020

What percentage of your workforce is currently working from home?



September 2022 (25%) saw the **highest share of working full time from the office** since May 2020 (9%).

Further increase in business travel



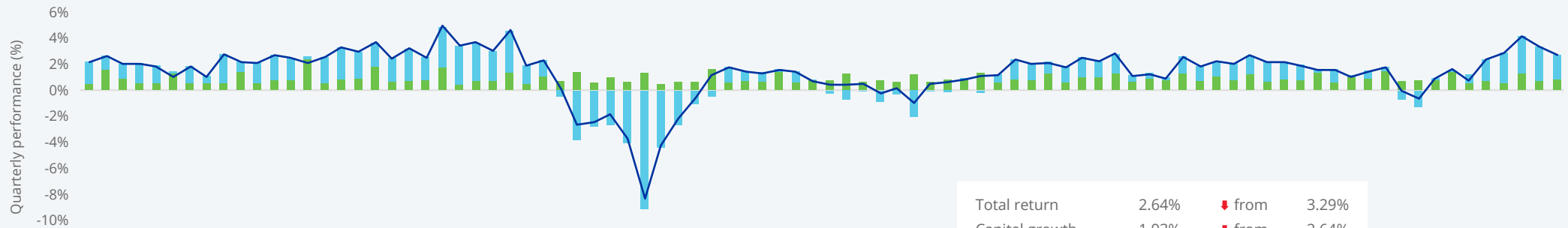
■ 0 - 25% ■ 75% - 100%

■ 25% - 50% ■ 100%

■ 50% - 75%

Mounting risks put pressure on European real estate performance

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

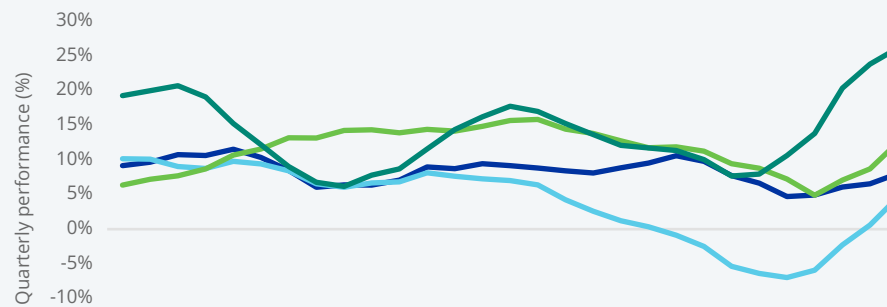


Total return	2.64%	↓ from	3.29%
Capital growth	1.93%	↓ from	2.64%
Dist. Income return	0.71%	↓ from	0.65%

Q3 2000 - Q2 2022
Source: INREV Quarterly Fund Index

Retail performance overtakes offices

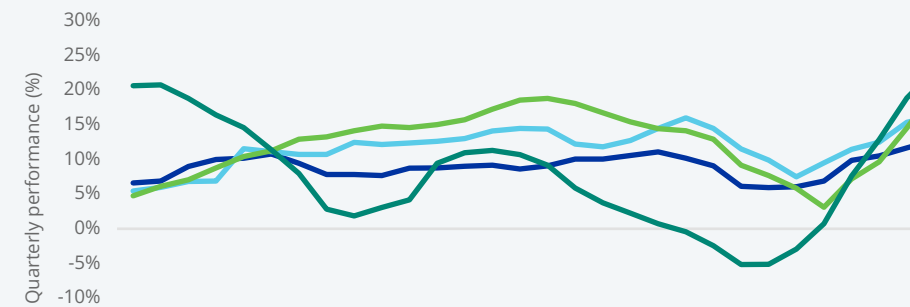
- Office
- Retail
- Residential
- Industrial/Logistics



Q4 2014 - Q2 2022
12 month rolling total return
Source: INREV Quarterly Asset Level Index

The UK continues to deliver strong performance

- France
- Germany
- Netherlands
- United Kingdom



Q4 2014 - Q2 2022
12 month rolling total return
Source: INREV Quarterly Asset Level Index



Material uncertainty clause applied to around **96.2%** of funds for which respondents (132) completed the question

80%

of respondents (5) indicated that the material uncertainty clause impacted over 75% of GAV of properties, for single and multi sector funds

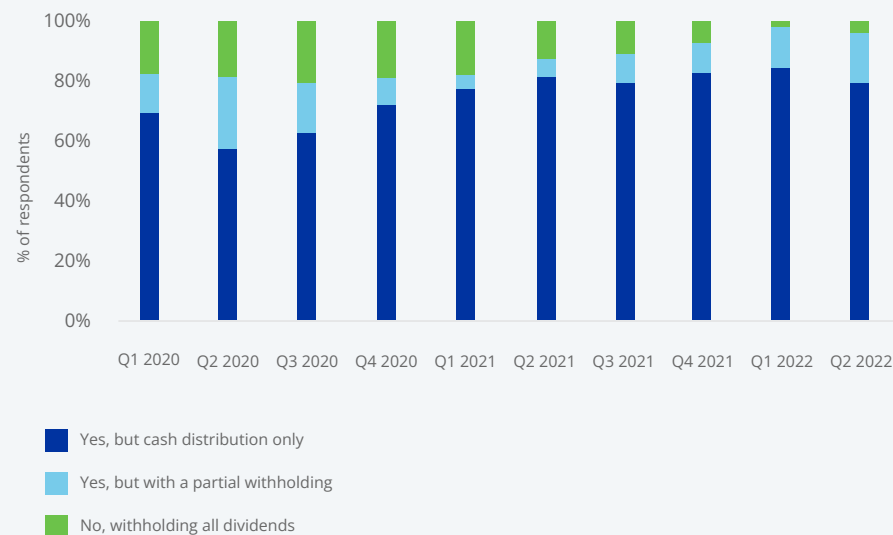
92.5%

of respondents (67) indicated funds did not change their dividend distribution policy



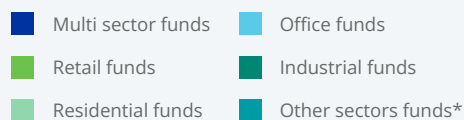
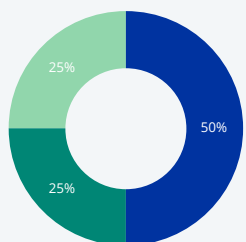
100% of respondents (50) indicated no suspended units subscriptions, redemptions or the issuance of a dealing NAV in **Q2 2022**

Fund dividend distribution policies

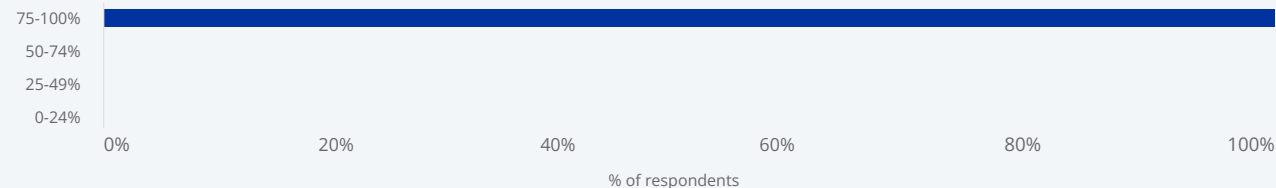


Impact of material uncertainty clause by sector

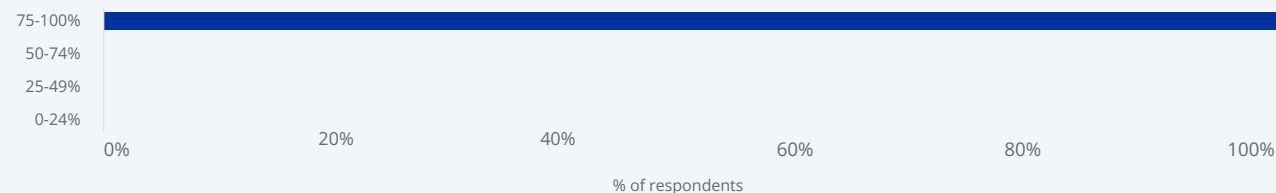
Single sector vs Multi sector funds



Application range in multi sector funds



Application range in single sector funds



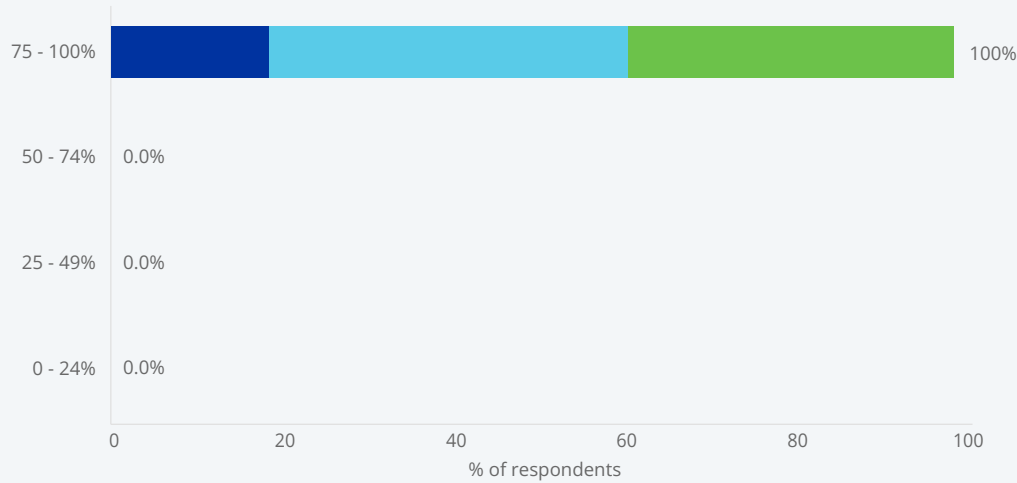
*Other sectors includes Development Residential, Student Housing and Hotel

Rent received versus rent expected

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

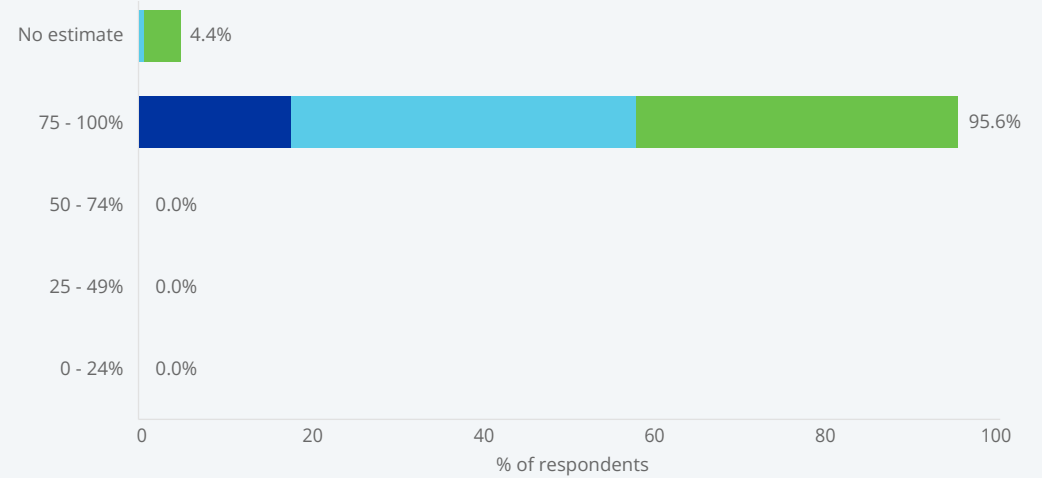
Rent collected in Q2 2022

93 respondents



Rent expected in Q3 2022

95 respondents



Has the NOI been impacted in any way?

90 respondents

