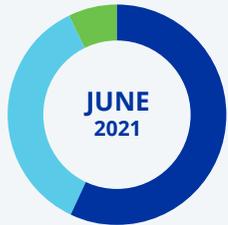


# Sentiment and Valuations Survey June 2022

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 on the back of geopolitical tensions

### Intention to increase/decrease weighting to countries/regions

- Increase
- No change
- Decrease



## Intentions to decrease weighting towards industrial/logistics and offices

### Intention to increase/decrease weighting to sectors

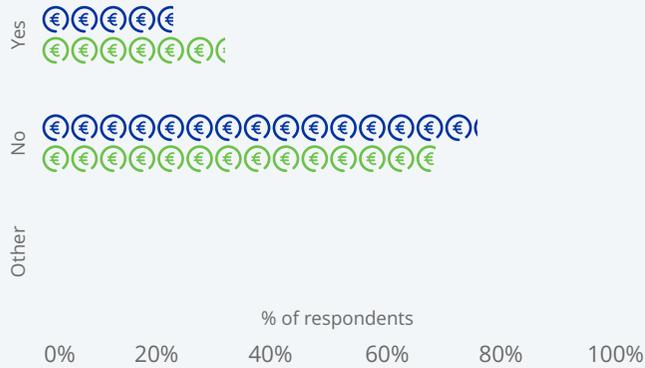
- Increase
- No change
- Decrease



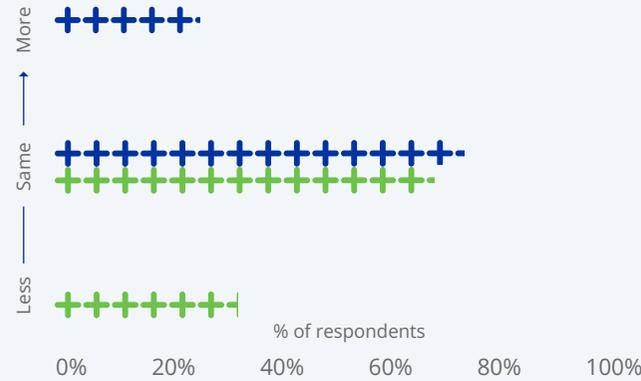
# European real estate investment plans

■ JUNE 2021 ■ JUNE 2022

## Change in investment plans



## Confidence in Europe



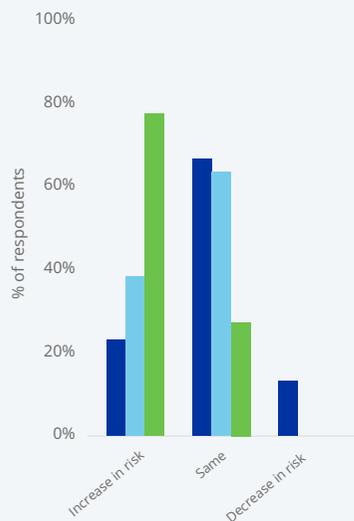
## Plans to invest in Europe



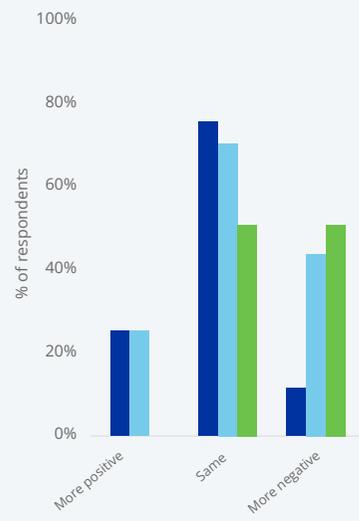
# Risk and return expectations

■ JUNE 2021 ■ DEC 2021 ■ JUNE 2022

## Risk Assessment



## Views on Real Estate Performance



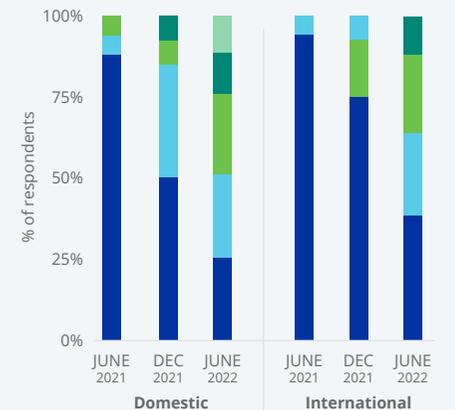
# Hybrid working still the most favored policy

What percentage of your workforce is currently working from home?



June 2022 (17%) saw the **highest percentage of working full time from the office** since the start of the time series in May 2020 (0%), but **hybrid working remains the most favored policy (76%)**.

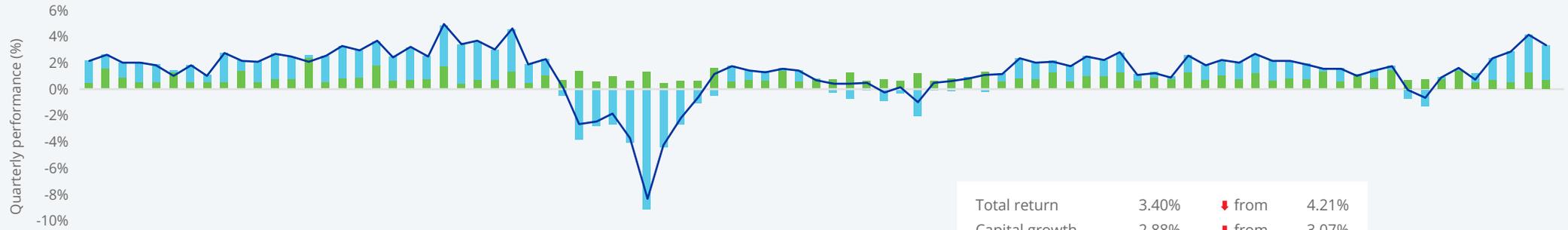
# Uptick in domestic and international travel patterns



Legend for Domestic/International: 0 - 25% (Dark Blue), 25% - 50% (Light Blue), 50% - 75% (Green), 75% - 100% (Dark Green), 100% (Light Green)

## Strong start to the year for European real estate

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

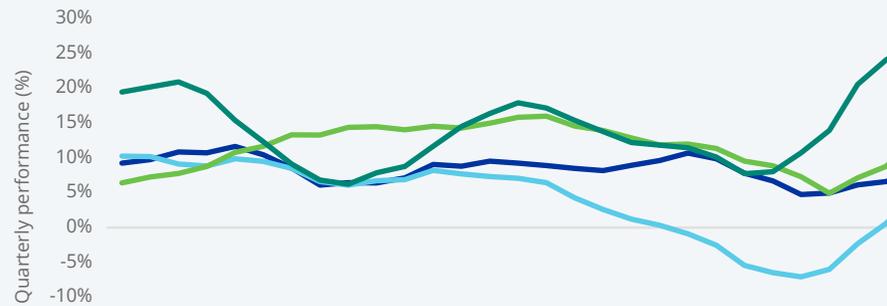


Total return	3.40%	↓ from	4.21%
Capital growth	2.88%	↓ from	3.07%
Dist. Income return	0.52%	↓ from	1.14%

Q3 2000 - Q1 2022  
Source: INREV Quarterly Fund Index

## Logistics assets continue solid performance

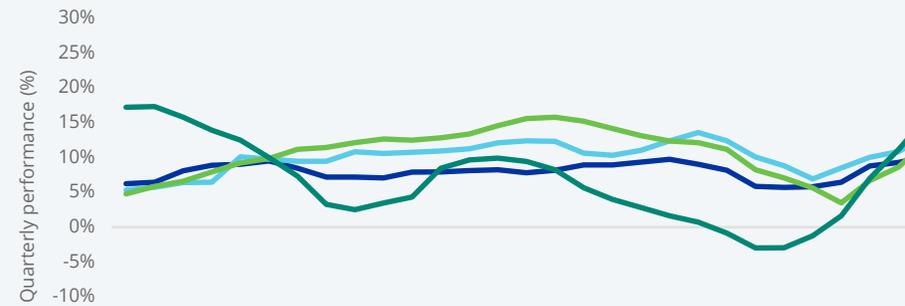
- Office
- Retail
- Residential
- Industrial/Logistics



Q4 2014 - Q1 2022  
12 month rolling total return  
Source: INREV Quarterly Asset Level Index

## Positive momentum for the UK persists

- France
- Germany
- Netherlands
- United Kingdom



Q4 2014 - Q1 2022  
12 month rolling total return  
Source: INREV Quarterly Asset Level Index



Material uncertainty clause applied to around **95.3%** of funds for which respondents (128) completed the question

**100%**

of respondents (6) indicated that the material uncertainty clause impacted over 75% of GAV of properties, for single and multi sector funds

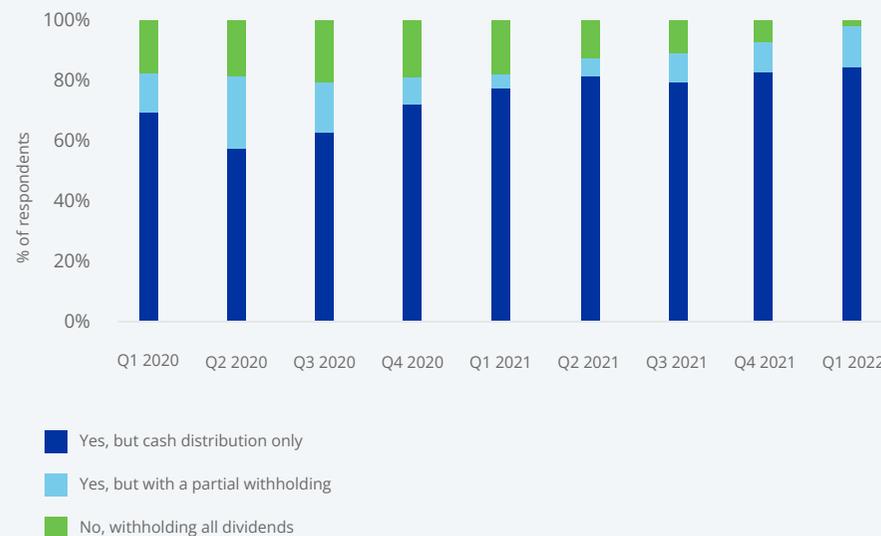
**90.5%**

of respondents (74) indicated funds did not change their dividend distribution policy



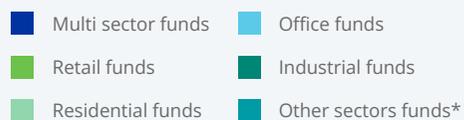
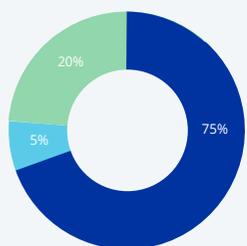
**100%** of respondents (59) indicated no suspended units subscriptions, redemptions or the issuance of a dealing NAV in **Q1 2022**

## Normalisation in dividend distribution policies

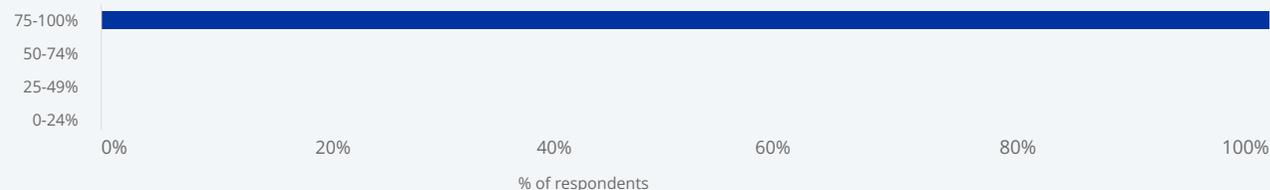


## Impact of material uncertainty clause by sector

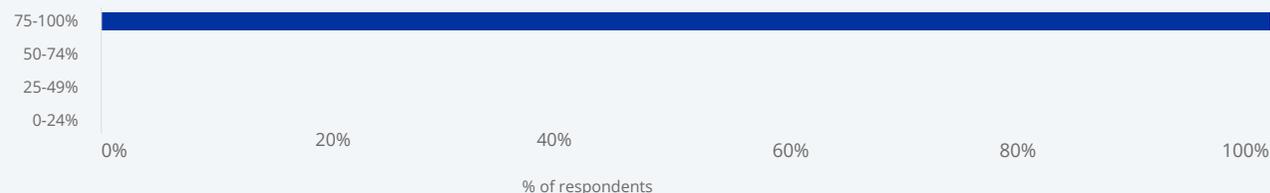
### Single sector vs Multi sector funds



### Application range in multi sector funds



### Application range in single sector funds



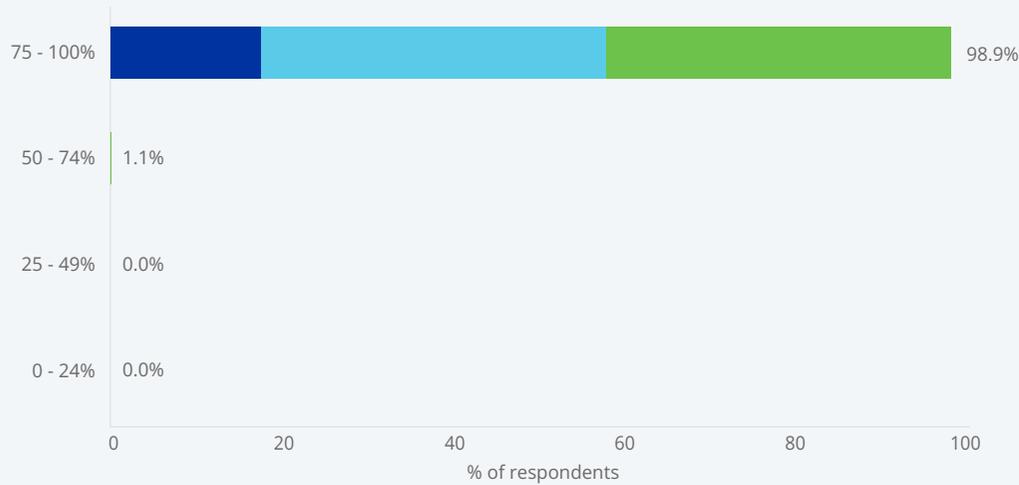
\*Other sectors includes Development Residential, Student Housing and Hotel

## Rent received versus rent expected

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

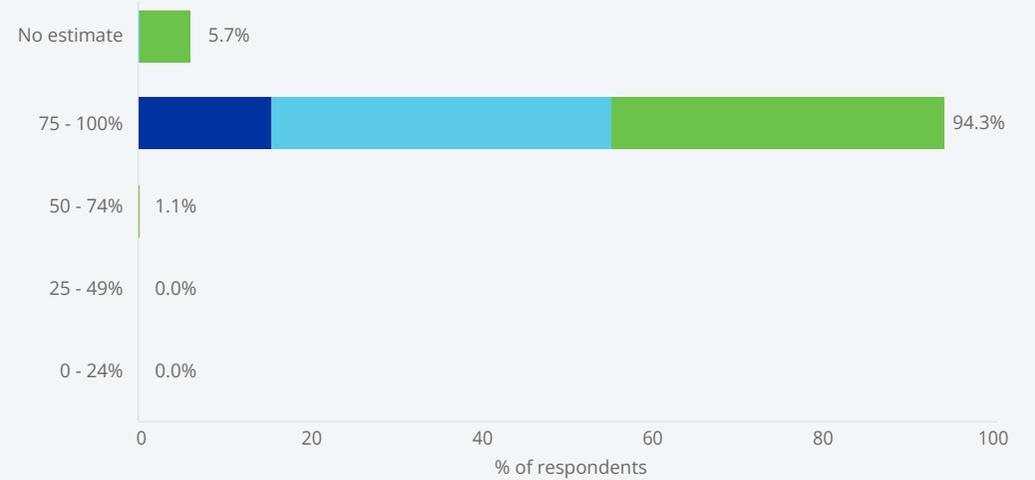
### Rent collected in Q1 2022

? respondents



### Rent expected in Q2 2022

? respondents



## Has the NOI been impacted in any way?

87 respondents

