Landlords become more neutral in their willingness to support tenants

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

Willingness to provide rent relief or abatement

**Sentiment towards UK ambivalent**

Intention to increase/decrease weighting to countries/regions

- Increase
- No change
- Decrease

**Headwind for office and retail sector**

Intention to increase/decrease weighting to sectors

- Increase
- No change
- Decrease
European real estate investments plans largely unchanged

Change in investment plans

Confidence in Europe

Plans to invest in Europe

Risk and return expectations

Risk Assessment

Views on Real Estate Performance

Hybrid working routines remain popular choice

What percentage of your workforce is currently working from home?

Uptick in domestic and international travel

Sep 2021 (14%) saw an increase in working full time from the office compared to March 2021 (3%), however, hybrid working routines (35%) continue to be the most popular choice.
Strongest quarter for European real estate since COVID-19

<table>
<thead>
<tr>
<th></th>
<th>Total Return (%)</th>
<th>Capital Growth (%)</th>
<th>Distributed Income Return (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2000 - Q2 2021</td>
<td>2.57%</td>
<td>1.82%</td>
<td>0.75%</td>
</tr>
<tr>
<td>Q2 2020 - Q2 2021</td>
<td>1.19%</td>
<td>0.72%</td>
<td>0.48%</td>
</tr>
</tbody>
</table>

Source: INREV Quarterly Fund Index

Industrial/logistics sector remains ahead

<table>
<thead>
<tr>
<th></th>
<th>Office</th>
<th>Retail</th>
<th>Residential</th>
<th>Industrial/Logistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 2014 - Q2 2021</td>
<td>25%</td>
<td>20%</td>
<td>15%</td>
<td>10%</td>
</tr>
<tr>
<td></td>
<td>5%</td>
<td>0%</td>
<td>-5%</td>
<td>-10%</td>
</tr>
</tbody>
</table>

Source: INREV Quarterly Asset Level Index

The UK continuing its upward trajectory

<table>
<thead>
<tr>
<th></th>
<th>France</th>
<th>Germany</th>
<th>Netherlands</th>
<th>United Kingdom</th>
</tr>
</thead>
<tbody>
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<td></td>
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<td>0%</td>
<td>-5%</td>
<td>-10%</td>
</tr>
</tbody>
</table>

Source: INREV Quarterly Asset Level Index
80% of the total respondents (25) indicated that the Material Uncertainty clause impacted over 75% of GAV of properties, for single and multi sector funds.

100% of respondents indicated no suspended units subscriptions, redemptions or the issuance of a dealing NAV in Q2 2021.

Nearly 94.2% of the funds didn't change dividend distribution policy in response to COVID-19.

Material Uncertainty Clause

Material uncertainty clause applied to around 14.7% of funds that completed the additional questions*

Normalisation in dividend distribution policies

Material Uncertainty clause impact across nearly all sectors

<table>
<thead>
<tr>
<th>Single sector vs Multi sector funds*</th>
<th>Application range in multi sector funds</th>
<th>Application range in single sector funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>75-100%</td>
<td>0% - 20%</td>
<td>0% - 20%</td>
</tr>
<tr>
<td>50-74%</td>
<td>20% - 40%</td>
<td>40% - 60%</td>
</tr>
<tr>
<td>25-49%</td>
<td>40% - 60%</td>
<td>60% - 80%</td>
</tr>
<tr>
<td>0-24%</td>
<td>60% - 80%</td>
<td>80% - 100%</td>
</tr>
</tbody>
</table>

% of respondents

*25 respondents  **Other sectors includes Development Residential, Student Housing and Hotel
Rent received versus rent expected

Rent collected in Q2 2021
117 respondents

- 75 - 100%: 93.2%
- 50 - 74%: 5.1%
- 25 - 49%: 0.0%
- 0 - 24%: 1.7%

Rent expected in Q3 2021
117 respondents

- No estimate: 9.6%
- 75 - 100%: 88.6%
- 50 - 74%: 1.8%
- 25 - 49%: 0.0%
- 0 - 24%: 0.0%

Has the NOI been impacted in any way?

- 21% Rent deferrals
- 15% Rent reduction
- 56% No impact at all
- 3% Increase in rent fees
- 5% Other

Rent received vs rent expected by sector

- SEP 2020
- MAR 2021
- SEP 2021

Sentiment and Valuations Survey September 2021

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