Sentiment and Valuations Survey December 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**

### UK sentiment ambivalent on the back of economic and political turmoil

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

- **France**: Increase 13%  Decrease 30%  Net 13%
- **Italy**: Increase 13%  Decrease 20%  Net 13%
- **UK**: Increase 30%  Decrease 14%  Net 16%
- **Netherlands**: Increase 16%  Decrease 14%  Neutral 20%
- **Spain**: Increase 22%  Decrease 22%  Net 0%
- **Portugal**: Increase 22%  Decrease 25%  Net 25%
- **Core CEE**: Increase 25%  Decrease 25%  Net 0%
- **All other CEE**: Increase 25%  Decrease 25%  Net 0%
- **Germany**: Increase 25%  Decrease 25%  Net 0%
- **The Nordics**: Increase 25%  Decrease 25%  Net 0%

### Living sectors remain resilient in times of economic instability

#### Intention to increase/decrease weighting to sectors

- **Hotel/leisure**: Increase 22%  Decrease 10%  Neutral 30%
- **Student housing**: Increase 30%  Decrease 10%  Net 10%
- **Senior living/aged care**: Increase 30%  Decrease 10%  Neutral 10%
- **Residential**: Increase 13%  Decrease 13%  Neutral 13%
- **Retail**: Increase 11%  Decrease 14%  Neutral 27%
- **Industrial/logistics**: Increase 9%  Decrease 14%  Neutral 27%
- **Office**: Increase 9%  Decrease 27%  Neutral 27%

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Real estate performance turns negative amid further deterioration in the economic outlook

Total Return (%)  | Capital Growth (%)  | Distributed Income Return (%)
---|---|---
-1.59% | -2.34% | 0.75%

Source: INREV Quarterly Fund Index

Industrial/logistics assets display largest relative correction in performance

Office  | Retail  | Residential  | Industrial/Logistics
---|---|---|---
30% | 25% | 20% | 15%

Source: INREV Quarterly Asset Level Index

UK real estate performance correction more pronounced

France  | Germany  | Netherlands  | United Kingdom
---|---|---|---
-1.59% from 2.64% | -2.34% from 1.93% | 0.75% from 0.71%

Source: INREV Quarterly Asset Level Index
Fund dividend distribution policies

- Yes, but cash distribution only
- Yes, but with a partial withholding
- No, withholding all dividends

Rent received versus rent expected

Rent collected in Q2 2022
- 75 - 100%: 100%
- 50 - 74%: 0%
- 25 - 49%: 0%
- 0 - 24%: 0%

Rent expected in Q3 2022
- No estimate: 4.4%
- 75 - 100%: 95.6%