Sentiment turns positive for the Nordics, France and the Netherlands

Net intentions to increase allocations by geography

The office sector faces persistent headwinds for eight consecutive quarters

Net intentions to increase allocations by sector
European real estate investment plans

Confidence in Europe

- Deteriorated
- No change
- Improved

Plans to invest in Europe

- More
- Same
- Less

Risk and return expectations for European real estate

Net assessment of investment risk

Net view on performance

Increase

Decrease

Sentiment and Valuations Survey March 2024
European non-listed real estate performance

Distributed Income Return (%)
Capital Growth (%)
Total Return (%)
Average Gearing (% of GAV)
10%
8%
6%
4%
2%
0%
-2%
-4%
-6%
-8%
-10%
40%
30%
20%
10%
0%
-10%
-20%
-30%
-40%

Quarterly performance (%)

Retail assets display positive 12-months rolling return

V-shaped recovery for the UK, albeit 12-month rolling return is still negative

Total return -1.70%  from -0.72%
Capital growth -2.83%  from -1.35%
Dist. Income return 1.13%  from 0.63%

Source: INREV Quarterly Fund Index

Source: INREV Quarterly Asset Level Index

Retail assets display positive 12-months rolling return

- Office
- Retail
- Residential
- Industrial/Logistics

V-shaped recovery for the UK, albeit 12-month rolling return is still negative

- France
- Germany
- Netherlands
- United Kingdom

Source: INREV Quarterly Asset Level Index

Q4 2023 - Q4 2023

Source: INREV Quarterly Fund Index

Source: INREV Quarterly Asset Level Index

+31 (0)20 235 8600 | research@inrev.org | www.inrev.org/research

Sentiment and Valuations Survey March 2024
**Fund dividend distribution policies**

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

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>100%</td>
<td>80%</td>
<td>60%</td>
<td>40%</td>
</tr>
<tr>
<td>Q2</td>
<td>80%</td>
<td>60%</td>
<td>40%</td>
<td>20%</td>
</tr>
<tr>
<td>Q3</td>
<td>60%</td>
<td>40%</td>
<td>20%</td>
<td>0%</td>
</tr>
<tr>
<td>Q4</td>
<td>40%</td>
<td>20%</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

**Rent received versus rent expected**

**Rent collected in Q3 2023**
- 63 respondents

<table>
<thead>
<tr>
<th>Range</th>
<th>% of respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>75 - 100%</td>
<td>98.3%</td>
</tr>
<tr>
<td>50 - 74%</td>
<td>1.7%</td>
</tr>
<tr>
<td>25 - 49%</td>
<td>0.0%</td>
</tr>
<tr>
<td>0 - 24%</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

**Rent expected in Q4 2023**
- 62 respondents

<table>
<thead>
<tr>
<th>Range</th>
<th>% of respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>75 - 100%</td>
<td>96.6%</td>
</tr>
<tr>
<td>50 - 74%</td>
<td>0.0%</td>
</tr>
<tr>
<td>25 - 49%</td>
<td>0.0%</td>
</tr>
<tr>
<td>0 - 24%</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

**Sentiment and Valuations Survey March 2024**

+31 (0)20 235 8600 | research@inrev.org | www.inrev.org/research