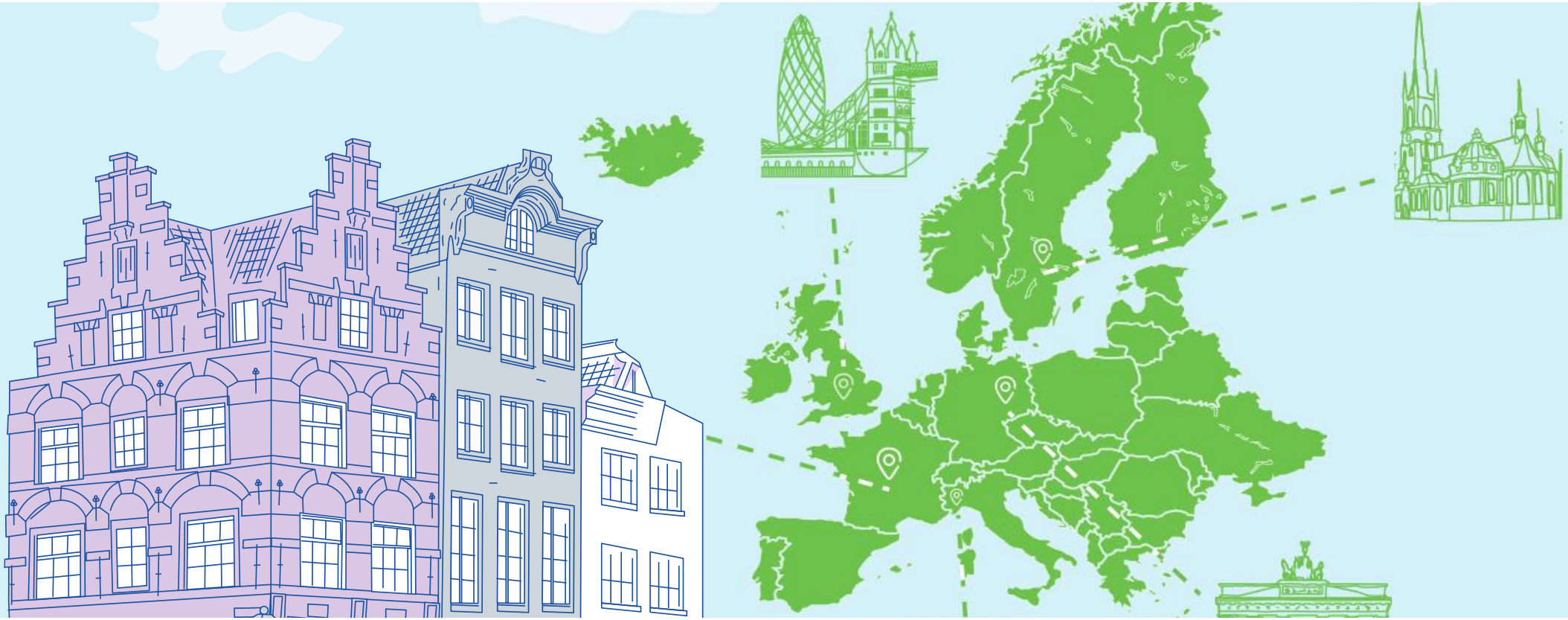
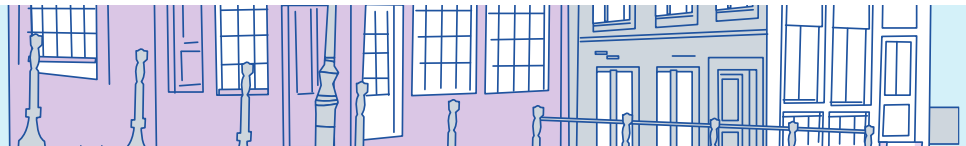
FROM EUROPE TO THE NETHERLANDS: ALIGNING HOUSING POLICY AND INVESTMENT



IVBN Vastgoed Seminar
4 November 2026, Amsterdam

Casper Hesp, CEO INREV
INREV



The Dutch market appears stable, which is attractive





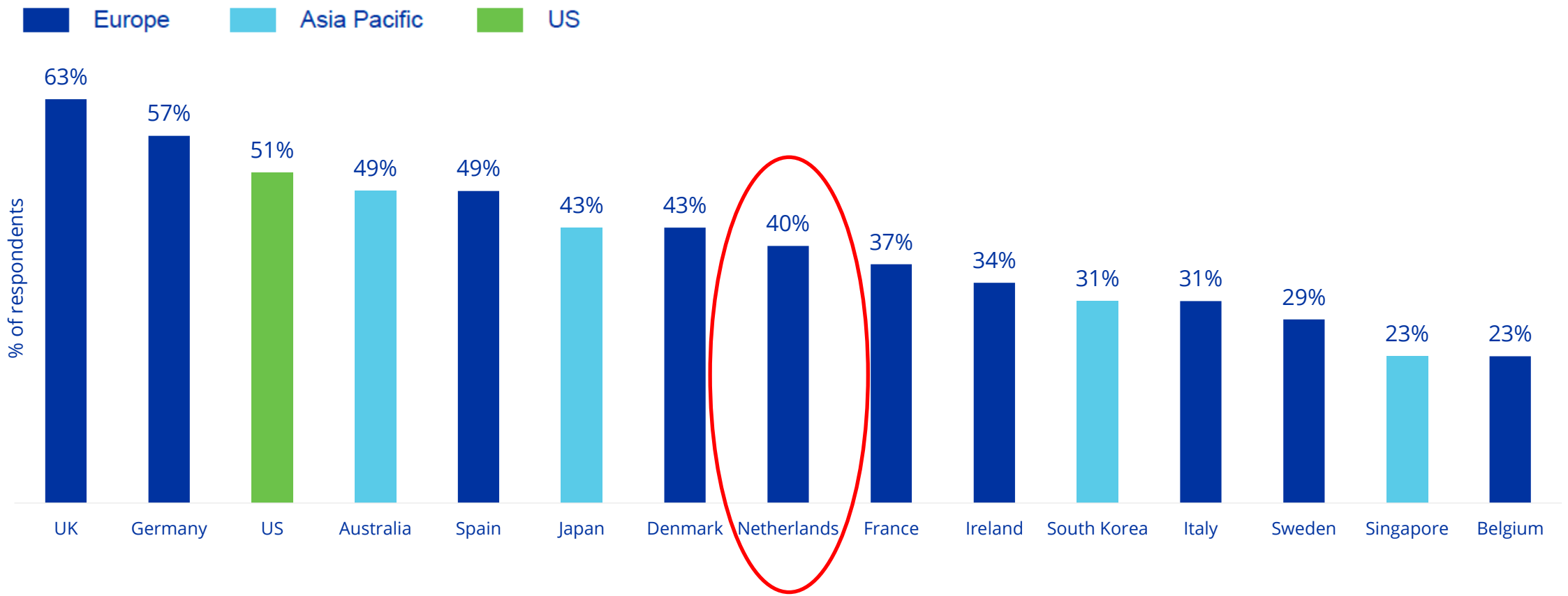






For a small country, the Netherlands is relatively high on the radar of investors

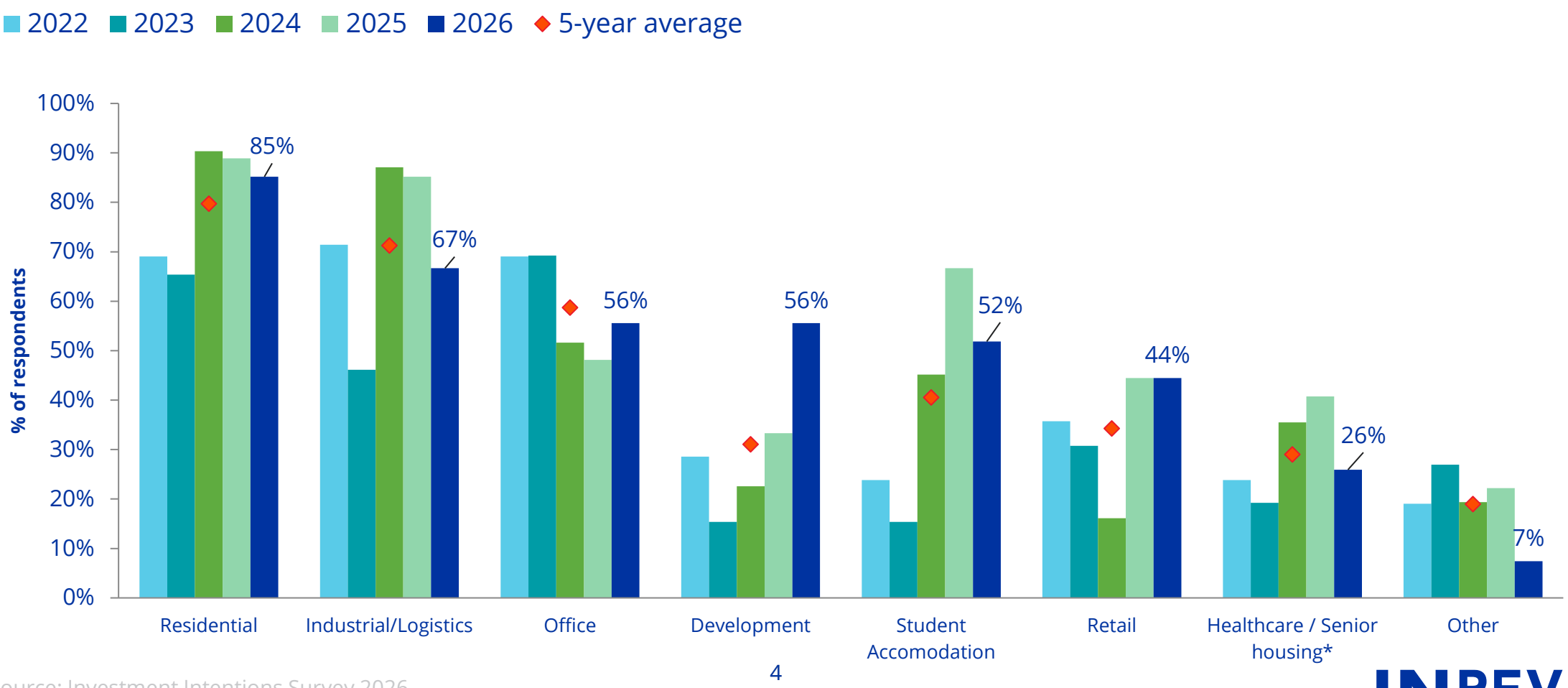
Top 15 preferred global destinations



Source: Investment Intentions Survey 2026

Residential investment most preferred

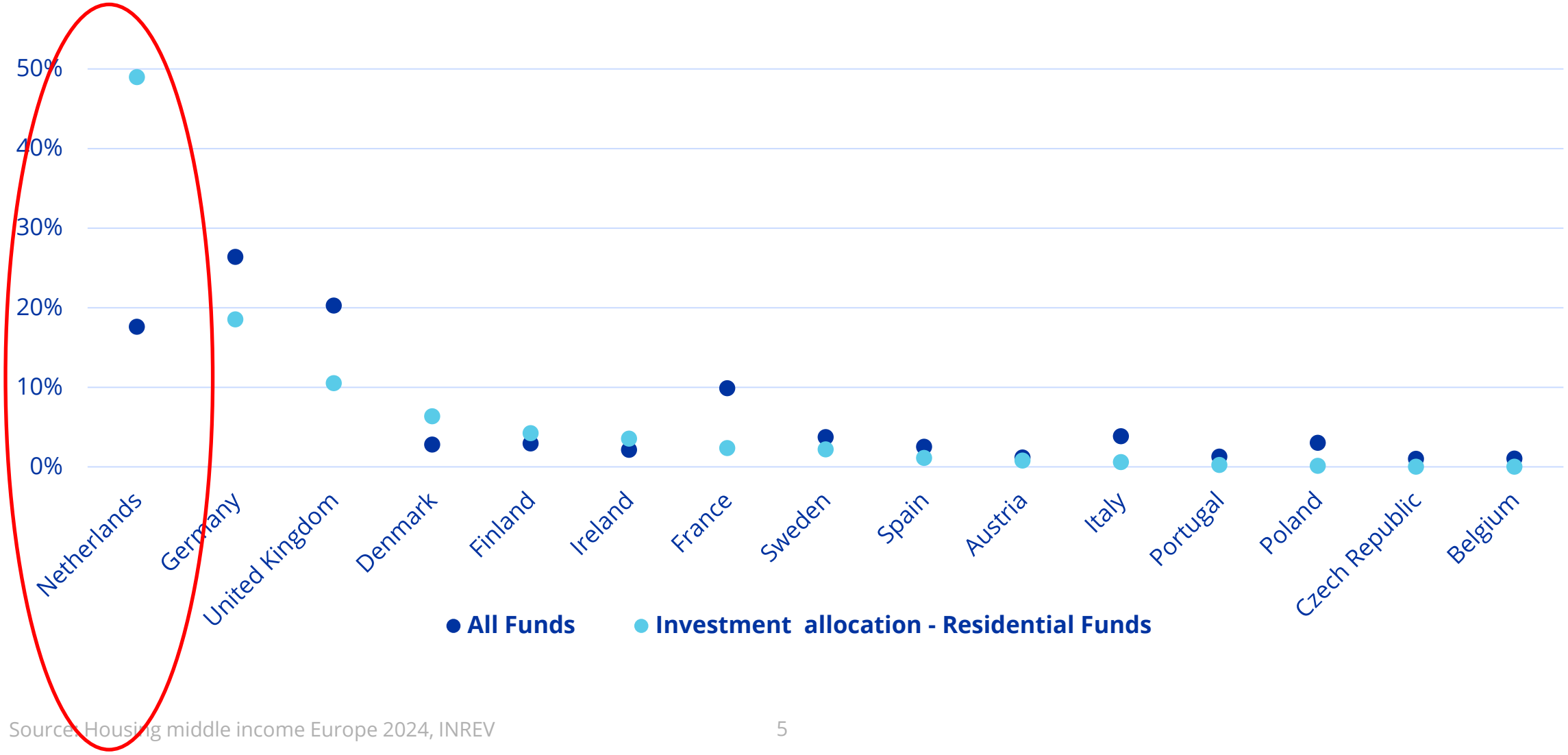
Europe's preferred sectors over time



Source: Investment Intentions Survey 2026

The Netherlands has a relatively large residential market

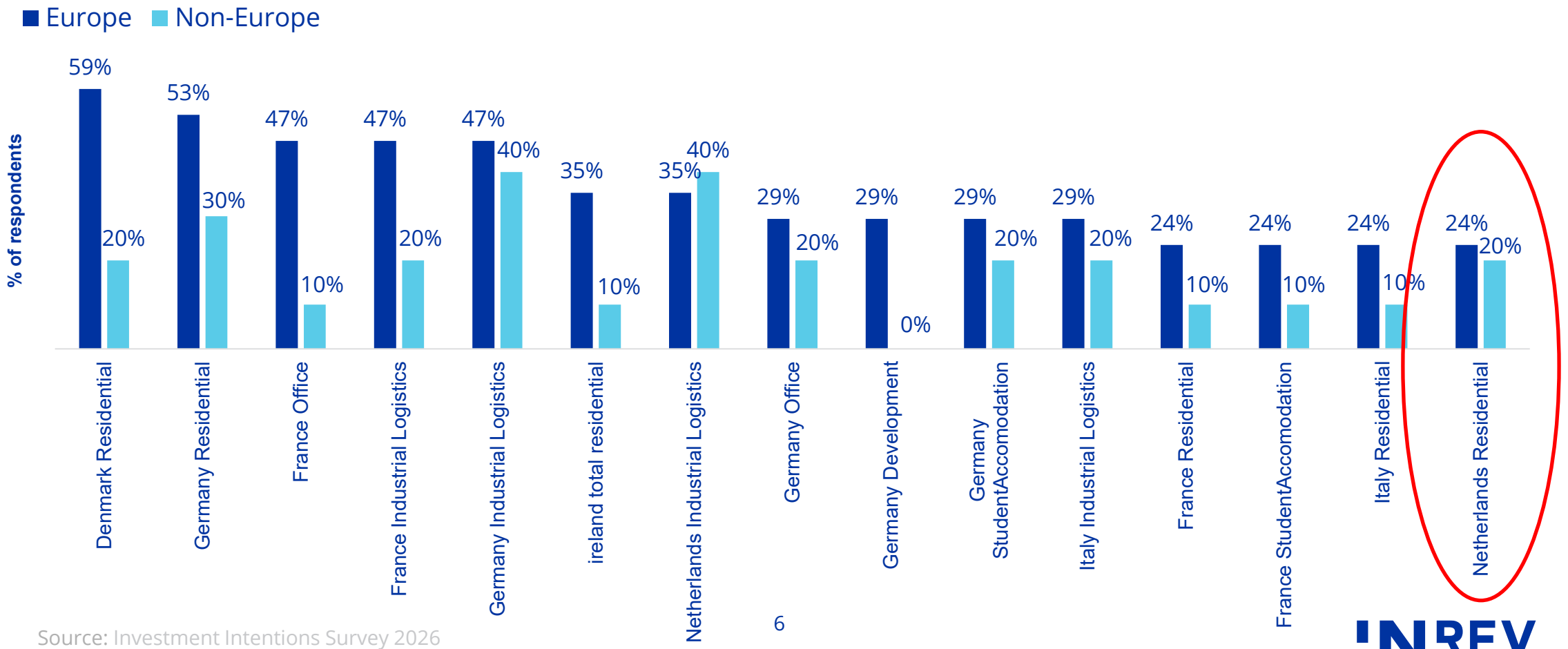
This makes the role of international capital even more important for the Dutch residential segment



Source: Housing middle income Europe 2024, INREV

However, Dutch Residential is not even in the top 10

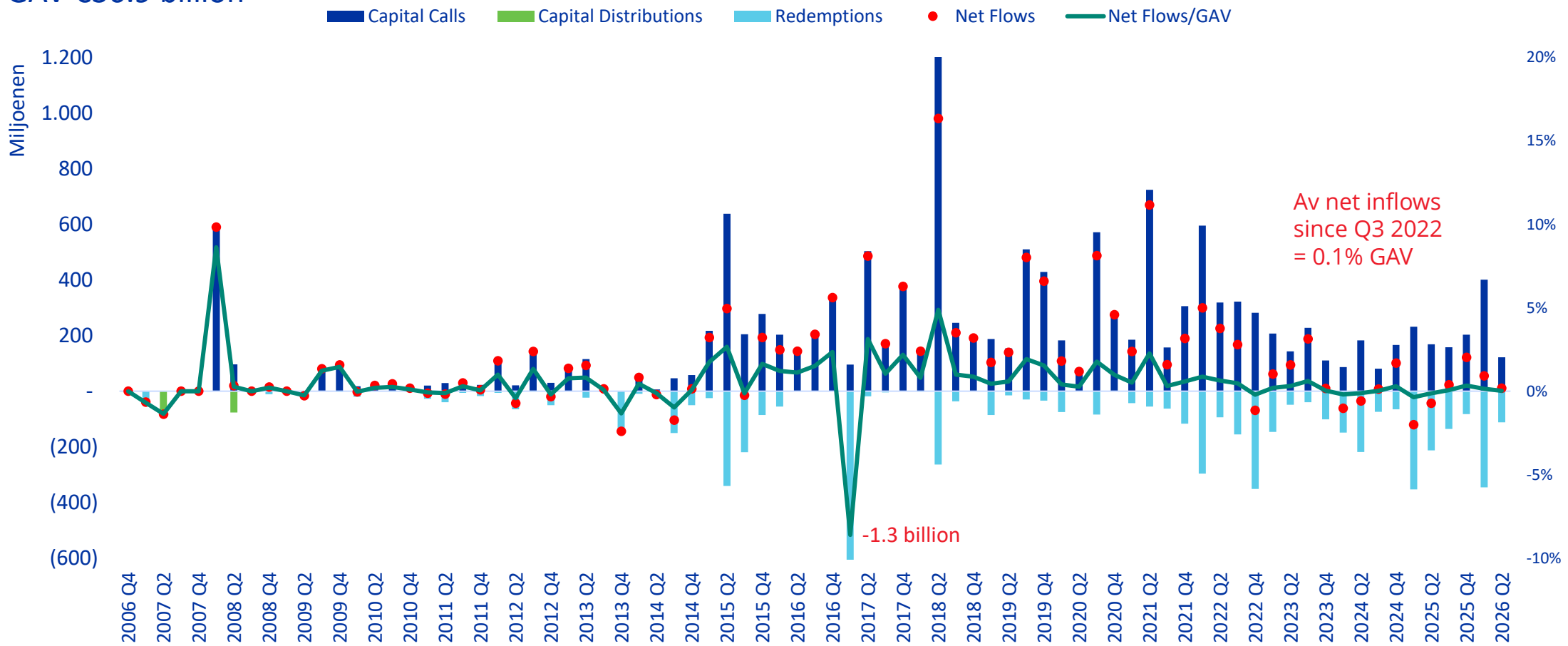
Preferred country-sector combination when investing in Europe by investor domicile



Source: Investment Intentions Survey 2026

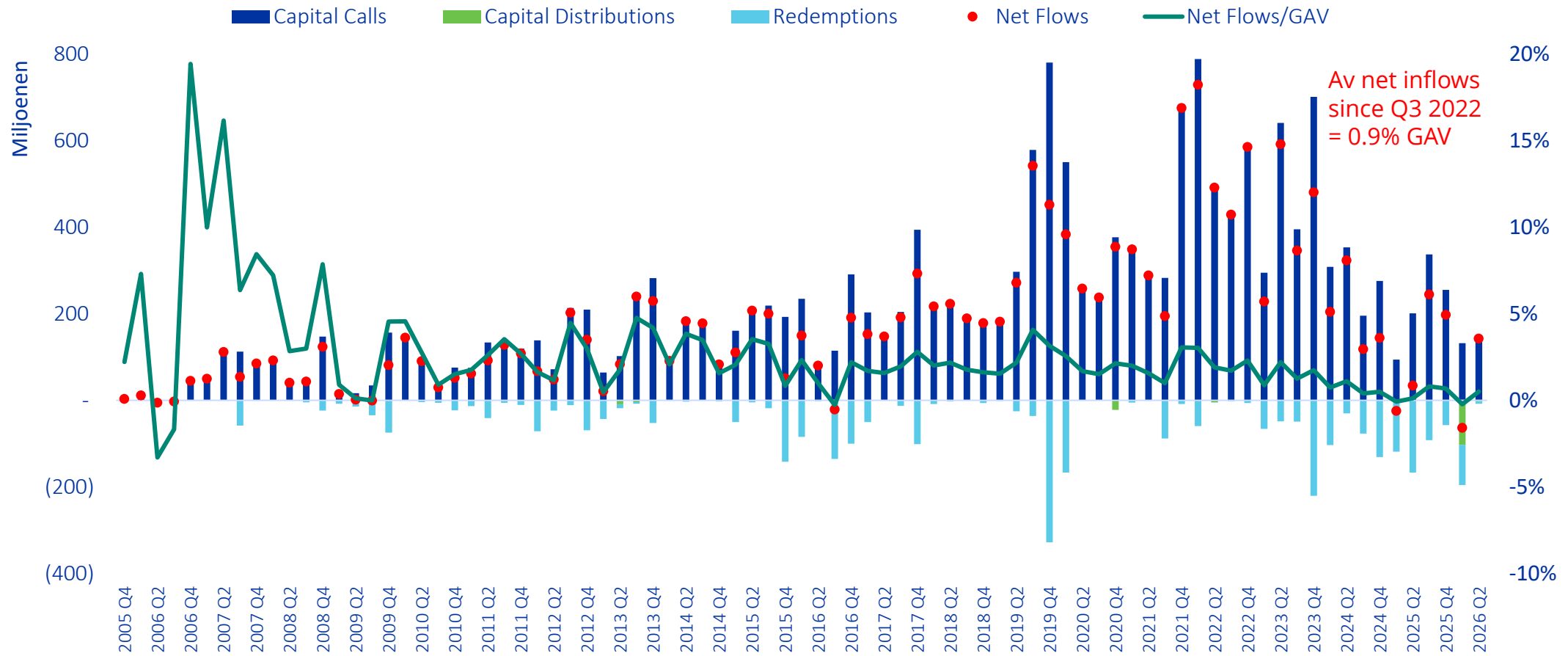
Net flows into Dutch residential funds are relatively low…

GAV €36.9 billion



...in comparison to other residential strategies

GAV €28.0 billion



ACCELERATING HOUSING BY BETTER ALIGNMENT OF INSTITUTIONAL CAPITAL AND POLICY



Policy is identified as the greatest risk



> Where policies are being revised, the implications for institutional capital and its capacity to contribute to housing delivery should be explicitly considered

Significant change to regulatory frameworks can enhance or entirely undermine business plans.

The risk of policy volatility and political expediency is now being overlaid on investment strategies to identify markets with heightened risk and uncertainty.

Develop-to-hold strategies, which involve significant upfront capital and long term business plan horizons, are particularly vulnerable to regulatory change.

Even in stabilised assets, policy risk is significant if the gap between affordable and market rents widens unpredictably. **Institutional capital may be diverted away from segments most in need of investment.**

Risk of short-termism when national budgets are tight

Dutch Real Estate

- 2021 - Increase in the real estate transfer tax for investors from 6% to 8%
- 2023 - Increase in the real estate transfer tax for investors from 8% to 10.4%
- 2024 - Affordable Rent Act, 2024 (Netherlands)
- 2025 - Abolition of the fiscal investment institution (FBI/REIT regime) for direct real estate investments
- 2026 - the Dutch Real Estate Transfer Tax (RETT) rate for residential property investors is set to be reduced from 10.4% to 8.0%. The rate for non-residential property will remain at 10.4%.

Source: DLA Piper, IVBN

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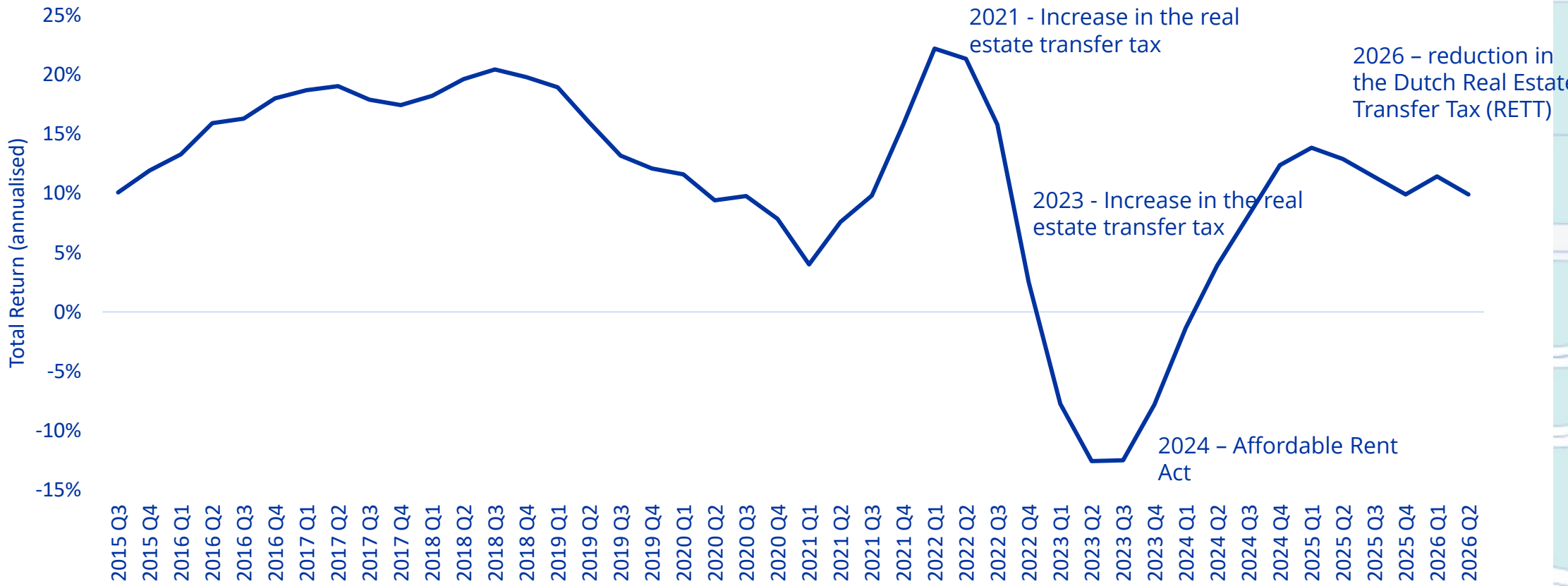
Performance of Dutch Residential Funds

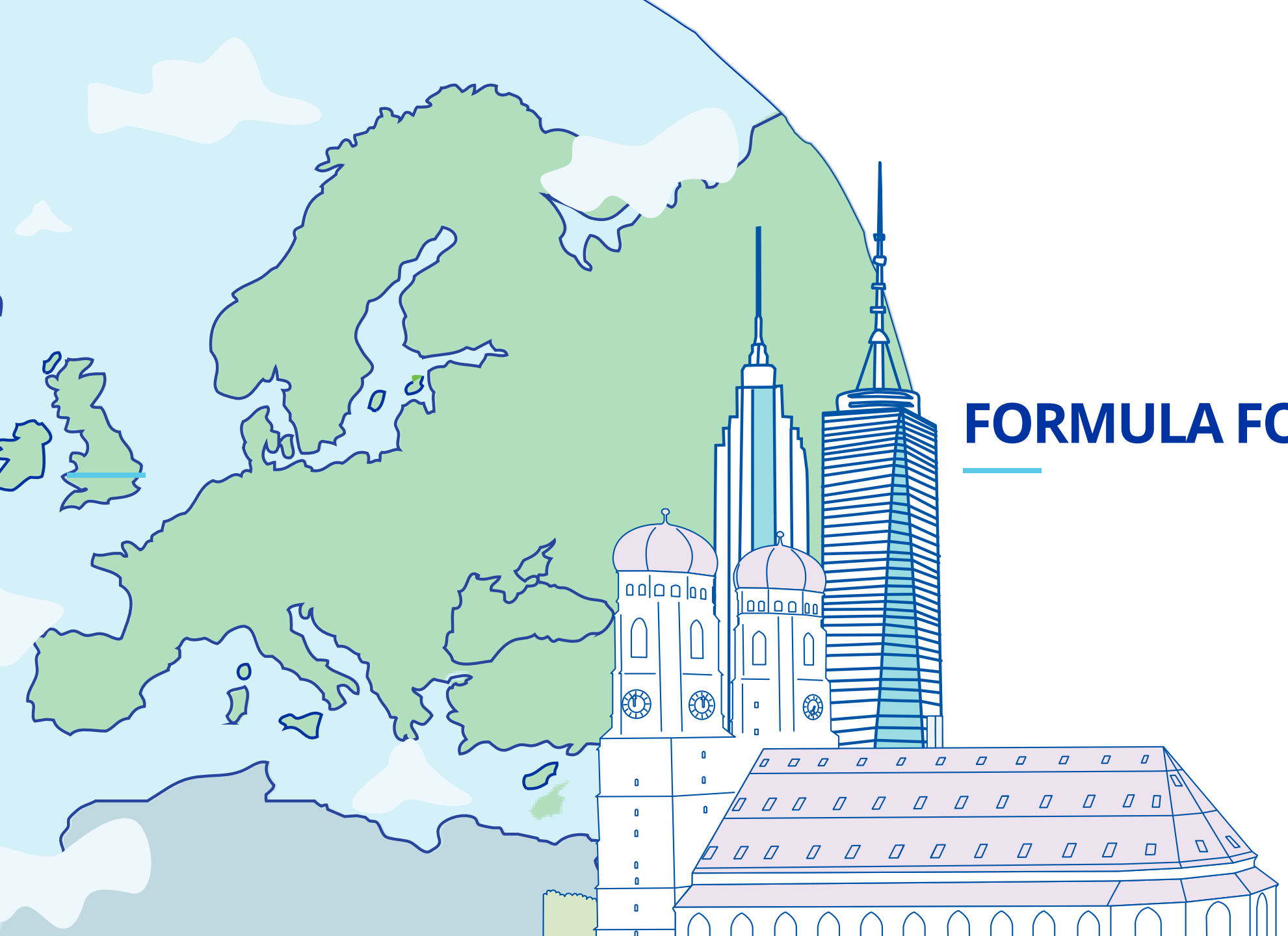
Risk of short-termism when national budgets are tight



Source: INREV Living Fund Index Q1 2026

Consideration of unintended policy consequences

- The **fiduciary requirement** to achieve an appropriate risk adjusted return on institutional capital is not always well understood by public authorities.
- In some markets rent regulation provides **rent relief** to those with housing **regardless of need**, disincentivising movement through the housing market.
- **Overburdensome rental regulation** truncates institutional investment and curtails supply and risks **the diversion of capital.**
- **Retrofitting existing assets** requires significant capital expenditure. Broadly, it may require between 10 to 25% of the value of the asset.
- **Increased minimum space requirements** in undersupplied markets will stretch rent to income ratios even more.
- **Impossible to build larger, better housing for less**



FORMULA FOR SUCCESS

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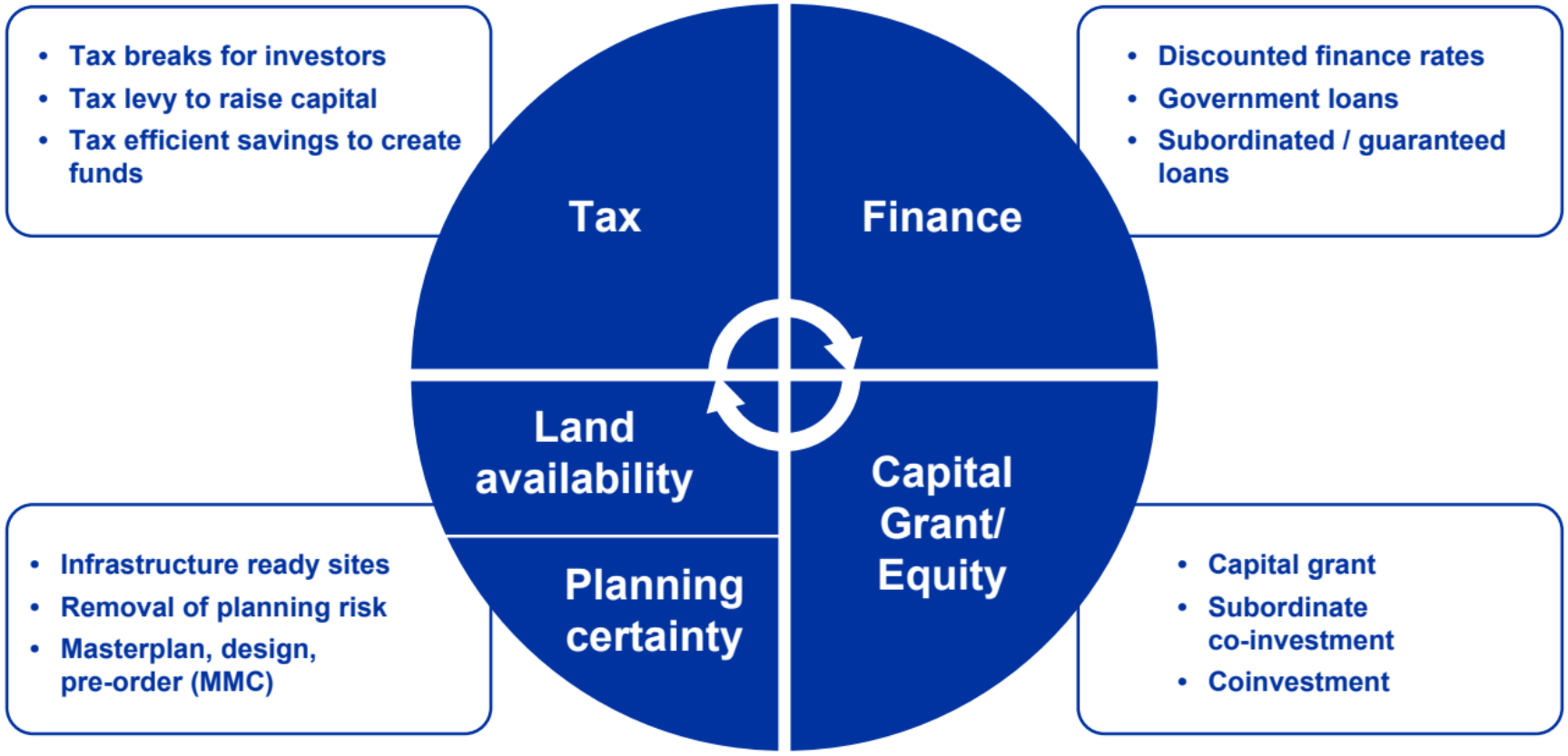
Public and private initiatives in policymakers' toolkit

Alignment of public policy ambitions with institutional objectives to address chronic undersupply



Source: INREV Investment Intentions Study 2025

Housing Policy Change, Ireland, 2025

Suite of initiatives that aim to deliver **300,000** homes over the **five year** horizon

Delivering Homes, Building Communities 2025-2030

Infrastructure ready, land availability. A plan led approach that provides zoned land and identifies development zones for housing expansion. Investment in critical infrastructure.
State owned land under the direction of LDA.

Planning: National Planning Framework (NPF) clearly identifies locations and ongoing implementation of Planning and Development Act 2024 introduces statutory timeframes for planning decisions, removes unnecessary delays and reduces costs.

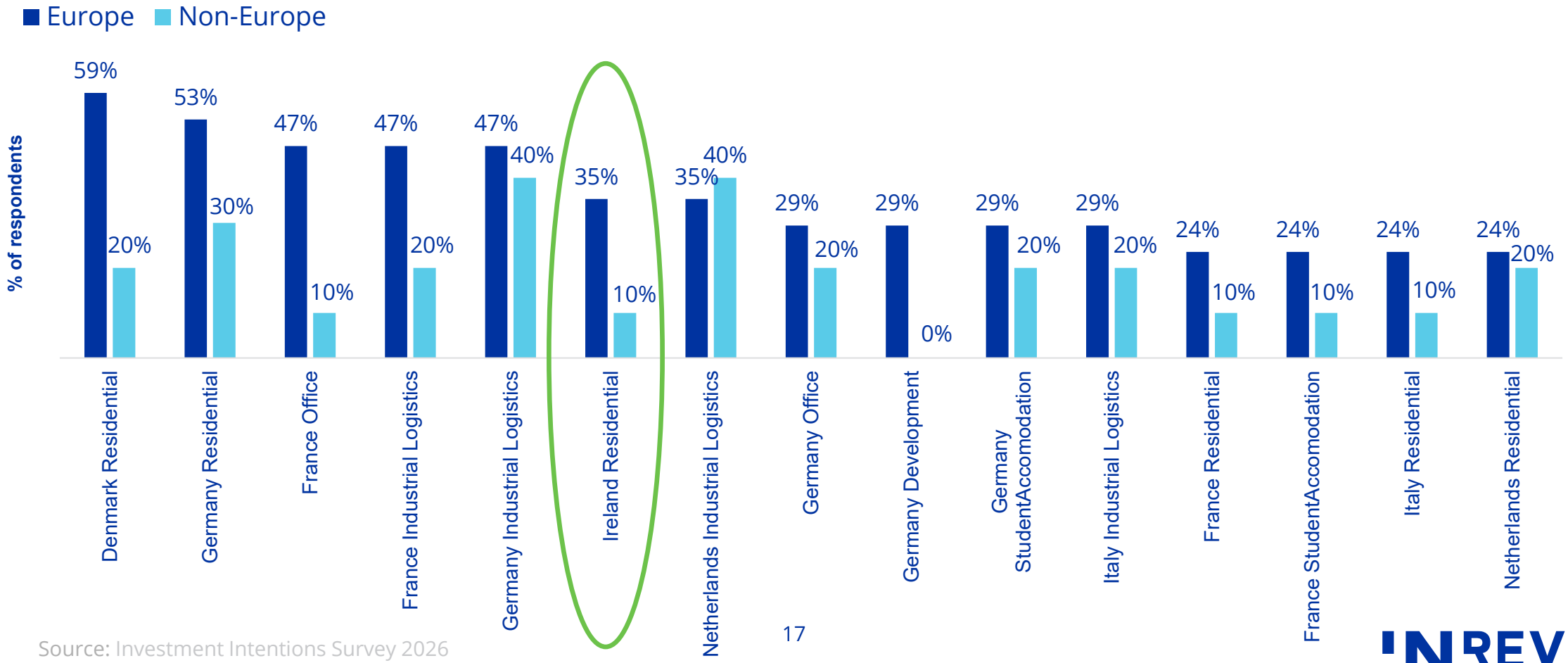
Rental reform: New tenancies set at market rent and introduction of new six year tenancy. Apartment rents linked to CPI and market rent captured at six yearly intervals, or earlier if tenant leaves voluntarily.

Tax measures: Package of tax measures to increase viability of apartment delivery including VAT reduction and enhanced corporation tax deduction for certain costs.

Lowering building costs: Reform of apartment standards lowering costs per unit, more flexibility on density and promotion of standard design approach that also facilitate the use of MMC

Irish residential in top 10 for the first time in 15-year history

Preferred country-sector combination when investing in Europe by investor domicile



Source: Investment Intentions Survey 2026

Bringing it together

When tax, regulation and policy succeeds



Clarity. Long-term view.
Harmomised policy approach as much as possible at a national level.



Policy consistency. No change, please!
Investors do not shy away from regulation as long as they understand it.
Capacity to contribute to housing delivery should be explicitly considered.



Transparency. Policy lobbying. Education. Alignment.
Mobilisation of institutional capital is a must and the timing is critical.

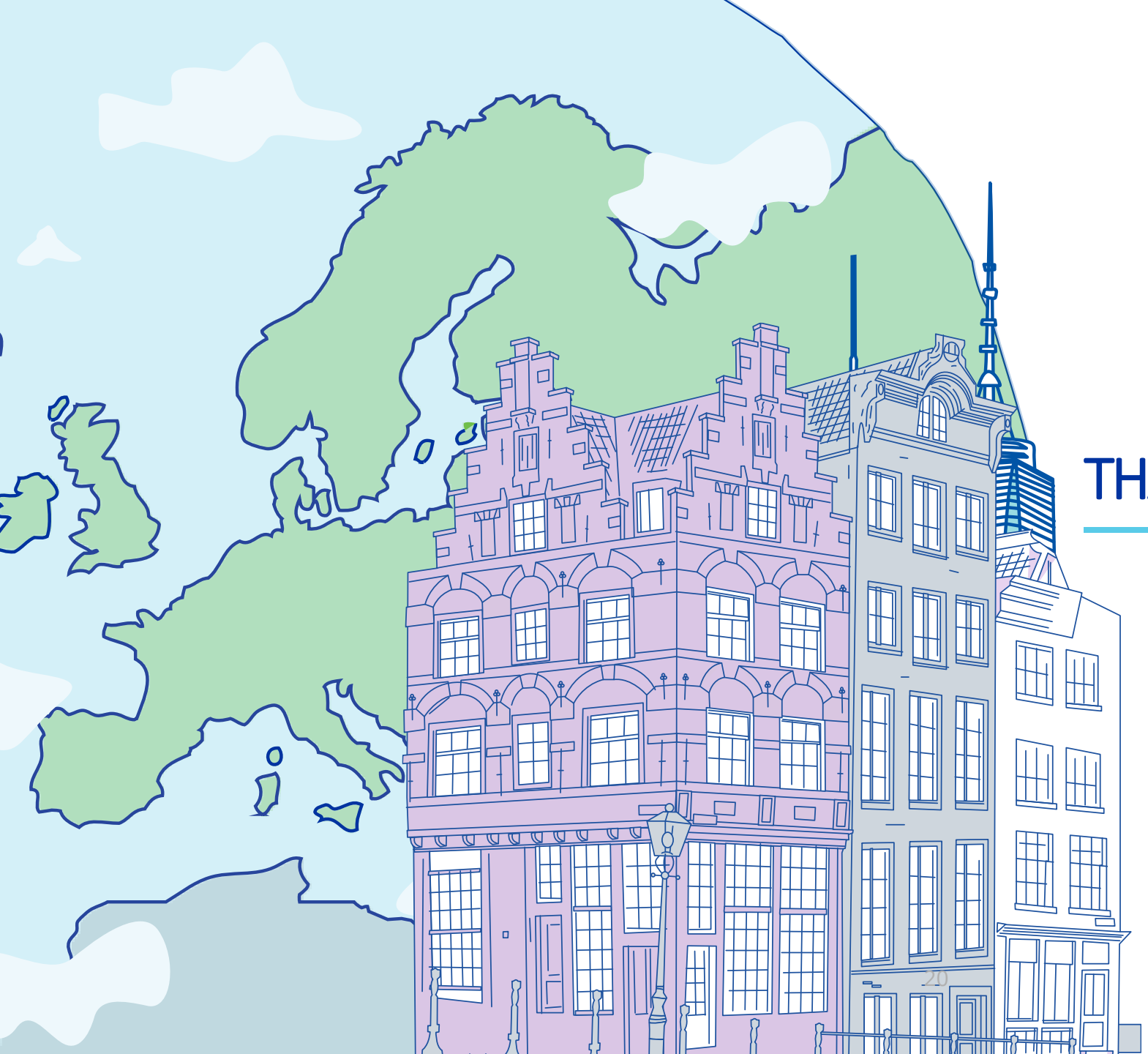


Regulation, tax and policy can 'supercharge' capital flows.
There is clearly a need to step up, otherwise the capital will go elsewhere

INREV's wealth of resources on European Real Estate



www.inrev.org/insights



THANK YOU

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