



Earnings Release



#### **Belo Horizonte,**

#### October 27, 2021

Commercial Log Properties Participações S.A. ("Log" or "Company") ("B3:LOGG3"), one of the largest developers and leasing companies of class A logistics warehouses in Brazil, announces its results for the third guarter of 2021 ("3Q21"). The following financial information, unless otherwise stated, is presented in thousands of reais (R\$ thousand) and has been prepared and presented in accordance with the accounting practices adopted in Brazil and the International Financial Reporting Standards (IFRS), issued by the International Accounting Standards Board (IASB).

#### Conference Call

Thursday, October 28, 2021 10:00 am (Brasília) / 9:00 am (New York)

Simultaneous translation

Replay I Portuguese or English

ri.logcp.com.br/en/

Click here and access the conference call.

#### **HIGHLIGHTS**

R\$94.7mi

Net Income 3Q21

R\$96.1mi

EBITDA 3Q21

R\$1,091.3mi

Cash Sept/21

2.67%

Stabilized Vacancy Sept/21

665,186m<sup>2</sup>

**Total Gross Absorption 9M21** 

R\$67.4mi

Value Creation 3Q21

0.57%

Accumulated Net Default

R\$3.5bi

Investment Properties Sept/21



Scan the QR Code to access our Results Center.



### Delivery of +114 thousand m<sup>2</sup> of GLA (72%LOG) in 3Q21 marks the strong pace of Todos Por 1.5

# TODOS POR 2024 1,5 MILHÃO DE ABL ENTREGUE

#### 7 High volume of deliveries

The Todos por 1.5 (All for 1.5) plan continues at a strong pace with the development of greenfield assets. In 3Q21, we delivered 114.2 thousand m<sup>2</sup> of GLA (72%LOG) highly pre-lease, of which 85% of these assets have been pre-leased. The 4 projects were in 3 states.

#### New contracts for Built to Suit projects

We signed two new BTS contracts in 3Q21 for a relevant international ecommerce player. The first with 33.2 thousand m² of GLA in the state of Ceará and the second with 73.9 thousand m² of GLA in Pernambuco. Both have already been initiated and we believe that, according to the technologies applied, will be the BTS with the best technical specifications in the country. Delivery forecasted for 2Q22.

In 2021, we have already signed 5 BTS contracts with major e-commerce players, totaling 313.5 thousand m<sup>2</sup> of **GLA** in 3 different states. The growing demand for qualified infrastructure in consumption centers intensified the move of major market players and Log is consolidating its position as the one-stop-shop solution customers expansion.

Reflecting the Company's best commercial moment, vear-to-date we have recorded 665.2 thousand m<sup>2</sup> of gross absorption GLA, with 85% outside RJ/SP. The reported stabilized vacancy is 2.67%. The increase in demand for high standard logistics warehouses next to the large consumption centers means a potential increase in the rental demonstrating the positive dynamics of the sector for Class A assets.

# **7** Recurrence in value creation

We reported another quarter with high value creation. In 3Q21, we generated R\$ 67.4 MM and, for the year-to-date, we have recorded R\$ 218.5 MM. Value creation is the result of the spread between the development yield and the asset's market value. This cycle reflects our business model as a greenfield asset developer and will be repeated as we develop new assets with recurring impacts on results with the expansion of Todos por 1.5.

#### 7 Participation in Rede Desafio 2030

We have joined the **Rede Desafio 2030,** a partner of the Global Compact formed by companies from Minas **Gerais** willing to generate positive impacts on the Sustainable Development Goals and the UN's 2030 Agenda.

# Reinforced balance for growth

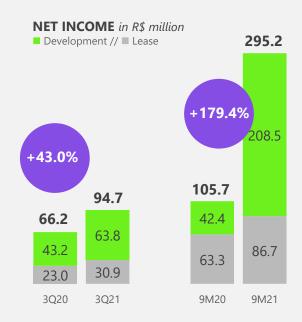
We concluded the public distribution of **Certificates of Real Estate Receivables (CRI)**, in the total amount of **R\$450 million, maturing in 7 years**, which, after a swap contract performed by the Company, resulted in a **cost of CDI** + **1.23%.** This issuance did not require guarantees and is part of the Company's strategy to extend the debt profile, without encumbering new assets.

The above-mentioned fundraising reinforces our robust cash position, which totaled R\$1.1 billion at the end of 3Q21.

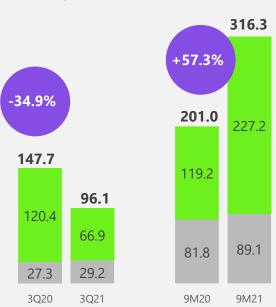
We again present consistent results. Year-to-date, net income grew 179.4% when compared to the same period of the previous year, reaching R\$295.2 million.

EBITDA totaled R\$316.3 million for the year, representing an increase of 57,3% compared to the same period of the previous year.

.







## Business Performance

#### 1.1 DEMAND

Log puts into practice its market intelligence to identify demands and business opportunities across the country for the most varied segments We are present in 39 cities, 18 states plus the Federal District and in all regions of Brazil.

Our geographic diversification strategy, combined with our modular warehouses and BTS business model, all class A, is evidenced by the high level of occupancy of our assets.

Reinforcing our commitment to the "**Todos por 1.5**" plan, **88%** of the land for completion are already part of our portfolio and, in 3Q21, we added another 3 land plots and 168.9 thousand m<sup>2</sup> of GLA to the landbank, **totaling 1,321.9 thousand m<sup>2</sup> of GLA** until now.

60%

of the Brazilian population live near a Log

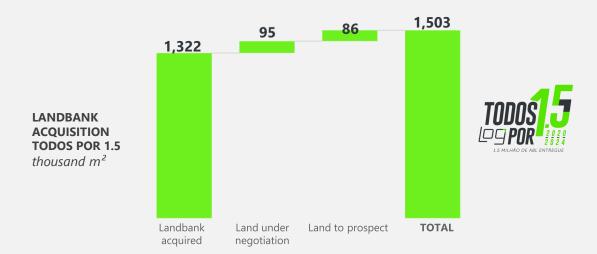
IBGE – 100 km radius

North

- **62,465m²** GLA
- South 167,985m<sup>2</sup> GLA

Midwest

- 222,899m<sup>2</sup> GLA
- Northeast 573,881m<sup>2</sup> GLA 25.2%
- Southeast 1,254,604m<sup>2</sup> GLA 55.0%



# **KEY DEMAND**

#### Flight to Quality

The movement known as Flight to Quality is the increase in demand for more modern warehouses, an important driver for growth. It is estimated that the logistics warehouse market in Brazil has approximately 172 million m<sup>2</sup>. **There is a huge potential market for Log** since the supply of high-end

logistics parks represents only about 15% of the total market offer. Tenants have been looking for infrastructure more suited to their needs and Log has become the specialized solution for Class A warehouses and the largest player with national presence.

#### E-commerce in Brazil

Brazilian e-commerce sales set a record in the first half of 2021, with growth of about 120.0% compared to the same period in 2019. E-commerce will continue to grow significantly, considering the beginning of ecosystem that is developing faster and faster in Brazil. The expectation is a CAGR of 21%, with penetration greater than 20% in 2024E1. As ecommerce penetration increases, it creates an ecosystem of companies offering specialized services support the online sales environment. The presence of several local and international companies in scale makes the market attractive for the growth of linked services of e-commerce and Log becomes a strategic partner of these players.

E-COMMERCE GROWTH ESTIMATE

■ Market size | R\$bi • Penetration

3.9%

37

4,4%

45

2014

IN BRAZIL1

3.4%

30

2012



<sup>&</sup>lt;sup>1</sup>Morgan Stanley Research | LatAm eCommerce | Cross-Sector–The Rise of the e-Commerce Ecosystem

6.5%

72

2017

5,9%

62

2016

5,2%

54

2015

7%

80

2018

Click and see the

developme

**PROJECTS** 

nt of the

works

### 1.2 ASSET DEVELOPMENT

Demonstrating our strong construction capacity in cost and term efficiency in any region of the country, we forecast the production of more than 400 thousand m<sup>2</sup> of GLA by the end of 2021. More than **1,300 employees** work in **10 construction sites** in progress from north to south of the country.

In m²	Sept/20	Jun/21	Sept/21
Delivered	913,568	851,975	931,025
Under construction	177,005	421,580	436,127
Under development	651,047	839,821	914,682
Log Portfolio %	1,741,620	2,113,376	2,281,834

# NE

#### 1.3 LEASES

Log is the only greenfield logistics asset development company present in all regions of the country, which makes it a one stop shop solution for clients looking to expand operations geographically.

67%

of the signed contracts were completed by the Log team in 9M21

66%

of the the new leases were made to LOG clients in 9M21

94%

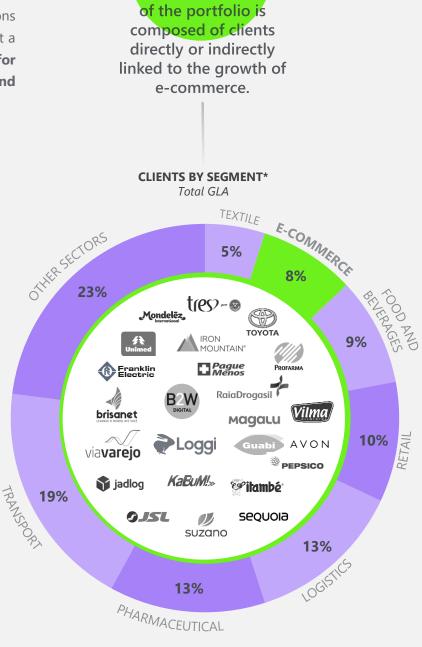
of the total contracts to be renewed were renewed in 9M21

2.67%

of stabilized vacancy in Sept/21

246

active contracts Sept/21

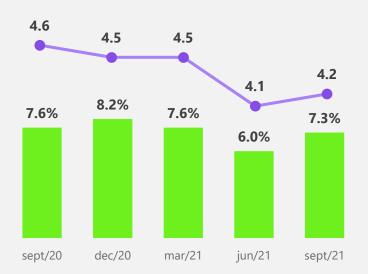


62%

<sup>\*</sup> The logos presented are only part of the portfolio of Log clients that authorized their use. We emphasize the quality of our clients and highlight that all major national and international e-commerce platforms are Log clients.

#### **CLIENTS CONCENTRATION**

- Share of the largest clients/gross revenue %
- Average occupied GLA/contract (in thousand m<sup>2</sup> GLA)



We maintained our low portfolio risk, resulting in an average GLA per contract of 4.2 thousand m<sup>2</sup>. The largest client represents **7.3% of gross revenue and 7.0% of GLA.** 

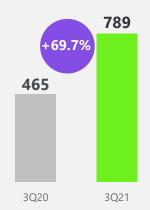
### CONTRACT EXPIRATION SCHEDULE

	PER REVENUE	PER GLA
Up to 12 months	16%	16%
13 to 24 meses	20%	21%
25 to 36 months	13%	13%
37 to 48 months	12%	11%
Over 48 months	39%	39%

At the end of 3Q21, the average term of current contracts is **99 months**.



in thousand m² of Total GLA Last 12 months



#### **WAREHOUSE VACANCY** % Log

	Sept/20	Jun/21	Sept/21
Stabilized	3.5%	2.1%	2.7%
Warehouse Vacancy	3.6%	2.1%	4.4%
Brazil <sup>1</sup>	16%	11%	10%

In the last 12 months, we reached record numbers of gross absorption and percentage of pre-leased.

# ACCUMULATED NET DEFAULT

Last 12 months



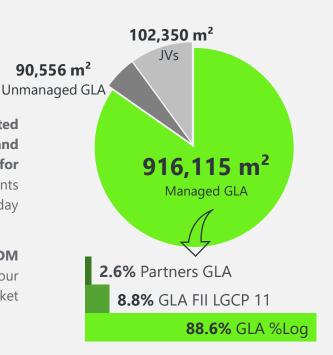
<sup>&</sup>lt;sup>1</sup>Source: Colliers

# .OG ADM

#### 1.4 ASSET MANAGEMENT

We offer a complete and integrated solution in the management and administration of condominiums for our tenants, providing the best clients experience in their day-to-day operations.

Formed by our internal team, **Log ADM** carries out greater conservation of our assets and applies the best market practices in our condominiums.



### Logadm

83%

of the managed GLA are supplied with renewable energy source

19%

reduction in energy cost with free market contracts

**NPS** 

classification Quality Zone

423

own and thirdparty employees 916.1 thousand

Log Juiz de Fora MG





Log Contagem II MG

#### 1.5 CAPITAL STRUCTURE

We ended the quarter with a solid balance sheet and a comfortable cash position.

We concluded the public distribution of Certificates of Real Estate Receivables (CRI), in the total amount of R\$450 million, maturing in 7 years, which, after a swap contract entered into by the Company, resulted in a cost of CDI +1.23%. The issue did not require guarantees and is part of the Company's strategy to lengthen the debt profile without encumbering new assets.

We recorded a net debt of R\$250.7 MM in Sept/21 with an average nominal cost of CDI+1.35%.

The Company remains on the lookout for new opportunities to lengthen this debt profile, following up on the interest rate scenario with the prospect of generating free cash flow for investments.

#### 1.6 REAL ESTATE CONSULTING | FII LGCP11

R\$270mi Equity	10,161 Shareholders	0.66% Yield SEPTEMBER/21
80.6thousand	0% Default	7.9% ANNUALIZED Yield
2.73mi Shares	0% Vacancy	R\$0.55 Income per share SEPTEMBER/21
<b>5</b> Projects in 5 states	58 Clients	15 Areas of expertise

Asset / Location	Class	% Active	Acquisition	m² GLA	Conclusion	Clients	% Revenue
<b>Viana</b> Viana, ES	A	35.0%	12/19/2019	60,987	Sep/14	9	28.4%
Contagem I Contagem, MG	A	30.0%	12/19/2019	58,417	Feb/11	9	25.6%
<b>Goiânia</b> Goiânia, GO	A	30.0%	12/19/2019	78,214	Dec/19	28	23.9%
Rio Campo Grande Rio de Janeiro, RJ	A	22.1%	12/1/2020	53,184	Mar/20	7	13.9%
<b>Gaioli</b> Guarulhos, SP	A	19.8%	12/1/2020	32,988	Mar/12	5	8.2%

# Financial Performance

#### 2.1 NET REVENUE

Net revenue grew compared to the same period of the previous year, due to: i) new project deliveries, ii) new leases and iii) contractual adjustments, the SCR (Same Client Rent) indicator had a positive spread of 1.26% above inflation when comparing 3Q21 versus 3Q20, which shows the positive dynamics of the sector. It should be mentioned that, in the period 3Q21 versus 3Q20, assets were sold and if it has not occurred the increase in gross revenue would be 16.9%.

#### 2.2 DEPRECIATION AND COST

The effects of any changes in the valuation of properties are reflected in the account "changes in the fair value of investment properties", in compliance with current accounting pronouncements. Depreciation calculation is made and recorded in accordance with the rules established by the Federal Revenue Service. In the Statement of Profit or Loss, the existing depreciation refers to the Company's physical/administrative structure, such as furniture, equipment and others.

NET REVENUE in R\$ thousand	3Q21	3Q20	Chg. %	9M21	9M20	Chg. %
Leases	38,060	36,879	3.2%	113,676	107,442	5.8%
(-) Taxes	(2,161)	(1,709)	26.4%	(6,249)	(5,005)	24.9%
Condominium Administration	1,261	1,103	14.3%	3,747	3,131	19.7%
(-) Taxes	(155)	(135)	14.8%	(459)	(384)	19.5%
Total	37,005	36,138	2.4%	110,715	105,184	5.3%
GROSS REVENUE in R\$ thousand	3Q21	3Q20	Chg. %	9M21	9M20	Chg. %
Revenue from leases	37,056	34,756	6.6%	110,797	102,910	7.7%
Straight-lining revenue	1,004	2,123	-52.7%	2,879	4,532	-36.5%
Total	38,060	36,879	3.2%	113,676	107,442	5.8%

#### 2.3 COST OF SERVICES

in R\$ thousand	3Q21	3Q20	Chg. %	9M21	9M20	Chg. %
Net Revenue	1,106	968	14.3%	3,288	2,747	19.7%
Cost of Services	(584)	(446)	30.9%	(1,546)	(1,245)	24.2%
Total	522	522	0.0%	1,742	1,502	16.0%

The costs represent the administration carried out directly by LOG ADM, which seeks to guarantee a quality management of the projects, aiming at cost reduction opportunities in the management of utilities and facilities.

#### 2.4 OPERATING EXPENSES / INCOME

in R\$ thousand	3Q21	3Q20	Chg. %	9M21	9M20	Chg. %
Selling expenses	(2,416)	(1,775)	36.1%	(6,861)	(4,820)	42.3%
Vacancy expenses	(368)	(858)	-57.1%	(1,407)	(2,848)	-50.6%
General and administrative expenses	(6,479)	(5,780)	12.1%	(18,999)	(15,715)	20.9%
Other income/expenses, net	(882)	(3,034)	28.9%	10,407	(4,745)	255.5%
Total	(10,145)	(11,447)	-11,4%	(19,888)	(28,128)	-29.3%

The increase in selling expenses for the quarter mainly refers to the increase in commissions, in view of the increase in the volume of contracts closed, in addition to the sale of Plaza Mirante Sul. Year-to-date, the increase in selling expenses and other income for the period mainly refer to the impacts of the sale of the asset BTS Extrema.

#### 2.5 SHARE OF PROFIT (LOSS) OF SUBSIDIARIES

in R\$ thousand	3Q21	3Q20	Chg. %	9M21	9M20	Chg. %
Cabral	166	205	-19.0%	(3,579)	637	-661.9%
Parque Torino	1,382	212	551.9%	3,857	948	306.9%
Betim Allotment	718	27	2,559.3%	4,631	208	2,126.4%
SPE SJC	(8)	(8)	0.0%	(24)	5	-580.0%
Total	2,258	436	417.9%	4,885	1,798	171.7%

The annual variation observed in Parque Torino refers to new project deliveries, in addition to the development of leases, reducing the vacancy rate. We sold the asset Strip Mall Cabral in line with the strategy of divesting non-core assets. In Betim (PIB) subdivision, we sold one piece of land.

#### 2.6 FINANCE INCOME (COSTS)

in R\$ thousand	3Q21	3Q20	Chg. %	9M21	9M20	Chg. %
Finance costs	(10,961)	(5,947)	84.3%	(25,309)	(24,608)	2.8%
Finance income	14,315	4,897	192.3%	29,824	10,360	187.9%
Total	3,354	(1,050)	419.4%	4,515	(14,248)	131.7%

Finance costs increased due to the higher balance of the Company's gross debt, in addition to the increase in CDI for the period. Finance income increased due to the greater appreciation of financial investments.

#### 2.7 INCOME TAX AND SOCIAL CONTRIBUTION

in R\$ thousand	3Q21	3Q20	Chg. %	9M21	9M20	Chg. %
Current	(2,732)	(3,016)	-9.4%	(14,260)	(8,086)	76.4%
Deferred	(1,833)	(77,169)	-97.6%	(10,663)	(72,489)	-85.3%
Total	(4,565)	(80,185)	-94.3%	(24,923)	(80,575)	-69.1%

Year-to-date, the variation in current taxes is due to the sale of the asset BTS Extrema. The increase in deferred taxes, both for the quarter and for the year, is mainly due to the Operating Profit (Loss) from the Development of New Assets.

#### 2.7.1 DEFERRED TAX

Total	(1,833)	(77,169)	-97.6%	(10,663)	(72,489)	-85.3%
Deferred from Operating Profit (Loss) From the Development of New Assets	(3,004)	(77,635)	-96.1%	(16,344)	(77,738)	-79.0%
Deferred from Operation	1,171	466	151.3%	5,681	5,249	8.2%
in R\$ thousand	3Q21	3Q20	Chg. %	9M21	9M20	Chg. %

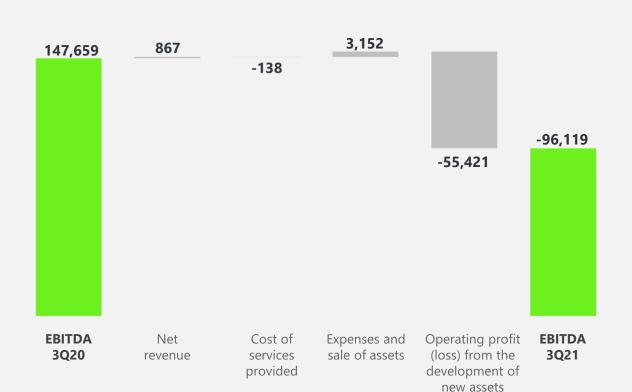
The table above shows the breakdown of deferred income tax and social contribution, segregated between the impact arising from the operation and the Operating Profit (Loss) from the Development of New Assets.

Log Rio Campo Grande RJ



### 2.8 EBITDA and EBITDA FOR LEASING ACTIVITIES IN R\$ THOUSAND

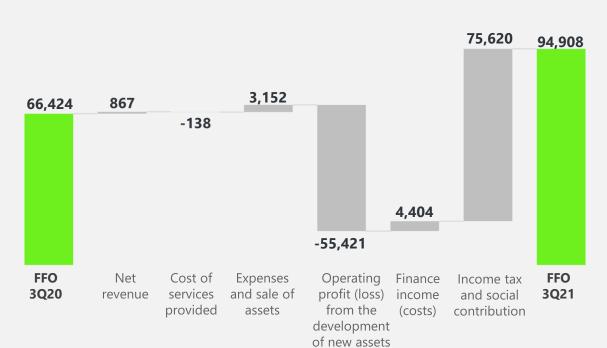
	3Q21	3Q20	Chg. %	9M21	9M20	Chg. %
(=) Net Income	94,698	66,242	43.0%	295,243	105,685	179.4%
(+) Income Tax and Social Contribution	4,565	80,185	-94.3%	24,922	80,575	-69.1%
(+) Finance Income (Costs)	(3,354)	1,050	-419.4%	(4,515)	14,248	-131.7%
(+) Depreciation	210	182	15.4%	611	541	12.9%
EBITDA	96,119	147,659	-34.9%	316,261	201,049	57.3%
EBITDA Margin	259.7%	403.3%	-143.6 p.p.	285.7%	190.3%	95.4 p.p.
Operating Profit (Loss) from the Development of New Assets	(67,375)	(122,796)	-45.1%	(218,456)	(122,899)	77.8%
Sale Extrema BTS	(1,861)	-	-	(13,721)	-	-
Others	2,311	2,396	-3.5%	4,998	3,636	37.5%
EBITDA for Leasing Activities	29,194	27,259	7.1%	89,082	81,786	8.9%
EBITDA Margin for Leasing Activities	78.9%	74.5%	4.4 p.p.	80.5%	77.4%	3.1 p.p.



#### 2.9 FFO (FUNDS FROM OPERATIONS)

IN R\$ THOUSAND

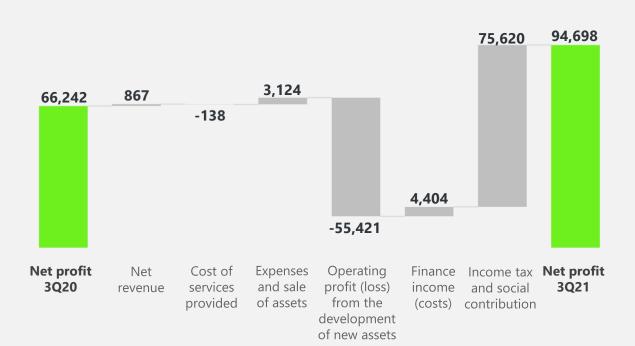
	3Q21	3Q20	Chg. %	9M21	9M20	Chg. %
(=) Net Income	94,698	66,242	43.0%	295,243	105,685	179.4%
(+) Depreciation	210	182	15.4%	611	541	12.9%
FFO	94,908	66,424	42.9%	295,854	106,226	178.5%
FFO Margin	256.5%	181.4%	75.0 p.p.	267.2%	100.5%	166.7 p.p.
Operating Profit from the Development of New Assets	(67,375)	(122,796)	-45.1%	(218,456)	(122,899)	77.8%
Deferred Income Tax and Social Contribution from the Operating Profit from the Development of New Assets	3,004	77,496	-96.1%	15,035	77,599	-80.6%
Sale Extrema BTS	(1,861)	-	-	(13,721)	-	-
Income Tax/Social Contribution Sale Extrema BTS	-	-	-	4,477	-	-
Others	2,403	2,149	11.8%	4,026	2,874	40.1%
FFO for Leasing Activities	31,079	23,273	33.5%	87,215	63,800	36.7%
FFO Margin for Leasing Activities	84.0%	63.6%	20.4 p.p.	78.8%	60.4%	18.4 p.p.



#### 2.10 NET INCOME

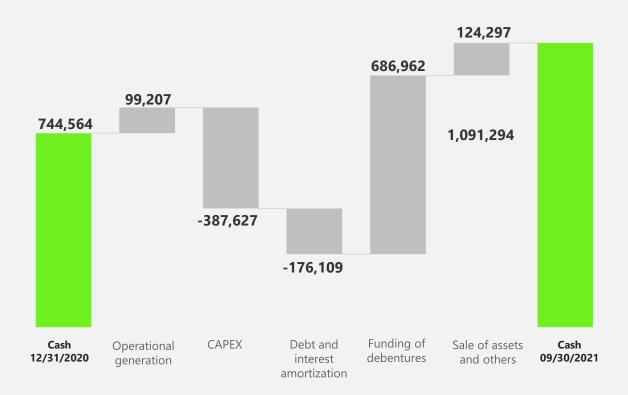
IN R\$ THOUSAND

	3Q21	3Q20	Chg. %	9M21	9M20	Chg. %
Net Income	94,698	66,242	43.0%	295,243	105,685	179.4%
Net Margin	255.9%	180.9%	75.0 p.p.	266.7%	100.0%	166.6 p.p.
Operating Profit from the Development of New Assets	(67,375)	(122,796)	-45.1%	(218,456)	(122,899)	77.8%
Deferred Income Tax and Social Contribution from the Operating Profit from the Development of New Assets	3,004	77,496	-96.1%	15,035	77,599	-80.6%
Sale Extrema BTS	(1,861)	-	-	(13,721)	-	-
Income Tax and Social Contribution Sale Extrema BTS	-	-	-	4,477	-	_
Others	2,403	2,149	11.8%	4,026	2,874	40.1%
Net Income for Leasing Activities	30,869	23,091	33.7%	86,604	63,259	36.9%
Net Margin for Leasing Activities	83.4%	63.1%	20.3 p.p.	78.2%	59.9%	18.4 p.p.



# 2.11 CASH, CASH EQUIVALENTS AND SECURITIES (TVM) IN R\$ THOUSAND

	09/30/2021	12/31/2020	Chg. %
Cash and cash equivalents	364,186	453,855	-19.8%
Marketable securities - Current	524,031	287,718	82.1%
Marketable securities - Non-Current	203,077	2,991	6,689.6%
Total	1,091,294	744,564	46.6%



Log Gravataí RS





Log Jundiaí SP

#### 2.12 TRADE RECEIVABLES IN R\$

THOUSAND

	09/30/2021	12/31/2020	Chg. %
Warehouse and retail leases	34,254	43,662	-21.5%
Sale of assets/companies	106,256	20,230	425.2%
Condominium administration	420	401	4.7%
Others	28,905	15,390	87.8%
Total	169,835	79,683	113.1%

#### 2.13 INVESTMENT PROPERTIES -

**PPI** IN R\$ THOUSAND

	09/30/2021	12/31/2020	Chg. %
Land	380,175	173,159	35.4%
100% completed projects	2,184,553	2,085,665	0.6%
Ongoing projects	911,174	457,028	68.3%
Assets available for sale	-	36,998	-100%
Total	3,475,902	2,994,470	16.1%

### 2.14 INDEBTEDNESS: LOANS, FINANCING AND DEBENTURES IN R\$ THOUSAND

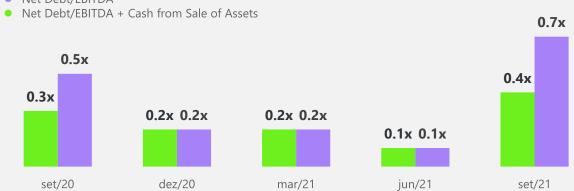
	MATURITY	COST*	09/30/2021	12/31/2020
Construction financing	Dec/13 to Oct/24	CDI + 1.92%	18,562	22,659
Construction financing	Dec/13 to Sept/28	108.95% CDI	20,646	25,628
8th issuance of Debentures	Nov/17 to Aug/21	119% CDI + 0.29% p.a.	-	12,566
10th issuance of Debentures	Dec/20 to Sept/23	CDI + 1.77%	52,009**	61,315
11th issuance of Debentures	Dec/18 to Dec/21	CDI + 2.23%	7,439	14,608
12th issuance of Debentures	Jan/18 to Dec/27	CDI + 2.42%	62,563	70,036
13th issuance of Debentures	Jun/21	108% CDI + 0.87% p.a.	-	81,088
14th issuance of Debentures	Nov/17 to Nov/23	117% CDI + 0.26% p.a.	152,881	150,381
15th issuance of Debentures	Jan/19 to Dec/28	CDI + 1.71%	50,822	56,043
16th issuance of Debentures	Mar/20 to Mar/25	108% CDI + 0.34% p.a.	63,721	82,260
17th issuance of Debentures	Sept/19 to Sept/24	116.5% CDI + 0.18% p.a.	230,318	231,365
18th issuance of Debentures	Mar/24 to Mar/26	CDI + 2.21%	250,603	-
19th issuance of Debentures	Sept/19 to Sept/28	CDI + 1.23%	450,282	-
(-) Debt issuance cost			(17,874)	(7,286)
Total			1,341,972	800,663

\*Effective cost: considers the cost of the contractual debt + other funding costs (fees, legal advisors, fiduciary and/or securitization agent - in the case of debentures, notary public etc.) and debt maintenance.

<sup>\*\*</sup>Subsequent event: in October, the prepayment of the 10th issuance of debentures.

### NET DEBT/EBITDA AND EBITDA + CASH FROM SALE OF ASSETS LAST 12 MONTHS

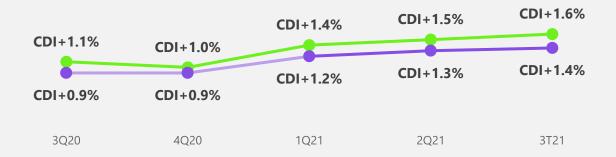
Net Debt/EBITDA



Net Debt/EBITDA for Leasing Activity Sept/21: 2.1x

#### **COST OF DEBT**

• Face cost • Effective cost







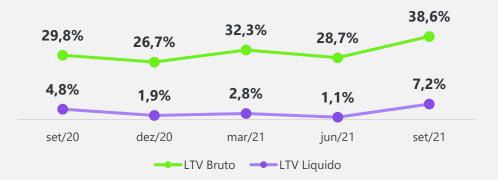


Log Contagem I MG

#### 2.15 DEBT INDICATORS IN R\$ THOUSAND

	09/30/2021	12/31/2020	Chg. %
(+) Loans and financing and debentures	1,341,972	800,663	67.6%
(-) Cash and cash equivalents	1,091,294	744,564	46.6%
(=) Net debt	250,678	56,099	346.8%
(=) Equity	3,342,639	3,079,961	8.5%
(=) Net debt / Equity	7.5%	1.8%	5.7p.p.

#### 2.16 LOAN TO VALUE





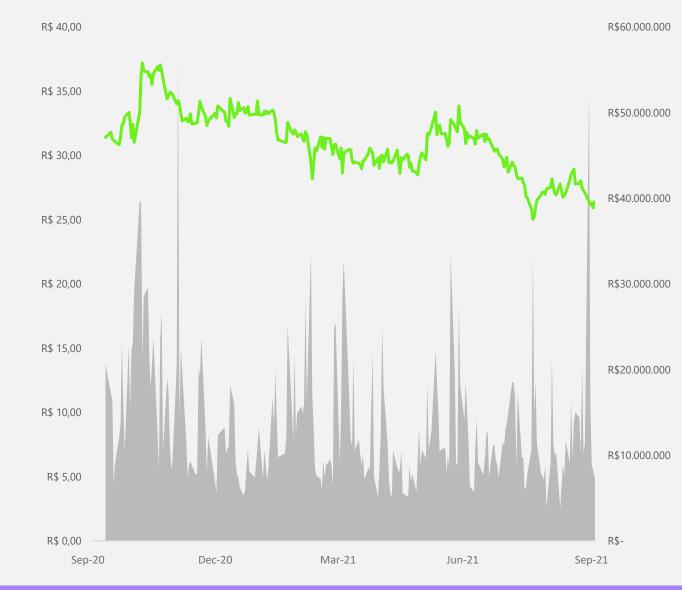
# R\$2.6 bi R\$13 MM

Market Cap

**ADTV 30** Base Date: 09/30/2021

#### DAILY TRADING VOLUME LAST 12 MONTHS LOGG3 Share price R\$

■ Volume Traded • Share Price



ESG: Sustainability Report

In July 2021, we launched our Sustainability Report, base year 2020, following the GRI Standards – the main international reference for this type of report. The report presents in detail our positioning and commitment to advancing in processes and actions that are increasingly aligned with current and future sustainability assumptions.

#### → CLICK HERE TO SEE THE REPORT

#### 4.1 GLOBAL COMPACT | 2030 CHALLENGE

We also formalized our participation in the UN Global Compact's Brazil Network, the world's largest network of companies in favor of sustainability, as well as to the HUB ODS MG, the 1st Global Compact regional hub in the world. In addition, in September, we joined the 2030 Challenge Network, a partner of the Global Compact formed by companies from Minas Gerais willing to generate positive impacts on the Sustainable Development Goals and the UN's 2030 Agenda.

Based on our business model and strategic materiality, we defined the **priority SDGs for Log**'s operations, which are the focus of our greatest contribution to achieving the global sustainable development goals.





TODOS POR 1.5 plan and the possibility of increasing the Brazilian logistics infrastructure and support for the expansion of consumer markets for industry and services.



Socio-economic development of the areas of influence of our projects, through the expansion of the Log Social Program to develop actions aimed at education, with neighboring communities and employees of the projects.



Improvement of the cities where we operate by contributing to urban and road quality in the regions neighboring our projects.



Reduction of environmental impacts through the purchase of energy on the free market (renewable energy) and the possibility of installing self-generating energy systems in new projects (solar plates).

#### 4.2 QUARTER CASE

Based on a listening process carried out with the local community and with the Company's employees, **Log Social project was created, and is considered one of Log's main initiatives** in the field of sustainable development.

The project was inaugurated in August of this year, at Log Fortaleza I, and consists of the development of educational programs, in partnership with institutions in the area, using the structures of the logistics condominium, both for the **qualification of basic education and for the professional education** of the neighboring population.

The first group of the project had more than 50 students, being offered courses on the Office Suite, NR10 (electrical area), NR35 (industrial area), English course, forklift courses and elementary education. In addition to investing in sustainable development, our projects also provide for more sustainability parameters, with the rational use of natural resources, greater reduction in water and energy consumption, greater use of materials and technologies with environmental impact low and optimization of the management of waste in the construction and operation of projects, demonstrating our commitment to the future.

Log Social - Log Fortaleza I CE



# Financial Statements

#### 5.1 STATEMENT OF PROFIT OR LOSS FOR THE PERIOD IN R\$ THOUSAND

	3Q21	3Q20	Chg. %	9M21	9M20	Chg. %
Net revenue	37,005	36,138	2.4%	110,715	105,184	5.3%
Cost of services	(584)	(446)	30.9%	(1,546)	(1,245)	24.2%
Gross profit	36,421	35,692	2.0%	109,169	103,939	5.0%
Operating income (expenses)	59,488	111,785	-46.8%	206,481	96,569	113.8%
Selling expenses	(2,784)	(2,633)	5.7%	(8,268)	(7,668)	7.8%
General and administrative expenses	(6,479)	(5,780)	12.1%	(18,999)	(15,715)	20.9%
Other operating income (expenses), net	(882)	(3,034)	-70.9%	10,407	(4,745)	319.3%
Changes in Operating Profit (Loss) from the Development of New Assets	67,375	122,796	-45.1%	218,456	122,899	77.8%
Share of profit (loss) of subsidiaries	2,258	436	417.9%	4,885	1,798	171.7%
Operating profit before financial results	95,909	147,477	-35.0%	315,650	200,508	57.4%
Finance income (costs)	3,354	(1,050)	419.4%	4,515	(14,248)	131.7%
Finance charges	(10,961)	(5,947)	84.3%	(25,309)	(24,608)	2.8%
Finance income	14,315	4,897	192.3%	29,824	10,360	187.9%
Profit (loss) before income tax and social contribution	99,263	146,427	-32.2%	320,165	186,260	71.9%
Income tax and social contribution	(4,565)	(80,185)	-94.3%	(24,922)	(80,575)	-69.1%
Current	(2,732)	(3,016)	-9.4%	(14,260)	(8,086)	76.4%
Deferred	(1,833)	(77,169)	-97.6%	(10,662)	(72,489)	-85.3%
Profit (loss) for the period	94,698	66,242	43.0%	295,243	105,685	179.4%
Profit (loss) attributable to						
Shareholders of the company	94,658	65,994	38.8%	281,362	104,941	168.1%
Non-controlling interests	40	248	-83.9%	13,881	744	1,765.7%

#### **5.2 BALANCE SHEET** IN R\$ THOUSAND

ASSETS	09/30/2021	12/31/2020	Chg. %	LIABILITIES & EQUITY	09/30/2021	12/31/2020	Chg. %
Current assets	1,036,159	783,354	31.9%	<b>Current liabilities</b>	471,009	330,525	40.3%
Cash and cash equivalents	364,186	453,855	-19.8%	Accounts payable	41,957	15,076	178.3%
Marketable securities	524,031	287,718	82.1%	Loans and debentures	210,722	203,229	3.7%
Accounts receivable	131,128	32,486	294.3%	Salaries, payroll taxes and benefits	9,287	5,572	66.7%
Recoverable taxes	10,504	6,309	66.5%	Taxes and contributions	9,931	8,541	16.3%
Prepaid expenses	4,232	1,556	172.0%	Accounts payable for land acquisition	69,623	16,630	318.7%
Other assets	2,079	1,430	45.4%	Advances from clients - Swap	118,903	45,688	144.0%
				Dividends payable	-	33,240	-100.0%
				Others	10,586	2,549	315.3%
Non-current assets	4,126,965	3,428,829	20.4%	Non-current liabilities	1,349,476	801,697	69.3%
Marketable securities	203,077	2,991	6,689.6%	Lease liability	4,300	4,182	2.8%
Derivative financial instruments	153	3,243	-95.3%	Loans and debentures	1,131,250	597,434	89.4%
Accounts receivable	38,707	44,319	-12.7%	Derivative financial instruments	1.860	-	100%
Prepaid expenses	5,406	4,691	15.2%	Accounts payable for land acquisition	7,340	45,725	-83,9%
Recoverable taxes	32,700	22,827	43.3%	Advances from clients - Swap	127,135	84,848	58.6%
Deferred income tax and social contribution	11,412	16,537	-31.0%	Deferred taxes	69,463	63,254	9.8%
Others	6,827	5,942	14.9%	Others	8.128	6.254	30,0%
Investment in joint ventures	345,149	326,336	5.8%				
Investment properties	3,475,902	2,994,470	16.1%	Equity	3,342,639	3,079,961	8.5%
Fixed assets	5,013	4,981	0.6%	Equity attributable to the shareholders of the company	3,314,120	3,060,121	8.2%
Intangible assets	2,619	2,492	5.1%	Non-controlling interests	28,519	19,840	43.7%
TOTAL ASSETS	5,163,124	4,212,183	22.5%	TOTAL LIABILITIES & EQUITY	5,163,124	4,212,183	22.6%

#### 5.3 CONSOLIDATED STATEMENT OF CASH FLOWS IN R\$ THOUSAND

	9M21	9M20	Chg. %
CASH FLOWS FROM OPERATING ACTIVITIES			
Profit for the period	295,243	105,685	179.4%
Adjustments to reconcile profit for the period to net cash generated by operating activities	(206,815)	(34,445)	500.4%
Decrease (increase) in operating assets	(29,294)	(3,264)	797.5%
Increase (decrease) in operating liabilities	35,519	4,500	689,3%
Income tax and social contribution paid	(15,045)	(7,729)	94.7%
Net cash generated by operating activities	79,608	64,747	23.0%
CASH FLOWS FROM INVESTING ACTIVITIES			
Increase in / acquisition of investments	(20,206)	(4,512)	347.8%
Dividends received from investees	6,278	-	100%
Decrease in marketable securities	648,683	205,323	215.9%
Increase in marketable securities	(1,065,483)	(213,834)	398.3%
Proceeds from sale of subsidiaries/land	199,468	23,982	731.7%
Acquisition of investment property	(380,342)	(91,642)	315.0%
Others	(475)	(134)	254.5%
Net cash used in (generated by) investing activities	(612,077)	(80,817)	665.1%
CASH FLOWS FROM FINANCING ACTIVITIES			
Loans, financing and debentures, net	686,962	_	
Amortization of loans, financing and debentures	(147,541)	(55,737)	164.7%
Interest paid	(28,568)	(33,282)	-14.2%
Leases paid	(372)	(347)	7.2%
Dividends paid	(33,240)	(21,423)	55.2%
Share issuance costs	-	(77)	100.0%
Sale (acquisition) of treasury shares	(29,242)	(2,928)	898.7%
Proceeds from the exercise of stock option	3	98	-96.9%
(Distributions to) contributions by noncontrolling shareholders	(5,202)	(440)	1,082.3%
Net cash used in financing activities	442,800	(114,136)	488.0%
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(89,669)	(130,206)	-31.1%
CASH AND CASH EQUIVALENTS			-
At the beginning of the period	453,855	507,388	-10.6%
At the end of the period	364,186	377,182	-3.4%

# **G**lossary

**GLA (Total):** gross leasable area, corresponds to the sum of the areas available for lease.

**GLA** % **LOG** GLA referring to Log's participation in the projects.

**Approved GLA:** total areas with approved project and all other licenses, including areas already delivered.

**GLA Delivered:** areas delivered for lease.

GLA FII: GLA sold to FII LGCP11.

**GLA Partners:** GLA corresponding to the percentage that Log's partners have in the projects (excluding the GLA from FII LGCP11).

**Gross Absorption:** refers to the occupation occurred within the analyzed period. Includes areas subject to new lease contracts and contract renewals.

**Net Absorption:** real increase or decrease in occupied space between periods. Sum of areas subject to new lease contracts, contract renewals (referring to current year maturities) and returns occurred in the period.

**Contract Backlog:** remaining amount to be received by the contract term.

**EBITDA** (Earnings Before Interests, Taxes, Depreciation and Amortization): net profit plus expenses with income tax and social contribution, finance income (costs) and depreciation.

**EBITDA for Leasing Activities**: considers through EBITDA, additions or reductions for items that we understand are not part of the result of our Leasing Activities, such as sales of assets, or that do not affect our cash generation, such as the Operating Results from New Assets Development of investment property and the Operating Results from New Assets Development of investment property in joint ventures.

**ESG:** "Environmental, Social and Corporate Governance". Refers to the three central factors in measuring the sustainability and social impact of an investment in a company or business.

**FFO (Funds From Operations):** net profit before depreciation.

**FFO for Leasing Activities:** considers, through FFO, additions or reductions to eliminate the effects of gains or losses on the disposal of assets, such as, for example, events with gains on the sale

of properties and on Operating Results from New Assets Development adjustments and other "non-cash" effects.

FII: Real Estate Investment Fund.

**FII LGCP11:** the LOGCP Inter fund (LGCP11) is a real estate fund that focuses on profiting from real estate leasings for the logistics and industry sector. Established in August 2019, the fund is managed by Banco Inter.

**Greenfield:** development of new logistics warehouse projects since the beginning of the work.

**Net Default in 12 months:** calculated by the remaining % of the balance of maturities accumulated in the last 12 months subtracted from the amount of revenue in the same period.

**Joint Venture - JVs:** joint business, in which two or more parties have joint control.

**Loan to Value**: index (%) resulting from dividing gross or net debt by the Operating Results from New Assets Development of investment properties.

**EBITDA Margin:** EBITDA divided by net operating revenue.

**EBITDA Margin for Leasing Activities:** EBITDA for leasing Activities divided by net operating revenue.

**FFO Margin:** FFO divided by net operating revenue.

**FFO Margin for Leasing Activities:** FFO for leasing Activities divided by net operating revenue.

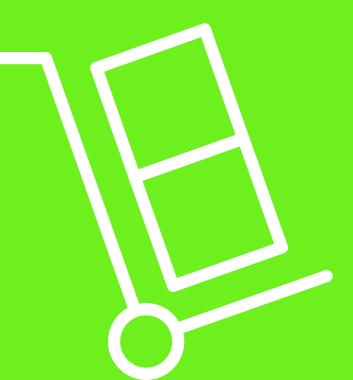
**Potential Portfolio % Log:** total GLA held by the Company, in its different stages of development, that is, it includes the GLA of projects approved, under approval and delivered.

Vacancy: GLA available for lease.

**Vacancy of the Stabilized Portfolio:** GLA available for lease from the portfolio of properties that reach 90% occupancy or one year or more of operation, whichever comes first.

**Yield on Cost (YoC):** annualized potential revenue from assets (considering 100% occupancy) divided by the CAPEX of their respective projects.

# Modular Warehouses 100% Class A



Scan the QR Code and have a virtual tour.



96

warehouses built

+ 1mi

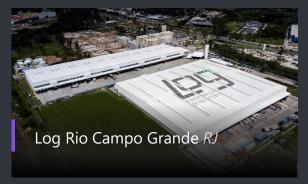
m<sup>2</sup> of GLA delivered

+1.5mi

m<sup>2</sup> of GLA until 2024

#### CLICK AND DISCOVER THE COMPLETE PORTFOLIO



















# Talk to IR

#### André Vitória

Chief Financial and **Investor Relations** Officer

#### Otávio Bernardes

Investor Relations

Analyst

Av. Professor Mário Werneck, 621, 10° andar, Estoril, Belo Horizonte | MG CEP 30455-610

#### Marina Miranda

**Executive Investor** Relations Manager

+55 (31) 3615-8400 ri@logcp.com.br



ri.logcp.com.br