



CORPORATE
PRESENTATION
BTG Websession

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LOG: BUSINESS MODEL DIFFERENTIATED

High growth platform with limited execution risk

1. Geographic Diversification

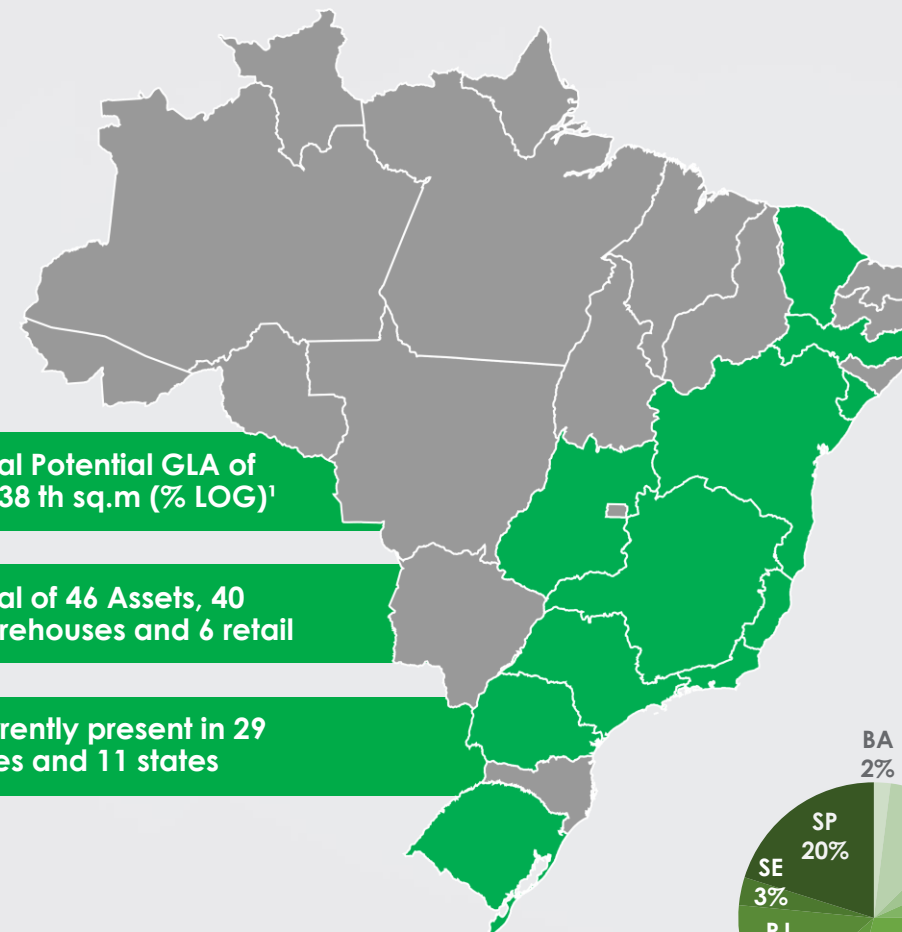
- Currently present in 29 cities and 11 states
- Potential GLA of 1.638 million sq.m.¹ (% LOG)
- Privileged and strategic location
- Operating outside main markets due to high quality customers demand

2. Modular and Flexible Operation

- Capable of drawing all kinds of demand
- Diversified client base and, therefore, lower risk
- Greater speed of absorption
- Low vacancy rate in comparison to the average of the Class A national market (4.5% vs. 17%)

3. Integrated Logistics Solution

- From identifying the demand, acquiring land and constructing, which is in our DNA, to conducting commercial dealings with internal team and managing the asset through LOG ADM
- Entry barrier to potential competitors due to standard and low-cost construction
- Option of logistics solution for the clients and the market

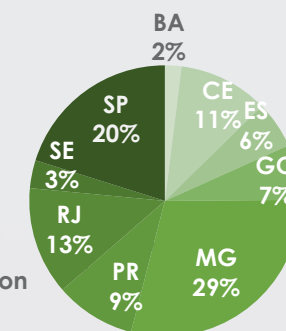


Total Potential GLA of
1,638 th sq.m (% LOG)¹

Total of 46 Assets, 40
warehouses and 6 retail

Currently present in 29
cities and 11 states

GLA Delivered by Region

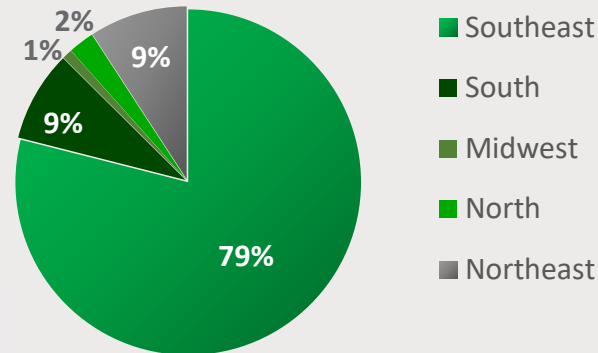


LOG's differentiated business model, which is comprised by a unique risk profile, results in above average returns for the company when compared to the market

BRAZILIAN WAREHOUSES MARKET

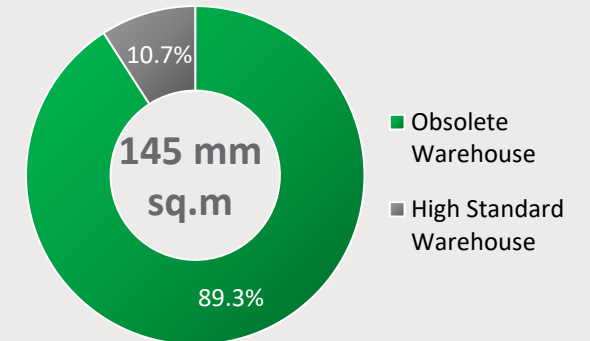
The Brazilian industrial condominium market is highly concentrated in the Southeast region and of very low quality. However, there is increasing demand in other regions, such as the Northeast and the Midwest.

Inventory by region



Migration of companies to modern warehouses

Brazil Warehouses Inventory



Obsolete warehouse

Modern Warehouse



100% of LOG's warehouses are classified as Class-A

THE EVOLUTION IN THE LOGISTIC MARKET

Despite rental price per sq. m higher than obsolete warehouses, the operational efficiency of LOG brings cost savings for customers

LOG has an efficient business model



- LOG is able to store almost twice more pallet positions per sq. m, when compared to obsolete warehouses
- Despite the rental price per sq.m. of LOG being 67% higher than obsolete warehouses, due to higher storage capacity per sq. m, the cost per pallet stored is 7% below obsolete warehouses

Efficiency in Numbers – LOG vs. Obsolete Warehouse

	Obsolete Warehouse	LOG
Rental Price per sq. m	BRL 9.00	BRL 15.00
Nº of Pallet Racking per 1000 sq. m	6	8
Pallets Capacity per 1000 sq. m	480	864
Cost per Pallet	BRL 18.75	BRL 17.36

	Obsolete Warehouse	LOG
sq. m required for 864 Pallets	1,800.0	1,000.0
Rental cost for a capacity of 864 Pallets	BRL 16,200	BRL 15,000.00

Higher Efficiency and Lower Cost

CHARACTERISTICS

CLASS-A WAREHOUSES

10

LOG advantages

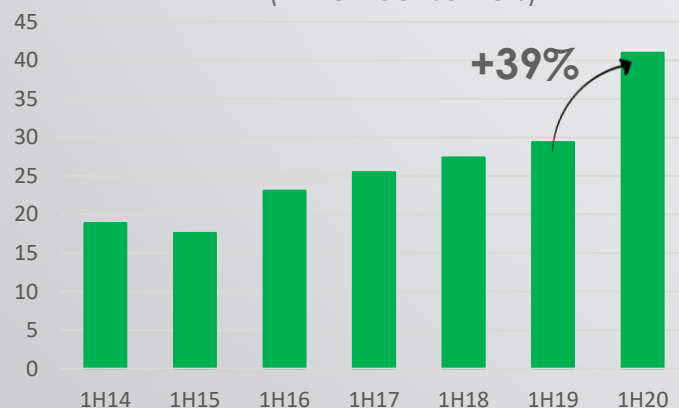
1. Strategic location: commercial properties designed to optimize businesses and facilitate transportation and logistics of goods.
2. Appropriate area: warehouses rental starting from 1,000 sq. m
3. Differentiated high ceiling: up to 12 meters
4. Floor: leveled by laser and resists up to 6 ton/ sq. m, reducing forklifts wear.
5. Parking lot: ample indoor and outdoor parking spaces for visitants and maneuvering yard for small vehicles and trucks
6. Security: 24-hour armored entrance with TV surveillance system. This results in savings with security expenses for tenants.
7. Convenience: cleaning services and break room for drivers, with kitchen and sanitary.
8. Landscaping: differentiated
9. Support: venues like restaurant, entrance and services like gardening, cleaning and general maintenance
10. Administration: professional condominium management

E-COMMERCE

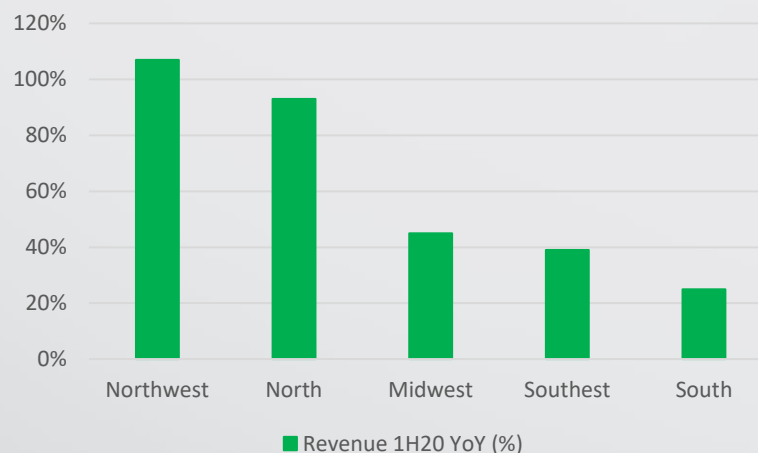
Key lever to boost demand for warehouses



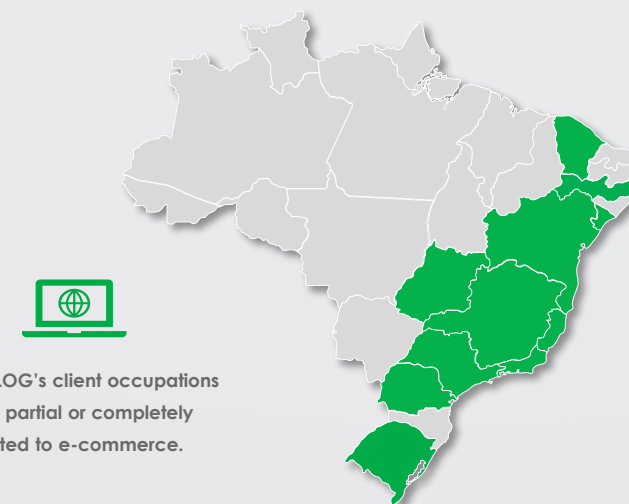
Number of consumers who made online purchases in the period¹
(Million consumers)



E-Commerce Revenue Growth
1H20 vs 1H19 by Region¹



Geographic footprint LOG CP



40% of LOG's client occupations were partial or completely related to e-commerce.

GROWTH STRATEGY

Follow On

Fund-raising of ~ BRL 638 million

REIT (FII LOGCP)

Assets Recycling

Fund-raising of ~ BRL 165 million

Second fund-raising of ~ BRL 146 million¹ approved in Sep/20 at Board of Directors Meeting



**TODOS
POR UM**

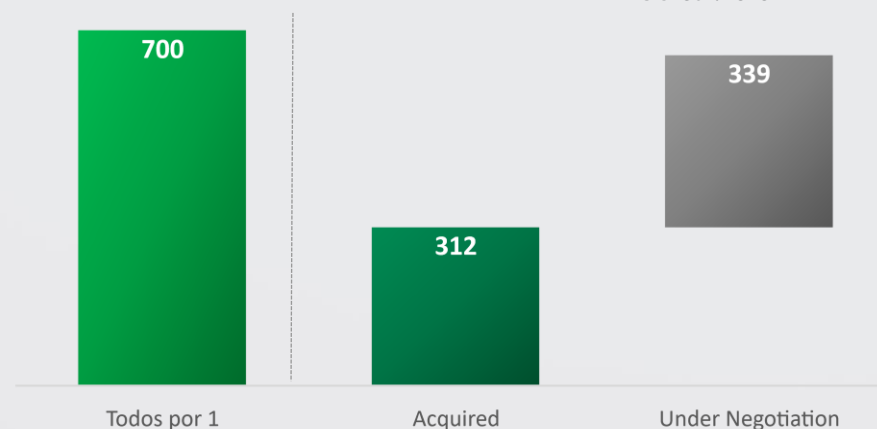
2020 - 2024

+1 MILHÃO DE M² DE ABL ENTREGUE

High demand for LOG's assets shows a strong market, boosts the consistent growth in 2019 and increases growth opportunities for the next years.

Total GLA Lands (Acquisition) - (in th sq. m of GLA)

As of Jun/2020



The plan for **the next 5 years, 2020 to 2024**, is to **deliver +1 million sq. m. of GLA** with construction of assets from the current portfolio (approx. 450 th sq. m) and new assets to be acquired (approx. 700 th sq. m) of which **over 310 th sq. m of GLA** have been acquired.

Expansion focused on market intelligence, responding to the latent demand in markets where LOG already operates and in new locations

¹ The completion of the transaction, and its respective financial settlement, is subject to certain usual market conditions, among them, the success of the REIT in raising resources.

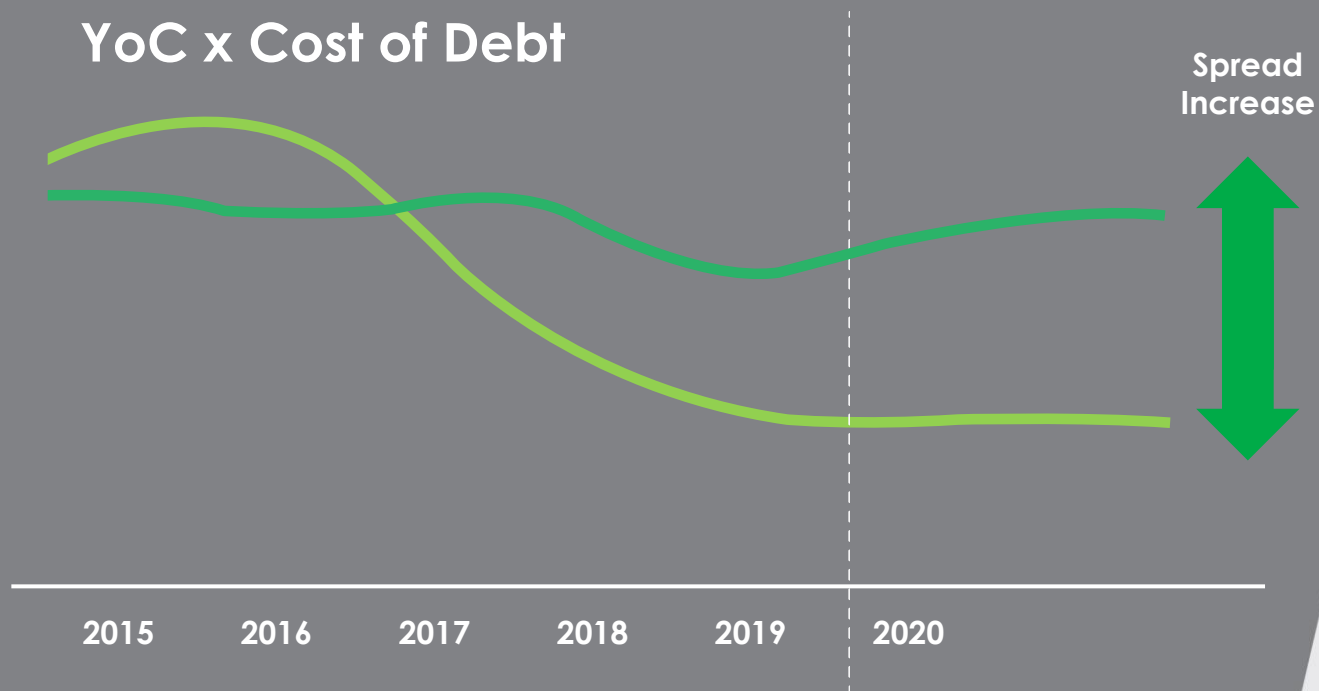
HIGH VALUE CREATION



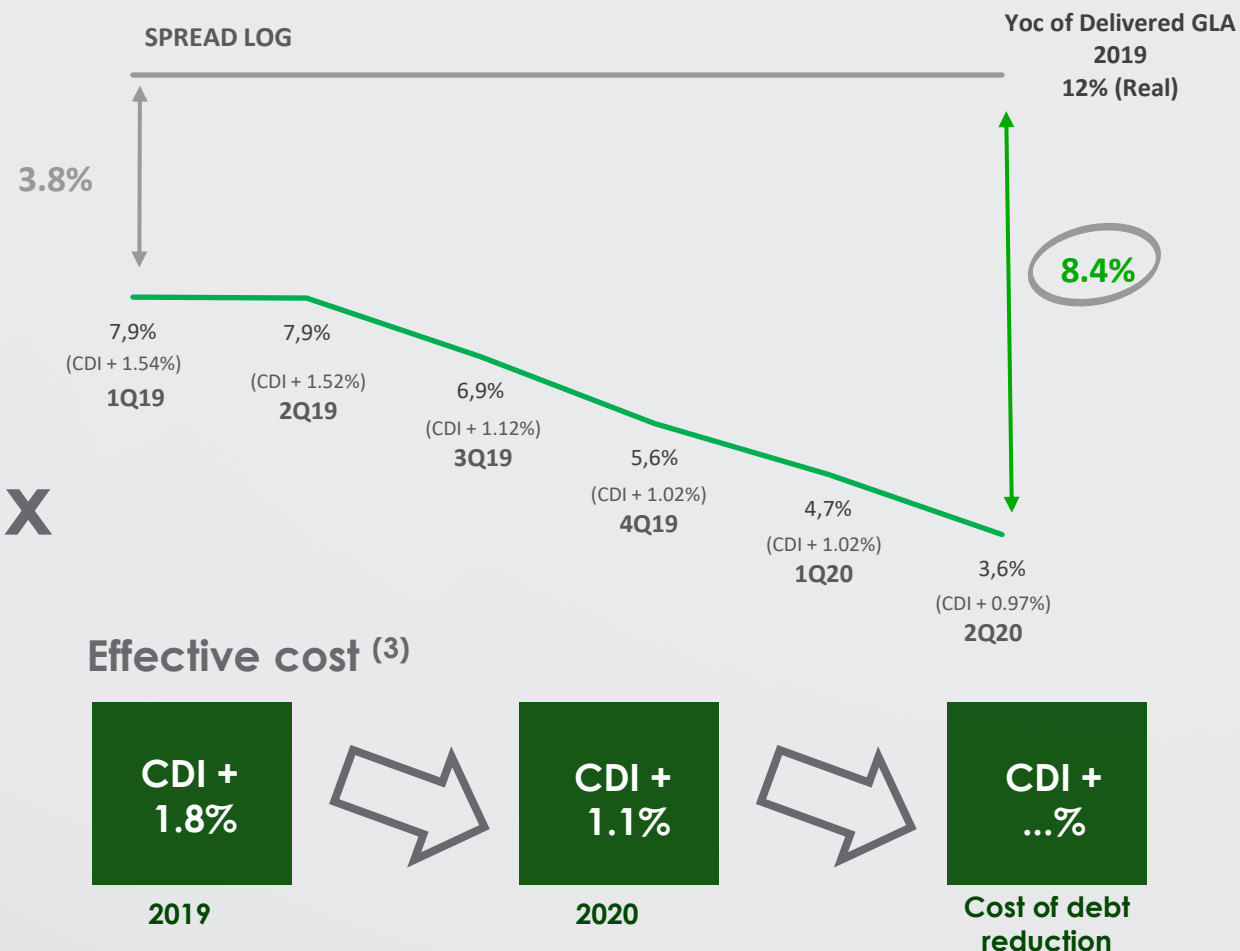
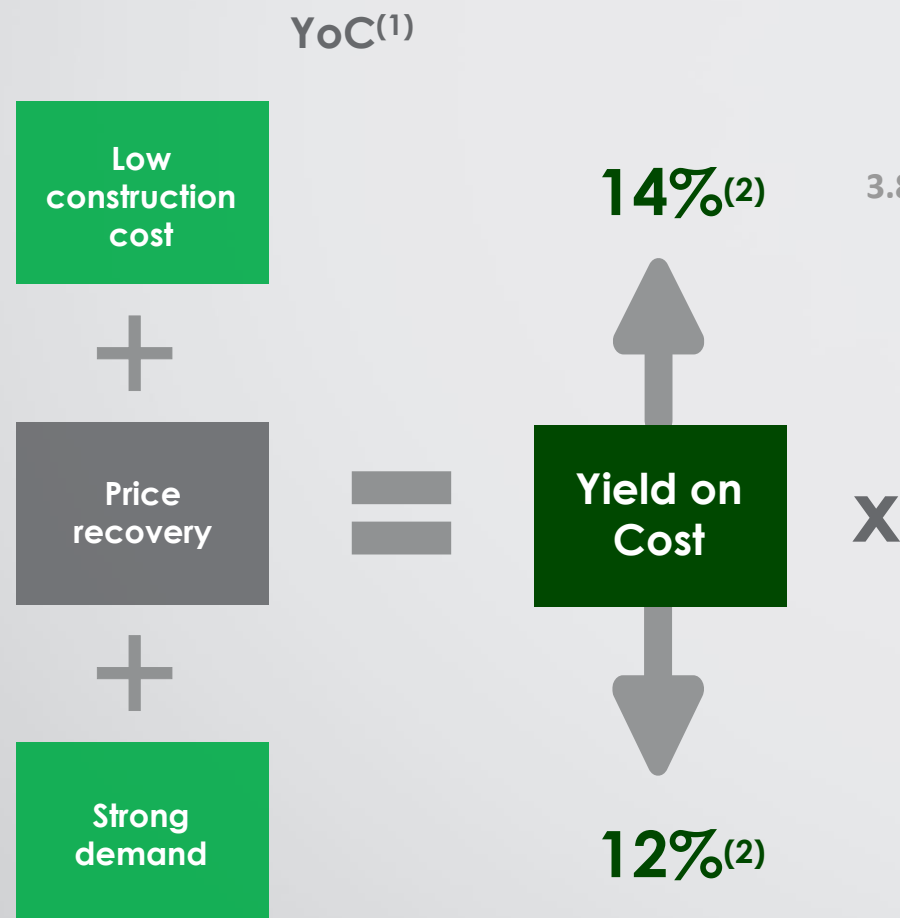
The combination of increasing returns on the operation and the lower funding cost provides better spreads for the business

- YoC (real)
- Cost of Debt (nominal)

YoC x Cost of Debt



VALUE CREATION RETURN AND GROWTH



Notes:

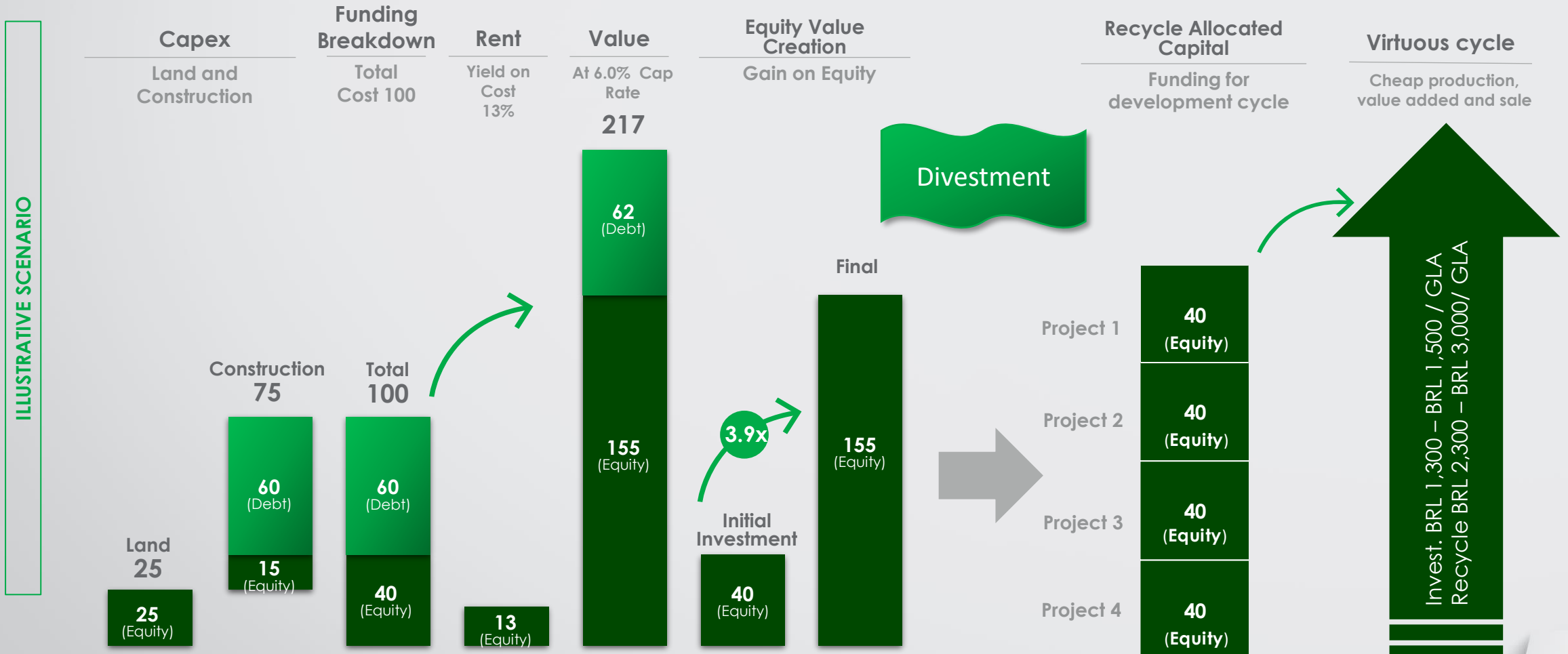
⁽¹⁾ is calculated by dividing the total occupancy revenue (100% occupancy) by capex

⁽²⁾ Real YoC due to contracts are already adjusted by inflation. It doesn't include BTS warehouses

⁽³⁾ *Effective costs: considers the contractual costs + other issuance costs (fees, legal assessment, Fiduciary Agent and/or Securitization Company - considering debentures, notary expenses etc.) and debt maintenance costs.

*Source: BACEN

VALUE CREATION LOG DEVELOPMENT





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