# **Earnings**

Release
4<sup>th</sup> Quarter and year of 2019









Belo Horizonte, February 10th, 2020: LOG Commercial Properties e Participações S.A. ("LOG" or "Company") ("B3: LOGG3") announces today the results of the fourth quarter of 2019 (4Q19) and twelve months of 2019 (12M19). The financial information is presented in thousands of Reais (BRL thousand), except where otherwise indicated, and is based on the consolidated financial statements, prepared in accordance with the International Financial Reporting Standards (IFRS) approved by the Brazilian Securities Committee (CVM) and the Federal Accounting Council (CFC) and all pronouncements issued by Accounting Pronouncements Committee (CPC).

# LOG: THE BEST PREPARED COMPANY FOR GROWTH HIGHLIGHTS

- 1. CLOSING 2019 WITH A STRONG CAPITAL STRUCTURE: follow-on, REIT and liability management
- **2. EFFECTIVE OPERATING STRATEGY:** modular operation, geographic diversification and record spread
- **3. GROWING DEMANDING MARKET:** low vacancy, high number of clients, fly to quality and e-commerce
- 4. STRUCTURED FOR THE 2020-2024 CYCLE: +1 million sq.m. of GLA to be delivered



#### MANAGEMENT COMMENTS

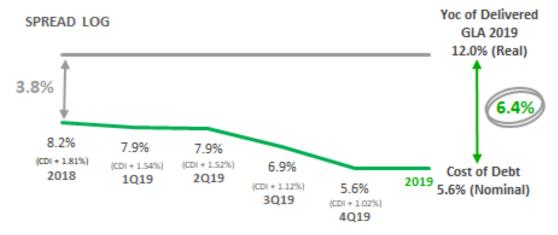
#### GREAT ACHIEVEMENTS IN 2019 FOR GROWTH IN THE COMING YEARS

#### **2019 HIGHLIGHTS**

- ✓ The Company raised **BRL 638 million** with the restricted offering of shares in Oct/19.
- ✓ Conclusion of approximately 51 th sq.m. of GLA sold to the Brazilian REIT **LGCP11** for **BRL 165 million** in Dec/19.
- ✓ Around 170 th sq.m. of GLA (owned) delivered in 2019, adding 22% compared to 2018.
- ✓ **Expansion** of 5 assets and **construction** of 2, of which 1 in a new city in 2019.
- ✓ **Stabilized vacancy** reduced to **4.2%** in Dec/19, against 4.5% in Sep/19 and 5.9% in Dec/18.
- ✓ In 2019 the commercial team LOG was responsible for **72% of the new leases**, of which 60% were made to recurring customers.
- ✓ The Company achieved greater financial efficiency with **cost of debt** reduction to **5.6% p.a.** at the end of 2019 from 8.2% p.a. in 2018; and the leverage index reduction **Net Debt / LTM Adjusted EBITDA** to **0.7x** in Dec/19 versus 9x in Dec/18.
- ✓ **Net income** of **BRL 93 million** in 2019 versus BRL 47 million in 2018.
- ✓ Net operating revenue of BRL 128 million in 2019, an increase of 22.1% compared to 2018.
- ✓ Adjusted FFO of BRL 65 million, 24.2% growth compared to 2018; and adjusted EBITDA of BRL 103 million in 2019 against BRL 87 million in 2018, an increase of 18.5%.

#### **SPREAD LOG**

The Company performed major deliveries and growing results in 2019, reaching a **6.4%** spread between yield on cost (YoC) and our cost of funding.







#### **TODOS POR 1**

The new growth cycle of LOG is accelerated with the "TODOS POR 1" plan: +1 million sq.m. of Delivered GLA from 2020 to 2024. The plan includes about **450 th sq.m. of GLA** in its portfolio and acquisitions of approximately **700 th sq.m. of GLA** to achieve +1 million sq.m. of Delivered GLA, a total investment of approximately BRL 1.5 billion.

The demand for our assets has been mapped in more than 10 cities, based on our market intelligence acquired due to the proximity to our customers and the geographical dispersion of our operations. The mapped demand for assets over de country remains strong, either through fly to quality or through organic growth of our clients' operations, boosted mainly by the growth of e-commerce activities.

The Company intends to acquire land, in addition to its current landbank, to deliver around 700 th sq.m. of GLA of which, in Feb/20, **152 th sq.m.** of GLA was acquired and approximately **460 th sq.m.** of GLA are under negotiation, faster than expected.



Therefore, in the first phase of TODOS POR 1, real estate development activities for acquisition of land will be intensified and there will be construction on landbank and expansion of current assets (add ons).

The Company remains positive with TODOS POR 1 plan given the strong market demand and the high execution capacity of our team.

#### ASSET RECYCLING: FII LGCP11 (REIT)

To meet the investments required for TODOS POR 1, asset recycling became a concrete alternative with the conclusion of the disposal of minority stakes of 3 assets (LOG Goiânia, LOG Viana e LOG Contagem I) to the real estate investment fund LGCP11 ("FII LGCP11") in Dec/19.

The transaction was BRL 165 million in Dec/19, with the sale of 51 th sq.m. of GLA, at an average price per sq. m of GLA of BRL 3,240. The portfolio of assets sold to FII LGCP11 replicates our business model of geographic diversification and client portfolio risk diversification, in addition to bringing the quality of LOG's commercial and asset management as the real estate consultant for the REIT.

The decision of the disposal of minority stakes goes beyond the focus on maintaining the relationship and management of our customers as we search for the best operational and financial results for both LOG and FII LGCP11. The Company has structured the operation with the strategy of subsequent sales of LOG assets in the coming years to the same REIT, since it has authorized capital of BRL 1 billion. Subsequent sales will depend on market conditions and LOG's decision to use resources.



# **OPERATIONAL AND FINANCIAL HIGHLIGHTS**

Operating Highlights (in GLA sq.m. owned)	12/31/19	09/30/19	12/31/18	12/31/19 x 09/30/19	12/31/19 x 12/31/18
Potential Portfolio	1,413,442	1,470,842	1,534,817	-3.9%	-7.9%
Warehouses	1,389,581	1,446,982	1,507,852	-4.0%	-7.8%
Retail *	23,860	23,860	26,965	0.0%	-11.5%
Approved GLA	1,085,620	1,136,537	1,193,340	-4.5%	-9.0%
Warehouses	1,069,000	1,119,917	1,173,142	-4.5%	-8.9%
Retail *	16,620	16,620	20,198	0.0%	-17.7%
Delivered GLA	866,669	837,580	752,240	3.5%	15.2%
Warehouses	851,756	822,667	734,706	3.5%	15.9%
Retail *	14,913	14,913	17,534	0.0%	-14.9%

Operating Highlights (in GLA sq.m. total)	12/31/19	09/30/19	12/31/18	12/31/19 x 09/30/19	12/31/19 x 12/31/18
Potential Portfolio	1,703,725	1,703,725	1,809,623	0.0%	-5.9%
Warehouses	1,668,859	1,668,859	1,727,977	0.0%	-3.4%
Retail *	34,867	34,867	81,646	0.0%	-57.3%
Approved GLA	1,266,456	1,266,456	1,371,128	0.0%	-7.6%
Warehouses	1,245,786	1,245,786	1,302,750	0.0%	-4.4%
Retail *	20,670	20,670	68,377	0.0%	-69.8%
Delivered GLA	983,740	893,643	825,692	10.1%	19.1%
Warehouses	966,484	876,387	773,494	10.3%	25.0%
Retail *	17,256	17,256	52,198	0.0%	-66.9%

Financial Highlights (in BRL thousand)	4Q19	3Q19	4Q18	Var. % 4Q19 x 3Q19	Var. % 4Q19 x 4Q18	2019	2018	Var. % 2019 x 2018
Net Operating Revenues	34,694	32,441	28,189	6.9%	23.1%	128,034	104,827	22.1%
EBITDA	58,572	72,726	22,307	-19.5%	162.6%	180,908	83,686	116.2%
EBITDA Margin (%)	168.8%	224.2%	79.1%	-55.4 p.p.	89.7 p.p.	141.3%	79.8%	61.5 p.p.
Adjusted EBITDA **	27,264	26,456	23,571	3.1%	15.7%	102,667	86,610	18.5%
Adjusted EBITDA Margin (%)	78.6%	81.5%	83.6%	-3.0 p.p.	-5.0 p.p.	80.2%	82.6%	-2.4 p.p.
FFO	40,902	23,279	13,271	75.7%	208.2%	94,068	47,327	98.8%
FFO Margin (%)	117.9%	71.8%	47.1%	46.1 p.p.	70.8 p.p.	73.5%	45.1%	28.3 p.p.
Adjusted FFO **	20,541	15,366	14,760	33.7%	39.2%	65,037	52,374	24.2%
Adjusted FFO Margin (%)	59.2%	47.4%	52.4%	11.8 p.p.	6.8 p.p.	50.8%	50.0%	0.8 p.p.

<sup>\*</sup> Retail: Strip Malls.

Obs.: The 2 tables above related to the Operating Highlights consider LOG's JV's.

<sup>\*\*</sup> Adjusted EBITDA and FFO of the methodology applied in FFO eliminating the effects of gain or loss on disposition of property for investment, such as events with gains on the sale of properties and the fair value adjustments.

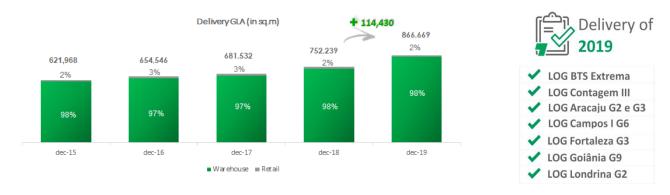


#### **OPERATIONAL PERFORMANCE**



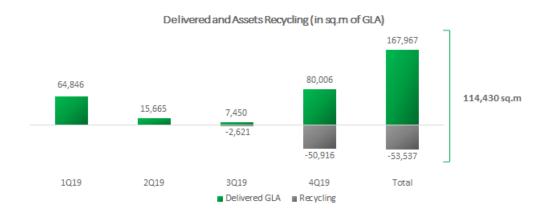
#### **Delivered GLA**

In the 4Q19, it was delivered one project (LOG BTS Extrema: 49.3 th sq.m. of GLA) and three add-ons: LOG Contagem III (8.3 th sq.m. of GLA), LOG Campos I (11.9 th sq.m. of GLA) and LOG Goiânia (10.5 th sq.m. of GLA), reaching 866.7 th sq.m. of Delivered GLA (owned), an increase of 15.2% against December 31, 2018, allocated in 19 cities and 9 states in Brazil.



In Dec/19, there was the conclusion of the disposal of minority stakes of 3 assets to the FII LGCP11, totaling 50.9 th sq.m. of GLA sold, regarding the minority stakes of 28.6% of LOG Viana, 24.5% of LOG Contagem I and 24.5% of LOG Goiânia.

In 2019, the Company delivered **168 th sq.m.** of GLA, which represents a 22% increase in 2018's Delivered GLA, and sold 54 th sq.m. of GLA, reaching a net increase in Delivered GLA (owned) of 114 th sq.m. in the year.



#### **Approved GLA**

The Company has an approved portfolio of projects that are not in operation of, approximately, 219 th sq.m. of owned GLA distributed in the South, Southeast and Northeast regions.



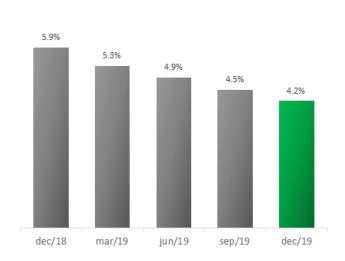
#### **GLA Under Construction**

LOG has approximately 47.4 th sq.m. of owned GLA under construction, 78% in Minas Gerais and 22% in Rio de Janeiro, of which 27.8 th sq.m. of GLA are predicted to be delivered in 1Q2020 and 2Q20, reaching 914 th sq.m. of Delivered GLA (owned).

# Physical Vacancy - Stabilized Portfolio

The stabilized vacancy dropped 0.3 p.p. at the end of 4Q19 in comparison to the end of 3Q19

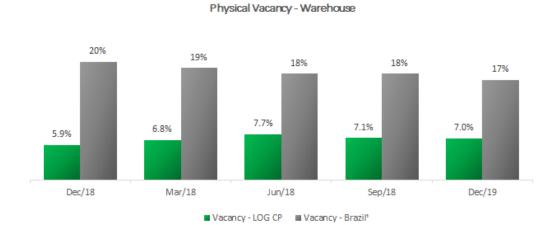
Stabilized Portfolio Vacancy - Warehouse (Owned)



Delivered GLA (Owned in th sq.m) and Stabilized Vacancy by Region Southeast Northeast 6.1% 3.1% Stabilized Stabilized Vacancy Vacancy . 143.3 South Midwest 0.0% 0.0% Stabilized Stabilized Vacancy Vacancy 85.8 59.1

#### **Physical Vacancy**

The physical vacancy reached 7.0% in Dec/19, significantly below the market that, according to Colliers report from Dec/19, was about 17%. The increase observed in comparison to 2018 is explained by the higher volume of GLA delivered by the end of 2019, affecting the index for new assets.

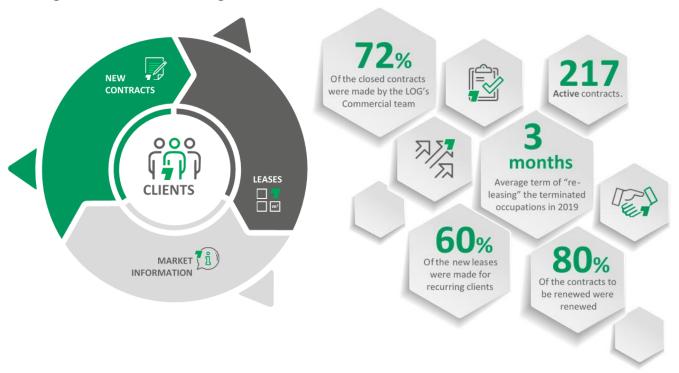


<sup>1</sup> Vacancy disclosed by Colliers



#### Leases

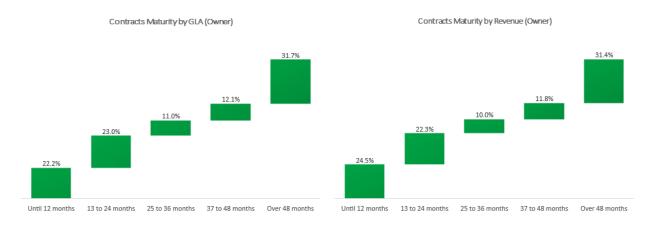
LOG has its own commercial management team for leasings. This is part of LOG's strategy of partnertship and one-stop-shop, acting proactively in contracts renewals and mapping clients' needs of logistical solutions, resulting in a internal market intelligence. In 2019:



The Company had a gross absorption (new leases + renewals) of approximately 350 th sq.m. of total GLA (339 th sq.m. of owned GLA) during the year of 2019, totalizing a record net absorption (gross absorption – returns) of over 255 th sq.m. of GLA (owned).

The total backlog of contracts (owned GLA) already signed by the Company, considering the ones in operation and the ones with projects in progress, totalizes BRL 607.8 million on December 31, 2019 (BRL 608.4 million on September 30, 2019).

The average contract length weighted by revenues is 94 months at the end of 4Q19, with an average residual length of 80 months.

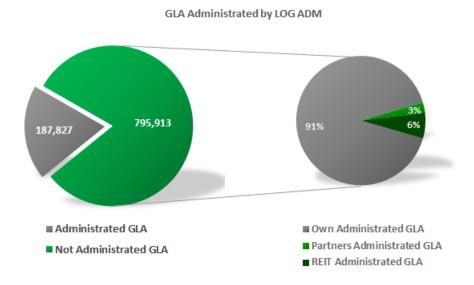




#### Condominium Management - LOG ADM

One of the Company goals is offering an integrated and complete operation to its clients, through management of condominiums. The result of LOG ADM activities in the assets in the 4Q19 (JV's assets are not included) reinforce the adherence to this goal.

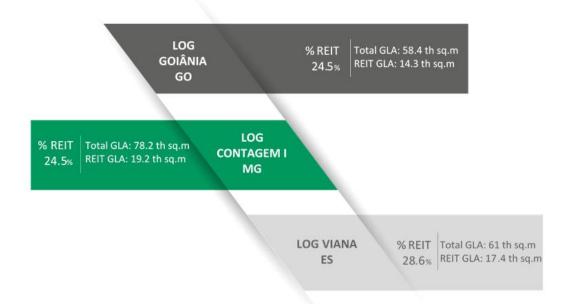
LOG ADM manage 795,9 th sq.m. of GLA, which represents 86% of the Delivered GLA (total), excluding JV's (around 924 th sq.m. of GLA).



#### Real Estate Consulting - FII LGCP11

For the FII LGCP11, LOG acts as a real estate consultant, having its contract approved in Dec/19. That means that the real estate consulting services can turn into a new revenues font to LOG over the next years.

The first FII LGCP raise occurred in Dec/19, totaling a net amount of BRL 165 million and a total GLA of 50.9 th sq.m., which takes to an average price of BRL 3.2 th per sq. m. of GLA.





### FINANCIAL PERFORMANCE

#### **Operating Revenue**

Net Operating Revenue (in BRL thousand)	4Q19	3Q19	4Q18	Var. % 4Q19 x 3Q19	Var. % 4Q19 x 4Q18	12M19	12M18	Var. % 12M19 x 12M18
Net Operating Revenue	34,694	32,441	28,189	6.9%	23.1%	128,034	104,827	22.1%
Revenue from Leases	35,882	33,378	30,044	7.5%	19.4%	131,873	111,626	18.1%
(-) Taxes	(2,063)	(1,771)	(1,855)	16.5%	11.2%	(7,182)	(6,799)	5.6%
Revenue from Leases	999	950	-	5.2%	0.0%	3,810	-	0.0%
(-) Taxes	(124)	(116)	-	6.9%	0.0%	(467)	-	0.0%

The increase in net operating revenue in all periods analyzed resulted from the leasing of warehouses delivered between the periods. In addition to this, revenues from LOG ADM operations that began in 2019 also contributed to the increase.

The table below shows the breakdown of total revenues from leases:

Revenue from leases (in BRL thousand)	4Q19	3Q19	4Q18	Var. % 4Q19 x 3Q19	Var. % 4Q19 x 4Q18	12M19	12M18	Var. % 12M19 x 12M18
Revenue from leases	35,882	33,378	30,044	7.5%	19.4%	131,873	111,626	18.1%
Revenue from leases - Warehouses	35,323	32,800	29,464	7.7%	19.9%	129,566	109,349	18.5%
Revenue from leases - Retail	559	578	580	-3.3%	-3.6%	2,307	2,277	1.3%

Aligned to LOG's strategy, the proportion of revenue from warehouses remained steady at 98% of the total leases for all the presented periods.

The table below highlights the breakdown of gross allocation revenue accounted by revenue and straight-lining adjustment:

Operating Revenue (in BRL thousand)	4Q19	3Q19	4Q18	Var. % 4Q19 x 3Q19	Var. % 4Q19 x 4Q18	12M19	12M18	Var. % 12M19 x 12M18
Operating Revenue	35,882	33,378	30,044	7.5%	19.4%	131,873	111,626	18.1%
Revenue from leases	33,991	33,809	30,177	0.5%	12.6%	131,455	109,903	19.6%
Straight-linning revenue	1,891	(431)	(133)	-538.7%	-1521.8%	418	1,723	-75.7%

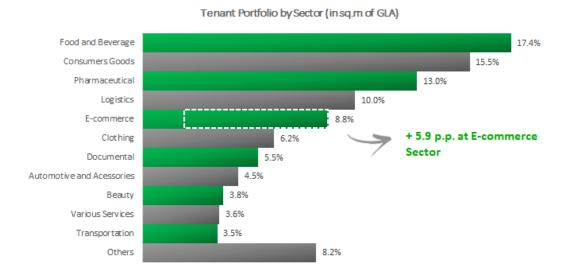
The Company maintains the strategy of risk diversification of the portfolio, with a low percentage of relevance of the largest client in our revenues and low average occupancy per contract.



The delivery of LOG BTS Extrema, in Oct/19, an area of 49.3 th sq.m. occupied by a single client, resulted in an increase of 3.4 p.p. on the participation of the largest client between 4Q19 and 3Q19.



The risk diversification of the portfolio is also verified at the diversity of economic sectors of LOG's clients.



At the ranking above, in relation to the e-commerce, we included the delivered GLA to the tenants that operating exclusively with e-commerce inside this category, the rest of the companies with "mixed" operations or companies of e-commerce supply chain were split into other categories. Considering the e-commerce operations informed by our own clients, we found out that **40% of LOG's client occupations** were partial or completely related to e-commerce.

At 4Q19 the portfolio composition in E-commerce sector increased 5.9 p.p., due to the inclusion of a client with exclusive e-commerce activities at LOG BTS Extrema.

#### **LOG ADM**

Condominium Management Outcome	4Q19	3Q19	4Q18	Var. % 4Q19 x 3Q19	Var. % 4Q19 x 4Q18	12M19	12M18	Var. 12M19 x 12M18
Condominium Management Outcome	311	255	-	22,0%	100,0%	1.181	-	100,0%
Net Revenue	866	834	-	3,8%	100,0%	3.343	-	100,0%
Cost of Service	(555)	(579)	-	-4,1%	100,0%	(2.162)	-	-100,0%
Net Margin	35,9%	30,6%	-	5,3 p.p.	-	35,3%	-	-

With LOG ADM's revenue considering the GLA occupied by the client, the net margin of the operation in the 4Q19 was 35.9%, an increase of 5.3 p.p. compared to 3Q19. In 3Q19, the cost of services provided was impacted by the implementation of financial management software, focused on automatization and efficiency gains in the operation.

# **Depreciation and Cost (Accounting Pronouncements)**

Attending the current accounting pronouncements, regarding the allocation of investment properties fair value, the depreciation cost of investment properties which were reflected in the income statement until the 2Q14, no longer exists, being the adjustment made solely and exclusively through the assets fair value variation. The effects of any properties appreciation or depreciation are reflected in the account investment properties fair value variation. However, for tax purposes, the calculation of depreciation was unchanged. Therefore, for tax calculation, the depreciation calculation remains in accordance with the Brazilian IRS. In the Income Statement, the existing depreciation refers to the Company's physical administrative structure, such as furniture, equipment and others.



# **Operating Expenses**

Operating Expenses (in BRL thousand)	4Q19	3Q19	4Q18	Var. % 4Q19 x 3Q19	Var. % 4Q19 x 4Q18	12M19	12M18	Var. % 12M19 x 12M18
Operating Expenses	(13,935)	(8,944)	(5,679)	55.8%	145.4%	(36,306)	(24,329)	49.2%
Administrative expenses	(4,636)	(4,224)	(3,420)	9.8%	35.6%	(17,006)	(12,201)	39.4%
Selling expenses	(2,454)	(2,263)	(1,916)	8.4%	28.1%	(8,990)	(8,492)	5.9%
Other expenses/revenues	(6,845)	(2,457)	(343)	178.6%	1895.6%	(10,310)	(3,636)	183.6%

The variation in operating expenses of BRL 5.0 million between 4Q19 and 3Q19 is mainly explained by other expenses/revenues, which includes expenses with the operation of assets sale to FII LGCP11 and the second tranche of the sale of equity interest of SPE SJC negotiated in 2018.

Comparing 12M19 to 12M18, beyond the expenses described above, the Company has spent more with activities and Investor Relations team due to the Company's IPO at the end of 2018 and expenses with fees from the Board of Directors and the audit committee, in a total of BRL 1.7 million, as approved at the Annual General Meeting held on April 30, 2019.

#### **Equity in Subsidiaries**

Currently LOG has in its portfolio four Joint Ventures through the equity method. They are the "Cabral Investimentos SPE" which includes Shopping Contagem (until Jul/19) and Boulevard Cabral, the "Betim I Incorporações SPE" with the Parque Industrial Betim ("PIB"), "Parque Torino Imóveis S.A" which owns Parque Torino project and SPE SJC. Shopping Contagem was delivered in the fourth quarter of 2013, the Parque Torino in the second quarter of 2015 and the Boulevard Cabral in December 2016.

Equity in Subsidiaries (in BRL thousand)	4Q19	3Q19	4Q18	Var. % 4Q19 x 3Q19	Var. % 4Q19 x 4Q18	12M19	12M18	Var. % 12M19 x 12M18
Equity in subsidiaries	4,555	(16,010)	(3,688)	-128.5%	-223.5%	(9,015)	(1,152)	682.6%
Cabral	474	(17,240)	189	-102.7%	150.8%	(15,729)	1,366	-1251.5%
Parque Torino	2,583	1,057	(3,503)	144.4%	-173.7%	4,819	(1,838)	-362.2%
SPE Betim	76	185	28	-58.9%	171.4%	561	(266)	-310.9%
SPE SJC	1,422	(12)	(402)	-11950.0%	-453.7%	1,334	(414)	-422.2%

The equity in subsidiaries in 12M19vs12M18 was impacted by Shopping Contagem sale through the SPE Cabral in 3Q19, in which an accounting loss of approximately BRL 17.2 million was recorded. The effect of this loss was reduced by the fair value result of +BRL 6.2 million of Parque Torino and SPE SJC ventures.

#### Financial Result

Financial Results (in BRL thousand)	4Q19	3Q19	4Q18	Var. % 4Q19 x 3Q19	Var. % 4Q19 x 4Q18	12M19	12M18	Var. % 12M19 x 12M18
Financial Results	(5,626)	(13,376)	(10,134)	-57.9%	-44.5%	(38,146)	(38,812)	-1.7%
Financial expenses	(14,346)	(16,126)	(11,717)	-11.0%	22.4%	(55,927)	(45,785)	22.2%
Financial revenues	8,720	2,750	1,583	217.1%	450.9%	17,781	6,973	155.0%

In the 4Q19 there was an increase in financial results compared to 3Q19 due to, mainly, the increase of financial income from financial investments as a result of additional cash flow from Follow On operation (BRL 638 million), in October/19, which impacted the Company's average cash of BRL 763.5 million in 4Q19 versus BRL 155.4 million in 3Q19. In addition, there was a decrease of 11% on financial expenses between 4Q19 and 3Q19 due to the reduction of the effective cost of debt, resulting from the prepayment of more expensive debts at the end of 3Q19.



In the 12M19 and 12M18 comparison, the financial result remained stable. The Company's financial expenses were impacted mainly by the cost of debt and the balance of the capitalization of interest on assets under construction, in accordance to current accounting rules. In 2019, with a higher volume of assets delivered, there was a lower interest capitalization, offsetting the effects of the effective debt cost reduction in the same period.

#### **Taxes**

Taxes (in BRL thousand)	4Q19	3Q19	4Q18	Var. % 4Q19 x 3Q19	Var. % 4Q19 x 4Q18	12M19	12M18	Var. % 12M19 x 12M18
Income Tax/Social Contribution	(12,043)	(36,071)	1,097	-66.6%	-1197.8%	(48,694)	2,453	-2085.1%
Current	(2,912)	(2,430)	(2,079)	19.8%	40.1%	(9,810)	(6,559)	49.6%
Deferred	(9,131)	(33,641)	3,176	-72.9%	-387.5%	(38,884)	9,012	-531.5%

The variation in income tax/social contribution from 3Q19 to 4Q19 refers, mainly, to the provision for deferred taxes recorded in 3Q19, in the amount of BRL 38 million, which was reversed in 4Q19 by the conclusion of the disposal of minority stakes, in the total amount of BRL 23 million, in addition to the decrease of deferred taxes on tax losses, in the amount of BRL 22 million, basically related to the disposal of minority stakes to REIT.

In 12M19 compared to 12M18, an increase in taxes of BRL 51.1 million is mostly explained by gains recorded on the fair value adjustment of assets and the decrease in deferred taxes on tax loss recognized in 2019 as a result of the disposal of minority interests to REIT.

The table below presents the composition of deferred income tax/social contribution, segregated between the impact of the transaction and the fair value of the Investment Properties:

Taxes (in BRL thousand)	4Q19	3Q19	4Q18	Var. % 4Q19 x 3Q19	Var. % 4Q19 x 4Q18	12M19	12M18	Var. % 12M19 x 12M18
Income Tax/Social Contribution - Deferred	(9,131)	(33,641)	3,176	-72.9%	-387.5%	(38,884)	9,012	-531.5%
Deferred from Operation	(22,392)	5,386	3,747	-515.7%	-697.6%	(12,752)	12,172	-204.8%
Fair Value Deferred	13,261	(39,027)	(571)	-134.0%	-2422.4%	(26,132)	(3,160)	727.0%
SPEs	(9,352)	(119)	(571)	7758.8%	1537.8%	(9,837)	(1,245)	690.1%
PPI and Investment Sale	22,613	(38,908)	-	-158.1%	0.0%	(16,295)	(1,915)	750.9%

#### **Net Income**

In 12M19 compared to 12M18, the increase of 23.3% in Adjusted Net Income is mainly explained by the increase of 22.1% in net operating revenues.

Net Income Adjusted (in BRL thousand)	4Q19	3Q19	4Q18	Var. % 4Q19 x 3Q19	Var. % 4Q19 x 4Q18	12M19	12M18	Var. % 12M19 x 12M18
Net Income/Loss	40,713	23,096	13,211	76.3%	208.2%	93,335	47,087	98.2%
Net Margin	117.3%	71.2%	46.9%	46.2 p.p.	70.5 p.p.	72.9%	44.9%	0.6 p.p.
Net Income	40,713	23,096	13,211	76.3%	208.2%	93,335	47,087	98.2%
(-) SPE Betim Ajustment	6,404	17,754	-	-63.9%	0.0%	24,158	2,916	728.5%
(+) ITBI Jacu Pessego payment	(76)	(185)	(28)	-58.9%	171.4%	(562)	268	-309.7%
(-) Fair Value	(313)	(116)	(346)	169.8%	-9.5%	(885)	-	0.0%
(-) Defered Tax - Fair Value	(37,636)	(63,630)	1,292	-40.9%	-3013.0%	(101,632)	618	-16545.3%
(-) PPI and Investment Sale	(22,613)	38,264	571	-159.1%	-4060.2%	16,017	1,245	1186.5%
Net Income Adjusted	20,352	15,183	14,700	34.0%	38.4%	64,304	52,134	23.3%
Adjusted Net Income Margin	58.7%	46.8%	52.1%	11.9 p.p.	6.5 p.p.	50.2%	49.7%	0.0 p.p.

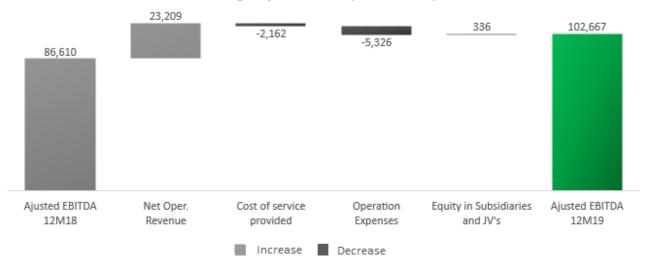


# Adjusted EBITDA and Adjusted EBITDA Margin

In 12M19, the Company showed an increase of 18.5% in Adjusted EBITDA compared to 12M18, in line with the increase in net operating revenues in the same period.

EBITDA and Adjusted EBITDA (in BRL thousand)	4Q19	3Q19	4Q18	Var. % 4Q19 x 3Q19	Var. % 4Q19 x 4Q18	12M19	12M18	Var. % 12M19 x 12M18
(=) Net Income	40,713	23,096	13,211	76.3%	208.2%	93,335	47,087	98.2%
(+) Income taxes and contrib.	12,044	36,071	(1,098)	-66.6%	-1196.9%	48,694	(2,453)	-2085.1%
(+) Financial results	5,626	13,376	10,134	-57.9%	-44.5%	38,146	38,812	-1.7%
(+) Depreciation	189	183	60	3.3%	215.0%	733	240	205.4%
EBITDA	58,572	72,726	22,307	-19.5%	162.6%	180,908	83,686	116.2%
EBITDA Margin	168.8%	224.2%	79.1%	-55.4 p.p.	89.7 p.p.	141.3%	79.8%	0.8 p.p.
(-) PPI and Investment Sale	6,404	17,754	-	-63.9%	0.0%	24,158	2,038	1085.4%
(-) Effect on Equity of Sale of Betim Allotment Sale	(76)	(185)	(28)	0.0%	0.0%	(562)	268	0.0%
(-) Investment Property Fair Value	(37,636)	(63,839)	1,292	0.0%	0.0%	(101,837)	618	0.0%
Adjusted EBITDA	27,264	26,456	23,571	3.1%	15.7%	102,667	86,610	18.5%
Adjusted EBITDA Margin	78.6%	81.6%	83.6%	-3.0 p.p.	-5.0 p.p.	80.2%	82.6%	0.0 p.p.

#### Bridge Adjusted EBITDA (BRL thousand)

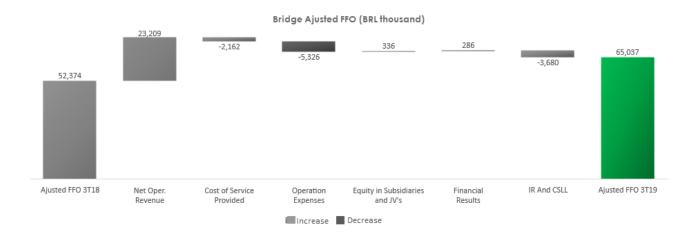


# FFO (Funds From Operations) and Adjusted FFO margin

In 4Q19, the increase of 33.7% in Adjusted FFO compared to 3Q19 is explained by the increase in financial revenues from the Company's investments (+BRL 6 million) and the increase in net operating revenues (+BRL 2.3 million) in the same period.

FFO and Adjusted FFO (in BRL thousand)	4Q19	3Q19	4Q18	Var. % 4Q19 x 3Q19	Var. % 4Q19 x 4Q18	12M19	12M18	Var. % 12M19 x 12M18
(=) Net Income	40,713	23,096	13,211	76.3%	208.2%	93,335	47,087	98.2%
(+) Depreciation	189	183	60	3.3%	215.0%	733	240	205.4%
FFO	40,902	23,279	13,271	75.7%	208.2%	94,068	47,327	98.8%
FFO Margin	117.9%	71.8%	47.1%	46.1 p.p.	70.8 p.p.	73.5%	45.1%	28.3 p.p.
(-) PPI and Investment Sale	6,404	17,754	-	-63.9%	0.0%	24,158	2,916	728.5%
(-) Effect on Equity of Sale of Betim Allotment Sale	(76)	(185)	(28)	-58.9%	171.4%	(562)	268	-309.7%
(-) Financial revenue AVP/IPCA Sony sale	(313)	(116)	(346)	169.8%	-9.5%	(885)	_	0.0%
(-) Investment Property Fair Value	(37,636)	(63,630)	1,292	0.0%	0.0%	(101,632)	618	0.0%
(-) Income Tax and Social Contribution of	(22,613)	38,264	571	-159.1%	-4060.2%	16,017	1,245	1186.5%
(-) Income Tax and Social Contribution of Fair Value	33,873	-	-	0.0%	0.0%	33,873	-	0.0%
Adjusted FFO	20,541	15,366	14,760	33.7%	39.2%	65,037	52,374	24.2%
Adjusted FFO Margin	59.2%	47.4%	52.4%	11.8 p.p.	6.8 p.p.	50.8%	50.0%	0.8 p.p.

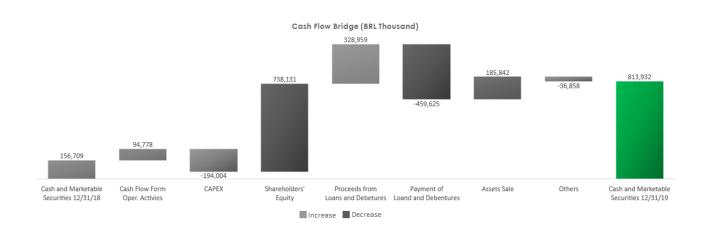




# Cash, Cash Equivalents and Marketable Securities

Cash, cash equivalents and marketable securities (in BRL thousand)	12/31/2019	09/30/2019	12/31/2018	12/31/19/ x 09/30/19	12/31/19/ x 12/31/18
Cash, Cash Equivalentes and marketable	813,932	178,384	156,709	356.3%	419.4%
Cash and cash equivalents	507,387	109,346	150,488	364.0%	237.2%
Marketabel securities - Current	303,609	66,121	1,997	359.2%	15103.3%
Marketable securities - Non-Current	2,936	2,917	4,224	0.7%	-30.5%

The increase in cash and cash equivalents is mainly explained by the Follow On operation (BRL 621.5 million) finished in Oct/19 and REIT LGCP11 (BRL 165.0 million) concluded in Dec/19.





#### **Accounts Receivable**

Accounts receivable (in BRL thousand)	12/31/2019	09/30/2019	12/31/2018	12/31/19/ x 09/30/19	12/31/19/ x 12/31/18
Accounts receivable	88,557	70,157	45,446	26.2%	94.9%
Warehouse and Retail leases	33,740	32,309	32,494	4.4%	3.8%
Sale of Land	361	321	-	12.5%	100.0%
Sale of Assets/ Companies	43,317	28,532	9,037	51.8%	379.3%
Other	11,139	8,995	3,915	23.8%	184.5%

The growth in accounts receivable of BRL 41,458 on 12/31/19 is substantially explained by the sale of the SPE Curitiba (BRL 15.4 million) and by the second tranche of the sale of equity interest of SPE SJC (BRL 27.9 million) negotiated in 2018.

Our net delinquency rate remained at very low levels in the last 5 quarters, as a result of the high quality and diversification of our clients' portfolio.



Net Delinquency Rate Accumulated 12 months

#### **Investment Properties**

LOG registers its investment properties at fair value.

On 12/31/19 compared to 09/30/19, the decrease of -BRL 81.1 million in the total of investment properties is explained by: (i) -BRL 165 million from the disposal of minority stakes of LOG Goiânia, LOG Contagem I and LOG Viana assets to the REIT, at the respective participation of 24.5%, 24.5% and 28.6%; and (ii) + BRL 32.6 million from the yearly evaluation of the fair value of the other Company's assets.

Investment Properties (in BRL thousand)	12/31/19	09/30/19	12/31/18	Var. % 12/31/19 x 09/30/19	Var. % 12/31/19 x 12/31/18
Investment Properties	2,574,135	2,490,257	2,485,297	3.4%	3.6%
Lands	106,446	153,575	185,535	-30.7%	-42.6%
Projects 100% delivered	1,909,889	1,650,496	1,267,340	15.7%	50.7%
Projects in progress	557,800	686,186	1,032,422	-18.7%	-46.0%
Assets held for Sale	36,998	202,000	-	100.0%	100.0%
Total	2,611,133	2,692,257	2,485,297	-3.0%	5.1%

The table below shows the GLA in sq.m. of the own portfolio classified according to the development phase:



				Var. %	Var. %
Opening Assets % LOG (in sq.n of GLA)	12/31/2019	09/30/2019	12/31/2018	12/31/19 x	12/31/19 x
				09/30/19	12/31/18
Delivered	866,669	837,580	752,239	29,088	85,341
Investment Properties	855,251	778,396	752,239	76,855	26,157
Lands	-	-	-	-	-
Projects 100% delivered	569,263	413,004	451,874	156,259	(38,870)
Projects in progress	261,652	341,057	273,409	(79,404)	67,648
JVs	24,336	24,336	26,956	-	(2,620)
Assets available for sale	11,418	59,184	-	(47,766)	59,184
Under Development	546,773	633,262	782,577	(86,489)	(149,315)
Investment Properties	546,773	630,111	782,577	(83,338)	(152,466)
Lands	471,490	460,726	498,098	10,764	(37,372)
Projects 100% delivered	-	-	-	-	-
Projects in progress	39,937	134,040	243,995	(94,103)	(109,955)
JVs	35,346	35,346	40,484	-	(5,138)
Assets available for sale	-	3,151	-	(3,151)	3,151
Total	1,413,442	1,470,842	1,534,816	(57,400)	(63,974)
Investment Properties	1,402,024	1,408,507	1,534,816	(6,483)	(126,309)
Lands	471,490	460,726	498,098	10,764	(37,372)
Projects 100% delivered	569,263	413,004	451,874	156,259	(38,870)
Projects in progress	301,590	475,096	517,404	(173,507)	(42,308)
JVs	59,681	59,681	67,440	-	(7,759)
Assets available for sale	11,418	62,335	-	(50,917)	62,335

#### Debt

LOG continues to manage its financial liabilities by renegotiating debts in order to improve their cost and increase the term.

Loans, financing and debentures (in R\$ thousand)	Maturity	Effective cost*	12/31/2019	09/30/2019	12/31/2018	Var. % 12/31/19 x 09/30/19	Var. % 12/31/19 x 12/31/18
Loans and financing			889,805	990,744	940,313	-10.2%	-5.4%
Working Capital	Mar/24	CDI + 2.10%	-	62,100	71,670	-100.0%	-100.0%
Construction financing	Dec/13 to Oct/	CDI + 1.92%	27,977	29,197	32,616	-4.2%	-14.2%
Construction financing	Dec/13 to Sep/	TR + 10.87%	24,196	24,650	211,331	-1.8%	-88.6%
3 <sup>rd</sup> issuance of	Jun/14 to dec/:	CDI + 2.04%	-	-	66,404	0.0%	-100.0%
8 <sup>th</sup> issuance of	Nov/17 to Aug	119% CDI + 0.29% p.a.	29,463	29,526	36,402	-0.2%	-19.1%
10 <sup>th</sup> issuance of	Dec/20 to Dec/	CDI + 1.77%	75,820	102,509	100,558	-26.0%	-24.6%
11 <sup>th</sup> issuance of	Dec/18 to Dec/	CDI + 2.23%	29,277	37,391	43,970	-21.7%	-33.4%
12 <sup>th</sup> issuance of	Jan/18 to Dec/:	CDI + 2.42%	80,063	82,574	90,091	-3.0%	-11.1%
13 <sup>th</sup> issuance of	Jun/21	108% CDI + 0.87% p.a.	81,165	82,550	81,216	-1.7%	-0.1%
14 <sup>th</sup> issuance of	Nov/21 to Nov,	117% CDI + 0.26% p.a.	150,929	153,951	151,258	-2.0%	-0.2%
15 <sup>th</sup> issuance of	Jan/19 to Dec/:	CDI + 1.71%	63,056	64,801	70,189	-2.7%	-10.2%
16 <sup>th</sup> issuance of	Mar/20 to Mar/	108% CDI + 0.34% p.a.	104,882	103,505	-	1.3%	0.0%
17 <sup>th</sup> issuance of	Sep/19 to Sep/	116.5% CDI + 0.18% p.a.	233,391	230,056	-	1.4%	0.0%
(-) Debt issuance cost			(10,414)	(12,066)	(15,392)	-13.7%	-32.3%

<sup>\*</sup>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.

LOG obtained greater financial efficiency throughout new funding in 2019, with a lower cost and wider term, exchanging more expensive debt for less costly ones (liability management). The debt's effective cost dropped from CDI+2.1% in Dec/18 to CDI+1.34% in Dec/19 and the contractual cost of debt dropped from CDI+1.81% in Dec/18 to CDI+1.02% in Dec/19, besides having stretched the debt profile. Such stretching allowed greater flexibility of investments in the short term, without implying higher indebtedness of the Company.

 $<sup>^{**}</sup>$  Construction financing with hedge contracted to 108.95% CDI since the beginning of the operation

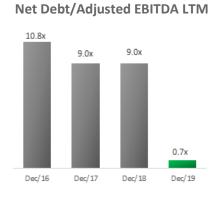


#### Debt Highlights in 2019

• 17<sup>th</sup> issuance of debentures • 16th issuance of debentures BRL100 million – 108.0% do CDI BRL230 million – 116.5% of CDI · Prepayment of corporate loans BRL175.4 million - TR+9.4%p.a. to TR+10.0% p.a. Quarters 1Q19 2019 2018 2Q19 3Q19 4Q19 **Gross Debt Gross Debt** BRL940 million BRL890 million · Prepayment of working capital loan BRL61.3 million – CDI+2.1% p.a. Partial prepayment of 10<sup>th</sup> issuance of debentures

#### **Contractual Cost of Debt Debt Index Breakdown** CDI+1.8% CDI+1.5% 20% CDI+1.5% 39% 37% DI+1.1% 100% CDI+1.0% 80% 63% 2018 1T19 2T19 3T19 4T19 dec/16 dec/17 dec/18 dec/19 ■ CDI ■TR

#### **Debt Amortization Schedule (BRL million)** 208.9 209.3 194.4 118.5 82.1 28.5 19.5 195 9.0 2020 2021 2022 2023 2024 2025 2026 2027 2028 ■ 12/31/2018 ■ 12/31/2019



BRL24.6 million – CDI+1.77% p.a.



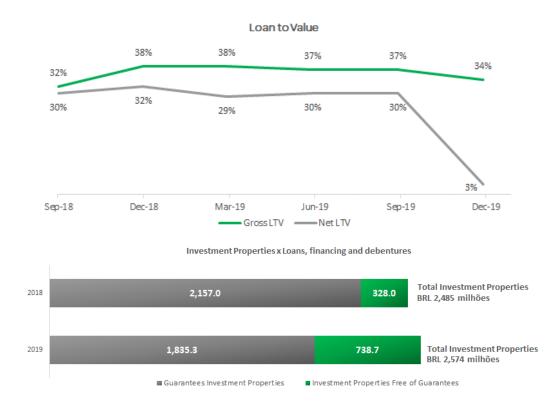
# **Debt Indicators (in BRL thousand)**

Net Debt (in R\$ thousand)	12/31/2019	09/30/2019	12/31/2018	Var. % 12/31/19 x 09/30/19	Var. % 12/31/19 x 12/31/18
(+) Loans and financing	889,805	990,744	940,313	-10.2%	-5.4%
(-) Cash and cash equivalents	813,932	178,384	156,709	356.3%	419.4%
(=) Net Debt	75,873	812,360	783,604	-90.7%	-90.3%
(=) Shareholder's Equity	2,954,223	2,310,860	2,159,623	27.8%	36.8%
(=) Net Debt/Equity	2.6%	35.2%	36.3%	-92.7%	-92.9%

#### Loan to Value

The Company's net Loan to Value decreased in 4Q19 as a result of the reduction in net debt after the disposal of minority stakes in three of the Company's assets to the REIT and Follow On.

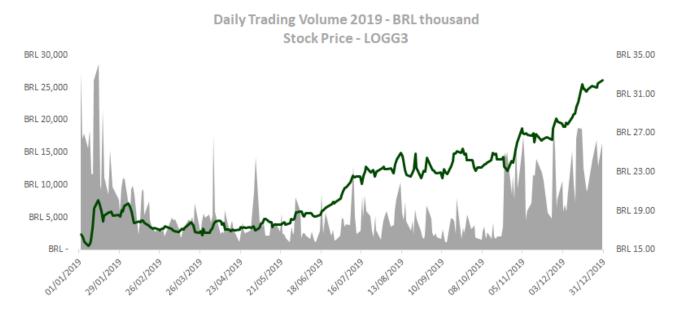
We kept a comfortable LTV at the end of 2019, at 34%, which allows more flexibility for new investments and maintenance of growth and value generation to shareholders.



The Company constantly monitors the leverage indicators and align its investments to its capital structure, understanding the investment effects and its corresponding returns as well as the moments in which those are registered in the Balance Sheet and in the Income Statement.



# CAPITAL MARKET



In the first quarter of 2019, with the conclusion of the process of listing of Company's shares in the B3, it was approved by the Board the capital increase with the issuance of 4.5 thousand shares.

In the fourth quarter of 2019, with the Follow On operation, there was an issue of 28.5 million shares. These operations increased the Company's shareholders base free float, resulting in an increase on the paper daily liquidity.



# FINANCIAL STATEMENTS

# Income Statement (in BRL thousand)

INCOME STATEMENT	4Q19	3Q19	4Q18	Var. % 4Q19 x 3Q19	Var. % 4Q19 x 4Q18	12M19	12M18	Var. % 12M19 x 12M18
NET OPERATING REVENUES	34,694	32,441	28,189	6.9%	23.1%	128,034	104,827	22.1%
GROSS PROFIT	34,139	31,862	28,189	7.1%	21.1%	125,872	104,827	20.1%
OPERATING EXPENSES	24,244	40,680	(5,941)	-40.4%	-508.1%	54,303	(21,381)	-354.0%
Selling expenses	(2,454)	(2,263)	(1,916)	8.4%	28.1%	(8,990)	(8,492)	5.9%
General & Administrative expenses	(4,636)	(4,224)	(3,420)	9.8%	35.6%	(17,006)	(12,201)	39.4%
Other operatin expenses, net	(6,845)	(2,457)	(343)	178.6%	1895.6%	(10,310)	(3,636)	183.6%
Investment Property Fair Value Variation	33,624	65,634	3,426	-48.8%	881.4%	99,624	4,100	2329.9%
Equity in subsidiaries and JV's	4,555	(16,010)	(3,688)	-128.5%	-223.5%	(9,015)	(1,152)	682.6%
OPERATING INCOME BEFORE FINACIAL RESULTS	58,383	72,542	22,248	-19.5%	162.4%	180,175	83,446	115.9%
FINANCIAL RESULTS	(5,626)	(13,376)	(10,134)	-57.9%	-44.5%	(38,146)	(38,812)	-1.7%
Financial expenses	(14,346)	(16,126)	(11,717)	-11.0%	22.4%	(55,927)	(45,785)	22.2%
Financial income	8,720	2,750	1,583	217.1%	450.9%	17,781	6,973	155.0%
INCOME/ LOSS BEFORE INCOME TAX AND SOCIAL CONTRIBUTION	52,757	59,166	12,114	-10.8%	335.5%	142,029	44,634	218.2%
INCOME TAX AND SOCIAL CONTRIBUTION	(12,044)	(36,070)	1,097	-66.6%	-1197.9%	(48,694)	2,453	-2085.1%
Current	(2,912)	(2,430)	(2,079)	19.8%	40.1%	(9,810)	(6,559)	49.6%
Deferred	(9,132)	(33,640)	3,176	-72.9%	-387.5%	(38,884)	9,012	-531.5%
NET INCOME/LOSS	40,713	23,096	13,211	76.3%	208.2%	93,335	47,087	98.2%
PROFIT/LOSS ATRIBUTABLE TO								
Shareholder's of the company	38,015	22,892	9,618	66.1%	295.2%	90,202	43,486	107.4%
Non-controlling interests	2,698	204	3,593	1222.5%	-24.9%	3,133	3,601	-13.0%

# **EARNINGS RELEASE**

# 4<sup>th</sup> quarter of 2019 and year of 2019



# Balance Sheet (in BRL thousand)

ASSETS	12/31/2019	09/30/2019	12/31/2018	Chg. % 12/31/19 x 09/30/19	Var. % 12/31/19 x 12/31/18	LIABILITTIES & SHAREHOLDER'S EQUITY	12/31/2019	09/30/2019	12/31/2018	Chg. % 12/31/19 x 09/30/19	Var. % 12/31/19 x 12/31/18
CURRENT ASSETS	872,037	237,881	193,888	266.6%	349.8%	CURRENT LIABILITIES	130,422	129,673	149,899	0.6%	-13.0%
Cash and cash equivalents	765,480	109,346	150,488	600.1%	408.7%	Accounts Payable	8,669	14,761	12,663	-41.3%	-31.5%
Marketable securities	45,516	66,121	1,997	-31.2%	2179.2%	Loans and financing	82,526	94,066	94,891	-12.3%	-13.0%
Accounts receivable	49,709	51,282	27,429	-3.1%	81.2%	Salaries, payroll taxes and benefits	4,169	4,563	3,110	-8.6%	34.1%
Recoverable taxes	6,409	6,335	7,997	1.2%	-19.9%	Taxes and contributions	6,886	5,869	4,831	17.3%	42.5%
Deferred selling expenses	1,489	1,569	3,374	-5.1%	-55.9%	Advances from Custumers - Swap	1,550	5,899	19,337	-73.7%	-92.0%
Other assets	3,434	3,228	2,603	6.4%	31.9%	Payable Dividends	21,423	_	10,328	0.0%	107.4%
						Other liabilities	5,199	4,515	4,739	15.1%	9.7%
NON-CURRENT HELD FOR SALE	36,998	202,000	-	-81.7%	0.0%						
Non-current assets held for sale	36,998	202,000	-	-81.7%	0.0%						
NON-CURRENT ASSETS	3,079,691	2,982,997	3,029,009	3.2%	1.7%	NON-CURRENT LIABILITIES	904,081	982,345	913,375	-8.0%	-1.0%
Marketable securities	2,936	2,917	4,224	0.7%	-30.5%	Lease liability	4,097	3,785	-	8.2%	0.0%
Derivative financial instruments	70	181	53	-61.3%	32.1%	Loans and financing	807,279	896,678	845,422	-10.0%	-4.5%
Accounts receivable	38,848	18,875	18,017	105.8%	115.6%	Advances from Custumers - Swap	14,746	14,746	-	0.0%	0.0%
Prepais expenses	5,043	5,425	4,215	-7.0%	19.6%	Deferred taxes	66,462	62,981	63,343	5.5%	4.9%
Taxes recoverable	28,255	27,355	44,095	3.3%	-35.9%	Others	11,497	4,155	4,610	176.7%	149.4%
Deferred income tax and social contribution	99,359	99,635	126,289	-0.3%	-21.3%						
Others	17,820	9,677	1,565	84.1%	1038.7%						
Investment joint ventures	306,253	322,324	342,794	-5.0%	-10.7%	SHAREHOLDER'S EQUITY	2,954,223	2,310,860	2,159,623	27.8%	36.8%
Investment properties	2,574,135	2,490,257	2,485,297	3.4%	3.6%	Equity atributable to the shareholder's of the company	2,938,957	2,298,076	2,147,269	27.9%	36.9%
Fixed assets	6,972	6,351	2,460	9.8%	183.4%	Non-controlling interest	15,266	12,784	12,354	19.4%	23.6%
TOTAL ASSETS	3,988,726	3,422,878	3,222,897	16.5%	23.8%	TOTAL LIABILITIES & SHAREHOLDER'S EQUITY	3,988,726	3,422,878	3,222,897	16.5%	23.8%



# Cash Flow Statement (in BRL thousand)

Net income for the year	CASH FLOW STATEMENT	12M19	12M18	Chg. % 12M19 x 12M18
Adjustments to reconcile net income to net cash generated by (used in) operating activities:  Decrease (increase) in operating assets  Cash (come tax and social contribution paid (p.027) (6,148) (p.027) (6,148) (p.027) (p.048)  Income tax and social contribution paid (p.027) (p.048) (p.048) (p.027) (p.048) (p.048) (p.027) (p.048) (p	CASH FLOWS FROM OPERATING ACTIVITIES			
Cused in) operating activities:   Decrease (increase) in operating assets   (31,610)   (7,253)   (7,253)   (33.5.8%   Increase (decrease) in operating liabilities   (21,438   7,500   185.8%   Increase (decrease) in operating liabilities   (31,000   3,150   312.7%   Net cash provided from subsidiaries   (31,000   3,150   312.7%   Net cash provided in operating activities   (86,387   76,704   12.6%   Net cash provided in operating activities   (86,037   76,704   12.6%   Net cash provided in operating activities   (865,044   (445,841   49.2%   10.2%   10.293.5%   Increase in / acquisition of investments   (8,003   (77)   10.293.5%   Increase in marketable securities   (665,044   (445,841   49.2%   10.2	·	93,335	47,087	98.2%
Decrease (increase) in operating assets   (31,610)   (7,253)   335.8%     Increase (decrease) in operating liabilities   21,438   7,500   185.8%     Income tax and social contribution paid   (9,027)   (6,148)   -100.0%     Dividends received from subsidiaries   13,000   3,150   312.7%     Net cash provided in operating activities   86,387   76,704   12.6%     CASH FLOWS FROM INVESTING ACTIVITIES     Increase in / acquisition of investments   (8,003)   (77)   10293.5%     Increase in marketable securities   (665,044)   (445,841)   49.2%     Decrease in marketable securities   (665,044)   (445,841)   49.2%     Decrease in marketable securities   20,979   2,411   770.1%     Receipt for sale of subsidiaries   20,979   2,411   770.1%     Receipt for sale of investment property   (187,187)   (175,423)   6.7%     Other   (665)   (1,060)   -37.3%     Net cash (used in) provided by investing activities   (301,946)   34,590   -972.9%     CASH FLOWS FROM FINANCING ACTIVITIES     Loans, financing and debentures   328,959   394,477   -16.6%     Amortization of loans, financing and debentures   (352,834)   (383,483)   -8.0%     Interest paid   (104,608)   (73,088)   43.1%     Lease payments   (122)   - 100.0%     Share issuance costs   (24,096)   - 100.0%     Share issuance costs   (24,096)   - 100.0%     Capital increase   738,135   93,554   689.0%     (Distributions to) contributions from noncontrolling   (221)   8,597   -102.6%     Capital increase   (24,069)   (124)   1856.5%     Net cash provided by financing activities   572,459   36,379   1473.6%      INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS   356,900   147,673   141.7%     CASH AND CASH EQUIVALENTS   150,488   2,815   5245.9%		(749)	32,368	-102.3%
Income tax and social contribution paid   (9,027)   (6,148)   -100.0%   Dividends received from subsidiaries   13,000   3,150   312.7%   Net cash provided in operating activities   86,387   76,704   12.6%   To. (7,004)   To.		(31,610)	(7,253)	335.8%
Dividends received from subsidiaries         13,000         3,150         312.7%           Net cash provided in operating activities         86,387         76,704         12.6%           CASH FLOWS FROM INVESTING ACTIVITIES         Increase in / acquisition of investments         (8,003)         (77)         10293.5%           Increase in marketable securities         (665,044)         (445,841)         49.2%           Decrease in marketable securities         373,111         654,580         -43.0%           Receipt for sale of subsidiaries         20,979         2,411         770.1%           Receipt for the sale of investment property         164,863         -         100.0%           Acquisition of investment property         (164,863         -         100.0%           Acquisition of investment property         (164,863         -         100.0%           Other         (665)         (1,060)         -37.3%           Net cash (used in) provided by investing activities         (301,946)         34,590         -972.9%           CASH FLOWS FROM FINANCING ACTIVITIES         2         2         2         2         66%         665         1,066%         Amortization of loans, financing and debentures         328,959         394,477         -16.6%         Amortization of loans, financing and deben	Increase (decrease) in operating liabilities	21,438	7,500	185.8%
Net cash provided in operating activities         86,387         76,704         12.6%           CASH FLOWS FROM INVESTING ACTIVITIES           Increase in / acquisition of investments         (8,003)         (77)         10293.5%           Increase in marketable securities         (665,044)         (445,841)         49.2%           Decrease in marketable securities         373,111         654,580         -43.0%           Receipt for sale of subsidiaries         20,979         2,411         770.1%           Receipt for the sale of investment property         164,863         -         100.0%           Acquisition of investment property         (187,187)         (175,423)         6.7%           Other         (665)         (1,060)         -37.3%           Net cash (used in) provided by investing activities         (301,946)         34,590         -972.9%           CASH FLOWS FROM FINANCING ACTIVITIES         Loans, financing and debentures         328,959         394,477         -16.6%           Amortization of loans, financing and debentures         (352,834)         (383,483)         -8.0%           Interest paid         (104,608)         (73,088)         43.1%           Lease payments         (122)         -         100.0%           Share issuance costs         (24,096)<	Income tax and social contribution paid	(9,027)	(6,148)	-100.0%
CASH FLOWS FROM INVESTING ACTIVITIES           Increase in / acquisition of investments         (8,003)         (77)         10293.5%           Increase in marketable securities         (665,044)         (445,841)         49.2%           Decrease in marketable securities         373,111         654,580         -43.0%           Receipt for sale of subsidiaries         20,979         2,411         770.1%           Receipt for the sale of investment property         164,863         -         100.0%           Acquisition of investment property         (187,187)         (175,423)         6.7%           Other         (665)         (1,060)         -37.3%           Net cash (used in) provided by investing activities         (301,946)         34,590         -972.9%           CASH FLOWS FROM FINANCING ACTIVITIES         CASH FLOWS FROM FINANCING ACTIVITIES         CASH FLOWS FROM FINANCING ACTIVITIES         100.0% <t< td=""><td>Dividends received from subsidiaries</td><td>13,000</td><td>3,150</td><td>312.7%</td></t<>	Dividends received from subsidiaries	13,000	3,150	312.7%
Increase in / acquisition of investments	Net cash provided in operating activities	86,387	76,704	12.6%
Increase in marketable securities	CASH FLOWS FROM INVESTING ACTIVITIES			
Decrease in marketable securities         373,111         654,580         -43.0%           Receipt for sale of subsidiaries         20,979         2,411         770.1%           Receipt for the sale of investment property         164,863         -         100.0%           Acquisition of investment property         (187,187)         (175,423)         6.7%           Other         (665)         (1,060)         -37.3%           Net cash (used in) provided by investing activities         (301,946)         34,590         -972.9%           CASH FLOWS FROM FINANCING ACTIVITIES         100.0%         34,590         -972.9%           CASH FLOWS FROM FINANCING ACTIVITIES         100.0%         328,959         394,477         -16.6%           Amortization of loans, financing and debentures         (352,834)         (383,483)         -8.0%           Interest paid         (104,608)         (73,088)         43.1%           Lease payments         (122)         -         100.0%           Share issuance costs         (24,096)         -         100.0%           Dividends paid         (10,328)         (3,554)         190.6%           Capital increase         (73,813)         93,554         689.0%           (Distributions to) contributions from noncontrolling shareholders<	Increase in / acquisition of investments	(8,003)	(77)	10293.5%
Receipt for sale of subsidiaries         20,979         2,411         770.1%           Receipt for the sale of investment property         164,863         -         100.0%           Acquisition of investment property         (187,187)         (175,423)         6.7%           Other         (665)         (1,060)         -37.3%           Net cash (used in) provided by investing activities         (301,946)         34,590         -972.9%           CASH FLOWS FROM FINANCING ACTIVITIES	Increase in marketable securities	(665,044)	(445,841)	49.2%
Receipt for the sale of investment property       164,863       -       100.0%         Acquisition of investment property       (187,187)       (175,423)       6.7%         Other       (665)       (1,060)       -37.3%         Net cash (used in) provided by investing activities       (301,946)       34,590       -972.9%         CASH FLOWS FROM FINANCING ACTIVITIES       Loans, financing and debentures       328,959       394,477       -16.6%         Amortization of loans, financing and debentures       (352,834)       (383,483)       -8.0%         Interest paid       (104,608)       (73,088)       43.1%         Lease payments       (122)       -       100.0%         Share issuance costs       (24,096)       -       100.0%         Dividends paid       (10,328)       (3,554)       190.6%         Capital increase       738,135       93,554       689.0%         (Distributions to) contributions from noncontrolling shareholders       (221)       8,597       -102.6%         (Payment) receipt on derivative financial instrument       (2,426)       (124)       1856.5%         Net cash provided by financing activities       572,459       36,379       1473.6%         INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS       356,900	Decrease in marketable securities	373,111	654,580	-43.0%
Acquisition of investment property       (187,187)       (175,423)       6.7%         Other       (665)       (1,060)       -37.3%         Net cash (used in) provided by investing activities       (301,946)       34,590       -972.9%         CASH FLOWS FROM FINANCING ACTIVITIES       328,959       394,477       -16.6%         Amortization of loans, financing and debentures       (352,834)       (383,483)       -8.0%         Interest paid       (104,608)       (73,088)       43.1%         Lease payments       (122)       -       100.0%         Share issuance costs       (24,096)       -       100.0%         Dividends paid       (10,328)       (3,554)       190.6%         Capital increase       738,135       93,554       689.0%         (Distributions to) contributions from noncontrolling shareholders       (221)       8,597       -102.6%         (Payment) receipt on derivative financial instrument       (2,426)       (124)       1856.5%         Net cash provided by financing activities       572,459       36,379       1473.6%         INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS       356,900       147,673       141.7%         CASH AND CASH EQUIVALENTS       356,900       147,673       141.7% <td< td=""><td>Receipt for sale of subsidiaries</td><td>20,979</td><td>2,411</td><td>770.1%</td></td<>	Receipt for sale of subsidiaries	20,979	2,411	770.1%
Other         (665)         (1,060)         -37.3%           Net cash (used in) provided by investing activities         (301,946)         34,590         -972.9%           CASH FLOWS FROM FINANCING ACTIVITIES         Loans, financing and debentures           Loans, financing and debentures         328,959         394,477         -16.6%           Amortization of loans, financing and debentures         (352,834)         (383,483)         -8.0%           Interest paid         (104,608)         (73,088)         43.1%           Lease payments         (122)         -         100.0%           Share issuance costs         (24,096)         -         100.0%           Dividends paid         (10,328)         (3,554)         190.6%           Capital increase         738,135         93,554         689.0%           (Distributions to) contributions from noncontrolling shareholders         (221)         8,597         -102.6%           Net cash provided by financing activities         572,459         36,379         1473.6%           INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS         356,900         147,673         141.7%           CASH AND CASH EQUIVALENTS         150,488         2,815         5245.9%	Receipt for the sale of investment property	164,863	-	100.0%
Net cash (used in) provided by investing activities         (301,946)         34,590         -972.9%           CASH FLOWS FROM FINANCING ACTIVITIES           Loans, financing and debentures         328,959         394,477         -16.6%           Amortization of loans, financing and debentures         (352,834)         (383,483)         -8.0%           Interest paid         (104,608)         (73,088)         43.1%           Lease payments         (122)         -         100.0%           Share issuance costs         (24,096)         -         100.0%           Dividends paid         (10,328)         (3,554)         190.6%           Capital increase         738,135         93,554         689.0%           (Distributions to) contributions from noncontrolling shareholders         (221)         8,597         -102.6%           (Payment) receipt on derivative financial instrument         (2,426)         (124)         1856.5%           Net cash provided by financing activities         572,459         36,379         1473.6%           INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS         356,900         147,673         141.7%           CASH AND CASH EQUIVALENTS         356,900         147,673         141.7%	Acquisition of investment property	(187,187)	(175,423)	6.7%
CASH FLOWS FROM FINANCING ACTIVITIES         Loans, financing and debentures       328,959       394,477       -16.6%         Amortization of loans, financing and debentures       (352,834)       (383,483)       -8.0%         Interest paid       (104,608)       (73,088)       43.1%         Lease payments       (122)       -       100.0%         Share issuance costs       (24,096)       -       100.0%         Dividends paid       (10,328)       (3,554)       190.6%         Capital increase       738,135       93,554       689.0%         (Distributions to) contributions from noncontrolling shareholders       (221)       8,597       -102.6%         (Payment) receipt on derivative financial instrument       (2,426)       (124)       1856.5%         Net cash provided by financing activities       572,459       36,379       1473.6%         INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS       356,900       147,673       141.7%         CASH AND CASH EQUIVALENTS       150,488       2,815       5245.9%		(665)	(1,060)	-37.3%
Loans, financing and debentures       328,959       394,477       -16.6%         Amortization of loans, financing and debentures       (352,834)       (383,483)       -8.0%         Interest paid       (104,608)       (73,088)       43.1%         Lease payments       (122)       -       100.0%         Share issuance costs       (24,096)       -       100.0%         Dividends paid       (10,328)       (3,554)       190.6%         Capital increase       738,135       93,554       689.0%         (Distributions to) contributions from noncontrolling shareholders       (221)       8,597       -102.6%         (Payment) receipt on derivative financial instrument       (2,426)       (124)       1856.5%         Net cash provided by financing activities       572,459       36,379       1473.6%         INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS       356,900       147,673       141.7%         CASH AND CASH EQUIVALENTS       356,900       147,673       141.7%         CASH AND CASH EQUIVALENTS       5245.9%	Net cash (used in) provided by investing activities	(301,946)	34,590	-972.9%
Amortization of loans, financing and debentures (352,834) (383,483) -8.0% Interest paid (104,608) (73,088) 43.1% Lease payments (122) - 100.0% Share issuance costs (24,096) - 100.0% Dividends paid (10,328) (3,554) 190.6% Capital increase (738,135) 93,554 689.0% (Distributions to) contributions from noncontrolling shareholders (221) 8,597 -102.6% (Payment) receipt on derivative financial instrument (2,426) (124) 1856.5% Net cash provided by financing activities 572,459 36,379 1473.6% INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS 356,900 147,673 141.7% CASH AND CASH EQUIVALENTS At the beginning of the year 150,488 2,815 5245.9%	CASH FLOWS FROM FINANCING ACTIVITIES			
Interest paid       (104,608)       (73,088)       43.1%         Lease payments       (122)       -       100.0%         Share issuance costs       (24,096)       -       100.0%         Dividends paid       (10,328)       (3,554)       190.6%         Capital increase       738,135       93,554       689.0%         (Distributions to) contributions from noncontrolling shareholders       (221)       8,597       -102.6%         (Payment) receipt on derivative financial instrument       (2,426)       (124)       1856.5%         Net cash provided by financing activities       572,459       36,379       1473.6%         INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS       356,900       147,673       141.7%         CASH AND CASH EQUIVALENTS       150,488       2,815       5245.9%	Loans, financing and debentures	328,959	394,477	-16.6%
Lease payments       (122)       -       100.0%         Share issuance costs       (24,096)       -       100.0%         Dividends paid       (10,328)       (3,554)       190.6%         Capital increase       738,135       93,554       689.0%         (Distributions to) contributions from noncontrolling shareholders       (221)       8,597       -102.6%         (Payment) receipt on derivative financial instrument       (2,426)       (124)       1856.5%         Net cash provided by financing activities       572,459       36,379       1473.6%         INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS       356,900       147,673       141.7%         CASH AND CASH EQUIVALENTS       150,488       2,815       5245.9%	Amortization of loans, financing and debentures	(352,834)	(383,483)	-8.0%
Share issuance costs       (24,096)       -       100.0%         Dividends paid       (10,328)       (3,554)       190.6%         Capital increase       738,135       93,554       689.0%         (Distributions to) contributions from noncontrolling shareholders       (221)       8,597       -102.6%         (Payment) receipt on derivative financial instrument       (2,426)       (124)       1856.5%         Net cash provided by financing activities       572,459       36,379       1473.6%         INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS       356,900       147,673       141.7%         CASH AND CASH EQUIVALENTS       150,488       2,815       5245.9%	Interest paid	(104,608)	(73,088)	43.1%
Dividends paid (10,328) (3,554) 190.6% Capital increase 738,135 93,554 689.0% (Distributions to) contributions from noncontrolling shareholders (221) 8,597 -102.6% (Payment) receipt on derivative financial instrument (2,426) (124) 1856.5% Net cash provided by financing activities 572,459 36,379 1473.6% INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS 356,900 147,673 141.7% CASH AND CASH EQUIVALENTS 4t the beginning of the year 150,488 2,815 5245.9%	Lease payments	(122)	-	100.0%
Capital increase  (Distributions to) contributions from noncontrolling shareholders  (Payment) receipt on derivative financial instrument  (Payment) receipt		(24,096)	-	100.0%
(Distributions to) contributions from noncontrolling shareholders  (Payment) receipt on derivative financial instrument  (2,426) (124) 1856.5%  Net cash provided by financing activities  572,459 36,379 1473.6%  INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS  CASH AND CASH EQUIVALENTS  At the beginning of the year 150,488 2,815 5245.9%	·	(10,328)	(3,554)	190.6%
shareholders (Payment) receipt on derivative financial instrument (2,426) (124) 1856.5% Net cash provided by financing activities 572,459 36,379 1473.6%  INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS CASH AND CASH EQUIVALENTS At the beginning of the year 150,488 2,815 5245.9%	•	738,135	93,554	689.0%
(Payment) receipt on derivative financial instrument (2,426) (124) 1856.5% Net cash provided by financing activities 572,459 36,379 1473.6% INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS 356,900 147,673 141.7% CASH AND CASH EQUIVALENTS At the beginning of the year 150,488 2,815 5245.9%		(221)	8,597	-102.6%
Net cash provided by financing activities 572,459 36,379 1473.6%  INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS 356,900 147,673 141.7%  CASH AND CASH EQUIVALENTS  At the beginning of the year 150,488 2,815 5245.9%		(2.426)	(124)	1856 5%
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS 356,900 147,673 141.7% CASH AND CASH EQUIVALENTS At the beginning of the year 150,488 2,815 5245.9%			, ,	
CASH AND CASH EQUIVALENTS At the beginning of the year 150,488 2,815 5245.9%			-	
At the beginning of the year 150,488 2,815 5245.9%		356,900	147,673	141.7%
		150 /100	2 015	5245 0%
	At the end of the year	507,388	150,488	237.2%



#### **GLOSSARY**

Adjusted EBITDA: Adjusted EBITDA of the methodology applied in EBITDA eliminating the effects of gain or loss on disposition of property for investment or land, such as events with gains on the sale of properties and the fair value adjustments

**Adjusted EBITDA Margin:** margin calculated by dividing the Adjusted EBITDA by net operating revenue

**Adjusted FFO:** Adjusted FFO of the methodology applied in FFO eliminating the effects of gain or loss on disposition of property for investment or land, such as events with gains on the sale of properties and the fair value adjustments.

**Adjusted FFO Margin:** margin calculated by dividing the result by the FFO by the Adjusted Net Operating Revenues.

**Approved GLA:** corresponds to the Company's total GLA that has approved projects as well as all licensing and permits, including Delivered GLA.

**Cash on cash Margin:** refers to the cash flow of projects after the financial cost in a specific year in relation to the equity used to fund the assets construction.

**Contract Backlog:** indicator that measures the pending activities concerning the contracts finalization. The backlog size defines the amount of effort or required resources to address it.

**Delivered GLA:** corresponds to the delivered areas for lease.

**EBITDA** (Earnings Before Interests, Taxes, Depreciation and Amortization): net profit before financial result, income tax and social contribution, depreciation expenses.

**EBITDA Margin:** margin calculated by dividing the EBITDA by net operating revenue.

**FFO (Funds From Operations):** equal to net income before depreciation and other "non-cash" effects.

**FFO Margin:** margin calculated by dividing the result by the FFO by Net Operating Revenues.

**GLA (Gross Leasable Area):** corresponds to the areas available for lease.

**GLA (total):** total GLA of the projects, including the GLA of the participation of other partners.

**GLA (Owned):** GLA related to the % of participation that LOG has in the assets.

**Gross Absorption:** includes all areas leased, both new contracts signed and contract renewals occurred in the period that relates to contract ends in the current year.

**Joint Venture:** enterprise undertaken jointly by LOG and one or more partners.

**LOG Potential Portfolio:** considers the total GLA of the projects approved, under approval and delivered. Therefore, includes all GLA owned by the Company in its different development stages.

**Loan to Value:** percentage rate resulting from the division of Debt by Investment Properties Fair Value.

**Net Delinquency:** percentage of the rent not received by the company (accumulated last 12 months)

**Physical Vacancy:** gross leasable area available for rent.

**Stabilized Vacancy:** a property is considered stabilized when reaches 90% of occupancy or 1 year or more of operation, what occurs first.

**Yield on Cost (YoC):** is calculated by dividing the total occupancy revenue (100% occupancy) by CAPEX.

#### 4th quarter of 2019 and year of 2019



#### **DISCLAIMER**

The statements contained in this document relating to the prospects of the business, estimates for operating and financial results, and those related to growth prospects of LOG are merely projections and, as such, are based exclusively on the expectations of management to the future of the business.

These statements depend, substantially, of approvals and licenses required, market conditions, the performance of the Brazilian economy, industry and international markets and, therefore, subject to change without notice.

This performance report includes non-accounting data such as operating and financial projections based on management's expectations. Non-accounting data such as values and units of Portfolio GLA Approved, GLA Built, GLA Delivered and projections were not subject to review by the Company's independent auditors.

EBITDA in accordance with ICVM572/12 mentioned in this report represents net income before financial result, income tax and social contribution, depreciation expenses, since the Adjusted EBITDA does not consider mainly the effects from the disposal of assets and the fair value of the investment properties. FFO mentioned in this report represents net income before depreciation only, while the Adjusted FFO does not consider mainly the same effects of the Adjusted EBITDA (effects from the disposal of assets and the fair value of the investment properties), besides including the tax effects related. The FFO and EBITDA are not measures of financial performance in accordance with accounting practices adopted in Brazil and IFRS and should not be considered in isolation or as an alternative to net income as a measure of operating performance or an alternative to cash flows from operations, or as measure of liquidity. Because they are not considered for the calculation, the financial result, income tax and social contribution, depreciation expense and amortization, EBITDA and FFO serve as indicators of overall economic performance of the LOG, which are not affected by changes in tax burden from income tax and social contribution or levels of depreciation and amortization. EBITDA and FFO, however, have limitations that impair its use as a measure of profitability of LOG, since it does not consider certain LOG business, which could affect, significantly, the profits of LOG, such as financial results, taxes, depreciation and amortization, capital expenditures and other related charges. The Adjusted EBITDA and the Adjusted FFO are measures used by the Company to present the lease business in a comparative way among periods, being capable of evaluating the business performance throughout the period.

# RELATIONSHIP WITH INDEPENDENT AUDITORS

Pursuant to CVM Instruction 381/03, we inform that the Company's independent auditors - KPMG Auditores Independentes - did not provide any services during the years of 2018 and 2019, except on the month of Oct/19, than those relating to external audit. In October/2019 there had been external services provided that were related to the restricted offering of shares by the independent auditors KPMG Auditores Independentes ("KPMG") and Ernst & Young Auditores Independentes S/S ("EY"), by the total amount of BRL 627.4 thousand to KPMG, approximately 345% in comparison to the external audit services for the year of 2019, and BRL 539.9 thousand for EY. In the case of KPMG, considering that the services and procedures pre-arranged, according to hiring letter, were different and did not mistake with the object and procedures of an audit or the review of the Company's financial statements according to the audit/review practices applicable in Brazil, KPMG understands that the other pre-arranged services provided does not affect the autonomy or objectiveness necessary to the external audit services.

#### **EARNINGS RELEASE**

4th quarter of 2019 and year of 2019



# **4Q19 CONFERENCE CALL**

Date: Tuesday, February 11th, 2020 – 11 a.m. (GMT-3) (With simultaneous translating)

Conference call password: LOGCP

Phone numers:

Brazilian participants: BR +55 11 4210-1803 / +55 11 3181-8565

Foreign participants: NY +1 412 717 9627 / +1 844 204 8942 (Toll Free) / UK +44 20 3795 9972

Replay (Portuguese or English): BR +55 11 3193-1012

Password Replay PT: 4567989#

Password Replay EN: 5484983#

# IR INFORMATION

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