



# Earnings Release

## VIDEO CONFERENCE

April 27, Thursday  
10 AM (Brasília) / 9 AM (New York)  
Simultaneous translation

Replay | Portuguese or English  
[Click here](#) and access  
the video conference  
[ri.logcp.com.br](http://ri.logcp.com.br)

Log Fortaleza III | CE

# 1Q23

LOG Belém | PA

## 7 Belo Horizonte, April 26th, 2023

Log Commercial Properties e Participações S.A. ("Company" or "Log") ("B3:LOGG3"), one of the largest developers and lessors of class A logistics warehouses in Brazil, announces its results for the first quarter of 2023. The Company's consolidated financial statements are presented in thousands of reais (BRL thousand), in accordance with the International Financial Reporting Standards (IFRS) and the accounting practices adopted in Brazil.



### GROSS ABSORPTION

221K m<sup>2</sup>  
1Q23

2nd LARGEST IN HISTORY



### STABILIZED VACANCY

1.43%  
MAR/23

HISTORICAL MINIMUM



### NEW BTS

LOG Natal

new contract for player in  
the food and beverage  
segment



### REVENUE FROM LEASE

62%  
growth  
1Q23 vs 1Q22



### LEED SILVER

LOG Viana II  
LOG Itapeva

company's first LEED  
certifications

Access the  
Results Center



## 7 Message from Management

LOG's business model is resilient even in the face of a macro scenario with several challenges like the one we face today. To face this moment, Management sought to reinforce one of LOG's greatest competitive advantages in the market: the liquidity of its assets. Over the past three years LOG sold approximately R\$1 billion in assets, and the Company's goal is to replicate this amount in the coming months of this year.

We have revised the capex for this year, slowing down the execution speed of the "All for 1.5" growth plan, and given that our adjusted net debt is R\$1.18 billion, the proceeds from the asset sales will be mostly used to significantly reduce our leverage.

These advances allow LOG to be ready to take advantage of the best opportunities in a more stable macroeconomic scenario as from the next quarters. We will remain committed to maximizing results in consistent ways throughout the year.



## 7 Main indicators

	1Q23	4Q22	1Q22	Δ QoQ	Δ YoY
Delivered GLA %Log (m <sup>2</sup> )	1,178,103	1,176,995	1,060,146	0.1%	11.1%
Average ticket (R\$/month)	20.11	19.34	16.73	3.9%	20.2%
Stabilized vacancy (%)	1.43%	2.58%	1.63%	-1.15 p.p.	-0.20 p.p.
Net revenue (R\$ MM)	67,012	62,949	40,792	6.5%	64.3%
EBITDA Leasing Activities (R\$ MM)	52,905	45,974	30,035	15.1%	76.1%
FFO (Funds from Operations) (R\$ MM)	31,164	27,800	29,744	12.1%	4.8%



## LOG PROPERTIES

Lease ↗

Asset Management ↗



## 7 Lease for the best logistics client base in the country, increasingly geographically diversified and serving the main sectors of the economy

Throughout its history, Log has gained a broad and diverse client base, making the company one of the largest lessors of class A logistics warehouses in the country.

Among the factors that contribute to our success is the geographic diversification of our assets, present in the main consumption centers in Brazil, meeting the needs of expanding our clients' operations.

An exclusive service to this client base reinforces the assertiveness of our business model. In the first quarter of the year we accumulated 221 thousand m<sup>2</sup> of gross absorption, **the second largest in history**, more than 129,000 m<sup>2</sup> of pre-lease of assets under development. Gross absorption is mostly concentrated in the Southeast, South and Northeast regions, for the pharmaceutical and medical-hospital, food and beverage, wholesale and e-commerce segments.

The internal commercial team was responsible for a large part of the quarterly contract renewal rate of 79%, which demonstrates the excellent quality of the relationship we have with our clients.

We have a great capacity to serve the most diverse sectors of the economy given the quality and flexibility of our warehouses. There are more than 270 active contracts, with over 210 clients from sectors such as e-commerce, transport, retail, pharmaceutical, medical-hospital, logistics and food and beverage.

### 221K m<sup>2</sup>

of gross absorption, of which 129,300 m<sup>2</sup> are pre-leases of assets under development.

1Q  
23

#### MAIN SECTORS

- ↗ 52.6% pharmaceutical
- ↗ 15.1% food and beverage
- ↗ 9.8% wholesale
- ↗ 6.0% e-commerce

### 1.43%

stabilized vacancy

### +19K m<sup>2</sup>

leased to new major clients

### +270

active contracts

### 79%

contract renewal rate in 1Q23

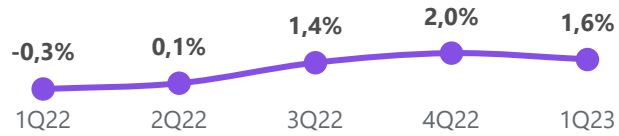
REVENUE FROM LEASE

**↑62%**

Growth 1Q23 vs 1Q22

At the end of the first quarter of 2023, we had a growth of 1.61% above inflation (variation of billed lease considering clients had the same leased area in the two periods compared, Mar/22 x Mar/23).

SCR (Same Client Rent)



CLIENT BASE

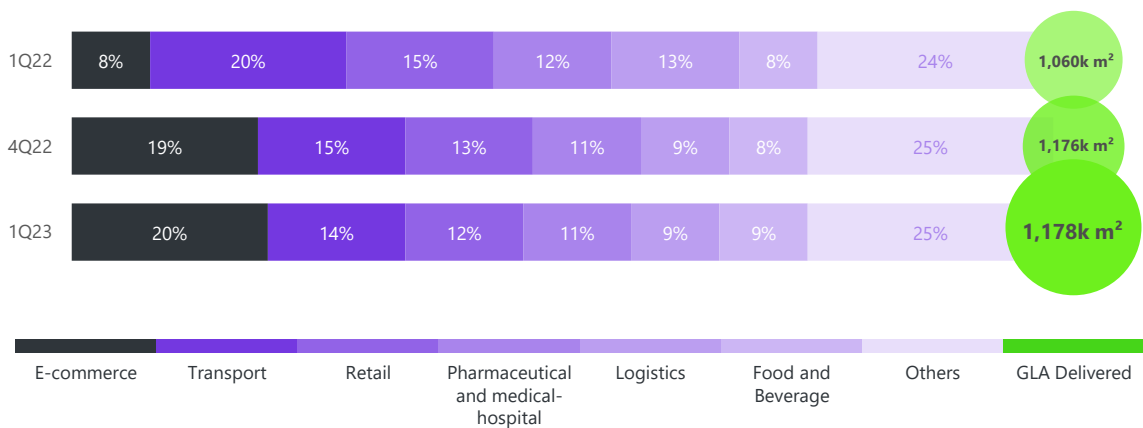
**+210 clients**

One-stop-shop solution for clients

in various industries



CLIENTS BY SEGMENT



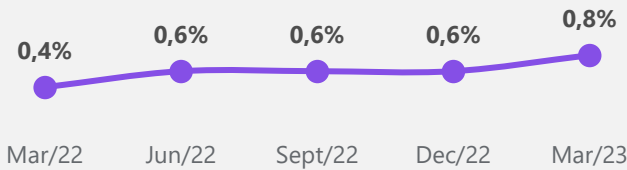
**WAREHOUSE VACANCY % LOG**

	Mar/22	Dec/22	Mar/23
Stabilized 12 months	1.6%	2.6%	<b>1.43%</b>
Warehouse vacancy	3.9%	3.3%	<b>2.08%</b>
<b>Vacancy Brazil<sup>1</sup></b>	11%	11%	-

<sup>1</sup>Source: Colliers

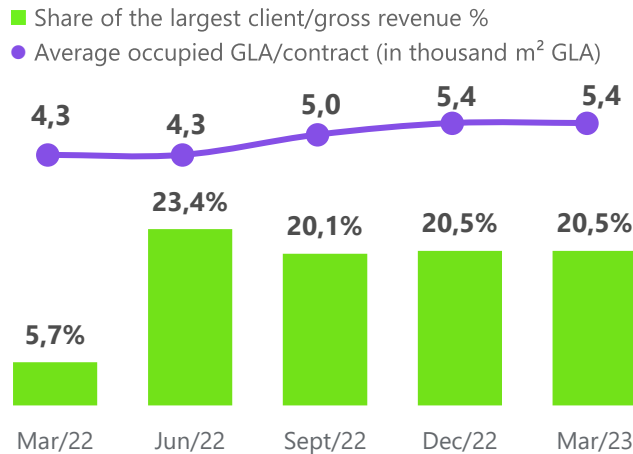
At the end of March 2023, we had the **lowest stabilized vacancy in the Company's history, only 1.43%**, which reflects the quality of our assets and our commercial team.

**ACCUMULATED NET DEFAULT** Last 12 months



The company's net default rate remains at minimum levels, demonstrating the excellent quality of our client portfolio.

**CLIENT CONCENTRATION**



We maintained the low risk of the portfolio, resulting in an average GLA per contract of 5.4 thousand m<sup>2</sup>. The various operations with our largest customer, Amazon, represent 20.5% of gross revenue and 11.2% of GLA. The dispersion of customer concentration will naturally occur as we deliver new projects.

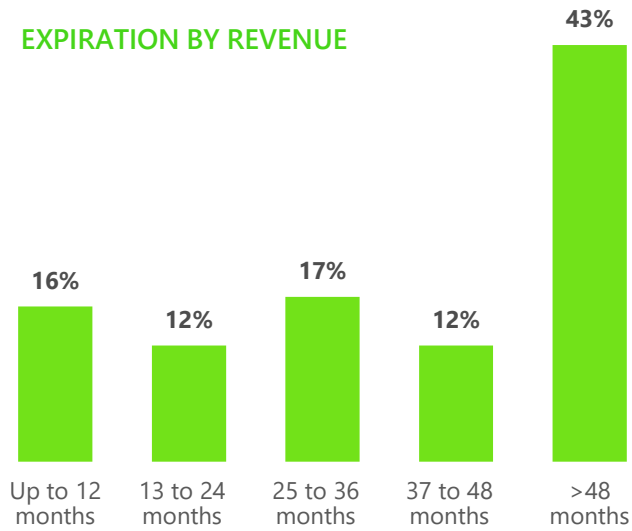


### AGREEMENT EXPIRATION SCHEDULE

#### EXPIRATION BY GLA m<sup>2</sup>

190k    149k    205k    148k    522k

#### EXPIRATION BY REVENUE



# 8.7 years

Average term of  
contracts



## 7 Asset Management with a focus on customer experience excellence

In order to offer and obtain even more efficiency, Log has been managing its assets with a focus on the excellence of its customers' experience. With its own structure, dedicated team and great attention to safety, innovation and sustainability, Log Adm is responsible for managing 1.3MN m<sup>2</sup> of our warehouses, providing the necessary support for customers in their operations.

Log Adm applies the best market practices management, maintenance and consumption of water and energy, with the objective of combining savings, operational and process quality, in addition to respect for the environment. All of our projects are supplied with clean and renewable energy sources.

The ownership status of the assets allows us to better monitor the activities of our customers, providing greater commercial opportunities in addition to numerous benefits, such as care for the conservation of our projects and exclusive attention to the best solutions for improvements and maintenance, through direct communication with our customers.



**NPS**   
Quality Zone

1Q  
23

**+1.3MM m<sup>2</sup>**  
managed

**100%**   
of projects supplied with clean  
and renewable energy sources

**↘24%**  
cost reduction through  
contracts in the free energy market

KeyAccess

operational control panel  
for greater security



**6 thousand**  
average flow of vehicles daily  
in Log developments

---

## DEVELOPER LOG

Growth Drivers ↗

Real Estate Development ↗

Construction ↗

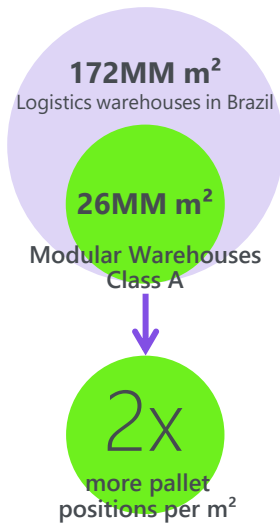
Asset Sale ↗



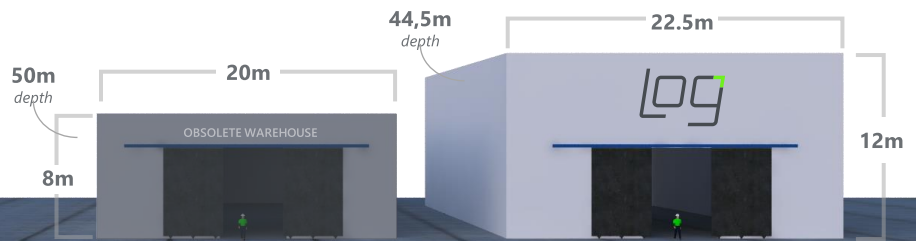
## 7 Growth Drivers

### FLIGHT TO QUALITY reflects the customer's search for quality projects aimed at operational efficiency

The **high-quality logistics condominiums segment, called class A, have been gaining prominence in Brazil.** This good performance reflects the increase in the number of companies that decide to migrate their logistics to these condominiums in search of greater efficiency, whether operational or financial. This movement, known as **Flight to Quality**, has also been essential for Log's expansion, representing approximately 27% of new leases. We understand that even before the start of our operations at the locations where we are installing ourselves, more and more companies will be interested in evaluating aspects of the operation such as safety, energy efficiency, storage and occupancy, maintenance, humanization of the work environment, what will certainly continue to generate several opportunities for new contracts.



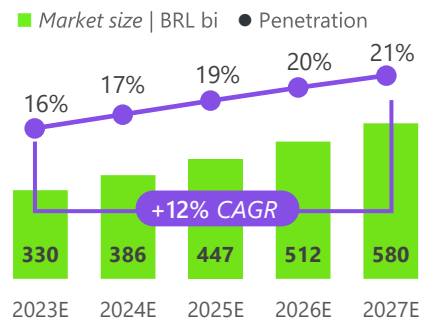
	Obsolete warehouses	LOG
Lease price per m <sup>2</sup>	R\$ 13.00	R\$ 22.00
Number of pallets per thousand m <sup>2</sup>	480	864
Cost per pallet	R\$ 27.08	R\$ 25.46
M <sup>2</sup> required for 864 pallets	1,734	1,000
Lease capacity of 864 pallets	R\$ 22,542	R\$ 22,000



### E-COMMERCE will keep sustainable growth over the coming years

The demand for increasingly faster service levels drives the logistics business model of companies. **Log continues to capture the growing demand in different regions of Brazil,** also outside the Southeast region, where the supply of quality logistics infrastructure is low. In this sense, when we install a new high standard logistics center, we are naturally able to attract customers from the most varied sectors who are looking for more modern, agile and efficient logistics operations. **E-commerce** will continue to grow in Brazil, following market opportunity trends when compared with countries of similar size and through changing the population's consumption habits.

#### BRAZIL E-COMMERCE GROWTH ESTIMATE



Fonte: Morgan Stanley Research | Global eCommerce: The Power of Marketplaces (April 23rd, 2023)

## Real Estate Development with unique knowledge to create State-of-the Art projects

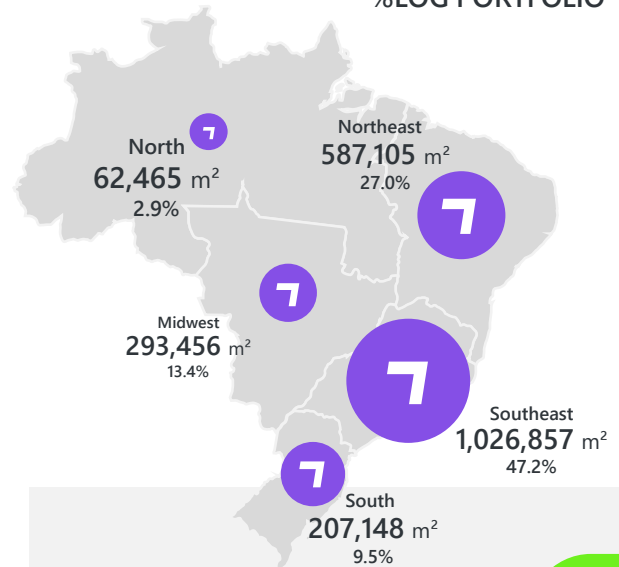
Over the years, LOG has specialized in mapping Brazilian regions in order to serve the different markets in the country. With a multidisciplinary team highly qualified in legislation, standards, methods and sustainability, the company is dedicated to maintaining cutting-edge integration in all sectors of the company, always aiming at the continuous improvement of the services provided.

The implementation of the BIM methodology has been a great ally for LOG, providing greater agility, precision and assertiveness in the solutions at all stages of the project. The expressive result is the carrying out of 100% of prospecting studies with the internal team, which demonstrates the company's efficiency and commitment to its customers.

During 2022, the LOG team studied 2.8 million square meters and, in the 1st quarter of 2023 alone, 500,000 square meters of GLA were studied. In addition, the company internally develops approximately 300,000 square meters divided into phases of legal and executive projects, both with the internal team and with partner offices.

With the expertise acquired in the management and development of warehouse condominiums over the last 14 years, LOG has the necessary knowledge to offer a complete cycle of projects, from the initial studies to the approval and execution phase, always in an agile and efficient manner.

### %LOG PORTFOLIO



58%

of the Brazilian population live near a LOG

*IBGE 2022- Radius 100 km*

57%

of the Brazilian GDP flows close to a LOG

*IBGE 2021- Radius 100 km*

20K

people employed in LOG's projects

**BIM - Building Information Modeling**



use of information intelligence model for better efficiency in project development

Log is the only company providing logistics infrastructure solutions throughout Brazil.

1Q  
23

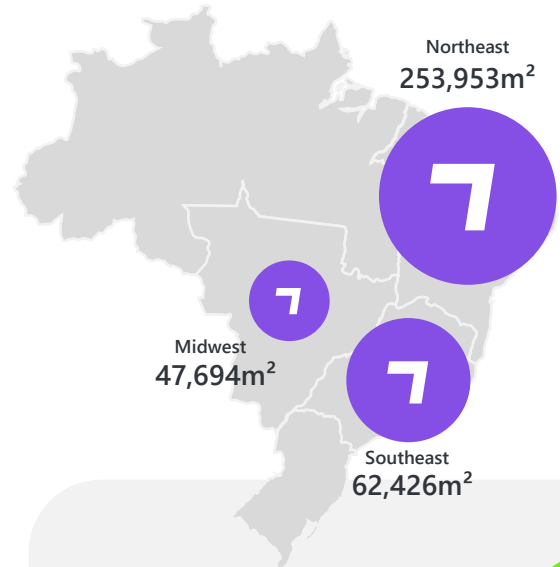
## 7 Construction with relevant efficiency and YoC - yield on cost - development track record

All Log works stand out for their safety, quality, efficiency, technology and sustainability. The standardization of the construction process optimizes time and costs, and also seeks to meet customer needs, enabling Log to have a prominent position in the high standard greenfield logistics asset market in Brazil, accelerating financial returns and generating value for all stakeholders.

In the first quarter of the year, the company produced 64,000 m<sup>2</sup> of GLA with more than 1,300 employees at the construction sites.

We currently have 8 projects under construction, in the cities of Salvador-BA, Belo Horizonte-MG, Contagem-MG, Natal-RN, Fortaleza-CE, Maceió-AL and Brasília-GO, which together total more than 470 thousand m<sup>2</sup> of GLA (being 364 thousand m<sup>2</sup> %LOG).

<i>in m<sup>2</sup> of GLA (%LOG)</i>	Mar/22	Dec/22	Mar/23
(+) Delivered	1,060,146	1,176,995	1,178,103
(+) Under construction	509,637	364,251	364,074
(+) Landbank	727,724	666,710	634,854
<b>(=) Total</b>	<b>2,297,507</b>	<b>2,207,956</b>	<b>2,177,031</b>



8

projects under construction

1Q  
23

**+64%**  
of GLA produced

**+1.3thousand**  
employees working on construction sites

### BTS Log Natal

New contract signed for a relevant player in the food and beverage segment

### LEED Silver

We certified our first project, LOG Viana II-ES

**1.6 MM m<sup>2</sup> Log historical GLA**

Robust *track record* of deliveries

[Click here](#) and see the evolution of the works



## 7 Asset Sales generating value through an attractive recycling portfolio and with liquidity

The asset recycling strategy is already proven and will continue to be the main source of funds for the company's growth, as well as the greatest way of generating value for its shareholders. The liquidity and attractiveness of our assets is reflected in constant institutional market demand and investor interest.

**R\$929mi** cash generation from the sale of assets

ASSERTIVE PRICING

≈ 3.4%

sale value above NAV

**300K m<sup>2</sup>** of GLA sold

AVERAGE GROSS MARGIN

**40%** development spread

2019

Project		in m <sup>2</sup> of GLA
LOG Viana – ES	35%	60,987
LOG Contagem I – MG	30%	58,417
LOG Goiânia – GO	30%	78,214
<b>(=) Total</b>		<b>197,618</b>

**R\$ 165 MM // Gross margin: 46%**

2020

Project		in m <sup>2</sup> of GLA
LOG Rio Campo Grande - RJ	22.1%	53,184
LOG Gaioli - SP	19.8%	58,417
<b>(=) Total</b>		<b>111,601</b>

**R\$ 91 MM // Gross margin: 41%**

2021

Project		in m <sup>2</sup> of GLA
BTS Extrema	100%	76,878
<b>(=) Total</b>		<b>76,878</b>

**R\$ 245 MM // Gross margin: 44%**

2022

Project		in m <sup>2</sup> of GLA
LOG Betim II	100%	95,730
Parque Torino	100%	55,125
<b>(=) Total</b>		<b>150,855</b>

**R\$ 429 MM // Gross margin: 33%**

...

RECYCLING PIPELINE

## FINANCIAL

Capital Structure ↗

Financial Performance ↗





## 7 Capital structure presents stabilization in the criteria for obtaining resources for our growth

Cash generation through the success of the asset sale strategy is what will guide the volume of *capex* investment for our growth throughout the year while maintaining balance sheet stability.

Even more relevant sales are expected for the year 2023 with important margins.

*EBITDA* for leasing activity was R\$ 52.9 million in the quarter, 76.1% higher than in the same period of the previous year. Net debt remains stable at R\$ 1.2 billion (considering receivables from asset sales), with a CDI cost of 1.8% through loans obtained without the need for guarantees, which reflects the company's excellent credit risk with the country's main rating agencies and financial institutions.



## 7 Financial Performance in the quarter represents the strength of Log's commercial team

### NET REVENUE

Net revenue from leases showed a significant growth of 61.9% in 1Q23, compared to the same period of the previous year, due to: i) new deliveries of assets, ii) new leases and iii) Same Client Rent (SCR) of 1.61% above inflation.

NET REVENUE <i>in BRL thousand</i>	1Q23	1Q22	Var. %
Lease	65,927	40,716	61,9%
(-) Taxes	(3,373)	(2,241)	50.5%
Other revenues	4,949	2,680	84.7%
(-) Taxes	(460)	(362)	35.6%
<b>Total</b>	<b>67,012</b>	<b>40,793</b>	<b>64.3%</b>

GROSS REVENUE <i>in BRL thousand</i>	1Q23	1Q22	Var. %
Revenue from lease	63,522	40,990	55.0%
Revenue linearization	2,405	(274)	977.7%
<b>Total</b>	<b>65,927</b>	<b>40,716</b>	<b>61.9%</b>

### 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 property", in compliance with current accounting pronouncements. Depreciation is calculated and recorded according to the expected useful life of the assets. In the income statement, the existing depreciation refers to the Company's physical/administrative structure, such as furniture, equipment and others.

## COSTS OF SERVICES PROVIDED

<i>in BRL thousand</i>	1Q23	1Q22	Var. %
Net revenue from condominium management	2,073	1,237	67.6%
Costs of services provided	(888)	(668)	32.9%
<b>Total</b>	<b>1,185</b>	<b>569</b>	<b>108.3%</b>
<b>Log ADM Margin</b>	<b>57.2%</b>	<b>46.0%</b>	<b>11.2 p.p.</b>

## OPERATING EXPENSES / INCOME

<i>in BRL thousand</i>	1Q23	1Q22	Var. %
Selling expenses	(1,697)	(1,908)	-11.1%
Vacancy expenses	(748)	(813)	-8.0%
General and administrative expenses	(10,466)	(9,514)	10.0%
Other income/expenses, net	(2,511)	(1,393)	80.3%
<b>Total</b>	<b>(15,421)</b>	<b>(13,628)</b>	<b>13.2%</b>

There was a 5% reduction in general and administrative expenses compared to the fourth quarter of 2022, showing the company's management focus on expense control.

Other expenses, in the first quarter of the year, refer to the cash impact of the sale of the LOG Betim II asset.

## FINANCIAL INCOME (EXPENSES)

<i>in BRL thousand</i>	1Q23	1Q22	Var. %
<b>Financial expenses</b>	<b>(46,456)</b>	<b>(8,197)</b>	<b>466.7%</b>
Equity swap	1,338	11,670	-88.5%
Other financial expenses	(47,795)	(19,867)	140.6%
Financial income	20,355	21,754	-6.4%
<b>Total</b>	<b>(26,101)</b>	<b>13,557</b>	<b>-292.5%</b>

The Company's financial expenses and income were impacted by the increase in the CDI rate in the period. Within the scope of the Company's Share Buyback Program, there was a fluctuation of the LOGG3 asset in the year, positively impacting the financial expense with an equity swap operation in the amount of approximately BRL 1.3 million.

## INCOME TAX AND SOCIAL CONTRIBUTION

<i>in BRL thousand</i>	1Q23	1Q22	Var. %
Current	(8,361)	(3,725)	124.5%
Deferred	10,192	(4,508)	326.1%
<b>Total</b>	<b>1,831</b>	<b>(8,233)</b>	<b>122.2%</b>

Of the amount of current taxes, the majority refers to the cash impact of the sale of the LOG Betim II asset.

## DEFERRED TAXES

<i>in BRL thousand</i>	1Q23	1Q22	Var. %
Deferred from operation	11,396	3,904	191.9%
Deferred equity swap	(455)	(3,968)	-88.5%
Deferred operating profit (loss) from the development of new assets	(749)	(4,444)	-83.1%
<b>Total</b>	<b>10,192</b>	<b>(4,508)</b>	<b>326.1%</b>

The evolution of the deferred taxes balance is associated with the increase in interest rate in the period the equity swap in force.

## QUARTERLY EBITDA, FFO AND NET QUARTERLY ADJUSTED

Income Statement	1Q23			1Q22		
		Development Activity	Development Activity		Leasing Activity	Development Activity
<b>Gross operating revenue</b>	<b>70,876</b>	<b>70,876</b>	<b>0</b>	<b>43,394</b>	<b>43,394</b>	<b>0</b>
Deductions	(3,864)	(3,864)	0	(2,602)	(2,602)	0
<b>Net revenue from lease and services provided</b>	<b>67,012</b>	<b>67,012</b>	<b>0</b>	<b>40,792</b>	<b>40,792</b>	<b>0</b>
Costs of services provided - condominium management	(888)	(888)	0	(668)	(668)	0
<b>Gross profit</b>	<b>66,124</b>	<b>66,124</b>	<b>0</b>	<b>40,124</b>	<b>40,124</b>	<b>0</b>
General and administrative expenses	(9,574)	(9,574)	0	(9,230)	(9,230)	0
Selling expenses	(2,445)	(2,445)	0	(2,708)	(2,708)	0
Other operating income (expenses), net	(2,510)	(1,157)	(1,354)	(1,393)	(381)	(1,012)
Changes in the fair value of investment property	749	0	749	98,288	0	98,288
Results from equity interest in investee	1,906	(56)	1,962	2,226	2,230	(4)
<b>Total operating expenses</b>	<b>(11,863)</b>	<b>(13,220)</b>	<b>1,357</b>	<b>87,183</b>	<b>(10,089)</b>	<b>97,272</b>
<b>EBITDA</b>	<b>54,262</b>	<b>52,905</b>	<b>1,357</b>	<b>127,307</b>	<b>30,035</b>	<b>97,272</b>
<b>Operating margin</b>	<b>81%</b>	<b>79%</b>		<b>312%</b>	<b>74%</b>	
Financial expenses (excl. equity swap)	(47,795)	(45,435)	(2,359)	(19,867)	(19,867)	0
Financial income	20,355	18,825	1,530	21,754	21,245	509
<b>Financial income (expenses) (excl. equity swap)</b>	<b>(27,439)</b>	<b>(26,610)</b>	<b>(829)</b>	<b>1,887</b>	<b>1,378</b>	<b>509</b>
<b>Profit before income tax and social contribution (excl. equity swap)</b>	<b>26,823</b>	<b>26,295</b>	<b>528</b>	<b>129,194</b>	<b>31,413</b>	<b>97,781</b>
Current taxes	(8,361)	(5,277)	(3,084)	(3,725)	(2,648)	(1,077)
Deferred tax (excl. equity swap)	10,646	10,146	500	(540)	979	(1,519)
<b>FFO (Funds from Operations)</b>	<b>29,108</b>	<b>31,164</b>	<b>(2,056)</b>	<b>124,929</b>	<b>29,744</b>	<b>95,185</b>
<b>Net margin</b>	<b>43%</b>	<b>47%</b>		<b>306%</b>	<b>73%</b>	
Depreciation of property and equipment	(904)	(904)	0	(297)	(297)	0
<b>NET INCOME EX EQUITY SWAP</b>	<b>28,204</b>	<b>30,260</b>	<b>(2,056)</b>	<b>124,632</b>	<b>29,447</b>	<b>95,185</b>
<b>Net margin</b>	<b>42%</b>	<b>45%</b>		<b>306%</b>	<b>72%</b>	

### EQUITY SWAP 1Q23 RECONCILIATION

	1Q23	1Q22
Net income ex equity swap	28,204	124,632
Financial expenses	1,338	11,670
Deferred taxes	(455)	(3,968)
<b>Net income</b>	<b>29,087</b>	<b>132,334</b>

**VARIATIONS OF EBITDA AND NET INCOME**

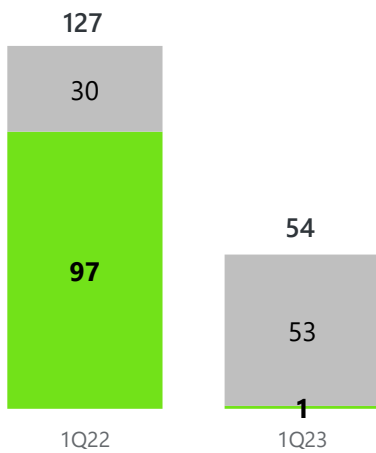
Revenue increased 64.3% in 1Q23, compared to 1Q22, from R\$ 40.8 million to R\$ 67.0 million. This increase is mainly due to new deliveries of assets, new leases and rent growth of 1.61% above inflation (change in billed rent considering customers had the same area leased).

Quarterly *EBITDA* reached R\$ 54.3 million. In turn, *EBITDA* for leasing activity ended the quarter at R\$ 52.9 million, which represents a margin of 79%.

The adjusted net income with the equity swap operation reached R\$ 29.0 million in the quarter.

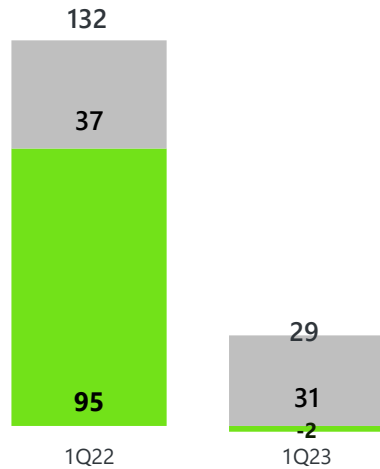
**EBITDA in BRL millions**

- Development Activity
- Leasing Activity



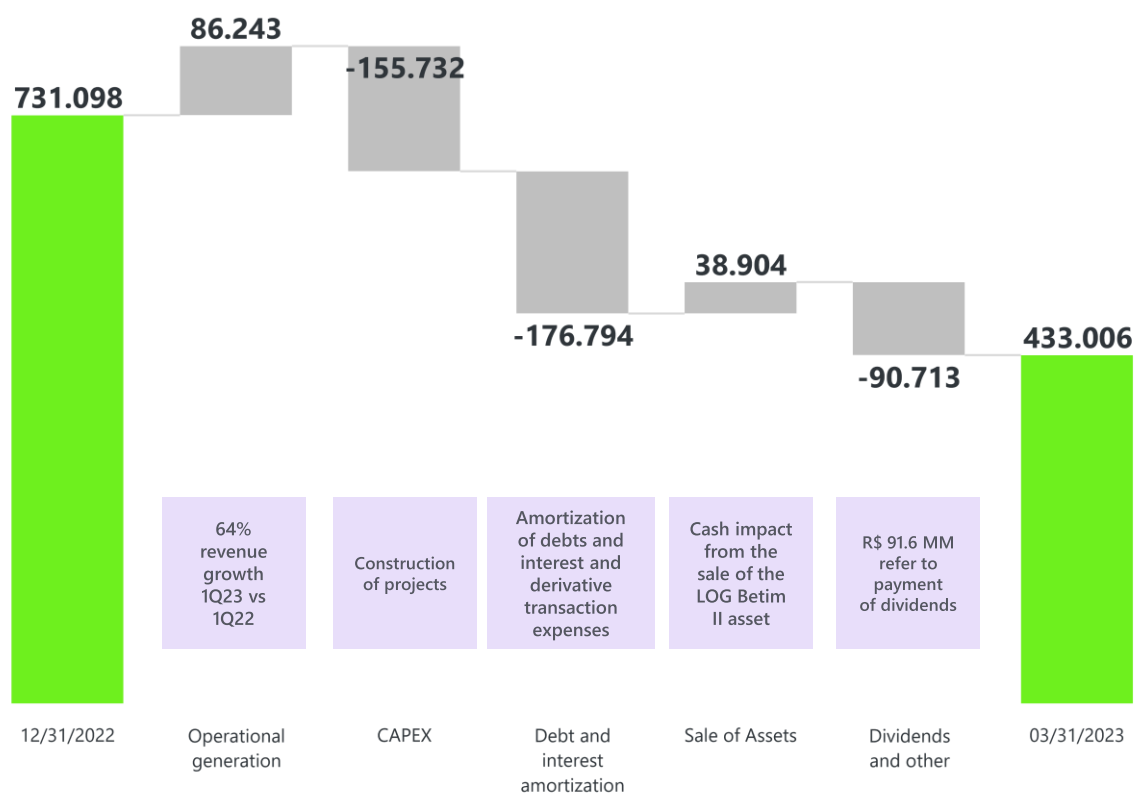
**NET INCOME in BRL millions**

- Development Activity
- Leasing Activity



## CASH, CASH EQUIVALENTS AND MARKETABLE SECURITIES

<i>in BRL thousand</i>	03/31/2023	12/31/2022	Var. %
Cash and cash equivalents	162,671	297,733	-45.4%
Marketable securities - Current	42,913	206,592	-79.2%
Marketable securities - Noncurrent	227,422	226,773	0.3%
<b>Total</b>	<b>433,006</b>	<b>731,098</b>	<b>-40.8%</b>



## RECEIVABLES

<i>in BRL thousand</i>	03/31/2023	12/31/2022	Var. %
Lease of warehouses	49,063	48,992	0.1%
Sale of assets	116,711	155,616	-25.0%
Condominium management	1,004	868	15.7%
Others	15,640	14,727	6.2%
<b>Total</b>	<b>182,418</b>	<b>220,203</b>	<b>-17.2%</b>

## INVESTMENT PROPERTY

<i>in BRL thousand</i>	03/31/2023	12/31/2022	Var. %
<b>Land</b>	<b>267,034</b>	<b>292,612</b>	<b>-8.7%</b>
<b>Projects under development</b>	<b>1,088,341</b>	<b>950,491</b>	<b>14.5%</b>
<b>Projects delivered</b>	<b>3,665,648</b>	<b>3,633,567</b>	<b>0.9%</b>
➤ Carrying amount	2,405,650	2,368,265	1.6%
➤ Fair value	1,259,998	1,267,352	-0.6%
<b>Total</b>	<b>5,021,023</b>	<b>4,878,721</b>	<b>2.9%</b>





## INDEBTEDNESS: LOANS AND FINANCING

<i>in BRL thousand</i>	Term	Effective Cost	03/31/2023	12/31/2022
Construction financing	Dec/13 to Oct/24	CDI + 1.92%	10,451	11,914
Construction Financing*	Dec/13 to Sept/28	108.95% CDI	17,085	17,346
Debentures - 12th Issue	Jan/18 to Dec/27	CDI + 2.42%	47,615	50,121
Debentures - 15th Issue	Jan/18 to Dec/28	CDI + 1.71%	40,386	42,118
Debentures – 16th Issue	Mar/20 to Mar/25	108% CDI + 0.34% p.a.	36,483	47,182
Debentures – 17th Issue	Sept/19 to Sept/24	116.5% CDI + 0.18% p.a.	153,878	159,533
Debentures – 18th Issue	Mar/20 to Mar/26	CDI + 2.21%	251,323	260,474
Debentures – 19th Issue	Sept/25 to Sept/28	CDI + 1.58%	482,514	470,352
Debentures – 20th Issue – 1st series	Mar/26 to Mar/27	CDI + 1.55%	131,360	135,851
Debentures – 20th Issue – 2nd series	Mar/27 to Mar/29	CDI + 1.85%	174,922	171,396
Debentures - 21st Issue	Jul/26 to Jul/27	CDI + 1.65%	412,800	428,321
(-) Debt issuance cost			(19,282)	(20,524)
<b>Total</b>			<b>1,739,535</b>	<b>1,774,084</b>

Effective cost: considers the cost of the contractual debt + other funding costs (fees, legal advice, trustee and/or securitization agent, notary office, etc.) and debt maintenance.

\*Financing for construction with contracted hedge at 108.95% of CDI since the beginning of the transaction.

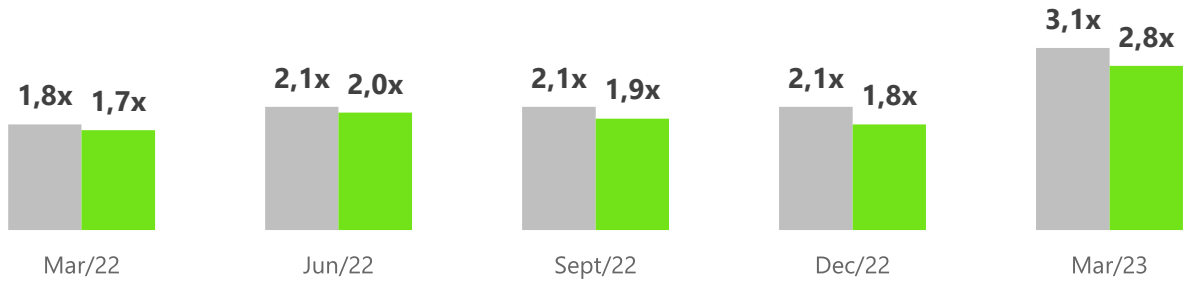


### NET DEBT / EBITDA

● Net Debt / EBITDA

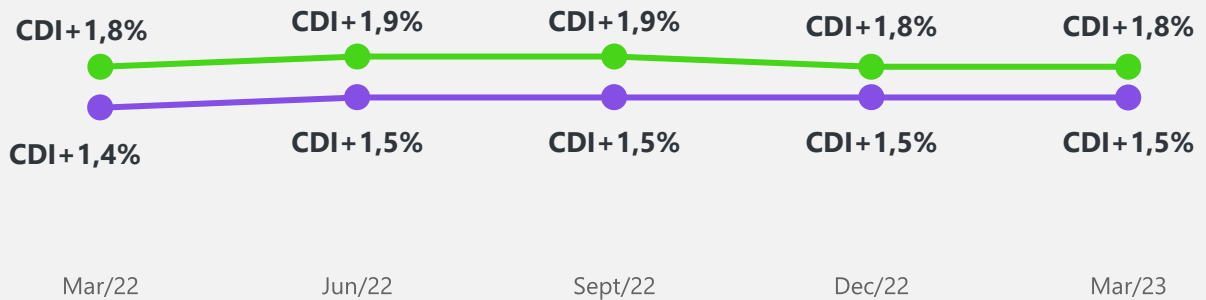
● Adjusted Net Debt\* / EBITDA

\*Adjusted with receivables from asset sales



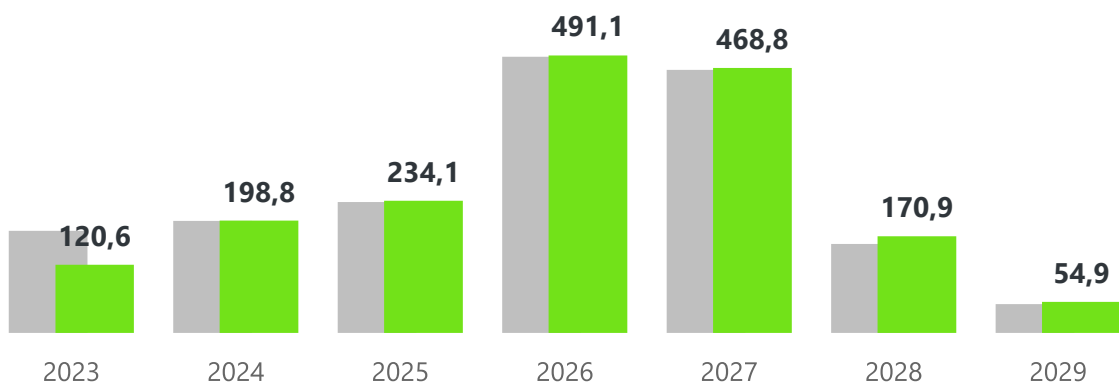
### COST OF DEBT

● Face cost ● Effective cost



### DEBT AMORTIZATION SCHEDULE

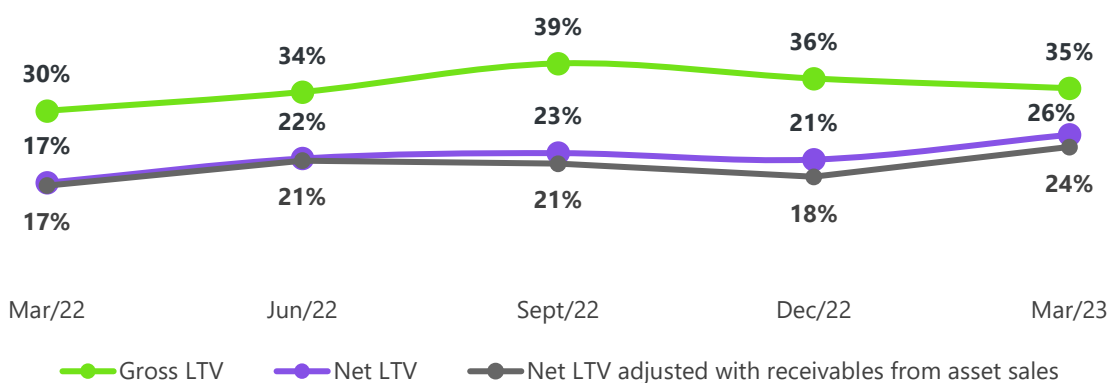
IN BRL MILLION ● 12/31/2022 ● 03/31/2023



## DEBT INDICATORS

In BRL thousand	03/31/2023	12/31/2022	Var. %
(+) Loans and financing	1,739,535	1,774,084	-1.9%
(-) Cash, cash equivalents and marketable securities	433,006	731,098	-40.8%
(=) Net debt	1,306,529	1,042,986	25.3%
(=) Equity	3,694,715	3,663,838	0.8%
<b>(=) Net debt / Equity</b>	<b>35.4%</b>	<b>28.5%</b>	<b>6.9 p.p.</b>
(-) Receivables from asset sales	116,711	155,615	-25.0%
(=) Adjusted net debt	1,189,818	887,370	47.2%
<b>(=) Adjusted net debt* / Equity</b>	<b>32.2%</b>	<b>24.2%</b>	<b>8.0 p.p.</b>

## LOAN TO VALUE



---

## COMPLEMENTS

**Capital Market** ↗

**ESG** ↗

**Digital Transformation** ↗

**Financial Statements** ↗

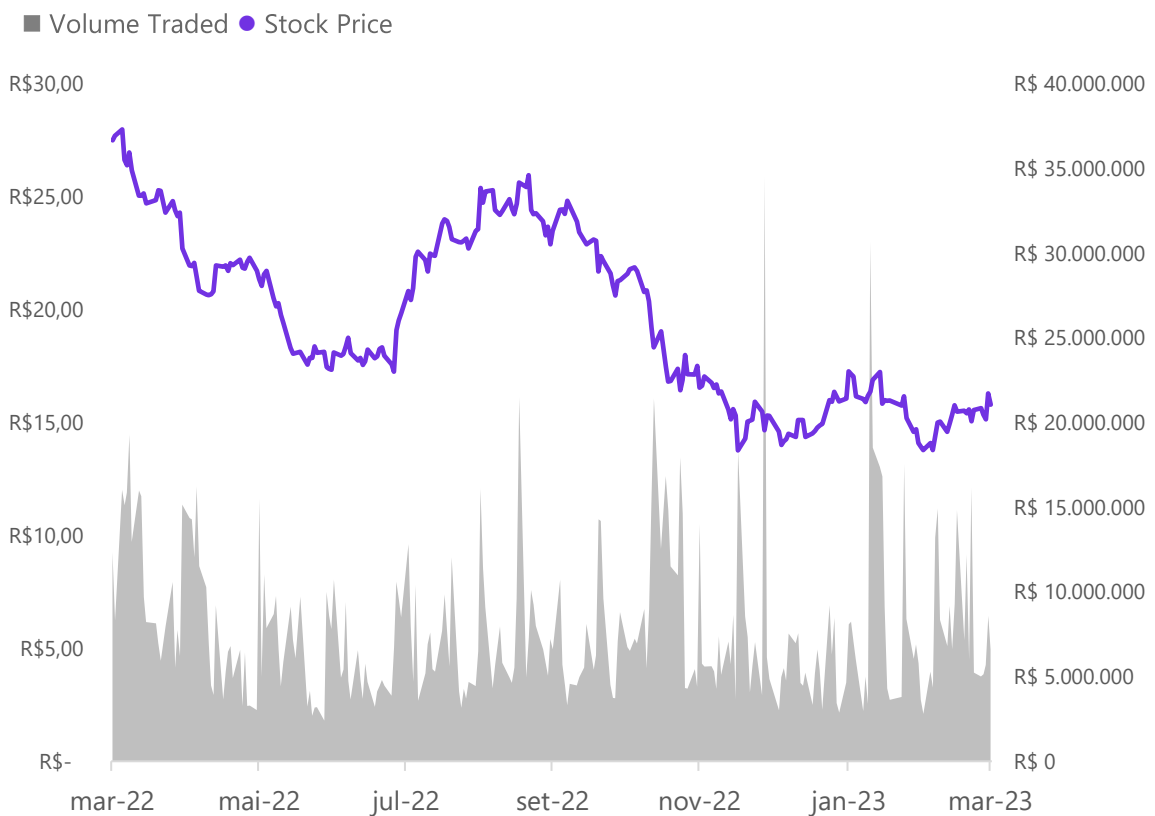


# Capital market with a volatility scenario and through active coverage of 11 analysts

## BRL1.6 BN R\$7.9 MM

Market Cap

ADTV 30 Base Date: 03/31/2023



Shareholding Structure	# shares	Total %
Controlling group and administrators	41,532,615	40.65%
Treasury	2,251,322	2.21%
Free Float	58,375,217	57.14%
<b>Total</b>	<b>102,159,154</b>	<b>100%</b>

LOGG3 Source: Broadcast | Base date: 03/31/2023

Final price	R\$15.81
Highest price 1Q23	R\$16.31
Lowest price 1Q23	R\$13.80
Variation 1Q23	3.21%
Variation 2023	3.21%

**IBRA**

**IGCT**

**IGCX**

**IGNM**

**IMOB**

**ITAG**

**SMLL**

## SHARE BUYBACK PROGRAM

On February 8, 2023, Log announced a Share Buyback Program. The repurchased shares may be used within the scope of the Stock Option Plans, for being held in treasury, cancelled or replaced in the market. [Click here](#) to access the Material Fact.

<b>DEADLINE FOR CARRYING OUT THE OPERATION</b>	<b>18 months</b>
<b>MAXIMUM NUMBER OF SHARES THAT CAN BE REPURCHASED WITHIN THE PERIOD</b>	<b>5,856,594</b>
<b>NUMBER OF SHARES REPURCHASED UNTIL 04/26/2023 VIA TREASURY OR DERIVATIVE TRANSACTIONS</b>	<b>5,221,322</b>

## ATTRACTIVE DISCOUNT

LOG's asset recycling strategy has been executed at attractive spreads and above the NAV. Therefore, while the LOGG3 share price discount is at current levels, the Company will continue to maintain the share buyback program, within the limits established by current legislation.

<b>Mar/23</b>	<i>BRL thousand</i>
PPI	5,021,023
Investees	70,932
<b>PPI + Investees</b>	<b>5,091,955</b>
Betim industrial park (PL)	69,224
<b>Asset market value</b>	<b>5,161,179</b>
Net debt	(1,306,529)
Swaps + barbers payable	(181,820)
Receivables (sale of assets)	116,711
Cash from subsidiaries %Log	802
<b>NAV</b>	<b>3,790,342</b>
Quantity Ex-treasury shares	99,907,832
<b>NAV / Share</b>	<b>R\$ 37.94</b>
Share Price	R\$ 15.57
<b>Discount for NAV*</b>	<b>41%</b>

\*Updated until 04/25/2023

## 7 ESG

### DISCLOSURE OF THE 2022-2023 INTEGRATED REPORT

This is the third consecutive edition of our Sustainability Report, which, in this base year of 2022, brings an important evolution: **for the first time, we follow the parameters of the Integrated Reporting**, reflecting the adoption of sustainable initiatives linked to the business strategy. As part of the advances, we also submitted, **for the first time, the content of the report to external verification**.

The Report was prepared in accordance with the “GRI Standards” methodology from the **Global Reporting Initiative (GRI)** and the **Sustainability Accounting Standards Board (SASB)** indicators, of a sectoral nature and increasingly adopted to meet stakeholders’ demands, particularly those in the capital market.

All information is in tune with the principles of the **Global Compact and the United Nations (UN) Sustainable Development Goals (SDGs)**.

From the material topics, **we developed an Alignment Radar to define which UN SDGs would be prioritized in our strategies** so that we can effectively contribute to the 2030 development agenda.



### MATERIALITY

Our materiality brings valuable elements to prepare the Company’s strategic planning, under the Environmental, Social and Governance aspects. In order to build the initial sustainability approach, in 2021 we carried out an in-depth study, with the objective of mapping the most relevant subjects to the business, with the **engagement of more than 110 stakeholders**, between shareholders/investors, market analysts, clients, employees, suppliers, media and senior management.

For the 2022 cycle, this work was revised, based on a benchmark study, intended to verify the emergence of possible points of attention in relation to new themes not yet contemplated. The analysis did not detect the need for adjustments, suggesting the permanence of the following themes:



- Ethics and integrity
- Risk management
- Corporate governance
- Supplier management
- Sustainable construction
- Client satisfaction
- Innovation
- Health and safety
- Human capital management
- Neighboring communities and social responsibility

### LEED

Log is an active member of the Green Building Council Brazil (GBC Brasil), seeking to transform the civil construction industry and the society's culture towards sustainability. We prioritize constructive methods that promote greater comfort to users and contribute to the preservation of the environment. We are proud to have certified our first projects with LEED Silver, LOG Viana II-ES and LOG Itapeva-MG, causing a great positive impact as shown below:

	LOG VIANA II / ES	LOG ITAPEVA / MG
Reduction of external water consumption for irrigation	100%	43%
Reduction of internal water consumption	75%	62%
Reduction of energy consumption	46%	56%
Spatial autonomy to natural lighting and annual exposure to sunlight	65%	46%
Materials intended for recycling and reuse	84%	100%

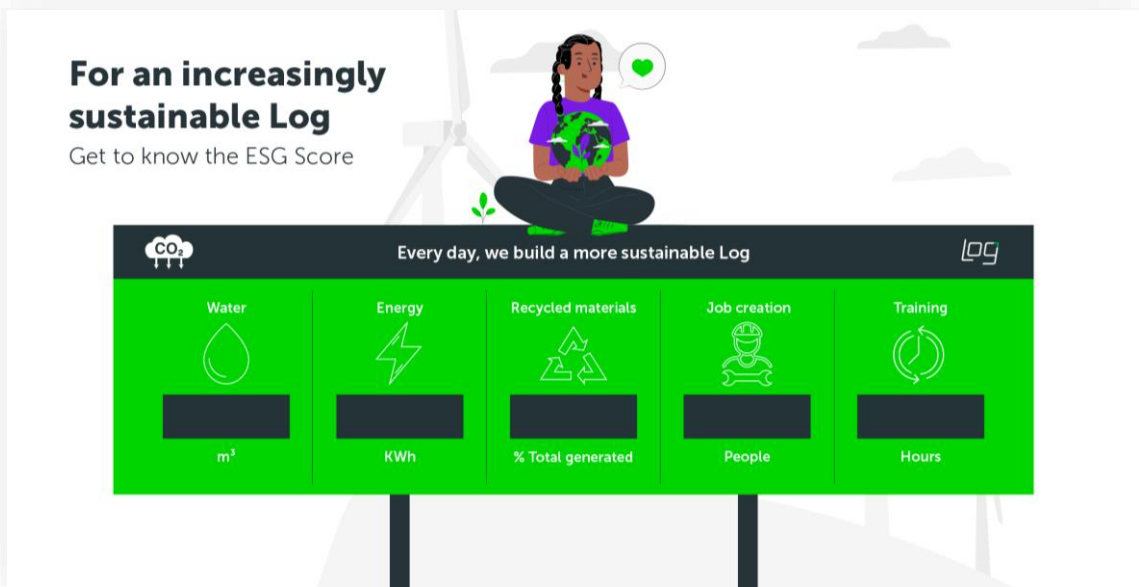
We participate in the main ESG initiatives of the market





## SCORE ESG

A transparent and objective way of showing Log's commitment to sustainability. Initially installed in Simões Filho-BA, metropolitan region of Salvador, the panel collects data such as water and energy consumption, materials destined for recycling, in addition to hours of training and job creation. The same information is being mapped and audited in all works in progress, which is one of the governance goals already defined for 2023. In this way we build **more**, with **less**.



## ESG DAY

The ESG DAY was held in February 2023, the annual meeting of Loggers to define and/or revalidate goals for the short, medium and long term (2023, 2025 and 2030), based on strategic material topics for the Company.



[Click here](#) and learn more about our ESG initiatives



## 7 Digital Transformation that represents the client’s journey through the creation of a solution ecosystem

We started our digital transformation path in 2021, with the goal of simplifying the client journey and gaining business scalability. To this end, we focus on the pillars of the client journey: getting to know, leasing, occupying, connecting and renewing/cancelling. We realized that the “connecting” stage accounts for the greatest interaction with the client and would be a key factor in achieving our goal, achieved in 2022.

Several initiatives were implemented throughout the year in the pursuit of this improvement, such as internal training to engage the entire Log team, from top leadership to administrative and operational positions, the creation of the Client Committee, which meets quarterly with managers to present research results and set new goals, and the definition of metrics and KPIs to monitor the experience of our clients in the projects and their journey of connecting with Log.

We also carry out client satisfaction surveys, interviews in loco and via Log + app, an application that guarantees greater efficiency and access to a series of services in the palm of the client's hand. Log also has other communication channels open to this public, such as social networks, email and WhatsApp.

**For 2023, we are implementing the Logger CXM Client Ambassadors Program**, in which each area will have a representative responsible for disseminating a culture centered on client satisfaction within their area of operation. These initiatives make the client feedback to be handled quickly and efficiently, with specific actions to solve problems, or manage improvement insights and development of new services.



## 7 Financial Statements

### INCOME STATEMENT FOR THE YEAR IN BRL THOUSAND

	1Q23	1Q22	Var. %
<b>Net revenue from lease and services provided</b>	<b>67,012</b>	<b>40,792</b>	<b>64.3%</b>
Costs of services provided - condominium management	(888)	(668)	-32.9%
<b>Gross profit</b>	<b>66,124</b>	<b>40,124</b>	<b>64.8%</b>
<b>Operating income (expenses)</b>	<b>(12,767)</b>	<b>86,886</b>	<b>-114.7%</b>
Selling expenses	(2,445)	(2,721)	10.1%
General and administrative expenses	(10,466)	(9,514)	-10.0%
Other operating income (expenses), net	(2,510)	(1,393)	-80.3%
Changes in the fair value of investment property	749	98,288	-99.2%
Results from equity interest in investee	1,906	2,226	-14.4%
<b>Income before financial income (expenses)</b>	<b>53,357</b>	<b>127,010</b>	<b>-58.0%</b>
<b>Financial income (expenses)</b>	<b>(26,101)</b>	<b>13,557</b>	<b>-292.5%</b>
Financial expenses	(46,456)	(8,197)	-466.7%
Financial income	20,355	21,754	-6.4%
<b>Income before income tax and social contribution</b>	<b>27,257</b>	<b>140,567</b>	<b>-80.6%</b>
<b>Income tax and social contribution</b>	<b>1,831</b>	<b>(8,233)</b>	<b>122.2%</b>
Current	(8,361)	(3,725)	-124.5%
Deferred	10,192	(4,508)	326.1%
<b>Net income for the year</b>	<b>29,088</b>	<b>132,334</b>	<b>-78.0%</b>
Shareholders of the company	<b>27,487</b>	<b>131,448</b>	<b>-79.1%</b>
Noncontrolling interests	<b>1,601</b>	<b>886</b>	<b>80.7%</b>

## BALANCE SHEET IN BRL THOUSAND

ASSETS	03/31/2023	12/31/2022	Var. %
<b>Current assets</b>	<b>368,819</b>	<b>648,297</b>	<b>-43.11%</b>
Cash and cash equivalents	162,671	297,733	-45.4%
Marketable securities	42,913	206,592	-79.2%
Receivables	129,890	112,887	15.1%
Recoverable taxes	27,734	25,810	7.5%
Prepaid expenses	3,461	3,046	13.6%
Other assets	2,150	2,229	-3.5%
<b>Noncurrent assets</b>	<b>5,637,863</b>	<b>5,502,309</b>	<b>2.46%</b>
Marketable securities	227,422	226,773	0.3%
Financial instruments	33,130	1,270	2508.7%
Receivables	52,528	107,316	-51.1%
Prepaid expenses	13,884	13,258	4.7%
Recoverable taxes	43,338	43,464	-0.3%
Deferred Income tax and social contribution	55,976	47,871	16.9%
Others	16,330	14,458	12.9%
Investments in subsidiaries and joint ventures	151,324	148,084	2.2%
Investment property	5,021,023	4,878,721	2.9%
Property and equipment	16,850	15,416	9.3%
Intangible assets	6,058	5,678	6.7%
<b>TOTAL ASSETS</b>	<b>6,006,682</b>	<b>6,150,606</b>	<b>-2.34%</b>

LIABILITIES AND EQUITY	03/31/2023	12/31/2022	Var. %
<b>Current liabilities</b>	<b>377,093</b>	<b>479,729</b>	<b>-21.39%</b>
Suppliers	60,995	43,365	40.7%
Loans and financing	219,847	181,379	21.2%
Financial instruments	-	39,135	-100.0%
Salaries, charges and benefits	10,922	13,714	-20.4%
Taxes and contributions payable	28,107	19,222	46.2%
Land payables	738	8,813	-91.6%
Barters	40,118	61,994	-35.3%
Advances from clients	6,871	5,787	18.7%
Dividends payable	-	91,692	-100.0%
Others	9,495	14,628	-35.1%
<b>Noncurrent liabilities</b>	<b>1,934,874</b>	<b>2,007,039</b>	<b>-3.60%</b>
Lease liability	104,172	101,101	3.0%
Loans and financing	1,519,688	1,592,705	-4.6%
Financial instruments	1,067	6,906	-84.5%
Land payables	13,000	13,000	0.0%
Barters	127,964	134,712	-5.0%
Deferred taxes	107,813	109,116	-1.2%
Advances from clients	53,955	42,841	25.9%
Others	7,215	6,658	8.4%
<b>Equity</b>	<b>3,694,715</b>	<b>3,663,838</b>	<b>0.84%</b>
Shareholders of the company	3,612,916	3,584,653	0.8%
Noncontrolling interests	81,799	79,185	3.3%
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>6,006,682</b>	<b>6,150,606</b>	<b>-2.34%</b>

## CONSOLIDATED STATEMENT OF CASH FLOWS IN BRL THOUSAND

	1Q23	1Q22	Var. %
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Net income for the year	29,088	132,334	-78.0%
Adjustments to reconcile net income to net cash provided by (used in) operating activities	21,187	(104,368)	119.1%
(Increase) decrease in operating assets	(6,426)	330	-2,047.3%
Increase (decrease) in operating liabilities	36,744	(15,199)	341.8%
Income tax and social contribution paid	(5,684)	(7,206)	21.1%
<b>Net cash provided by operating activities</b>	<b>74,909</b>	<b>5,891</b>	<b>1,171.6%</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Increase in / acquisition of investments	(1,334)	(2,261)	41.0%
Decrease in marketable securities	279,638	351,365	-20.4%
Increase in marketable securities	(105,274)	(176,715)	40.4%
Dividends received from subsidiaries	-	2,160	-100.0%
Receipt for the sale of subsidiaries / assets	38,904	5,348	627.4%
Acquisition of investment properties	(153,129)	(239,478)	36.1%
Others	(1,269)	(575)	-120.7%
<b>Net cash used in investing activities</b>	<b>57,536</b>	<b>(60,156)</b>	<b>195.6%</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Proceeds from loans and financing, net	-	-	-
Amortization of loans and financing	(15,401)	(15,192)	-1.4%
Interest paid	(97,646)	(42,600)	-129.2%
Lease payments	(152)	(187)	18.7%
Dividends paid	(91,692)	(87,627)	-4.6%
(Payment) receipt on derivative financial instrument	(63,747)	(7,811)	-716.1%
Disposal (acquisition) of treasury shares	118	-	-
Proceeds from exercised stock options	-	37	-100.0%
Contributions from (distributions to) noncontrolling shareholders	1,013	17,180	-94.1%
<b>Net cash provided by financing activities</b>	<b>(267,507)</b>	<b>(136,200)</b>	<b>-96.4%</b>
<b>(DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS</b>	<b>(135,062)</b>	<b>(190,465)</b>	<b>29.1%</b>
<b>CASH AND CASH EQUIVALENTS</b>			
At the beginning of the period	297,733	207,564	43.4%
At the end of the period	162,671	17,099	851.3%

Modular Warehouses

# 100% Class A

PRESENCE IN ALL REGIONS OF BRAZIL

30

projects  
delivered

8

projects  
under construction

+1mn

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

+1.5mm

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



## LOG SALVADOR / BA

With 113,562.31 m<sup>2</sup> of GLA, LOG Salvador has been strategically built 20 minutes from downtown Salvador and with easy access to the main highways in the Northeast region of Brazil, BA-526 and BR-324.

[SEE IN MAP →](#)



## LOG BRASÍLIA / DF

Located at Brasília International Airport, LOG Brasília will have 64,000 m<sup>2</sup> of GLA and modules from 1,200 m<sup>2</sup> for lease. The project will have Class A Warehouses with a complete infrastructure

[SEE IN MAP →](#)



## LOG FORTALEZA / CE

Strategically located on the banks of the Quatro Anel Viário highway and with easy access to Fortaleza Airport, LOG Fortaleza III will have a gross leasable area (GLA) of 129,000 m<sup>2</sup>.

[SEE IN MAP →](#)

[Click here to](#)

[see the full portfolio](#)





**LOGG**  
B3 LISTED NM

# Talk to IR

## André Vitória

Chief Financial and  
Investor Relations  
Officer

## Thomas Lobo

Investor Relations  
Analyst

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

## Marina Miranda

Investor  
Relations Manager

## Marcela Cançado

Investor Relations  
Analyst

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

[ri.logcp.com.br](http://ri.logcp.com.br)

