We are Brookfield Properties


Brookfield Properties is proud to be a collaborative team of developers, designers, entrepreneurs and out-of-the-box thinkers, well versed in delivering mission-critical facilities for multi-national clientele.

We bring development and operational expertise, a global network and are backed by large scale capital of Brookfield Asset Management – allowing us provide industry-leading development services to make your vision a reality.
Brookfield Properties Values

Passion + Integrity + Partnership

**PARTNERSHIP**
We believe every project is “Mission Critical” so delivering for our partner is priority number one

**PEOPLE**
It starts at the heart, with our team. We believe the right work environment breeds creativity, engagement, collaboration, dedication and authenticity

**SUSTAINABILITY**
We believe we are developing facilities to stand the test of time and are responsible to help the overall environments within the communities they serve

**INNOVATION**
We have a passion to develop facilities that are ahead of the curve and set the bar from the start of design to completion

Collaborative Partner Dedicated to Driving Value
Brazil Logistics Development Team

**Bruno Ackermann**  
**Head of Logistics, Brazil**

Bruno oversees the logistics development and investments group in Brazil. With over 15 years of experience, Bruno joined Brookfield in 2018 to focus exclusively on the company’s logistics strategy in Brazil. Previously, Bruno worked for Cyrela Commercial Properties, where he was responsible for land acquisition and financial underwriting for office and logistics projects. Prior to that, Bruno worked for Prologis CCP JV in Brazil as Business Director responsible for new investments, leasing and dispositions. In 2015, Bruno co-founded Barzel Properties and invested over USD 500 million in industrial and offices opportunities.

**Hilton Rejman**  
**SVP, Real Estate Portfolio Management**

Hilton oversees leasing and property management for Brookfield Properties in Brazil and has nearly 30 years of extensive real estate experience including project management, acquisitions, leasing, sales activities and property management. Hilton previously worked at Cyrela Group for 18 years and helped lead the Prologis-CCP joint-venture. Additionally, Hilton spent time with Bolsa de Imóveis Development and CBRE.

Hilton earned a degree in Architecture and Urbanism from Sao Paulo University (FAUUSP), holds an MBA in Real Estate from FEIUSP/Fundac, and attended the Kellogg School of Management at Northwestern University.

**Roberto Perroni**  
**Chief Executive Officer, Real Estate, Brazil**

Roberto oversees Brookfield’s real estate investment and asset management initiatives in Brazil, where he led the acquisition and development of one of the largest portfolios of Class AAA offices in Brazil. Mr. Perroni has over 30 years of real estate experience.

Prior to joining Brookfield in 2012, he was the CEO of Cyrela Commercial Properties. Previously, he was Director and Head of JER in Brazil. He also was CEO of Camargo Correa Desenvolvimento Imobiliário (CCDI) where he successfully managed CCDI’s IPO.

Mr. Perroni was a Professor at the Real Estate MBA of FUPAN, connected to FAU (Architecture and Urbanism College of the University of São Paulo – USP).
Global Logistics Development Team

Jay Cornforth
Managing Partner &
Global Head of Logistics

Jay is Managing Partner, Global Head of Logistics. After joining Brookfield in 2013, he oversaw the acquisition and rebranding of IDI Logistics into one of the world’s leading investors and developers of logistics real estate. Jay has over 20 years of real estate experience and joining Brookfield from Prologis where he was President, East Region, overseeing an operating portfolio of 92 million square feet and a development land bank in excess of 30 million square feet.

John Morgan
Senior Vice President &
Global Head of Development

John oversees Brookfield Properties’ global logistics design and construction standards, establishing an aesthetic and structural standard for current and future developments. John has led numerous projects through every facet of the development and design process, including site selection, master planning, entitlements, design and construction. He has developed approximately 75 million square feet of industrial warehouses and distribution centers on four continents for companies such as Amazon, Wal-Mart, FedEx, Best Buy, Home Depot, Coca-Cola Enterprises and many more.

Professor James Murray
Brookfield Asset Management
Scientific Solutions Group

James leads Brookfield’s Scientific Solutions Group. He is an innovative, multi-skilled scientist and engineering professional offering a broad range of mathematical expertise, academic & industry experience and leadership. James has previously held Fellowships at several highly-ranked universities and has been consistently engaged by numerous global firms. James has influenced and/or been responsible for over 30 patents and more than 800 major projects.
Brookfield Asset Management – Complimentary Assets

A global leader in alternative asset management, distinguished by a 120-year history of owning and operating real assets

$500B+
AUM

REAL ESTATE
$194B AUM
- Office
- Multifamily
- Retail
- Logistics
- Hospitality
- Mixed-Use
- Alternative Real Estate

INFRASTRUCTURE
$66B AUM
- Utilities
- Transport
- Energy
- Data Infrastructure
- Sustainable Resources

RENEWABLE POWER
$47B AUM
- Hydroelectric
- Wind
- Solar
- Storage

PRIVATE EQUITY
$61B AUM
- Business Services
- Infrastructure Services
- Real Estate Services
- Industrials

CREDIT
$120B AUM
- Performing Credit
- Opportunistic Credit
- Private and Listed Equities
- Real Estate

As of June 30, 2019. Brookfield Asset Management AUM includes approximately $19 billion of AUM from Public Securities and other corporate businesses.
Brookfield’s South American Presence

Real Estate
- 2 core office properties with 762,000 sf of space
- 11 opportunistic office properties with 3.0 million sf of space
- 7 opportunistic retail properties with 2.5 million sf of retail space
- 2 logistics properties with 2 million sf of space

Renewable Power
- 50 renewable hydro plants, 19 wind farms and 4 biomass plants (Brazil, Colombia, Uruguay)
- Over 1,500 MW of installed capacity (Brazil)
- 6 hydro plants and 1 natural gas plant with ~3,000 MW of installed capacity (Colombia)
- 2 solar facilities with over 120 MW of capacity (Chile, Uruguay)

Infrastructure
- 660,000 acres of timberlands (Brazil)
- 1,600 km of electricity transmission systems (Brazil)
- 3,500 km toll roads (Brazil, Chile and Peru)
- 4,800 km rail network (Brazil)
- 650,000 acres of agricultural land (Brazil)
- 2,700 km of greenfield electricity transmission systems under development (Brazil)
- 2,000 km of natural gas pipelines (Brazil)
- 3.6 million electricity and natural gas connections (Colombia)

Private Equity and Other
- Business Services: Residential real estate services, financial and advisory services, road fuel distribution
- Infrastructure services: services to nuclear power facilities
- Industrials: 23 municipal water and sewage treatment assets and 4 industrial water assets
- Residential development

$42B AUM
~23,000 EMPLOYEES
With over 120 years in the country we have a significant presence and deep knowledge about the Brazilian market

R$77 billion
ASSETS UNDER MANAGEMENT

**Properties**
R$ 7.8B
- 2.4M SF of retail
- 3.6M SF of office
- 877,000 SF of office under development
- 2.0M SF of industrial

**Infrastructure**
R$ 32B
- 3,700 km of toll roads
- 8,000 km of railways
- 4,300 km transmission lines
- 2.048 km of gas pipelines

**Renewable Energy**
R$ 11B
- 42 hydroelectric plants
- 4 biomass plants
- 19 wind plants
- 1,500 MW capacity

**Sustainable Resources**
R$ 6.3B
- 269,000 hectares of agricultural investments
- 290,000 hectares of timber investments

**Private Equity**
R$ 20B
- >237 MSF property development built
- 180 cities served in water and sewage services

**Brookfield Properties’ corporate office - São Paulo**
Brazil Team’s Development Experience

Cajamar Industrial

• Started in 2008
• Prior to joining Brookfield, Bruno Ackermann, Hilton Rejman, and John Morgan worked on these projects.
• First Development in Cajamar, BR
• Led to Three Phases
• 8M SF Realized as a Team
• 100% Leased

Created the Market Standard in Design

• 12m Clear Height
• Natural Light
• 6m Canopies
• 40m Truck Court
• 56m Truck Courts with Trailer Parking
Brazil Team’s Development Experience

Parque Logístico Cabreúva

- **Address:** Rod. Dom Gabriel Paulino Bueno Couto, km 83, Cabreúva - SP
- **GLA:** 135,869 sqm
- **# buildings:** 3*
- **Efficiency:** 92%
- **Docks with levelers**
- **Fire Protection:** Sprinklers ESFR
- **Availability:** 36k sqm + 25k sqm (BTS)

* The logistic park counts with a 60k sqm development area with 25k sqm potential GLA with all projects approved.

Parque Logístico Guarulhos

- **Address:** Rua Estrela D’Oeste, 124 Guarulhos - SP
- **GLA:** 56,067 sqm
- **# buildings:** 4
- **Efficiency:** 87% (A), 80% (B) e 53% (C e D)
- **Docks with automatic levelers**
- **Availability:** 3k sqm
Our Competitive Advantage

- Dedicated logistics professionals in eight market offices across the globe
- Over 100 million sq. ft. of high-quality logistics facilities developed or managed since 2012
- A trusted partner by some of the world’s top brands
- A commitment to sustainability and building innovation
Global Logistics Experience

Key
- Existing Portfolio
- Market Office
- Legacy Market / Target Market
- Target Markets
- Brookfield Cargo Terminals
Global Logistics Experience

As Brookfield affiliates acquire and sell logistics businesses, Brookfield Properties’ expertise is tapped to both asset and portfolio manage the properties in order to drive value for stakeholders.

2012

2013
Entered Europe and China with the acquisition of Gazeley – a 5.4M SF portfolio with an additional 24M SF land bank (sold Gazeley in 2017).

2018
Entered Brazil with the acquisition of a 2.2M SF portfolio.

100M+
SQUARE FEET
MANAGED SINCE 2012

50+
MARKETS ACROSS
13 COUNTRIES

40M
SQUARE FEET
DEVELOPED SINCE 2014
Commitment to Quality Across the Globe

PEPSICO – USA

WALMART – CHINA

DHL – BRAZIL

AMAZON – GERMANY

AMAZON – USA

MUTH – CHINA

NISSAN – USA

H&M – SPAIN

UPS – USA
## Select Global Customers

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<tr>
<th>RETAIL / E-COMMERCE</th>
<th>CONSUMER PRODUCTS</th>
<th>AUTO</th>
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<tr>
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Our Integrated Development Process

KEY PLAYERS
- Customer
- Land owner
- Architects / engineers / general contractor
- Senior leadership team
- Additional stakeholders (when applicable) including: city officials, community members, etc.

BENEFITS
- Produces creative solutions
- Fast and effective
- Allows for ease of “buy-in” from stakeholders through participation

GOALS
- Maximize quality
- Alignment of interest
- Deliver on time and on budget

OPPORTUNITY | SITE ACQUISITION | DESIGN | CONSTRUCTION | OPERATIONS
---|---|---|---|---
- Discovery
- Concept Development
- Market Research
- Initial Underwriting
- Due Diligence
- Master Planning
- Entitlements
- Site Design
- Building Design
- Tenant Improvements
- Procurement
- Monitoring
- Reporting
- Acceptance
- Leasing/Marketing
- Property Management
- Asset Management

Collaborative Process

We use a collaborative and integrated decision-making process where the exchange of ideas yields innovative solutions to complex issues. We maintain a collaborative process with our customer during the course of the project and at key milestones to ensure a more efficient and successful decision-making process.

Brookfield has the experience and flexibility to work with all stakeholders to create a structure that is beneficial to all.
Significant Recent Global BTS Projects

WALMART – CHINA
1.3M SF
OF BTS PROJECTS

JOHN LEWIS – UK
1.6M SF
OF BTS PROJECTS

AMAZON – US
5.2M SF
OF BTS PROJECTS
Development Spotlight

Multiple US facility roll-out for Amazon

LOCATION
Three US locations:
- Stockton, CA: 615,400 SF (57k SQM)
- Memphis, TN: 615,400 SF (57k SQM)
- Cincinnati, OH: 1,025,000 SF (95k SQM)

TOTAL SIZE
2,255,880 SF (210,000 SQM)

HANOVER
Mid 2018

CHALLENGES
- Total time – 11 months for all three projects
- Sophisticated MHE Integration
- Multiple changes by the Tenant throughout the development
- Incurred 65 days of inclement weather days – still delivered on time
- Multi-phased handover to facilitate MHE integration

RESULTS
- All three projects were delivered on time
- A total of $13 million dollars in savings
- Outstanding quality
- Satisfied Customer

US / MULTIPLE AMAZON PROJECTS / 2017-2018
As part of a nationwide rollout, Amazon had critical facility needs in multiple markets. Brookfield Properties was selected to develop three projects in three separate markets. The timing for each project was similar, so the process was coordinated through one team in three different regions of the country.
Development Spotlight

Hamburg, Germany

LOCATION
Greater Hamburg Area, Germany

TOTAL SIZE
130,000 sqm (1,399,308 SF)

HANOVER
September 2017

A STATE-OF-THE-ART FACILITY
• It was critical that Amazon began 24/7 operations in September in order to satisfy holiday demands.
• The new buildings will be equipped with the latest features and technology. A virtual firewall with additional sprinkler heads ensures seamless implementation of conveyor and robotics systems.
• Hamburg Logistics Park was the first German logistics location where Amazon transport robots were deployed, and because of the innovative floor design it was also the most effective operation in their German network.

NORTHERN GERMANY DISTRIBUTION CENTRE
Amazon was interested in developing a new logistics facility in the Hamburg area as a base for distribution across Northern Europe. Brookfield Properties had begun construction of a speculative building located near the Port of Hamburg and the Hamburg Airport and having excellent access to the Northern Germany metropolitan areas of Bremen, Hanover, Hamburg and Wolfsburg, the site proved to be ideal for Amazon’s needs for a same-day delivery hub in the Hamburg area.

Amazon needed the facility to be operational by September 2017. Brookfield Properties was able to fast track the construction timeline to provide this state-of-the-art e-commerce facility for starting operation within six months of groundbreaking.
Development Spotlight

Walmart DC in Southern China

LOCATION
Dongguan, Guangdong, China

TOTAL SIZE
40,000 sqm (450,000 SF)

HANOVER
October 2018

OPPORTUNITIES
• Walmart required a cold storage facility to serve as the prototype of its fresh and frozen food storage distribution program that it will roll out across China in the coming years.
• Walmart required a developer who could deliver an international-standard cold storage facility at a competitive cost.

RESULTS
• Brookfield Properties presented over 30 land options to Walmart in the Pearl River Delta to ensure Walmart had the optimal location for its logistics operations.
• After this intensive land sourcing process, Walmart agreed to sign a 20-year lease to have Brookfield Properties develop the property.

SOUTHERN CHINA COLD CHAIN DISTRIBUTION CENTER
Walmart desired to revamp its cold storage supply chain with a new distribution center design and selected Dongguan as its first location. As this project will be the prototype for its future cold storage distribution centers across China over next several years, Walmart wanted to ensure this project would be the most operationally efficient and highest specification warehouse it had ever developed in China.

The facility was completed on time in October 2018. It will incorporate state-of-the-art architectural design, superior quality construction materials and brands, and environmentally friendly cold storage refrigerant systems.
We Take Our Responsibility Seriously

Environmental, Social and Governance Management

While every investment across Brookfield is different and therefore will have different considerations, our ESG Program, based on the following principles, informs how we conduct our business.

EMPLOYEE WELLBEING
Meet or exceed all applicable labor laws and standards in jurisdictions where we operate, which includes respecting human rights, offering competitive wages and implementing nondiscriminatory, fully inclusive hiring practices.

HEALTH & SAFETY
Aim to have zero serious safety incidents within our businesses by working towards implementing consistent health and safety principles across the organization.

COMMUNITY ENGAGEMENT
Engage with community groups that might be affected by our actions to ensure that their interests, safety and well-being are appropriately integrated into our decision-making.

PHILANTHROPY
Empower our employees to participate in – and use our resources to give back to – the communities in which we operate.

ENVIRONMENTAL STEWARDSHIP
Strive to minimize the environmental impact of our operations and improve our efficient use of resources over time.

GOVERNANCE, ETHICS & FAIRNESS
Operate with high ethical standards by conducting business activities in compliance with applicable legal and regulatory requirements, and with our Code of Business Conduct and Ethics.

TRANSPARENCY
Be accessible to our investors and stakeholder by being responsive to requests for information and timely in our communication.

This product includes Low Impact Hydropower from facilities certified by the Low Impact Hydropower institute (an independent non-profit organization) to have environmental impacts in key areas below levels the institute considers acceptable for hydropower facilities. For more information about the certification, please see www.lowimpacthydro.org.
Thank You

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