WHO WE ARE

GLP is a leading global investment manager specializing in real estate, logistics and related technology investments, with **US$66 billion** of assets under management in real estate and private equity funds around the world. In 2019, GLP was recognised by Private Equity Real Estate (PERE) as Global Firm of the Year and Logistics Investor of the Year.

OUR STRENGTHS

- Deep logistics sector expertise
- Build and scale high-quality businesses with transaction expertise from ground-up development to platform M&A
- Leverage local operating platforms to enhance value for the long term
- Utilize global scale and data-driven insights to anticipate future trends

WHERE WE OPERATE

GLOBAL FOOTPRINT

- **US**
  - #7 owner
  - $600m AUM
- **BRAZIL**
  - #1 owner
  - $3bn AUM
- **CHINA**
  - #1 owner
  - $17bn AUM
- **JAPAN**
  - #1 owner
  - $19bn AUM
- **INDIA**
  - #1 owner
  - $2bn AUM
- **EUROPE**
  - #7 owner
  - $7bn AUM

Information presented as of 30 June 2019 and US$ unless otherwise stated
GLP’S BUSINESS MODEL
Disciplined investor with global operational expertise to create value for investors

INVESTMENT
BUY
Proprietary insights through global deal flow

BUILD
High-quality businesses for the long term

GROW
Accelerate growth and achieve scale

GLP

OPERATIONS
GLOBAL SCALE
Largest logistics footprint in the world

LOCAL PRESENCE
Diversified network of high-quality assets and customers

ECOSYSTEM PIONEER
Incubate technological innovations

LEADING GLOBAL INVESTMENT MANAGER

AUM GROWTH
50% CAGR

$2.6bn
$8.4bn
$10bn
$20bn
$32bn
$38bn
$43bn
$66bn

KEY MILESTONES
2011 – 2013
• Entered Brazil as market leader with $1.45bn platform
• Listed $1.3bn GLP J-REIT

2014 – 2016
• Entered US market and became the 2nd largest owner within 12 months
• Acquired 2nd closest competitor in Brazil

2017 – CURRENT
• $12bn privatization (largest of a listed company in Asia)
• Entered Europe market and doubled AUM within a year
• Entered India through strategic JV with largest owner IndoSpace
• Sold 179 million square feet of US assets to Blackstone for $18.7 billion, the largest-ever private real estate transaction globally

FUTURE EXPANSION INTO RELATED TECHNOLOGIES & INNOVATIONS INSIDE A SMART GLP WAREHOUSE

Smart Gates
• Automated clearance system
• Efficient truck-dock management

Renewable Energy
• Solar panels
• Electric cars

Automation
• Robotics
• Artificial Intelligence

Fleet management
• Real-time GPS tracking
• Vehicle data monitoring
• Route Optimization

Shared Services
• Provides flexibility, especially for small businesses

KEY CONTACTS
Co-Founder and CEO
Ming Mei
Chairman of Investment Committee
Alan Yang
Chief Financial Officer
Kazuhiro Tsutsumi
Chief Operating Officer
Steve Schutte
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FACTSHEET
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