

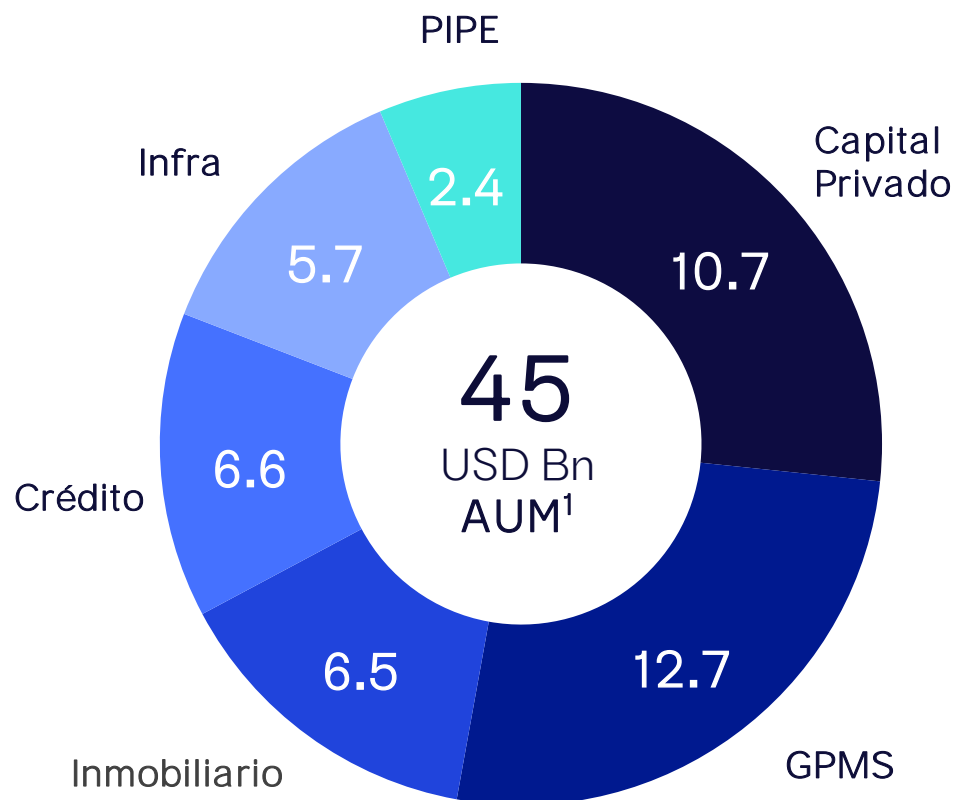
PATRIA

Diembre 2024

Patria | Colombia

Firma líder de Inversiones Alternativas en LatAm

- 2024
 Adquisición de la plataforma CS Brasil Real Estate y la plataforma Nexus Colombia Real Estate
- 2023
 Alianza con Bancolombia
 Adquisición de Soluciones de Capital Privado de Abrdn
- 2022
 Adquisición de la plataforma VBI Real Estate e Igah Ventures
- 2021
 IPO: PAX @ Nasdaq
 Combinación con Moneda y Kamaroopin
- 2014
 Lanzamiento de estrategias específicas por país
- 2010
 Asociación con Blackstone
- 2006
 Lanzamiento de productos de infraestructura
- 1997
 Primer fondo de capital privado levantado
- 1988
 Fundación y asociación con Salomon Brothers (50%/50%)



#1

Capital Privado
Infraestructura
Crédito
Inmobiliario

Plataforma de activos alternativos en América Latina

- Capital Privado²
- Soluciones del mercado Privado Global (GPMS)
- Inmobiliario
- Crédito
- Infraestructura
- Acciones Públicas

Notas: 1). Activos bajo gestión con corte a diciembre de 2023 USD 31.8 Bn. Más de USD 43 Bn pro forma pendientes de transacciones de M&A. Los activos al cierre de la operación pueden diferir de los activos a la firma (2). Capital Privado incluye Growth Equities y Venture Capital

Nuestra estrategia de negocio

	Foco en el Desempeño de Nuestras Inversiones	Performance sostenido a lo largo de los años Consistencia de Retornos en los cuartiles más altos ^{1 2} considerando aspectos de inversión responsable en ellos.
	Equipo Experimentado y Robusto	+40 socios y más del 50% del equipo dedicado a inversiones Equipo de inversiones estable y cohesivo
	Construimos Relaciones de largo plazo con Nuestros Clientes	Partner-of-choice de inversionistas globales en mercados privados LPs llevan 10 – 12 años invirtiendo en promedio con Patria
	Plataforma Institucional Global con Presencia y Expertise local	Plataforma robusta, confiable y escalable Estándares de gobernanza, procesos y sistemas comparable a los más grandes gestores globales.

Notas: 1). TIR neta ponderada equitativamente; (2) Frente a gestores de otras economías de mercados emergentes;

Hoy mantenemos relación con los principales LP Globales



Principales fondos soberanos del mundo¹



Principales fondos de pensiones del mundo¹



Principales fondos de pensión de N.A.¹



Principales IFDs¹

Construyendo Alianzas Estratégicas :

1,500+
LPs

Nuestra base de clientes globales sólida, diversificada y sofisticada es un motor clave de nuestro plan de crecimiento.

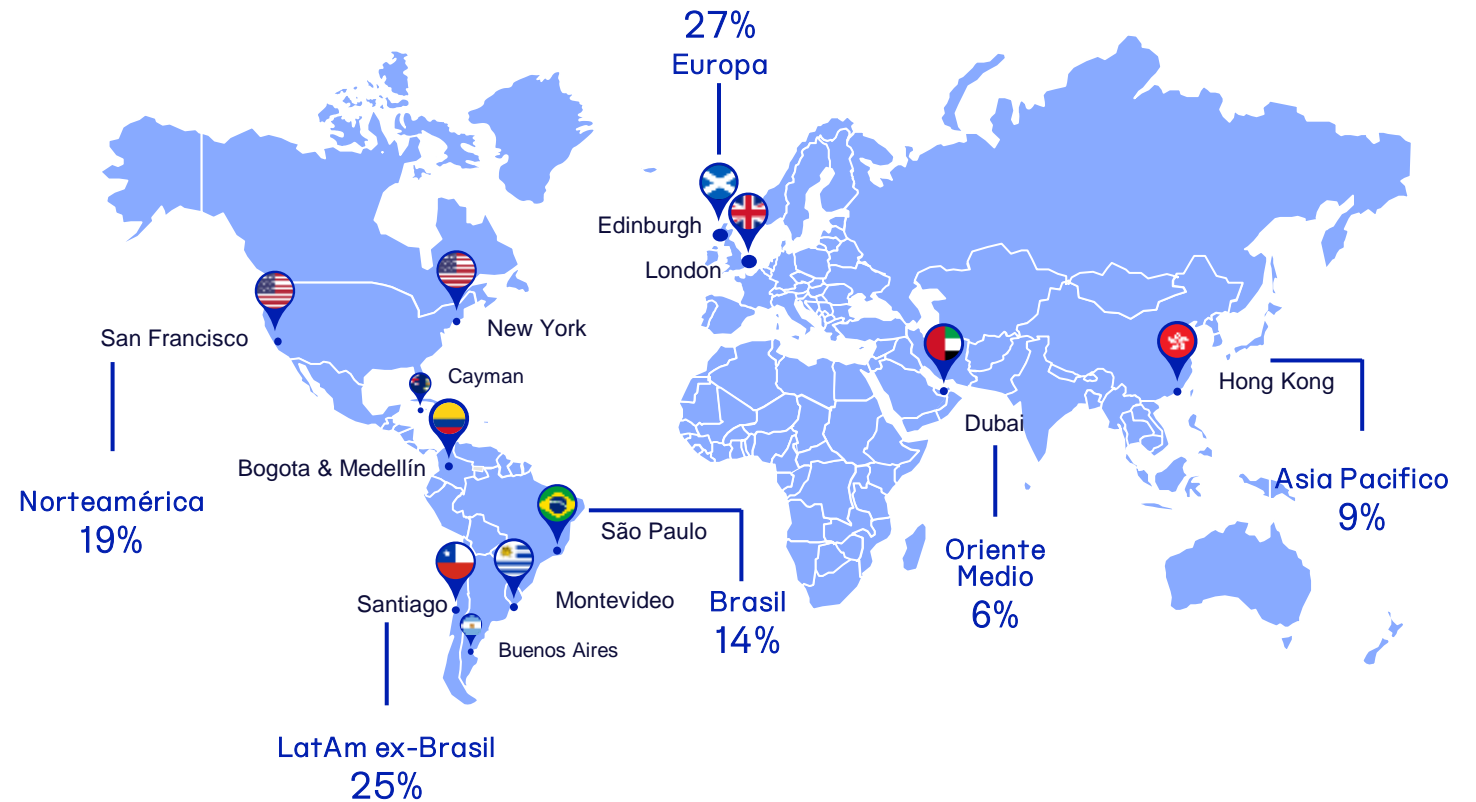
~80%

Del capital obtenido procede de LPs que invirtieron en más de un producto o fondo

Incluye inversores indirectos a través de fondos de fondos o asesores.
Fuente: Análisis de Patria. A diciembre de 2023. La asignación geográfica no incluye los compromisos de Patria GP.

Presencia en distintas geografías para atender clientes institucionales, influentes y sofisticados

Distribución del AUM de clientes por region (%)



Gestor líder en el país

Cerca de 20 años invirtiendo en Colombia, desarrollando oportunidades en activos alternativos



Hoy tenemos más de USD 5.9 Bn en inversiones en Colombia

INFRAESTRUCTURA

Más de USD 2.2 Bn en capital invertido y comprometido en proyectos que promueven el desarrollo del país

INMOBILIARIO

Más de USD 2.1 Bn en activos gestionados, representados en más 400 activos inmobiliarios

CAPITAL PRIVADO

Más de USD 0.7 Bn invertidos en más de 6 plataformas líderes de mercado en el país

CRÉDITO

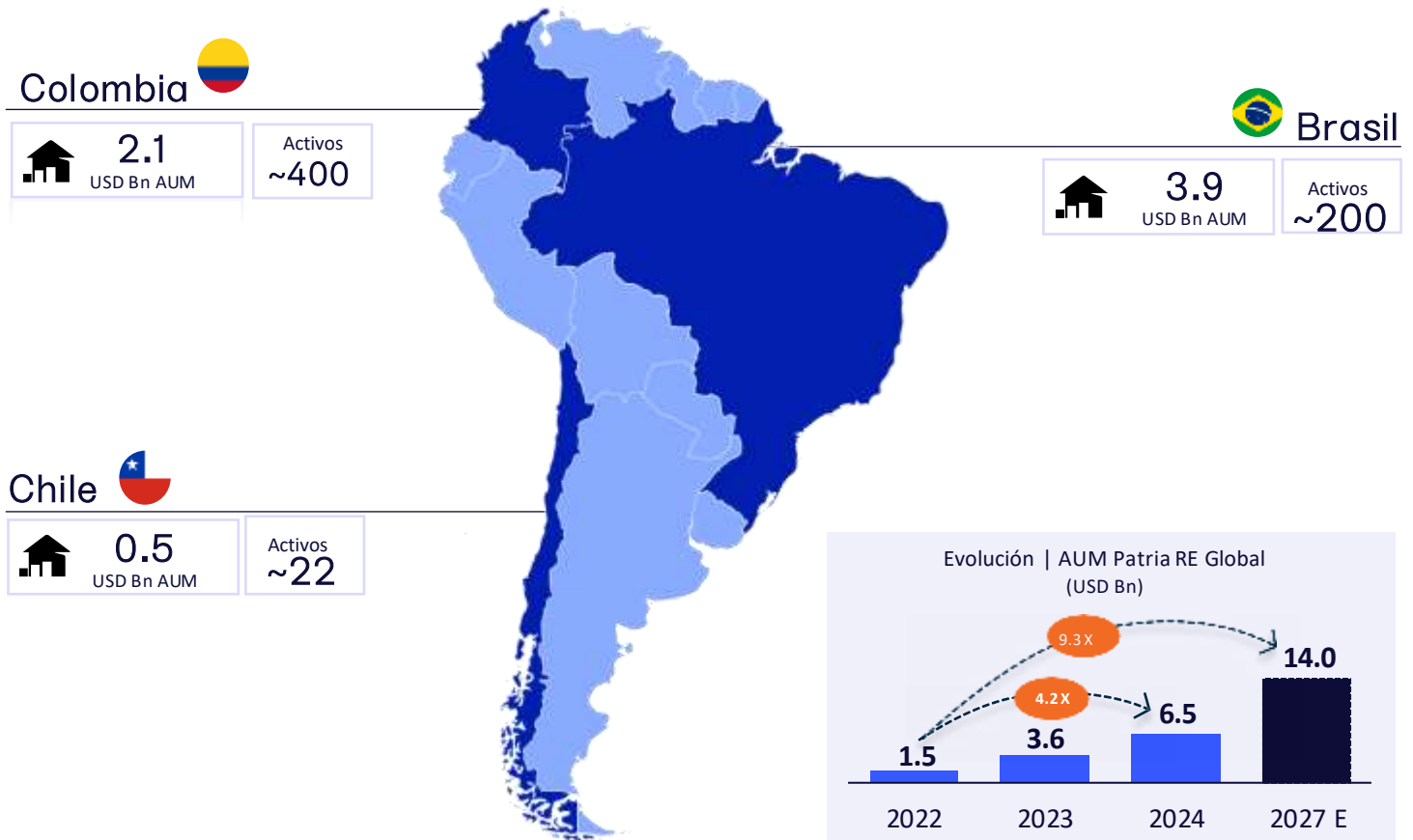
Más de USD 0.9 Bn de activos gestionados en crédito

PATRIA

Inmobiliario | Visión general plataforma

+6.5 Bn USD AUM | Presencia en los principales mercados Latinoamericanos

-  Liderazgo con más de 20 años en promedio administrando Inversiones Inmobiliarias
-  Equipo de más de 130+ personas
-  CAGR equivalente a 2x crecimiento por año
AUM USD (vs. <1 Bn pre-IPO)
-  Mayor gestor independiente en Brasil
+1.3 M Inversionistas brasileiros



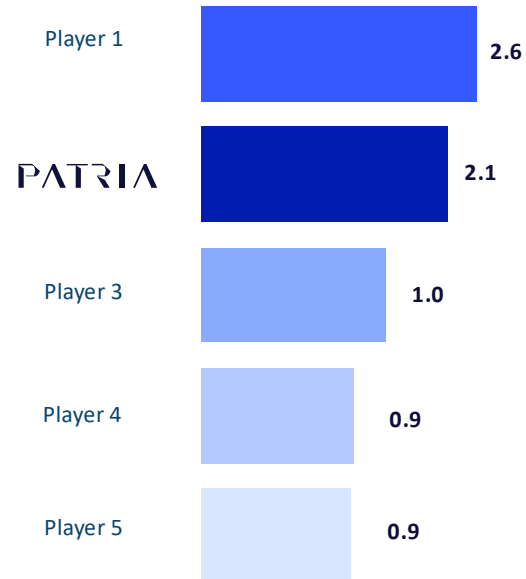
Inmobiliario | Colombia

Soluciones de inversión inmobiliaria diferenciadas para favorecer la expansión

Posición en el mercado según AUM¹
(AUM USD Bn)

2^{do} gestor más grande de Colombia

Proyección AUM 4Bn+ USD hasta 2027



Estrategias de inversión

3 Estrategias de inversión

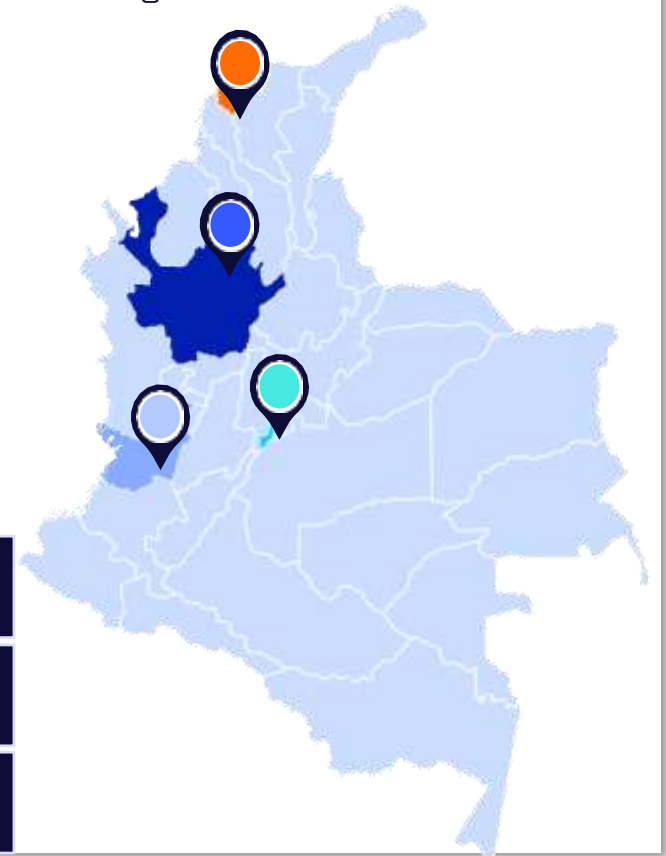
1	CORE – 3 Fondos		
Adquisición de activos estabilizados de alta calidad			
AUM (USD Bn)	Rendimiento anualizado e.a.		
	Retorno total	Dividendo	
1.4	14.6%	4.2%	

2	RE Solutions – 6 Fondos		
Soluciones inmobiliarias a la medida			
AUM (USD Bn)	Rendimiento anualizado e.a.		
	Retorno total	Dividendo	
0.7	9.6%	5.3%	

3	Oportunístico – 1 Fondo		
Desarrollo activos para ventas y/o renta			
AUM (USD Bn)	RVPI	TVPI	
	0.04	1.1x	1.1x

Portafolio | Principales Geografías

- Bogotá**
 - 147 Activos
 - USD 595 M
- Medellín**
 - 63 Activos
 - USD 306 M
- Cali**
 - 40 Activos
 - USD 135 M
- Barranquilla**
 - 25 Activos
 - USD 117 M
- Otras Ciudades**
 - ~120 Activos
 - ~USD 700 M



- Baja Vacancia <7%
- Certificaciones de Sostenibilidad
- Inquilinos de Alta Calidad

Nota: (1) AUM del mercado acorde con reporte de cada jugador: Junio 20 24. (2) Retorno de cada estrategia calculado a través de la media ponderada por el AUM de cada fondo, referentes a Septiembre 2024
Tasa de conversión: 1 USD = 4,160 COP

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