

PATRIA

Plataforma Inmobiliaria Patria

Firma líder de Inversiones Alternativas en LatAm

PATRIA

2024

Adquisición de la plataforma CS Brasil Real Estate y la plataforma Nexus Colombia Real Estate

Alianza con Bancolombia

Adquisición de Soluciones de Capital Privado de Abrdn

Adquisición de la plataforma VBI Real Estate e Igah Ventures

IPO: PAX @Nasdaq
Combinación con Moneda y Kamaroopin

Lanzamiento de estrategias específicas por país

Asociación con Blackstone

Lanzamiento de productos de infraestructura

Primer fondo de capital privado levantado

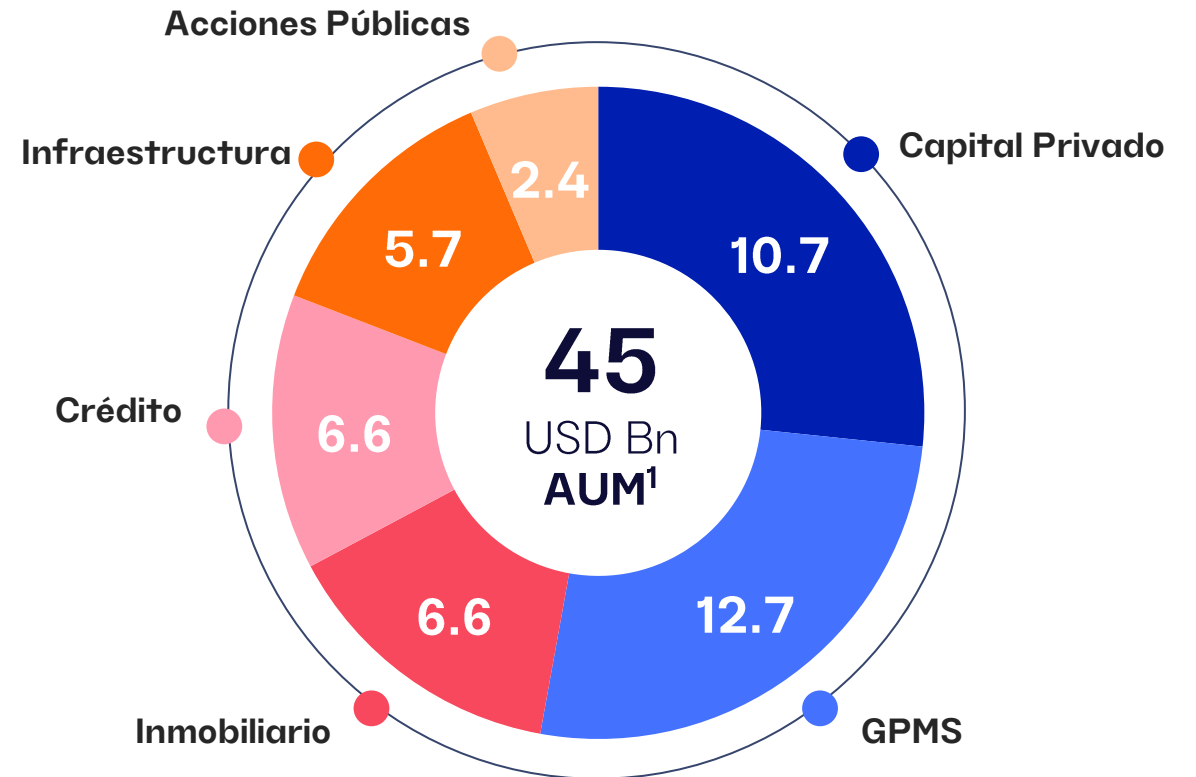
1988

Fundación y asociación con Salomon Brothers (50%/50%)

#1

Capital Privado
Infraestructura
Crédito
Inmobiliario

Plataforma de activos
alternativos en América Latina



Tenemos relación con los principales LPs Globales

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

Distribución del AUM de clientes por región (%)



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.



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

~80%

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

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

Trayectoria del gestor

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

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2006

Realizamos la primera inversión en el país siendo prestamistas y accionistas a través de nuestras estrategias de **Crédito y Equity** en la compañía que produce más del 15% de la energía en Colombia

2015

Apertura de la oficina en Colombia

2016

Primera inversión en **Private Equity** en el sector salud y bienestar con **Smartfit**

Inversión en **Infraestructura de datos** con **ODATA**

2017

Primera inversión en **agronegocio** con **Lavoro** en Colombia

2019

Inversión en **salud** con **Zentria**

Inversión en **salud** con distribución de fármacos en **Evedisa**

2021

Primera inversión en infraestructura con **Rutas del Valle**

Inversión en **Rutas al Sur**

Inversión en **cibersecurity** con **Neosecure**

2023

Joint Venture con **Bancolombia**

Inversión en logística fría de **alimentos y bebidas** con **Megafin**

2024

Adquisición de **Nexus Capital**

Firma de adquisición de **Concesión Pacífico 3**

Hoy tenemos más de **USD 5.9 Bn** en inversiones en Colombia

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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 de 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.

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Plataforma inmobiliaria regional

Gestor inmobiliario líder en Latinoamérica

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AUM Generadores de Ingreso FEAUM (\$ bn)



A platform set to win

- Más de 1 million de inversionistas
- 20+ REITs, multiples JVs y fondos de capital privado.
- Vertical integrada: oportunistico, soluciones inmobiliarias y core
- Procesos de inversion orientado a la generación de valor y retornos consistentes.

90%
del FEAUM es capital permanente

Track record inmobiliario del gestor

Soluciones de inversión inmobiliaria para diferentes perfiles de inversión

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Estrategias de inversión

CORE

3 Fondos

Adquisición de activos estabilizados de alta calidad que esperamos mantener durante períodos más largos, aportando así a un valor adicional a través de la gestión activa de la cartera.

AUM (USD Bn)	Rendimiento anualizado e.a.	
	Retorno total	Dividendo
1.4	14.9%	4.2%

RE Solutions

6 Fondos

Soluciones a la medida para inversionistas que usualmente han invertido en real estate, realizando la administración y gestión de los activos con visión de portafolio, cuyo objetivo es maximizar el valor de los mismos

AUM (USD Bn)	Rendimiento anualizado e.a.	
	Retorno total	Dividendo
0.7	8.6%	5.3%

Oportunístico

1 Fondo

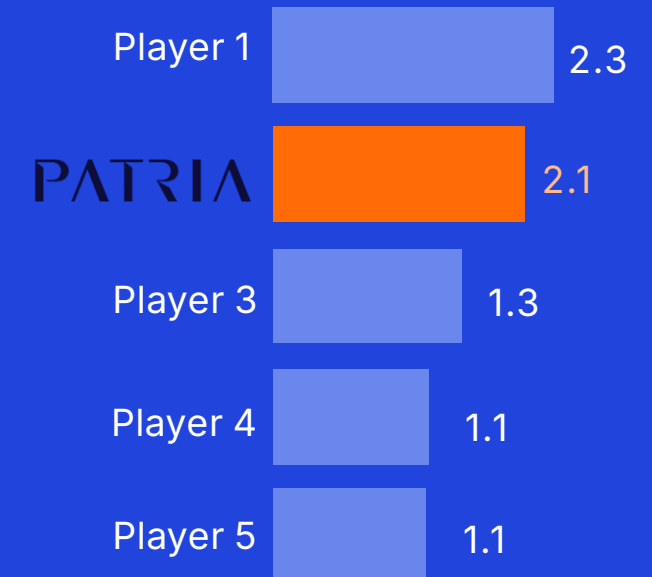
Desarrollo de activos inmobiliarios tanto para venta como activos con vocación de renta, por medio de estrategias de estructura de capital. Aplica también para repotenciación de activos

AUM (USD Bn)	RVPI	TVPI
0.04	1.1x	1.1x

Posición en el mercado según AUM¹

(AUM USD Bn)

2^{do} gestor más grande de Colombia



Incluye inversores indirectos a través de fondos de fondos o asesores.

Fuente: Análisis de Patria. A septiembre de 2024. La asignación geográfica no incluye los compromisos de Patria GP.

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