



Corporate Presentation

June 2021

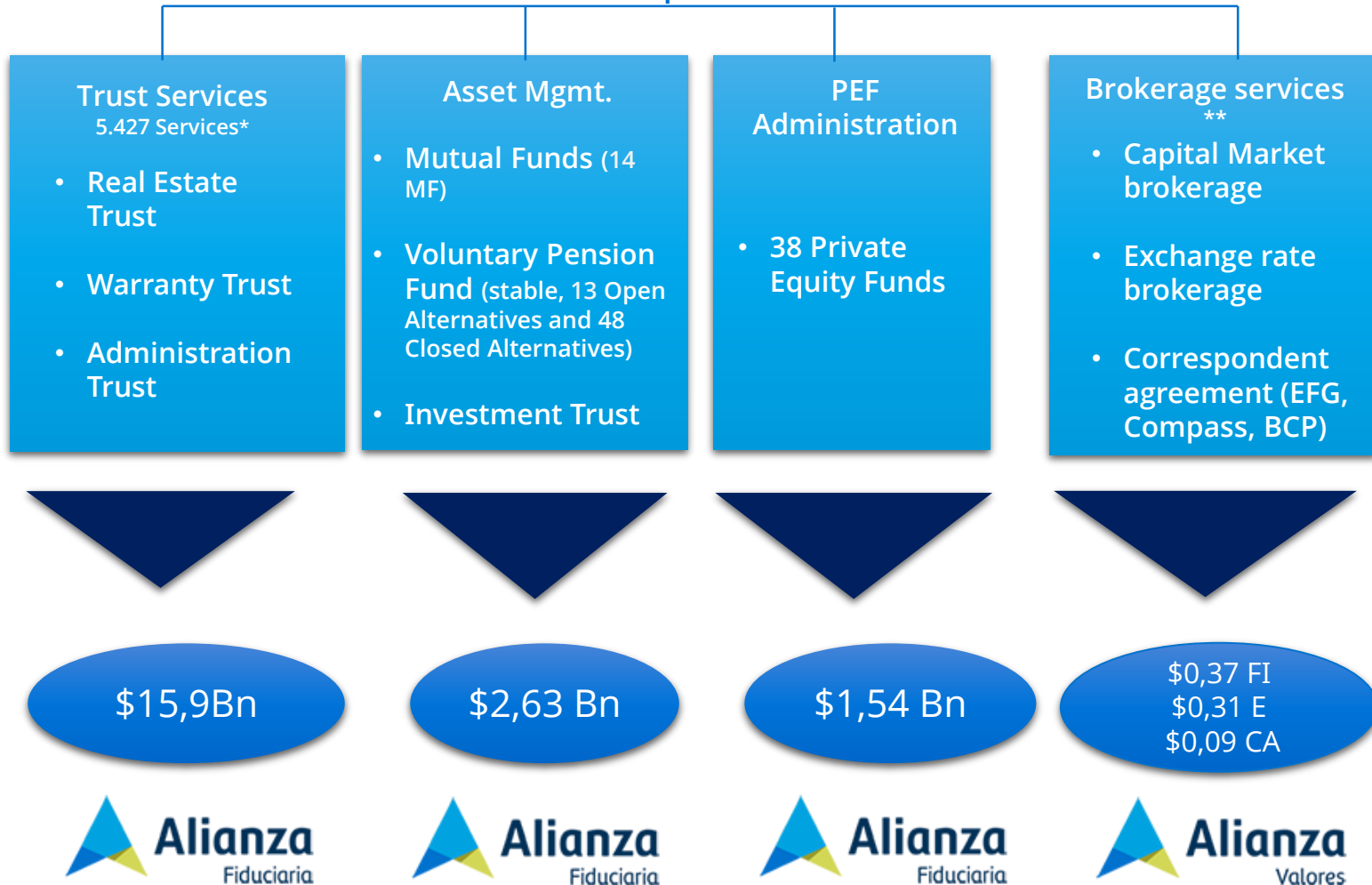


Content

- » General Figures
- » Corporate Governance
- » Market Figures
- » Why choose Alianza?
- » Financial Statements



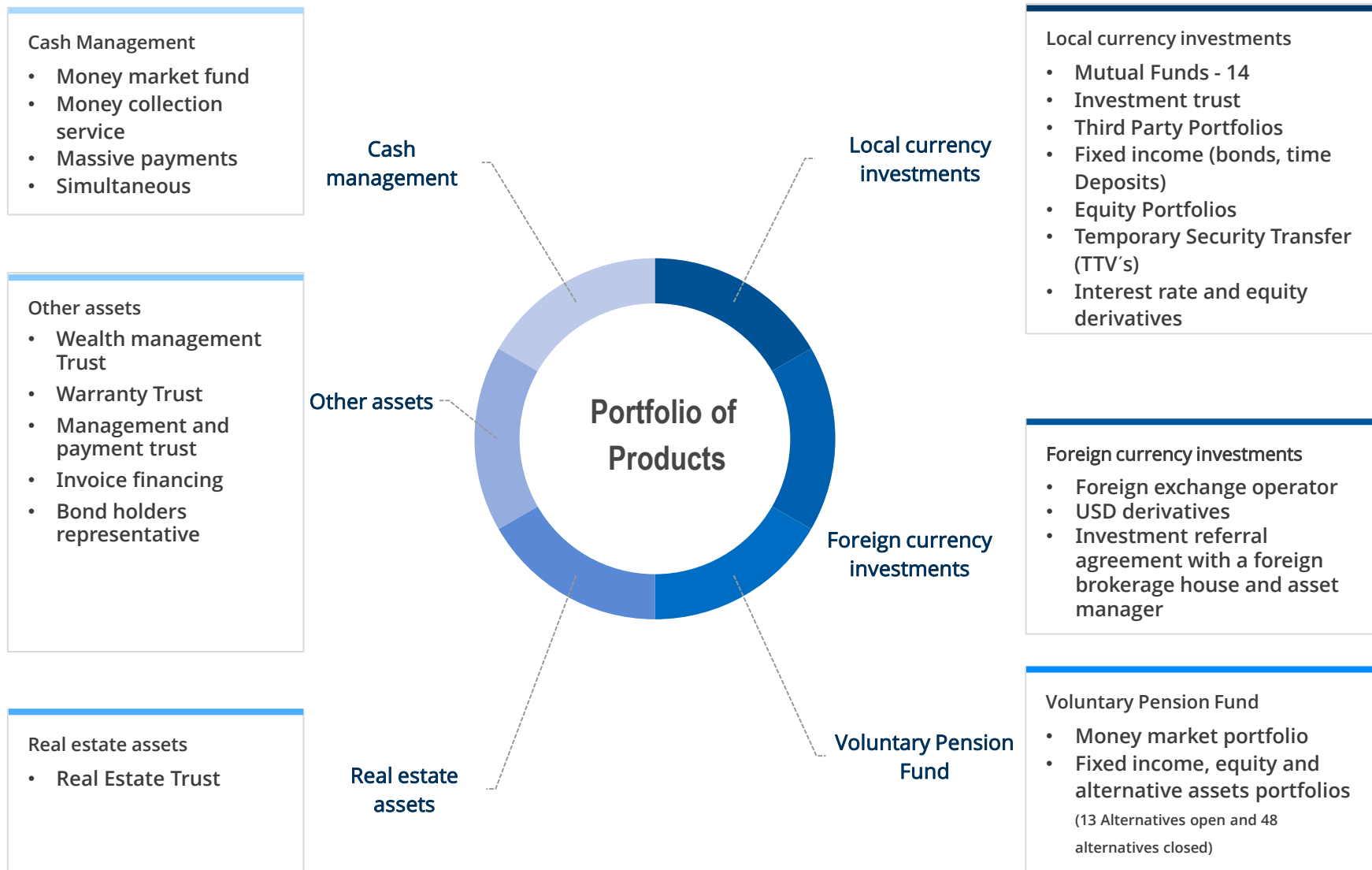
General Figures



*Figures to May 2021
**Figures in USD Millions
May Exchange rate: \$ 3.756,67USD COP

FI = Fixed Income
E = Equity
CA = Correspondent Agreement

Alianza offers a complete portfolio of products and services to fulfill our clients needs - «one-stop-shop»

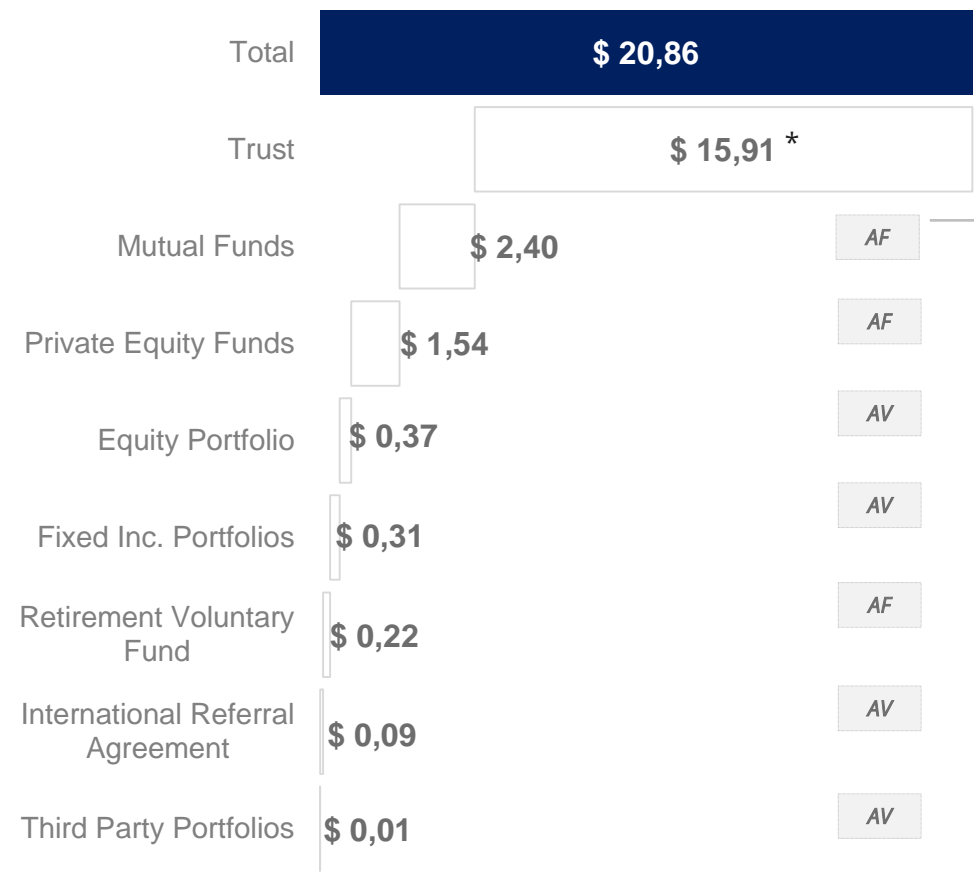


Assets managed by Alianza (AF and AV) cover a wide variety of products



Assets Under Management (Alianza Fiduciaria + Alianza Valores)

June 2021
figures in USD Billions – Source Alianza



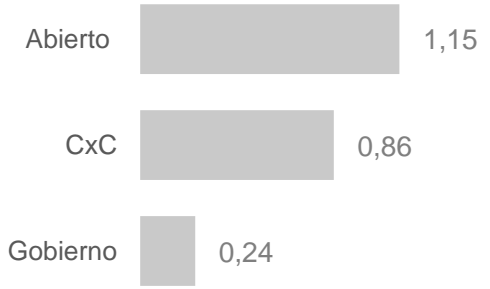
TOP | Assets Under Custody

USD Billions



TOP | Mutual Funds

USD Billions



Source: Superintendencia Financiera de Colombia
*Figures to May 2021

AF: Alianza Fiduciaria
AV: Alianza Valores

June exchange rate: \$ 3.756,67 USD COP

Current shareholders provide Alianza with experience and solid patrimonial support



AUSTRALIS
Partners

<http://www.australispartners.com/>

+15 years

of private equity experience in the Latam region

18 investments over the last three investment cycles in emerging markets

+USD 800 MM

currently in assets under management.

ORGANIZACIÓN
DELIMA S.A.

+50 years

Of experience within the local financial sector

Economic Group

Investments in a wide range of industries including: financial services, agribusiness, automotive and real estate.



Enrique Bascur

Founding Partner



Juan Pablo Pallordet

Founding Partner



Therisa P George

Board director



Ernesto de Lima Le Franc

*Founding Organización
Delima*



Ernesto de Lima Bohmer

Board director



Pedro José Piedrahíta

Board director

About Australis Partners

AUSTRALIS Partners



Independent private equity firm founded in 2014 by a seasoned team of senior professionals of Citigroup Venture Capital International's (CVCI) Latin America team.



Senior members have worked together for over 15+ years leading private equity transactions in region; Partners have led 18 investments and deployed more than USD \$800 MM in capital



Invest in growing companies driven by broader long term sustainable market trends.



Seek to achieve long-term capital appreciation by making control or influential equity investments in established middle market companies primarily operating in core markets (Mexico, Colombia, Peru and Chile).



Foster the proactive consideration of environmental, social and corporate governance ("ESG") factors in their investment decisions.

CDPQ - Australis Partners strategic investment partner in Alianza



long-term institutional investor that manages funds primarily for public and parapublic pension and insurance plans

USD
365.5 Bn

Net Assets
(as of June 30, 2019)

55+

Years of experience

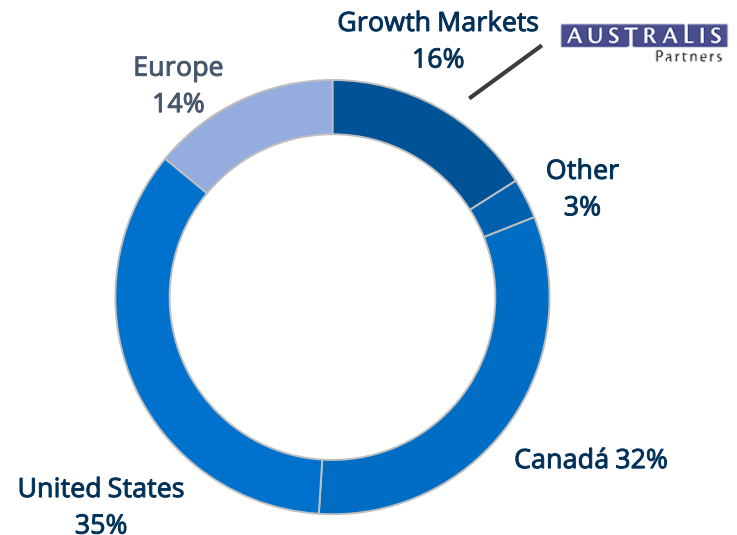
+65

Countries included in their
geographic exposure

90%

Of their investments are
managed in-house

Geographic Portfolio Distribution



IFC - Australis Partners strategic investment partner in Alianza



A sister organization of the World Bank and member of the World Bank Group. Promotes development through private sector companies investment.

USD
96 Bn

Net Assets
(as of June 30, 2019)

AAA

Credit Rating



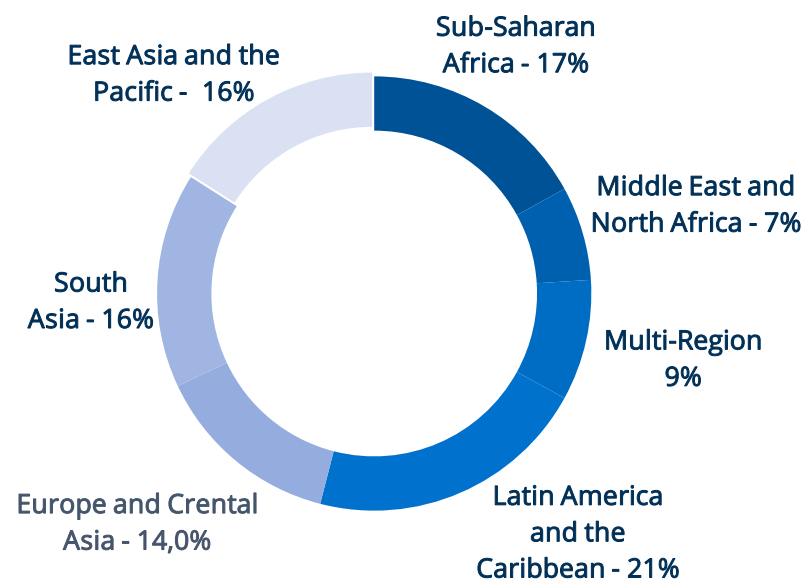
+100

countries have received equity investment from IFC

60+

years investing in emerging Markets

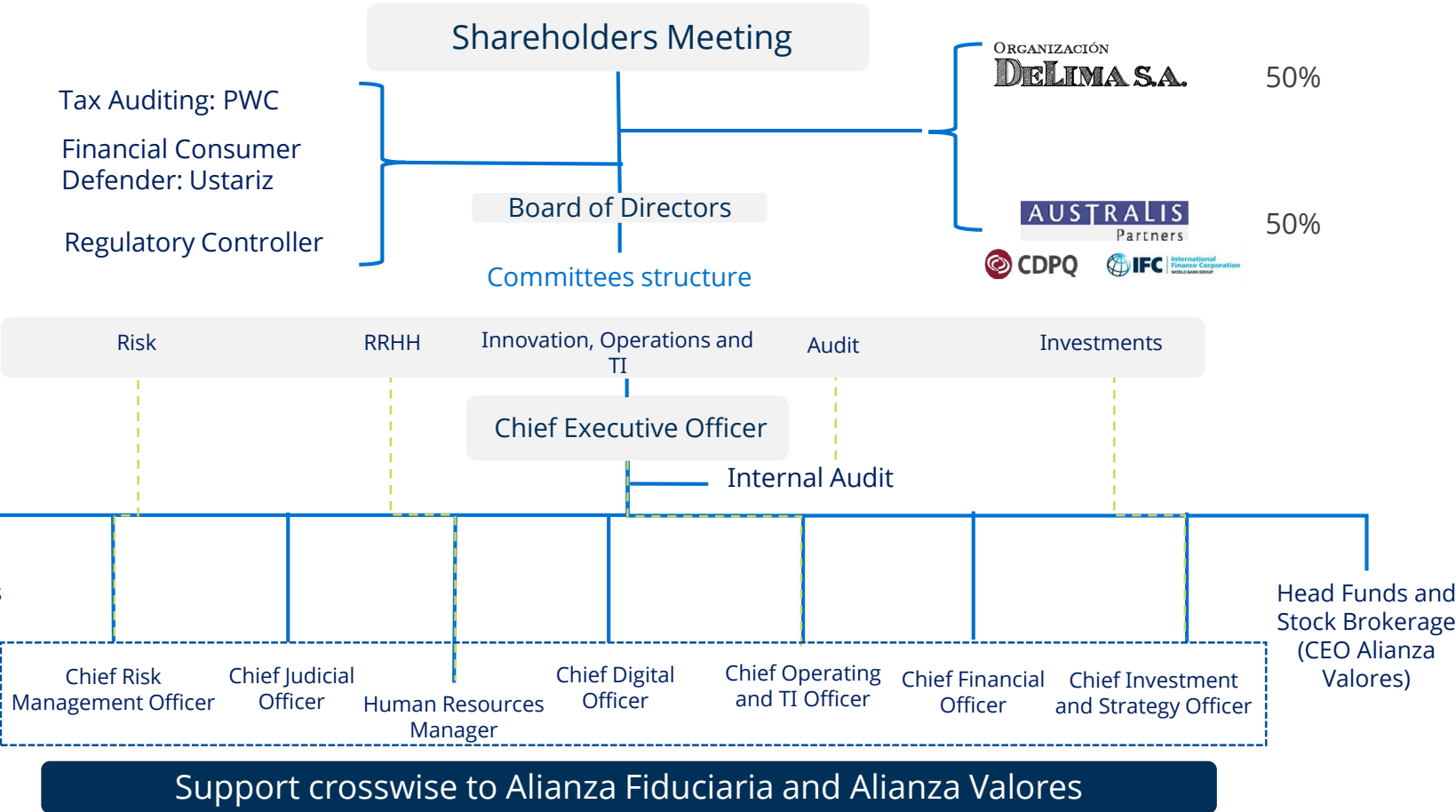
Geographic Portfolio Distribution





Corporate Governance

Structure Corporate Governance



A board that reflects the best practices



Ernesto de Lima Le Franc
Chairman of board of directors



Bachelor Degree: Universidad del Valle – BSc Business Administration. Advanced management courses at Stanford University.



Ernesto de Lima Bohmer



Business manager from Trinity University (San Antonio, TX). Different positions in Datecsa, Delima & Cia., Progreso Corporación



Enrique Bascur



Civil Engineering degree from Universidad Católica de Chile and an MBA degree from the Wharton School at the UPenn. Founding Partner of Australis Partners. He has held board positions in Transportadora de Gas Internacional S.A. E.S.P., Prisma Hoteles S.A.P.I, Moller & Perez- Cotapos S.A, Dreams S.A. and GTD S.A., among others. Prior work experience include Latin America Regional Head of private equity group at Citigroup Venture Capital International (CVCI); Corporate Finance Head of Citi Venezuela; Managing Director, Bankers Trust.



Juan Pablo Pallordet



Industrial Engineering degree from Universidad de Buenos Aires. Founding Partner of Australis Partners. Private equity professional with 18+ years of experience investing in Latin America; focused on investments in Colombia and Peru. He has or currently serves as a board member of Reve Group (current), Transportadora de Gas Internacional S.A. E.S.P., Intcomex Inc., Sundance Investment, LLC, amongst others. Prior work experience include Citigroup Venture Capital International (CVCI) and Citi Investment Banking.



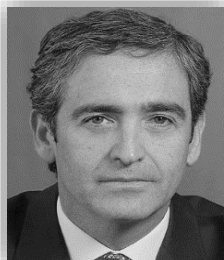
A board that reflects the best practices



Ricardo Obregón

Independent

Business Administrator from EAFIT, MBA from Universidad de los Andes and Global MBA from Universidad Tulane. Former CEO of PROCAFECOL S.A and Grupo Carvajal, and member of the board of directors of Orbis/Pintuco and Productos Ramo S.A.



Eduardo Vildosola*

Independent

Commercial Engineer from Universidad Catolica de Chile, MBA from Universidad Adolfo Ibañez and Magister in business management from Universidad de los Andes of Chile. He served as CEO at ING Chile group and Sura Chile. Currently, he is CIO at the Private Equity Fund for Santander and Board Advisor for Grupo Alianza.

*Pending Authorization from AFC



Therisa P George

AUSTRALIS
Partners

BA From Dartmouth College. She has served as a investment banking professional at Citigroup and as a board member of various companies. She worked at Citigroup Venture Capital International (CVCI) in Nueva York and has been a member of Australis Partners since March2016.



Armando Borda

AUSTRALIS
Partners

Law degree from University of Buenos Aires and MBA from the University of Chicago. Currently Australis Parthners shareholder. Prior work experience include VP at Citigroup Global Markets Inc / Citigroup Chile and partner at M&M Bomchil, Marval O' Farrelll & Mairal



A board that reflects the best practices



Emilio Echavarría

Independent

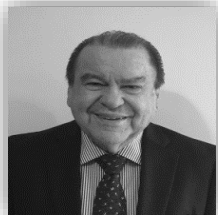
Business administration degree from Universidad EAFIT. Master in Economic Development from London University. Advanced Direction Program at Wharton (Philadelphia). CEO of Valores Industriales, Valores Bancolombia for over 20 years.



Frank Pearl

Independent

Economist from Universidad de los Andes; MBA from Richard Ivey School of Business and Masters degree in public administration from Harvard University. Associate Consultant at McKinsey & Co, CEO of Valores Bavaria and former Minister of Environment and Sustainable Development between 2011 and 2012.



Pedro José Piedrahíta Plata

ORGANIZACIÓN
DELIMA S.A.

Bachelor of Science from MIT. CFO of Delima Marsh. Has over 40 years of experience in Colombian financial sector.



Ricardo de Lima Böhmer

ORGANIZACIÓN
DELIMA S.A.

Business manager from Trinity University (San Antonio, TX). Master in management from Boston University Brussels. Different positions in Agrocuencia, Datecsa, Delima & Cia.



Corporative Governance: Investment, risk, audit, human resources and technology committees that support the appropriate operation of the company



The first 4 committees apply to Alianza Valores, while all committees apply to Alianza Fiduciaria

1. Risk Committee

- Therisa George (*Australis Partners*)
- José Alejandro Piedrahita (*Independent*)
- Eduardo Vildosola (*Independent, Board director*)
- Sebastian Solanilla (*Independent*)

3. Technology, Operations and Innovation Committee

- José Alejandro Piedrahita (*Independent*)
- Eduardo Vildosola (*Independent, Board director*)
- Santiago Lievano (*Independent*)
- Therisa George (*Australis Partners*)

5. Investment and New Products committee (Not Active for Alianza Valores)

- Therisa George (*Australis Partners*)
- José Alejandro Piedrahita (*Independent*)
- Emilio Echavarria (*Independent, Board director*)
- Eduardo Vildosola (*Independent, Board director*)

2. Audit and Compliance Committee

- Eduardo Vildosola (*Independent, Board director*)
- Emilio Echavarria (*Independent, Board director*)
- Frank Pearl (*Independent, Board director*)

4. Human Resources Committee

- Gabriel Uribe (*Executive President, Alianza Group*)
- Esteban Garcia (*Independent*)
- Therisa George (*Australis Partners*)
- Nestor Rodriguez (*Independent*)

6. Investment Committee Fund CxC

- Hector Camargo (*Independent*)
- Guillermo Rico (*Independent*)
- Eduardo Vildosola (*Independent, Board director*)
- Javier Salguero Olaya (*Independent*)
- José Alejandro Piedrahita (*Independent*)



Alianza

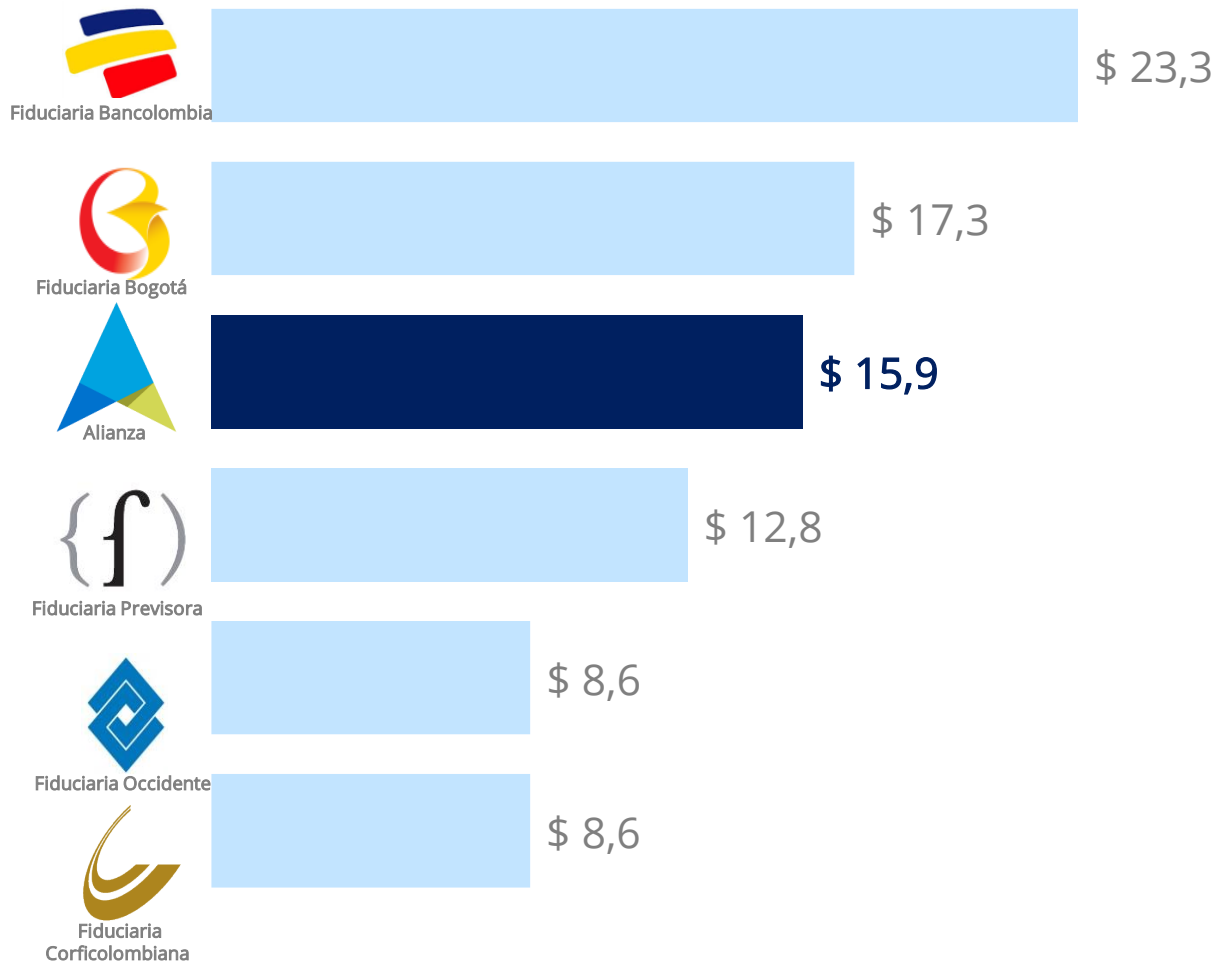
UNA EMPRESA DE LA ORGANIZACIÓN DELIMA

Market Figures

Trust Companies ranked by AUMs

May 2021

Figures in USD Billions

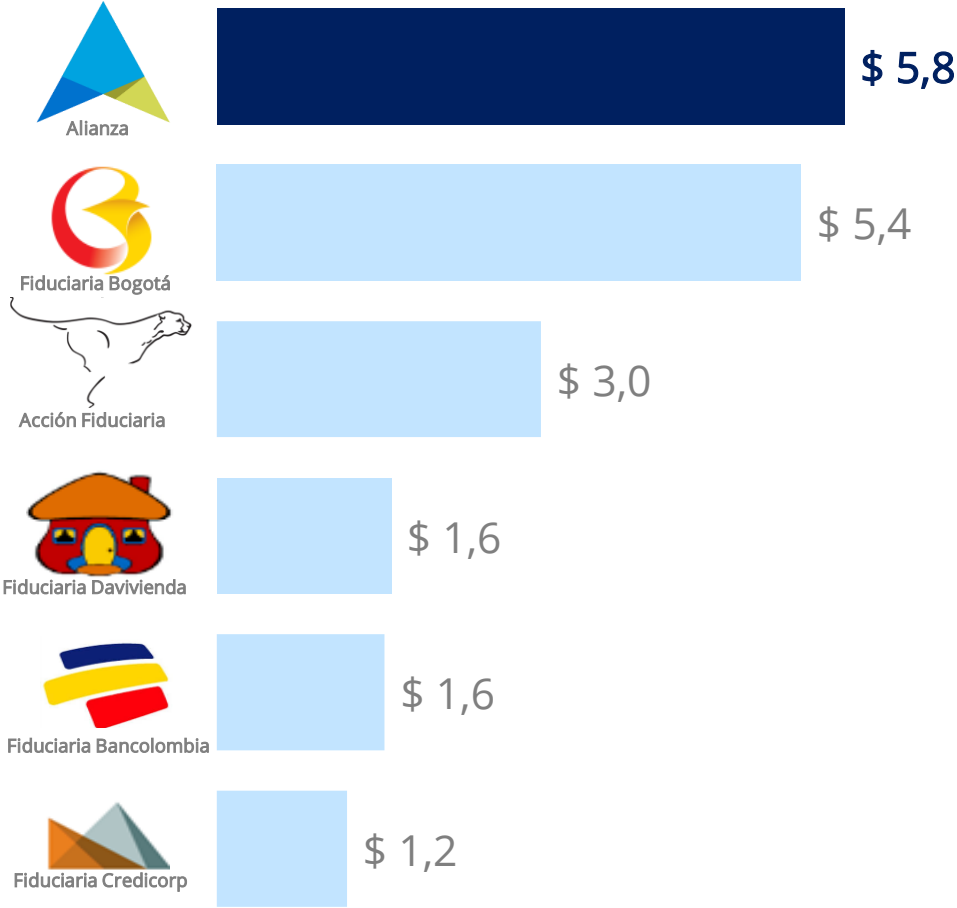


3rd
Trust Company by AUMs

Trust Companies ranked by AUMs from Real Estate Project



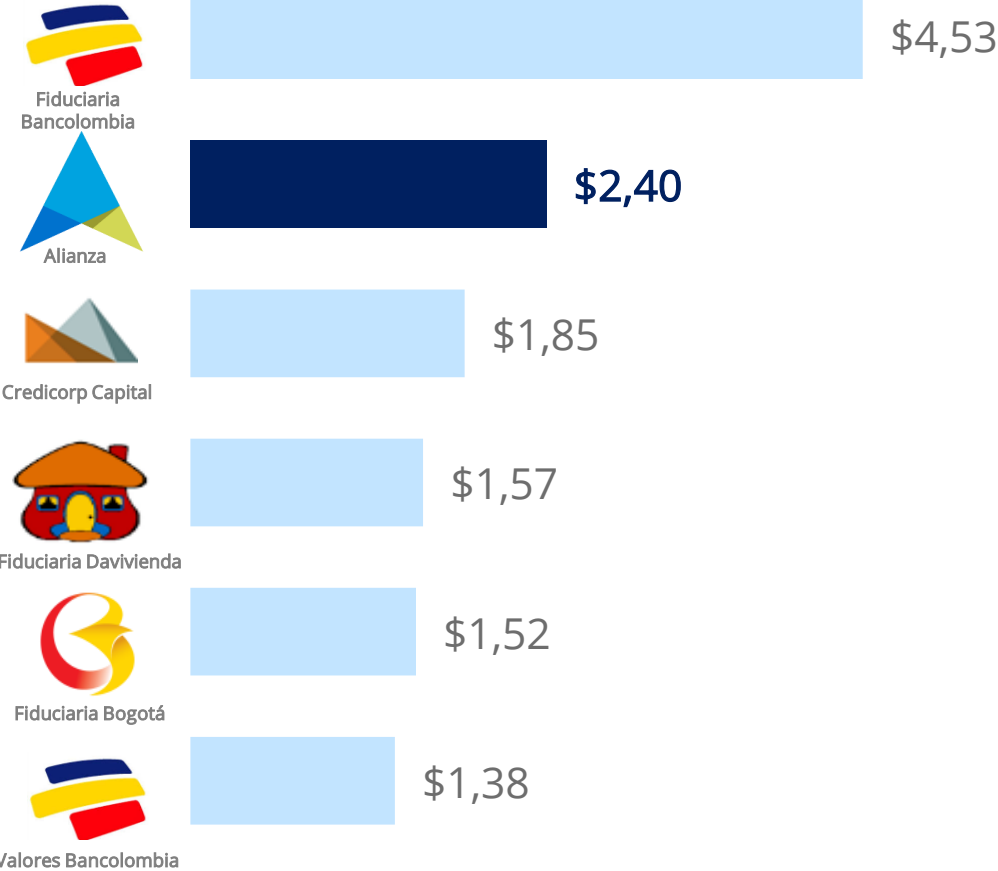
May 2021
Figures in USD Billions



1st
Trust Company by
AUMs

The companies ranked by mutual funds AUMs

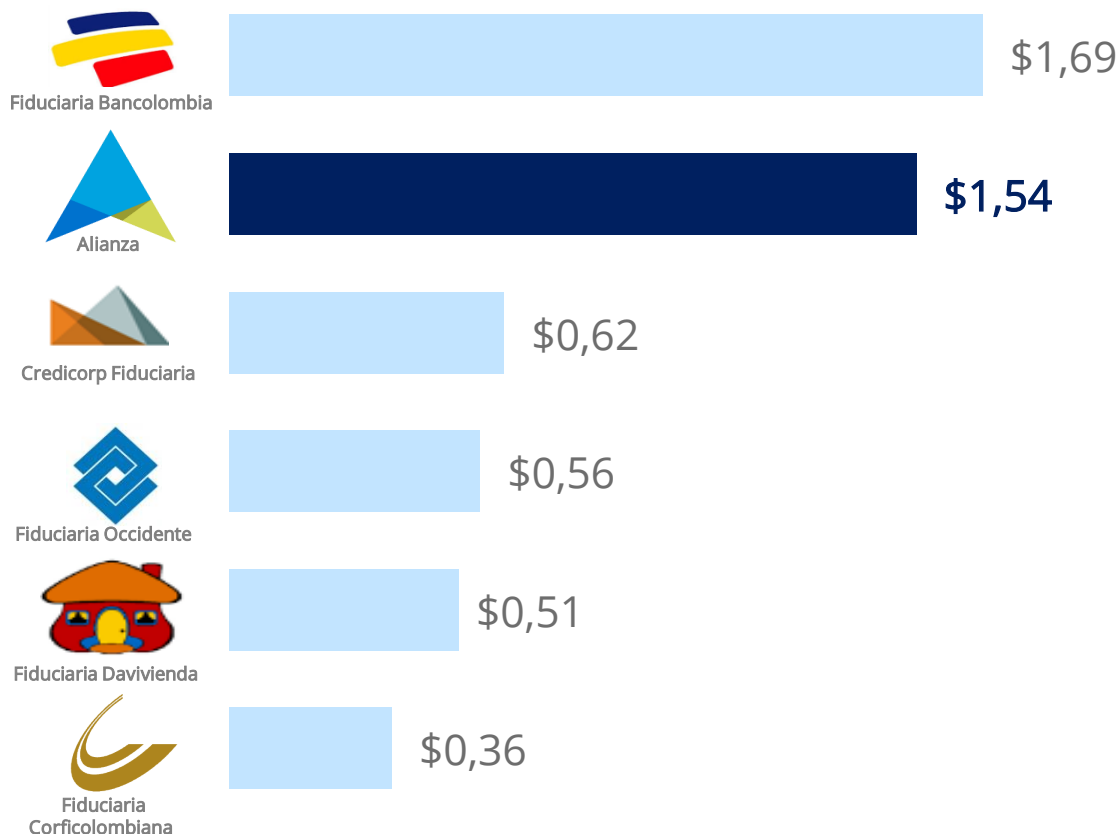
June 2021
Figures in USD Billions



2nd
The companies ranked by mutual funds AUMs

The companies ranked by Private Equity Funds AUMs

June 2021
Figures in USD Billions



2nd
Private Equity Funds
Asset Manager
(ranked by AUMs)



Why choose Alianza?

Management team with extensive experience and professionalism



Gabriel Uribe Téllez Chief Executive Officer*

Economist from Universidad Javeriana. Specialization in Banking at Universidad de los Andes. Has served as President of Riegel Ltda. Asesores de Seguros, as VP of Banco Santander, VP of Bancolombia and VP of Megabanco

* Legal Representative of Alianza Fiduciaria and Chairman of board of directors of Alianza Valores

Management team with extensive experience and professionalism



Gustavo Adolfo Martínez

Head trust Business (AF)*
CEO Alianza Fiduciaria

29 years of experience

Law and political Science from **Universidad Externado**. Specialization in Business and Business Law from **Universidad Externado**. **Superintendencia Financiera de Colombia**, **Empresa Constructora Oikos**, **Findeter**



Luis Fernando Fandiño

Head funds and stock brokerage (AV)**
CEO Alianza Valores

29 years of experience

Bsc. Economist from **Universidad del Rosario**. Marketing Management degree from **Universidad Javeriana**. **Banco de Bogotá**, **Banco Caja Social**, **Corporación Financiera Santander** y filiales

* Legal Representative of Alianza Fiduciaria

** Legal Representative of Alianza Valores

Management team with extensive experience and professionalism



Ricardo Pérez

**Chief Investment and Strategy Officer
(AF and AV)***

19 years of experience

BSc in Economics and master in Economics from Universidad de los Andes.
Finances Specialization from Universidad Sabana.
Bancolombia, Alianza Valores



Iván Ordoñez

**Chief Risk Management Officer
(AF and AV)****

23 years of experience

Mechanical Engineer from Universidad de los Andes.
Corporate Finance specialization from CESA University.
Credicorp Capital, Banco de Bogotá, Fiducor, Fidultra y Ultrabursátiles



José Manuel Ballesteros

**Chief Digital Officer
(AV and AF)***

28 years of experience

Industrial Engineer from Universidad de los Andes, Master of Information Technology, finance specialization from Universidad de los Andes. Banco Colpatria, Gas Natural, AXA Colpatria, La Equidad Seguros

* Legal Representative of Alianza Fiduciaria

** Compliance Officer for Alianza Fiduciaria

Management team with extensive experience and professionalism



Camilo Andrés Hernández

Chief Financial Officer (AV and AF)*

19 years of experience

Finance from Universidad Externado.
MBA from Universidad de la Sabana
International Business Specialization degree from Columbia University. Alliance Abroad Group, ECG Group, American International Group (AIG)



Mario Augusto Gómez

Chief Judicial Officer (AF and AV)

19 years of experience

Juris Doctor from Universidad Javeriana.
Administrative Law degree from Universidad de la Sabana. Experience in government contracting, litigation and advisory. Procuraduría General de la Nación, Acueducto de Bogotá and Fondo de Vigilancia y Seguridad



Daniel Alberto Garzón

Chief Operating Officer (AV and AF)

25 years of experience

Electronic Engineer from Universidad Javeriana.
PID on business management.
MBA from Atlantis University.
Citibank Colombia, Scotiabank Colpatría, Fiduprevisora

Asset Management Quality rating



AAA (col)



Qualification date:
January 25 2021
[See details](#)



Qualification date:
June 4 2021
[See details](#)

Counterparty Risk



AAA (col)



Qualification date:
June 4 2021
[See details](#)



AAA (col)



Qualification date:
June 4 2021
[See details](#)

AA+ (col)



Qualification Date:
February of 2021
[See details](#)

Current Ratings Alianza Fiduciaria Funds

Abierto Alianza

F – AAA | F- AAA

Credit Risk .

BRC
Standard & Poor's
S&P Global

2+ | VrM 1

Market Risk

[See details](#)

 Value & Risk Rating
Sociedad Calificadora de Valores

[See details](#)

BRC 1+ | 1+

Operational Risk.

Qualification V&R

Qualification Date
: 5 of February 2021

Qualification BRC S&P

Qualification Date:
18 of December 2020

Alianza Gobierno

F – AAA | F- AAA

Credit Risk.

BRC
Standard & Poor's
S&P Global

2+ | VrM 1

Market Risk

[See details](#)

 Value & Risk Rating
Sociedad Calificadora de Valores

[See details](#)

BRC 1+ | 1+

Operational Risk.

Qualification V&R

Qualification Date
: 5 of february 2021

Qualification BRC S&P

Qualification Date:
18 of December 2020

Pension fund money market

F – AAA | F- AAA

Credit Risk.

BRC
Standard & Poor's
S&P Global

2+ | VrM 2

Market Risk

[See details](#)

 Value & Risk Rating
Sociedad Calificadora de Valores

[See details](#)

BRC 1+ | 1+

Operational Risk.

Calificación V&R

Qualification Date:
5 de february 2021

Qualification BRC S&P

Qualification Date:
18 de December 2020

Alianza Renta Fija 90

F – AAA | F- AAA
Credit Risk .



2+ | VrM 3
Market Risk

[See details](#)



BRC 1+ | 1+
Operational Risk.

[See details](#)

Qualification V&R

Qualification Date:
5 of february 2021

Qualification BRC S&P

Qualification Date:18
of December 2020

CxC

F- AA+
Credit Risk .

VrM 1
Market Risk

1+
Operational Risk.



[See details](#)

Qualification V&R

Qualification Date:
05 of june 2020



Alianza

UNA EMPRESA DE LA ORGANIZACIÓN DELIMA



Financial Statements

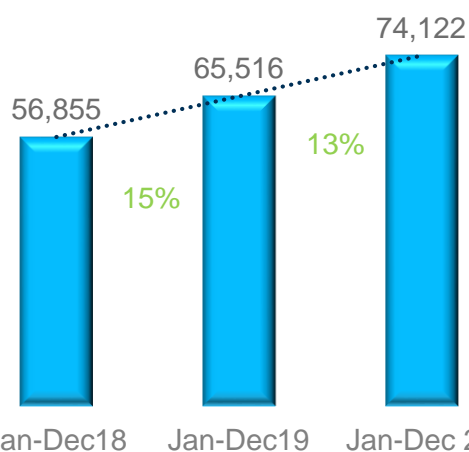
Financial Statements Alianza Fiduciaria

As of June 2021

Year Over Year*

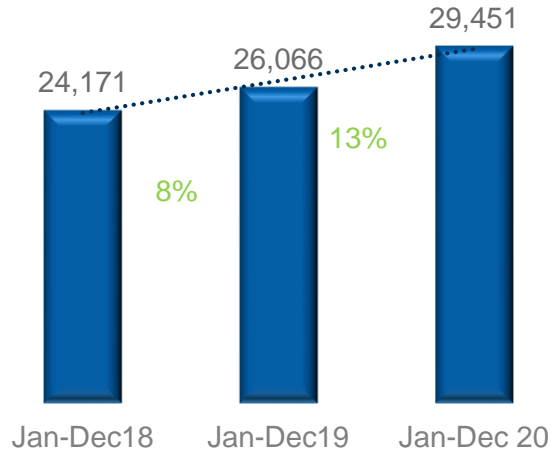
Revenues

Figures in USD thousands



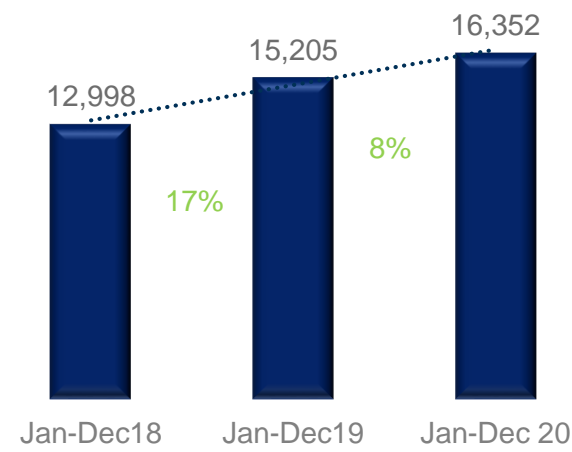
EBITDA

Figures in USD thousands

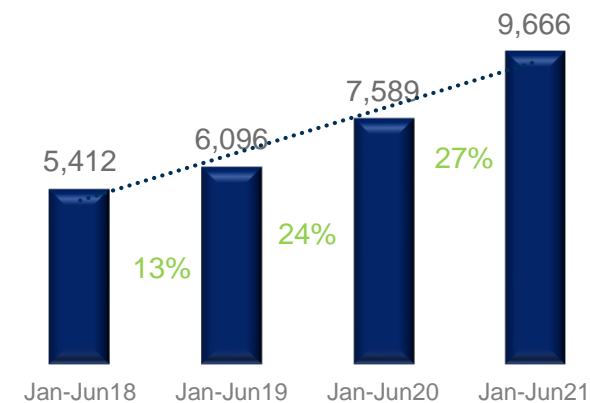
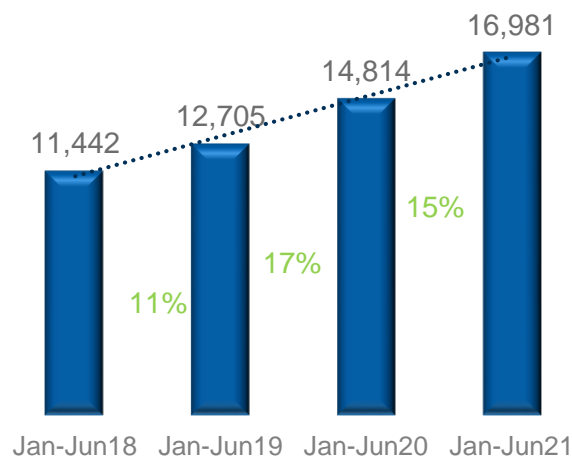
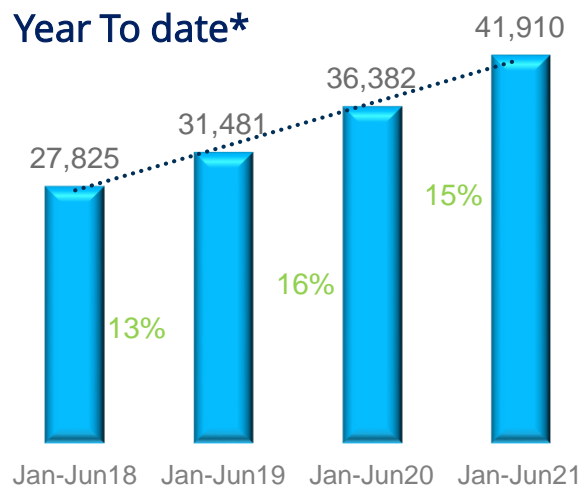


Net income

Figures in USD thousands



Year To date*



*Source: Superintendencia financiera de Colombia.

** Source: Alianza.

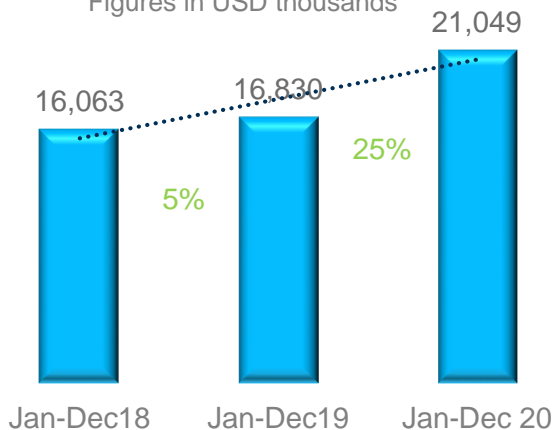
Financial Statements Alianza Valores

As of June 2021

Year Over Year*

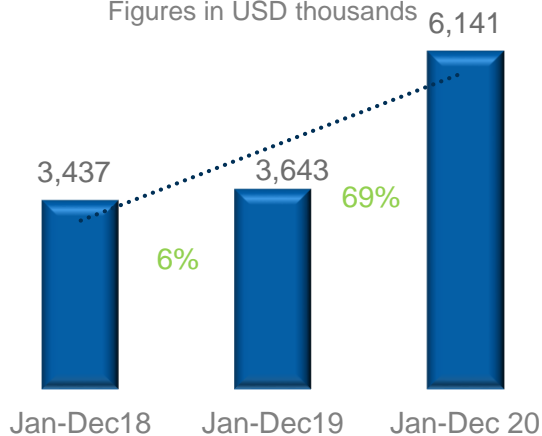
Revenues

Figures in USD thousands



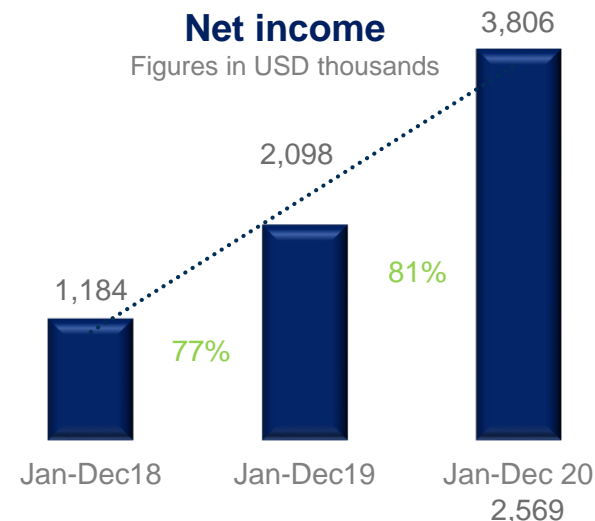
EBITDA

Figures in USD thousands

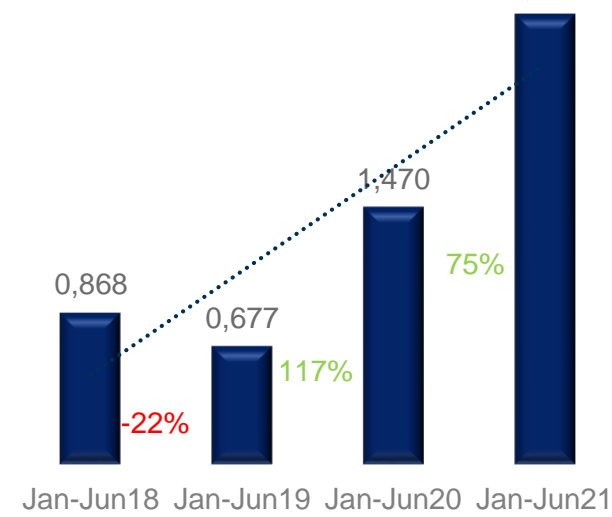
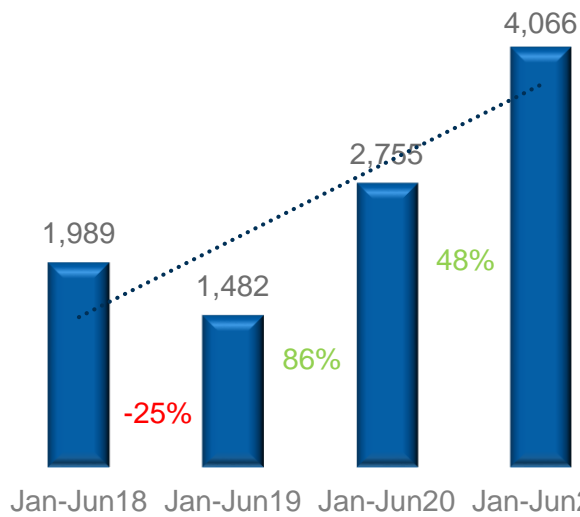
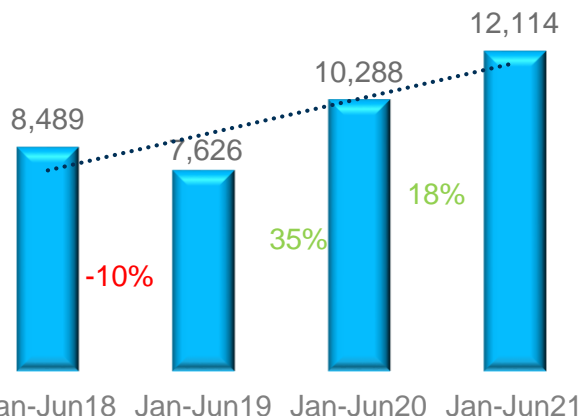


Net income

Figures in USD thousands



Year To date*



*Source: Superintendencia financiera de Colombia.

** Source: Alianza.

