

(Nasdaq: PAX)

## Shareholder Presentation

DECEMBER 2023

PATRIA

### Disclaimer

This presentation (the "Presentation") may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. You can identify these forward-looking statements by the use of words such as "outlook," "indicator," "believes," "expects," "potential," "continues," "may," "will," "could," "should," "seeks," "approximately," "predicts," "intends," "plans," "estimates," anticipates" or the negative version of these words or other comparable words, among others. Forward-looking statements appear in a number of places in this Presentation and include, but are not limited to, statements regarding our intent, belief or current expectations. Forward-looking statements are based on our management. Forward-looking statements speak only as of the date they are made, and we do not undertake any obligation to update them in light of new information or future developments or to release publicly any revisions to these statements in order to reflect later events or circumstances or to reflect the occurrence of unanticipated events. Such forward-looking statements are subject to various risks and uncertainties. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. Further information on these and other factors that could affect our financial results is included in filings we have made and will make with the U.S. Securities and Exchange Commission ("SEC"), which are accessible on the SEC's website at www.sec.gov. These factors should not be construed as exhaustive and should be read as of the date of the Form 20-F filing, in conjunction with the other cautionary statements that are included in our periodic filings.

This Presentation does not constitute an offer to sell, or a solicitation of an offer to buy, any interest in Patria, any fund or other investment vehicle sponsored by Patria, or to provide any services. We prepared this Presentation solely for informational purposes and this Presentation is being made available to you by Patria Investments Limited (together with its affiliates, "Patria") for the purpose of providing certain summary information about Patria's activities. The information in this Presentation does not constitute or form part of, and should not be construed as, an offer or invitation to subscribe for, underwrite or otherwise acquire, any of our securities or securities of our portfolio companies, nor should it or any part of it form the basis of, or be relied on in connection with any contract to purchase or subscribe for any of our securities or any of our portfolio companies nor shall it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever. Results for the current reporting period are preliminary and unaudited. We have included in this Presentation our Fee Related Earnings ("FRE") and Distributable Earnings ("DE"), which are non-GAAP financial measures, together with their reconciliations, for the periods indicated. We understand that, although FRE and DE are used by investors and securities analysts in their evaluation of companies, these measures have limitations as analytical tools, and you should not consider them in isolation or as substitutes for analysis of our results of operations as reported under IFRS. Additionally, our calculations of FRE and DE may be different from the calculation used by other companies, including our competitors in the financial services industry, and therefore, our measures may not be comparable to those of other companies.

An offering of interests in any fund managed by Patria may only be made to qualifying investors, and only by the private placement memorandum and subscription documents (the "Operative Documents") of the relevant fund, which should be read in their entirety. The Operative Documents will be delivered to prospective investors prior to any sale of interests in a fund. The Operative Documents will contain additional information about the investment objective, terms and conditions of an investment in the relevant fund and also contain tax information and certain risks and conflicts of interest disclosures that are important to any investment decision regarding the fund. No person has been authorized to make any statement concerning a fund managed by Patria other than as set forth in this Presentation, and any such statements, if made, may not be relied upon.

This Presentation contains information that has been or may have been provided by a number of sources. Information provided from outside sources has not been separately verified. Nothing contained herein shall constitute any representation or warranty and no responsibility or liability is accepted as to the accuracy or completeness of any information supplied herein. Recipients of this Presentation are advised to perform independent verification of the data and conduct their own analysis with appropriate advisors. Any statement of belief contained in this Presentation is a belief solely of Patria. Recipients of this Presentation shall not treat this Presentation as tax, regulatory, accounting, legal, investment or any other advice and this Presentation should not and cannot be relied upon as such. The use of this Presentation in certain jurisdictions may be restricted by law. Recipients should inform themselves as to the legal requirements and tax consequences of an investment in a Patria-sponsored fund within the countries of their citizenship, residence, domicile and place of business.

Unless otherwise indicated, all internal rates of return ("IRRs") and multiples on invested capital ("MOICs") are presented on a "gross" basis (i.e., before management fees, expenses, performance fees and taxes, which in the aggregate are expected to be substantial and have a material effect on returns). Such fees and expenses are described in the Operative Documents. "Net Returns" are actual net returns presented after deducting all management fees, performance fees and other fees and expenses (other than taxes borne or to be borne by investors, including as a result of an investor's domicile). Prospective investors are encouraged to contact Patria to discuss the procedures and methodologies used to calculate the investment returns and other information provided in this Presentation.

This Presentation does not provide a prediction of future values or results, and no assurance can be given that losses, which may be material, will not be incurred. In considering any performance data contained herein the recipient should bear in mind that past performance is not indicative of future results, and there can be no assurance that any future fund will achieve comparable results, avoid losses, implement its investment objectives. An investment in a fund is speculative and involves a high degree of risk. Investment in a fund is suitable only for sophisticated investors who are in a position to tolerate such risk and satisfy themselves that such investment is appropriate for them. An investor could lose all or a substantial amount of its investment. In addition, a fund's fees and expenses may offset its profits. Unrealized returns are not to be relied upon as facts and there can be no assurance that such results will be achieved. Accordingly, the actual realized investments may differ materially from the estimated returns indicated herein.

Any projections, market outlooks or estimates in the Presentation are forward-looking statements and are based upon certain assumptions. Other events which were not taken into account may occur and may significantly affect any fund or investment discussed herein. Any outlooks and assumptions should not be construed to be indicative of the actual events which will occur.

PATRIA AND ITS DIRECTORS, OFFICERS, EMPLOYEES, PARTNERS, SHAREHOLDERS, ADVISERS AND AGENTS EXPRESSLY DISCLAIM, TO THE MAXIMUM EXTENT PERMITTED BY LAW, ANY AND ALL LIABILITY AND SHALL HAVE NO LIABILITY WHATSOEVER FOR ANY DIRECT, INDIRECT OR CONSEQUENTIAL LOSS OR DAMAGE SUFFERED OR INCURRED BY THE RECIPIENT OR ANY OTHER PERSON OR ENTITY HOWEVER CAUSED (INCLUDING BUT NOT LIMITED TO NEGLIGENCE) IN ANY WAY IN CONNECTION WITH (I) THIS PRESENTATION OR ANY OTHER WRITTEN OR ORAL INFORMATION MADE AVAILABLE TO THE RECIPIENT OR SUCH OTHER PERSON OR ENTITY REGARDING A POTENTIAL OPPORTUNITY, INCLUDING, WITHOUT LIMITATION, THE INFORMATION OR SUCH OTHER INFORMATION BY THE RECIPIENT OR ANY OTHER PERSON OR ENTITY OR (IV) THE REASONABLENESS, AUTHENTICITY, VALIDITY, ADEQUACY, ACCURACY, COMPLETENESS OR RELIABILITY OF THIS PRESENTATION OR SUCH OTHER INFORMATION.

Comparisons to other benchmarks may yield different results. Methodologies employed for calculating returns for any fund may differ from the methodologies employed in such benchmarks. The volatility and risk profile of each benchmark is likely to be materially different from that of a fund. In addition, each benchmark employs different investment guidelines and criteria than a fund, may not employ leverage and may reflect reinvestment of dividends; as a result, the holdings in a fund and the liquidity of such holdings may differ significantly from the securities that comprise any benchmark. The benchmarks may not be subject to fees or expenses. The performance of each benchmark has not been selected to represent an appropriate benchmark to compare to any fund's performance, but rather is disclosed to allow for comparison of a fund's performance to that of a well-known and widely recognized index. A summary of the investment guidelines for each benchmark is available upon request. This information is included solely for illustrative purposes.

# First... an overview of key terminology to understand our business

#### **Key Performance Metrics**

- Total Assets Under Management (AUM): Total fair value of investments plus "dry powder" (contracted but uninvested capital)
- Total Fee Earning AUM (FEAUM): The basis on which management fees are currently charged
- Net Accrued Performance Fees: Net performance fees that would be realized if we divested eligible funds at current valuations

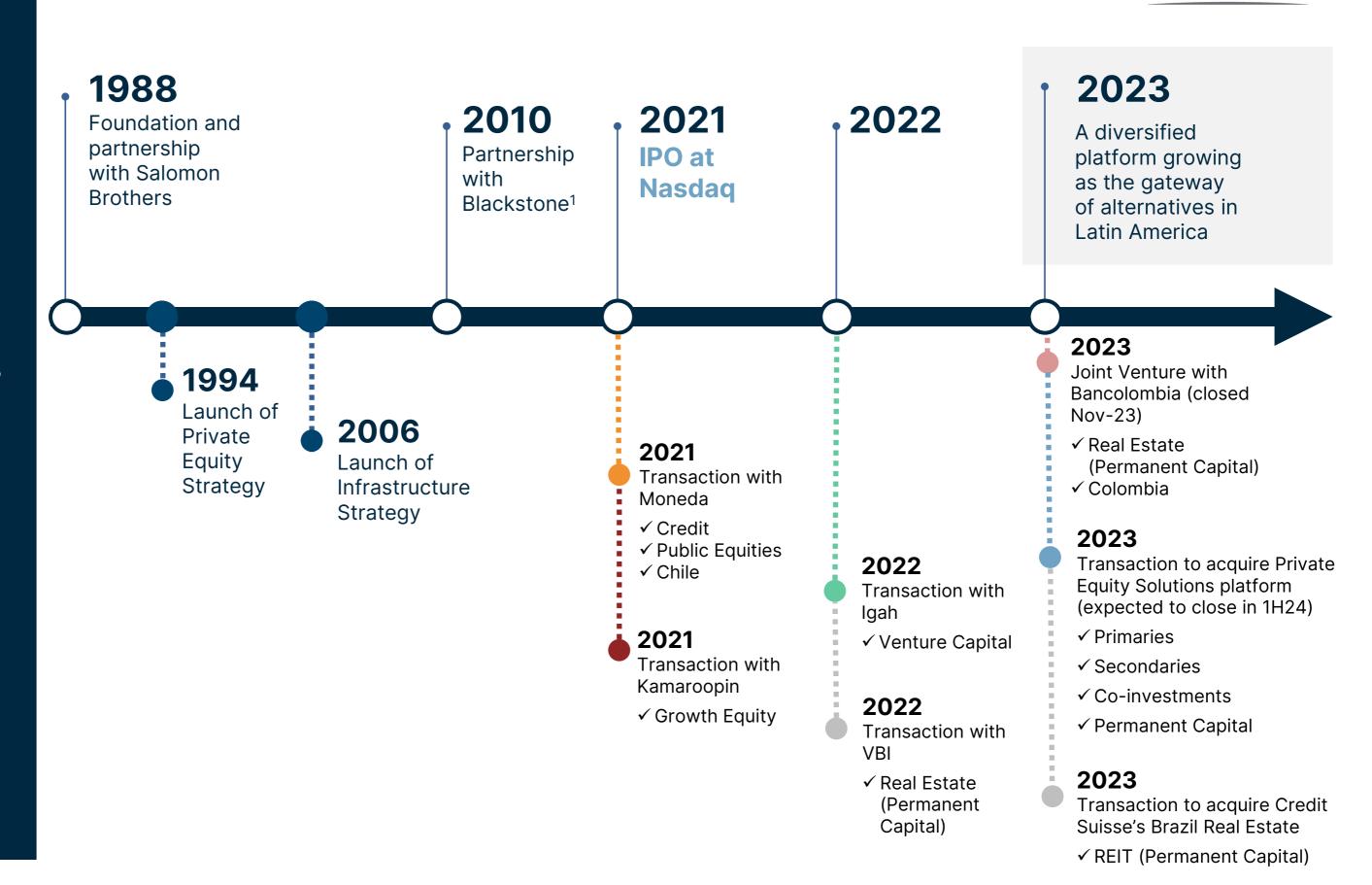
#### **Financial Metrics**

- Management Fees: Contractual recurring fees based on Fee Earning AUM...our primary operating revenue stream
- Incentive Fees: Fees for certain funds which are measured and realized a periodic basis based on performance vs a benchmark
- Total Fee Revenues: Sum of management fees, incentive fees and other operating revenues, net of related tax expense
- Fee Related Earnings (FRE): Total Fee Revenues less operating expenses...our primary non-GAAP operating profitability metric
- Performance Related Earnings (PRE): Realized performance fees attributable to shareholders
- Distributable Earnings (DE): Our headline non-GAAP earnings metric (Fee Related Earnings + Performance Related Earnings + Net
   Financial Income Tax Expense)...also the basis for our variable dividend policy

## Patria's History

For more than 35 years, Patria has been delivering attractive private markets returns in Latin America over multiple vintages

Our IPO in 2021 set the stage for the next chapter of growth...



# Our Growth Strategy Is Built Around Serving Clients as the Gateway for Alternatives in Latin America

2

### LatAm Capital to LatAm Alternatives

- Structural secular trends & positive macro scenario
- Underpenetrated market
- Local factor
  - Brand awareness
  - Client relationships
  - Investment opportunities



### Global Institutional Capital to LatAm Alternatives

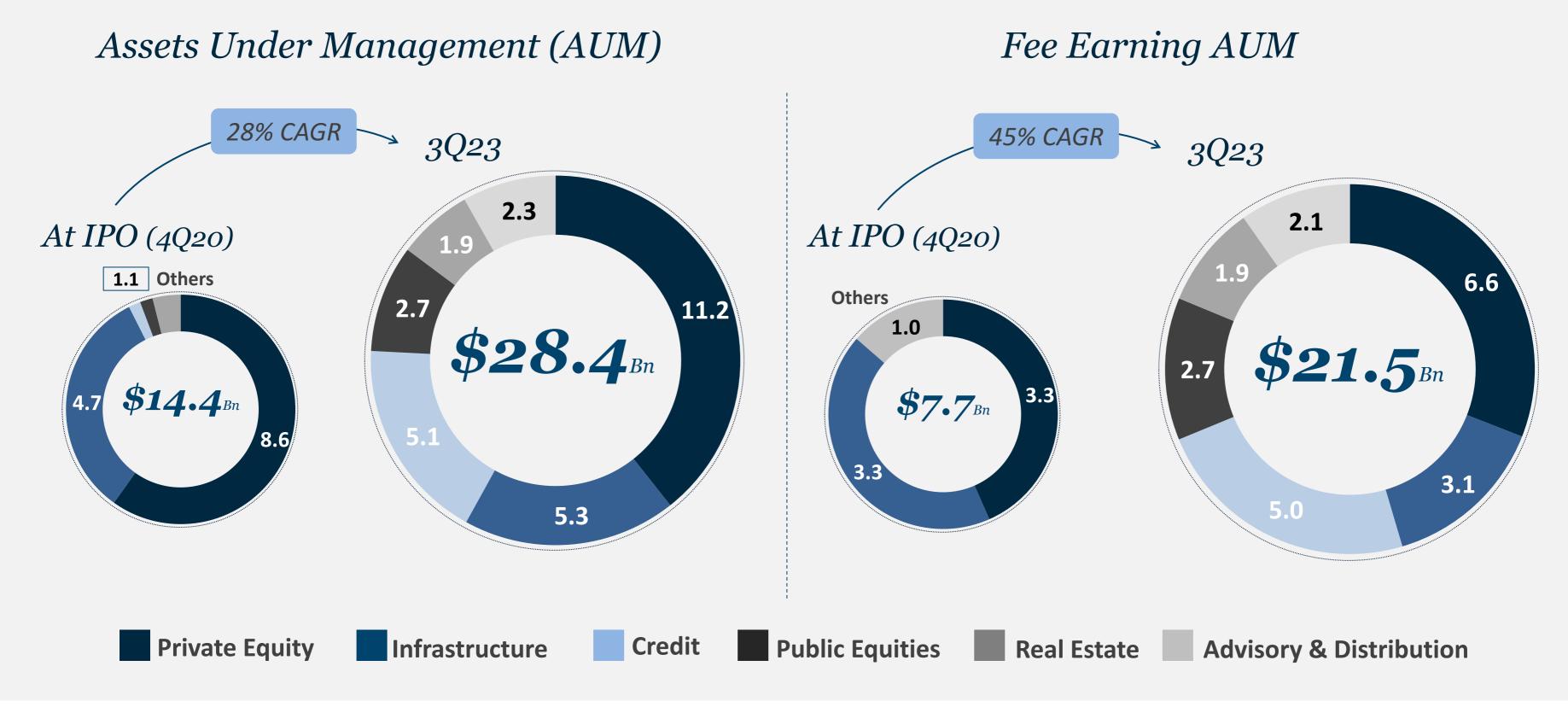
- LatAm tailwind vs Global headwind
- Allocations uptrend
- Diversification as a lever
- LPs want relationships with "on the ground" GPs

3

### LatAm Capital to Global Alternatives

- Underpenetrated market
- Allocation uptrend
- Counter cycle move
- Pathway to access Global GPs

## Patria's AUM: A Diversified Platform with a Runway to Scale



### **Recent Developments**

Oct 2023

Announced agreement to acquire Private Equity Solutions platform

Nov 2023 Closed partnership with Bancolombia

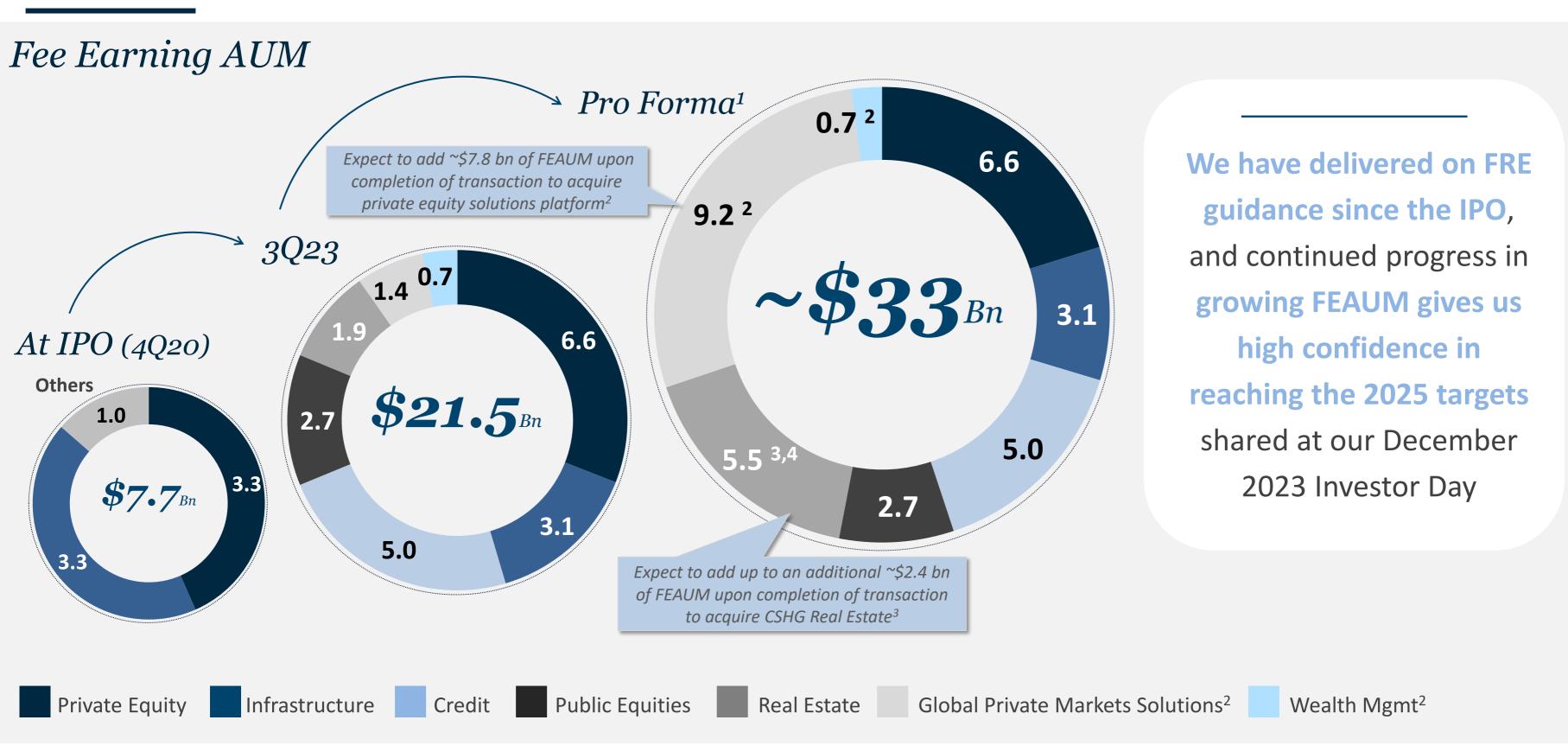
Dec 2023 Announced agreement to acquire CSHG Real Estate

- ✓ Platform to add \$9 billion in Total AUM and \$7.8 billion in Fee Earning AUM¹ across mainly mid-market primaries, secondaries, and coinvestment strategies
- ✓ Patria currently manages \$1.3 billion of FEAUM through feeder funds that direct Latin American capital to global private markets, which have been active for more than 10 years
- ✓ The acquired platform together with this existing business will form a new vertical – Global Private Markets Solutions (GPMS)

- ✓ Joint venture expands Patria's real estate capabilities into Colombia adding \$1.2 billion of permanent capital AUM
- ✓ The partnership will leverage Patria's extensive private markets expertise in Latin America with Bancolombia's well-established distribution capabilities to further expand access to alternative investment products in Colombia
- ✓ The JV will be structured with 51% ownership by Patria and 49% by Bancolombia

- ✓ Acquisition of one of the top five REIT managers in Brazil would add up to R\$12bn (~US\$2.4 bn) in permanent capital AUM upon completion of shareholder approval in underlying funds
- ✓ Positioning CSHG Real Estate alongside VBI, Patria is expected to become the largest independent REIT manager in Brazil
- ✓ Platform invests across a diversified range of market strategies including logistics, retail, office and receivables

## Patria Pro Forma FEAUM: Delivering on Growth & Diversification



(1) Pro forma for pending M&A transactions. AUM/FEAUM at closing of transaction may differ from AUM/FEAUM at signing; (2) Agreement to acquire private equity solutions platform announced on October 16, 2023, and expected to close in 1H24. 8
Previous Advisory & Distribution vertical to be split into Global Private Markets Solutions and Wealth Management upon closing of transaction; (3) Includes \$1.2 bn from transaction with Bancolombia closed in November 2023; (4) Agreement to acquire Credit Suisse's Real Estate business in Brazil ("CSHG Real Estate") was announced on December 6, 2023. Pending standard regulatory approval and transfer of underlying funds.

## How We Serve Our Clients: Investment Cycle & Fund Ecosystem

#### **Fundraising**

Patria raises capital through a wellestablished, global distribution structure with 58 professionals serving clients from 9 offices on 4 continents

#### Value Realization

Clients realize value in different ways depending on product structure (see right). Return of capital refuels the investment cycle, and good returns drive performance/ incentive fees for Patria

#### **Capital Deployment**

With investment expertise across multiple asset classes and "boots on the ground" to assess opportunity and risk, Patria's platform has the capacity to effectively deploy capital at scale

#### **Value Creation**

Investment performance is the ultimate driver of our business model, and Patria's strong track record is driven by deep sector expertise and a culture of collaboration

We deliver value to our clients through product structures that meet their investment objectives and liquidity needs

#### **Drawdown Funds**

- Raise new vintage funds every 3-5 years
- 10-14 year locked-up capital with no redemption
- Mgmt fees typically based on deployed capital at cost
- Clients realize value through distributions upon divestment
- ✓ Private Equity & Infrastructure Flagship, Growth Equity, Venture Capital, Real Estate Development, Private Credit

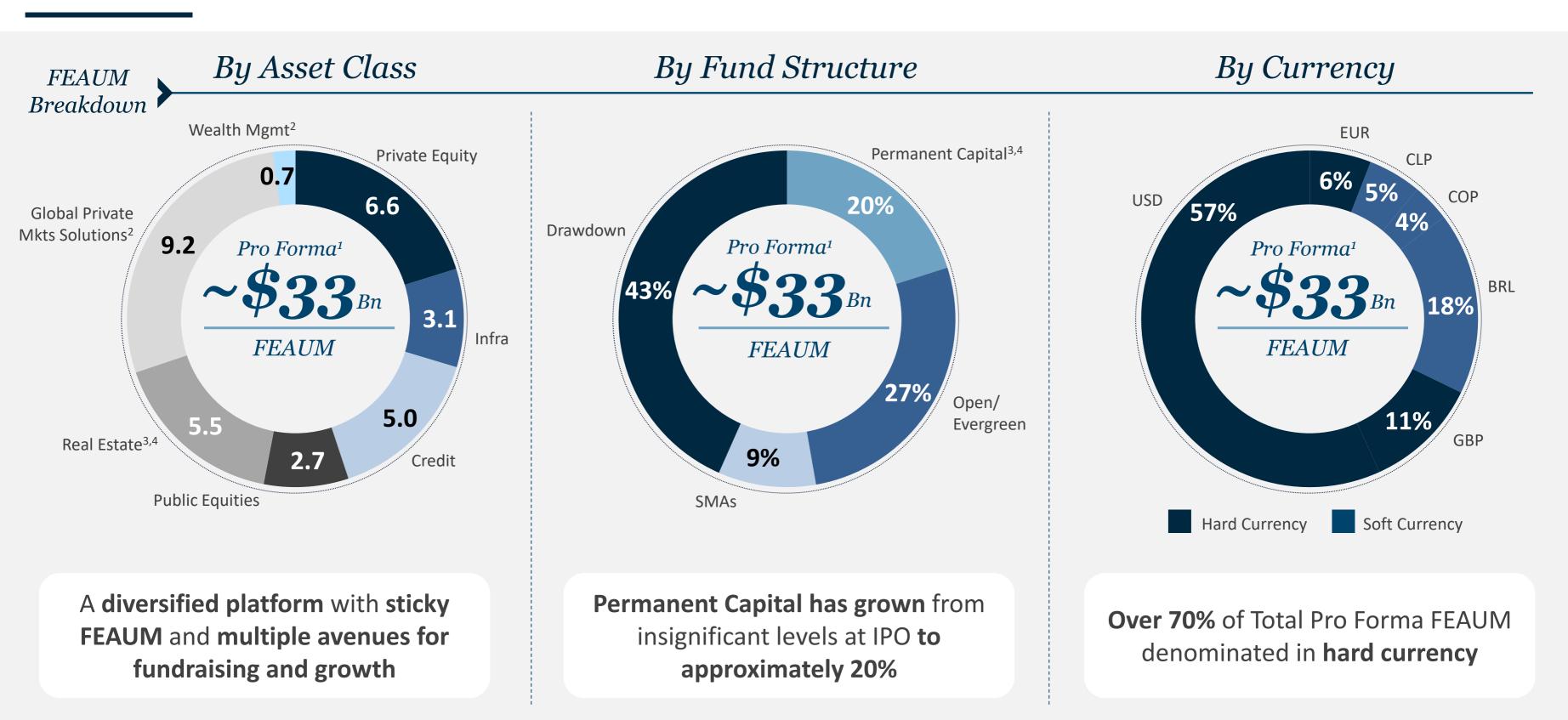
#### **Permanent Capital**

- Mostly listed funds
- Liquidity is purely secondary (i.e. no redemption)
- Management fees based on NAV
- Clients realize value through dividends, distributions and secondary sale of shares
- ✓ REITs, Infrastructure Core

#### **Open/Evergreen Funds**

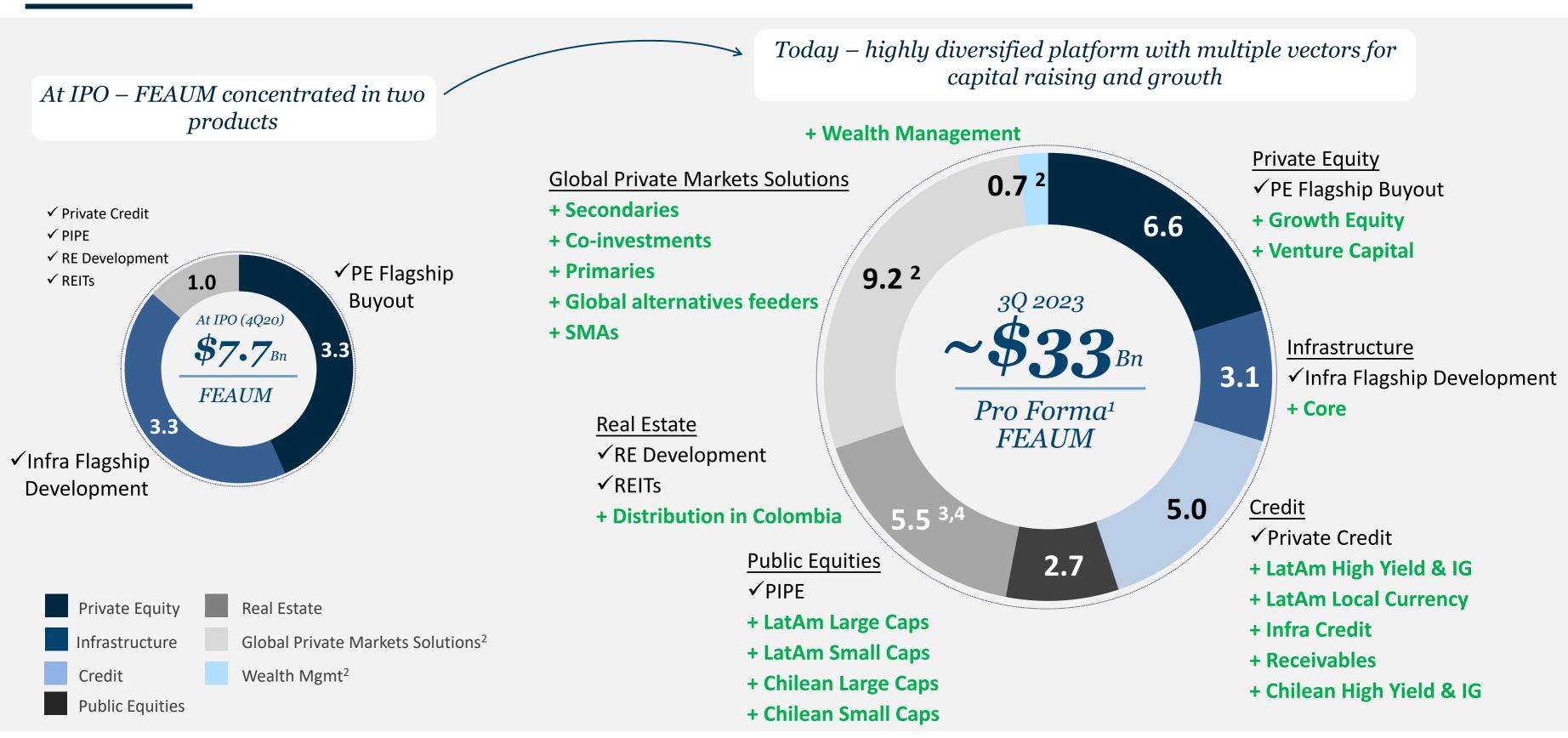
- Can raise capital on an ongoing basis
- Periodic windows for redemption/liquidity
- Management fees based on NAV
- Clients realize value through dividends, distributions and sale/redemption of shares
- ✓ Public Credit, Public Equities

## Fee Revenues Anchored in Long Duration Structures & Hard Currency

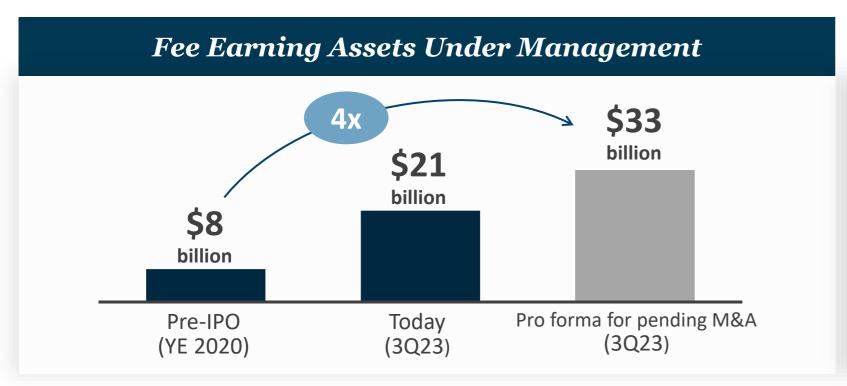


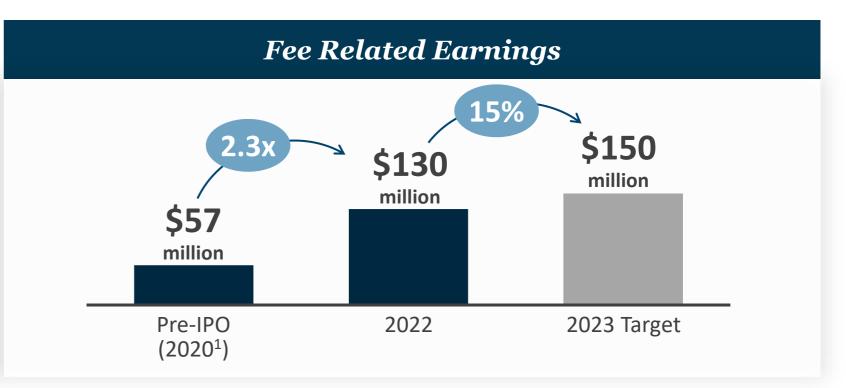
(1) Pro forma for pending M&A transactions. AUM/FEAUM at closing of transaction may differ from AUM/FEAUM at signing; (2) Agreement to acquire private equity solutions platform announced on October 16, 2023, and expected to close in 1H24.10 Previous Advisory & Distribution vertical to be split into Global Private Markets Solutions and Wealth Management upon closing of transaction; (3) Includes \$1.2 bn from transaction with Bancolombia closed in November 2023; (4) Agreement to acquire Credit Suisse's Real Estate business in Brazil ("CSHG Real Estate") was announced on December 6, 2023. Pending standard regulatory approval and successful shareholder approval and transfer of underlying funds.

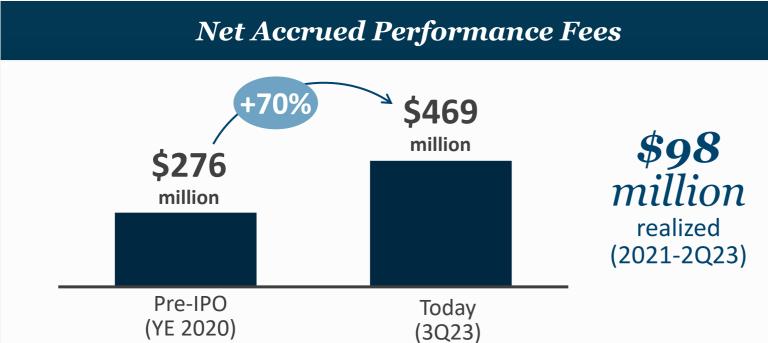
## Comprehensive Product Offering Drives Diversified Growth



### We Have Significantly Grown Earnings Capacity for Shareholders...



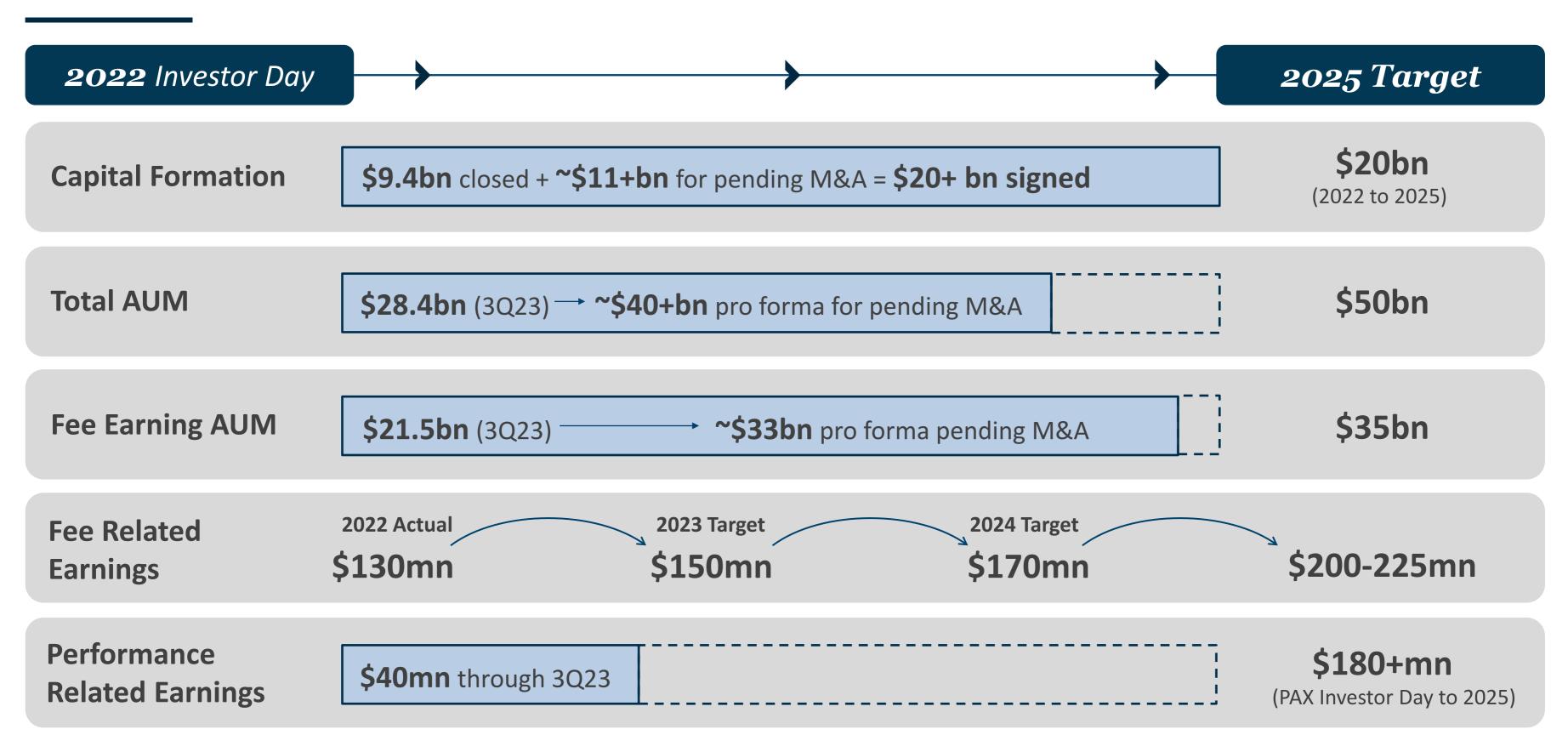






## ... And We Are Progressing Towards Our 2025 Targets





Note: For pending M&A transactions, AUM/FEAUM at closing of transaction may differ from AUM/FEAUM at signing. Agreement to acquire private equity solutions platform announced on October 16, 2023, and expected to close in 1H24. Includes 13 \$1.2 bn from transaction with Bancolombia closed in November 2023. Agreement to acquire Credit Suisse's Real Estate business in Brazil ("CSHG Real Estate") was announced on December 6, 2023, pending standard regulatory approval and successful shareholder approval and transfer of underlying funds.

## Platform Overview

## Seasoned Leadership Guides Investment Strategy Across Our Platform

## Private Equity Ricardo Scavazza



- Buyout
- Growth
- Venture
- SPAC

Infrastructure

Andre Sales



- Development
- Core

### Credit

Fernando Tisné



- Public HY&HG
- Private Credit
- Infra Credit

## Public Equities Pablo Echeverría



- LatAm Caps
- PIPE

## Real Estate Marcelo Fedak



- REITs
- Development

## GPMS¹ Marco D'Ippolito



- Primaries
- Secondaries
- Co-Investment
- Global Feeders

## Investment Vehicles



PERMANENT CAPITAL

DRAWDOWN FUNDS OPEN/EVERGREEN FUNDS

SEPARETELY MANAGED ACCOUNTS<sup>1</sup>



Years of Experience

# **Extensive Global Distribution Structure Cultivates Relationships**

OfficesFundraising Offices

Dedicated team

58 professionals

Client Meetings 3,500+ (2022)

Recent Development: premier distribution channel in Colombia through Bancolombia JV



Leadership averaging over 15 years managing client relations

International



André Penalva



Juan Luis Rivera

LatAm



Daniel Sorrentino

**Brazil** 



José Teixeira

LatAm Ex-Brazi



Alfonso Duval

# Firm Management Drives Institutionalization & Efficiency

7 Member Board of Directors

Olimpio Matarazzo
Chairman of the Board



Alexandre Saigh CEO





**CFO** 



Marco D'Ippolito
Corporate
Development



Ana Santos Human Resources



Pedro Rufino Legal

Top-notch operational standards & innovation drive



# "Common Threads" of our Investment Approach



Deep Sector Expertise In-house sector knowledge allows us to capitalize on powerful secular trends in the region

Culture of Collaboration

Teams leverage intelligence across strategies and products to drive better investing decisions

Local Presence "Boots on the ground" in our target markets provide a distinct advantage vs many competitors

## Our Platform:

### **Private Equity Overview**





Attractive Addressable Market +10 p.p. growth in Global Market Share of FDI inflows ('07- '22)

**\$8** bn in pipeline for the next 2-3 years



Strong Performance

+651 bps of excess returns versus global PE industry on our Private Equity Strategy



Competitive Edge

**Sector-focused** strategy, building market leaders through consolidation with a hands-on approach to value creation



Team

Partners with **+20** average years of experience and working together for **15** years on average

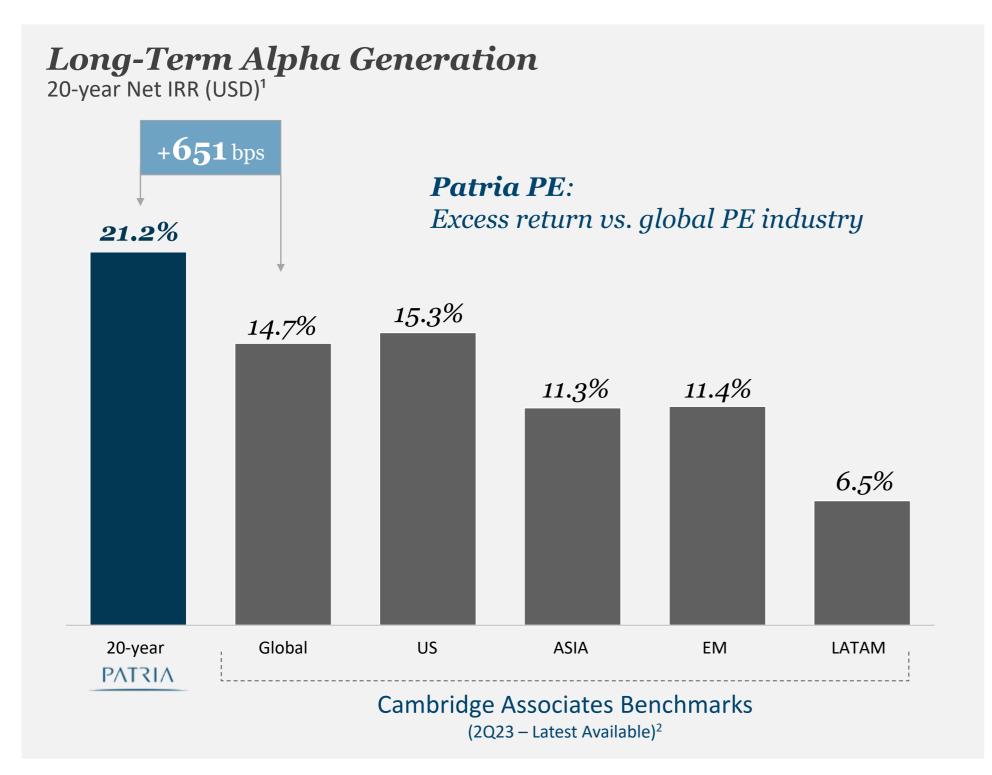
Sector specialists with **+32** average years of experience



Diversified Platform

~\$11 bn AUM across an expanding product offering including Growth Equity & Venture Capital<sup>1</sup>

# Outperforming Global PE Industry & Uncorrelated to LatAm

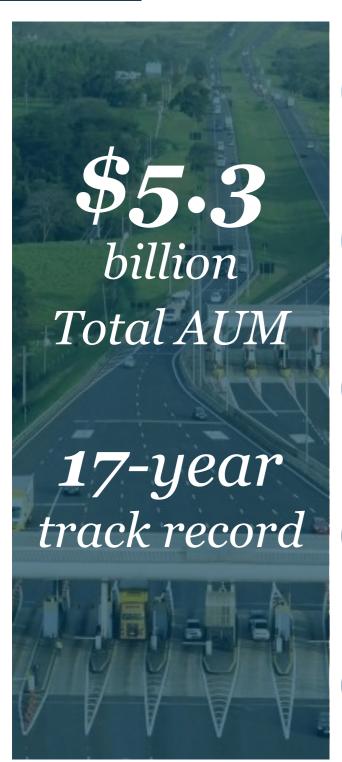




<sup>(1)</sup> Methodology: Cash Weighted Chronological ("Pooled Returns") consolidates funds return at original dates and cash flows. 20-years considers Fund II, III, IV, V, VI and Smart Fit co-investment. (2) Cambridge index as of June 2023 (latest available) The index is a horizon calculation based on data compiled from private equity funds, including fully liquidated partnerships formed between 1986 and 2021. Past performance is not a guarantee of future results. Please see disclaimer in slide 2.

### **Our Platform:**

### **Infrastructure Overview**





Attractive Addressable Market

~**\$90 bn** in actionable equity investment opportunities expected in the next 5-7 years



Strong Performance 13.0% average returns (over the last 10 years)470 bps above benchmark<sup>1</sup>



Competitive Edge

Strong **development capacity**, with over **\$14 bn in CapEx**, and on time/on budget track record<sup>2</sup>



Team

Over 80 experienced professionals, with **technical and sector capabilities**, dedicated to infrastructure in LatAm

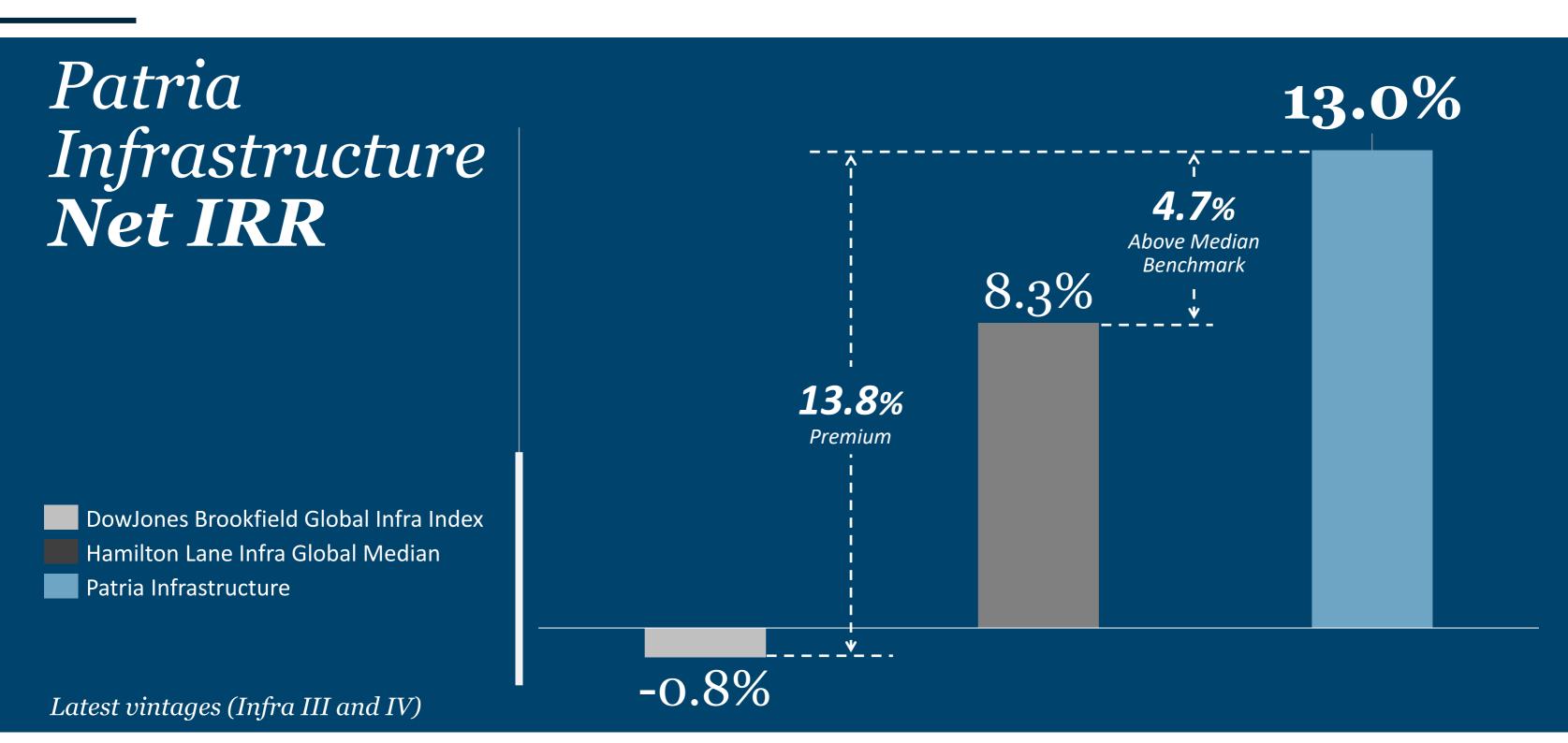


Diversified Platform

Expanding product offering in:

Development, Core and Credit

## Infra Funds Performing Above Benchmarks



## Our Platform: Credit Overview





Attractive Addressable Market **\$580** bn LatAm public debt markets AUM

**\$1** Tn global private credit market... still nascent in LatAm



Strong Performance

+380 bps of outperformance since inception on our flagship high yield strategy



Competitive Edge

One of the largest and most experienced teams dedicated to corporate credit in LatAm



Team

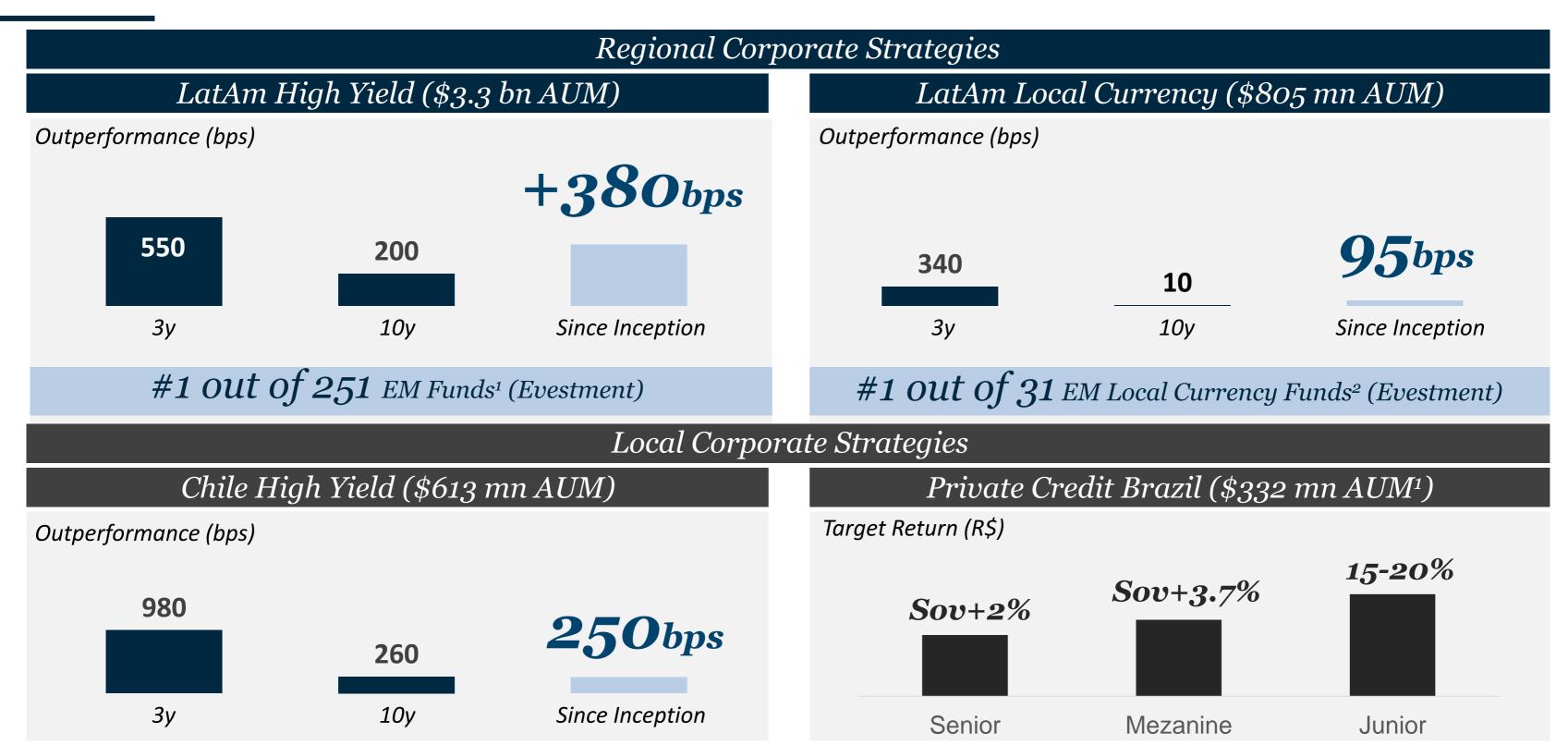
PMs and Co-PMs with **20**+ average years of experience **30**+ dedicated research professionals



Diversified Platform

**\$5.1** bn AUM across 7 strategies

# Strong Track Record & Consistent Outperformance



## Our Platform: Public Equities Overview

billion Total AUM 29-year track record



Attractive Addressable Market \$1,040 bn free float market cap in major target markets
Opportunity to gain market share at regional and local level



Strong Performance

**590 bps** of outperformance since inception in largest strategies



Competitive Edge

Long term capital base with 80% of AUM from clients with 12+ years of relationship

Deep research capabilities and bottom-up approach



Team

**20**+ years of average experience investing in Latin American Equities



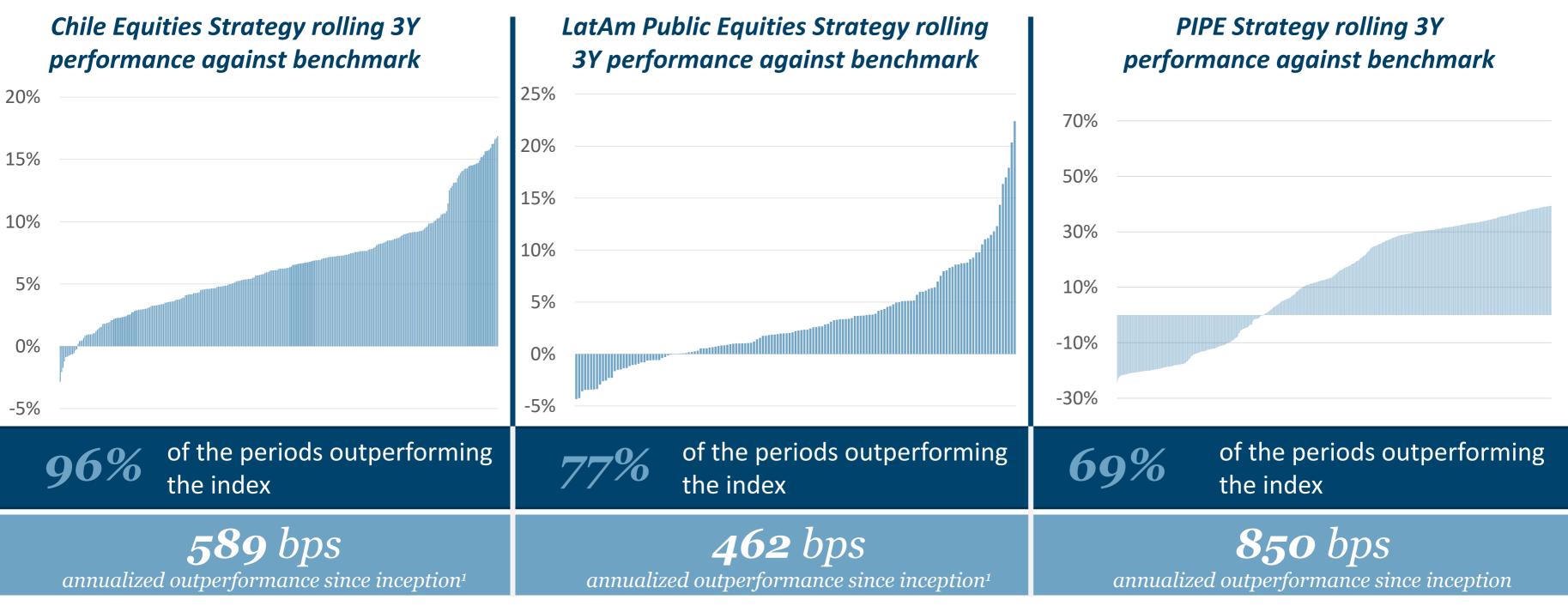
Diversified Platform

**\$2.7** bn AUM across 6 strategies

### PATRIA

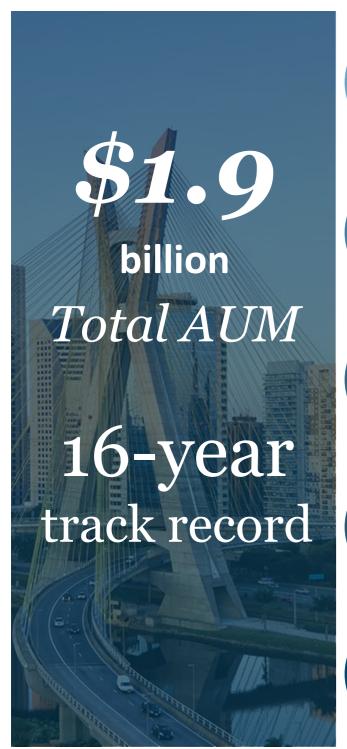
# Disciplined Investment Process Drives Consistency

### Recurrent overperformance versus the benchmarks since inception



### **Our Platform:**

### **Brazil Real Estate Overview**





Attractive Addressable Market **\$29 bn** REIT market cap in Brazil<sup>1</sup>

Fragmented with great consolidation potential



Strong Performance 1,499 bps, 1,003 bps and 1,792 bps of outperformance since inception for three largest REIT strategies (Logistics REIT, Office REIT and Credit REIT)



Competitive Edge

Deep sector specialization fully focused on Real Estate Vertically integrated: development and core investments Process orientated, consistent returns



Team

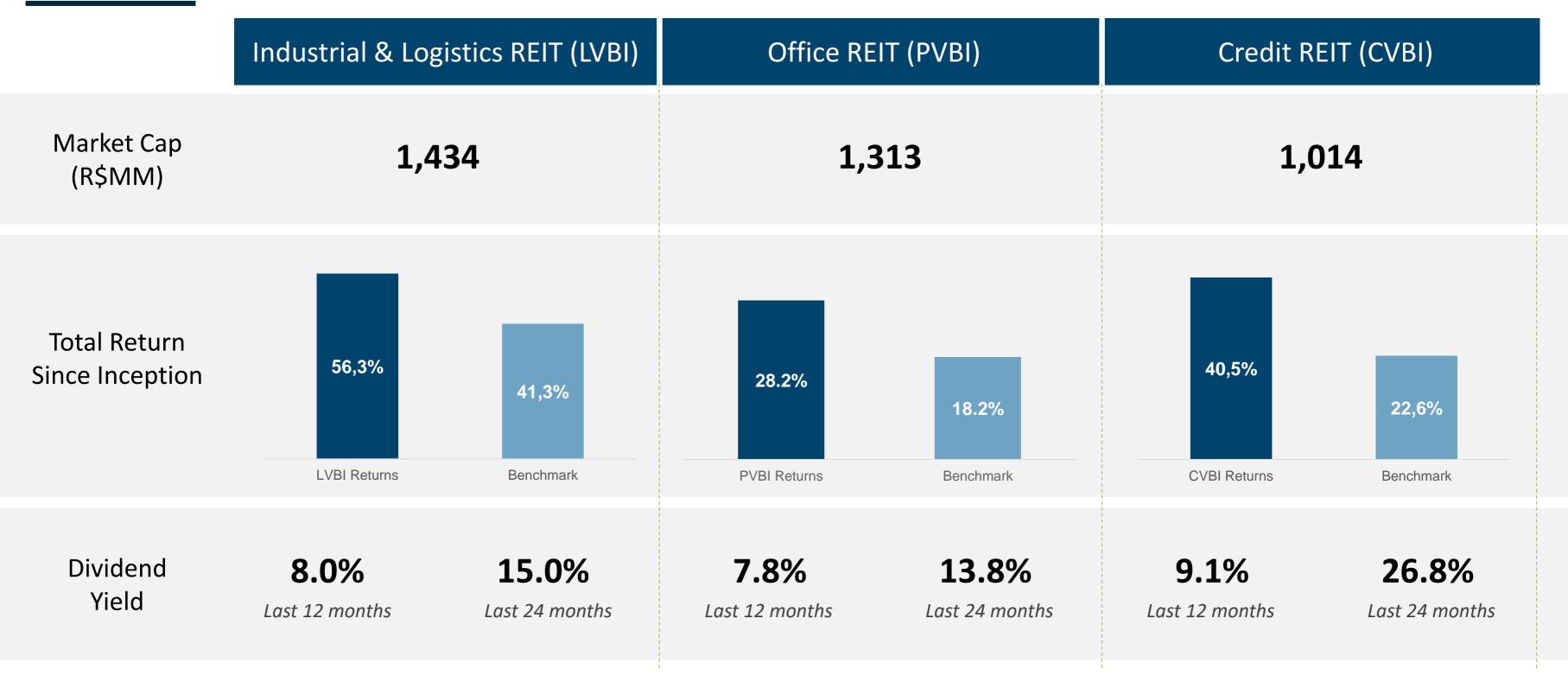
**60** people with **20**+ years of average experience investing in the Brazilian Real Estate market



Diversified Platform

14 listed REITs, multiple JVs and PE fund structures,\$ 1.9 bn in AUM, of which 70% is permanent capital

# VBI's Strong & Consistent Returns Driven by RE Fundamentals



### **Recent Developments**

Oct 2023

Announced agreement to acquire Private Equity Solutions platform

Nov 2023

Closed partnership with Bancolombia

Dec 2023

Announced agreement to acquire CSHG Real Estate

- ✓ Platform to add \$9 billion in Total AUM and \$7.8 billion in Fee Earning AUM¹ across mainly mid-market primaries, secondaries, and coinvestment strategies
- ✓ Patria currently manages \$1.3 billion of FEAUM through feeder funds that direct Latin American capital to global private markets, which have been active for more than 10 years
- ✓ The acquired platform together with this existing business will form a new vertical – Global Private Markets Solutions (GPMS)

- ✓ Joint venture expands Patria's real estate capabilities into Colombia adding \$1.2 billion of permanent capital AUM
- ✓ The partnership will leverage Patria's extensive private markets expertise in Latin America with Bancolombia's well-established distribution capabilities to further expand access to alternative investment products in Colombia
- ✓ The JV will be structured with 51% ownership by Patria and 49% by Bancolombia

- ✓ Acquisition of one of the top five REIT managers in Brazil would add up to R\$12bn (~US\$2.4 bn) in permanent capital AUM upon completion of shareholder approval in underlying capital funds
- ✓ Positioning CSHG Real Estate alongside VBI, Patria is expected to become the largest independent REIT manager in Brazil
- ✓ Platform invests across a diversified range of market strategies including logistics, retail, office and receivables

### Patria Global Private Markets Solutions - A New Platform for Growth

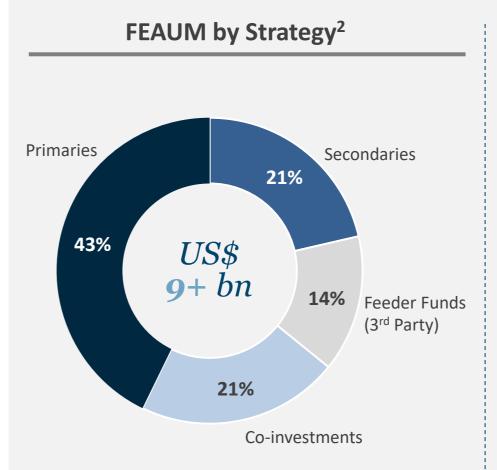
A new vertical focused on serving clients with a **gateway to private markets on a global scale** through:

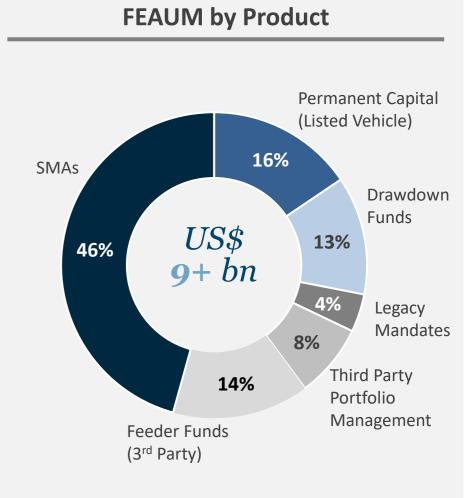
- Proprietary Primaries, Secondaries and Co-Investment
  - With the acquisition, Patria will manage \$7.8 billion in FEAUM across drawdown funds, listed vehicles (permanent capital) and SMAs
  - Growth opportunities:
    - Building-out distribution capabilities should materially boost generation of new products, clients and AUM
    - Pipeline of existing and new product offerings supported by demonstrable strong track record
    - Investment team and operational platform ready to be scaled
- Third party global private markets products via feeder funds for Latin American investors
  - Patria currently manages \$1.3 billion of FEAUM through feeders direct to global partners across private equity, credit and real estate
  - Growth opportunities: expand investment strategies (e.g. Infrastructure) and client geographies (e.g. Brazil)



Managing Partner with over 22 years of experience in the private equity industry and 19 years in Patria, Marco D'Ippolito will head the new vertical

### Patria Global Private Markets Solutions (Pro forma)





### **Recent Developments**

Oct 2023

Announced agreement to acquire Private Equity
Solutions platform

Nov 2023 Closed partnership with Bancolombia

Dec 2023 Announced agreement to acquire CSHG Real Estate

- ✓ Platform to add \$9 billion in Total AUM and \$7.8 billion in Fee Earning AUM¹ across mainly mid-market primaries, secondaries, and coinvestment strategies
- ✓ Patria currently manages \$1.3 billion of FEAUM through feeder funds that direct Latin American capital to global private markets, which have been active for more than 10 years
- ✓ The acquired platform together with this existing business will form a new vertical – Global Private Markets Solutions (GPMS)

- ✓ Joint venture expands Patria's real estate capabilities into Colombia adding \$1.2 billion of permanent capital AUM
- ✓ The partnership will leverage Patria's extensive private markets expertise in Latin America with Bancolombia's well-established distribution capabilities to further expand access to alternative investment products in Colombia
- ✓ The JV will be structured with 51% ownership by Patria and 49% by Bancolombia

- ✓ Acquisition of one of the top five REIT managers in Brazil would add up to R\$12bn (~US\$2.4 bn) in permanent capital AUM upon completion of shareholder approval in underlying funds
- ✓ Positioning CSHG Real Estate alongside VBI, Patria is expected to become the largest independent REIT manager in Brazil
- ✓ Platform invests across a diversified range of market strategies including logistics, retail, office and receivables

### The Evolution of Patria's Real Estate Platform Since IPO

#### **Prior to IPO** 2023 Nov 2023 2022 **Dec 2023** Patria reorganized its In June 2022, Patria Patria announced Patria closed new ... we announced the agreement to Real Estate platform Marcelo Fedak as partnership with announced acquire Credit Suisse's Real Estate partnership with VBI Bancolombia, to focus on REITs Head of Real Estate Business in Brazil ("CSHG Real Estate"). (permanent capital) Real Estate, a top in April 2023. By the adding \$1.2 billion The acquisition of team and funds independent player end of 3Q23, our of permanent to leverage the totaling approximately \$2.4 billion in in Brazil's REIT Real Estate FEAUM capital AUM and financial deepening assets under management would position in Latin America, market, acquiring a had grown by more best in class Patria to manage one of the largest and than 40% since the launching two funds 50% stake with distribution most diversified portfolios in the Brazilian beginning of the in the logistics and option to full capabilities in the Colombian market **REIT** market corporate office acquisition vear segments Up to \$2.4 bn<sup>1</sup> ! CSHG Real Estate \$3.1 bn \$1.9 bn \$1.3 bn \$3.1 bn \$0.6 bn **Pro Forma Today 4Q20 4Q22 3Q23** Pro Forma 3Q23

Real Estate FEAUM (in billions)

## Macro Overview

### Unusual combination of large domestic markets and richness of natural resources

2022 GDP

*USD* **6.2** *Tn* 

**Population** 

659 Mn

2022 FDI

**208** Bn





of global GDP

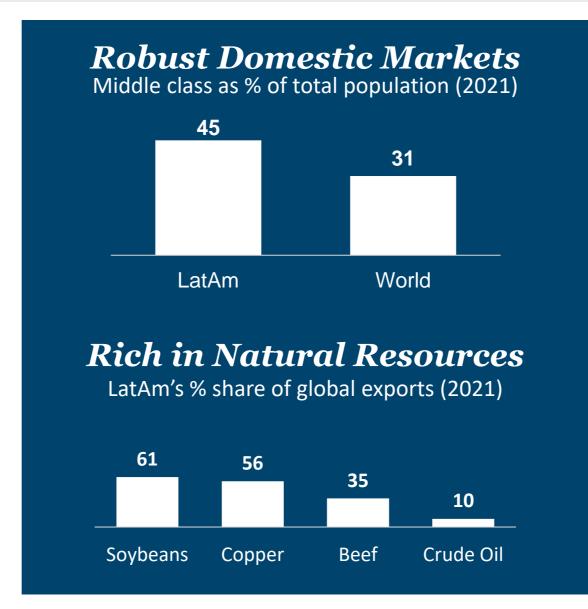


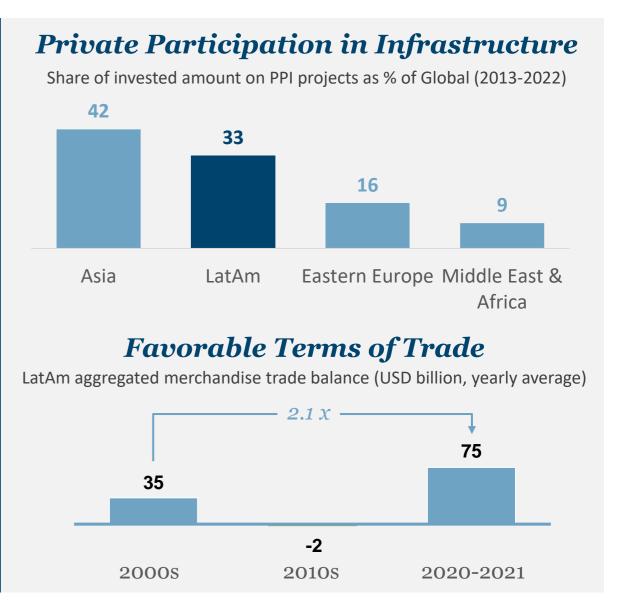
of global population



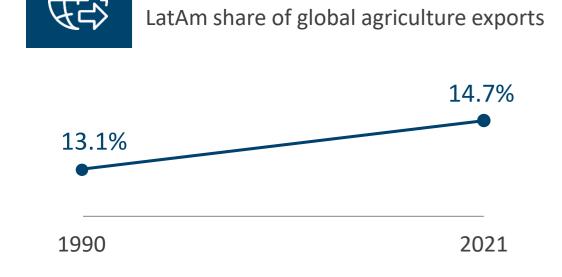
of global FDI



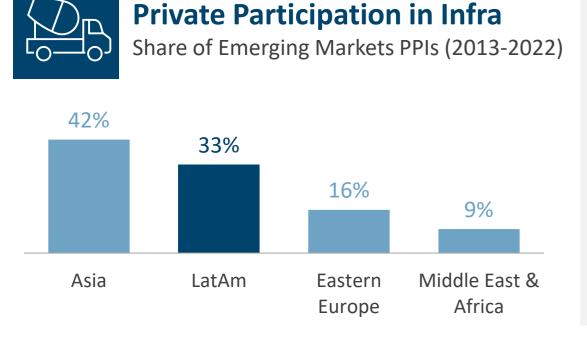


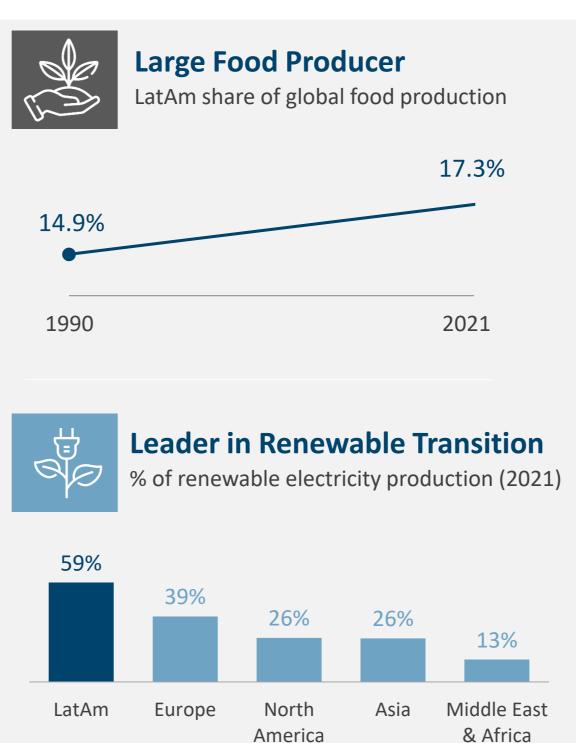


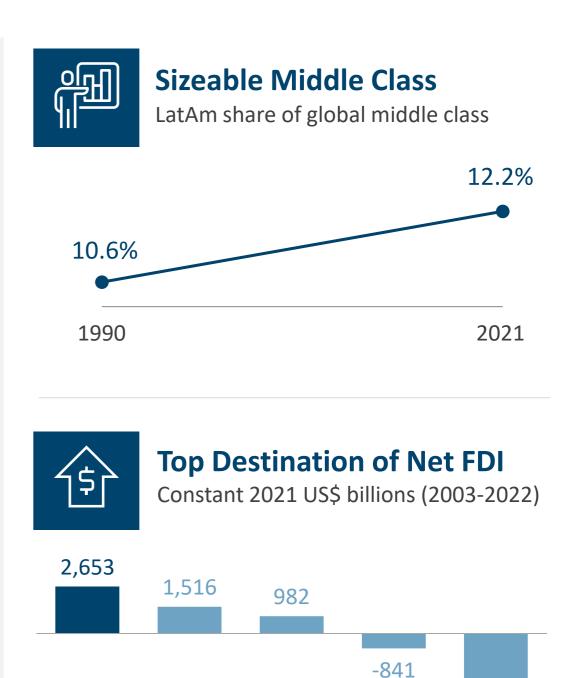
### Latin America: The Global Footprint



**Major Agricultural Exporter** 







Africa

North

America

Asia Pacific

LatAm

-3,163

Europe

## World: FDI Is Trending Lower Owing to Fractured Globalization

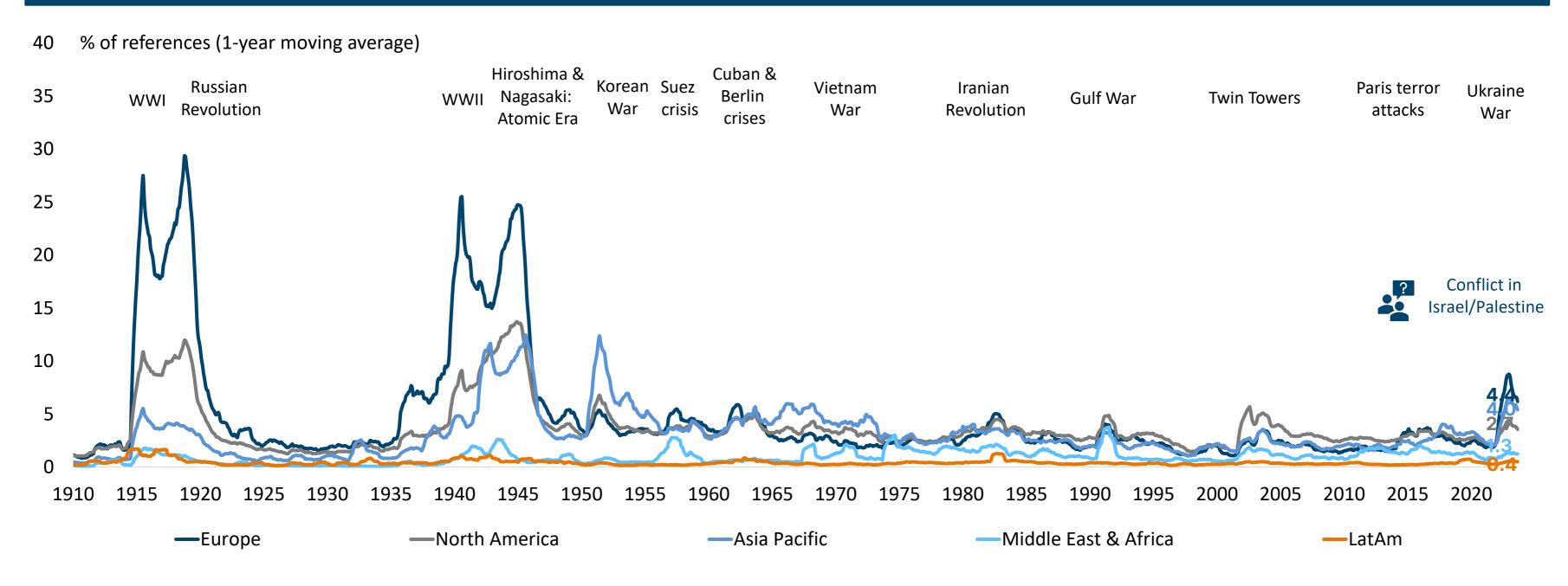
Latin America was relatively less affected by geopolitical crises, climate change and other adverse shocks

#### Global foreign direct investment and share of total going to Latin America **GLOBALIZATION CRISIS BEFORE GLOBALIZATION GOLDEN AGE OF GLOBALIZATION** FRACTURED GLOBALIZATION USD trillion, real 2022 values % of global FDI 3.0 20% Global FDI = -50% 18% LatAm FDI = +8%2.5 16% Correlation = -66% 14% 2.0 12% 1.5 10% 1.0 0.5 0.0 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 ■ Foreign Direct Investment (LHS) ☐ Flows to Latin America (RHS)

# World: (Extreme) Global Geopolitical Risks Compared

No wars, terrorist attacks nor ethnical/religious conflicts in Latin America

#### (Extreme) Geopolitical Risk Index - GPR



# Why Latin America? Uncorrelated Investment Returns



	North America	67 1	Asia Pacific	Europe	LatAm <sup>2</sup>
Low Correlation with Rest of the World Real GDP growth correlation vs. G7 1995-2019 (%)	90%	100%	23%	87%	31%
Large Consumer Markets  Household consumption as % of GDP (20-year avg.)	67%	<b>62</b> %	53%	55%	64%
Commodity Exposure  Net commodity exposure as % of GDP (20-year avg.)	-0.5%	-1.8%	-2.6%	-2.7%	+5.0%
Low Financial Indebtedness  Total public and private credit as % of GDP (2022)	260%	277%	250%	243%	137%
Leader in Energy Transition % of renewable electricity production (2021) 3	26%	35%	26%	39%	59%
Very Low Geopolitical Risk Share of total GPRI in the last 20 years (20-year avg.) 4	30%	49%	27%	27%	3%
Increasing FDI Inflows Change between 2017-2022 (%), real terms	-15%	-29%	+13%	-117%	+12%



Central bank actions have been very effective

✓ Median headline inflation is expected to reach 4.6% by the end of 2023 from 8.5% at the end of 2022 ¹



Interest rates trending lower should boost asset prices

✓ Chile, Brazil and Peru already cut rates, Mexico and Colombia to
follow: 400 to 600 bps rate cuts expected by end-2024<sup>2</sup>



Steady FX appreciation, but key currencies are still undervalued

✓ Colombia and Brazil's currencies are still 10% and 7% undervalued, respectively, according to PPP estimates



Global firms have been speeding up investments in the region

✓ Global market share of FDI inflows to the region in 2022 leapfrogged to 16%, up from 6% 15 years ago



Entry valuations are still cheap relative to historical terms

✓ Public markets' average EV/EBITDA<sup>3</sup> over the last year was 5.3x, which compares to 8.6x on a 10-year average

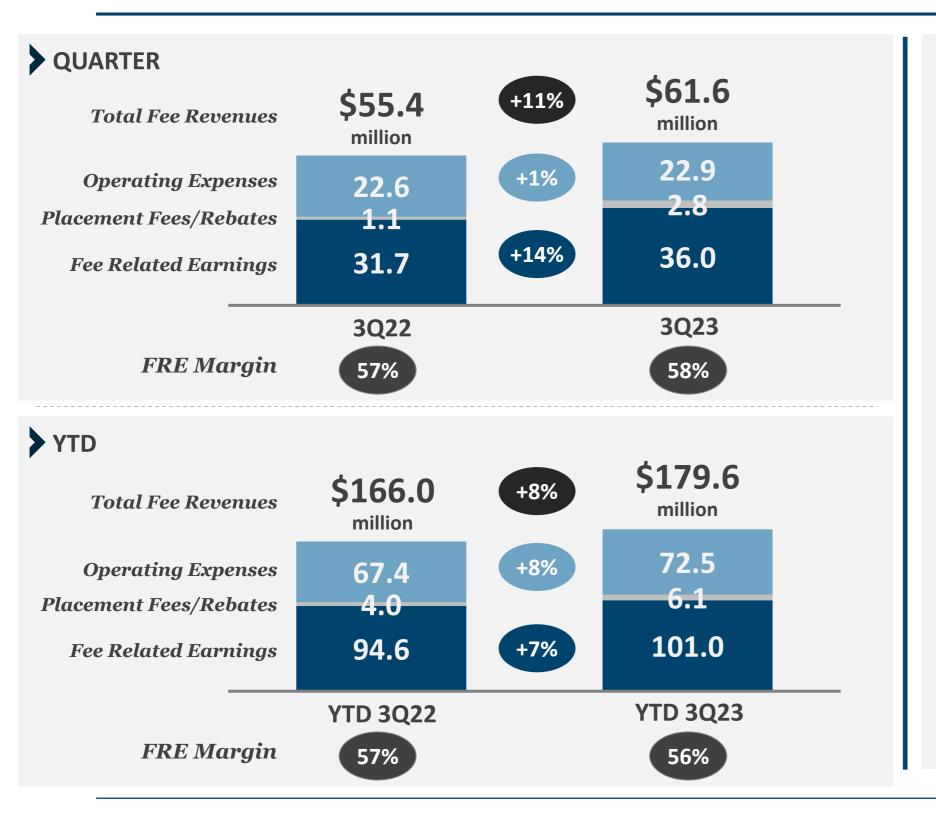
# PATRIA

# Patria's Third Quarter 2023 Earnings Presentation

(Selected Pages)

**NOVEMBER 7, 2023** 

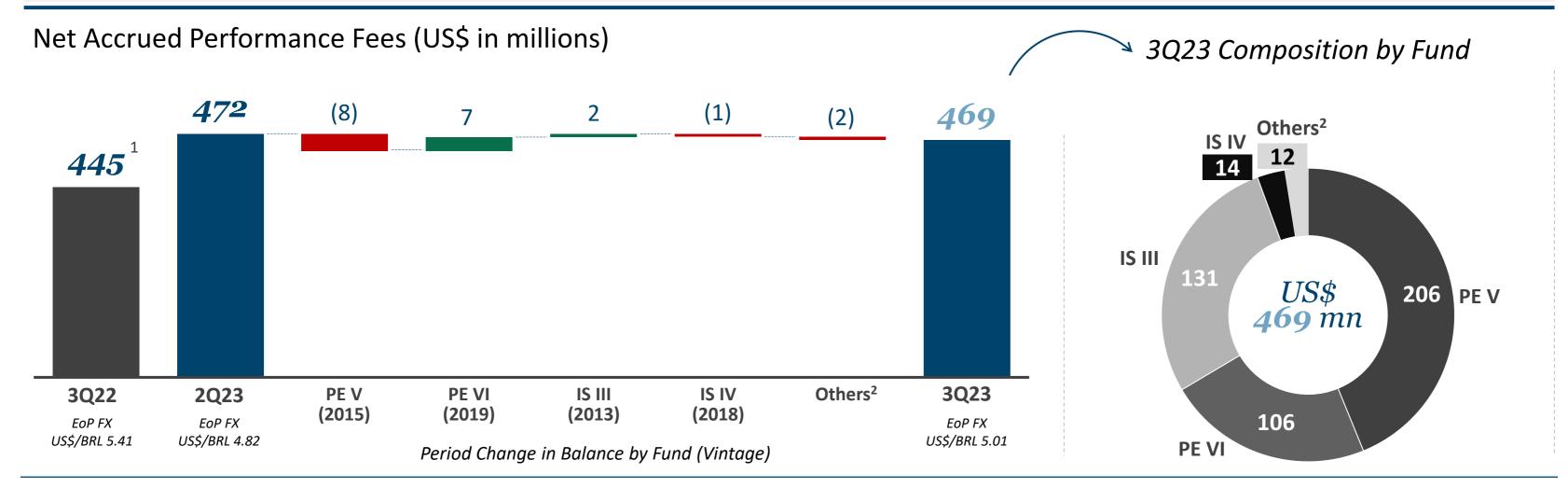
#### Fee Related Earnings ("FRE")



- Fee Related Earnings of \$36.0 million in 3Q23 were up 14% compared to 3Q22, driven by Total Fee Revenue growth of 11% for the same period
- Recurring Management Fees in 3Q23 were up 11% compared to 3Q22 as fee activations in new funds and acquisitions drove net Fee Earning AUM growth
- Operating expenses in 3Q23 were up 1% compared to 3Q22 with increases in G&A expenses mostly offset by lower personnel expenses
- YTD Fee Related Earnings were \$101 million, and we expect to reach our 2023 FRE target of \$150 million with incremental growth in the fourth quarter

#### Net Accrued Performance Fees

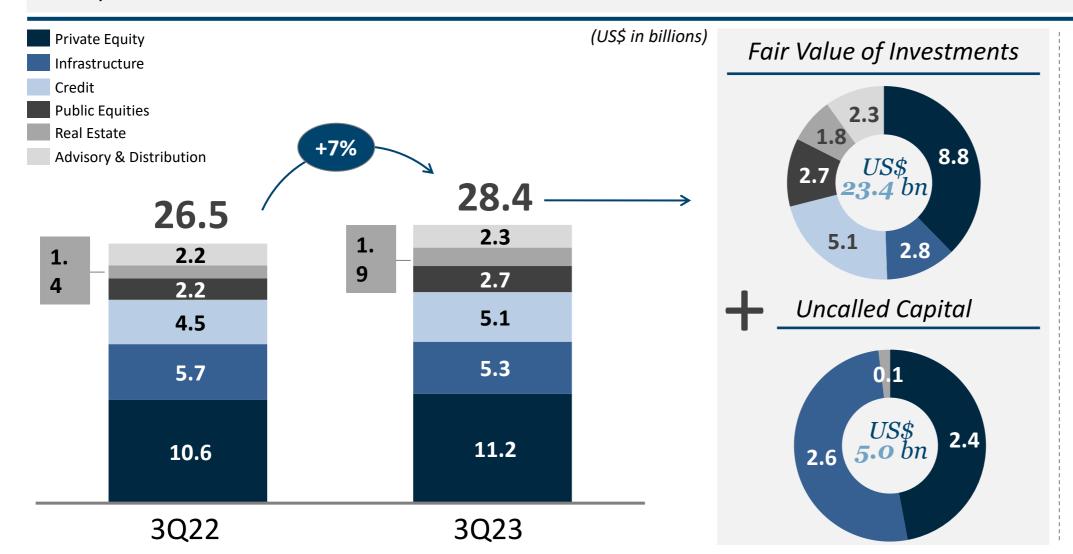
- Net Accrued Performance Fees were \$469 million on September 30, 2023, similar to \$472 million on June 30, 2023
- Positive portfolio valuation impact of \$321 million in 3Q23 was fully offset by local currency depreciation against the US dollar
- The current Net Accrued Performance Fees equate to \$3.17 per share





#### Total Assets Under Management

- Total AUM of \$28.4 billion as of September 30, 2023, up 7% from \$26.5 billion one year ago
- LTM growth was driven by capital inflows of \$3.6 billion together with positive valuation and currency impact of \$2.2 billion, partially offset by outflows of \$(4.3) billion which included strong divestment activity in our flagship funds
- Total AUM is comprised of Fair Value of Investments of \$23.4 billion and Uncalled Capital of \$5.0 billion as of September 30, 2023



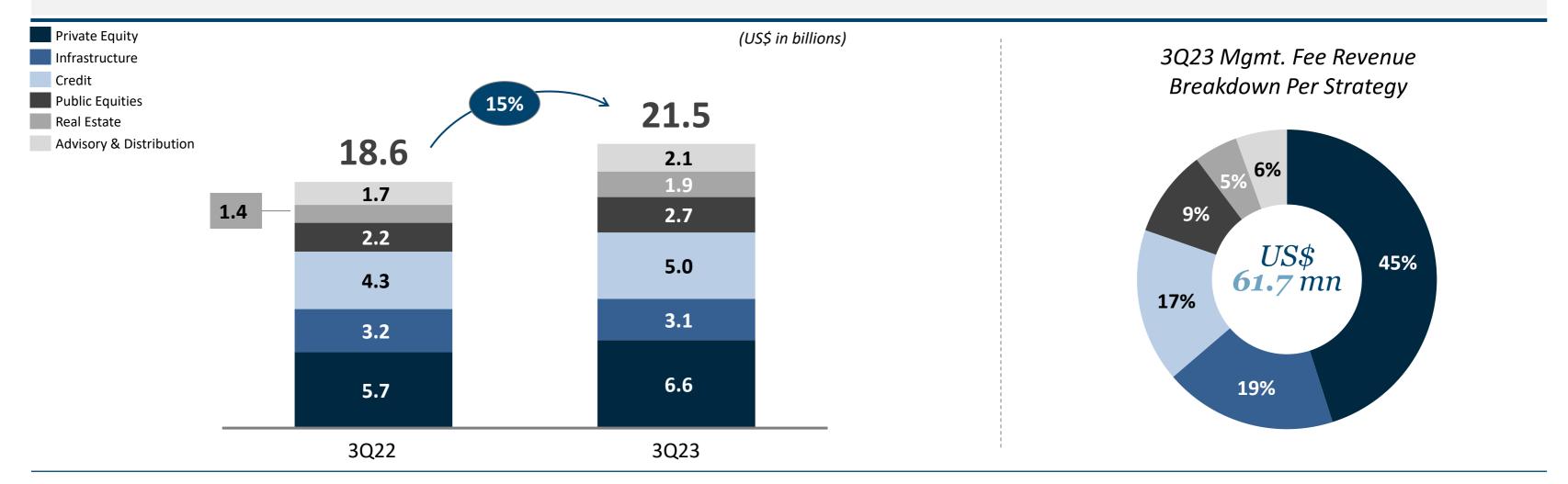
#### Capital Formation

- \$1.3 billion of organic inflows in 3Q23 across a diversified product offering and nearly \$3.7 billion secured through early Q4
- \$4.9 billion of total capital formation secured through early Q4 including inorganic inflows<sup>1</sup>
- Including pending M&A transactions<sup>2</sup>, we have closed or signed \$13.8 billion of new AUM for the platform this year



#### Fee Earning Assets Under Management

- Fee Earning AUM (FEAUM) of \$21.5 billion in 3Q23 was up 15% from one year ago driven by \$3.3 billion of inflows and \$1.4 billion of valuation and currency impact, partially offset by \$2.0 billion of outflows
- Management Fees of \$61.7 million in 3Q23 were up 11% compared to 3Q22 as fee activations in new funds and acquisitions drove net Fee Earning AUM growth
- \$2.1 million of accrued Incentive Fees as of September 30, 2023, driven by our credit products





Note: Patria's Fee Earning AUM reflects the basis that is generating management fees in the current reporting period. Since the flagship Private Equity and Infrastructure funds generally call for management fees semi-annually (in January and July), capital that is invested or reserved in Q1 and Q2 will begin to generate management fees in Q3, and likewise, capital invested or reserved in Q3 and Q4 will begin to generate management fees in Q1 of the following year. See notes and definitions at end of document. Totals may not add due to rounding.

#### Patria's Third Quarter 2023 Earnings

■ Distributable Earnings ("DE") of \$34.6 million in 3Q23 and \$117.3 million YTD

(US\$ in millions)	3Q22	3Q23	% Δ	YTD 3Q22	YTD 3Q23	% Δ
Management Fees	55.8	61.7	11%	166.0	180.9	9%
(+) Incentive Fees	0.1	0.0		0.2	0.1	
(+) Other Fee Revenues	0.5	1.1		2.5	2.1	
(–) Taxes on Revenues (1)	(0.9)	(1.2)		(2.6)	(3.5)	
Total Fee Revenues	55.4	61.6	11%	166.0	179.6	8%
(–) Personnel Expenses	(15.6)	(14.0)	-10%	(46.4)	(47.6)	3%
(–) General and Administrative Expenses	(7.1)	(8.9)	26%	(21.0)	(24.9)	19%
(–) Placement Fees Amortization and Rebates (2)	(1.1)	(2.8)	155%	(4.0)	(6.1)	53%
Fee Related Earnings (FRE)	31.7	36.0	14%	94.6	101.0	7%
FRE Margin (%)	57%	58%		57%	56%	
Realized Performance Fees (After-Tax)	0.0	0.3		0.0	32.1	
(–) Carried interest allocation and bonuses (3)	-	(0.1)		-	(11.2)	
Performance Related Earnings (PRE)	0.0	0.2		0.0	20.9	
(+) Net financial income/(expense) (4)	0.1	1.6		4.0	2.5	
Pre-Tax Distributable Earnings	31.8	37.8		98.7	124.4	
(–) Current Income Tax (5)	(2.1)	(3.2)		(4.9)	(7.0)	
Distributable Earnings (DE)	29.7	34.6		93.8	117.3	
DE per Share	0.20	0.23		0.64	0.79	



# Appendix

## Platform Overview by Asset Class

Asset Class	FE	AUM b	y Structure	Fee Basis	Duration	Currency Exposure Hard / Soft (%)	Effective Mgmt. Fee Rate		
Private Equity	\$6.7bn	100%	Drawdown Funds	Deployed Capital at Cost	Long-dated & Illiquid	97% / 3%	1.7%		
Infrastructure	¢2 1hn	93%	Drawdown Funds	Hybrid: Committed/ Deployed Capital at Cost	Long-dated & Illiquid	79% / 21%	1.5%		
Ingrastractare	structure \$3.1bn		Infrastructure Core	Net Asset Value	Permanent Capital	0% / 100%	1.5%		
Cradit	<i>Credit</i> \$5.0bn 94% 6%		· · · · · · · · · · · · · · · · · · ·		Open/Evergreen Funds	Net Asset Value Periodic/Limited liquidity		72% / 28%	0.89/
Crean			Drawdown Funds	Net Asset Value	Long-dated & Illiquid	0% / 100%	0.8%		
Public Equities	\$2.7bn	100%	Open/Evergreen Funds	Net Asset Value	Periodic/Limited liquidity	0% / 100%	0.7%		
Dogl Estato	ć1 Obr	29%	Drawdown Funds	Deployed Capital at Cost	Long-dated & Illiquid	66% / 34%	1 00/		
Real Estate	\$1.9bn	71%	REITs	Net Asset Value	Permanent Capital	0% / 100%	1.0%		
Advisory &	¢2.1ba	34%	Advisory	Net Asset Value	Periodic/Limited liquidity	23% / 77%	O 50/		
Distribution	57.1pn		Distribution Partnerships	Based on Underlying Fund	Long-dated & Illiquid	100% / 0%	0.5%		
Total		\$2	1.5bn			65% / 35%	1.2%		



# Patria's Earnings – 5 Quarter View

(US\$ in millions)	3Q22	4Q22	1Q23	2Q23	3Q23
Management Fees	55.8	54.6	57.5	61.6	61.7
(+) Incentive Fees	0.1	5.9	0.1	0.0	0.0
(+) Other Fee Revenues	0.5	1.7	0.5	0.5	1.1
(–) Taxes on Revenues (1)	(0.9)	(1.1)	(1.0)	(1.3)	(1.2)
Total Fee Revenues	55.4	61.0	57.1	60.8	61.6
(–) Personnel Expenses	(15.6)	(18.8)	(16.8)	(16.8)	(14.0)
(–) Administrative Expenses	(7.1)	(5.6)	(7.6)	(8.3)	(8.9)
(–) Placement Fees Amortization and Rebates (2)	(1.1)	(1.3)	(1.6)	(1.8)	(2.8)
Fee Related Earnings (FRE)	31.7	35.3	31.2	33.8	36.0
FRE Margin (%)	57%	58%	55%	56%	58%
Realized Performance Fees (After-Tax)	0.0	29.1	15.5	16.4	0.3
(–) Carried interest allocation and bonuses (3)	-	(10.2)	(5.4)	(5.7)	(0.1)
Performance Related Earnings (PRE)	0.0	18.9	10.0	10.7	0.2
(+) Net financial income/(expense) (4)	0.1	0.6	(1.0)	1.9	1.6
Pre-Tax Distributable Earnings	31.8	54.9	40.2	46.4	37.8
(–) Current Income Tax (5)	(2.1)	(1.6)	(1.1)	(2.8)	(3.2)
Distributable Earnings (DE)	29.7	53.3	39.1	43.6	34.6
DE per Share	0.20	0.36	0.27	0.30	0.23



#### Investment Performance - Drawdown Funds

(in Thousands, Except Where Noted)		Deployed + Reserved	Total Invested	Unrealized Investments	Realized Investments	Total Value		Net Returns	
· · · · · · · · · · · · · · · · · · ·	Total	%	Value	Value	Value	Value	Gross MOIC	Net IRR	Net IRR
Fund (Vintage)	(USD)	70	(USD)	(USD)	(USD)	(USD)	(USD)	(USD)	(BRL)
Private Equity									
PE I (1997)	234,000	Divested	163,812	-	278,480	278,480	1.7x	4%	7%
PE II (2003)	50,000	Divested	51,648	-	1,053,625	1,053,625	20.4x	92%	75%
PE III (2007)	571,596	Divested	614,685	1,938	1,193,519	1,195,457	1.9x	8%	19%
PE IV (2011)	1,270,853	118%	1,211,957	1,390,511	209,465	1,599,975	1.3x	1%	8%
PE V (2015)	1,807,389	116%	1,535,623	3,308,299	220,569	3,528,868	2.3x	15%	20%
PE VI (2019)	2,689,666	111%	1,682,787	2,637,404	36,065	2,673,469	1.6x	15%	14%
PE VII (2022)	1,179,148	Fundraising	235,725	246,891	-	246,891	1.x	n/m	n/m
Total Private Equity ex. Co-Inv	7,802,652		5,496,237	7,585,042	2,991,723	10,576,765	1.9x	13%	17%
Co investments	745,010	100%	745,010	548,820	108,249	657,070	0.9x	n/m	n/m
Total Private Equity	8,547,662		6,241,246	8,133,862	3,099,972	11,233,834	1.8x	12%	16%
<u>Infrastructure</u>									
Infra II (2010)	1,154,385	102%	997,679	323,709	880,544	1,204,253	1.2x	0%	10%
Infra III (2013)	1,676,237	115%	1,306,477	774,660	2,213,264	2,987,925	2.3x	13%	21%
Infra IV (2018)	1,941,000	112%	763,003	1,055,480	21,904	1,077,383	1.4x	13%	11%
Total Infrastructure ex. Co-Inv	4,771,622		3,067,158	2,153,848	3,115,712	5,269,561	1.7x	7%	15%
Co investments	1,030,516	84%	866,449	419,926	917,826	1,337,752	1.5x	n/m	n/m
Total Infrastructure	5,802,138		3,933,607	2,573,774	4,033,539	6,607,313	1.7x	8%	17%
Real Estate/Agribusiness	(BRL)	%	(BRL)	(BRL)	(BRL)	(BRL)	(BRL)	(USD)	(BRL)
RE I (2004)	177,362	Divested	168,335	-	459,072	459,072	2.7x		24%
RE II (2009)	996,340	87%	1,030,449	9,783	1,151,743	1,161,526	1.1x		5%
RE III (2013)	1,310,465	86%	1,172,773	410,874	157,616	568,489	0.5x		-12%
Farmland (2018)	149,043	Divested	61,019	-	96,684	96,684	1.6x		14%
Co investments	1,107,668	100%	1,093,900	9,023	-	9,023	0.0x		-70%
Total Real Estate/Agri	3,740,879		3,526,476	429,679	1,865,115	2,294,794	0.7x		-10%



#### Investment Performance - Credit & Public Equities

			Strategy AUM (USD Mn)		Comp	ounded Annเ	ıalized Net R	eturns	
Asset Class	Strategy	Functional Currency		YTD	1yr	3yr	5yr	Since Incep.	Excess Return Since Incept.
	Latam Equities (2008)	USD	1,326	12.4%	20.4%	10.1%	4.1%	3.1%	
Public	Benchmark: Latam Equities Index			13.2%	19.4%	14.1%	3.4%	0.7%	241 bps
Equities	Chilean Equities (1994)	CLP	1,042	11.8%	16.6%	15.8%	2.4%	13.2%	
	Benchmark: Chilean Equities Index			12.2%	21.9%	14.7%	1.1%	7.9%	526 bps
	Latam High Yield (2000)	USD	3,301	8.5%	11.5%	8.5%	4.4%	10.8%	
	Benchmark: CEMBI Broad Div Latam HY			4.3%	12.2%	2.9%	3.4%	7.0%	382 bps
Cradit	Latam Local Currency Debt (2009)	USD	805	14.7%	22.3%	9.6%	4.4%	3.9%	
Credit	Benchmark: GBI Broad Div Latam			17.0%	24.6%	6.1%	3.8%	3.0%	94 bps
	Chilean Fixed Income (2012)	CLP	498	5.8%	10.1%	10.6%	6.7%	8.6%	
	Benchmark: Chilean Fixed Income Index			-1.0%	6.7%	3.6%	5.4%	6.7%	195 bps



#### Total AUM Roll Forward

Twelve Months Ended September 30, 2023 (\$mn)	Private Equity	Infrastructure	Credit	Public Equities	Real Estate	Advisory & Distribution	Total
AUM 3Q22	10,564	5,674	4,517	2,174	1,352	2,220	26,501
Acquisitions <sup>1</sup>	468	-	-	-	-	-	468
Inflows <sup>2</sup>	250	948	518	679	481	747	3,624
Outflows <sup>3</sup>	(278)	(1,822)	(620)	(624)	(157)	(758)	(4,260)
Valuation Impact	(311)	448	563	345	99	43	1,186
FX	514	152	51	96	101	77	992
Funds Capital Variation <sup>4</sup>	(32)	(88)	23	(1)	(2)	-	(101)
AUM 3Q23	11,176	5,312	5,052	2,669	1,873	2,329	28,411

Three Months Ended September 30, 2023 (\$mn)	Private Equity	Infrastructure	Credit	Public Equities	Real Estate	Advisory & Distribution	Total
AUM 2Q23	11,227	4,970	4,913	2,714	1,848	2,537	28,209
Acquisitions <sup>1</sup>	-	-	-	-	-	-	-
Inflows <sup>2</sup>	43	421	196	279	100	273	1,313
Outflows <sup>3</sup>	(48)	(145)	(97)	(78)	(77)	(390)	(836)
Valuation Impact	193	121	118	(107)	28	9	362
FX	(310)	(149)	(68)	(138)	(23)	(101)	(788)
Funds Capital Variation <sup>4</sup>	70	96	(11)	-	(4)	-	151
AUM 3Q23	11,176	5,312	5,052	2,669	1,873	2,329	28,411



#### Total FEAUM Roll Forward

Twelve Months Ended September 30, 2023 (\$mn)	Private Equity	Infrastructure	Credit	Public Equities	Real Estate	Advisory & Distribution	Total
FEAUM 3Q22	5,733	3,243	4,339	2,176	1,351	1,741	18,584
Acquisitions <sup>1</sup>	222	-	-	-	-	-	222
Inflows <sup>2</sup>	765	305	515	680	473	536	3,273
Outflows <sup>3</sup>	(95)	(548)	(416)	(624)	(138)	(161)	(1,981)
Valuation Impact	(0)	23	540	344	109	(57)	960
FX and Other	14	82	37	95	136	33	399
FEAUM 3Q23	6,639	3,106	5,015	2,671	1,931	2,094	21,457

Three Months Ended September 30, 2023 (\$mn)	Private Equity	Infrastructure	Credit	Public Equities	Real Estate	Advisory & Distribution	Total
FEAUM 2Q23	6,708	3,404	4,898	2,716	1,891	1,956	21,573
Acquisitions <sup>1</sup>	-	-	-	-	-	-	-
Inflows <sup>2</sup>	49	232	173	279	130	262	1,126
Outflows <sup>3</sup>	(95)	(510)	(71)	(78)	(70)	(30)	(854)
Valuation Impact	-	9	82	(108)	37	(41)	(21)
FX and Other	(22)	(29)	(66)	(138)	(57)	(53)	(366)
FEAUM 3Q23	6,639	3,106	5,015	2,671	1,931	2,094	21,457



# Patria's Third Quarter 2023 IFRS Results

■ IFRS Net Income attributable to Patria was \$18.5 million for 3Q23 and \$71.4 million YTD

(US\$ in millions)	3Q22	3Q23	YTD 3Q22	YTD 3Q23
Revenue from management fees	57.4	63.5	167.6	185.4
Revenue from incentive fees	0.1	0.0	0.2	0.1
Revenue from performance fees (1)	0.0	0.3	0.1	33.2
Revenue from advisory and other ancillary fees	0.5	1.1	2.5	2.1
Taxes on revenue (2)	(1.1)	(1.4)	(2.8)	(4.9)
Revenue from services	57.0	63.5	167.6	215.9
Personnel expenses (3)	(15.8)	(15.8)	(49.7)	(52.8)
Deferred Consideration (4)	(6.1)	(6.1)	(18.3)	(19.1)
Amortization of intangible assets	(4.1)	(5.9)	(13.0)	(16.3)
Carried interest allocation	-	(0.1)	-	(11.2)
General and Administrative expenses	(8.2)	(11.5)	(24.1)	(30.6)
Other income/(expenses) (5)	(6.3)	(6.8)	(13.5)	(19.5)
Share of equity-accounted earnings (6)	(0.7)	(0.0)	(1.6)	(0.6)
Net financial income/(expense) (7)	(0.4)	1.0	6.2	1.5
Income before income tax	15.4	18.3	53.5	67.3
Income tax (8)	(2.2)	0.6	(6.1)	5.1
Net income for the period	13.2	18.8	47.4	72.4
Attributable to:				
Owners of the Parent	12.2	18.5	46.4	71.4
Non-controlling interests (9)	1.0	0.4	1.0	1.0



#### Reconciliation of IFRS to Non-GAAP Measures

(US\$ in millions)	3Q22	4Q22	1Q23	2Q23	3Q23
Management Fees	55.8	54.6	57.5	61.6	61.7
(+) Incentive Fees	0.1	5.9	0.1	0.0	0.0
(+) Other Fee Revenues	0.5	1.7	0.5	0.5	1.1
(–) Taxes on Revenues	(0.9)	(1.1)	(1.0)	(1.3)	(1.2)
Total Fee Revenues	55.4	61.0	57.1	60.8	61.6
(–) Personnel Expenses	(15.6)	(18.8)	(16.8)	(16.8)	(14.0)
(–) Administrative Expenses	(7.1)	(5.6)	(7.6)	(8.3)	(8.9)
(-) Placement Fees Amortization and Rebates	(1.1)	(1.3)	(1.6)	(1.8)	(2.8)
Fee Related Earnings (FRE)	31.7	35.3	31.2	33.8	36.0
Realized Performance Fees (After-Tax)	0.0	29.1	15.5	16.4	0.3
(–) Carried interest allocation and bonuses	-	(10.2)	(5.4)	(5.7)	(0.1)
Performance Related Earnings (PRE)	0.0	18.9	10.0	10.7	0.2
(+) Net financial income/(expense)	0.1	0.6	(1.0)	1.9	1.6
Pre-Tax Distributable Earnings	31.8	54.9	40.2	46.4	37.8
(–) Current Income Tax	(2.1)	(1.6)	(1.1)	(2.8)	(3.2)
Distributable Earnings (DE)	29.7	53.3	39.1	43.6	34.6
(-) Deferred Taxes (1)	0.1	(0.5)	(1.9)	10.6	4.0
(-) Amortization of intangible assets from acquisition (2)	(4.3)	(4.5)	(4.7)	(4.7)	(4.8)
(-) Long term employee benefits (3)	(0.1)	(0.4)	(0.7)	(0.5)	(1.1)
(-) Deferred and contingent consideration (4)	(7.3)	8.4	(7.2)	(8.7)	(7.7)
(-) Other transaction costs (5)	(1.4)	(3.9)	(2.5)	2.1	(3.4)
(-) Derivative financial instrument gains/(losses) (6)	(0.8)	(2.1)	(1.3)	(3.4)	(2.9)
(-) SPAC expenses and transaction costs (7)	(3.7)	(3.7)	(3.5)	(3.3)	(0.2)
Net income for the period (8)	12.2	46.5	17.2	35.7	18.5



#### IFRS Balance Sheet

(US\$ in millions)	12/31/2022	9/30/2023	(US\$ in millions)	12/31/2022	9/30/2023
Assets			Liabilities and Equity	_	
Cash and cash equivalents	26.5	17.5	Client funds payable	23.6	11.1
Client funds on deposit	23.6	11.1	Consideration payable on acquisition (8) 33.2		52.7
Short term investments (1)	285.9	205.5	Personnel and related taxes (9)	27.1	15.3
Accounts receivable (2)	125.4	114.8	Taxes payable	0.9	8.2
Project advances	5.7	11.2	Carried interest allocation (10)	10.4	9.5
Other assets (3)	6.8	9.9	Derivative financial instuments	1.1	0.7
Recoverable taxes	5.7	9.4	Commitment subject to possible redemption (11)	234.1	184.0
			Other liabilities (12)	7.6	41.5
Current Assets	479.6	379.4	Current liabilities	338.0	323.0
Accounts receivable (2)	6.3	17.7	Gross obligation under put option (13)	73.4	85.4
Deferred tax assets (4)	1.7	14.3	Consideration payable on acquisition (8) 33.4		34.5
Project advances	0.9	1.2	Carried interest allocation (10)		5.2
Other assets	2.0	2.4	Personnel liabilities	1.7	2.2
Long term investments (5)	35.3	53.4	Deferred tax liabilities	-	-
Derivative financial instruments (6)	6.3	5.5	Other liabilities	14.1	13.0
Investments in associates	8.0	0.7	Non-current liabilities	124.7	140.3
Property and equipment	24.6	23.8			
Intangible assets (7)	411.5	438.4	Total liabilities	462.7	463.3
Non-current assets	496.6	557.4	Capital	0.0	0.0
			Additional paid-in capital	485.2	495.3
			Performance Share Plan (14)	1.5	2.5
			Retained earnings	77.6	33.3
			Cumulative translation adjustment	(11.5)	(16.8)
			Equity attributable to the owners of the parent	552.8	514.3
			Non-controlling interests	(39.3)	(40.8)
			Equity	513.5	473.5
Total Assets	976.2	936.8	Total Liabilities and Equity	976.2	936.8



# Share Summary

	3Q22	4Q22	1Q23	2Q23 <sup>1</sup>	3Q23
Class A Common Shares	54,247,500	54,247,500	54,247,500	54,930,241	54,930,241
Class B Common Shares	92,945,430	92,945,430	92,945,430	92,945,430	92,945,430
Total Shares Outstanding	147,192,930	147,192,930	147,192,930	147,875,671	147,875,671

# Understanding Patria's P&L

#### FEE RELATED EARNINGS & DISTRIBUTABLE EARNINGS ARE KEY PROFITABILITY MEASURES FOR THE INDUSTRY

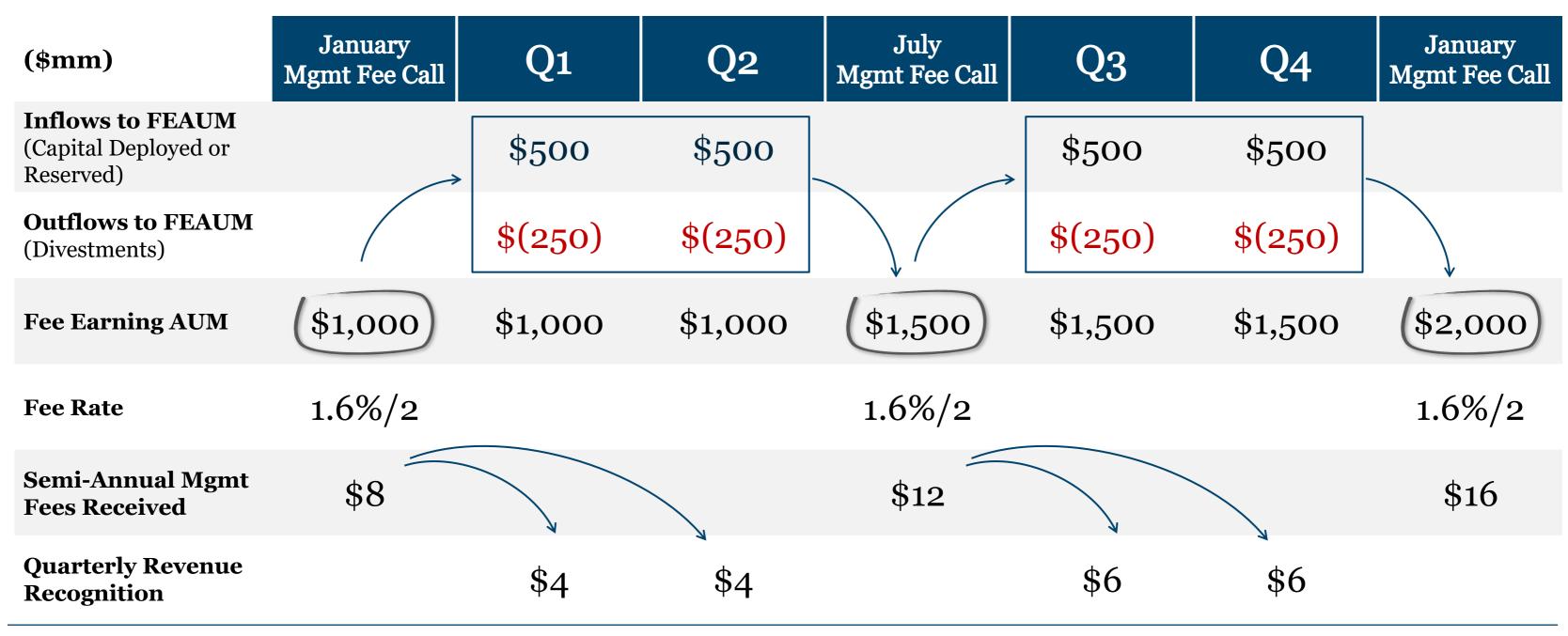
	4Q22		
Management Fees	54.6	Primary operating revenue stream — Contractual recurring fees based on Fee Earning AUM	
Incentive Fees	5.9	Earned on certain vehicles – measured/received on a recurring basis without realization requirement	
Other Fee Revenues	1.7	Includes portfolio advisory fees net of rebates to fund investors, as well as other miscellaneous revenue	
Taxes on Revenues	(1.1)	Tax expense directly related to revenues earned in certain tax jurisdictions	
Total Fee Revenues	61.0	Sum of management fees, incentive fees and other operating revenues, net of related tax expense	
Personnel Expenses	(18.8)	Includes base & bonus compensation, benefits and payroll taxes	
Administrative Expenses	(5.6)	Includes non-compensation-related expenses including professional services, office costs, etc	
Placement Fees Amortization & Rebates	(1.3)	Reflects the amortized cost of certain expenses related to fundraising and distribution	
Fee Related Earnings (FRE)	35.3	Highly-valued industry measure of operating profitability excluding the impact of performance fees	
Realized Performance Fees	29.1	Gross realized carried interest – closed-end funds based on "European waterfall" structure	
Realized Performance Fee Compensation	(10.2)	Compensation paid to investment team employees at a rate of 35% of realized performance fees	
Performance Related Earnings	18.9	Performance fees attributable to the firm & shareholders (net of related compensation expense)	
Net Financial Income/(Expense)	0.6	Generally reflects the gain (loss) on balance sheet investments/assets and other financial income	
Pre-tax Distributable Earnings	54.9	Sum of Fee Related Earnings, Performance Related Earnings & Net Financial Income/(Expense)	
Current Income Tax	(1.6)	Income tax expense paid at the corporate level	
Distributable Earnings (DE)	53.3	Headline earnings metric for the industry – Basis for variable dividend calculation at rate of ~85%	



#### Management Fee Revenue: Understanding the Mechanics

MANAGEMENT FEES FOR DRAWDOWN FUNDS ARE TYPICALLY CHARGED SEMI-ANNUALLY & RECOGNIZED MONTHLY

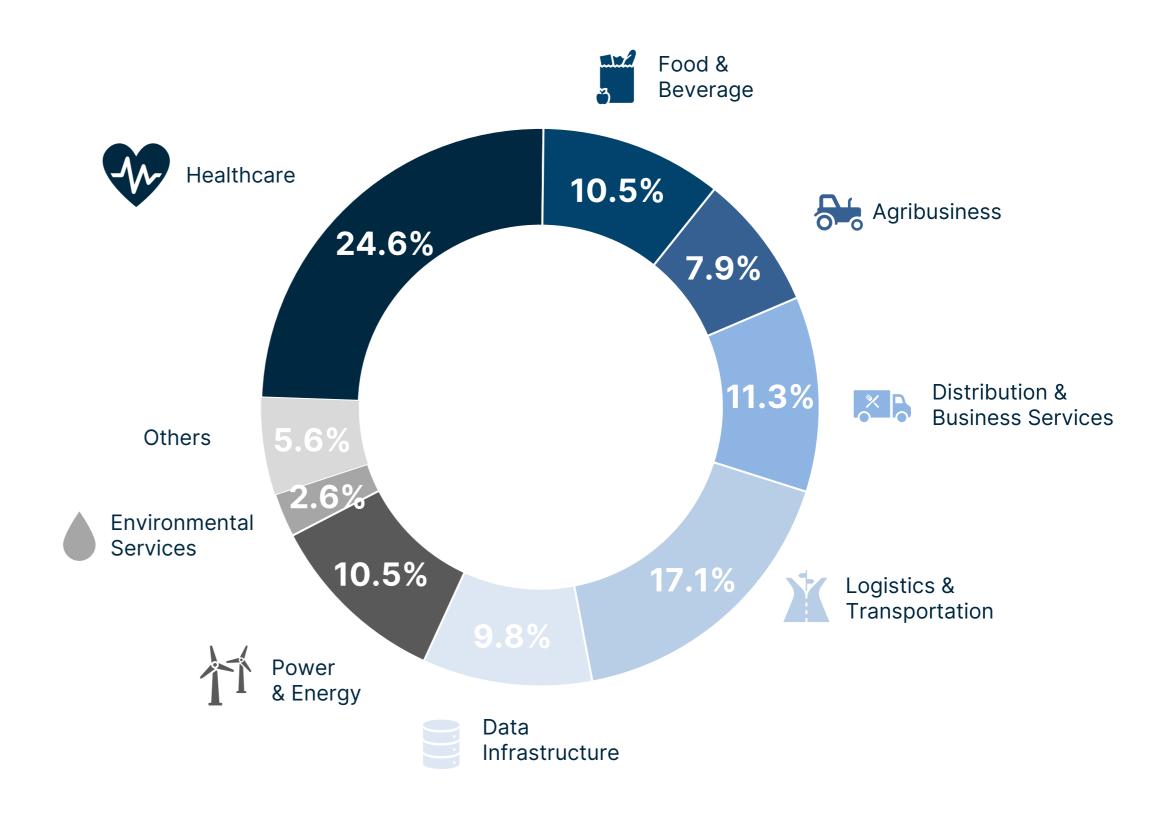
#### Illustrative example for a fund with management fees charged on invested capital...





# Our portfolio reflects opportunities in resilient LatAm sectors

Private Equity & Infrastructure flagship funds committed capital by sector in USD





#### **Notes**

#### Notes to page 42 – Net Accrued Performance Fees

- (1) Beginning with 1Q23, we are reporting Net Accrued Performance Fees balances net of related compensation and revenue taxes only. Disclosures in prior periods were also reflected net of related corporate income taxes and for comparative purposes we have now adjusted prior periods to be consistent with current reporting methodology.
- (2) Others include Private Equity funds III, Infrastructure fund II, Moneda Alturas II and Kamaroopin's legacy Growth Equity fund

#### Notes to pages 45 – Patria's Third Quarter 2023 Earnings and 48 – Patria's Earnings – 5 Quarter View

- (1) Taxes on revenue have been adjusted from the comparable line in our IFRS results to remove Taxes on Realized Performance Fees which are excluded from Patria's Fee Related Earnings
- (2) Placement Fees amortization are recorded on an accrual basis and amortized over the terms of the respective investment funds
- (3) Performance fee payable to carried interest vehicle have been deducted from performance related earnings
- (4) Net financial income/(expense) includes share of equity-accounted earnings, and unrealized gains/(losses) on financial instruments excluding unrealized gains/(losses) on option arrangements from business combination, warrants and other net financial income/(expenses) related to the SPAC
- (5) Current Income Tax represents tax expenses based on each jurisdiction's tax regulations

#### Notes to page 51 - Total AUM Roll Forward

- 1) Acquisitions reflects the Total AUM for acquired entities as of the end of the quarterly period in which the transaction closed. Impacts to Total AUM in subsequent periods are reflected on the relevant roll forward line items
- 2) Inflows generally reflects fundraising activity in the period
- 3) Outflows generally reflects divestment activity in our drawdown funds, dividends, and redemption activity in funds that offer periodic liquidity
- 4) Funds Capital Variation generally reflects the change in cash-on-hand balances at the fund level during the period. This includes but is not limited to: (i) amounts called from limited partners which has not yet been invested, (ii) amounts received from asset sales which has not yet been distributed to limited partners and (iii) amounts used to pay down capital call financing facilities

#### Notes to page 52 - Total FEAUM Roll Forward

- 1) Acquisitions reflects the Fee Earning AUM for acquired entities as of the end of the quarterly period in which the transaction closed. Impacts to Fee Earning AUM in subsequent periods are reflected on the relevant roll forward line items
- 2) Inflows reflects increases in the management fee basis of our funds related to fundraising, new subscriptions, or deployment dependent on the individual fee terms of each fund
- 3) Outflows reflects decreases to the management fee basis of our funds related to divestment activity or a contractual basis stepdown in drawdown funds, redemption activity in funds that offer periodic liquidity, and dividends in certain funds with fees based on NAV



#### Notes

#### Notes to page 53 – Patria's Third Quarter 2023 IFRS Results

- (1) Performance fees determined in accordance with the funds offering documents and/or agreements with Limited Partners, based on the expected value for which it is highly probable that a significant reversal will not occur
- (2) Taxes on revenue represent taxes on services in some of the countries where Patria operates
- (3) Personnel expenses consist of fixed compensation costs composed of salaries and wages, rewards and bonuses, social security contributions, payroll taxes and short and long-term benefits
- (4) Deferred consideration is accrued for services rendered during retention period of employees from acquired businesses
- (5) Includes share issuance expenses related to the Initial Public Offering concluded on March 14, 2022, of Patria Latin American Opportunity Acquisition Corp. (ticker PLAO), a Special Purposes Acquisition Company ("SPAC"), and other acquisition related transaction costs including M&A expenses, unwinding of considerations payable and gross obligations under put options on acquired business
- (6) Includes earnings and amortization on intangible assets from investments in associates
- (7) Mainly composed by the fair value adjustments from: long-term investments, derivative financial instruments and foreign exchange variance
- (8) Income tax includes both current and deferred tax expenses for the period
- (9) Represents the non-controlling interest of VBI Real Estate

#### Notes to Page 54 – Reconciliation of IFRS to Non-GAAP Measures

- (1) Deferred Taxes are temporary taxable differences mostly from non-deductible employee profit sharing expenses, performance fees and quarterly revaluation of derivatives (IFRS note "Income Tax Expenses")
- (2) Amortization of businesses acquisition costs allocated to intangibles assets, such as contractual rights, customers relationship, and brands
- (3) Expenses with equity-based compensation and long-term employee benefits from acquired businesses. Includes Officers' Fund tracking shares, IPO's Share based incentive plan, and legacy Strategic Bonus from acquired business
- (4) Expenses for acquisition costs accruals. (i) Deferred consideration is accrued over retention period of key management from acquired businesses. (ii) Contingent consideration is the fair value adjustment of earn-out payables.
- (5) Non-recurring expenses associated with business acquisitions and restructuring
- (6) Unrealized gains and losses on warrants issued by the SPAC and option arrangements from acquisition-related transactions
- (7) SPAC's expenses are excluded from Distributable Earnings
- (8) Reflects net income attributable to owners of the Parent



#### **Notes**

#### Notes to Page 55 – IFRS Balance Sheet Results

- (1) The balance includes trust account of Patria Latin American Opportunity Acquisition Corp. (ticker PLAO), a Special Purposes Acquisition Company ("SPAC")
- (2) Current and non-current accounts receivable mainly related to management and performance fees
- (3) Other assets includes working capital movements related to prepaid expenses and advances
- (4) Deferred Taxes are temporary taxable differences mostly from non-deductible employee profit sharing expenses, performance fees and quarterly revaluation of derivatives (IFRS note "Income Tax Expenses")
- (5) The long-term investments includes GP commitments into the funds
- (6) Includes derivative financial instruments from acquisition related activity
- (7) Includes the intangible assets from associate companies of the group
- (8) Primarily composed of goodwill, non-contractual customer relationships and brands from business acquisitions and their amortization
- (9) The payable amounts relate to purchase consideration payable for business acquisitions, which include amounts contingent to the business performance over a specific period of time
- (10) Primarily composed by salaries, wages and employee profit-sharing
- (11) Reflects 35% of performance fees receivable to be paid to a carried interest vehicle when the carried interests are collected from the funds
- (12) Liabilities related to SPAC for warrants (ticker PLAOW) and redeemable SPAC Class A ordinary shares (PLAO)
- (13) Gross obligation related to option arrangements from acquisition-related activity of businesses
- (14) Reflects the share-based incentive plan



#### Definitions

- **Distributable Earnings (DE)** is used to assess our performance and capabilities to distribute dividends to shareholders. DE is calculated as FRE deducted by current income tax expense, plus net realized performance fees, net financial income/(expenses). DE is derived from and reconciled to, but not equivalent to, its most directly comparable IFRS measure of net income.
- **Drawdown Funds** are illiquid, closed-end funds in which upfront capital commitments are allocated to investments, and funded through capital calls from limited partners over the contractual life of the fund, which typically ranges from 10-14 years.
- Fee Earning Assets Under Management (FEAUM) is measured as the total capital managed by us on which we derive management fees as of the reporting date. Management fees are based on "net asset value," "adjusted cost of all unrealized portfolio investments," "capital commitments," or "invested capital" plus "reserved capital" (if applicable), each as defined in the applicable management agreement.
- Fee Related Earnings (FRE) is a performance measure used to assess our ability to generate profits from revenues that are measured and received on a recurring basis. FRE is calculated as management, incentive and other fee revenues, net of taxes, less personnel and administrative expenses, amortization of placement agents and rebate fees, adjusted to exclude the impacts of equity base compensation and non-recurring expenses.
- Gross MOIC represents the Gross Multiple on Invested Capital and is calculated as the total fair value of investments (realized and unrealized), divided by total invested capital.
- Incentive Fees are realized performance-based fees which are measured and received on a recurring basis, and not dependent on realization events from the underlying investments.
- Net Accrued Performance Fees represent an accrued balance of performance fees, which if each eligible investment vehicle were liquidated on the reporting date at current valuations, would be recognized as Performance Related Earnings.
- Net IRR represents the cash-weighted internal rate of return on limited partner invested capital, based on contributions, distributions and unrealized fair value as of the reporting date, after the impact of all management fees, expenses and performance fees, including current accruals. Net IRR is calculated based on the chronological dates of limited partner cash flows, which may differ from the timing of actual investment cash flows for the fund.
- Pending FEAUM refers to committed capital that is eligible to earn management fees but is not yet activated per the basis defined in the applicable management agreement.
- **Performance Related Earnings (PRE)** refer to realized performance fees (net of related taxes) less realized performance fee compensation allocated to our investment professionals. We earn performance fees from certain of our drawdown funds, representing a specified allocation of profits generated on eligible third-party capital, and on which the general partner receives a special residual allocation of income from limited partners in the event that specified return hurdles are achieved by the fund.
- Total Assets Under Management (Total AUM) refers to the total capital funds managed or advised by us plus the investments directly made by others in the invested companies when offered by us as co-investments. In general, Total AUM equals the sum of (i) the fair value of the investments of each one of the funds and co-investments; and (ii) uncalled capital, which is the difference between committed and called capital.

