



INSTITUTIONAL PRESENTATION



01 THE COMPANY

Founded in **2011**

R\$ 3.7 Billion AUM

745 thousand m² of GLA developed and acquired

More than **173 thousand** Investors

As of jun/2025

Alianza is an asset manager specializing in real estate investments with a focus on **income generation and capital appreciation**. Founded in 2011 and headquartered in São Paulo, the company operates throughout Brazil with a highly qualified multidisciplinary team, **with proven experience in the real estate and financial markets**.

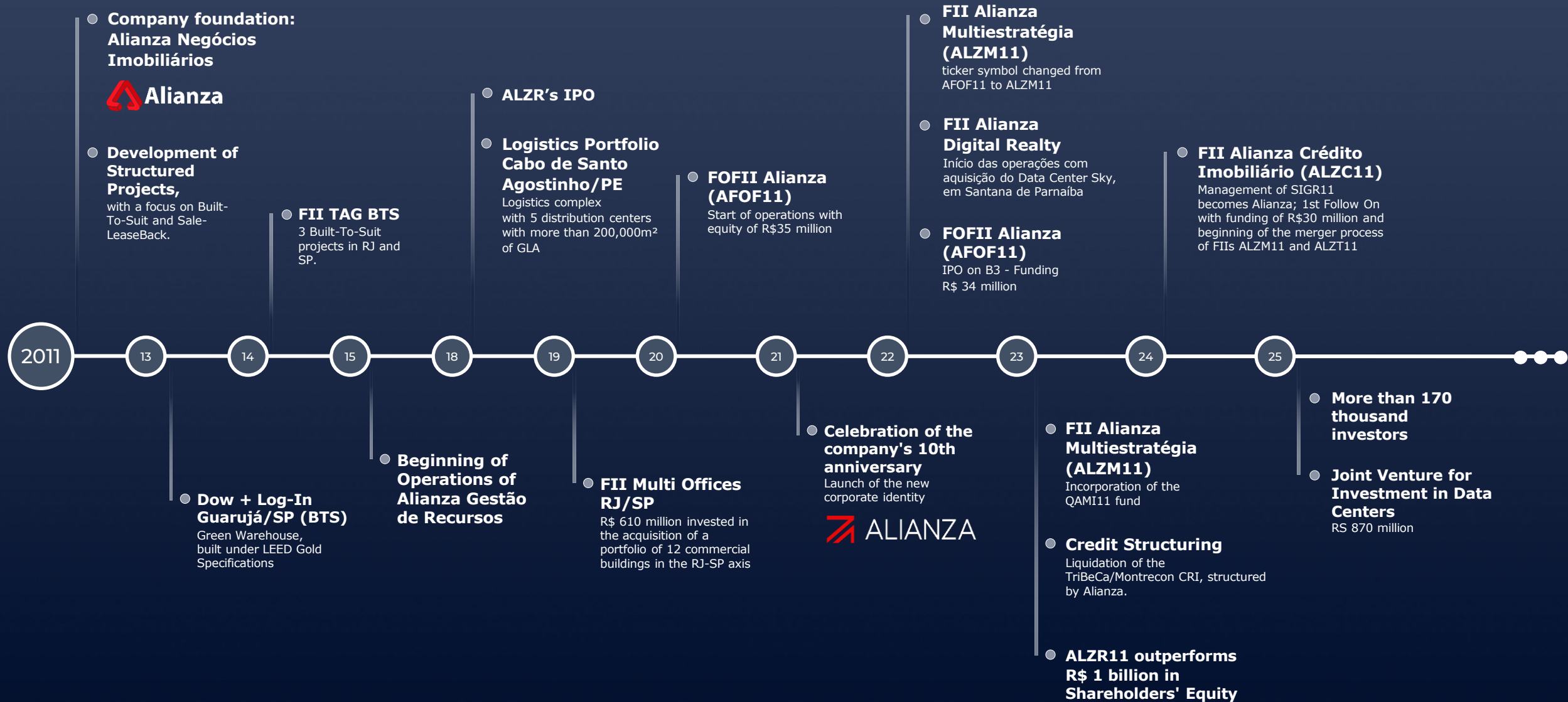
With more than R\$ 3.7 billion currently under management, invested in commercial, logistics and data center assets through **Real Estate Investment Funds**, Alianza carries out both strategic acquisitions of properties already built, as well as the development of new projects from their conception.

Our main lines of business include **Structured Projects** (Built-To-Suit and Sale & Leaseback), **Data Centers, Offices** and **Credit**.



Alianza stands out for its agile decision-making, strong relationships with market players, proven expertise in internal processes, and mastery of the most modern investment tools, ensuring trust and transparency for its investors.

01 THE COMPANY - TIMELINE



Ricardo Madeira

Ricardo, Partner and Founder, brings **26 years of real estate market experience**. He previously served as an executive at major sector companies like Bracor São Carlos and TRX Realty. In these roles, Ricardo consistently focused on new business development, primarily prospecting new clients and tenants.

He founded Alianza Investimentos Imobiliários in 2011. Throughout his career, he has overseen the development, acquisition, and divestment of over 900,000 square meters of projects, exceeding **R\$ 6 billion** in business transactions.

Ricardo holds a degree in Architecture from FAAP and a postgraduate degree in Administration from Insper-SP. He is currently responsible for the commercial, brick funds, development, engineering, and property management areas.



Fabio Carvalho

As Partner, Fabio brings **28 years of experience** in the financial and investment markets. His career includes participation in some of Brazil's first independent asset managers in the mid-90s.

He was a pioneer in founding early real estate investment companies focused on income generation in Brazil and has been involved in approximately **R\$ 5 billion** in the development or acquisition of income-producing real estate assets, encompassing both commercial buildings and logistics properties.

He joined Alianza in 2015, and holds a degree in Business Administration from Mackenzie, an MBA from FIA-USP, a postgraduate degree in Finance from FGV, and an OPM from Harvard Business School.

Currently, Fabio is responsible for finance, funding, investor relations, and the Multistrategy Fund platform.



Experienced partners in both real estate and financial markets
in addition to a senior multidisciplinary team with backgrounds in important companies



Assets under Management:
R\$ 3.7 Billion

Mais de
745,000m²
 of GLA developed and acquired

As of June 2025

49 Investments

37 Properties in **São Paulo**

- | | | | | | |
|--------------------------------------|--|--|---|---|---|
| ■ Air Liquide
São Paulo/SP | ■ DASA Asc. Reis
São Paulo/SP | ■ Oba Hortifruti (Store)
SBC/SP | ■ Clariant (Divested)
São Paulo/SP | ● Indaiatuba
Indaiatuba/SP
(Divested) | ⬢ UH Guarulhos/SP |
| ■ BRF
Guarulhos/SP | ■ DASA Sumaré
São Paulo/SP | ■ Oba Hortifruti (Store)
S. José Rio Preto/SP | ■ IPG (Divested)
São Paulo/SP | ● São Pedro
São Paulo/SP
(Divested) | ⬢ UH Mauá I/SP |
| ■ BRF
Bauru/SP | ■ Coca-Cola FEMSA
Santo André/SP | ■ Oba Hortifruti (DC)
Ribeirão Preto/SP | ■ Aptiv (Divested)
Esp. Sto. Pinhal/SP | ● Jacarandá
Barueri/SP | ⬢ UH Mauá II/SP (Divested) |
| ■ Bauducco
Guarulhos/SP | ■ DuPont (TSERM)
Sant. Parnaíba/SP | ■ CDB Ana Rosa
São Paulo/SP | ● Alex. Dumas
São Paulo/SP | ▲ São José
São Paulo/SP | ⬢ UH Osasco/SP (Divested) |
| ■ Santillana
São Paulo/SP | ■ Pueri Domus
São Paulo/SP | ■ CDB Morumbi
São Paulo/SP | ● Barra Funda
São Paulo/SP | ▲ Land
São Bernardo
do Campo/SP | ▼ Edgar Garcia Land
São Paulo/SP
(Divested) |
| ■ Decathlon
São Paulo/SP | ■ Sky (Alianza Digital)
Sant. Parnaíba/SP | ■ Assaí
Guarujá/SP | ● Santo Antônio
São Paulo/SP | ▼ Casanova Land
São Paulo/SP
(Divested) | ▼ Dow + Log-In
Guarujá/SP
(Divested) |
| ■ Mercado Livre
Ribeirão Preto/SP | | | | | |

10 in **Rio de Janeiro**

- | | |
|-------------------------------------|--|
| ■ Atento
Rio de Janeiro/RJ | ▲ RB115
Rio de Janeiro/RJ |
| ■ Globo
Rio de Janeiro/RJ | Prevent - Polidoro
Rio de Janeiro/RJ
(Private Fund,
Divested) |
| ■ Assaí
Rio de Janeiro/RJ | Atento
Campo Grande/RJ
(Divested) |
| ● Bolsa do Rio
Rio de Janeiro/RJ | |
| ▲ Icomap
Rio de Janeiro/RJ | |
| ▲ Ouvidor 107
Rio de Janeiro/RJ | |
| ▲ Vargas
Rio de Janeiro/RJ | |

1 in **Rio Grande do Sul**

- Scala (Alianza Digital)
Porto Alegre/RS

1 in **Pernambuco**

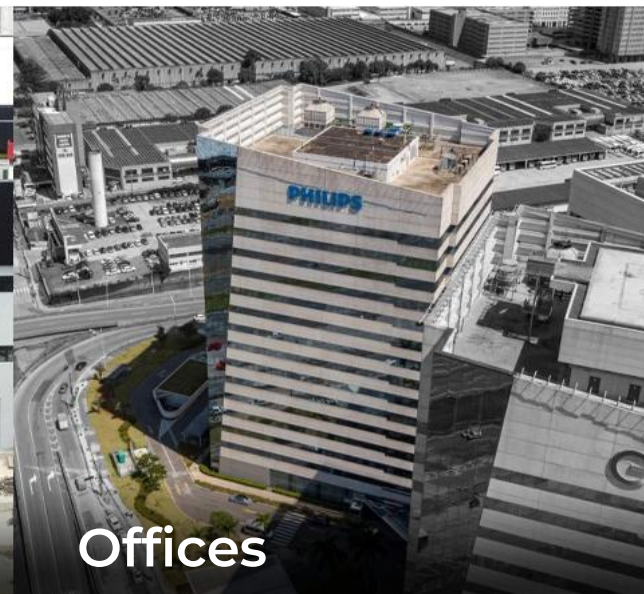
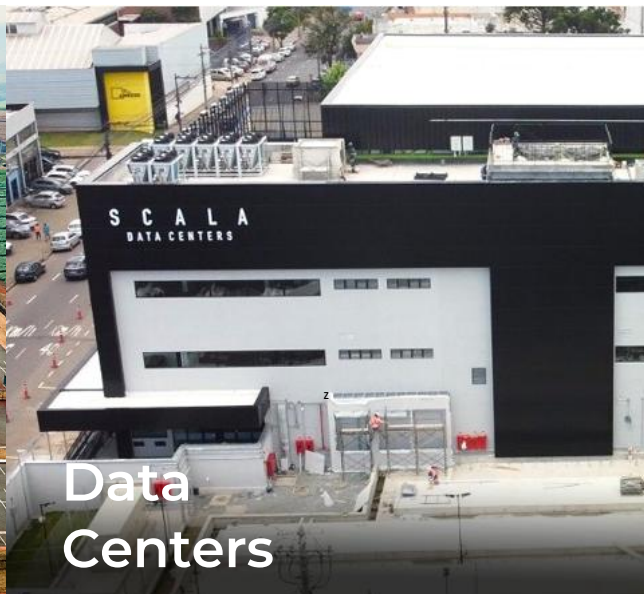
- Logistics Portfolio
Cabo de Santo Agostinho/PE
(Divested)

- | | |
|-------------|------------------|
| ■ ALZR11 | ▲ OFFICES II |
| ● MTOF1 | ◆ REAL ESTATE II |
| ⬢ URBAN HUB | ▼ RESIDENTIAL |



02

**BUSINESS
LINES**



Alianza is a management company specialized in the development and acquisition of real estate assets with focus on income generation and capital gain. Our main lines of business are **Structured Projects** (Built-To-Suit and Sale & Leaseback), **Data Centers**, **Offices** and **Credit**.

We have two main investment vehicles listed on the stock exchange: **ALZR11**, a fund focused on the acquisition of strategic properties leased via atypical contracts for AAA tenants, and **ALZC11**, a real estate credit fund with strong risk management and careful asset analysis.

We also manage **closed-end funds**, with **institutional and individual investors**, **local and international**, focused on diversified real estate strategies and opportunities with high upside potential.

Our differential is in our team endowed with a **high technical level and extensive experience in the real estate and financial markets**, combined with organizational excellence and detailed processes, ensuring maximum efficiency and security at each stage of the business.

With a careful approach, from the identification to the strategic acquisition of **ready-made or developing properties**. Each decision is guided by data and technical rigor, allowing us to continuously optimize our portfolio.

We evaluate each opportunity in detail, prioritizing assets with clear potential to **unlock value in an efficient and sustainable way**, whether through restructuring, reoccupation, strategic repositioning or financial optimization.

Income and Capital Gain

Structured Projects	Data Center	Offices	Credit
<p>Alianza Trust Renda FII (ALZR11)</p> <p>Income</p> <p>23 Assets* in the portfolio, distributed among logistics and commercial warehouses and urban income</p>	<p>Joint venture with Institutional Investor</p> <p>Capital Gain</p> <p>1 Asset Committed Capital: R\$990 mm</p>	<p>FII Alianza Digital Realty (fund 100% owned by ALZR11)</p> <p>Income</p> <p>2 Assets* AUM R\$215 mm</p>	<p>Alianza Multioffices FII (MTOF11)</p> <p>Income</p> <p>7 assets in the portfolio, distributed between São Paulo and Rio de Janeiro</p>
<p>FOF FIM</p> <p>Income</p> <p>AUM R\$21 mm</p>	<p>Alianza Crédito Imobiliário FII (ALZC11)</p> <p>Income</p> <p>AUM R\$188 mm</p>	<p>R\$1,735 mm</p>	<p>R\$1,205 mm</p>
<p>R\$557 mm</p>	<p>R\$209 mm</p>		

As of June 2025; Other FIIs: R\$ 234 mm.

*Note: the Sky/SP and Scala/RS Data Centers are invested directly by Alianza Digital Realty Real Estate Investment Fund, whose sole shareholder is ALZR11.

Total assets under management:

AUM: R\$3,7 Billion



03

ALZR11



2018

January: IPO on B3
Raised R\$100 million,
used to acquire 2 properties:

São Paulo/SP

Rio de Janeiro/RJ

2019

June: 1st Follow On
Raised R\$170 million,
used to acquire 5 properties:

Guarulhos/SP
and Bauru/SP

Espírito Santo
do Pinhal/SP

São Paulo/SP

São Paulo/SP

2020

August: 2nd Follow On
Raised R\$180 million,
used to acquire 5 properties:

São Paulo/SP

(2 properties): São Paulo/SP

Rio de Janeiro/RJ

São Paulo/SP

2021

March: Data Center Sky

Santana de Parnaíba/SP
(via Alianza Digital FII)

July: 3rd Follow On

Raised R\$164 million,
used to acquire 2 properties:

Guarulhos/SP

Santo André/SP

+R\$100 Million
Equity

906
Investors

2022

July: 4th Follow On
raised R\$109 million;

September:
Clariant Divestment



2023

January:
Acquisition of 98% of the shares
from the TSER11 fund:



May: 5th Follow On
raised R\$311 million;

September:
Pueri Domus Acquisition



2024

April-July: 6th Follow On
Raised R\$251 million, used to acquire:



July and November:
IPG and Aptiv Real Estate Sales
(São Paulo/SP and Esp. Sto.
Pinhal/SP, respectively)



2025

January: Acquisition of 2 retail stores
of Assaí Atacadista (SP and RJ)



March: Sale of Santillana
Property – São Paulo/SP



May: Share Split (1:10)

+R\$100 Million
Equity

906
Investors

+R\$1.3 Billion
Equity

+164 thousand
Investors

The Alianza Trust Renda Imobiliária FII is an income-generating real estate fund. It aims to hold a diversified portfolio of real estate assets leased to large companies, providing investors with predictable, high-quality real estate income.

The fund specifically seeks "atypical" lease agreements – those more robust than standard contracts. These include long terms, significant early termination penalties, high-credit-quality tenants, and properties with solid real estate fundamentals.

Trading under the ticker symbol **ALZR11**, the fund's shares commenced on B3 in January 2018, following an IPO that raised approximately R\$100 million. Since then, the Fund has expanded its portfolio through annual fundraisings, as shown in the table alongside.

Currently, over **164,000 investors** – both institutional and individual – entrust their resources to this Fund, which has a net worth of over R\$1.3 billion*. All of the Fund's resources are dedicated to acquiring commercial and logistical properties leased through atypical contracts, leased via atypical contracts and originating from **Built-To-Suit** and **Sale & Leaseback** operations.

The fund is hybrid in terms of portfolio property types, with no restrictions on different uses – commercial, logistics or others.

Investor Relations website: <https://alzr11.alianza.com.br>

*As of June 2025.



CDB - SP



Oba - SP



DASA - SP



Decathlon - SP



Mercado Livre - SP

R\$100 MILLION
IPO, January 2018

R\$170 MILLION
1st Follow On, May 2019

R\$180 MILLION
2nd Follow On, August 2020

R\$164 MILLION
3rd Follow On, August 2021

R\$109 MILLION
4th Follow On, September 2022

R\$311 MILLION
5th Follow On, Jun 2023

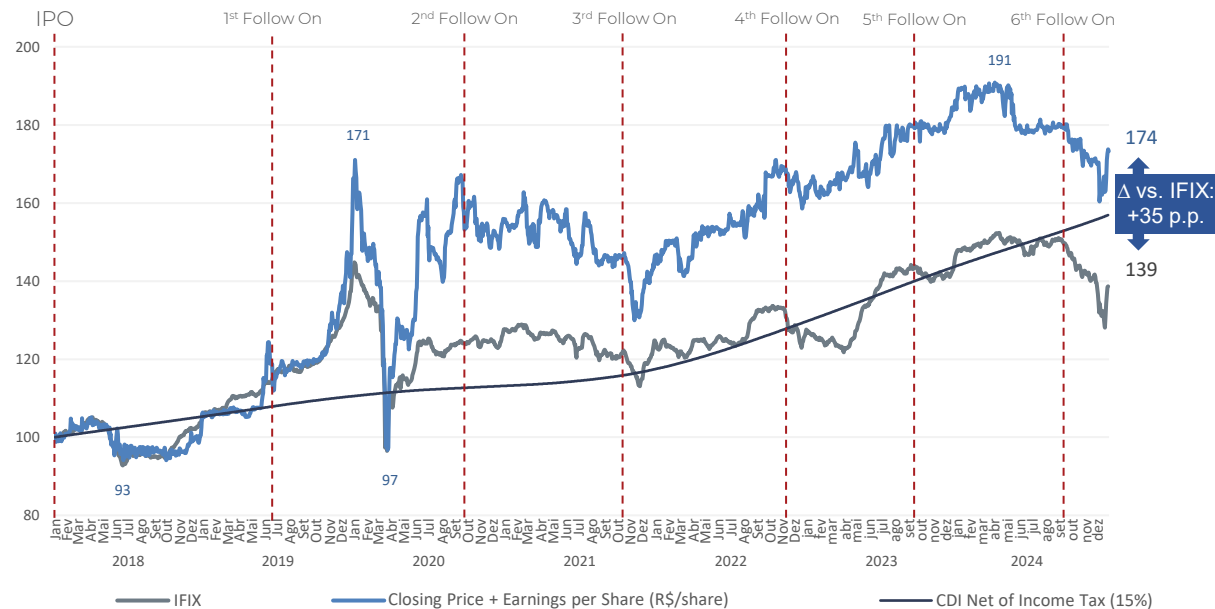
R\$251 MILLION
6th Follow On, Jul 2024

+164 THOUSAND
Investors*

R\$1.30 BILLION
Approximate Market Cap*

23 properties*
Leased to top-tier tenants

ALZR vs. IFIX Yield Since the IPO



Distributed Income (R\$/share) From 2020 to 2024



R\$ 1.9M

AVERAGE DAILY VOLUME
of R\$ 1.9 million in 2024, with presence in 100% of the trading sessions.

73.0%

(Jan/18 to Dec/24)

FUND YIELD
(quota + income)
of 73.0% since its inception, and IFIX, the fund's benchmark, appreciated only 38.6% in the same period.

9.0%

ANNUALIZED DIVIDEND YIELD
Considering income distributed in the last 12 months and the closing price on 12/30/2024, ALZR delivered a dividend yield of 9.0%.

Current Portfolio – ALZR11



Distribution Center
São Paulo/SP
Constructed Area: 5,431 m²



Contact Center
Rio de Janeiro/RJ
Constructed Area: 8,177 m²



Refrigerated Distribution Center
Guarulhos/SP
Constructed Area: 3,459 m²



Refrigerated Distribution Center
Bauru/SP
Constructed Area: 3,627 m²



Commercial Building – Laboratory
São Paulo/SP (Ascendino Reis)
Constructed Area: 2,284 m²



Commercial Building – Laboratory
São Paulo/SP (Sumaré)
Constructed Area: 5,227 m²



Commercial Building
Rio de Janeiro/RJ
Constructed Area: 3,879m²



Commercial Building – Retail
São Paulo/SP (Morumbi)
Constructed Area: 8,765m²



Commercial Building - Urban Educational Asset
São Paulo/SP (Perdizes)
Constructed Area: 5,121m²



Commercial Building
Guarulhos/SP
Constructed Area: 12,000m²



Distribution Center
Santo André/SP
Constructed Area: 12,667m²



Distribution Center
Ribeirão Preto/SP
Constructed Area: 33,795m²

Current Portfolio – ALZR11



Diagnostic Center
São Paulo/SP (Vila Mariana)
Constructed Area: 1,598m²



Diagnostic Center
São Paulo/SP (Morumbi)
Constructed Area: 5,573m²



Retail Store
São Bernardo do Campo/SP
Constructed Area: 4,428m²



Retail Store
São José do Rio Preto/SP
Constructed Area: 2,204m²



Distribution Center
Sumaré/SP
Constructed Area: 33,795m²



Supermarket/Wholesaler
Rio de Janeiro/RJ
Constructed Area: 13,872m²



Supermarket/Wholesaler
Guarujá/SP
Constructed Area: 17,267 m²

TSER11



Commercial Building
Alphaville, Barueri/SP
Constructed Area: 13,000m²

Alianza Digital FII



Data Center
Porto Alegre/RS
Constructed Area: 5,311m²



Data Center
Santana de Parnaíba/SP
Constructed Area: 4,027m²

Current Portfolio – ALZR11

Divested (Active Management)



CLARIANT

Commercial Building

São Paulo/SP

Constructed Area: 29,463m²

Divested in 2022



IPG

Commercial Building

São Paulo/SP

Constructed Area: 4,516 m²

Divested in 2024



• APTIV •

Logistic-Industrial Warehouse

Espírito Santo do Pinhal/SP

Constructed Area: 18,591 m²

Divested in 2024



SANTILLANA

Commercial Building

São Paulo/SP

Constructed Area: 9,261 m²

Divested in 2025

A large, stylized red symbol resembling a chevron or a stylized '7' pointing to the right.

04 CREDIT



Alianza Crédito Imobiliário FII, or ALZC11, aims to deliver superior returns by allocating to high-yield real estate credit, with assets yielding at least 500 bps of the equivalent NTN-B. This serves investors seeking exempt funds with higher profitability.

With a diversified portfolio both regionally, with a greater weight for the state of São Paulo, and in relation to the type of risk and with low concentration per asset, it has more than 8.8 thousand shareholders¹ and Net Equity exceeding R\$ 189 million¹.

Visit the Fund's IR website to learn more, from the address alzc11.alianza.com.br.

¹As of jun/2025



Real Estate Credit, why?

BEST RISK x RETURN

The market recurrently offers many opportunities in credit operations, which we follow closely and benefit from a large network of relationships built throughout Alianza's history.

How?

ACTIVE MANAGEMENT

Full dedication of the management team, with access to proprietary databases and restricted offerings, giving dynamism and agility to the Fund.

With whom?

ALIANZA

Manager 100% focused on the real estate sector, with extensive track-record and professionals with long experience. ALZC has the possibility to invest up to 15% of its Net Equity in assets managed and originating from Alianza. This guarantees access to investment products not accessible to the rest of the market, and with portfolio diversification.

Manager: Alianza Gestão de Recursos Ltda. | **Administrator and Bookkeeper:** BTG Pactual Serviços Financeiros S.A. DTVM.

Administration, Management and Bookkeeping Fee: total of 1.30% p.a. on (1) the value of Shareholders' Equity, or (2) the market value, if the fund has become part of IFIX.

Performance Fee: 20% of the result effectively distributed to the shareholder that exceeds IPCA+ 5% p.a., calculated every six months.

2020

Initial strategy of Funds of Funds, with the IPO of AFOF11 in Feb/2020.

2022

January and February: Launch of FOF FIM (R\$ 20MM);

June and July: **FII Alianza Multiestratégia (ALZM11)**

AFOF11 becomes ALZM11, a multi-strategy FII, with a portfolio of CRIs and FIIs.

2023

June and July: **Credit Structuring** CRI management of R\$ 29MM to the company Montrecon for the construction of a building in Londrina/PR.

August to October: **FII Quasar Crédito (QAMI11)**

Management of R\$ 69MM of QAMI becomes Alianza's. Fund is incorporated into ALZM.

2024

January and February: **Credit Structuring** CRI of R\$ 21MM for the company MLPAR for the work in Vargem Grande/SP;

March: **FII Alianza Crédito (ALZC11)**

Management of R\$ 39MM of SIGR11 becomes Alianza's and changes ticker to ALZC11;

April to July: **FII Alianza Crédito (ALZC11)**

1st Follow On, with funding of R\$ 28MM.

August and September: **Credit Structuring** CRI of R\$ 50MM for the company Scopel, for projects in Lorena/SP, Arujá/SP and Cachoeira Paulista/SP;

October: **FII Alianza Títulos (ALZM11)** Management of R\$ 22MM of BICR11 fund becomes Alianza's, whose ticker was changed to ALZT11.

November: **Credit Structuring** CRI of R\$ 40MM for the company SANCAM, for projects in Cotia/SP;

December: **Beginning of the process of incorporation of FIIs into ALZC11 (ALZM11+ALZT11).**

2025

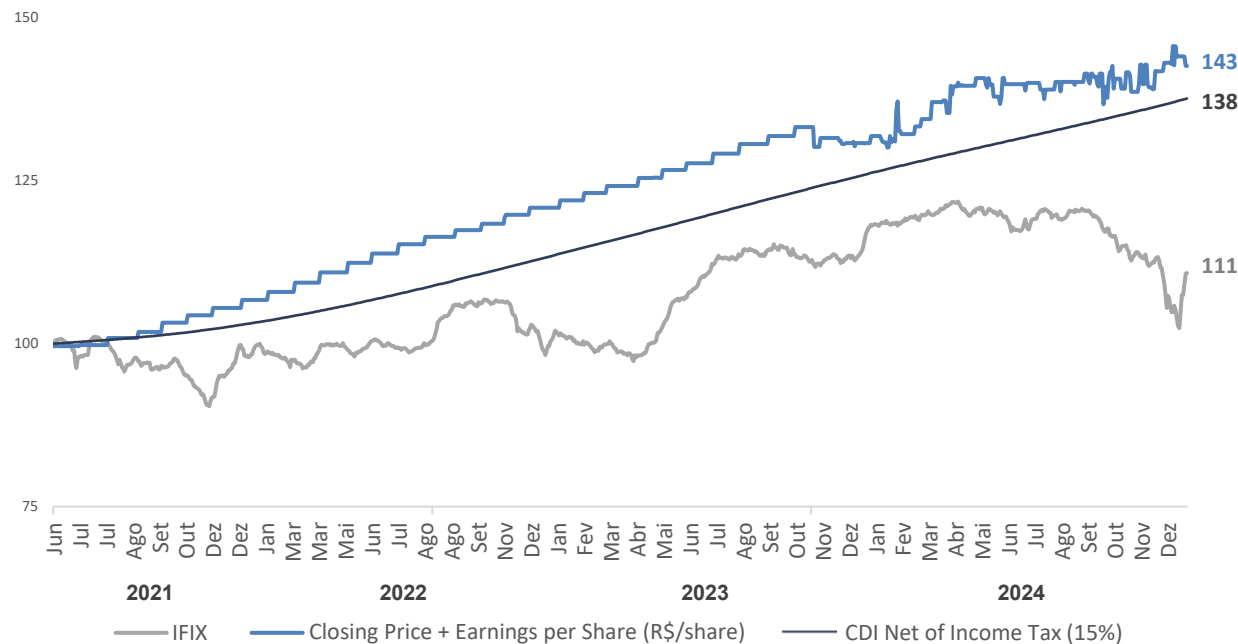
February: **Conclusion of the process of incorporation of FIIs into ALZC11 (ALZM11+ALZT11);**

April: Share Split (1:10).



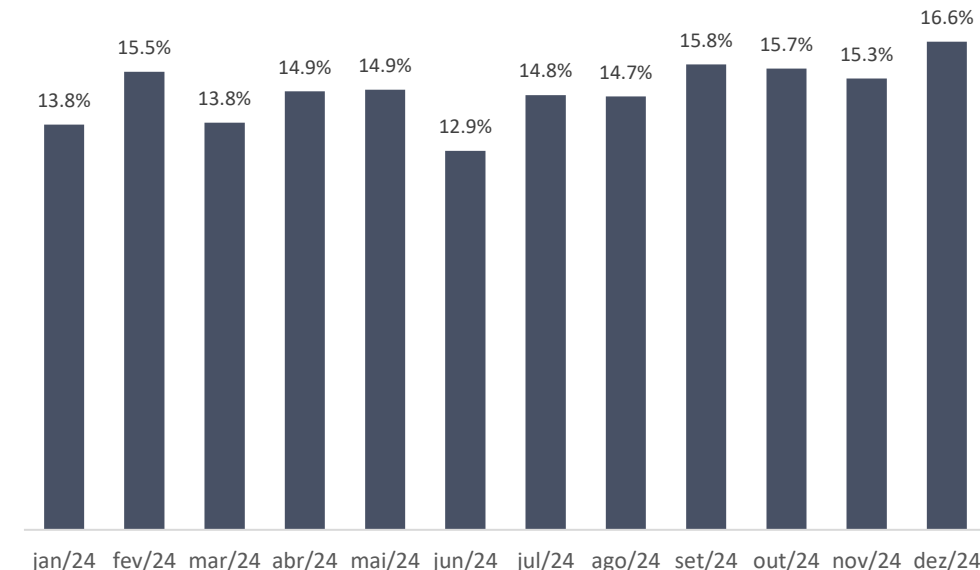
ALZC x IFIX and CDI yield

From the Start, Base 100



Annualized Dividend Yield

LTM



R\$ 247
thousand

AVERAGE DAILY VOLUME

in Feb/25, following the release for trading of new quotas resulting from the merger of ALZM and ALZT.

43.0%

(Jun/21 to Dec/24)

TOTAL RETURN

(market share + income) from its inception until Jan/25, being 33.0% above the IFIX and 1.6% above the CDI net of IR.

15.6%

ANNUALIZED DIVIDEND YIELD

Considering yields distributed in the last 12 months and the closing price in Dec/24, the fund delivered a dividend yield higher than the 10.8% p.a. of the CDI net of income tax (annualized) in Dec/24.



05
OFFICES

PHILIPS

R\$610 MILLION

Initial portfolio Investment

MAIN CORPORATE AXES

São Paulo and Rio de Janeiro

DIVERSIFICATION

Tenants from different segments

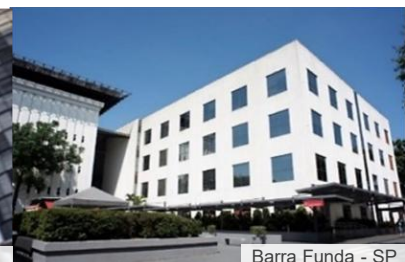
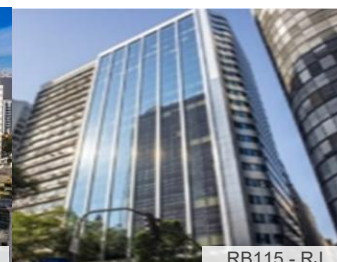
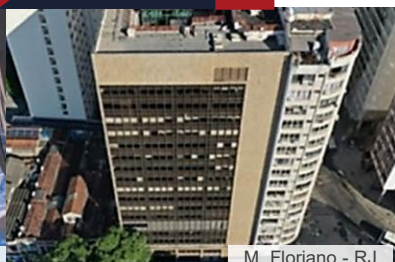
106,000 m²

Portfolio's GLA

The MultiOffices FII is a real estate investment fund whose aim is to acquire corporate buildings in the main regions of São Paulo and Rio de Janeiro, with a focus on asset diversification and capital gain potential.

The fund seeks properties with appreciation potential through modernization of assets, prospecting of lessees, or increase in the occupancy rate and lease values in the medium term.

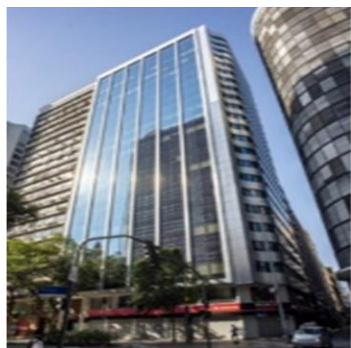
With an investment of approximately R\$610 million, the fund started operations in December 2019, after acquiring a portfolio comprised of 12 buildings.



Portfólio



Marechal Floriano
Rio de Janeiro/RJ
GLA: 8,863m²



RBT15
Rio de Janeiro/RJ
GLA: 11,541m²



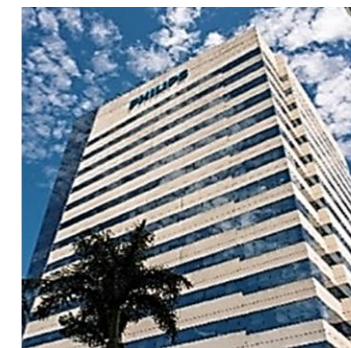
Bolsa do Rio
Rio de Janeiro/RJ
GLA: 3,761m²



Santo Antônio
São Paulo/SP
GLA: 5,017m²

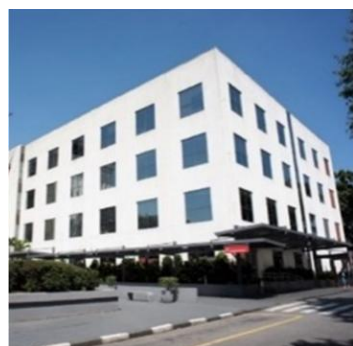


São José
São Paulo/SP
GLA: 5,080m²

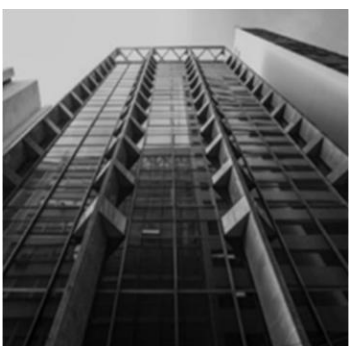


Jacarandá
Barueri/SP
GLA: 31,954m²

Divested



Barra Funda
São Paulo/SP
GLA: 11,384m²



Ouvidor 107
Rio de Janeiro/RJ
GLA: 6,284m²
Divested in 2025



Vargas
Rio de Janeiro/RJ
GLA: 15,498m²
Divested in 2025



Alexandre Dumas
São Paulo/SP
GLA: 6,889m²
Divested in 2024



São Pedro
São Paulo/RJ
GLA: 3,575m²
Divested in 2023



Indaiatuba
Indaiatuba/SP
GLA: 9,855m²
Divested in 2023



06

DIVESTMENTS

Main Cases





Distribution Center

Built-To-Suit

Guarujá/SP

Constructed Area: 6,373m²

Delivery: June/2014



FII NE Logistic

Acquisition – Logistic Cond.

Cabo de Santo Agostinho/PE

More than 200,000m² of GLA

Acquisition: October/2018

Divested in: September/2019



CLARIANT

Ed. Comercial

Sale&LeaseBack – ALZR11

São Paulo/SP

Constructed Area: 32,834m²

Acquisition: February/2021

Divested in: September/2022



PREVENT SENIOR

Ed. General Polidoro

Botafogo - Rio de Janeiro/RJ

Constructed Area: 12,272m²

Acquisition: March/2020

Divested in: March/2024





📍 1227 Tabapuã Street, Suite 202, São Paulo, SP

☎ +55 11 3073 1516

✉ contato@alianza.com.br

in AlianzaInvestimentos

🌐 www.alianza.com.br

📷 AlianzaInvestimentos

📺 AlianzaInvestimentos

