

# Patria Investments (Nasdaq: PAX) Shareholder Presentation

September, 2024

#### Disclaimer

This presentation may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1934, 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's beliefs and assumptions and on information currently available to 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 from time to time, including but not limited to those described under the section entitled "Risk Factors" in our most recent annual report on Form 20-F, as such factors may be updated from time to time in our periodic filings with the United States 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 r

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IFRS Balance sheet and results for the current reporting period are preliminary and unaudited. Due to the closing of certain M&A activity, certain elements of our 2Q24 IFRS balance sheet and IFRS financial results are dependent on the conclusion of financial instruments adjustments (assets and liabilities) and/or completed purchase price allocation for these transactions, which could cause Patria's audited IFRS balance sheet and net income to differ from the unaudited information reported within this presentation.

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.

PATRIA

#### 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 asset base upon which management fees are charged, which differs from Total AUM
- Net Accrued Performance Fees: Performance fees net of compensation costs 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 on a periodic basis based on performance vs. a benchmark and not subject to a realization event
- 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 primary non-GAAP earnings metric (Fee Related Earnings + Performance Related Earnings + Net Financial Income (Expense) – Tax Expense)



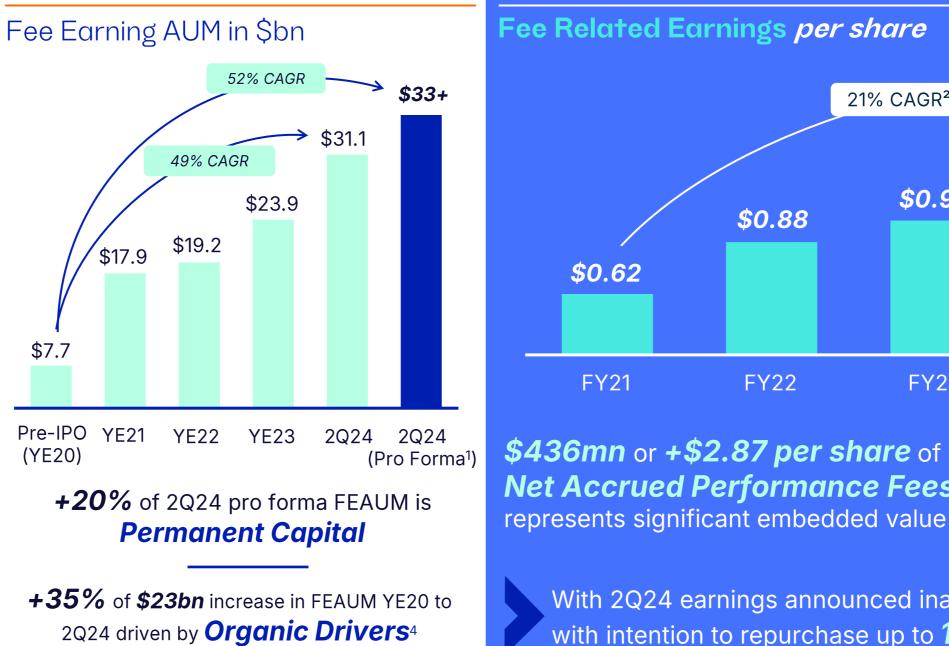
#### Patria is a Global Alternative Asset Manager and Market Leader In Latin America

To our Clients - We deliver compelling investment returns through a diversified platform to meet their objectives & needs



As a result - Since Patria's IPO our assets under management & earnings capacity have generated significant growth





For our Shareholders - We aim to deliver a steady & growing stream of Fee Related Earnings, enhanced by Performance Related Earnings reflecting our strong investment returns

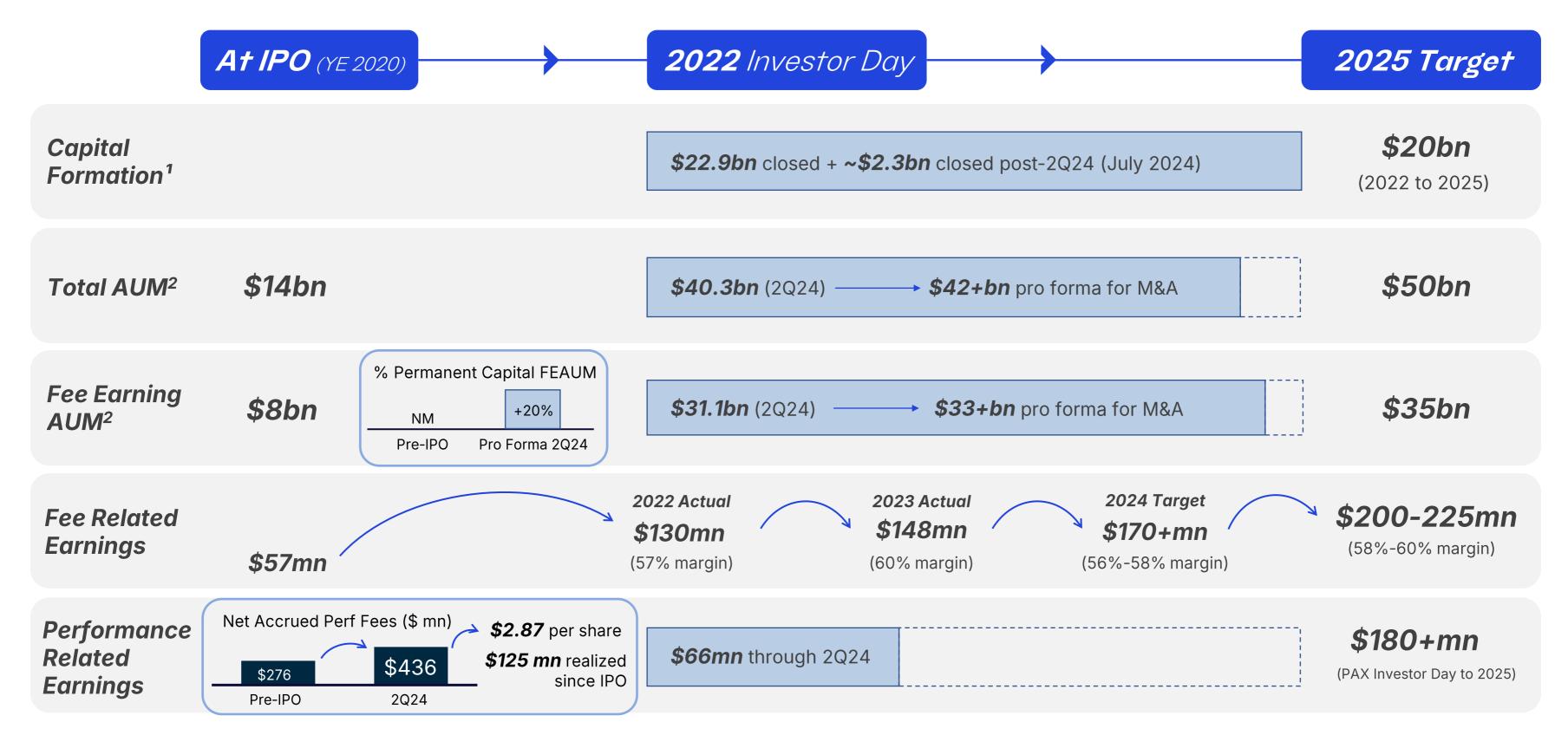


With 2Q24 earnings announced inaugural share repurchase program with intention to repurchase up to 1.8mn shares over 12 months



share paid out since our IPO3

#### Growth and Diversification are Helping Us Make Progress Towards Our 2025 Targets

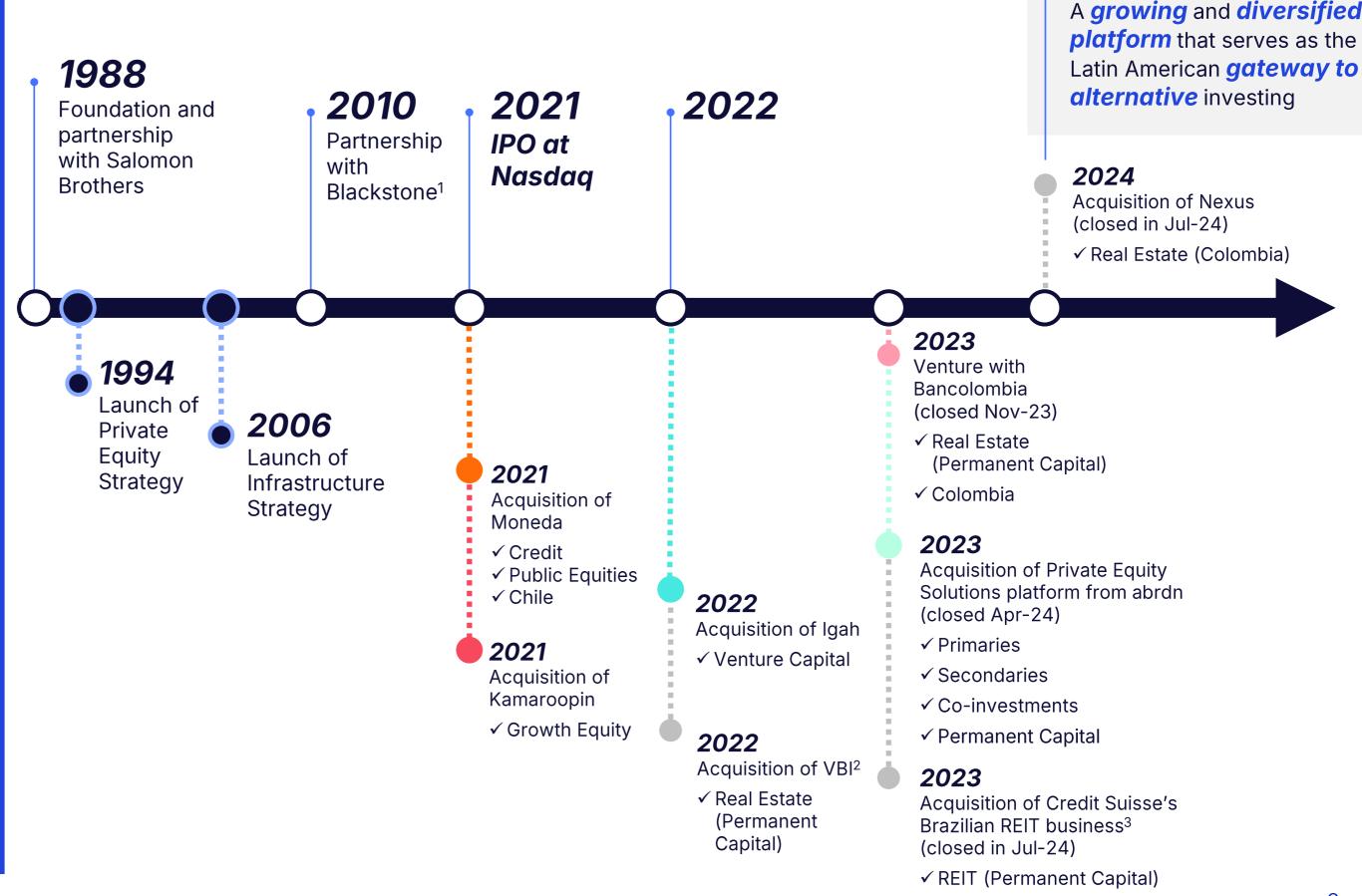




# Patria's History

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

Recent acquisition of Private Equity
Solutions platform significantly enhanced Patria's global investment capabilities



2024

# The Gateway for Alternatives in Latin America

# Global Institutional Capital to LatAm Alternatives

Large, growing and underserved middle class in key markets with deep need for investment in infrastructure, agribusiness, healthcare and logistics, among other sectors

LPs consolidating relationships with experienced GP's who can offer a menu of tested investment strategies

LP allocations expected to raise as GP's search globally for differentiated return streams

# PATRIA

# LatAm Capital to LatAm Alternatives

Financial deepening in key markets within region including Brazil, Chile, Colombia and Mexico driving investors to seek out new sources of returns beyond traditional bank deposits and government securities

Local investors focus first on local investment solutions when expanding investment horizons

Expanding local investment, product and distribution capabilities to tap into expanding demand for alternative strategies, particularly in Credit, Real Estate and Infrastructure

# LatAm Capital to Global Alternatives

Expect financial deepening to lead investors to increasingly seek returns outside of region, but knowledge and access to global alt market is limited

Global solutions products offered by known manager is an ideal gateway strategy given investment & manager diversification and J-curve mitigation

Historically served the local to global alt market through feeder funds. Opportunity to expand offering through larger-wholly owned GPMS platform

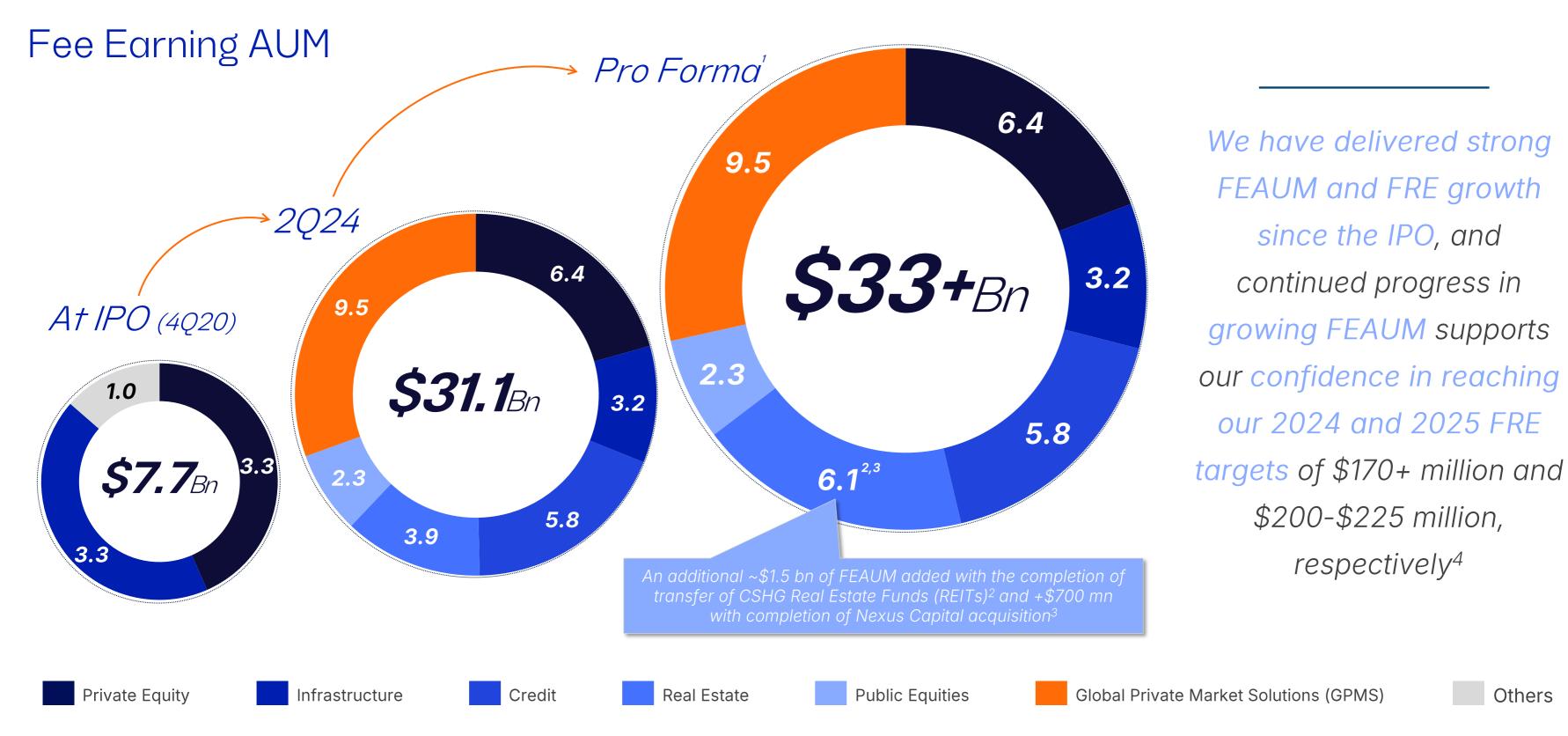
M&A enhances our growth opportunities by helping us build scale and expand our channel, product, and geographic diversification, so we can deliver a wider variety of investment solutions to both local and global investors

#### Strong Investment Performance Across Asset Classes Drives Demand

Asset Class	Investment Performance Hi	ghlights <sup>1</sup>	Significant market opportunities with differentiated strategies	
<b>Private Equity</b> 30-year track record	<b>17</b> %	<b>20-year pooled Net IRR</b> (USD) for flagship buyout funds	<ul> <li>Strong sector expertise (healthcare, logistics, food &amp; beverage, agribusiness and B2B services)</li> <li>Consolidation strategy not dependent on leverage, focused on building platforms in key sectors</li> </ul>	
Infrastructure 18-year track record	<b>12</b> %	<b>Pooled Net IRR</b> (USD) for latest two fully-invested vintage flagship development funds	<ul> <li>Develop, de-risk and sell strategy</li> <li>Estimated ~\$90 bn in actionable near-term regional opportunities</li> </ul>	
<b>Credit</b> 24-year track record	370+ <sub>bps</sub>	Outperformance vs benchmark since inception for LatAm High Yield Credit strategy	<ul> <li>One of the largest &amp; most experienced LatAm corporate credit teams</li> <li>\$1+ Tn global private credit market still nascent in LatAm</li> </ul>	
<b>Public Equities</b> 30-year track record	590+ <sub>bps</sub>	<ul> <li>Outperformance vs benchmark since inception for Chilean Equities strategy</li> <li>\$1+ Tn free float market cap in major target markets</li> <li>Deep research capabilities and bottom-up approach</li> </ul>		
<b>Real Estate</b> 18-year track record	~90-600 <sub>bps</sub>	Outperformance vs benchmark since inception for largest REIT types <sup>2</sup>		
Global Private Markets Solutions 20+ year track record	17-19%	<b>Pooled IRRs</b> <sup>3</sup> for Primaries, Secondaries & Co-investments strategies	<ul> <li>Fast growing secondaries and co-investment strategies</li> <li>Conduit for local capital to access global alternatives</li> <li>Focuses on middle market managers in Europe and North America</li> <li>51% of FEAUM in bespoke SMAs</li> </ul>	

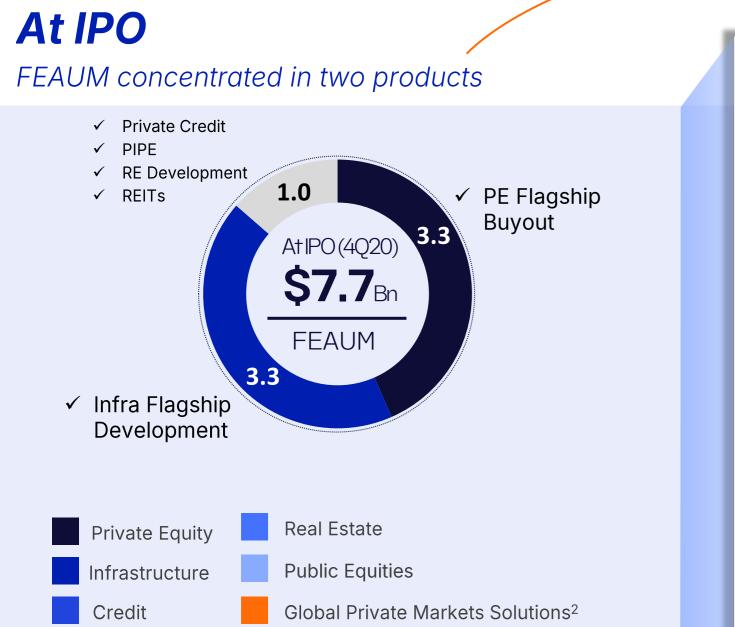


#### Patria Pro Forma FEAUM: Delivering on Growth & Diversification



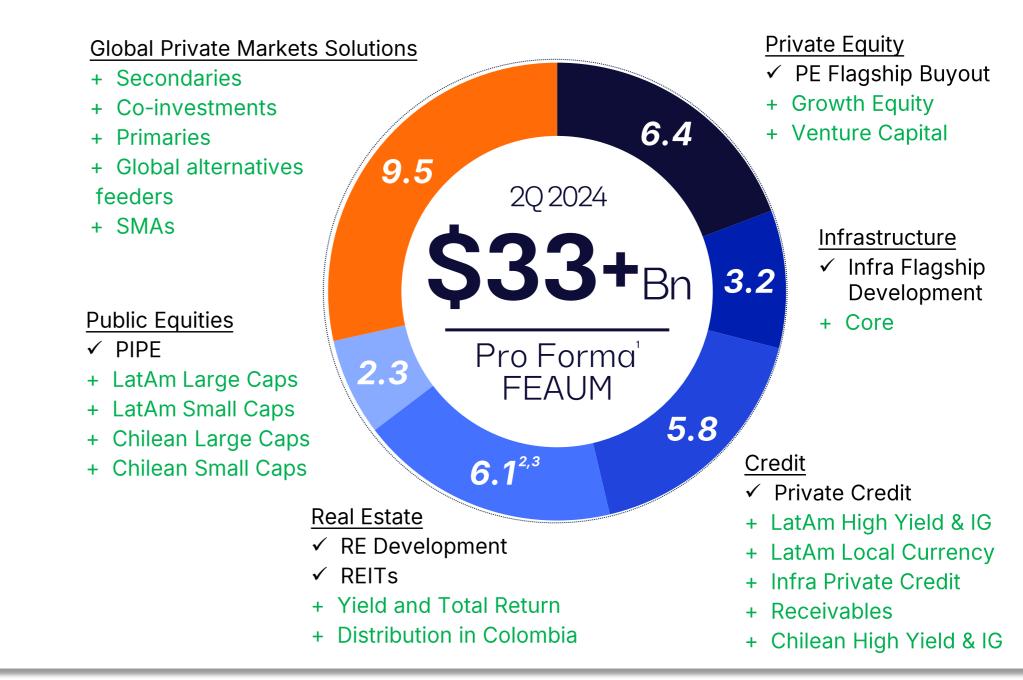


# Expanded Product Offering Provides Multiple Avenues for Growth



#### **Today**

Highly diversified platform with multiple vectors for capital raising and growth





#### Diversified Fee Revenues Anchored in Long Duration Structures & Hard Currencies

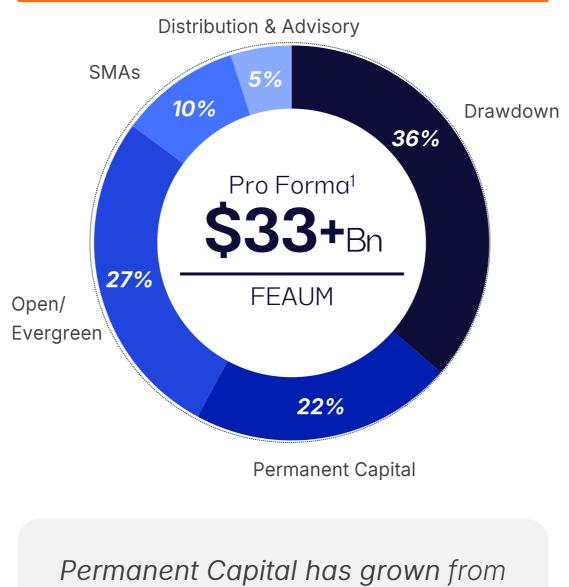
#### FEAUM Breakdown





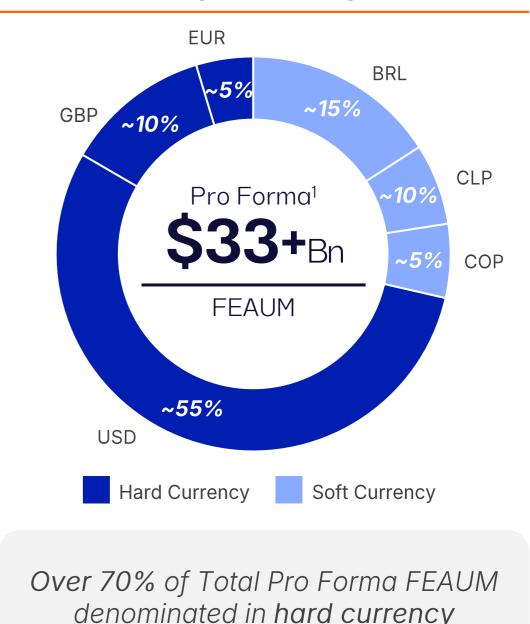
A diversified platform with sticky FEAUM and multiple avenues for fundraising and growth

#### By Product Structure



insignificant levels at IPO to over 20%

#### By Currency



denominated in hard currency



#### Still at Early Stages of Leveraging Expanded Global & Local Distribution Capabilities

Bogota & Medellín

Santiago

#### **Global Footprint**





10 fundraising offices



Leadership averaging over 15 years managing client relations



Sales & Marketing Team 60+ people (vs. ~10 pre-IPO)



Number of Products Offered

▶ 30+ products (vs. <10 pre-IPO)



Number of Local **Retail Investors** 

Source: Company

► 1.3+ million investors (vs ~25 k pre-IPO)



Highlights





World's largest pension funds



Hong Kong

LatAm's largest pension funds





New York

Edinburgh

São Paulo

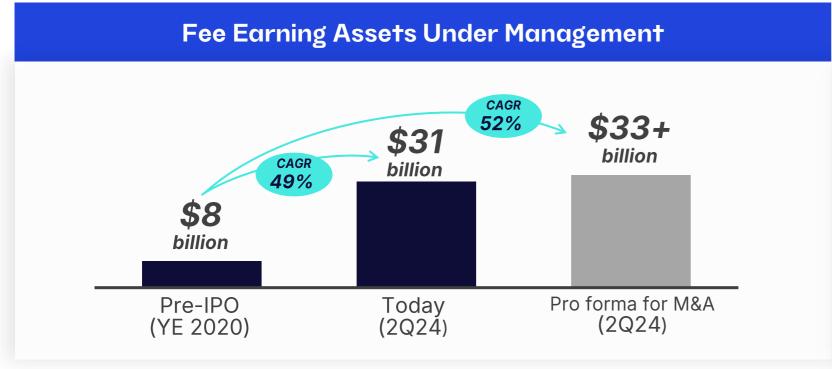
Montevideo

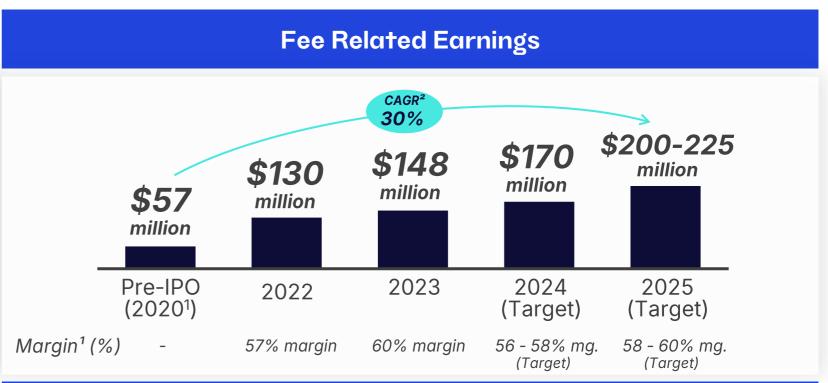
**Buenos Aires** 

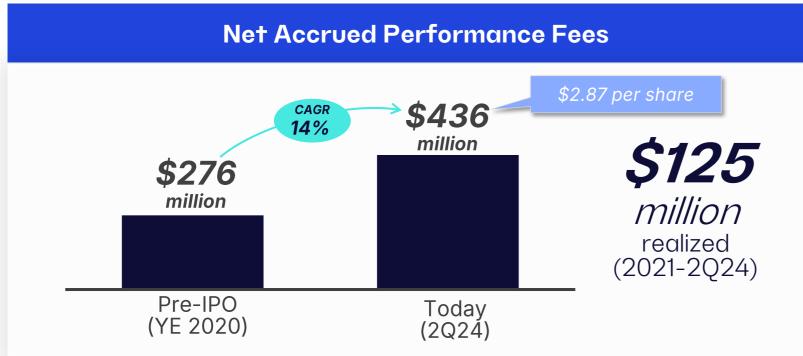
London

12

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









# Key Takeaways











On track to hit 2024 and 2025 targets

Business model
focused on driving
FRE growth with
stable and long
duration assets

and growing distribution

capabilities to benefit from

increase demand from

alternatives and

the financial deepening

in the region

Positioned to *lead*consolidation

process in the

region

Attractive long-term investment returns
with differentiated strategies relative to US peers

Still at Early Stages of Leveraging our Expanding Footprint

# PATRIA 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** 

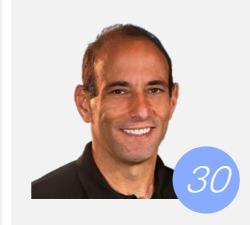
Pablo Echeverría



- LatAm Caps
- PIPE

Real Estate

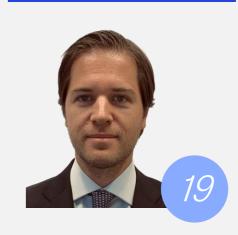
Rodrigo Abbud



- Brazil
- REITs
- Development

**Real Estate** 

Marcelo Fedak



- Latam ex. Brazil
- REITs
- Development

**GPMS** 

Marco D'Ippolito



- Primaries
- Secondaries
- Co-Investment
- Global Feeders





# Firm Management Drives Institutionalization & Efficiency

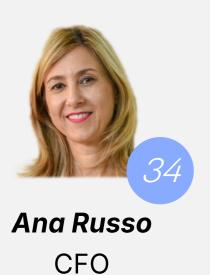
7 Member Board of Directors

Olimpio Matarazzo
Chairman of the Board



Alexandre Saigh CEO









Ana Santos Human Resources

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 and globally

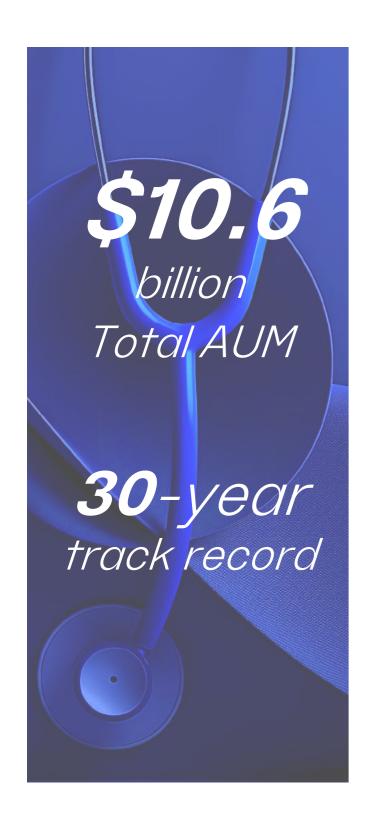
Culture of Collaboration

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<sup>1</sup>



**Strong Performance** 

+580 bps of excess returns versus US PE with limited to no use of leverage

Portfolio: +22% Organic EBITDA Growth '23 YoY



**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 16 years on average

Sector specialists with  $\sim 30$  average years of experience

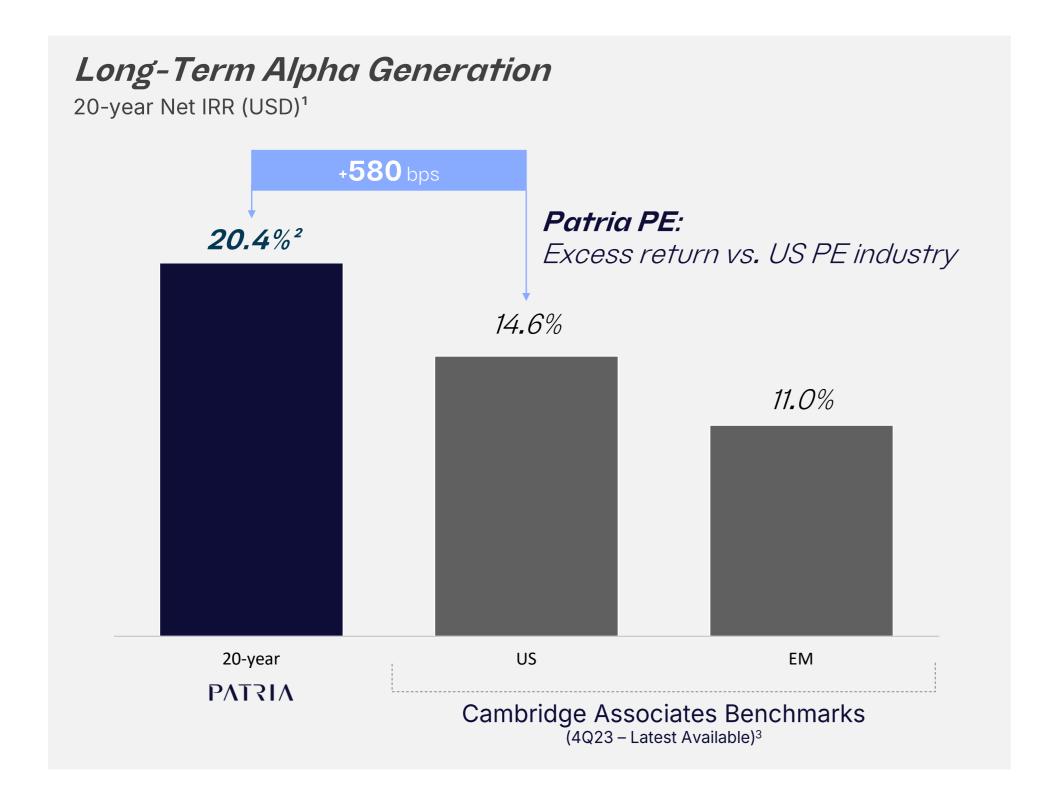


**Diversified Platform** 

*\$10.6bn* AUM across an expanding product offering including Growth Equity & Venture Capital



# Outperforming Global PE Industry & Uncorrelated to LatAm







#### Our Platform: Infrastructure Overview





Attractive Addressable Market

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



**Strong Performance** 

11.8% average returns (over the last 10 years)

**220** bps above benchmark<sup>1</sup>



**Competitive Edge** 

Strong *development capacity*, with over *\$20 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



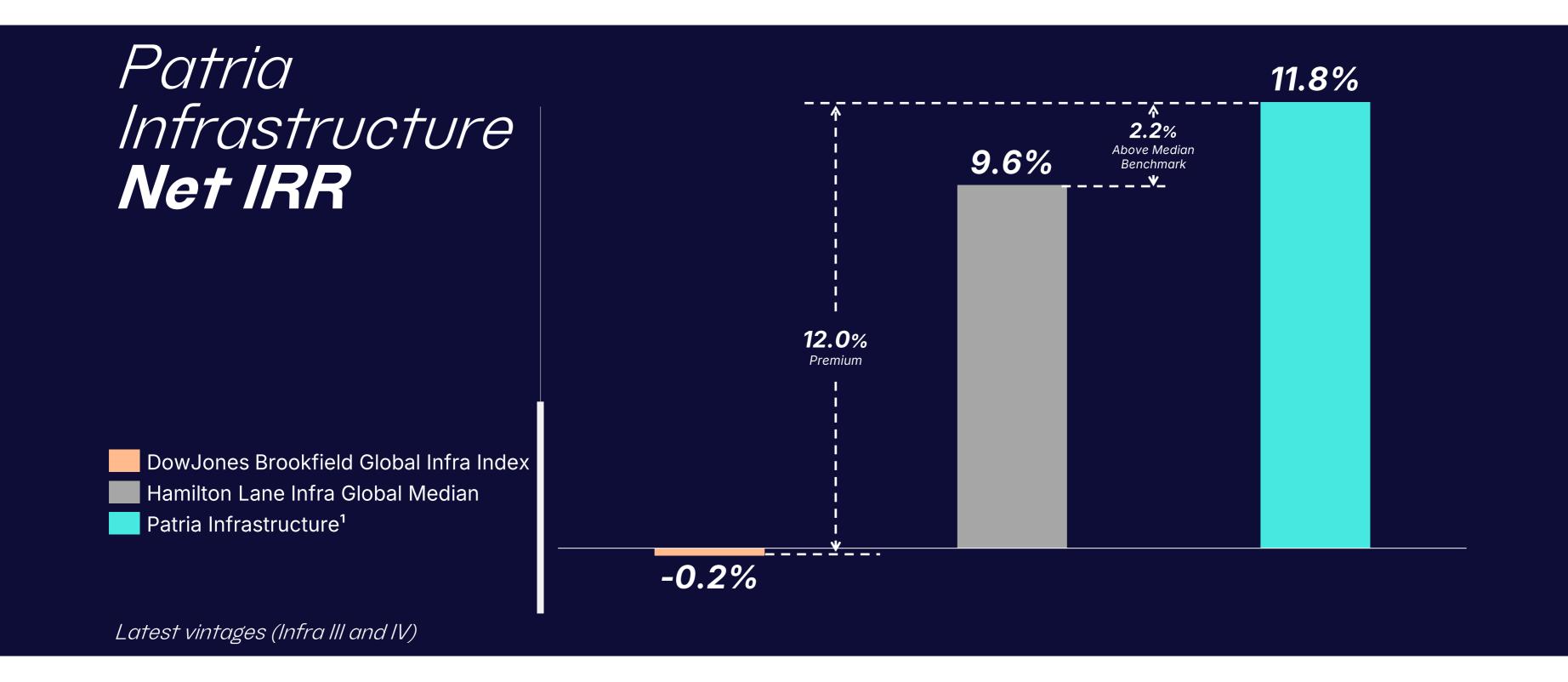
**Diversified Platform** 

Expanding product offering in:

Development, Core and Credit



# Infra Funds Performing Above Benchmarks





#### Our Platform: Credit Overview





Attractive Addressable Market

*\$550+ bn* LatAm corporate bond stock

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



**Strong Performance** 

**370+ 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

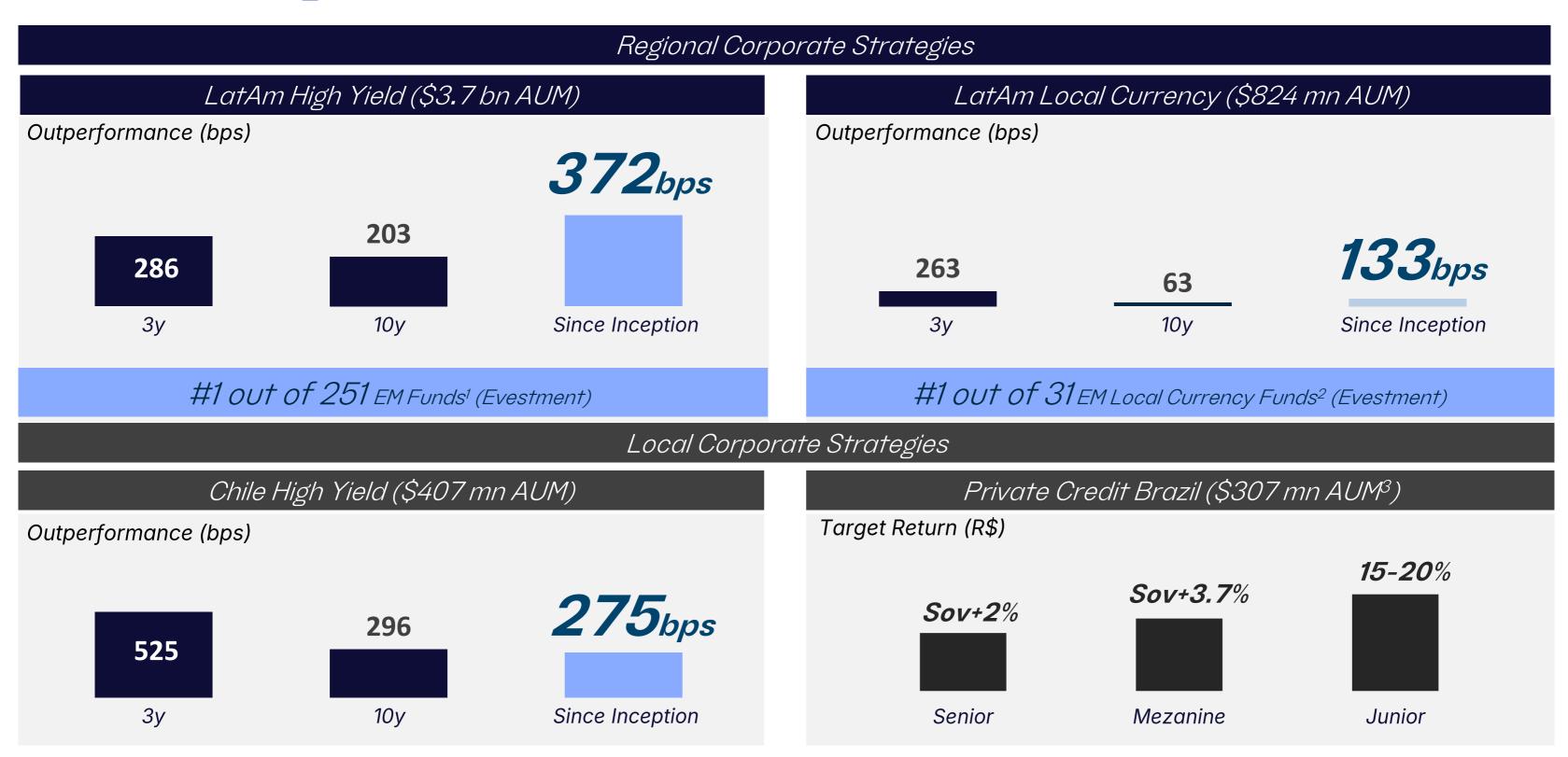
40+ dedicated research professionals



**Diversified Platform** 

*\$6.0 bn* AUM across multiple private and public strategies

# Credit: Strong Track Record & Consistent Outperformance





#### Our Platform: Real Estate Overview





**Attractive Addressable** Market

\$33 bn REIT market cap in Brazil<sup>1</sup>

Fragmented with great consolidation potential



**Strong Performance** 

516 bps, 87 bps and 597 bps of annualized outperformance since inception for three largest REIT types (Logistics, Office and Credit REIT)<sup>2</sup>



**Competitive Edge** 

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



Team

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

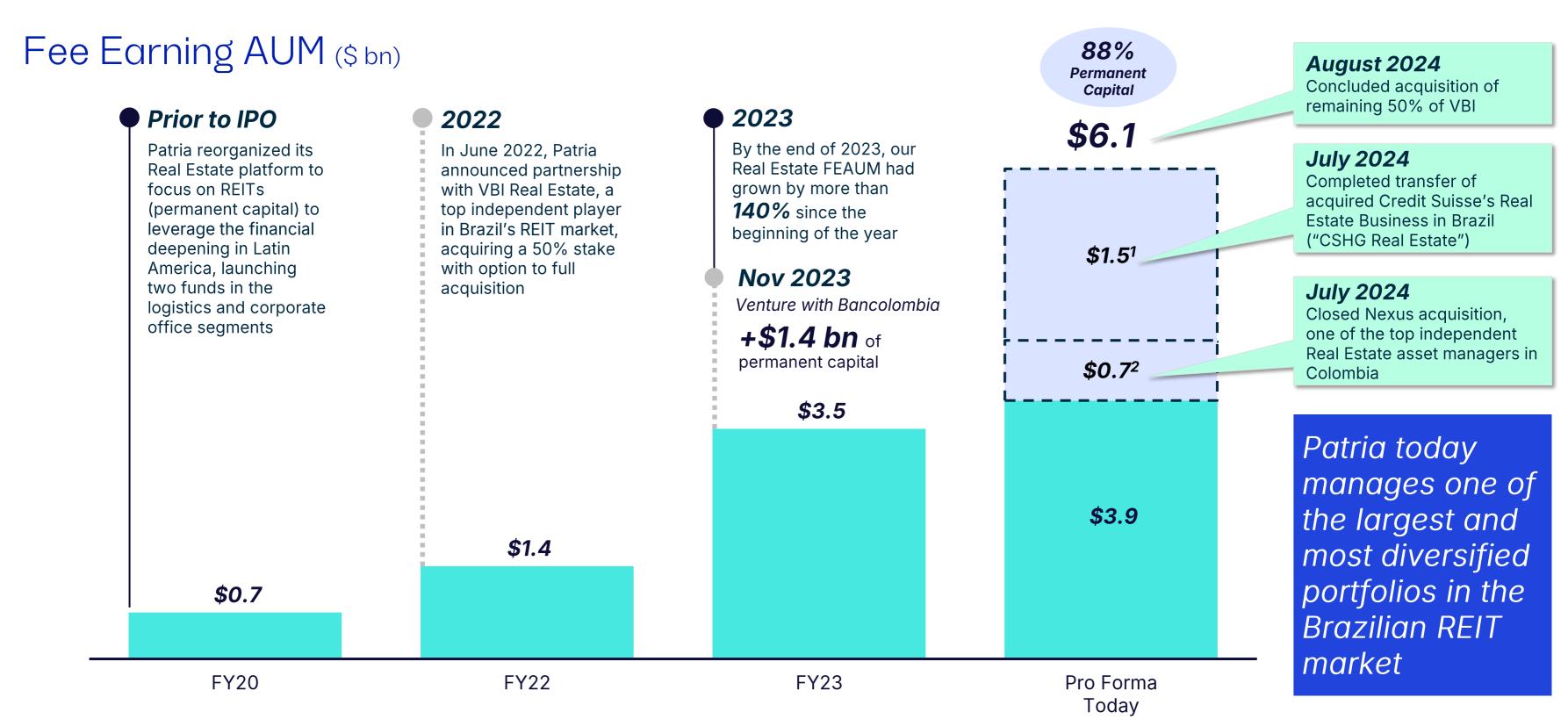


**Diversified Platform** 

20 listed REITs, multiple JVs and PE fund structures, \$6.1 **bn** in FEAUM, of which 80+% is permanent capital<sup>3</sup>



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





#### Investment Performance - REITs





#### Our Platform: GPMS Overview





Attractive Addressable Market

AUM invested in Middle Market PE strategies exceeds ~612 bn¹ creating large foundation for strategies focused on middle market primaries, secondaries and co-investments



**Strong Performance** 

17%, 19% and 19% pooled IRR for Primaries, Secondaries and Co-Investments<sup>1</sup> respectively



**Competitive Edge** 

Integrated platform of primaries, secondaries and co-investments, invested with **250+ GPs** across **600+ funds**, providing access to differentiated opportunities in the lower and middle-market global PE industry, resulting in attractive and consistent returns to investors



**Team** 

50+ experienced PE professionals, working 10+ years together on average



**Diversified Platform** 

Diverse product offering includes Separately Managed Accounts (SMAs), closed-end pooled funds and a UK listed unit trust, which invest in a mix of primaries, secondaries and co-investments



# Proven investment process drives market-leading returns

	Primaries	Secondaries	Co-Investments <sup>2</sup>
Committed / Invested Capital	€ <b>5.4</b> billion	€ <b>2.6</b> billion	<b>€2.2</b> billion
Number of Transactions	170+	110+	115+
TVPI Gross <sup>1</sup>	1.8x	1.6x	1.8x
IRR Gross <sup>1</sup>	17%	19%	19%



# Our Platform: Public Equities Overview





Attractive Addressable Market

\$1+ Tn free float market cap in major target markets¹
Opportunity to gain market share at regional and local level



**Strong Performance** 

**590+ bps** of outperformance since inception in largest strategy<sup>2</sup>



**Competitive Edge** 

Long term customer relationships with **80% of AUM** from clients who have been with Patria **12+ years**Deep research capabilities and bottom-up approach



**Team** 

25+ years of average experience investing in Latin
American Equities



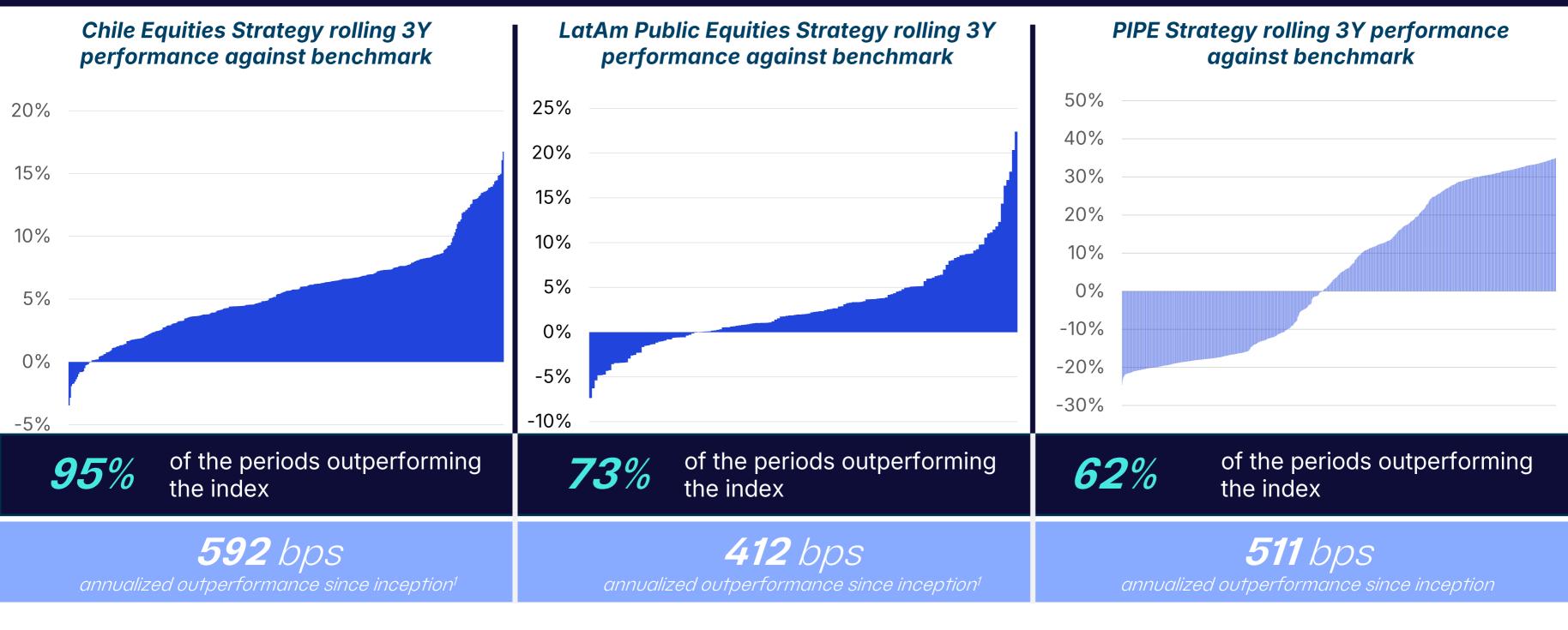
**Diversified Platform** 

*\$2.8 bn* AUM across multiple strategies



# Disciplined Investment Process Drives Consistency

#### Recurrent outperformance versus the benchmarks since inception





# PATRIA

How We Are Positioned to Execute Towards Our Next Chapter of Growth

### Ready to Execute Towards Our Next Chapter of Growth

- Diversified Fee Revenues Anchored in Long Duration Structures & Hard Currency
- 2 Strong Investment Performance Across Asset Classes
- (3) Expanded Product Offering Provides More Avenues for Growth
- Expanding Global & Local Distribution Capabilities
- (5) Intense Focus on Culture and Employees who Ultimately Drive Growth
- **Go-to Partner for Independent Asset Managers**

# Patria is the Go-to Partner for Independent Asset Managers

Stronger Together: Complementary Strengths Boosts Long-Term Gains







Niche market expertise and geographic expansion



Product offering expansion



Access to new investor base/ distribution capabilities



Top-notch asset management professionals



30+ years experience successfully executing and integrating acquisitions



Extensive fundraising and new product development capabilities



Complete back-office services



Experienced compliance and regulatory teams







# Patria Investments (Nasdaq: PAX) 2Q24 Earnings Presentation

August 1, 2024 (Selected Pages)

# Patria's Second Quarter 2024 Summary

#### Financial Measures

- Fee Related Earnings ("FRE") of \$39.5 million in 2Q24, up 17% and 13% compared to 2Q23 and 1Q24 respectively
- Distributable Earnings ("DE") of \$33.8 million in 2Q24, compared to \$42.3 million in 2Q23 as higher FRE was offset mainly by the absence of Performance Related Earnings ("PRE") and M&A related financing costs
- Net Accrued Performance Fees were \$436 million as of June 30, 2024, or \$2.87 per share, down from \$514 million in 1Q24, mainly reflecting changes in FX

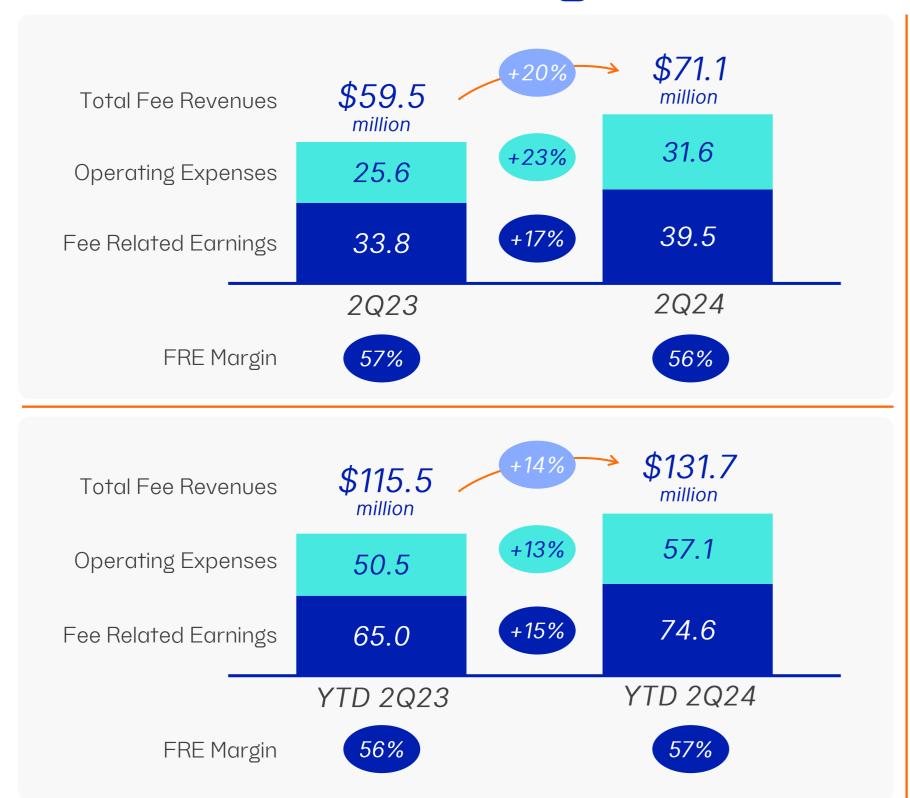
#### Key Business Metrics

- Total Assets Under Management ("AUM") of \$40.3 billion as of June 30, 2024, up 43% from \$28.2 billion one year ago
- Fee-Earning AUM ("FEAUM") of \$31.1 billion as of June 30, 2024, up 44% from \$21.6 billion one year ago
- Organic inflows to Total AUM of \$1.3 billion in 2Q24 and \$4.9 billion over the LTM
- Total Deployment in drawdown funds of \$204 million in 2Q24 and \$838 million over the LTM
- Realizations in drawdown funds of \$206 million in 2Q24 and \$888 million over the LTM

# Corporate Actions & Recent Developments

- Declared quarterly dividend of \$0.15 per common share payable on September 9, 2024
- Announced intention to repurchase up to 1.8 million shares over the next 12 months
- Completed the acquisition of abrdn's private equity solutions business
- Recently concluded the transfer of Credit Suisse's Brazilian Real Estate business with over \$2 billion of FEAUM
- Announced and closed post-quarter end the acquisition of Nexus Capital with over \$700 million of FEAUM
- On August 1<sup>st</sup>, concluded our acquisition of the remaining 50% of VBI Real Estate we did not own

# Fee Related Earnings ("FRE")

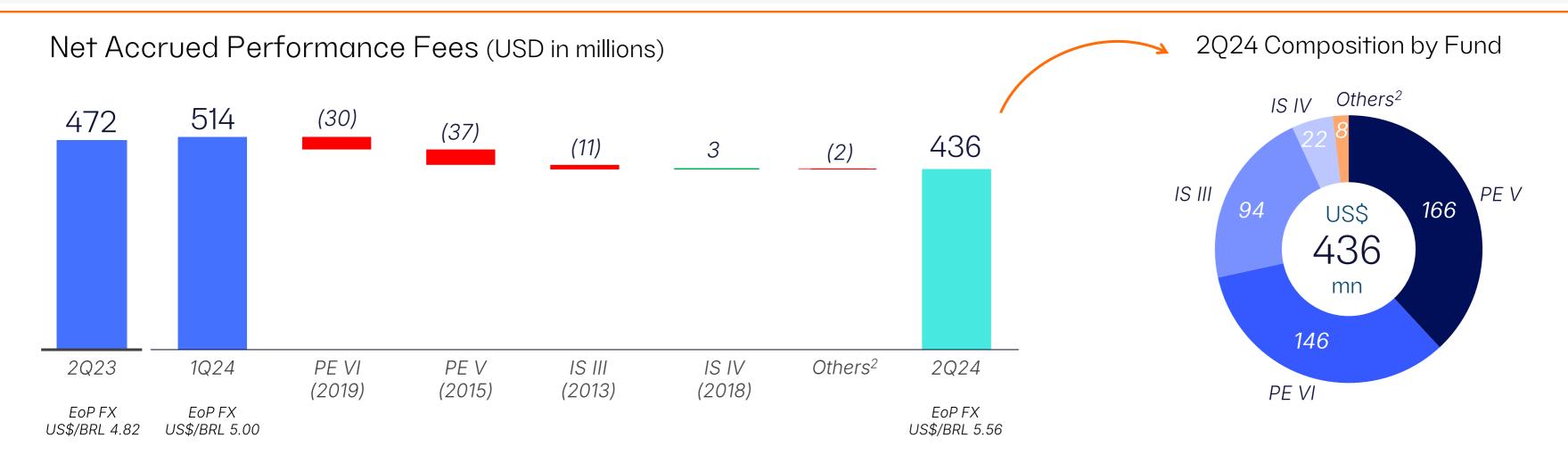


- 2Q24 Fee Revenues were \$71.1 million, up 20% compared to 2Q23 driven by FEAUM and management fee growth due to net inflows, particularly in credit and real estate, new commitments and deployment in Infrastructure, the impact of the acquisition of the abrdn Private Equity Solutions business in April 2024, and the partnership with Bancolombia which closed in November 2023
- 2Q24 Operating Expenses of \$31.6 million were up 23% compared to 2Q23 reflecting the impact of the abrdn acquisition, as well as continued investment in the business
- Fee Related Earnings of \$39.5 million in 2Q24 were up 17% compared to 2Q23
- FRE margin of 56% in 2Q24 compared with 57% in 2Q23 mainly reflecting the impact of the lower margin business added by the abrdn acquisition



## Net Accrued Performance Fees

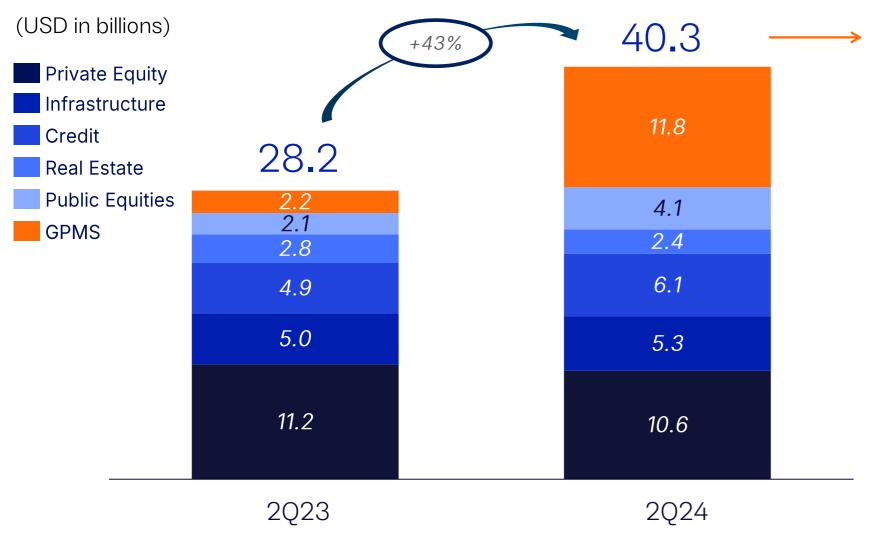
- Net Accrued Performance Fees were \$436 million on June 30, 2024, down from \$514mn in 1Q24
- Decrease in Net Accrued Performance Fees for the quarter were driven mainly by depreciation of local currencies against the U.S. dollar
  as declines in the share price of our publicly listed companies within Private Equity were substantially offset by positive valuation impacts
  on private investments in underlying portfolios, particularly in Infrastructure
- The current Net Accrued Performance Fee balance equates to \$2.87 per share

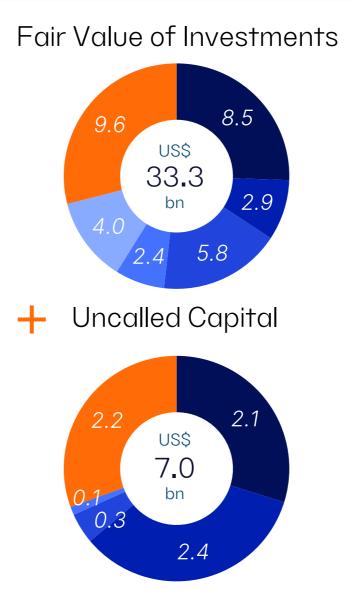




# Total Assets Under Management

- Total AUM of \$40.3 billion as of June 30, 2024, up 43% from \$28.2 billion one year ago
- LTM growth was driven by capital inflows of \$4.9 billion, together with \$11.4 billion of acquisitions and a positive valuation impact of \$2.0 billion, partially offset by outflows of \$3.9 billion, which included over \$1.7 billion of divestments proceeds and dividends across the platform, and negative Foreign Exchange impacts of \$2.4bn
- Total AUM is comprised of Fair Value of Investments of \$33.3 billion and Uncalled Capital of \$7.0 billion as of June 30, 2024





#### **Capital Formation**

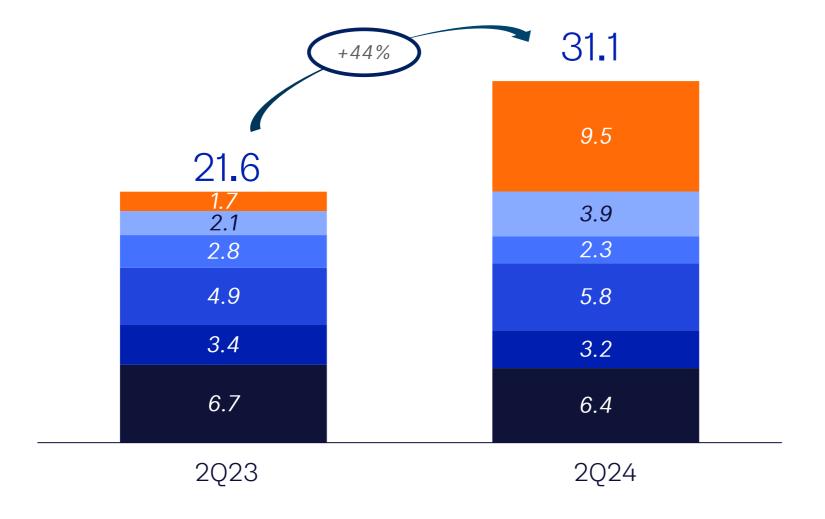
- \$1.3 billion of gross organic inflows in 2Q24 across the platform mainly driven by GPMS, Credit and Real Estate
- \$2.2 billion of gross organic inflows YTD and \$4.9 billion for the LTM diversified across verticals
- Total Capital Formation of \$16.3 billion over the LTM including \$11.4 billion from acquisitions

PATRIA

# Fee Earning Assets Under Management

- Fee Earning AUM (FEAUM) of \$31.1 billion in 2Q24 were up 44% from one year ago driven by \$13.3 billion of inflows including \$9.9 billion from acquisitions, in addition to \$754 million of positive valuation impacts, partially offset by \$3.4 billion of outflows and \$1.1 billion of negative foreign exchange impacts
- Management Fees of \$70.2 million in 2Q24 were up 12% compared to 1Q24 driven by Fee Earning AUM growth, particularly in GPMS due
  to the impact of the abrdn acquisition







12.3

# Patria's Second Quarter 2024 Earnings

■ Distributable Earnings ("DE") of \$33.8 million in 2Q24, or \$0.22 per share

(US\$ in millions)	2Q23	2Q24	% Δ	YTD 2023	YTD 2024	% Δ
Management Fees	61.6	70.2	14%	119.1	133.2	12%
(+) Incentive Fees	0.0	1.3		0.1	1.3	
(+) Other Fee Revenues	0.5	2.9		1.0	4.2	
(–) Taxes on Revenues (1)	(1.3)	(1.3)		(2.3)	(2.5)	
(–) Rebates	(1.3)	(2.0)		(2.5)	(4.5)	
Total Fee Revenues	59.5	71.1	20%	115.5	131.7	14%
(–) Personnel Expenses	(16.8)	(20.2)	20%	(33.6)	(36.2)	8%
(–) General and Administrative Expenses	(8.3)	(10.8)	29%	(15.9)	(19.6)	23%
(–) Placement Fees Amortization and Rebates (2)	(0.5)	(0.6)	29%	(0.9)	(1.2)	36%
Fee Related Earnings (FRE)	33.8	39.5	17%	65.0	74.6	15%
FRE Margin (%)	57%	56%		56%	57%	
Realized Performance Fees (After-Tax)	16.4	-		31.9	-	
(–) Carried interest allocation and bonuses (3)	(5.7)	-		(11.1)	-	
Performance Related Earnings (PRE)	10.7	-		20.7	-	
(+) Net financial income/(expense) (4)	0.6	(3.0)		0.6	(4.0)	
Pre-Tax Distributable Earnings	45.1	36.5		86.4	70.6	
(–) Current Income Tax (5)	(2.8)	(2.7)		(3.8)	(5.5)	
Distributable Earnings (DE)	42.3	33.8		82.5	65.1	
DE per Share	0.29	0.22		0.56	0.43	



## PATRIA

# Macroeconomic & Geopolitical Update

PAX SHAREHOLDER PRESENTATION

### Latin America: A Few Basic Numbers

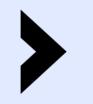
#### UNUSUAL COMBINATION OF LARGE DOMESTIC MARKETS AND RICHNESS OF NATURAL RESOURCES

2023 GDP USD **7.1** Tn 2023 Population

664 Mn

208 Bn

2022 FDI



of global GDP

**7**%

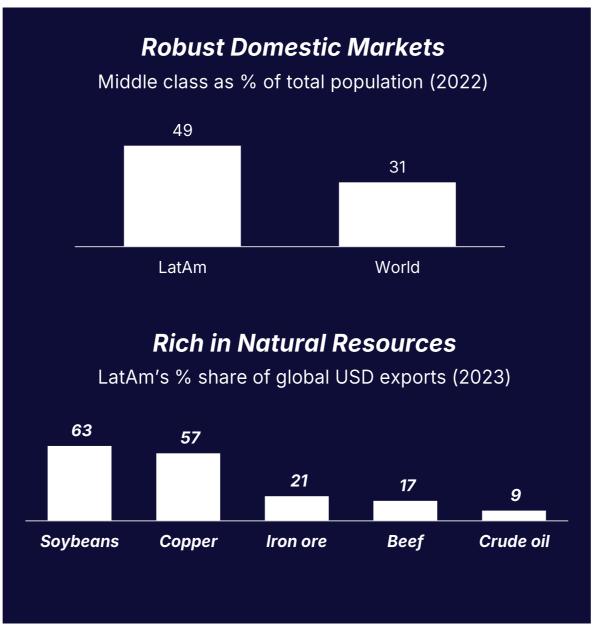


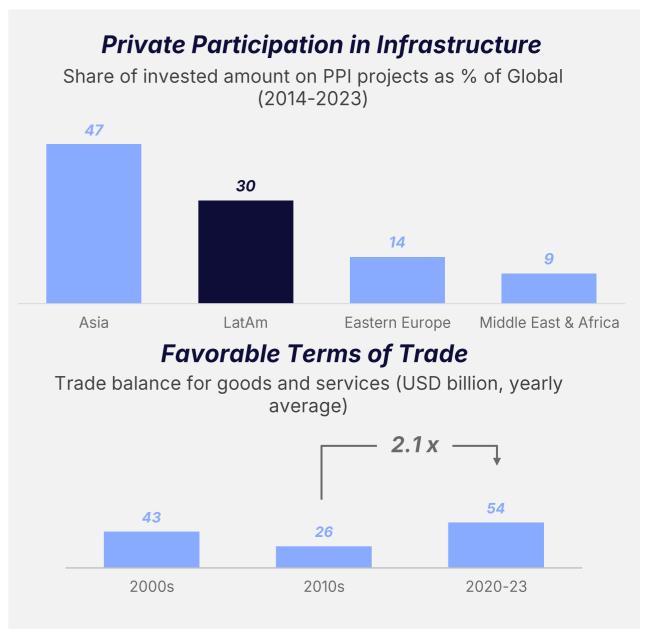
of global population



of global FDI









PAX SHAREHOLDER PRESENTATION Highly confidential and trade secret.

## Latin America: The Fundamental Story











Low Correlation with Rest of the World Real GDP growth correlation vs. G7 1980-2023 (%)  87%	59% 87%	39%
Large Consumer Markets Household consumption as % of GDP (20-year avg.)  67%	53% 55%	64%
Diversified 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%	<b>59</b> %
Very Low Geopolitical Risk Share of total GPRI in the last 20 years (20-year avg.) 4  48%	<b>27</b> % <b>27</b> %	3%
Increasing FDI Inflows Change between 2015-2022 (%), real terms  -47%  -43%	+9% -112%	+8%



PAX SHAREHOLDER PRESENTATION

Highly confidential and trade secret.

## Latin America: The Latest Developments



Central bank actions have been highly effective

✓ Median *headline inflation* is expected to reach **4.1% by the end of 2024** from 8.5% at the end of 2022 and 4.6% in 2023¹



Interest rates trending lower should boost asset prices

✓ Chile, Brazil, Peru, Colombia, and Mexico already cut rates: up to 200 bps further rate cuts expected by end-2024²



Steady FX appreciation, but key currencies are still undervalued

Colombia, Chile, and Brazil's currencies are still 4%, 12% and 23% undervalued, respectively, according to PPP estimates<sup>3</sup>



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' **median EV/EBITDA**<sup>4</sup> today is 7.0x, which compares to 8.3x on a 20-year average



Appendix

# Platform Overview by Asset Class

Asset Class	F	EAUM by S	tructure	Fee Basis	Duration	Currency Exposure Hard / Soft (%)	Effective Mgmt. Fee Rate
Private Equity	\$ 6.4 bn	100%	Drawdown Funds	Deployed Capital at Cost	Long-dated & Illiquid	93%   7%	1.7%
Infrastructure	\$ 3.2 bn	92%	Drawdown Funds	Hybrid: Committed/ Deployed at Cost	Long-dated & Illiquid	80%   20%	1.5%
11111 0311 001016	Ψ 0.2 0Π	8%	Infrastructure Core	Net Asset Value	Permanent Capital	0%   100%	1.070
0 "	Φ.Γ.Ο.Ι	95%	Open/Evergreen Funds	Net Asset Value	Periodic/Limited Liquidity	72%   28%	0.007
Credit	\$ 5.8 bn	5%	Drawdown Funds	Net Asset Value	Long-dated & Illiquid	0%   100%	0.8%
D 15	<b>4.0.0</b> I	84%	REITs	Net Asset Value	Permanent Capital	0%   100%	2.22/
Real Estate	\$ 3.9 bn	16%	Drawdown Funds	Net Asset Value	Long-dated & Illiquid	51%   49%	0.8%
Public Equities	\$ 2.3 bn	100%	Open/Evergreen Funds	Net Asset Value	Periodic/Limited Liquidity	4%   96%	0.8%
		18%	Drawdown Funds	Deployed Capital at Cost	Long-dated & Illiquid	100%   0%	
		35%	SMAs	Hybrid: Varies by Account	Long-dated & Illiquid	100%   0%	
0.5140	<b>4</b> 0 5 1	16%	Listed Trust	Net Asset Value	Permanent	100%   0%	
GPMS	\$ 9.5 bn	14%	Distribution Partnerships	Based on Underlying Fund	Long-dated & Illiquid	100%   0%	0.6%
		13%	Evergreen	Net Asset Value	Periodic/Limited Liquidity	100%   0%	
		4%	Advisory	Net Asset Value	Periodic/Limited Liquidity	0%   100%	
Total	\$ 31.1 bn					70%   30%	1.0%



# Patria's Earnings — 5 Quarter View

(US\$ in millions)	2Q23	3Q23	4Q23	1Q24	2Q24
Management Fees	61.6	61.7	64.7	62.9	70.2
(+) Incentive Fees	0.0	0.0	3.9	(0.1)	1.3
(+) Other Fee Revenues	0.5	1.1	0.7	1.3	2.9
(–) Taxes on Revenues (1)	(1.3)	(1.2)	(1.4)	(1.2)	(1.3)
(–) Rebates	(1.3)	(2.3)	(1.7)	(2.5)	(2.0)
Total Fee Revenues	59.5	59.3	66.1	60.6	71.1
(–) Personnel Expenses	(16.8)	(14.0)	(12.4)	(16.0)	(20.2)
(–) Administrative Expenses	(8.3)	(8.9)	(6.5)	(8.8)	(10.8)
(–) Placement Fees Amortization (2)	(0.5)	(0.5)	(0.5)	(0.6)	(0.6)
Fee Related Earnings (FRE)	33.8	36.0	46.7	35.1	39.5
FRE Margin (%)	57%	61%	71%	58%	56%
Realized Performance Fees (After-Tax)	16.4	0.3	40.6	-	_
(–) Carried interest allocation and bonuses (3)	(5.7)	(0.1)	(14.0)	-	i -
Performance Related Earnings (PRE)	10.7	0.2	26.6	-	-
(+) Net financial income/(expense) (4)	0.6	0.4	(0.1)	(1.0)	(3.0)
Pre-Tax Distributable Earnings	45.1	36.5	73.1	34.1	36.5
(–) Current Income Tax (5)	(2.8)	(3.2)	(2.6)	(2.8)	(2.7)
Distributable Earnings (DE)	42.3	33.3	70.6	31.3	33.8
DE per Share	0.29	0.23	0.48	0.21	0.22
					I
Additional Metrics					
Total Assets Under Management	28,209	28,411	31,843	31,966	40,322
Fee-Earning Assets Under Management	21,573	21,457	23,900	23,895	31,067



## Investment Performance - Drawdown Funds

(in Thousands, Except Where Noted)	Committed Capital	Deployed + Reserved	Total Invested	Unrealized Investments	Realized Investments		otal alue	Net R	eturns
Fund (Vintage)	Total (USD)	%	Value (USD)	Value (USD)	Value (USD)	Value (USD)	Gross MOIC (USD)	Net IRR (USD)	Net IRR (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	616,657	596	1,193,694	1,194,290	1.9x	8%	19%
PE IV (2011)	1,270,853	115%	1,247,830	1,142,781	287,708	1,430,490	1.1x	-1%	6%
PE V (2015)	1,807,389	115%	1,555,182	2,737,083	487,899	3,224,982	2.1x	11%	17%
PE VI (2019)	2,689,666	106%	1,861,342	3,157,542	42,604	3,200,145	1.7x	15%	18%
PE VII (2022)	1,179,148	Fundraising	457,641	497,538	-	497,538	1.1x	n/m	n/m
Total Private Equity	7,802,652		5,954,113	7,535,541	3,344,010	10,879,550	1.8x	11%	16%
Infrastructure									
Infra II (2010)	1,154,385	102%	997,679	249,988	941,023	1,191,012	1.2x	0%	10%
Infra III (2013)	1,676,237	116%	1,306,477	872,723	2,139,975	3,012,697	2.3x	12%	21%
Infra IV (2018)	1,941,000	112%	1,105,649	1,490,434	21,904	1,512,338	1.4x	10%	15%
Infra V (2023)	1,079,805	Fundraising	n/m	n/m	n/m	n/m	n/m	n/m	n/m
Total Infrastructure	5,851,427		3,409,805	2,613,145	3,102,902	5,716,047	1.7x	6%	15%



# Investment Performance - Credit & Public Equities

Asset Class	Stratogy	Functional	Strategy	VTD	Comp	ounded Ar	nnualized I	Net Returns	Excess Return
Asset Oldss	Strategy	Currency	AUM (USD Mn)	YTD	1yr	3yr	5yr	Since Incep.	Since Incept.
	Latam High Yield (2000)	USD	3,770	6.9%	17.0%	6.7%	5.3%	11.0%	370 bps
	Benchmark: CEMBI Broad Div Latam HY			6.2%	14.4%	3.6%	4.3%	7.3%	
Credit	Latam Local Currency Debt (2009)	USD	824	-4.7%	2.4%	6.7%	3.0%	4.2%	133 bps
Credii	Benchmark: GBI Broad Div Latam	000	024	-8.3%	-3.2%	4.0%	1.6%	2.8%	
	Chilean Fixed Income (2012)	CLP	702	6.4%	13.0%	11.5%	7.2%	9.0%	211 bps
	Benchmark: Chilean Fixed Income Index	OLI		1.9%	4.7%	7.8%	4.8%	6.9%	211 003
	Latam Equities (2008)	USD	1,005	-17.6%	-11.9%	-5.1%	0.2%	2.6%	204 bps
Public Equities	Benchmark: Latam Equities Index	030	1,003	-16.1%	-7.9%	-0.3%	0.1%	0.6%	204 003
	Chilean Equities (1994)	CLP	937	6.9%	13.6%	17.7%	5.3%	13.3%	510 haa
	Benchmark: Chilean Equities Index			2.5%	12.3%	14.8%	3.5%	8.1%	sya vic
Public Equities	Chilean Equities (1994)			6.9%	13.6%	17.7%	5.3%	13.3%	518 bps



# Investment Performance - REITs

As of Jun 24							Returns in lo	cal currency - Sind	e Inception
Ticker	Fund Name	Strategy	Inception Year	Functional Currency	AUM M (Functional Currency)	AUM M (USD)	Total Return (Annualized)	Market Comparison	IFIX (BR) / IPC(COL) (Annualized)
HGLG11	PÁTRIA LOG FII	Logistics	2011	BRL	5,479	986	14.7%	IFIX	9.5%
LVBI11	VBI LOGISTICO FII	Logistics	2018	BRL	1,799	324	12.1%	IFIX	7.1%
PVBI11	VBI PRIME PROPERTIES FII	Office	2020	BRL	2,503	450	5.1%	IFIX	5.4%
HGRE11	PÁTRIA REAL ESTATE FII	Office	2009	BRL	1,410	254	10.4%	IFIX	9.4%
HGPO11	PÁTRIA PRIME OFFICES FII	Office	2010	BRL	543	98	17.1%	IFIX	9.4%
TRNT11	TORRE NORTE	Office	2001	BRL	433	78	8.2%	IFIX	9.4%
HGCR11	PÁTRIA RECEBÍVEIS IMOBILIÁRIOS FII	Receivables	2010	BRL	1,616	291	12.8%	IFIX	9.4%
CVBI11	VBI CRÉDITO IMOBILIARIO FII	Receivables	2019	BRL	1,035	186	13.5%	IFIX	4.9%
HGRU11	PÁTRIA RENDA URBANA FII	Street Retail	2018	BRL	2,386	429	14.5%	IFIX	6.1%
RVBI11	VBI REITS FOF FII	FoF	2020	BRL	753	136	4.1%	IFIX	2.1%
n/a	FONDO INMOBILIARIO COLOMBIA	Diversified	2008	СОР	5,348,804	1,289	15.0%	IPC	4.8%



## Total AUM Roll Forward

	Private Equity	Infrastructure	Credit	Public Equities	Real Estate	GPMS	Advisory	Total
AUM 1Q24	11,654	5,554	5,978	2,804	3,817	2,160	-	31,966
Acquisitions (1)	-	-	-	-	570	9,482	-	10,052
Inflows (2)	62	102	358	37	142	552	-	1,252
Outflows (3)	(221)	(96)	(219)	(286)	(96)	(488)	-	(1,406)
Valuation Impact	(65)	75	36	(217)	(70)	39	-	(202)
FX	(863)	(330)	(33)	24	(281)	111	-	(1,371)
Funds Capital Variation (4)	44	(8)	15	(0)	50	(70)	-	31
AUM 2Q24	10,610	5,297	6,135	2,362	4,132	11,787	-	40,322

	Private Equity	Infrastructure	Credit	Public Equities	Real Estate	GPMS	Advisory	Total
AUM 2Q23	11,227	4,970	4,913	2,714	1,848	-	2,537	28,209
Reclassifications	-	-	24	85	232	2,196	(2,537)	-
AUM 2Q23	11,227	4,970	4,937	2,798	2,081	2,196	-	28,209
Acquisitions (1)	-	-	-	-	1,934	9,482	-	11,416
Inflows (2)	109	1,071	1,200	505	846	1,146	-	4,877
Outflows (3)	(566)	(562)	(557)	(722)	(406)	(1,076)	-	(3,889)
Valuation Impact	842	384	687	(15)	(12)	148	-	2,033
FX	(1,182)	(428)	(136)	(204)	(370)	(39)	-	(2,358)
Funds Capital Variation (4)	180	(138)	5	-	59	(70)	-	36
AUM 2Q24	10,610	5,297	6,135	2,362	4,132	11,787	-	40,322



## Total FEAUM Roll Forward

	Private Equity	Infrastructure	Credit	Public Equities	Real Estate	GPMS	Advisory	Total
FEAUM 1Q24	6,516	3,334	5,639	2,749	3,791	1,866	-	23,895
Acquisitions (1)	-	-	-	-	479	8,103	-	8,581
Inflows (2)	-	8	356	22	142	317	-	845
Outflows (3)	(43)	(8)	(223)	(286)	(84)	(787)	-	(1,432)
Valuation Impact	-	8	51	(215)	(166)	53	-	(269)
FX and Other	(57)	(101)	(53)	23	(297)	(68)	-	(553)
FEAUM 2Q24	6,417	3,240	5,770	2,293	3,864	9,483	-	31,067

	Private Equity	Infrastructure	Credit	Public Equities	Real Estate	GPMS	Advisory	Total
FEAUM 2Q23	6,708	3,404	4,898	2,716	1,891	-	1,956	21,573
Reclassifications	-	-	24	85	177	1,670	(1,956)	0
FEAUM 2Q23	6,708	3,404	4,922	2,800	2,068	1,670	-	21,573
Acquisitions (1)	-	-	-	-	1,842	8,103	-	9,945
Inflows (2)	53	504	868	434	771	677	-	3,307
Outflows (3)	(265)	(597)	(502)	(709)	(403)	(897)	-	(3,374)
Valuation Impact	0	44	654	(28)	0	83	-	754
FX and Other	(78)	(115)	(172)	(205)	(416)	(152)	-	(1,138)
FEAUM 2Q24	6,417	3,240	5,770	2,293	3,864	9,483	-	31,067



# Patria's Second Quarter 2024 IFRS Results

• IFRS Net Income attributable to Patria was \$0.8 million for 2Q24

(US\$ in millions)	2Q23	2Q24	YTD 2023	YTD 2024
Revenue from management fees	61.7	72.0	119.4	135.9
Revenue from incentive fees	0.0	1.3	0.1	1.3
Revenue from performance fees (1)	17.5	0.0	32.9	0.0
Revenue from advisory and other ancillary fees	0.5	3.2	1.0	4.5
Taxes on revenue (2)	(2.5)	(1.5)	(3.6)	(2.8)
Revenue from services	77.3	75.0	149.9	138.9
Personnel expenses (3) Deferred Consideration (4) Amortization of intangible assets Carried interest allocation General and Administrative expenses Other income/(expenses) (5) Share of equity-accounted earnings (6) Net financial income/(expense) (7)	(18.6) (6.8) (5.5) (5.7) (8.8) (4.2) 0.1 0.7	(29.6) (3.5) (6.4) - (11.2) (16.4) (0.1) (4.7)	(37.0) (12.9) (10.4) (11.1) (16.7) (12.6) (0.5) 0.5	(48.0) (5.9) (12.4) - (20.4) (23.4) (0.3) (5.2)
Income before income tax	28.3	3.2	49.0	23.2
Income tax (8)  Net income for the period	7.7 36.0	(0.6)	4.6 53.6	(4.8) 18.4
Attributable to:				
Owners of the Parent	35.7	0.8	52.9	16.2
Non-controlling interests (9)	0.3	1.8	0.6	2.2



## Reconciliation of IFRS to Non-GAAP Measures

					,
(US\$ in millions)	2Q23	3Q23	4Q23	1Q24	2Q24
Management Fees	61.6	61.7	64.7	62.9	70.2
(+) Incentive Fees	0.0	0.0	3.9	(0.1)	1.3
(+) Other Fee Revenues	0.5	1.1	0.7	1.3	2.9
(–) Taxes on Revenues	(1.3)	(1.2)	(1.4)	(1.2)	(1.3)
(–) Rebates	(1.3)	(2.3)	(1.7)	(2.5)	(2.0)
Total Fee Revenues	59.5	59.3	66.1	60.6	71.1
(–) Personnel Expenses	(16.8)	(14.0)	(12.4)	(16.0)	(20.2)
(–) Administrative Expenses	(8.3)	(8.9)	(6.5)	(8.8)	(10.8)
(–) Placement Fees Amortization	(0.5)	(0.5)	(0.5)	(0.6)	(0.6)
Fee Related Earnings (FRE)	33.8	36.0	46.7	35.1	39.5
Realized Performance Fees (After-Tax)	16.4	0.3	40.6	0.0	0.0
(–) Carried interest allocation and bonuses	(5.7)	(0.1)	(14.0)	0.0	0.0
Performance Related Earnings (PRE)	10.7	0.2	26.6	0.0	0.0
(+) Net financial income/(expense)	0.6	0.4	(0.1)	(1.0)	(3.0)
Pre-Tax Distributable Earnings	45.1	36.5	73.2	34.1	36.5
(–) Current Income Tax	(2.8)	(3.2)	(2.6)	(2.8)	(2.7)
Distributable Earnings (DE)	42.3	33.3	70.6	31.3	33.8
					!
(-) Deferred Taxes (1)	10.6	4.0	0.7	(0.9)	3.0
(-) Amortization of intangible assets from acquisition (2)	(4.7)	(4.8)	(5.0)	(5.1)	(4.6)
(-) Equity-based and long-term compensation (3)	(0.5)	(1.1)	(12.4)	(0.8)	(7.0)
(-) Deferred and contingent consideration (4)	(8.7)	(7.7)	9.3	(5.8)	(10.0)
(-) Other transaction costs (5)	2.1	(3.4)	(8.5)	(3.6)	(12.5)
(-) Derivative financial instrument gains/(losses) (6)	(3.4)	(2.9)	(7.3)	(0.8)	1.3
(-) SPAC expenses and transaction costs (7)	(3.3)	(0.2)	(0.2)	(0.2)	(0.4)
(-) Unrealized financial income/expense (8)	1.3	1.2	(0.1)	1.3	(2.9)
Net income for the period (9)	35.7	18.5	47.0	15.4	0.8



## IFRS Balance Sheet

(US\$ in millions)	31-Dec-23	30-Jun-24
Assets  Cash and cash equivalents (1) Client funds on deposit Short term investments Accounts receivable (2) Project advances Other assets (3) Recoverable taxes Other financial instruments (6)	16.1 17.1 204.5 123.3 17.6 11.8 3.9 3.2	28.9 21.7 70.1 118.2 16.4 20.2 4.8 23.0
Current Assets	397.5	303.3
Accounts receivable (2) Deferred tax assets (4) Project advances Other assets (3) Long term investments (5) Investments in associates Property and equipment Intangible assets (7) Other financial instruments (6)	14.9 15.5 2.0 3.8 57.7 0.9 28.2 487.0	14.7 18.0 1.8 60.6 48.6 0.8 27.7 693.5 7.9
Non-current assets	610.0	873.6
Total Assets	1,007.5	1,176.9

	31-Dec-23	30-Jun-24			
Liabilities and Equity					
Client funds payable Consideration payable on acquisition (8) Personnel and related taxes (9) Taxes payable Carried interest allocation (10) Other financial instruments Commitment subject to possible redemption (11) Gross obligation under put option (12) Other liabilities Loans (13)	17.1 59.1 28.7 3.9 9.4 0.3 187.4 81.6 10.0	21.7 110.4 18.2 4.8 8.8 20.7 52.3 69.8 33.7 28.3			
Current Liabilities	397.5	368.7			
Gross obligation under put option (12) Consideration payable on acquisition (8) Carried interest allocation (10) Personnel liabilities (9) Deferred tax liabilities Other liabilities Loans (13) Other surrent Liabilities	11.3 42.9 18.5 2.9 - 13.0	11.1 74.7 8.5 0.4 2.9 56.8 148.8 4.8			
Non-current Liabilities	88.6	308.0			
Total Liabilities	486.1	676.7			
Capital Additional paid-in capital Performance Share Plan (14) Retained earnings Cumulative translation adjustment Equity attributable to the owners of the parent Non-controlling interests	0.0 500.7 3.0 50.8 (12.0) 542.5 (21.1)	0.0 553.4 9.1 (19.5) (29.8) 513.2 (13.0)			
Equity	521.4	500.2			
Total Liabilities and Equity	1,007.5	1,176.9			



# Share Summary

(US\$ in millions)	2Q23	3Q23	4Q23 <sup>1</sup>	1Q24 <sup>2</sup>	2Q24 <sup>3</sup>
Class A Common Shares	54,930,241	54,930,241	55,308,508	57,784,383	58,863,009
Class B Common Shares	92,945,430	92,945,430	92,945,430	92,945,430	92,945,430
Total Shares Outstanding	147,875,671	147,875,671	148,253,938	150,729,813	151,808,439
	+ Shares issued post-quarter and eligible for dividend <sup>4</sup>			1,078,626	1,206,168
	= Total shares outstanding eligible for quarterly dividend			151,808,439	153,014,607



## Notes

#### Notes to Page 54 – Patria's Second Quarter 2024 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 variances
- (8) Income tax includes both current and deferred tax expenses for the period
- (9) Represents the non-controlling interest in Patria's subsidiaries

#### Notes to Pages 41 – Patria's Second Quarter 2024 Earnings and Page 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 realized gains/(losses) on financial instruments
- (5) Current Income Tax represents tax expenses based on each jurisdiction's tax regulations



## Notes

#### Notes to page 38 – Net Accrued Performance Fees

(1) Others include Private Equity funds III, Infrastructure fund II, Moneda Alturas II and Kamaroopin's legacy Growth Equity fund

#### Notes to page 52 – 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 and (iv) funds received from financing activities at fund level that has been distributed to limited partners

#### Notes to page 53 – 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 55 – 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 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) Unrealized gains and losses on financial instruments and unrealized exchange variation.
- (9) Reflects net income attributable to owners of the Parent

#### Notes to Page 56 – 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 mainly composed by 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
- (5) The long-term investments includes GP commitments into the funds
- (6) Includes derivative financial instruments from acquisition related activity as well as energy trading contracts
- (7) Primarily composed of goodwill, non-contractual customer relationships and brands from business acquisitions and their amortization
- (8) 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 as well as deferred considerations payable to employees of acquired businesses
- (9) Primarily composed of employee profit sharing and short-term employee benefits
- (10) Reflects 35% of performance fees receivable to be paid to a carried interest vehicle when the carried interests are collected from the funds
- (11) Liabilities related to SPAC for warrants (ticker PLAOW) and redeemable SPAC Class A ordinary shares (PLAO)
- (12) Gross obligation related to option arrangements from acquisition-related activity of businesses
- (13) Loans include credit facilities utilized as well as accrued interest recognized on outstanding loan balances
- (14) Reflects the shares issued attributable to the share-based incentive plans in place



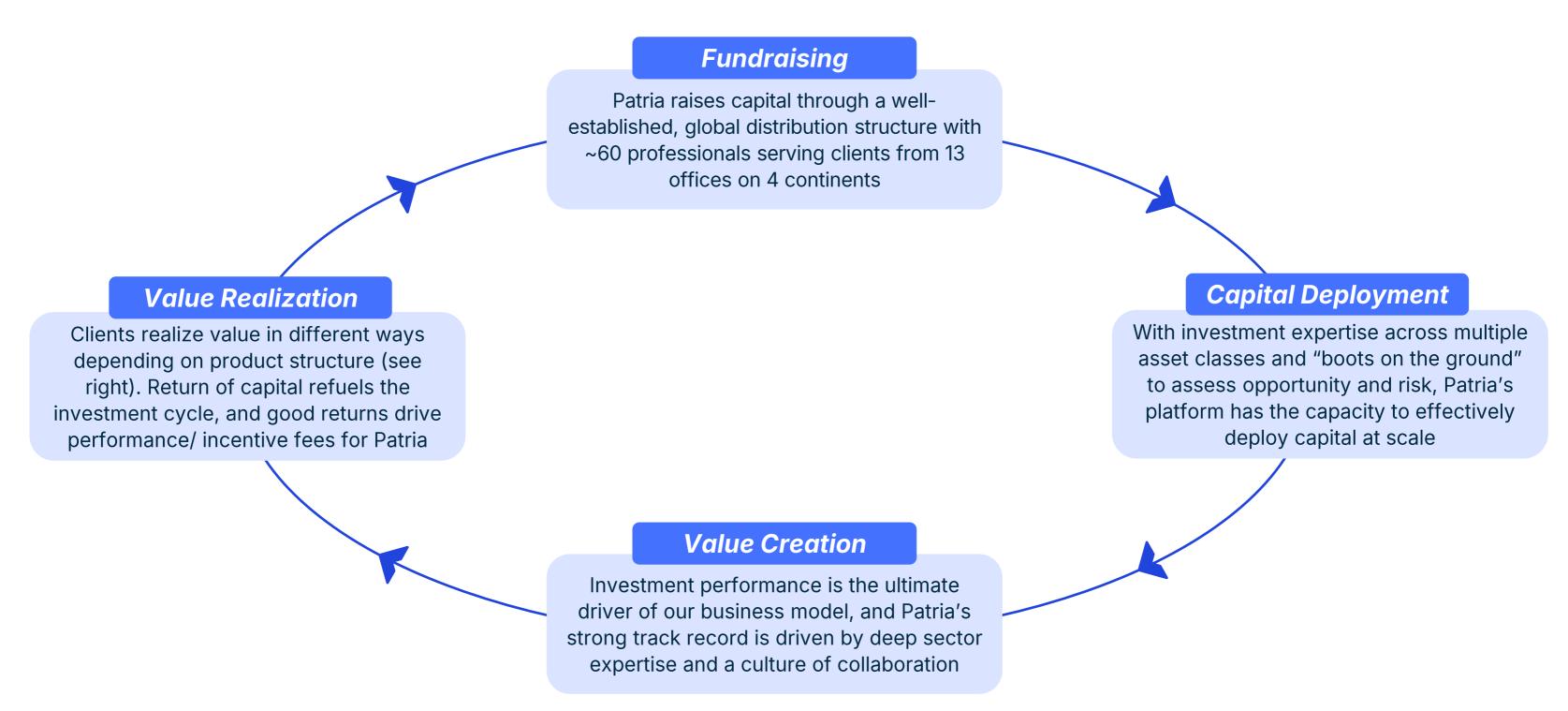
## Definitions

- 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-based 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.



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

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



PATRIA

# How We Serve Our Clients: Fund Ecosystem

#### **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, Private Equity Solutions

#### **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

#### **Permanent Capital**

- Mostly listed funds
- Liquidity is purely secondary (i.e. no redemptions)
- · Management fees based on NAV
- Clients realize value through dividends, distributions and secondary sale of shares
- Raise capital periodically through sale of shares
- ✓ REITs, Infrastructure Core, Private Equity Solutions

#### Separately Managed Accounts (SMAs)

- Large customed institutional accounts
- Clients realize value through realization of investments and distribution of proceeds
- Multi-year duration that depending on account structure may allow for capital recycling and compounding
- Initially GPMS but applicable across multiple asset classes
- ✓ Global Private Market Solutions (GPMS)



6.3