



Australis Partners in Partnership with CDPQ and IFC Finalizes its Acquisition of Alianza Fiduciaria and Alianza Valores

Bogotá, June 11, 2019 - Australis Partners, an independent private equity firm focused on Latin America, in association with Caisse de dépôt et placement du Québec (CDPQ), a leading Canadian institutional investor and the International Finance Corporation (IFC), a member of the World Bank Group, today finalized the acquisition of the 50 percent stake in each of Alianza Fiduciaria and Alianza Valores owned by Advent International. Financial terms of the transaction were not disclosed.

Australis Partners, CDPQ, IFC and current 50 percent shareholder Organización DeLima, a firm with more than 60 years of experience in insurance brokerage and financial services, have formed a new investment alliance to manage their collective investment in the Alianza companies.

Enrique Bascur, Managing Partner of Australis Partners, said: “We look forward to working with Organización DeLima in this new investment. We see great growth potential in Alianza and look forward to partnering with management to take the firm to the next level. We plan to continue supporting the company’s growth in the trust business and continue the ongoing effort to help the company become a market leader in asset management by expanding its product offerings, driving operational improvements, and exploring partnerships in the region.”

Ernesto de Lima, President of Organización DeLima, said: “Our new investment alliance with Australis Partners, CDPQ, and IFC will greatly assist in our ongoing work to continue Alianza’s growth trajectory. We look forward to utilizing the expertise, regional network and resources that Australis Partners, CDPQ, and IFC have as we explore additional growth channels for Alianza.”

About Alianza Fiduciaria S.A. y Alianza Valores Comisionista de Bolsa S.A.

Alianza Fiduciaria is a leading Colombian trust and asset management company with more than 30 years in the sector. It manages more than 5,500 trust businesses, offers 7 mutual funds (including fixed income, equity and alternative investment funds), 10 investment portfolios through its voluntary pension fund and manages approximately \$18 billion in consolidated assets. Alianza Fiduciaria has a AAA(col) investment management quality rating, and a AAA counterparty risk rating, both issued by Value & Risk.

Alianza Valores is one of the leading brokerage houses in Colombia with more than 60 years of experience in the sector, offering alternatives of fixed income, equities, foreign exchange, among others. Alianza Valores has AA+ counterparty risk rating by Value & Risk, and a ‘Fuerte(col)’ investment management quality rating by Fitch Ratings de Colombia S.A., rating that applies also for high net-worth individual portfolios (APT).

About Australis Partners:

Australis Partners (Advisers), LLC (“Australis Partners”) is an independent investment firm that manages private equity funds with a focus on the Pacific Alliance countries of Mexico, Colombia, Peru and Chile. Founded in 2014 by former senior investment professionals of CVC Latin America, its partners have led 21 investments, deployed more than \$1 billion in capital and developed extensive experience investing in the firm’s core markets across the region. For more information, visit www.australispartners.com.

About CDPQ:

Caisse de dépôt et placement du Québec (“CDPQ”) is a long-term institutional investor that manages funds primarily for public and parapublic pension and insurance plans. At December 31, 2018, it held

CAD\$309.5 billion in net assets. As one of Canada's leading institutional fund managers, CDPQ invests globally in major financial markets, private equity, infrastructure, real estate and private debt. For more information, visit www.cdpq.com.

About IFC:

IFC—a sister organization of the World Bank and member of the World Bank Group—is the largest global development institution focused on the private sector in emerging markets. We work with more than 2,000 businesses worldwide, using our capital, expertise, and influence to create markets and opportunities in the toughest areas of the world. In fiscal year 2018, we delivered more than \$23 billion in long-term financing for developing countries, leveraging the power of the private sector to end extreme poverty and boost shared prosperity. For more information, visit www.ifc.org

About Organización DeLima:

Organización DeLima is a group of well-respected Colombian businessmen who have successfully participated for more than 60 years in the creation and development of different enterprises in a range of sectors in Colombia and the surrounding region, such as insurance brokerage, financial services, beverage production, documentary and audiovisual solutions, import and distribution of vehicles, agricultural activities, among others. The group has gained recognition for developing successful partnerships with global firms such as Marsh & McLennan Companies, a partner with which it maintained a relationship for more than 50 years in creating one of the leading insurance brokerage platforms in Latin America, Delima Marsh S.A, and Advent International, a strategic partner in Alianza Fiduciaria and Alianza Valores.