

PRESS RELEASE

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www.sonaesierra.com

Sierra and BTG Pactual partner to launch Real Estate Credit Joint Venture

- The innovative joint venture will be particularly focused on income-producing real estate assets, such as shopping centres, retail parks, and high street.
- This initiative is in line with Sierra's investment management strategy, which aims to establish partnerships with recognised investors in the market to promote attractive investment opportunities.

Sonae Sierra, a multinational vertically integrated real estate player, and **BTG Pactual**, the leading investment bank in Latin America, have established a joint venture to invest in real estate credit across the Iberian Peninsula. This collaboration brings together Sierra's local know-how in the real estate sector and BTG Pactual's financial expertise and ambition to expand in Europe.

This innovative joint venture will be primarily aimed at financing income-producing real estate assets, including shopping centres, retail parks, and high street properties. By leveraging the complementary strengths of both partners, the initiative seeks to capitalize on attractive opportunities in the real estate credit market, responding to the growing demand for innovative financing solutions.

The model prioritizes high-quality assets that offer stability and competitive returns. This model reinforces Sierra's commitment to innovation, diversification, and portfolio robustness, while boosting the dynamism of the real estate credit market in the Iberian Peninsula.

"This partnership combines the expertise of both companies to address the evolving needs of the market," stated **Luís Mota Duarte, Deputy CEO & Executive Director, Investment Management at Sierra**. *"It reinforces our strategy of creating innovative solutions for the real estate market and offering added value to our partners and investors."*

"The joint-venture is an important step to increase our product offering of credit and financial solutions and also reinforce our presence in the Iberian Peninsula." stated **Rogério Stallone, Partner and Head of Corporate Lending at BTG**.

This initiative marks a significant step in reshaping real estate credit investment in the region, underscoring the shared commitment of both companies to innovation, quality, and sustainable growth.

About Sonae Sierra

Sonae Sierra is a multinational company that operates in an integrated manner in the real estate business, focusing on urban transformation and innovation. With projects carried out in more than 35 countries, it currently manages around 7 billion euros in assets. Sierra's sustainability strategy has always been a differentiating element and one of the main pillars of the company's positioning in all business areas.



Sierra has a solid reputation as a specialist in market-leading real estate solutions that add value to society as a whole. Focused on long-term relationships with leading investors, its vertically integrated offer includes the creation of personalised vehicles, the development and modernisation of sustainable mixed-use urban spaces (residential, offices, retail and leisure), an integrated and complete platform of real estate services, and the management of a resilient asset portfolio capable of responding to the challenges of the future.

Find out more about the company at www.sonaesierra.com

About BTG Pactual

BTG Pactual (BPAC11) is the largest investment bank in Latin America, with a market capitalization of approximately US\$ 25 billion (as of Q2, 2024), offering a diverse range of services, including Investment Banking, Corporate Lending, Sales & Trading, Asset Management, Wealth Management, and Banking.

BTG Pactual Asset Management is a division of BTG Pactual with an international presence and US\$ 166 billion in assets under management and administration. Internationally recognized and awarded, BTG Pactual employs more than 7,000 people across Brazil, Chile, Argentina, Colombia, Peru, Mexico, the United States, U.K., Portugal, Spain and Luxembourg (as of Q2, 2024). For more information and important disclosures: www.btgpactual.com.