



AZORA

AZORA LAUNCHES AZORA PRIVATE SOLUTIONS AND AIMS TO DOUBLE ITS PRIVATE INVESTOR AND FAMILY OFFICE MANAGEMENT BUSINESS TO \$4 BILLION IN 5 YEARS

- **Azora will make its entire network available to global private investors and family offices, providing them with access to its pipeline of investment opportunities.**
- **The firm's US private investor management Azora Exan rebranded as Azora Private Solutions and expanded to target global private capital.**
- **Team to be grown to extend European and Latin American private investor base and enhance its presence in the Middle East.**

Madrid, 23 April 2025 – Azora, as part of its international growth strategy and to reinforce its commitment to its private investor management business, has launched **Azora Private Solutions**, a new global investment management platform for private investors, with the aim of doubling private capital under management to €4 billion by 2030.

Formed through the rebranding and extension of the firm's existing platform for private investors in the US, Azora Exan, which manages c€2 billion of assets, **Azora Private Solutions** will provide global access to top-tier investment opportunities sourced through Azora's entire network. Azora will be flexible in its approach to sourcing these opportunities, ensuring they can be tailored to clients' specific risk, return, sector or geographical requirements.

Clients will be offered the opportunity to make direct investments in prime CORE and CORE+ assets, participate in joint ventures for larger assets, or invest through funds into portfolios and/or individual assets with higher operational complexity under Value-Add strategies.

Through this new initiative, Azora, which was founded by Concha Osácar and Fernando Gumuzio, clearly demonstrates its commitment to this this important and growing source of capital, while complementing its traditional base of institutional investors.

To help achieve its growth ambitions in the private wealth market, Azora intends to invest in hiring more professionals into its existing team with the goal of expanding its investor base in Europe and Latin America and strengthening its presence for private investors in the Middle East, while allowing it to maintain its current exemplar client service. This initiative will be led by Juan José Zaragoza and Ignacio Gil-Casares who have been leading Azora Exan's US business until now.

Javier Rodríguez-Heredia, Managing Partner of Azora, commented: *'After a near three year market rerating, the fundamentals are highly favourable for increasing exposure to real estate, particularly given the asset class's proven ability to act as a hedge against inflation which is now*



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seeming increasingly likely in response to political events. By launching Azora Private Solutions, we aim to provide private investor and family office clients with access to Azora's capabilities and investment strategies, enabling them to gain access some of the most compelling opportunities in through our American and European areas of operation. Expanding our private client base is a clear strategic area of growth for Azora and we have a firm objective to double the assets under management we have with private and family office investors to €4 billion within 5 years. Our aim is to work closely with our clients to help build their investment portfolios with a diversified range of real estate asset classes in a highly customised way that allows us to meet their individual return requirements."

Azora entered the US market with the creation of Azora Exan in December 2021. Azora Exan currently manages €2 billion worth of office, retail industrial and residential assets in the US.

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About Azora

Founded in 2003, Azora is a leading international alternative investment management platform with offices in Madrid, Spain, and Miami, FL. Managing over €14.6 billion in assets across the "living," hospitality, logistics, office, and renewable energy sectors in Europe and the United States, Azora has a proven track record of creating value through innovative investment strategies and active management.

The firm is a pioneer in developing scalable platforms and providing tailored investment solutions for private investors, focusing on major market megatrends. With a strong track record in real asset investments, it specializes in identifying untapped investment opportunities and channeling capital to the areas where it is most needed.

For more information about Azora, visit <https://www.azora.com>