



Executive Summary

# Sustainability Impact Report 2025



Nurturing a Better Tomorrow

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# Who we are

In 2025, we reaffirmed that leadership is an exercise in active listening and responsibility. Under our higher purpose of **Nurturing a Better Tomorrow**, we consolidated our operations in Colombia, Mexico, Chile and the United States, understanding that building a business is, in essence, strengthening the social fabric and competitiveness of the countries that host us.

Our operations are based on consistency and the creation of shared value, aligned with global standards such as the United Nations 2030 Agenda, OECD and Global Compact, under which we reaffirm our commitment to sustainable development. This is materialized in three impact pillars:



## Allies from the Origin

We strengthened standards throughout our value chain setting ambitious science based decarbonization targets, expanding due diligence and regenerative agriculture frameworks, and ensuring deforestation-free operations that respect human rights.



## Empowering Talent

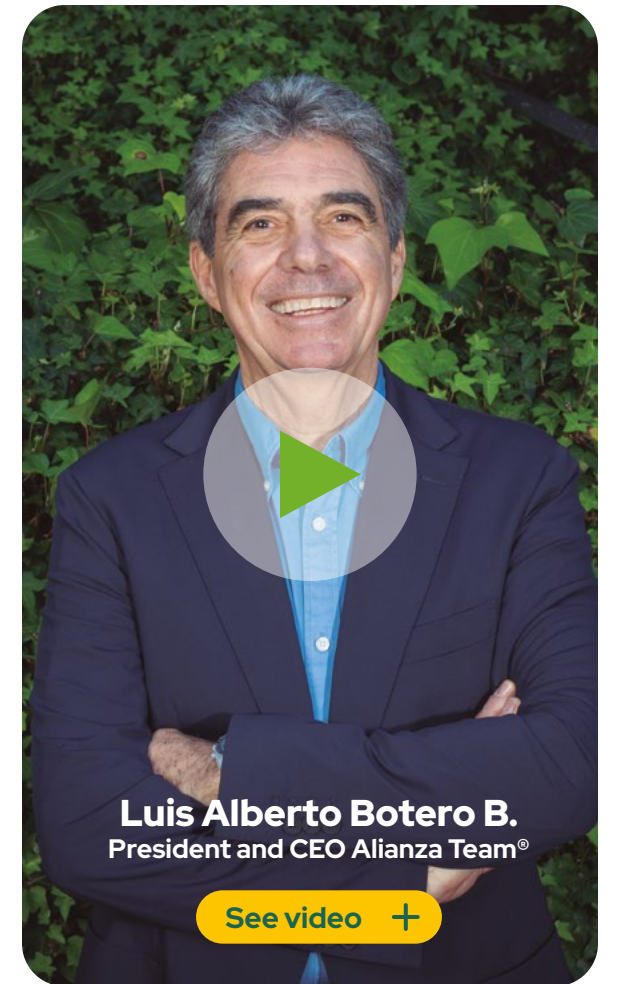
Human development is our engine of transformation. With 79% of vacancies filled by internal talent and an average tenure of 7 years, we demonstrate that our culture of transformational leadership drives the real growth of our people.



## Generators of Prosperity

Through science and innovation, we ensure profitable growth. We highlight the inauguration of our facility in Goldsboro, NC, USA, and our inclusion for the third consecutive year in the S&P Global Sustainability Yearbook—milestones that validate our competitiveness and operational excellence.

Under our philosophy of **Stronger as Allies**, we closed the year with the conviction that collaborative business leadership—that learns and builds—is the key to creating societies with more opportunities. And so, we will continue **Nurturing a Better Tomorrow**.



**Luis Alberto Botero B.**  
President and CEO Alianza Team®

[See video +](#)

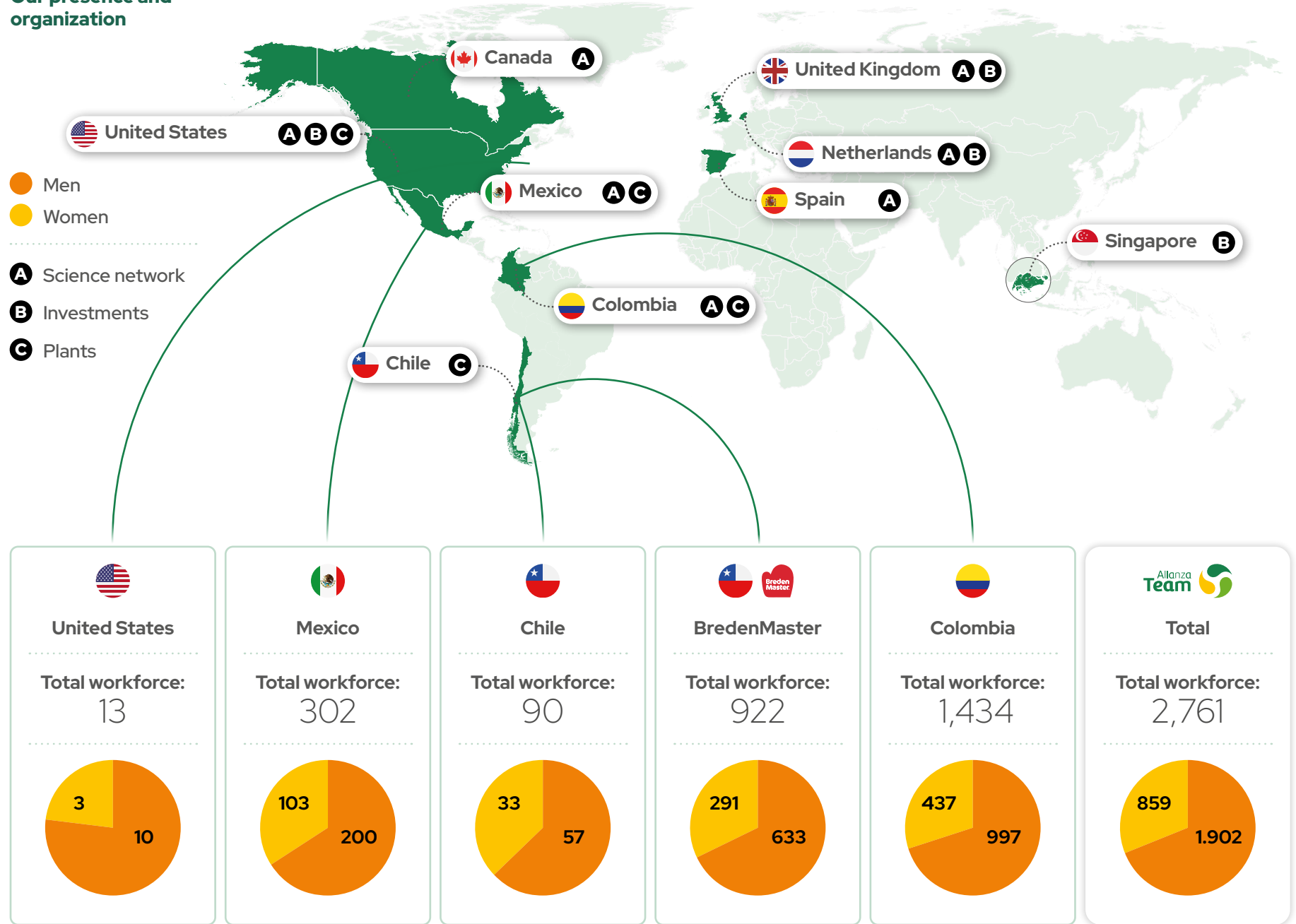
## Who We Are and How We Operate

Alianza is a multi-local company of Colombian origin with more than 80 years of experience, specialized in lipid science and its industrial applications for the food industry and other sectors. Over the past decades, we have evolved from a traditional oils and margarines business into an organization grounded in scientific knowledge, technological innovation and the development of advanced solutions for our clients.

We currently have manufacturing operations in Colombia, Mexico, Chile, the United States and the Netherlands, as well as a global network of academic, scientific and technological partners that strengthen our research and development capabilities.

Our operations are supported by a diverse workforce that, from different roles, experiences and geographies, brings complementary capabilities to the achievement of business objectives. Each person contributes a unique talent that, together, strengthens organizational performance and enables consistent progress toward our purpose.

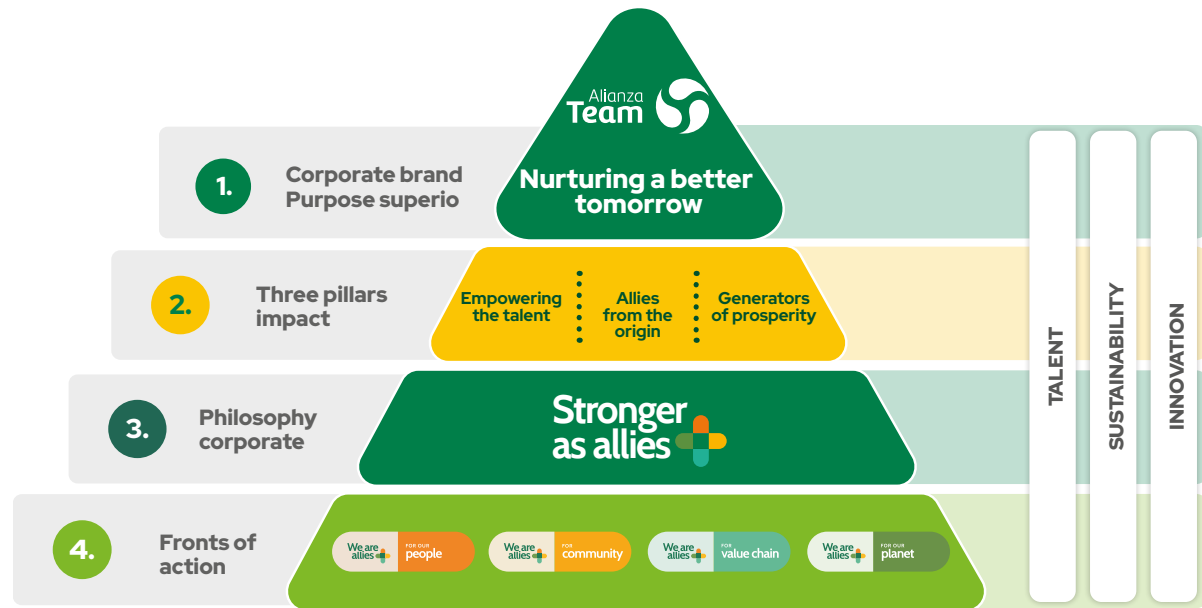
### Our presence and organization



We build better countries from our higher purpose: *nurturing a better tomorrow*. We do so by empowering talent, being allies from the origin, and generating prosperity. We are driven by three strategic growth

levers that shape our long-term vision: sustainability, innovation and talent. This framework guides our work, under which we strengthen relationships and generate impact throughout our entire value chain.

**Action Framework**



Our four strategic business groups cover a broad diversity of categories, channels and clients, delivering comprehensive solutions that contribute to development, well-being and the creation of growth opportunities in the regions where we are present.



During 2025 we reached strategic milestones that strengthen our global presence and our leadership in sustainability and innovation. Among them, the inauguration of our facility in Goldsboro, NC, United States stands out—a decisive step toward expanding our international

presence and bringing our solutions closer to new markets.

This year we were also recognized by various organizations for our commitment to sustainable development. Among the main recognitions:

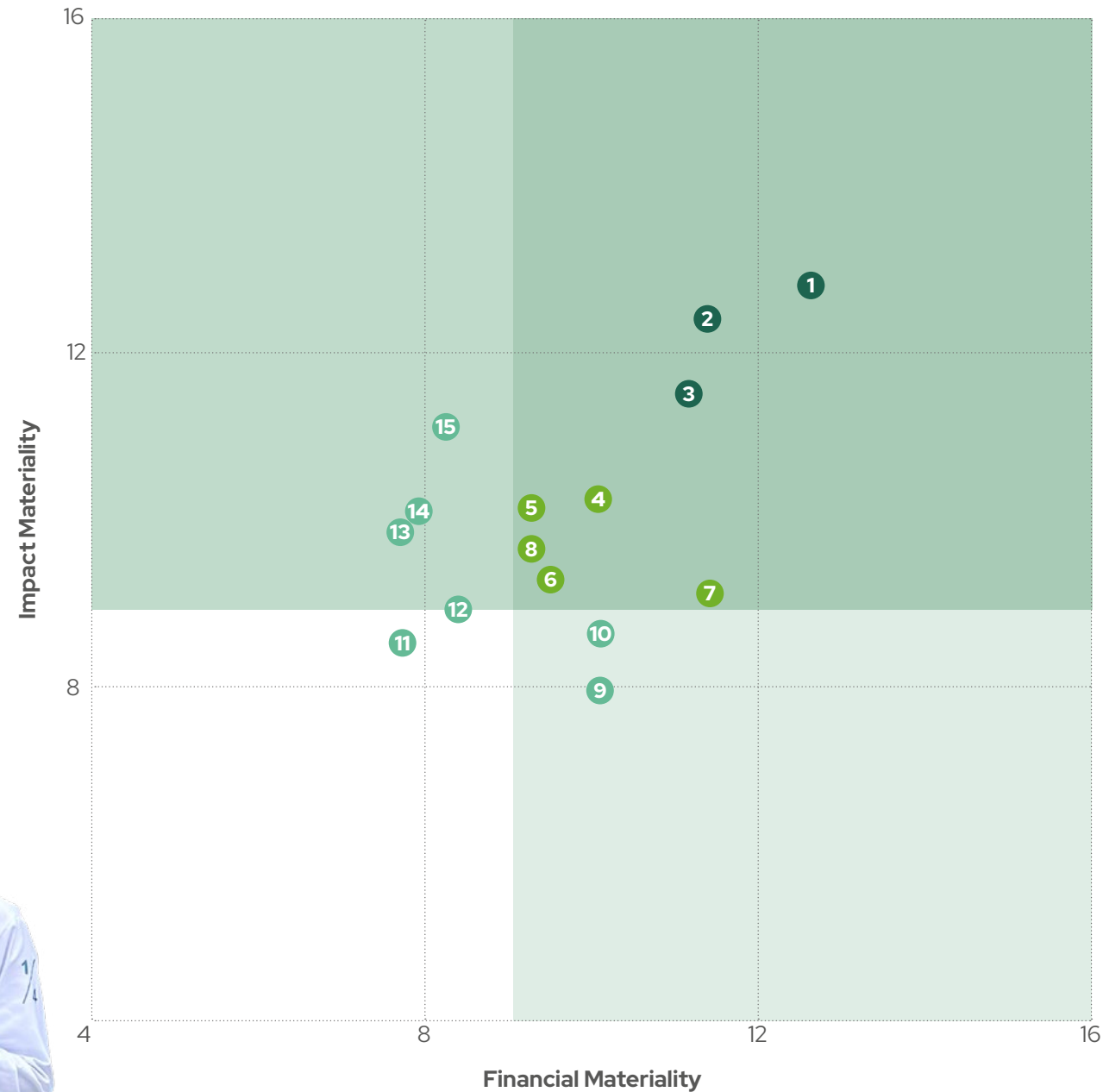


## Corporate Materiality

Our double materiality process is a key tool for ensuring that our strategy is aligned with the expectations of our nine stakeholder groups and with business needs. At the beginning of 2025, we completed the comprehensive review and update of our corporate materiality, strengthening the identification of strategic risks and opportunities. Toward the end of the year, *community and social development* was identified as an issue of growing relevance to the organization. While this topic had previously been considered material from an impact perspective, the updated assessment confirmed its materiality from both an impact and a financial perspective.



### Materiality Matrix



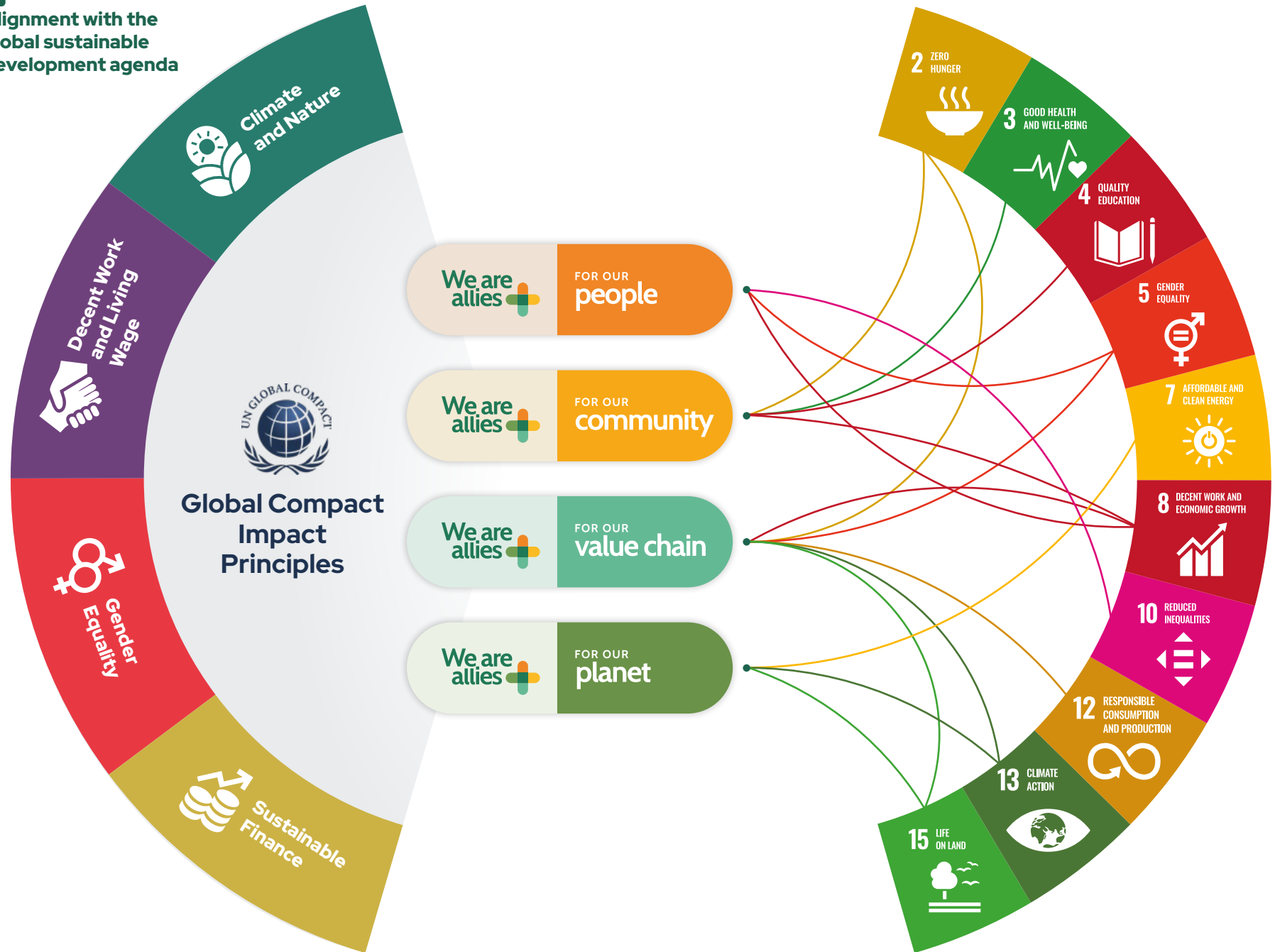
- 1 Carbon footprint and renewable solutions.
- 2 Competitive and responsible procurement.
- 3 Water use and management in the value chain.
- 4 Quality, safety and opportunity in products, processes and information.
- 5 Customer & consumer satisfaction and experience.
- 6 Research, development, technology and innovation.
- 7 Geopolitical & socioeconomic risk.
- 8 Community and social development.
- 9 Alianza People.
- 10 Climate change adaptation.
- 11 Welbeing & decisions based on balance and nutrition.
- 12 Ethics, transparency and corporate governance.
- 13 Protection & conservation of ecosystems and biodiversity.
- 14 Circularity and efficient resource management.
- 15 Sustainable and competitive food security.



The double materiality issues guide decision-making, the prioritization of actions and the management of impacts, risks and opportunities, ensuring compliance with our **Policy Guidelines** in alignment with the Global 2030 Agenda. Through this approach we directly contribute to 10 of the 17 Sustainable Development Goals of the United Nations.

We structured this report around our three impact pillars, and each material issue. However, prior to this division, we address cross-cutting issues that, by their strategic and governance nature, are not exclusively framed within any of the three pillars, but are fundamental to sustainability at Alianza.

Alignment with the global sustainable development agenda



## Ethics, Transparency and Corporate Governance

We act with high standards of ethics, integrity and transparency, guided by our higher purpose of *nurturing a better tomorrow*. Through our [Policy Guidelines](#), reviewed and updated annually, we clearly communicate to our stakeholders the principles, values and commitments that guide the way we conduct our business,

under an approach of strict ethical compliance, transparency, respect and promotion of Human Rights.

We continued strengthening our **Corporate Due Diligence Framework**, aimed at identifying, preventing and mitigating environmental, social and governance risks both in our operations and in the value chain.

This framework is implemented through mechanisms such as:



Comprehensive due diligence in the supply chain for prioritized lipid raw materials.



Human rights due diligence.



Ethics and Compliance Program.



Integrity Line, available 24/7 with anonymous reporting option for all stakeholders.



Environmental Crime Prevention Program.

## Geopolitical and Socioeconomic Risk

The organization's risk exposure remained at a moderate level during 2025, reflecting the effectiveness of the Comprehensive Risk Management System in anticipating, mitigating and responding to internal, external and uncertainty factors that could affect the performance and continuity of operations.



### Emerging Risks

- 1 Cyber exposure from accelerated technology adoption and AI incorporation.
- 2 Scarcity of critical resources due to climate variability and ESG pressure.
- 3 Logistical and supply disruptions.
- 4 Geopolitical and social changes with risk to the business environment.

5 Decreased demand due to evolving consumer preferences.

6 Lack of key and technical talent for operations and business.

7 Mismatch between demographic changes and business capabilities.



### Associated Opportunities

- 1 Access to international markets.
- 2 Energy efficiency.
- 3 Customer and consumer satisfaction.

Our commitment to comprehensive risk management strengthens operational continuity, revenue stability and, consequently, business profitability. In this context, we highlight that, since 2011, our EBITDA has grown 6.76 times and our revenues 3.91 times, reflecting sustained profitable growth over time.



## Quality, Safety and Timeliness in Products, Processes and Information Management

Quality, safety and responsible information management are fundamental pillars for ensuring the trust of our clients and the continuity of the business. All our facilities operate under strict operational controls and FSSC 22000 food safety certification, with the exception of our U.S. plant, which recently began operations. Our management systems are audited under international standards such as **ISO 9001, ISO 14001 and SMETA**. We also hold **RSPO**

certifications for sustainable palm chain of custody, as well as **Kosher and Halal** certifications, which reinforce the traceability, integrity and reliability of our products.

**Cybersecurity and information management** are an integral part of our quality and risk management approach. Through structured procedures for the detection, reporting and management of information security incidents, we guarantee data protection and operational continuity. As a result of these controls, **during 2025 no information security incidents or breaches were recorded**, demonstrating the effectiveness of our controls and practices.



## Research, Development, Technology and Innovation

Innovation is one of Alianza's main competitive advantages. Our innovation ecosystem combines internal research and development capabilities with open innovation schemes such as collaboration platforms that allow us to connect with startups, universities and research centers.

During 2025:

**6.1% of sales** invested in R&D&i initiatives.

Innovation spending grew **354% compared to 2024**, driven by the launch of operations in the United States.

We hold **48 granted patents** and 26 applications in process.

This ecosystem is strengthened through initiatives such as **albora**, our open innovation platform, and **Challenge Camp**, a program that connects university students with real business challenges.

Among the most relevant results of the year:

- 1 More than **100 students** participated in Challenge Camp addressing 5 strategic challenges.
- 2 **4 startups** and **2 investment funds** supported through albora.
- 3 COP \$88 million invested in the internal program **ReINNventar**.
- 4 **COP \$1,129 million in savings** generated by program initiatives.
- 5 **COP \$500 million** capitalized in innovation projects.
- 6 32 employees trained in **advanced analytics and automation**.
- 7 Inclusion of María Paula Ríos, Vice President of Innovation and Digital Transformation, in **Top 25 CIOs 2025 Publication by Forbes Colombia**, highlighting the leadership and vision driving our purpose-driven innovation.

# Allies from the origin

## Allies for Our Planet and Value Chain

We know that *nurturing a better tomorrow* means taking responsibility for our impact on the planet along every link in our value chain. A solid nation is built from its roots, and that is why we understand that development begins at the origin: in the field, at the beginning of the chain, in the territories where the agricultural raw materials we use for our solutions are grown. Being *allies from the origin* means working hand in hand with our direct and indirect suppliers, and with all the actors that make our operation possible.

## Competitive and Responsible Sourcing

Sustainability in our value chain is an essential component of our corporate strategy. Through our **Responsible Sourcing Strategy**, we work alongside suppliers and allies to strengthen productive practices, promote respect and protection of human rights and ensure high traceability standards, among others.

**1 Monitoring and Verification System:** We designed a system tailored to our operation, ensuring that prioritized raw materials comply with the highest global and legal regulatory standards such as the Forest Positive Coalition of the Consumer Goods Forum, GS<sup>1</sup> traceability framework, and EUDR<sup>2</sup>, among others, enabling constant monitoring of origins and proactive mitigation of deforestation risks to leverage the Corporate Due Diligence Framework. We have the support of leading global advisors such as *Earthworm Foundation*, *Proforest* and *Peterson Solutions*.

<sup>1</sup> GS1 is a global not-for-profit organization that develops standards for identification and traceability to enhance transparency and efficiency across supply chains.  
<sup>2</sup> European Union Deforestation Regulation.



**Monitoring and verification system for prioritized raw materials**

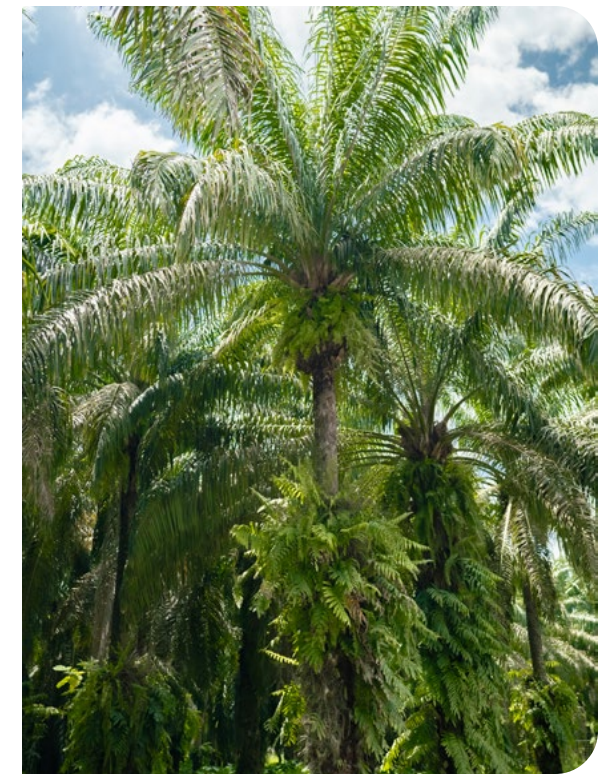
**2 Supplier Engagement:** Beyond regulatory compliance, we drive the resilience of our chain through **capacity building** under a transformation logic. With personalized action plans, we accompany our allies in their evolution toward more transparent, responsible and competitive operations. We have evaluated 291 suppliers in recent years under the ESG program for the value chain using B Corp's Impact Assessment, with 65% obtaining a result above the minimum expected 50 points.

During 2025:

**100%**  
of palm and soy suppliers were covered by due diligence processes.

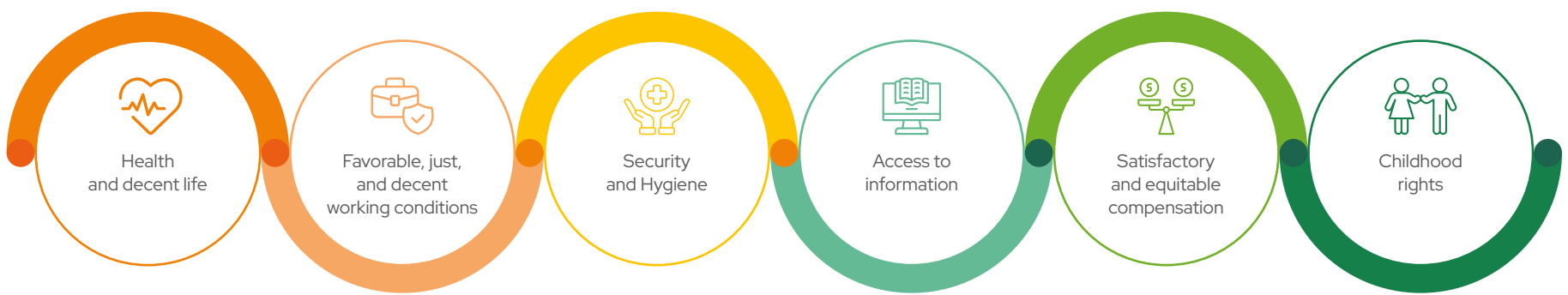
**100%**  
of social and environmental alerts were managed through action plans.

**100%**  
of our refineries and palm suppliers have human rights action plans under those prioritized.



**3 Development from the Origin:** We generate positive impact in territories through our **Regenerative Agriculture Framework** and Human Rights roadmap. Initiatives seek to promote the empowerment of smallholder producers, with a special focus on gender equality and the well-being of local communities.

**Priority Human Rights**



## Traceability and Zero Deforestation

We continued strengthening our governance to ensure deforestation-free supply chains.

### Palm


**100%**  
satellite monitoring with **Starling**

**100%**  
evaluated under NDPE – IRF methodology with external verification

**100%**  
traceability to mill (TTM)

**99%**  
traceability to plantation (TTP)

**98%**  
of volume deforestation- and conversion-free (DCF)

-  **Colombia:** 97%
-  **Mexico:** 99%
-  **Chile:** 98%




### Soy

**100%**  
traceability to mill

**100%**  
traceability to country of origin

**97%**  
of beans sourced from low-risk deforestation zones

Percentages sourced from low-risk deforestation zones:

-  **Colombia:** 55.34 %
-  **Mexico:** 100%
-  **Chile:** 67%

### Sunflower and canola

**100%** traceability to country of origin

## Protection and Conservation of Soils, Natural Ecosystems and Biodiversity

We continued implementing our **Regenerative Agriculture Framework** aimed at strengthening the resilience of production systems, improving biodiversity and supporting producers' livelihoods.

During 2025:

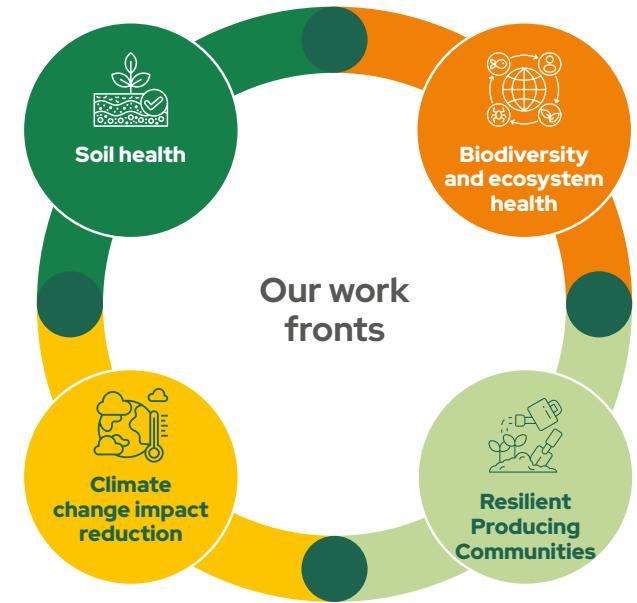
**68%**  
of palm oil supply was linked to regenerative agriculture initiatives.

**150**  
small and medium-scale palm producers were trained.

**26,262**  
hectares identified under regenerative practices.

**11.1%**  
reduction in emissions versus baseline.

### Corporate regenerative agriculture framework



**2-point**  
improvement in biodiversity index.

In parallel, we supported RSPO certification for independent smallholders, benefiting 40 producers (48% women) and covering 597 palm hectares, promoting good production practices, respect for human rights and environmental conservation. Additionally, through the *School of Allies*, we strengthened the leadership and economic participation of 93 women from communities linked to our supply chain.

## Carbon Footprint Management and Renewable Solutions

We understand that *nurturing a better tomorrow* requires bold and responsible climate action in line with our impacts and opportunities. Decarbonization is a central axis that ensures our competitiveness, resilience and ability to generate shared value in a challenging global context. During 2025 we consolidated our **Corporate Decarbonization Roadmap**, aligned with the **Science Based Targets Initiative (SBTi)** and with the goal of contributing to limiting global warming to **1.5°C**.

Our targets for 2032 include:

Procurement of **100% renewable electricity** in our own operations.

**51.55%** reduction in absolute Scope 1 and 2 emissions\*.

**36.4%** reduction in forest, land and agriculture (FLAG) emissions\*.

**30%** reduction in indirect energy and industrial emissions\*.

During the year, we implemented initiatives that allowed us to reach the following milestones:

- 1 We developed the **Carbon Index Calculator (CIC)**, an artificial intelligence tool for measuring the product carbon footprint (PCF) of our solutions.
- 2 123 products had carbon footprint and water consumption measurements.
- 3 10 strategic SKU measurements were verified by third parties.

\* Subject to SBTi validation.

In addition, we drive decarbonization through a multilevel incentive scheme aligned with our SBTi targets, including variable compensation for certain positions, recognition of Decarbonization Champions, *Green-at-Heart* volunteers, and the *School of Allies* with suppliers for capacity building and knowledge transfer.

Although our strategy does not include carbon emission offsetting, we promote tree planting initiatives that contribute to carbon capture and the strengthening of ecosystems, ecological connectivity and vegetation cover recovery in our areas of influence:



**390**


native trees planted in Bogotá and Buga.

**1,950**

mangrove plantlets planted in the Ciénaga de Mallorca, Barranquilla, since 2022.


### Energy Consumption

The transition toward a more efficient and low-carbon operation continued advancing during 2025. As a result of the initiatives implemented in our operations, we highlight:



**6.24%**  
reduction in absolute energy consumption compared to the 2019 baseline.


We are progressively substituting energy sources through the purchase of **certified renewable electricity via I-REC certificates.**



**Reaching**  
**85.7%**  
renewable electricity at the corporate level.

### Carbon Footprint Scope 1 and 2

We closed the year with a 7% increase in consolidated Scope 1 and 2 emissions compared to the 2022 baseline. Scope 1 emissions are concentrated mainly in the use of fossil fuels and refrigerants required for BredenMaster’s operations. To address this challenge, the organization continues advancing in the modernization of refrigeration systems, boiler replacement and thermal efficiency improvements.



**During 2025, Scope 2 (Market Based) emissions achieved a**  
**71%**  
reduction compared to the 2022 baseline thanks to the use of certified renewable energy.



## Carbon Footprint Scope 3

Scope 3 emissions were concentrated in the purchased goods and services category (92.3%), followed by upstream transportation and distribution (3.3%).

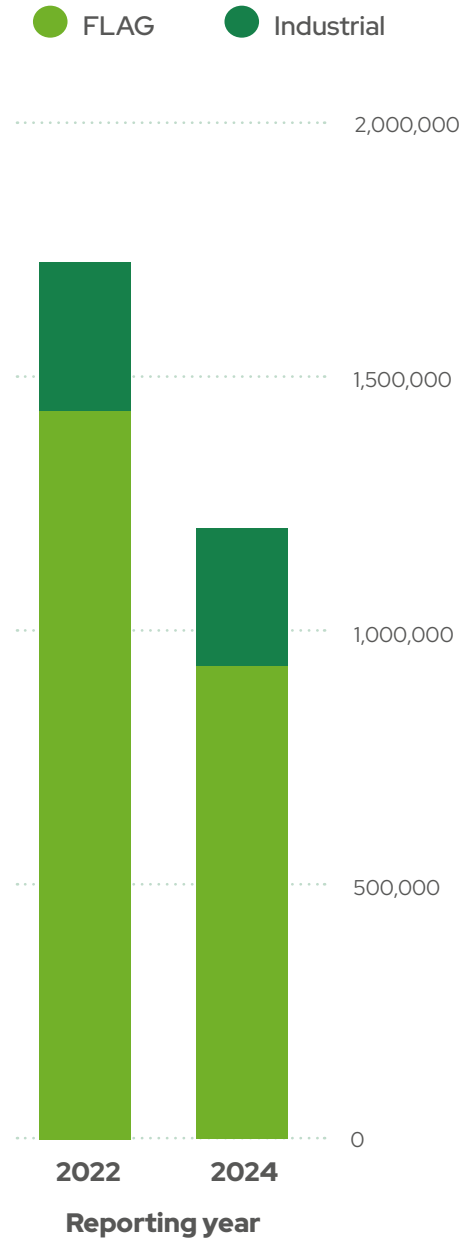
### Scope 3 Emissions Breakdown



**FLAG Emissions:** More than 80% of Scope 3 emissions come from land use and land-use change (LUC), concentrated in our palm (≈20%) and soy bean oil (≈66%) supply chains. To manage these emissions, we focused on our zero-deforestation commitment in palm and soy and on the implementation of the regenerative agriculture framework. During this period we advanced through initiatives that allowed us to achieve an estimated reduction of 30%.

**Industrial (Non-FLAG) Emissions:** Industrial emissions are concentrated in the raw material, ingredient and packaging production phase along with logistics, for which we have reduced approximately 6% from the 2022 baseline.

📉 Scope 3 Emissions Breakdown



## Climate Change Adaptation

Climate change represents opportunities and risks with potential impact on the organization, which is why we integrate its management into the Corporate Risk Management System. In Mexico and Chile, water stress is identified as the main physical risk, while in Colombia extreme heat is the most relevant. Regarding transition risks, the most relevant are carbon pricing mechanisms, new market requirements and low-emission technology adoption.

We identified opportunities to convert our resilience into a competitive advantage, such as the development of lower-carbon-footprint products, access to sustainable financing and strategic alliances for adaptation. At the financial level, the greatest projected potential impacts derive from increases in carbon costs and possible operational shutdowns due to water scarcity in key regions such as Mexico and Chile over the long term. We have implemented controls and action plans to address these impacts, and identified strategic opportunities such as investments in water efficiency and regenerative agriculture.



## Water Use and Management Along the Value Chain

We recorded a **26.4% reduction in water consumption compared to the previous year.**

One of the most relevant advances was the strengthening of recirculation and reuse systems, which allowed us to reach **22% recirculation of water used in processes**, surpassing the corporate target set for 2030 ahead of schedule. We also recorded 29% progress toward our goal of a 15% reduction in water extraction intensity.



## Circularity and Efficient Resource Management

### Strategic milestones of the corporate packaging commitment



#### Reduce

We completed the **Bottle Lightweighting Plan in Colombia**, achieving an approximate annual benefit of COP \$385 million.



#### Rethink

We met the goal of evaluating **100% of our packaging** to identify improvement opportunities.



#### Responsibility

We participated in **four post-consumer collectives**: one in Colombia and three in Chile to ensure that materials are effectively recycled and reintegrated into a production cycle.

We continued advancing in the optimization of material use in packaging. As a result of lightweighting and packaging redesign initiatives, we achieved a **7% reduction** in total packaging material consumption compared to 2024, equivalent to 1,070

fewer metric tons of materials used. The most significant reductions were recorded in glass (-26.7%), wood fibers and paper (-9.1%) and plastic (-2.7%), mainly associated with packaging optimization and logistics improvement initiatives.

Through the **Manos Verdes Program** in Colombia, we strengthened the collection of used cooking oil (UCO) and other fatty waste for use as an input for biodiesel production, with the following results:

- 1 720 UCO** collection points at D1 stores.
- 2 5,500 HORECA** establishments linked.
- 3 750.48 metric tons** of UCO collected.
- 4 2,433 tCO<sub>2</sub>e** avoided.
- 5 750,000 liters** of water saved.

Regarding comprehensive waste management, during 2025 we achieved a **7.88% reduction in total waste generation**, equivalent to **1,374 fewer metric tons than the previous year.**

# Empowering talent

## Allies for Our People

Our philosophy of *stronger as allies* recognizes that the true driver of growth is Our People. We build better countries by strengthening those who with their every day work boost economic, social and environmental development. We generate formal, stable and quality employment, promote talent growth in the regions where we operate, and train our employees in key technical and human capabilities for the future.

## Alianza People

Through training programs, leadership development and career plans, we strengthen our employees' competencies and their ability to face environmental challenges, turning talent into a business growth lever.

During 2025 we highlight the following results:

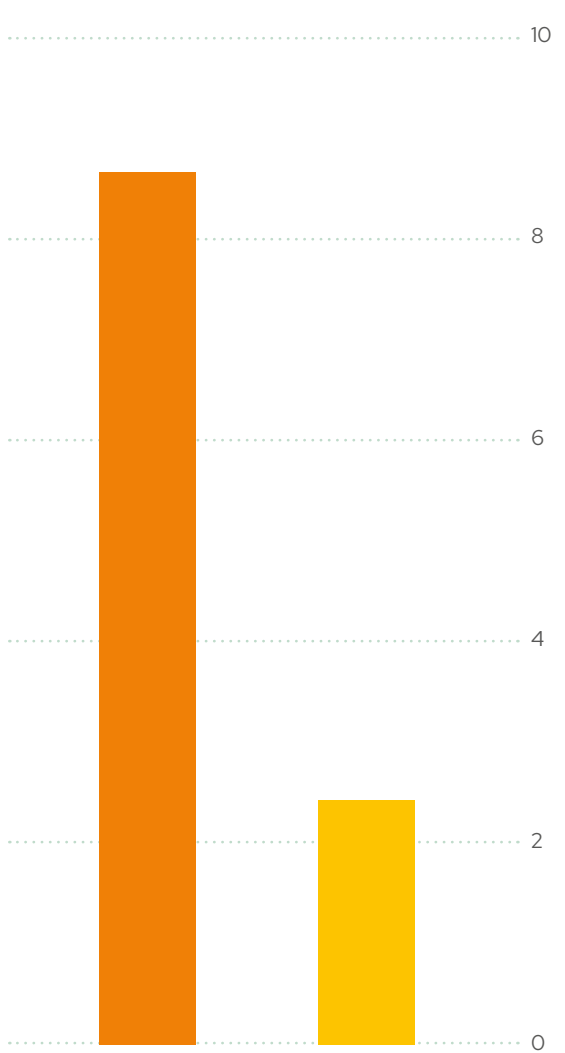
- 1 345 employees promoted, strengthening our talent pipeline.
- 2 2,002 employees with an approved Individual Development Plan (IDP).
- 3 27,762 hours of corporate-level training delivered.
- 4 10.1 average training hours per employee.
- 5 654 leaders participants in the *Leadership School* since 2019.
- 6 185 leaders completed the fourth level of training during 2025.

The effectiveness of these initiatives is reflected in an internal hiring rate of 79% for vacancies and 78% for key positions. Under this talent mobility approach, we remained within the defined healthy turnover range this year, enabling the integration of new perspectives while safeguarding critical knowledge and ensuring operational efficiency.



Health and Safety Indicators

● LTIFR ● Absenteeism



LTIFR: Lost Time Injury Frequency Rate.

## Well-being, Health and Work-Life Balance

Through our **Occupational Health and Safety Management System and the Salud+ (Health+)** program, we promote a preventive culture aimed at protecting the physical, mental and emotional health of our teams. This program adopts a **360° approach**, integrating three dimensions—**Healthy Mind, Healthy Work Environment and Healthy Body**—to foster conscious decisions, self-care practices and safe and healthy work environments.

During 2025 we achieved significant progress:

- 1 12.2% reduction in the corporate accident rate (LTIFR).
- 2 18% reduction in workplace accidents.

Beyond the numbers, these advances are built from the active participation of our people. Initiatives such as:

**Acompañándote+, (Accompanying you more)**, which provided psychosocial guidance to **1,952 people**, and the creation of the **Sala Armonía at the Bogotá facility**, a space dedicated to psychological support and emotional self-regulation.

[Video Sala Armonía +](#)



We continued with **Ambientes 360° (Environments 360°)**, focused on the early identification and management of workplace hazards and risks, complemented by the “Stop, Think and Act” strategy—including the “Safety Cafés.”

In the health promotion component, we conducted **178 multidimensional well-being assessments** (physical, nutritional and psychological), enabling the design of personalized support plans to strengthen healthy habits.

Our compensation approach is based on ensuring fair and competitive labor conditions, guaranteeing that all employees receive incomes above the legal minimum wage in the countries where we operate. During 2025 we invested **COP \$3,878 million in social benefits**, reaching **2,270 people** through support programs in:

**Education:**  
**COP \$602,513,549**

**Health:**  
**COP \$2,062,045,605**

**Housing:**  
**COP \$1,213,482,804**

# Generators of prosperity

## Community and social development

We strengthened our social intervention model, structured in **three circles of social value: education, employability and entrepreneurship**, consolidating the impacts achieved since 2022.



## Allies for Communities

We understand that prosperity is built when growth is shared. Therefore, we convert the performance of our business into economic and social development opportunities for our stakeholders, especially for the communities where we operate. This approach seeks to strengthen local capabilities, promote job creation, and contribute to people's well-being.

### Employability

94 jobs generated for vulnerable young people.

+60 women with stable employment thanks to acquired training.

### Entrepreneurship

+200 supported businesses.

+COP \$2,200 million in income for the population at events and fairs.

### Education

180 young people trained in technical skills at SENA.

298 women trained in marketing, finance, good manufacturing practices, and cooking.

750 children and adolescents trained in nutrition, well-being, life projects.

+2,300 community members trained in environmental education.



During the year, our work on these three fronts allowed us to achieve the following results:

- 1 We supported **30 young** people in accessing technical training and trained **76 people** from vulnerable households.
- 2 We strengthened **63 businesses** through training activities, integrating them into formal value chains.
- 3 We facilitated the employment of **22 young** people who completed their technical education.
- 4 We were recognized with the **2025 'Dejando Huella'** Award from the Presidents' Forum for our Sabor Bajero gastronomic festival.
- 3 We estimate a social return rate of **1:3.1 for education** and employability initiatives aimed at young people, and **1:7.07 for business** strengthening actions.

## Well-being and Decisions Based on Nutrition and Balance

In line with our purpose of **nurturing a better tomorrow**, we promote informed decisions regarding nutrition and health challenges based on scientific evidence. Since 2018 we have led the **Colombian Nutritional Profile Study (COPEN)**, developed together with **Los Andes University** and the **National Consulting Center**, which analyzes the consumption habits and nutritional profile of urban population in Colombia. The results show **caloric intakes above recommended levels, high consumption of saturated fats and sodium, and deficiencies in key nutrients such as vitamin D and Omega-3**, information that guides our innovation and product development decisions.

Based on these findings, since 2019 we have implemented actions to improve the nutritional profile of our solutions:

**148** products launched under nutrition and health criteria.

**37** new solutions with lower saturated fat content for industrial clients.

Elimination of TBHQ, reduction of trans fats, and elimination of partially hydrogenated oils in bakery and foodservice margarines in Colombia and Mexico.

Fortification of wheat flour with vitamin D3 at BredenMaster.

Nutritional education programs reaching more than **2,700 health professionals** and **12,600 consumers** and employees.





## Sustainable and Competitive Food Security

We understand food security as a multidimensional concept that, according to the FAO, encompasses the availability, access, and proper utilization of food. Based on our technical expertise and operational capabilities, we contribute to strengthening more efficient, safe, and resilient food systems.

During 2025 we advanced in the reduction of losses throughout our operations through technological tools, root cause analysis and the strengthening of returns management, achieving a **9.3% reduction in food loss and waste**. In addition, we channeled **91.473 metric tons of food to donation** through our alliance with the Colombian Food Bank Association (ABACO), benefiting **1,413,230 people** and contributing to food access for vulnerable populations.





[www.alianzateam.com](http://www.alianzateam.com)