



## Results Presentation 2Q-19

August 2019

*The information provided in this document contains relevant information about the results obtained by Corficolombiana S.A. (“Corficolombiana”) in the second quarter of 2019. It is submitted as a summary and does not intend to be exhaustive and does not exhaust all the business aspects of Corficolombiana.*




*The Financial Statements are submitted under the International Financial Reporting Standards accepted in Colombia (IFRS).*

*The content of this presentation is not, and shall not be understood as an invitation to contract or invest in any of the projects or businesses in which Corficolombiana has participated. Likewise, it does not constitute legal or financial advice, recommendation or suggestion of investment or tool for its readers to make a decision or action.*



1. Relevant Facts
2. Bond Issuance
3. Financial Results
4. Portfolio Management

# Relevant Facts

<u>Main Figures</u>	<u>Consolidated<sup>1</sup></u>	<u>Separate</u>	<u>Consolidated EBITDA – 2Q19</u>		<u>Investment Grade Rating</u>	
Assets:	\$28.50 trillion	\$13.16 trillion	 <p>57.4% YoY</p>	<div style="border: 2px dashed blue; padding: 5px; text-align: center;"> <p>\$918.8 billion EBITDA Margin: 39.9%</p> </div>	 <p>AAA Local BBB International</p>	 <p>AAA Local</p>
Total Equity:	\$ 8.94 trillion	\$ 6.82 trillion				
Net Profit 2Q:	\$364.7 billion	\$388.3 billion				
ROE (LTM) <sup>2</sup> :	33.47%	37.28%				
Solvency:	42.15%	41.47%				

## Relevant and Subsequent and Facts

- Consolidated EBITDA for 2Q-19 reached \$ 918.8 billion (+ 57.4% YoY). This growth is mainly explained by the progress in the construction of the 4G concessions that have already signed the initiation of construction phase (Coviandina, Covioriente and Covipacífico).
- On May 6, a dividend payment of \$ 463.3 billion was made, equivalent to a dividend per share of \$ 1,657.9; out of which \$70.6 billion (15%) were paid in cash. The dividend per share for common and preferred shares was 101% and 232% higher than paid in 2018, respectively.
- Fitch Ratings and Standard and Poor’s confirmed Corficolombiana long-term foreign currency (BBB) and local currency (AAA) ratings, in June and August respectively.
- On June 26, the Board of Directors of Corficolombiana approved the Regulations of the General Guarantee Bonds Issuance and Placement Program for up to \$ 1 billion, which was authorized by the Financial Superintendence of Colombia on August 20.

### Infrastructure

- Heavy rains have triggered landslides at Km 58 of the Bogotá - Villavicencio highway, which is operated by Coviandes. In response to that situation, on June 14 the Ministry of Transportation ordered the closure of 1.5 kilometers in that highway. Coviandes has been working alongside the government to allow for the opening of the highway, which is expected to occur in September.
- As of June, the three 4G concession projects under construction have achieved the following progress: Coviandina: 51.4%, Covipacífico: 22.9% y Covioriente: 16.4%.

All figures are presented in Colombian Pesos (COP)

1) Equity without excluding minority interest. Controlling Net Income 2) ROE: controlling net profit of last 12 months on the average controlled equity for the period.

## Subsequent and Relevant Facts

### Energy

- Promigas put into operation the initial part of the Canacol gas pipeline that includes the Canal del Dique crossing, which is the longest subfluvial gas pipeline in Latinoamérica.
- Promigas obtained a new gas distribution concession in Peru that will take natural gas to the Piura region, serving 64,000 homes and benefiting 260,000 people, with an expected investment of USD 230 million.

### Financial

- On May 30, Leasing Corficolombiana requested to the Financial Superintendence authorization to voluntarily liquidate its remaining assets.

### Hospitality

- In June, the Meliá Cartagena Karmairi hotel entered into operation, adding 147 rooms to Hotel Estelar's operation.

### Agroindustry

- Mavalle completed the approval process with the company Goodyear, leaving us a step away of becoming one of its strategic suppliers of natural rubber in the region.

### CRDS

- Arbitration Court: It ruled on August 6<sup>th</sup>. On August 14<sup>th</sup> requests for clarification, corrections and additions were sent, which were answered on August 16<sup>th</sup> without modification of the initial ruling:
  - a) the contract and its amendments was declared null
  - b) the ANI must pay \$211 billion to CRDS destined to the payment of debts with good-faith third-parties, in the order and terms stated in the ruling. In the valuation, the Tribunal did not consider the works already executed by Consol but not yet billed to CRDS, neither those related to exonerating circumstances.
- Superintendence of Industry and Commerce (SIC): As par of the process, the SIC issued a resolution decreeing evidence, the majority of which had been requested by the parties.
- Cundinamarca Administrative Court: The appeal filed by Episol was accepted and a reporting magistrate at the Consejo de Estado (highest administrative court) has been already assigned.



1. Relevant Facts
2. Bond Issuance
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## Features of Bond Issue

The Board of Directors approved a Bond Issuance Program for up to \$1 trillion pesos, which was authorized by the Financial Superintendence. As part of this Program a first issuance will be launched of \$ 400 billion, extendable to \$500 billion.



**Amount** | \$400 - \$500 billion



**Tenor** | 3, 10 and 20 years]



**Reference** | RPI + *spread*



**Rating** | AAA rating granted by Fitch Ratings Colombia



**Recipients** | General Investor Public



**Minimum investment** | \$10 million



**Offering mechanism** | Dutch auction. *Underwriting* at the best effort



**Daate** | 27<sup>th</sup> of August

Lead Placement Agent

**CasadeBolsa**  
la comisionista de bolsa de Grupo Aval

Other Placement Agents



# Our first issue will support the development of our investments

With this issue we will strengthen our presence as an issuer in the capital market and at the same time give greater financial strength to our 4G concessions

## 1 | Extension of the debt tenor

- As part of our market presence we are a recurring CDs issuer.
- We seek to extend the tenor of the structural debt through the capital market.

With this operation we expect to extend the average tenor of the debt that finances the investment portfolio from **5.71 years to 6.78 years** \*

## 2 | Take advantage of market conditions

- The current conditions of monetary stability and liquidity of the markets are optimum to raise debt resources.

Taking into account the current conditions, we estimate that the term premium for extending the duration of our debt will be optimal

## 3 | Strengthen participation in concessions

- We permanently monitor the structure mix and cost of the debt for each of our investments in order to increase profitability, decrease volatility at market conditions and improve capital structure.

By transferring additional resources to concessions we will reduce vulnerability to external conditions and increase the profitability of investments

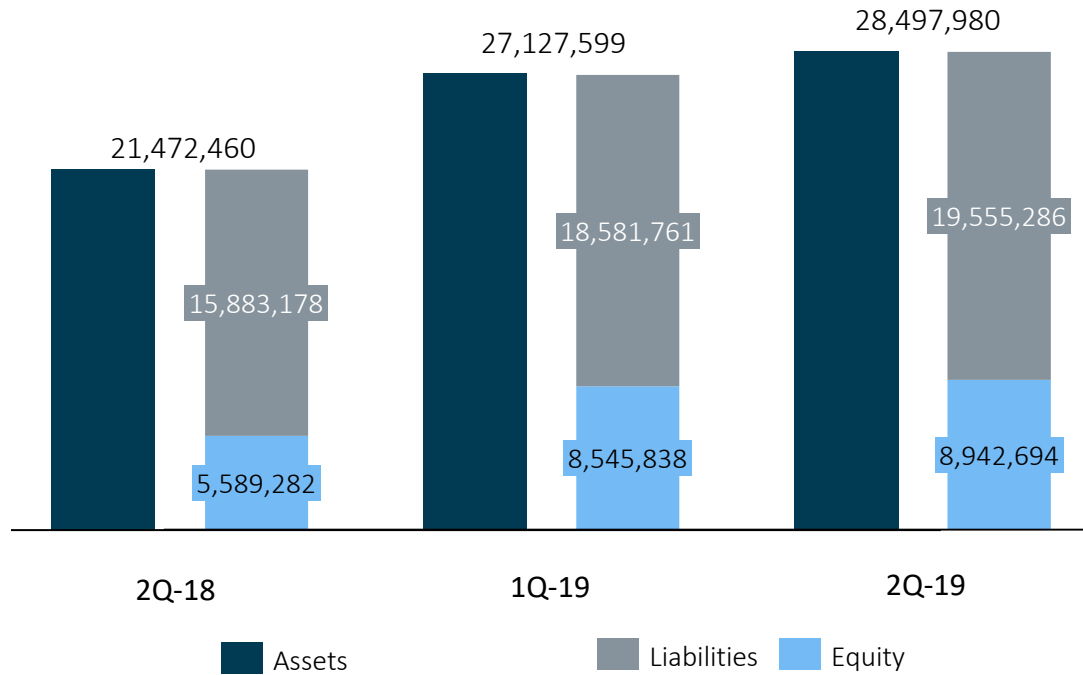
\* Extension of the average duration of the debt that finances the investment portfolio goes from 4.03 years to 5.32 years .



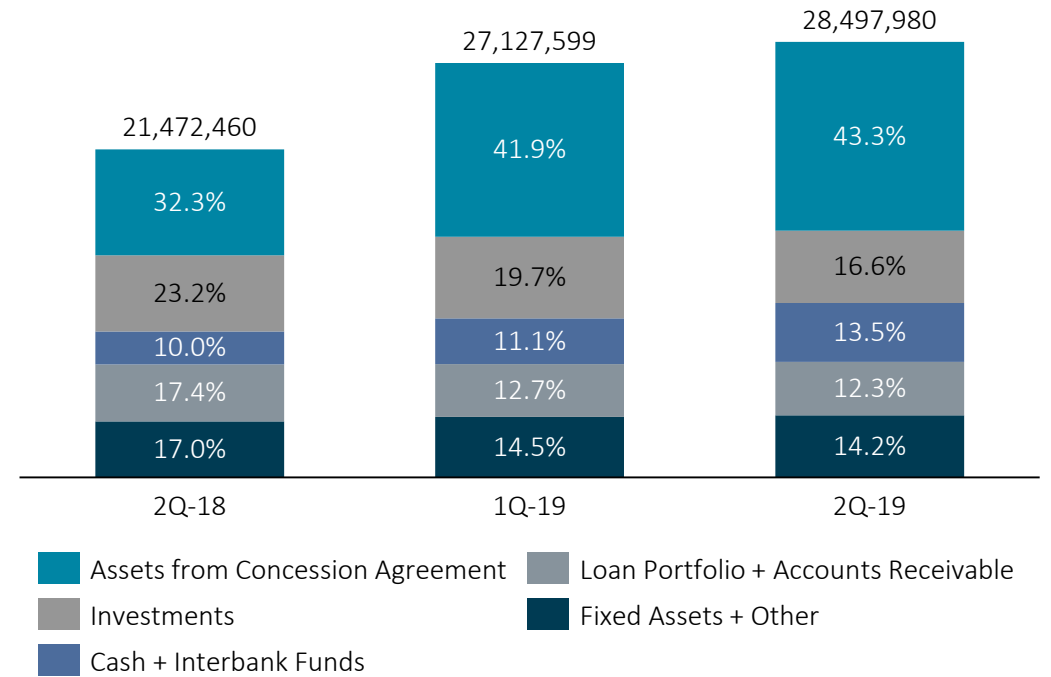
1. Relevant Facts
2. Bond Issue
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# Consolidated Balance Sheet

Figures in COP MM



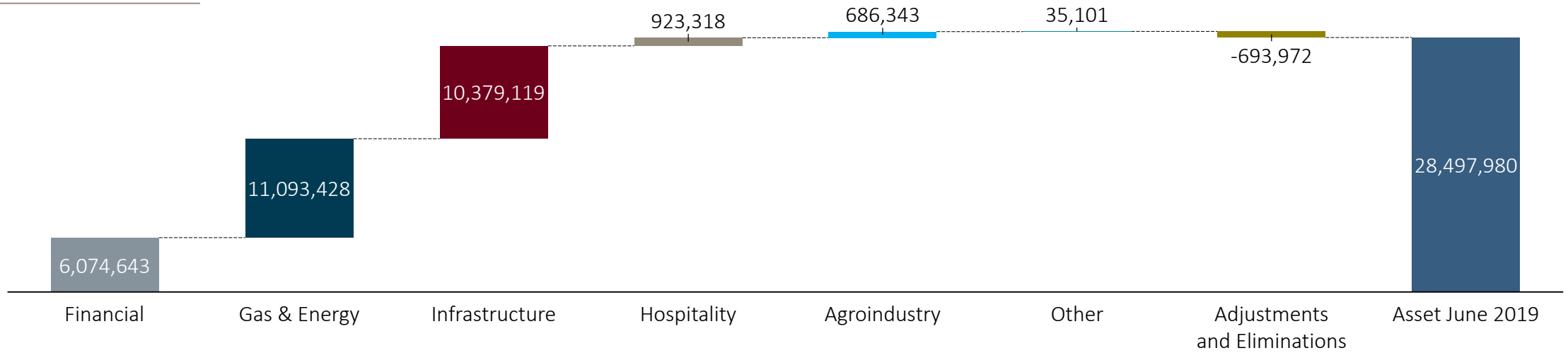
## Assets' Composition COP MM



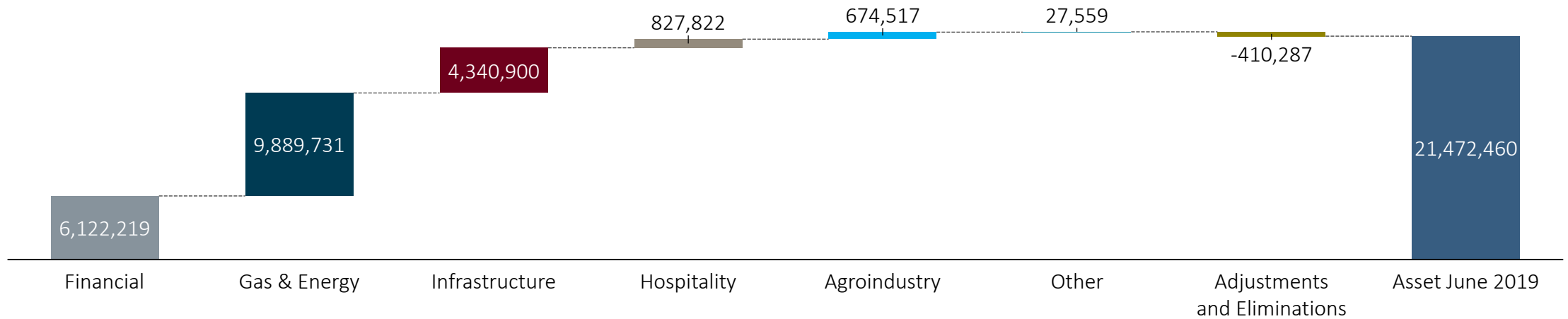
- *Concession Agreement assets* continue to grow as construction in the 4G toll-road concession projects advance and as the gas distribution companies grow their distribution network.
- The reduction in *Investments* vs. 1Q-19 is mainly explained by the fixed income portfolio of Corficolombiana which, according to what is defined in the business model and given the market conditions, took profits in the quarter.
- There is an increase in *Cash + Interbank Funds* taking advantage of market conditions.
- The reduction in the *Loan Portfolio + Accounts Receivable* versus 2Q-18 is the result of the transfer of assets of Leasing Corficolombiana to Banco de Bogotá and Banco de Occidente.

# Consolidated Assets per Sector

June 2019  
COP MM



June 2018  
COP MM

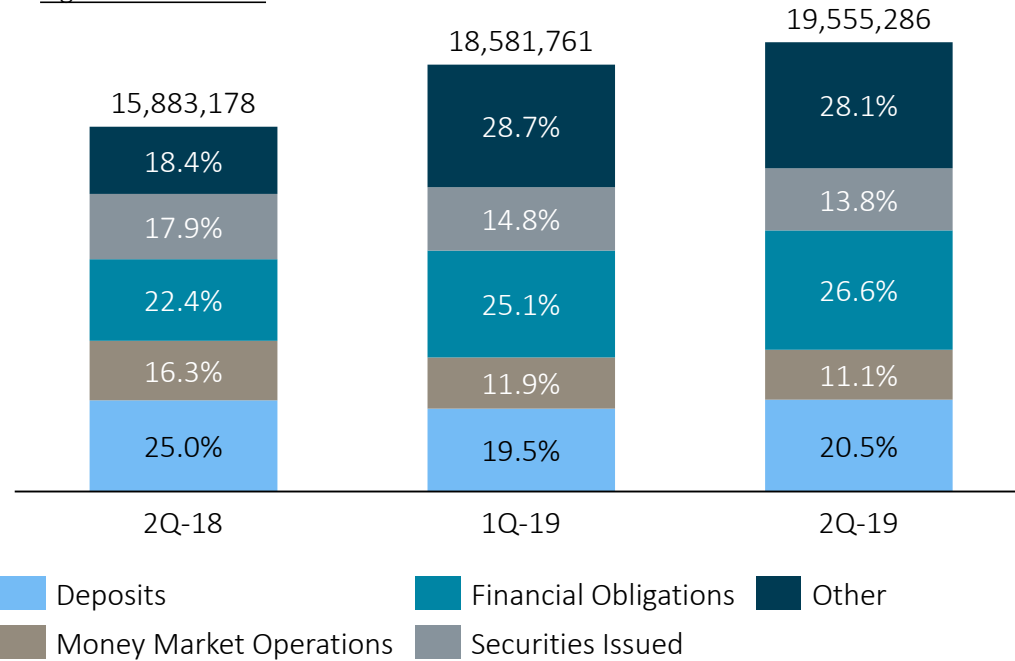


Note: Financial includes Corficolombiana

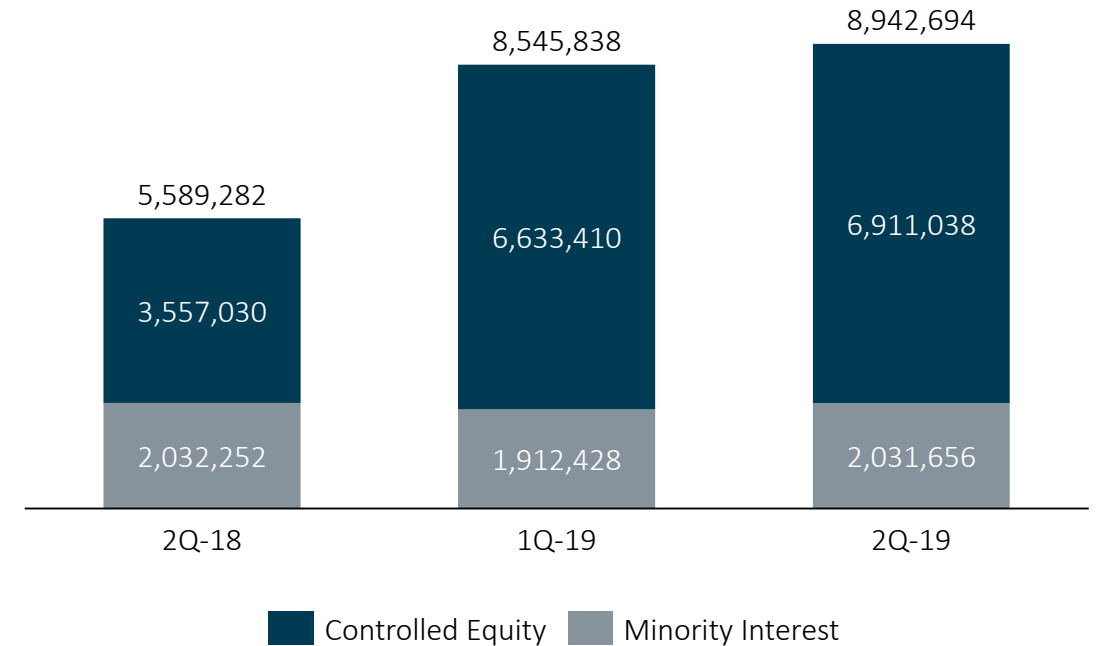
# Liability and Consolidated Equity

## Liability Composition COP MM

Figures in COP MM



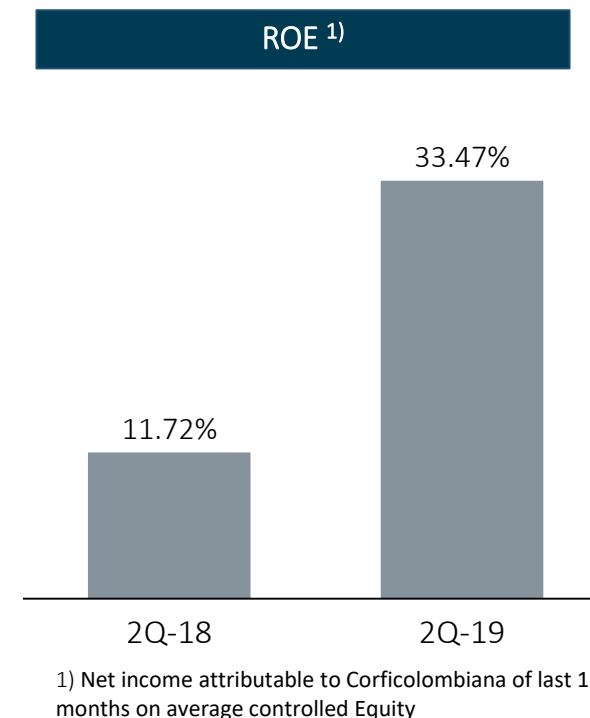
## Equity Composition COP MM



- Variation in *Deposits* vs. 1Q-19 reflects the increase in CDs of Corficolombiana by more than \$300 billion, given market liquidity conditions.
- The change in *Financial Obligations* is mainly related to a greater indebtedness of the 4G concessions that are under construction and of Promigas and its subsidiaries, which together recorded an increase of \$1.8 trillion versus 2Q-18.
- In *Other Liabilities*, an important item are the deferred tax and the provisions of contractual funding related to the toll-road concessions.
- Equity grew with respect to 2Q-18 as a result of the issuance of shares and capitalization of profits of the year 2018.

# Consolidated Income Statement

COP MM	2Q-18	1Q-19	1Q-19 Re-exp	2Q-19	1H-18	1H-19	2Q-19 / 2Q-18	1H-19 / 1H-18
Operating Revenue Real Sector	1.451.098	1.948.666	1.948.666	2.120.822	2.844.824	4.069.488	46,2%	43,0%
Cost of Sales	804.590	899.832	899.832	1.073.857	1.595.016	1.973.689	33,5%	23,7%
<b>Gross Margin of Real Sector</b>	<b>646.508</b>	<b>1.048.834</b>	<b>1.048.834</b>	<b>1.046.965</b>	<b>1.249.808</b>	<b>2.095.799</b>	<b>61,9%</b>	<b>67,7%</b>
<b>Equity Method and Dividends</b>	<b>48.846</b>	<b>115.686</b>	<b>115.686</b>	<b>55.555</b>	<b>135.632</b>	<b>171.241</b>	<b>13,7%</b>	<b>26,3%</b>
<b>Net Financial Expenses</b>	<b>-73.641</b>	<b>-102.505</b>	<b>-75.514</b>	<b>-92.437</b>	<b>-121.077</b>	<b>-167.951</b>	<b>25,5%</b>	<b>38,7%</b>
Interests Revenue, net of provisions	68.844	43.629	38.467	45.740	138.555	84.207	-33,6%	-39,2%
Interests Expenses	216.598	199.602	195.758	221.138	420.555	416.896	2,1%	-0,9%
Other Financial Revenue, net	74.113	53.468	81.777	82.961	160.923	164.738	11,9%	2,4%
Personnel and General Expenses	202.873	228.804	217.690	232.830	402.861	450.520	14,8%	11,8%
Depreciations, Amortizations and Provisions	117.517	110.709	127.171	127.560	222.530	254.731	8,5%	14,5%
Other Revenues / Expenses	100.048	33.275	33.066	30.296	130.881	63.362	-69,7%	-51,6%
<b>EBITDA</b>	<b>583.642</b>	<b>998.746</b>	<b>998.746</b>	<b>918.838</b>	<b>1.159.001</b>	<b>1.917.584</b>	<b>57,4%</b>	<b>65,5%</b>
<b>Net Income before taxes</b>	<b>401.371</b>	<b>755.776</b>	<b>777.210</b>	<b>679.989</b>	<b>769.853</b>	<b>1.457.200</b>	<b>69,4%</b>	<b>89,3%</b>
Net income from discontinued operations	-2.241	-211	-21.745	-21.395	-2.241	-43.140	854,7%	1825,1%
Income tax	97.141	234.278	234.178	167.915	211.691	402.093	72,9%	89,9%
<b>Net Income</b>	<b>301.989</b>	<b>521.287</b>	<b>521.287</b>	<b>490.679</b>	<b>555.921</b>	<b>1.011.966</b>	<b>62,5%</b>	<b>82,0%</b>
<b>Controlling Net Income</b>	<b>165.609</b>	<b>422.226</b>	<b>422.226</b>	<b>364.721</b>	<b>311.375</b>	<b>786.947</b>	<b>120,2%</b>	<b>152,7%</b>



Note: In the accumulated to June, the net income of Leasing Corficolombiana was reclassified as Net income from discontinued operations. For the purposes of this report and for the purposes of comparison with 2Q-19, 1Q-19 was re-expressed making this reclassification of income and expenses to the Net Income account of discontinued operations.

Operating Revenue Real Sector includes Promigas' income from leasing of SPEC and from financial assets.

- The EBITDA of 1Q-19 grew 57.4% YoY, mainly explained by the advances in the 4G concessions and better margin of the treasury business of Corficolombiana. EBITDA in 2Q-19 falls compared to 1Q-19, mainly due to dividend income received by Corficolombiana from minority investments registered in *Equity Method and Dividends* account.
- *Net Financial Expense*, compared with 2Q-18, reflects a higher interest expense mainly explained by the infrastructure sector and a lower interest income due to the liquidation process of Leasing Corficolombiana; effects partially offset by a better result in the treasury margin of Corficolombiana.

# Contribution per Sector to Consolidated EBITDA

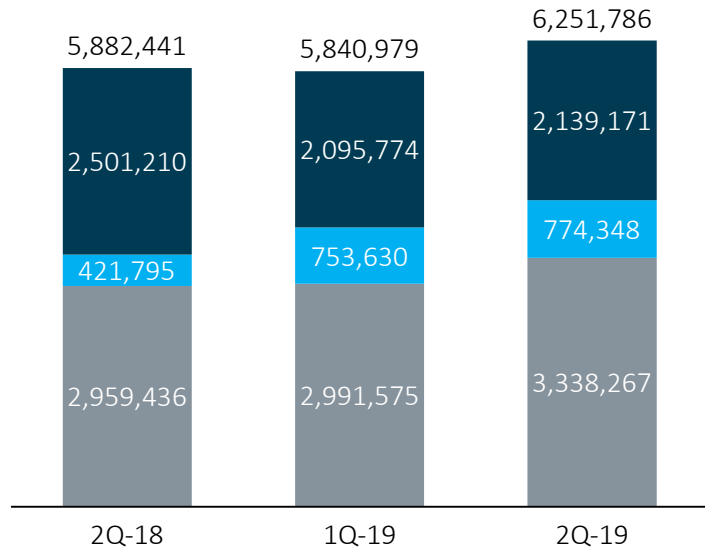


Note: total EBITDA of the consolidating companies, without adjusting for the participation of Corficolombiana.

Holding: corresponds to expenses of the investment business. Financial: Includes Corficolombiana, except for income and expenses of the investment business, and its financial subsidiaries. Equity Method, Dividends & Others: Corficolombiana's dividends and equity method from the companies that don't consolidate plus Tesicol, Lehner and Energy Holdings since 4Q-18.

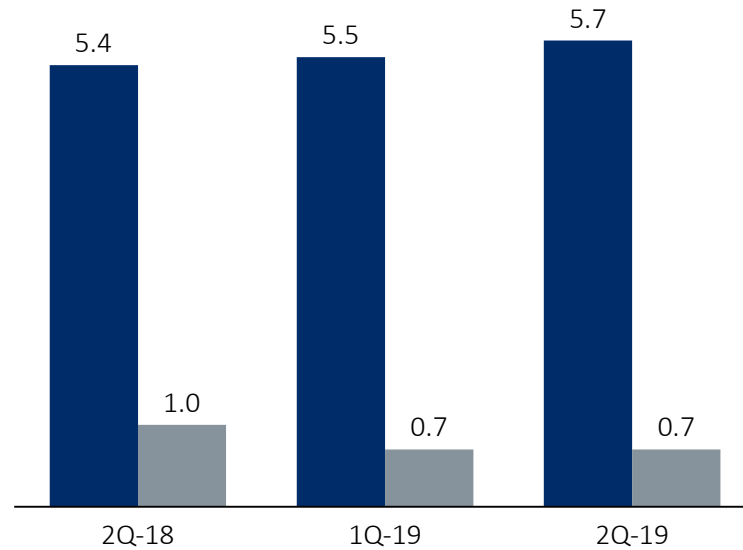
# Corficolombiana Funding (separate)

Separate Funding Structures  
COP MM



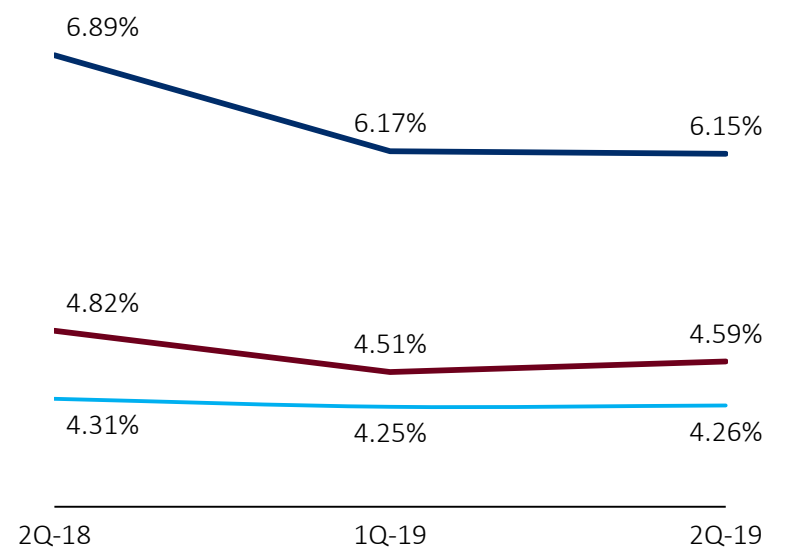
■ Money Market Operations ■ Other Deposits ■ CDs

CDs Average Tenor  
Years



■ Investments ■ Treasury

Average Cost  
Annual Effective Rate



— CDs — Savings Account — Interbank Rate

- The reduction in Money Market Operations is in line with the reduction of the Corficolombiana fixed income portfolio. On the other hand, the increase in CDs reflects the ability of the Corporation to manage the required resources to finance its investments and the liquidity conditions of the market.
- The average tenor of the CDs that fund equity investments continues to increase. During 2Q-19, the treasury issued CDs at tenors of up to 20 years increasing the tenor and average duration of the CDs.
- The CDs rates have decreased in line with the reduction of the intervention rates of the BR and CPI, even closing the differential against the IBR benchmark.



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# Main Investments

## Infrastructure



## Energy



## Agroindustry



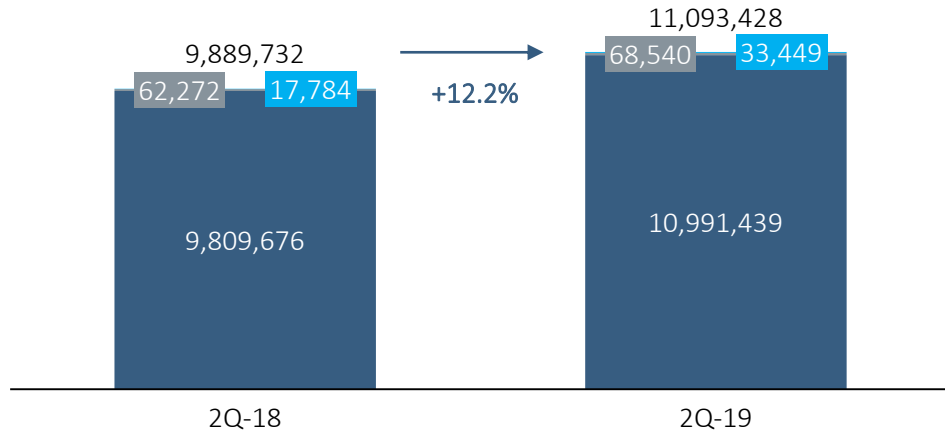
## Hospitality



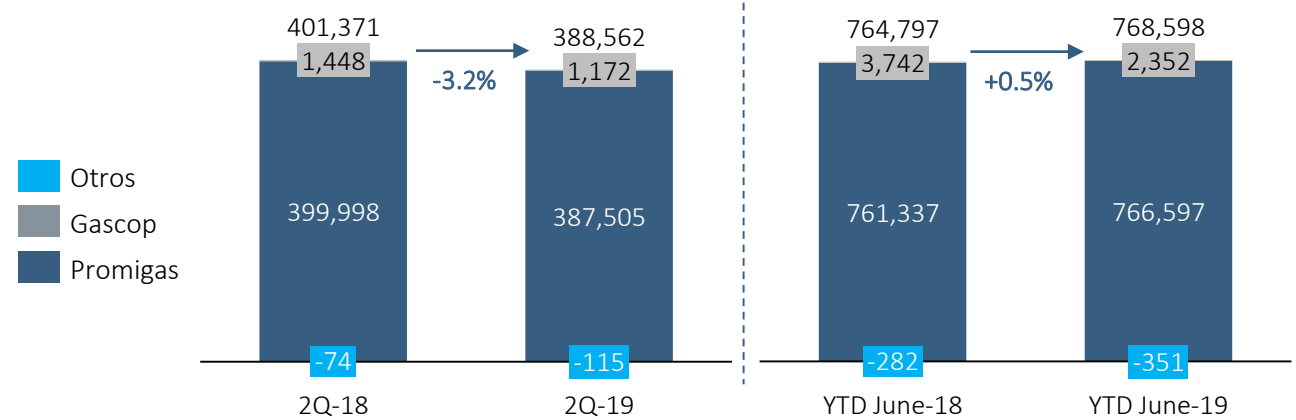
## Financial



## Consolidated Asset COP MM

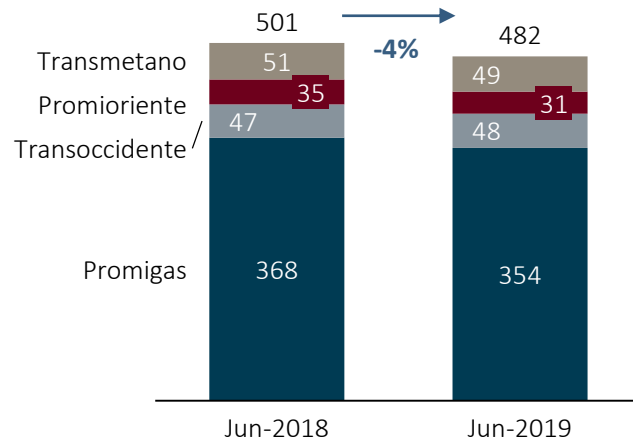


## Consolidated EBITDA COP MM



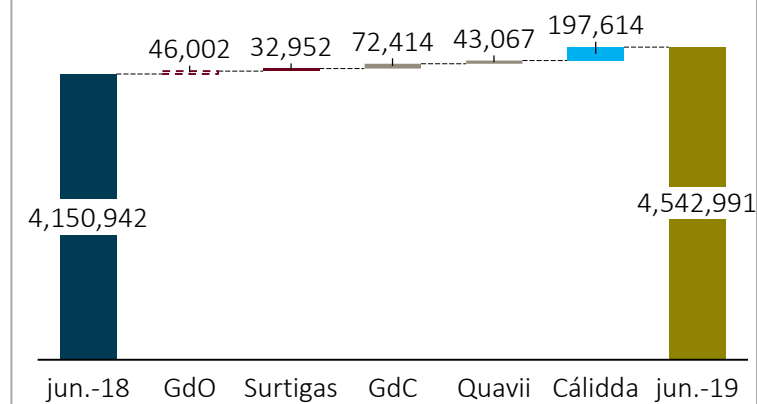
Note: Promigas' EBITDA includes revenues from non-bank financing operations (Brilla) and financial assets

## Transportation Business – Volume Transported MCF/D



## Distribution Business

### Number of Users



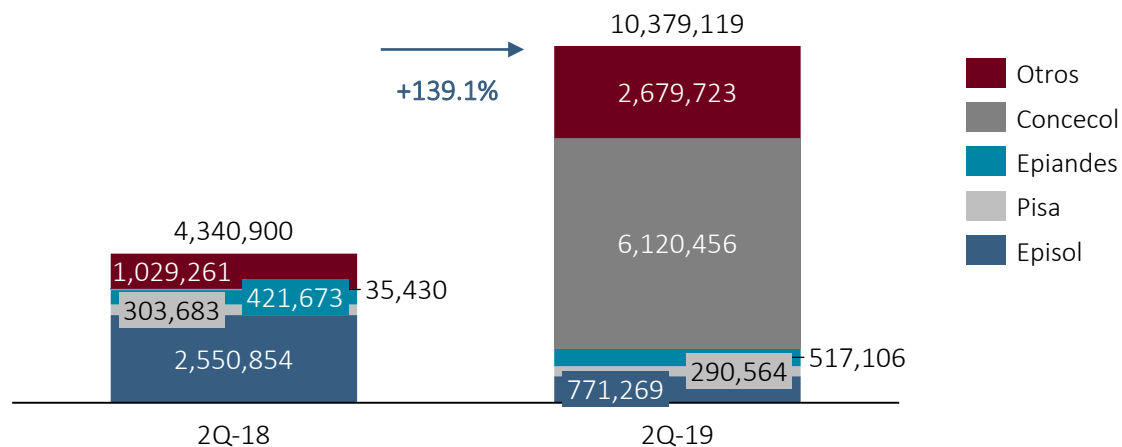
### Volume Sold (Billion m3)

jun-2019	GdO	Surtigas	GdC+ Filiales	Cálidda	Quavii	Total
Residential	215	95	463	84	2	859
Industrial	323	355	401	2.725	14	3.818
<b>Total Volume</b>	<b>538</b>	<b>449</b>	<b>864</b>	<b>2.809</b>	<b>16</b>	<b>4.676</b>

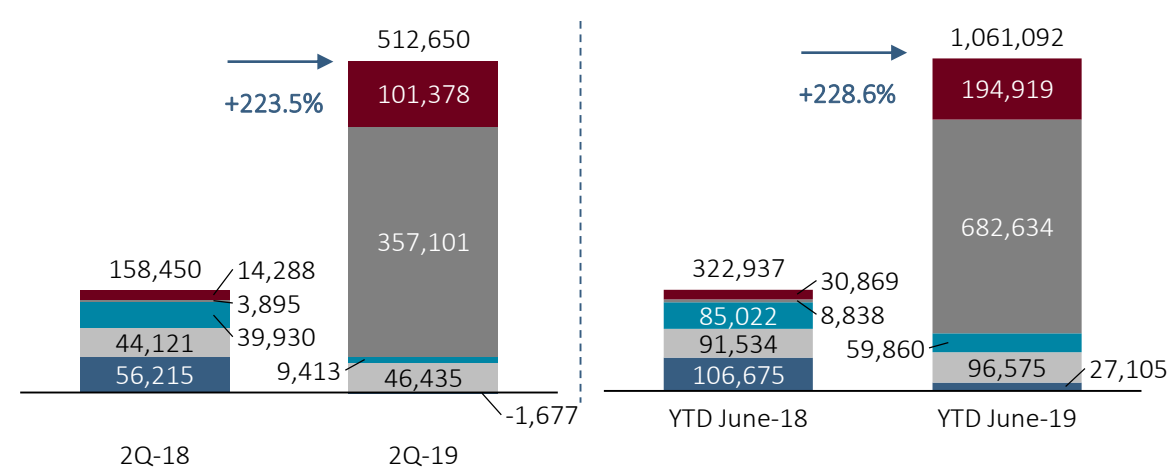
  

jun-2018	GdO	Surtigas	GdC+ Filiales	Cálidda	Quavii	Total
Residential	211	90	467	67	-	835
Industrial	274	337	274	2.456	2	3.343
<b>Total Volume</b>	<b>486</b>	<b>427</b>	<b>741</b>	<b>2.523</b>	<b>2</b>	<b>4.179</b>

## Consolidated Asset COP MM









## Consolidated EBITDA COP MM



Note: Other includes Prodepacifico, Prodevimar, Covipacifico and Covimar. As of 1Q-19 Coviandina and Covioriente consolidate in Concecol

## Road Concessions in Operation – As of June 2019

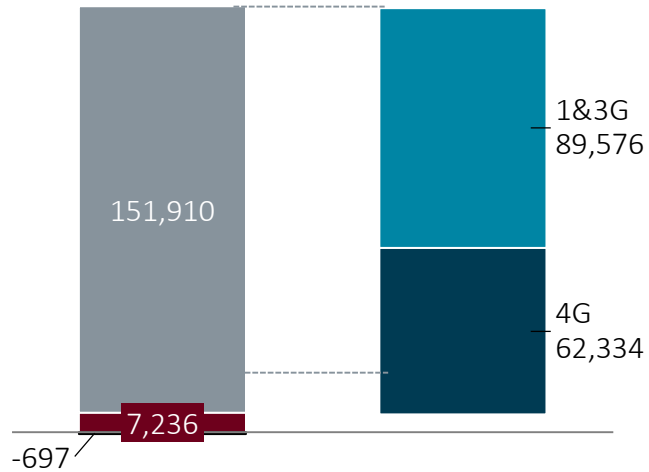
Concession	CFC Participation	Section	Km	Estimated Termination Date	ADT			
					2Q-18	2Q-19	YTD Jun 18	YTD Jun 19
 COVIANDES	59,70%	Bogotá - Villavicencio	86	2019	28.535	20.061	29.945	25.755
 CCFC S.A.	88,25%	Bogotá-Facatativa-Los Alpes	42,9	2024	26.421	28.008	25.968	27.539
 Pisa	88,25%	Buga-Tuluá-La Paila-La Victoria	80	2033	31.581	33.917	32.605	34.051
 CONCESIONARIA PANAMERICANA	100,00%	Los Alpes Villeta & Chuguacal - Cambao	111	2035	4.909	5.229	5.058	5.277
 Concesionaria Vial del Pacifico	89,90%	Ancón Sur - Bolombolo	48,4	2042	5.606	6.947	6.472	7.098
 Concesionaria Vial del Oriente	100,00%	Villavicencio - Yopal	266,1	2042	14.507	16.407	15.097	16.165
<b>Total</b>			<b>634</b>		<b>111.559</b>	<b>110.569</b>	<b>115.145</b>	<b>115.885</b>

# Infrastructure EBITDA

Figures in COP\$ MM

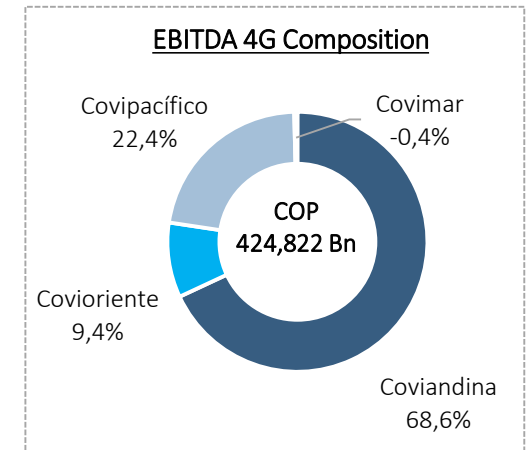
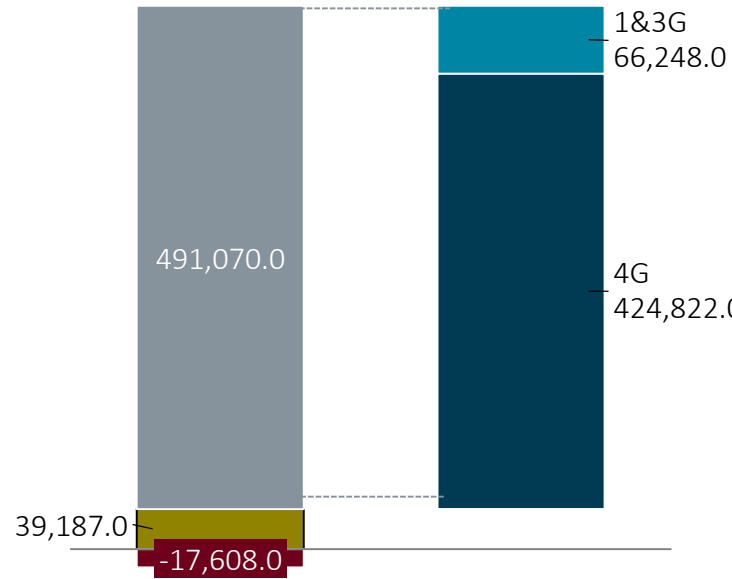
## 2Q-18

158,450



## 2Q-19




512,650



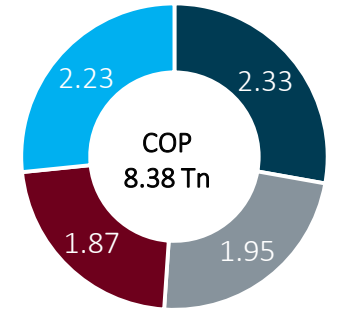
Concession
  Constructor
  Other

Note: 1&3G includes Pisa, Coviandes, Panamericana and CCF

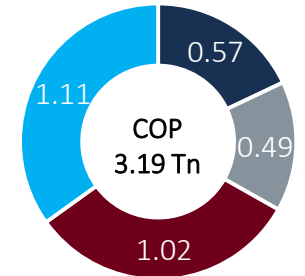
# 4G Concessions

Concession	Section	Progress						
		Licenses / Consultations	Final Designs	% Properties Availability	Financial Closing	Commence ment of Constructio n Work	% Project Progress	
							Mar-19	Jun-19
	Ancón Sur - Bolombolo	✓	✓ The minutes for the execution of the designs for the sections of the UF4, which have not been intervened and are in charge of the ANI, are being signed in the ANI.	93.7%	5-year loan with Grupo Aval banks for \$ 583 billion.	✓	18.1%	22.9%
	Mulaló - Loboguerrero		✓ The ANLA (National Authority of Environmental Licences) requested additional information and analysis.	60.7%	N/A	2021	2.6%	3.3%
	Chirajara - Villavicencio *	✓	✓	95.2%	Senior loan: subscribed in February 2018 for \$1,6 trillion	✓	44.6%	51.4%
	Villavicencio - Yopal	✓	Design and geometric layout of the project not objected to other roots # 3 subscribed on 11/13/18. Detail design volumes not objected to UF1 and UF7. For UF2 to 6, they are understood not to have objected because of non-pronouncement in terms of supervision, nevertheless, it has filed observations extemporaneously.	65%	Senior credit signed with GAL for USD550 million, made third disbursement. Subscribed the amendment with change in disbursement flow.	✓	15.1%	16.4%

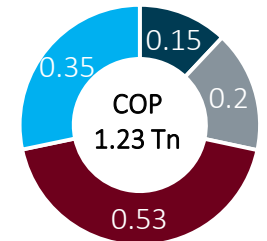
Total CAPEX



Total Equity Contribution CFC



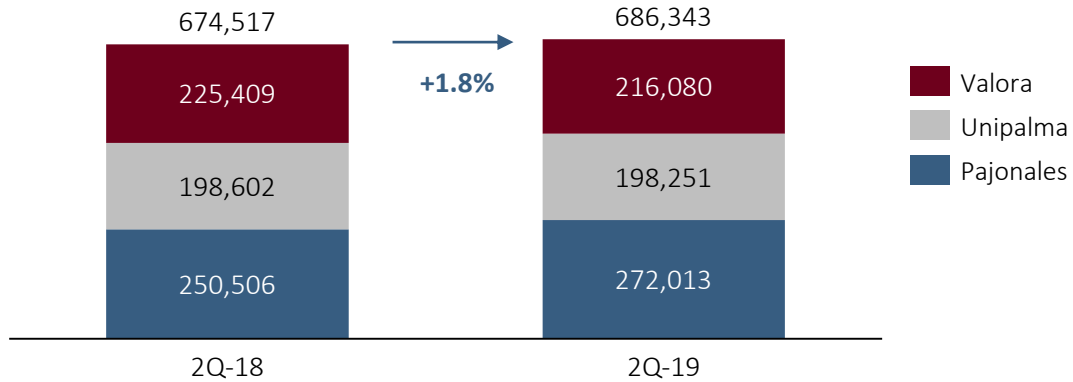
Equity Contribution CFC as of June



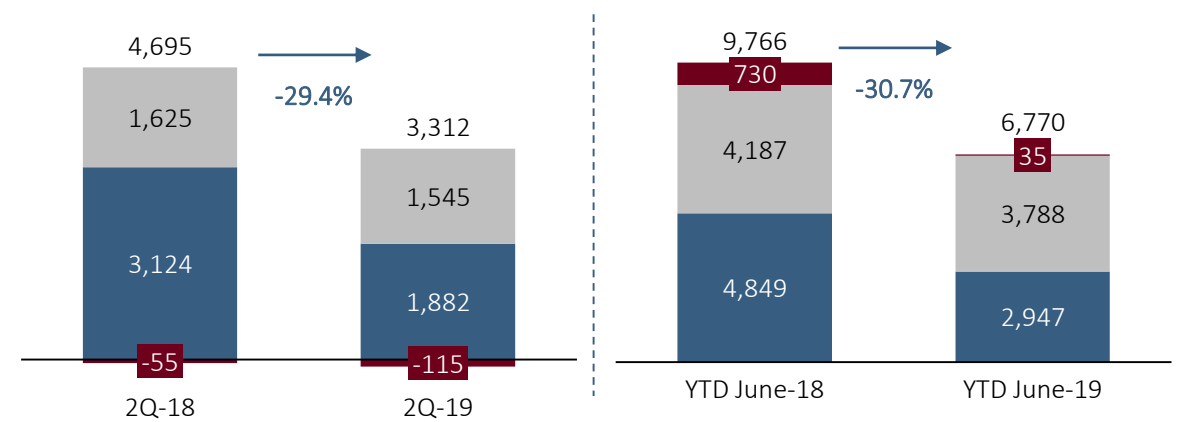
■ CoviPacífico 
 ■ CoviMar 
 ■ CoviAndina 
 ■ CoviOriente

\* Section granted in concession for construction. Additionally it has the AOM of the Bogotá-Villavicencio once the current operator is reversed

## Consolidated Asset COP MM

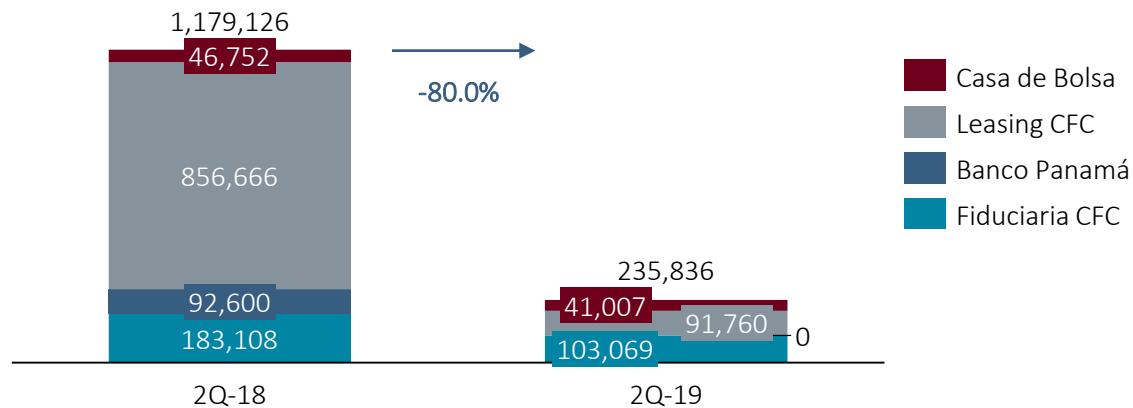


## Consolidated EBITDA COP MM

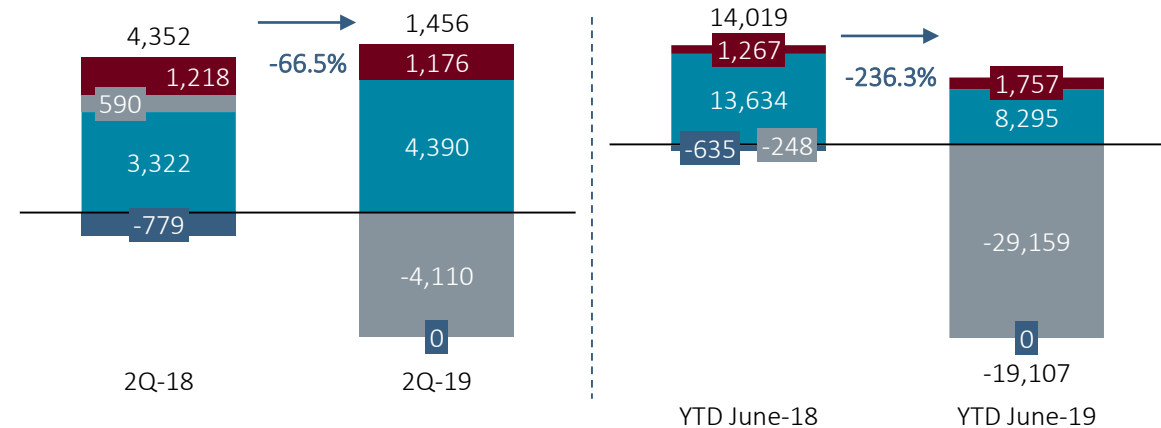


# Financial

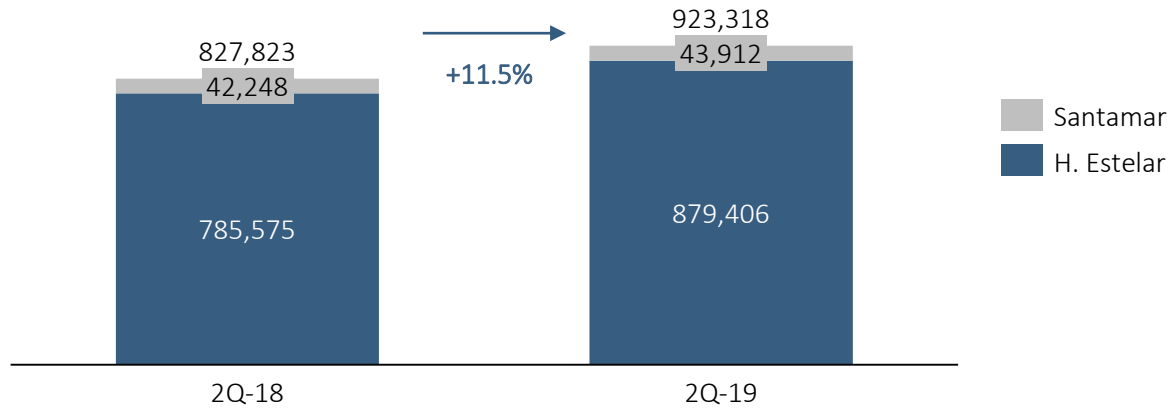
## Consolidated Asset COP MM



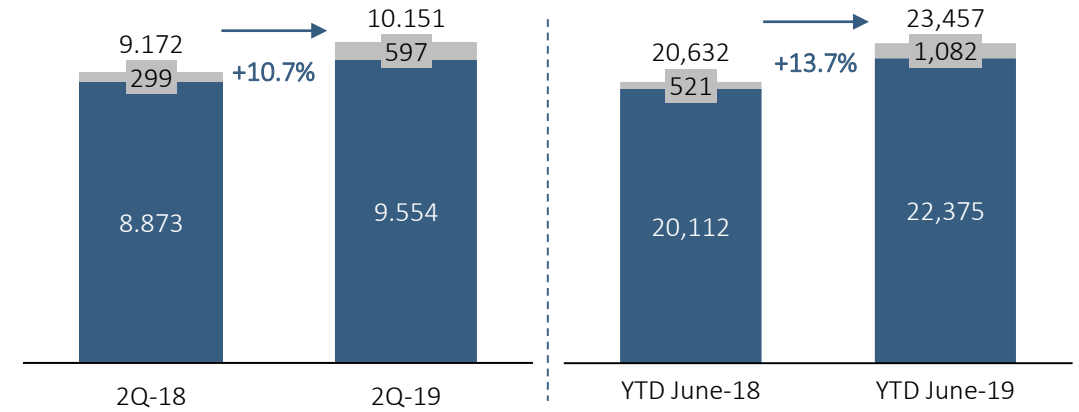
## Operating Profit COP MM



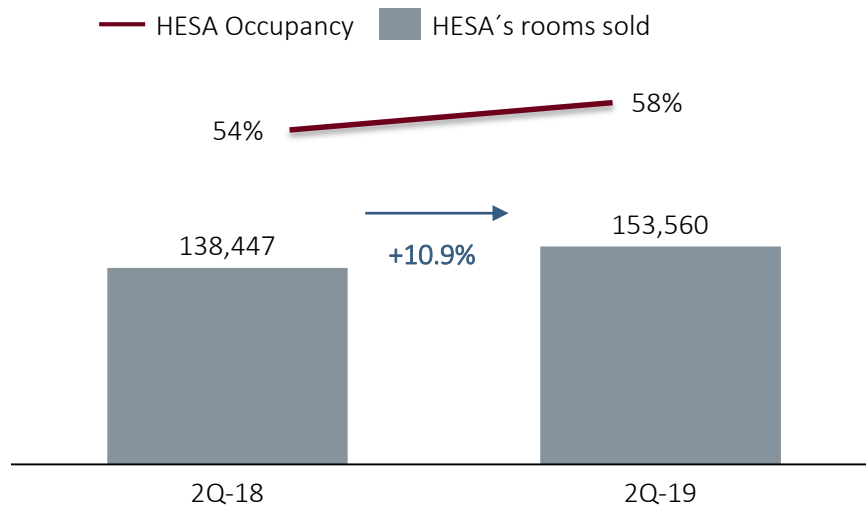
## Consolidated Asset COP MM



## Consolidated EBITDA COP MM



## Occupancy



## Meliá Cartagena Karmairi Hotel



In June 2019, the Meliá Cartagena Karmairi hotel, an all-inclusive and adults-only hotel, entered into operation. It has 147 rooms.

THANK YOU