



Corficolombiana

Trabajamos e invertimos
en el progreso del país

Results Presentation 2Q20

August 2020

The information provided in this document contains relevant information about the results obtained by Corficolombiana S.A. (“Corficolombiana”) in the second quarter of 2020. It is submitted as a summary and does not intend to be exhaustive and to 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.

	<u>Consolidated</u> ¹	<u>Individual</u>
Assets:	COP 36.06 tn	COP 16.81 tn
Total Equity:	COP 10.58 tn	COP 8.20 tn
Net Income 1H-20:	COP 619.4 bn	COP 637.9 bn
Net Income 1Q-20:	COP 186.2 bn	COP 163.1 bn
ROE (LTM) ² :	17.38%	18.07%



Consolidated EBITDA

First Half 2020

COP1.9 bn

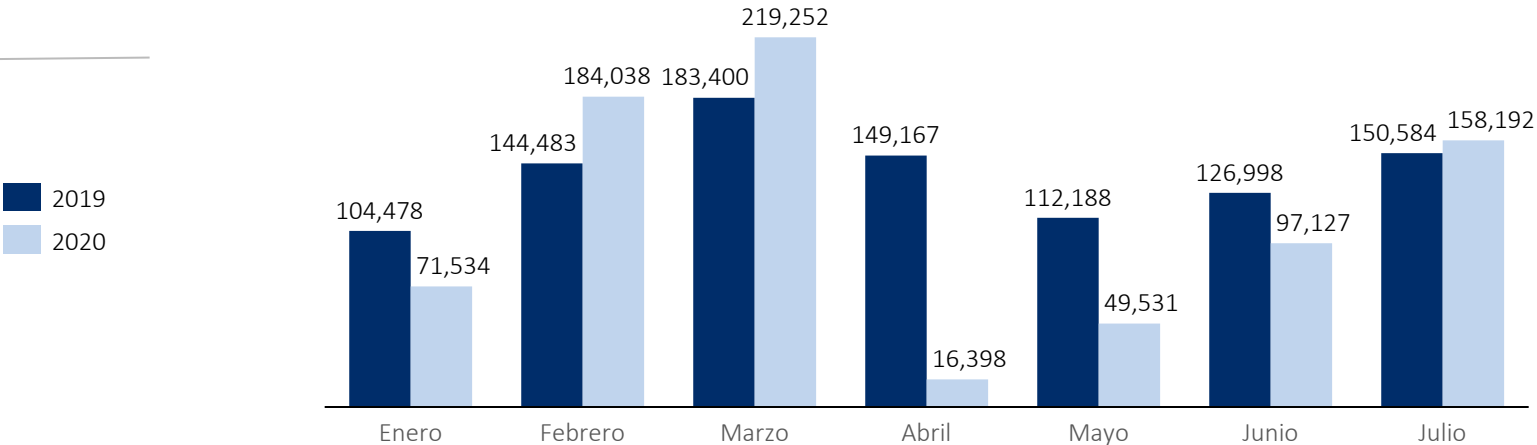
EBITDA Margin:
41.9%

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.

2) Please note that in this presentation all figures are in Colombian pesos (COP), unless explicitly indicated.

- Fitch Ratings and BRC Standard & Poor’s affirmed Corficolombiana’s long-term local-currency rating at **AAA**.
- COP 783.1 billion dividends paid in July 10, 82% of which were paid out as stock dividends. The **dividend** per share of COP 2.640 was **59,23% higher to the one paid in 2019**.
- **Sell of shares in Vanti** in the OPA launched by the majority shareholder.
- Corficolombiana’s preferred share was included in the **Colcap** index.
- During the period construction work of the three 4G projects was temporary stalled, due to the government’s measures taken to face the global pandemic, and they resumed gradually. As a result, year to date net income as of June 30th was down by 21% y/y. **In July, the work pace normalized then returning to previous revenue and profit levels.**

Individual Net Income
COP MM



Energy and Gas

- EBITDA of COP 382.7 bn in the quarter (-1,5% y/y) **confirms resilience**.
- Promigas consolidated its natural gas distribution operation in northern Peru by acquiring 100% of Gas Comprimido del Perú S.A. (Gascop) to Corficolombiana.

Infrastructure

- Gradual resumption as of April 13 of **construction activities**. At the end of June they were already **100% reactivated**.
- Reduction in **Average Daily Traffic** in operational concessions (-46.4% vs. 2Q-19). **Recovering since the month of May**.

Hospitality

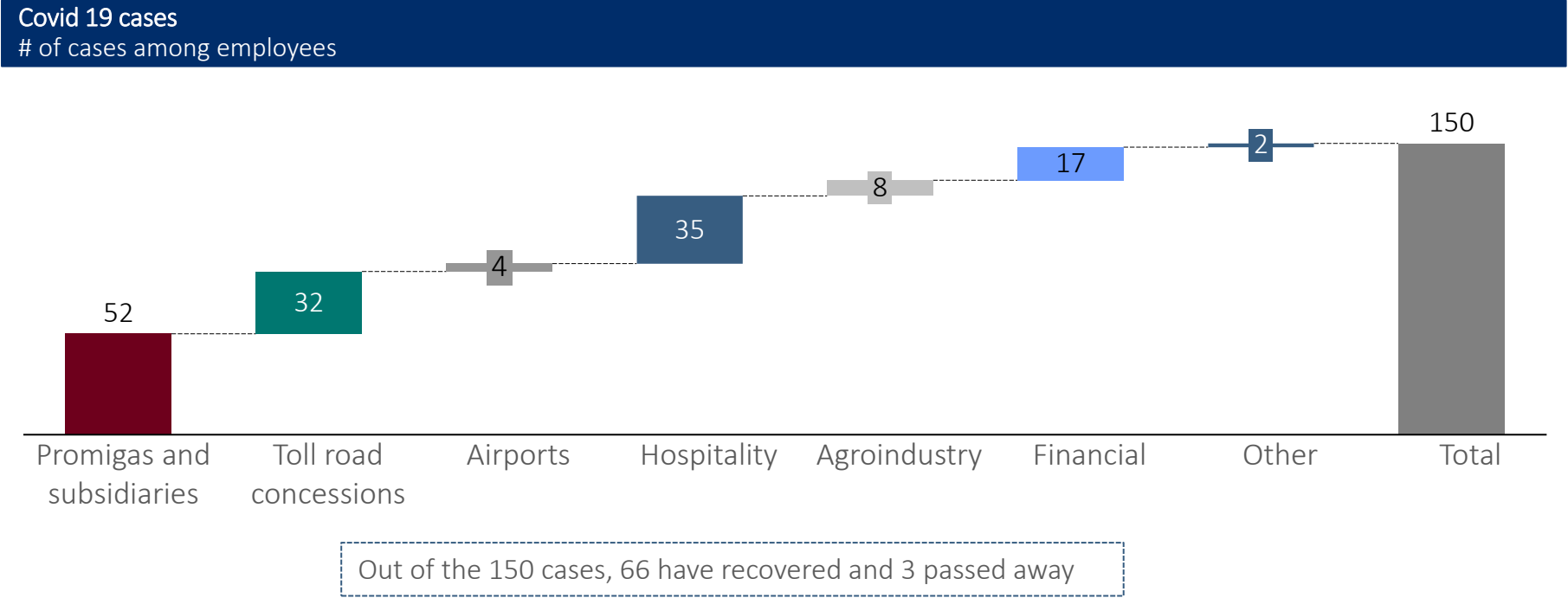
- Fixed costs reduction program and measures regarding personal expenses. Savings close to COP 17 bn in the quarter.
- Deferral of interest and principal payments agreed with banks. **New loans acquired for up to COP 16.7 bn** to meet working capital needs.
- Hoteles Estelar was beneficiary of the Government program to support formal employment with COP 650 million towards May's payroll.

Concesionaria Ruta del Sol (CRSD)

- Superintendence of Industry and Commerce (SIC): On July 23rd the Assistance Superintendent presented an “informe motivado” recommending to dismiss the investigation on the “abuse of a conflict of interest” and to sanction the concerned parties for the charge related to bribery of Garcia Morales. The defendants must submit their observations to the report in the last week of August.
- CRDS Liquidation: By Order of January 15, 2020, SuperSociedades decreed the opening of the judicial liquidation process of CRDS's assets. During the first week of May creditors presented their claims to the liquidator. The liquidator must present a project of graduation and liquidation of credits.

Impacts and actions Covid-19: employees and donations

Teleworking % of employees working from home	
Company	%
Promigas and subsidiaries	68.1%
4G concessions	13.2%
Covipacífico	5.4%
Covimar	93.7%
Coviandina	8.4%
Covioriente	51.4%
Other concessions	48.5%
Coviandes	47.6%
PISA	37.3%
Panamericana	25.0%
Otros	94.7%
Airports	35.5%
Hospitality	44.3%
Agroindustry	2.4%
Pajonales	0.5%
Mavalle	1.7%
Unipalma	4.5%
Financial	98.3%
Other*	13.4%
Total	31.9%



Donations to mitigate effects of Covid-19
COP MM

Our companies have made donations and support to the communities for almost **COP 22.4 bn** to help mitigate the impacts of the pandemic.

Advances in our strategy: Sustainable Corficolombiana



Investments

ESG Investment Statement: Through the Investment Statement approved by the Board of Directors, Corficolombiana ratified its commitment to evaluate its current and future investments following Environmental, Social and Corporate Governance criteria.



Corporate Governance

Sustainability and Corporate Governance Committee: As part of the Board of Directors essential role in the development of our strategy, sustainability functions were added to the Corporate Governance committee.



Wellbeing

Wellbeing activity programs: We have implemented actions to ensure the health and well-being of all our employees, such as remote work, protocols for the safe return to the offices, and activities for physical and emotional health. We carried out the first goal assessing for the 2020 performance evaluation. In addition, two leadership programs to strengthen soft skills were launched.



Environment

Actions for the environment: We measured the carbon footprint under Fundación Natura's methodology, switched to more environmentally friendly supplies and carried out a campaign to create awareness in our employees about environmental protection.



Stakeholders

Suppliers: We implemented a program with the suppliers of Hoteles Estelar to develop a market for their products (E-market). We also started a program in Cartagena to support suppliers of our companies in the region (such as Surtigas and Estelar) in identifying their basic needs in the Covid19 context and to establish a support table and a corporate volunteer program.

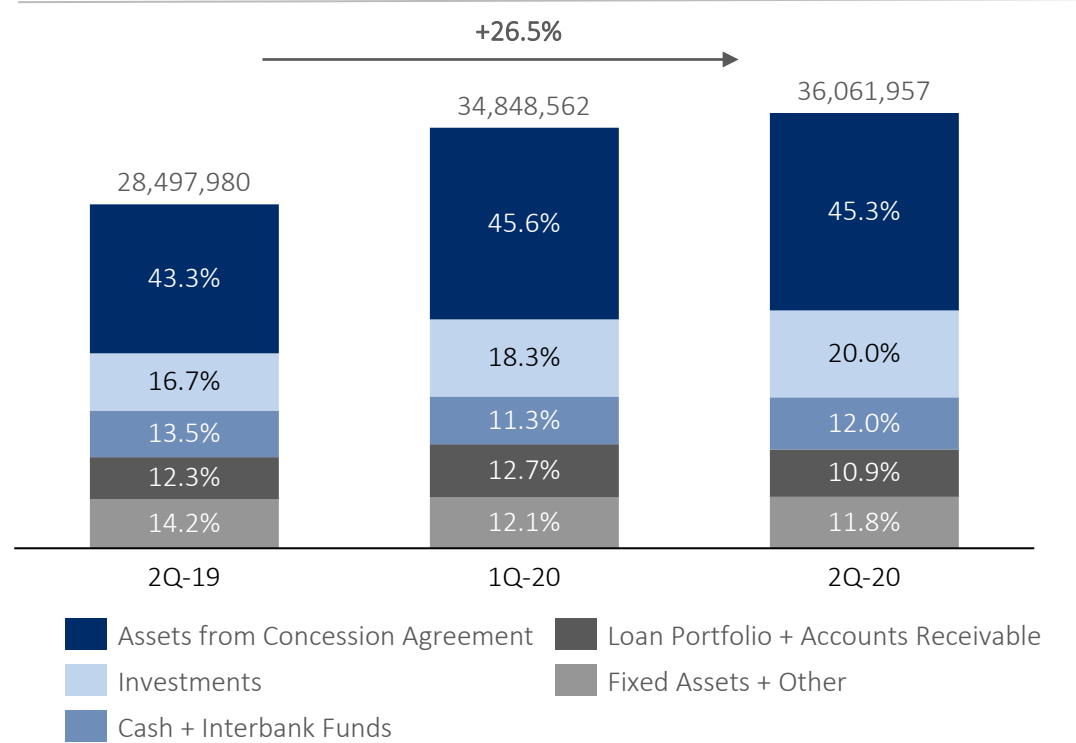


Financial Results



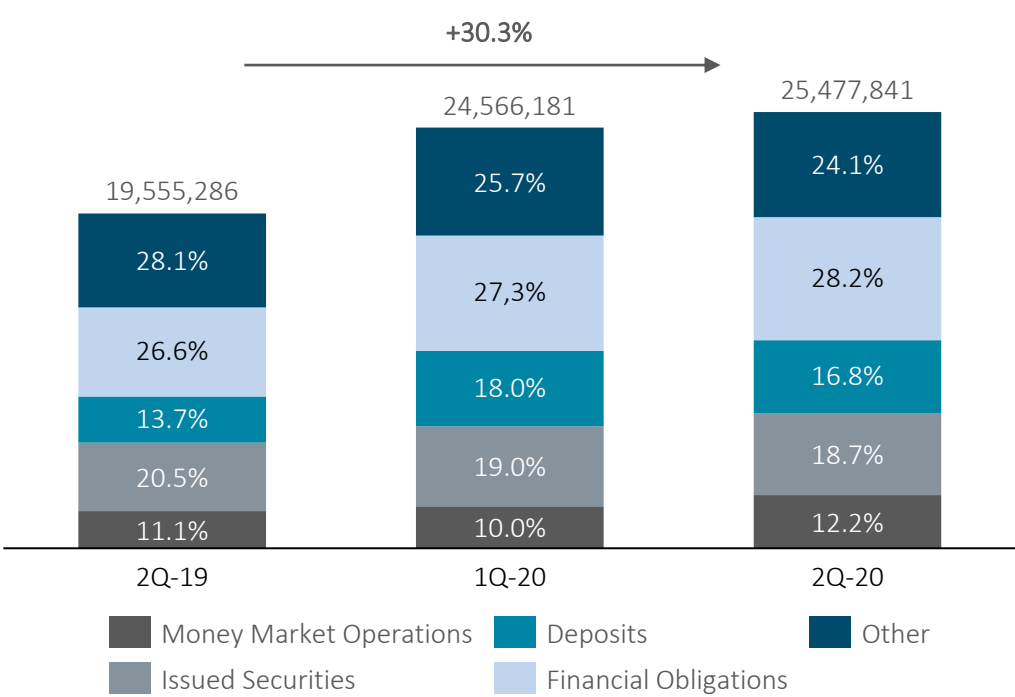
Consolidated Balance Sheet

Asset's Composition
COP MM



- Assets from Concession Agreements grew COP 4 tn in 2Q-20 vs. 2Q-19 due to progress in the construction of infrastructure. In the quarter, as a result of a lower construction progress in the 4G concessions during that period, it grew only 3%.
- Variation in Investments is mainly explained by Corficolombiana's treasury strategy to increase the available for sale portfolio and by NDF treasury operations.

Liability Composition
COP MM

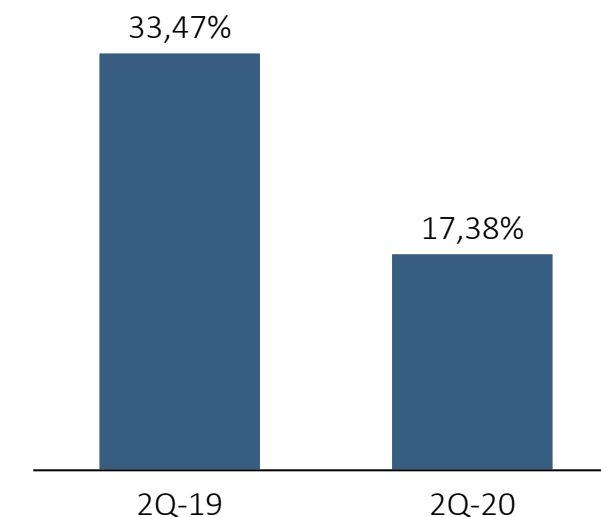


- Financial Obligations and Issued Securities grow vs. 2Q-19 due to indebtedness of the 4G concessions that are in the construction stage, and to the bonds issued by Corficolombiana and Promigas in 2019. In the quarter it increased due to Promigas indebtedness.
- Money Market Operations grow in line with Corficolombiana's treasury portfolio funded with simultaneous and repos, and with the Central Bank measures to inject liquidity through term repos.

Consolidated Income Statement

COP MM	2Q-19	1Q-20	2Q-20	YTD 2019	YTD 2020	2Q-20 / 2Q-19	YTD 2020 / YTD 2019
Operating Revenue Real Sector	2.120.822	2.520.826	1.589.395	4.069.488	4.110.221	-25,1%	1,0%
Cost of Sales	1.073.857	1.225.918	914.400	1.973.689	2.140.318	-14,8%	8,4%
Gross Margin of Real Sector	1.046.965	1.294.908	674.994	2.095.799	1.969.903	-35,5%	-6,0%
Equity Method and Dividends	55.555	141.260	40.106	171.241	181.366	-27,8%	5,9%
Net Financial Expenses	-92.437	-350.415	-32.293	-167.951	-382.708	65,1%	-127,9%
Interests Revenue, net of provisions	45.740	72.631	51.740	84.207	124.371	13,1%	47,7%
Interests Expenses	221.138	262.097	288.831	416.896	550.928	30,6%	32,1%
Other Financial Revenue, net	82.961	-160.949	204.798	164.738	43.848	146,9%	-73,4%
Personnel and General Expenses	232.830	218.673	192.692	450.520	411.365	-17,2%	-8,7%
Depreciations, Amortizations and Provisions	127.560	98.505	111.819	254.731	210.324	-12,3%	-17,4%
Other Revenues / Expenses	30.296	32.239	22.731	63.362	54.971	-25,0%	-13,2%
EBITDA	918.838	1.279.491	619.522	1.917.584	1.899.013	-32,6%	-1,0%
Net Income before taxes	679.989	800.814	401.027	1.457.200	1.201.841	-41,0%	-17,5%
Net income from discontinued operations	-21.395	-1.600	-1.008	-43.140	-2.608	95,3%	94,0%
Income tax	167.915	202.785	115.482	402.093	318.267	-31,2%	-20,8%
Net Income	490.679	596.429	284.537	1.011.966	880.966	-42,0%	-12,9%
Attributable Net Income	364.721	433.111	186.245	786.947	619.356	-48,9%	-21,3%

ROE ¹⁾



1) Net income attributable to Corficolombiana of last 12 months on average controlled Equity

- Year-to-date EBITDA as of June 30th remained stable, registering a 1% drop. This reflects the good performance of Promigas in the semester (+ 13%) offset by a 10% reduction in the EBITDA of the infrastructure sector due to lower progress in construction of the 4G concessions during 2Q-19. However, construction activity was gradually restored as of April 13th and was already 100% reactivated by the end of June .
- Effort to reduce general expenses in the hospitality sector and lower maintenance expenses in the infrastructure sector..
- In the accumulated to June, *Net Financial Expenses* grew in line with higher interest expense for the debt of the concessions under construction, the exchange difference related to the debt in dollars of Covioriente and the valuation of financial instruments and derivatives in Corficolombiana.

Contribution per sector to Consolidated EBITDA - Quarter



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.

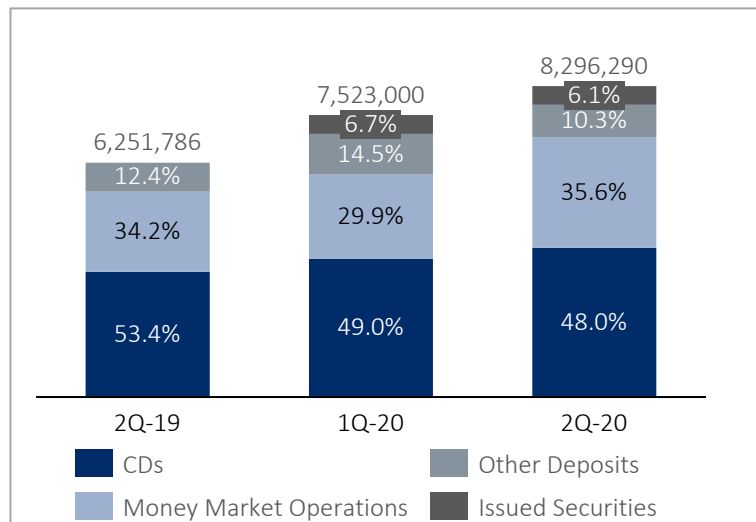
Contribution per sector to Consolidated EBITDA - Semester



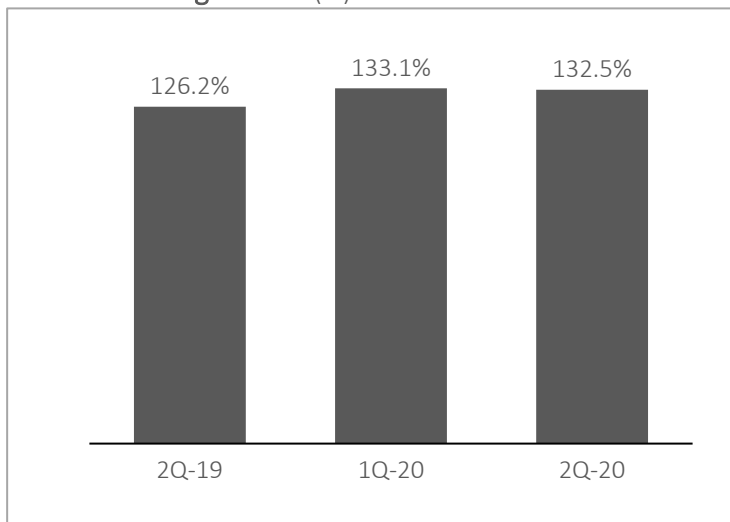
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Corficolombiana Funding (separate)

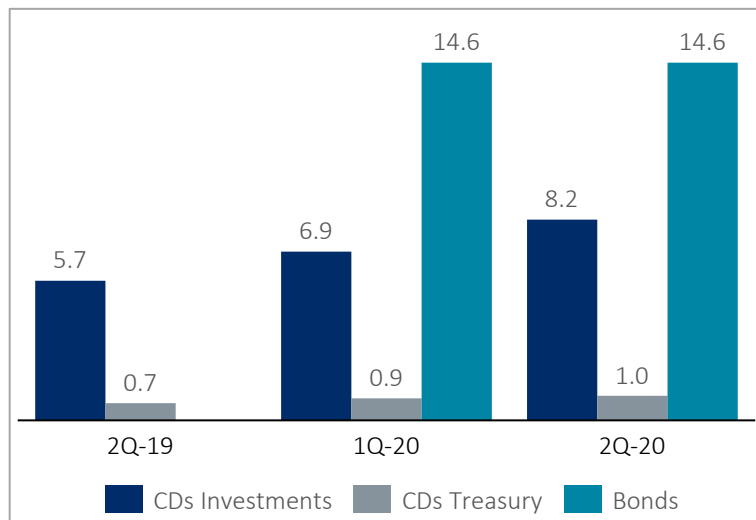
Separate Funding (COP MM)



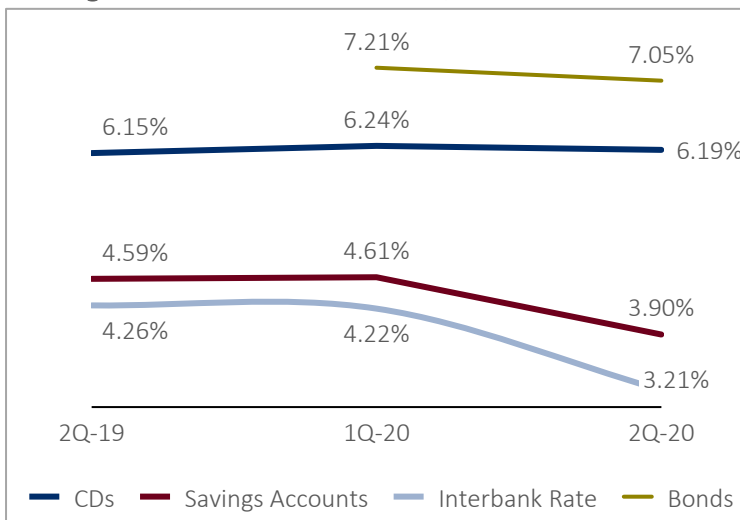
Double Leverage Ratio¹ (%)



Average Funding Tenor (Years)



Average Cost (Annual Effective Rate)



- In 2Q-20, the good dynamics of funding continued, increasing by **COP 773 billion**. The balance of CD's grew COP 294 billion in the quarter.
- The average tenor of the debt funding the equity investments portfolio increased from 5.7 years in 2Q-19 to **9.1 years**, due to the issuance of bonds and longer CD's maturities.
- The average cost of debt was **5.9%**² in 2Q-20, lower by 19 bps compared to 1Q-20.
- Double leverage ratio falls in the quarter to **132.5%** given a low growth in the equity portfolio during the period (2.9%).

1) Double leverage indicator is calculated as equity investments at book value as a percentage of equity
2) Excludes Money Market Operations



Portfolio
Management

Main Investments

1 Energy and Gas



2 Infrastructure



3 Hospitality



4 Agroindustry



5 Financial



Fuente: DANE. Cálculos Corficolombiana.

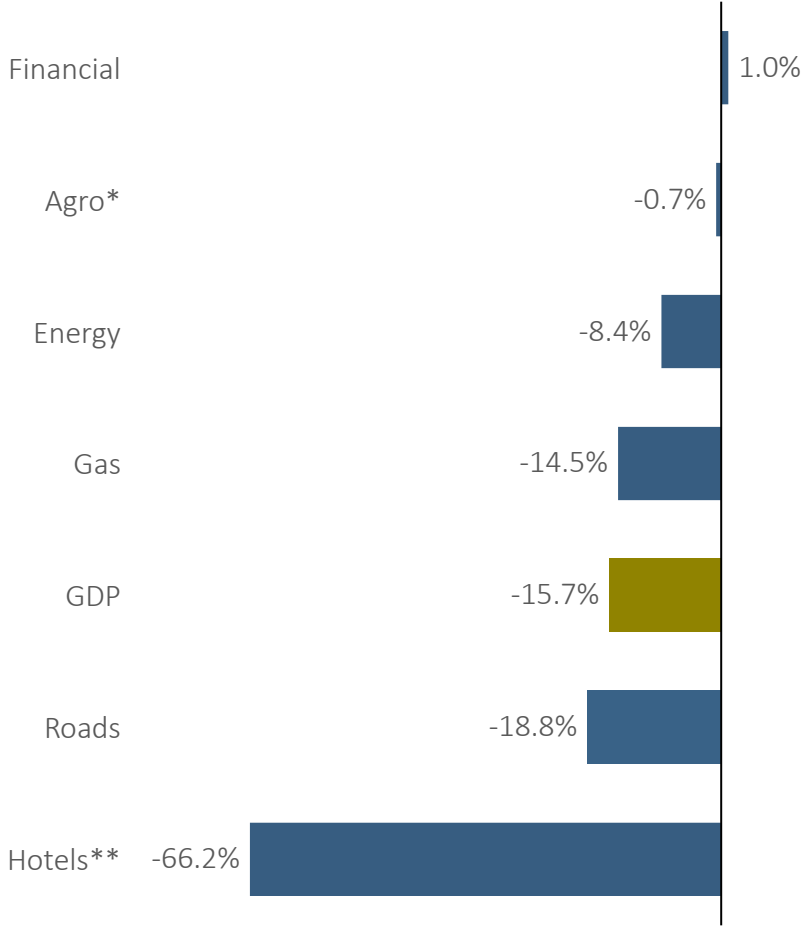
* Incluye actividades de ganadería, silvicultura y pesca

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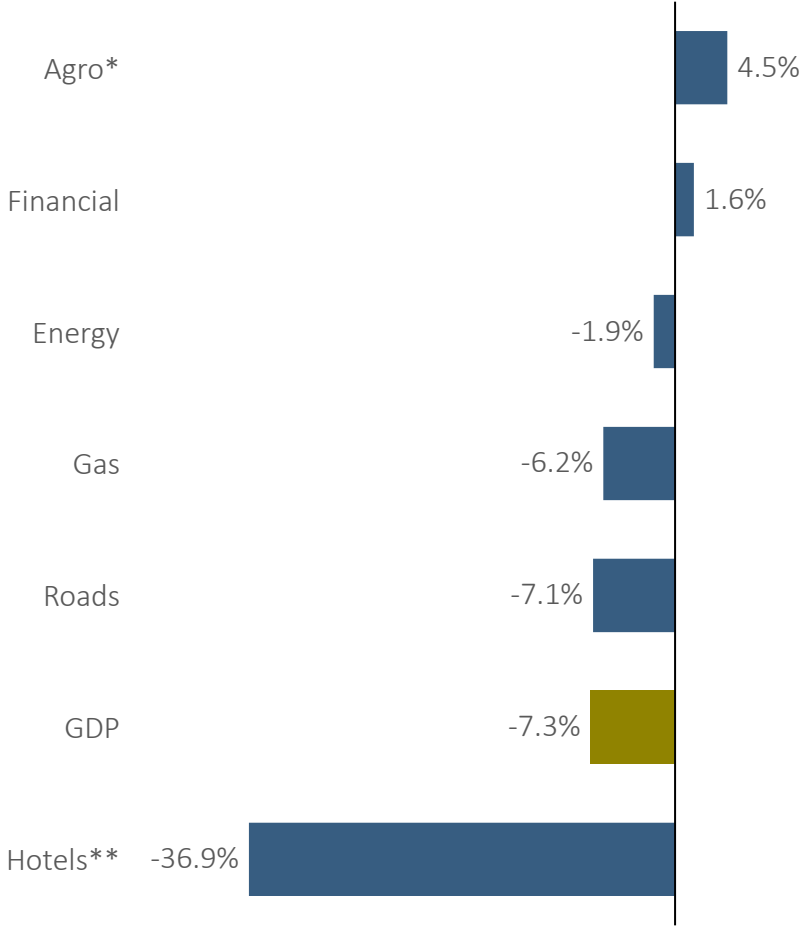
** Incluye servicios de comida

Corficolombiana´s strategic sectors vs total GDP

Second Quarter 2020
Anual change (%)



First Semester 2020
Anual change (%)

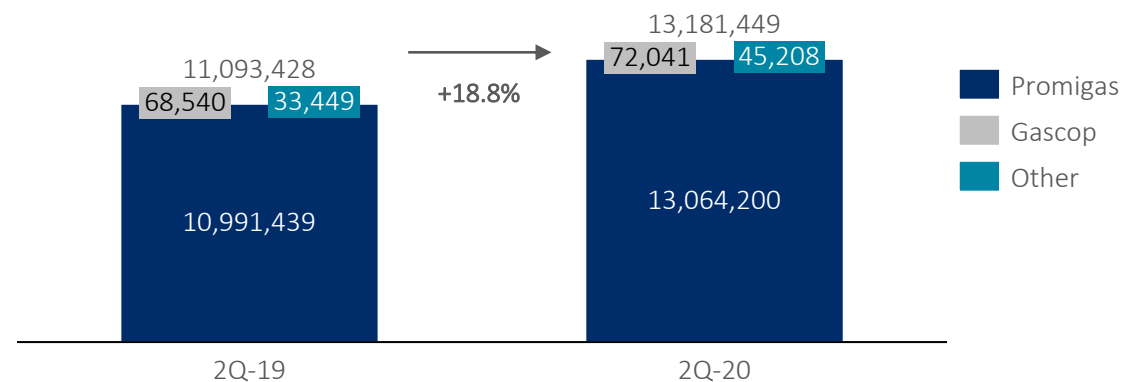


- Colombian economy shrank at a historic record in second quarter 2020 (-15.7%). In the semester, the sectors in which Corficolombiana invests, apart from the hospitality sector, behaved better than the average economy.
- Financial and agroindustry sectors are one of the few economic sectors that did not post negative growth, as they have maintained operation and business continuity.
- Road activity was temporarily affected during the second quarter by imposed restrictions associated to the quarantine, but it has already regained its rhythm, which has been much higher than GDP for several years.

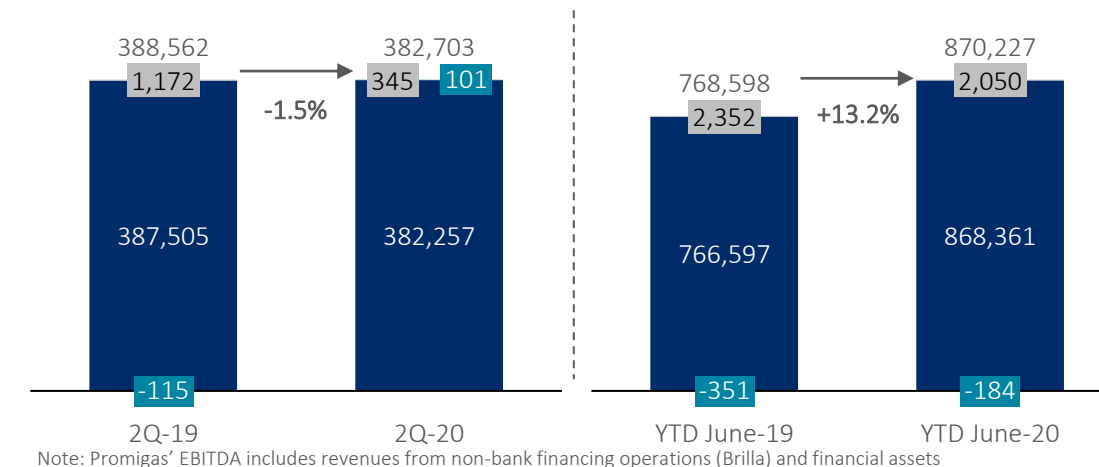
Source: DANE. Corficolombiana calculations
* Excluye livestock, forestry and fishing
** Include food services

Energy and Gas

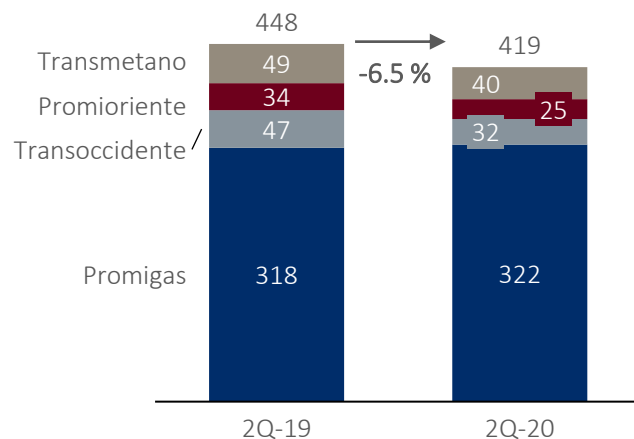
Consolidated Asset COP MM



Consolidated EBITDA COP MM



Transport Business – Volume Transported MCF/D



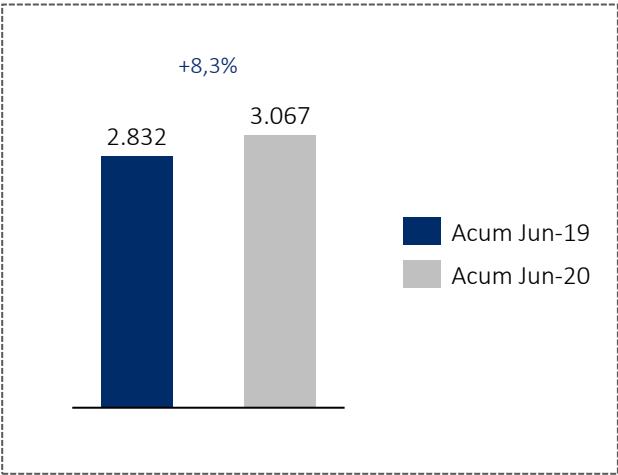
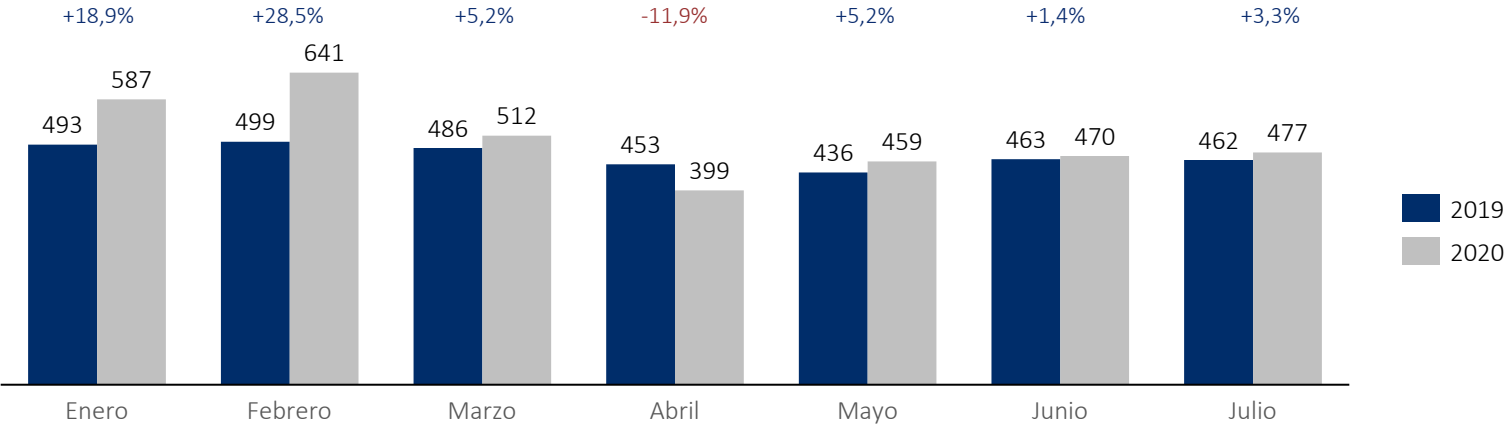
Distribution and Commercialization Business

Year to June 2020	GdO	Surtigas	GdC + Filiales	Cálidda	Quavii	Total
Distribution	198	95	420	1.701	35	2.449
Commercialization (Industrial & NGV)	315	291	363	-	-	969
Total Volume (MM m3)	514	386	783	1.701	35	3.418
# Users	1.193.721	814.691	1.754.361	987.978	97.628	4.848.379

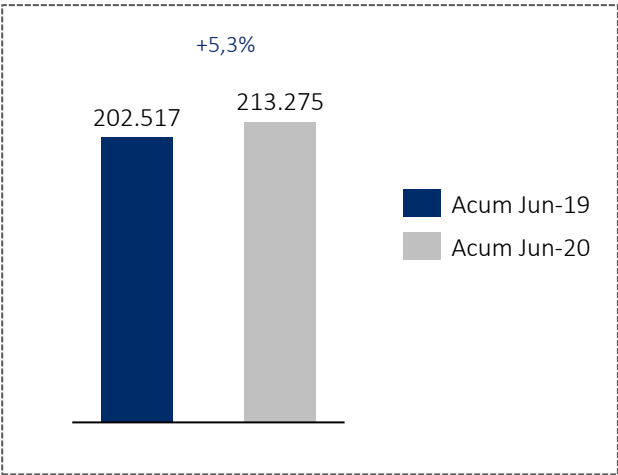
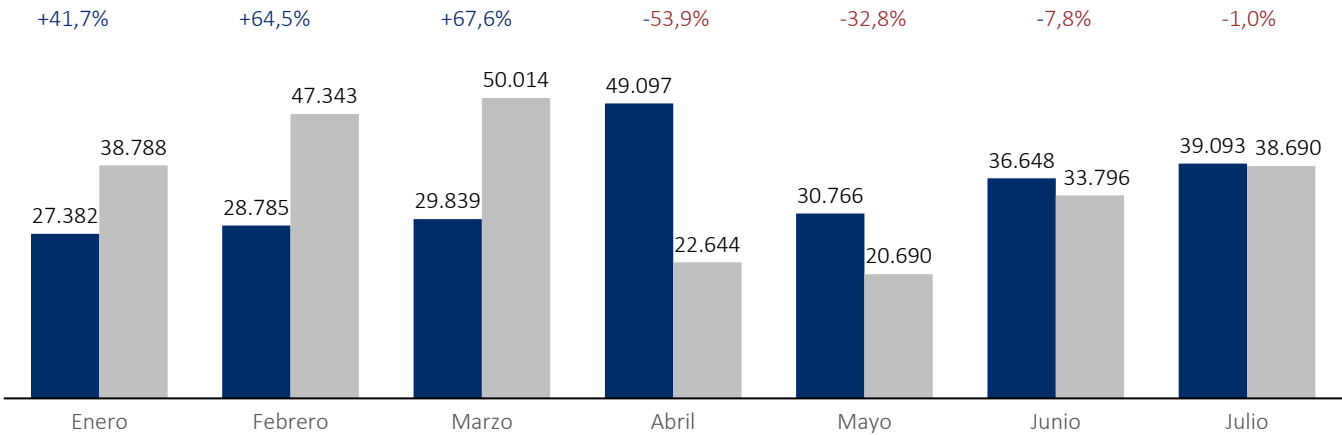
Year to June 2019	GdO	Surtigas	GdC + Filiales	Cálidda	Quavii	Total
Distribution	215	95	463	2.672	16	3.461
Commercialization (Industrial & NGV)	323	356	401	-	-	1.080
Total Volume (MM m3)	538	451	864	2.672	16	4.541
# Users	1.162.406	787.966	1.692.875	852.722	46.998	4.542.967

Energy and Gas – Monthly transportation and Equity Method

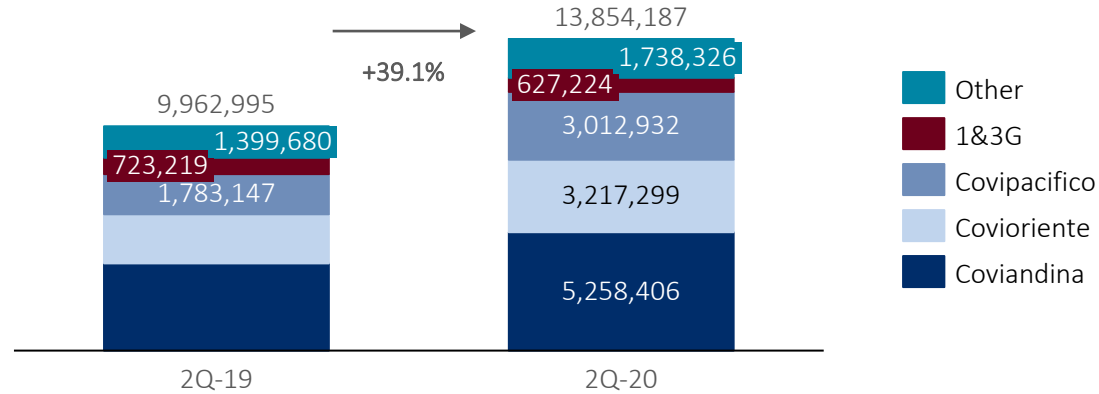
Transport Business – Transported Volume
MMPCD



Equity Method contribution
COP MM

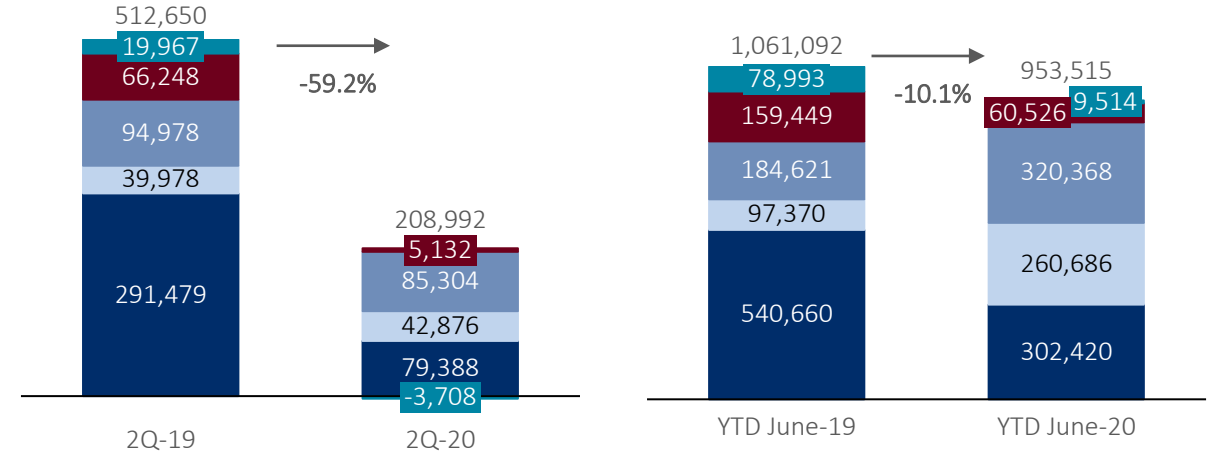


Consolidated Asset COP MM









Note: Other includes Covimar, construction consortiums and investment vehicles

Consolidated EBITDA COP MM



Road Concessions in Operation (June 2020)

Concession	CFC Participation	Section	Km	Estimated Termination Date	Average Daily Traffic					
					2Q-19	2Q-20	1H-19	1H-20	2Q-20 / 2Q-19	1H-20 / 1H-19
 Concesionaria Vial Andina	100%	Bogotá - Villavicencio	86	2053*	20.061	11.750	25.755	18.800	-41,4%	-27,0%
 CCFC S.A.	88,25%	Bogotá-Facatativa-Los Alpes	42,9	2024	28.008	16.169	27.539	20.470	-42,3%	-25,7%
 Pisa	88,25%	Buga-Tuluá-La Paila-La Victoria	80	2033	33.917	19.576	34.051	26.188	-42,3%	-23,1%
 CONCESIONARIA PANAMERICANA	100%	Los Alpes Villeta & Chuguacal - Cambao	111	2035	5.229	2.780	5.277	3.794	-46,8%	-28,1%
 Concesionaria Vial del Pacifico	89,90%	Ancón Sur - Bolombolo	50,2	2043	6.947	2.122	7.098	4.212	-69,5%	-40,7%
 Concesionaria Vial del Oriente	100%	Villavicencio - Yopal	266,1	2042	16.407	6.871	16.166	10.239	-58,1%	-36,7%
Total			636		110.569	59.268	115.885	83.704	-46,4%	-27,8%

Truck traffic registered a smaller reduction.

2Q-20 / 2Q-19







-14.2%



-56.8%

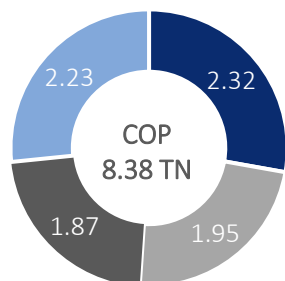
4G Concessions

Concession	Section	Licenses / Consultation	Final Designs	% Land	Construction work start date	% Project progress (Mar-20)	% Project progress (Jun-20)	Debt Obtained (Jun-20)	CFC Equity Contribution (Jun-20)
 Concesionaria Vial Andina	Bogotá – Villavicencio	✓	✓	100.0%	Sep-2016	70.1%	72,5%	\$1.60 tn	\$0.77 tn
 Concesionaria Vial del Pacifico	Ancón Sur – Bolombolo	✓	✓	98.2%	May-2018	39.7%	44,0%	\$0.58 tn	\$0.70 tn
 Concesionaria Vial del Oriente	Villavicencio – Yopal	✓	In process	87.4%	Nov-2018	27.4%	30,2%	\$2.07 tn	\$0.41 tn
 Concesionaria Nueva Vía al Mar	Mulaló - Loboguerrero	In process	✓	62.3%	Est. 3Q-2022	3.9%	4,0%	-	\$0.26 tn
Total								\$4.25 tn	\$2.15 tn

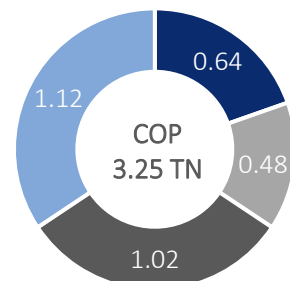
* Chirajara - Villavicencio is the concessioned section for construction. Coviandina additionally has the AOM of the entire Bogotá-Villavicencio corridor, which was delivered on November 6.

** Covioriente: debt of USD 550 million

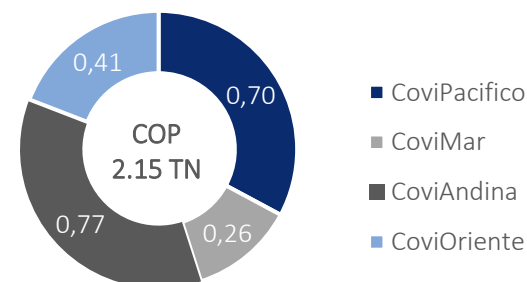
Total CAPEX



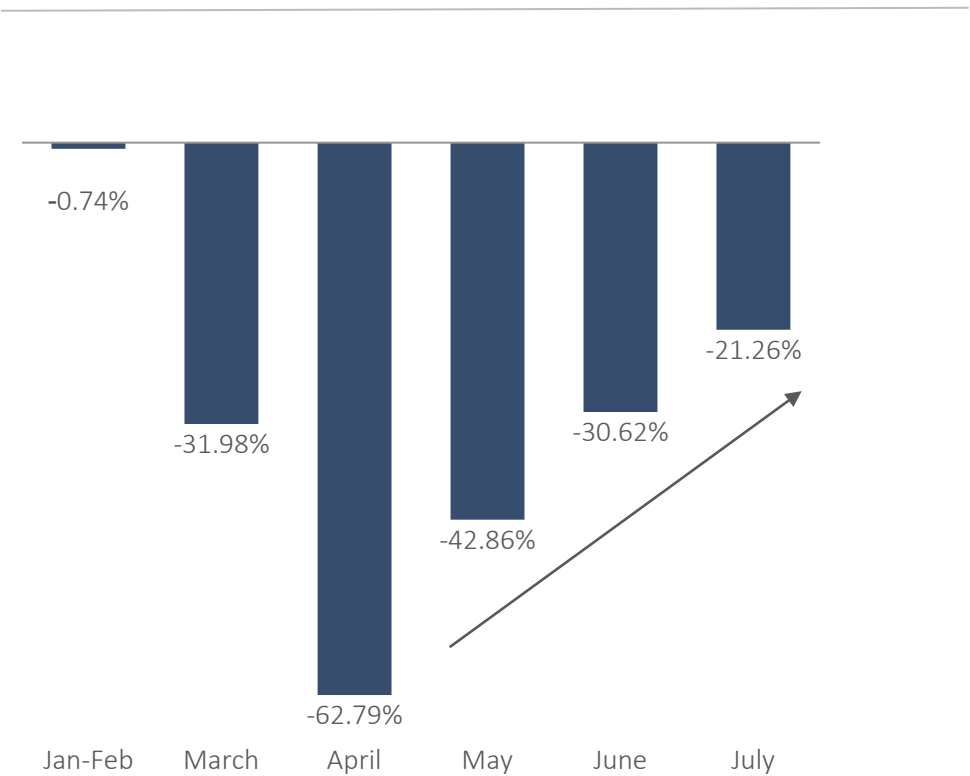
Total Equity



CFC Equity Contribution as of June

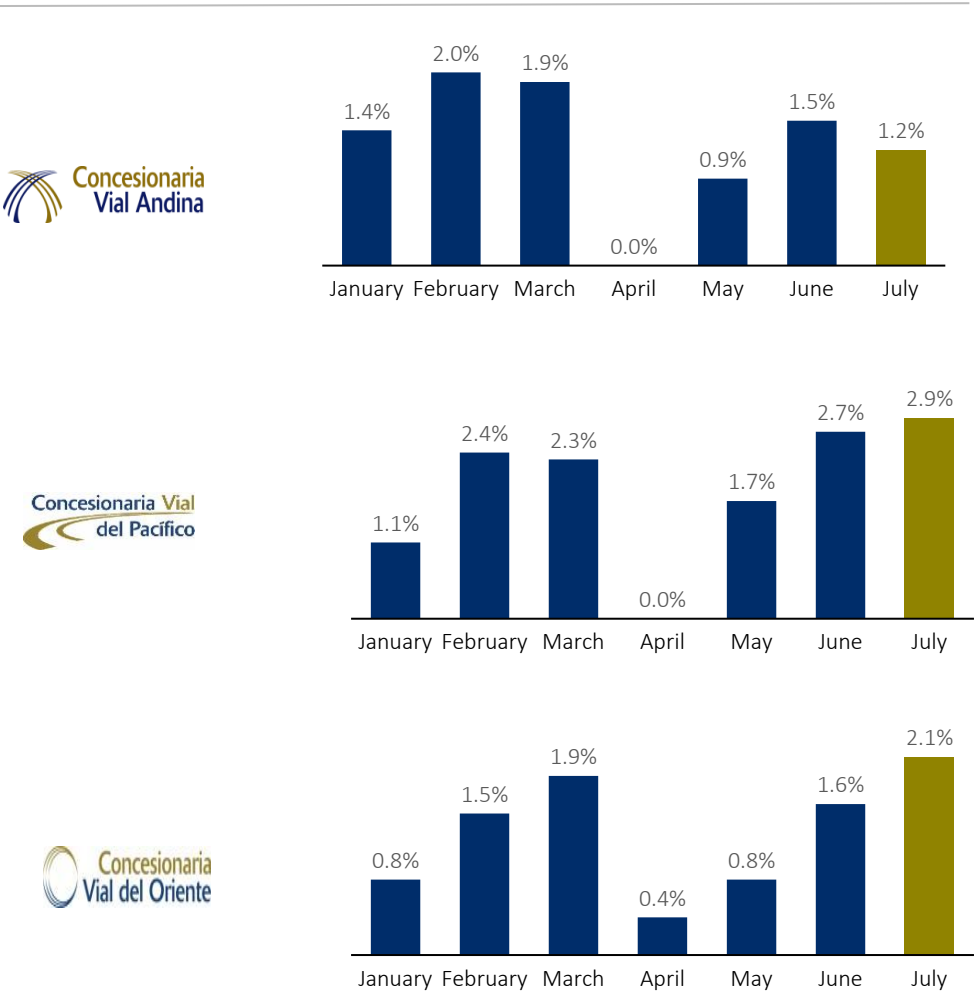


Average Daily Traffic Evolution
Variation YoY

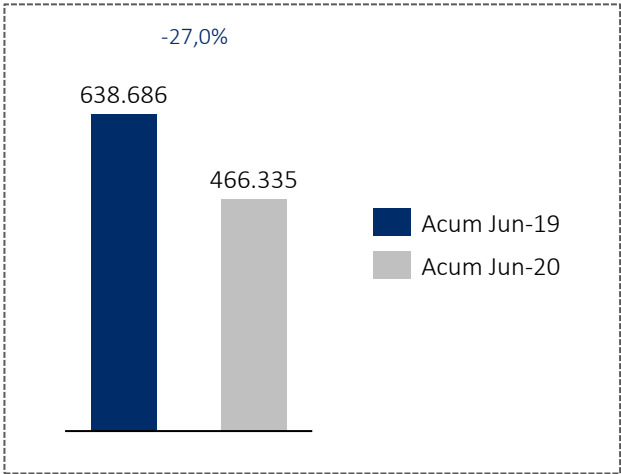
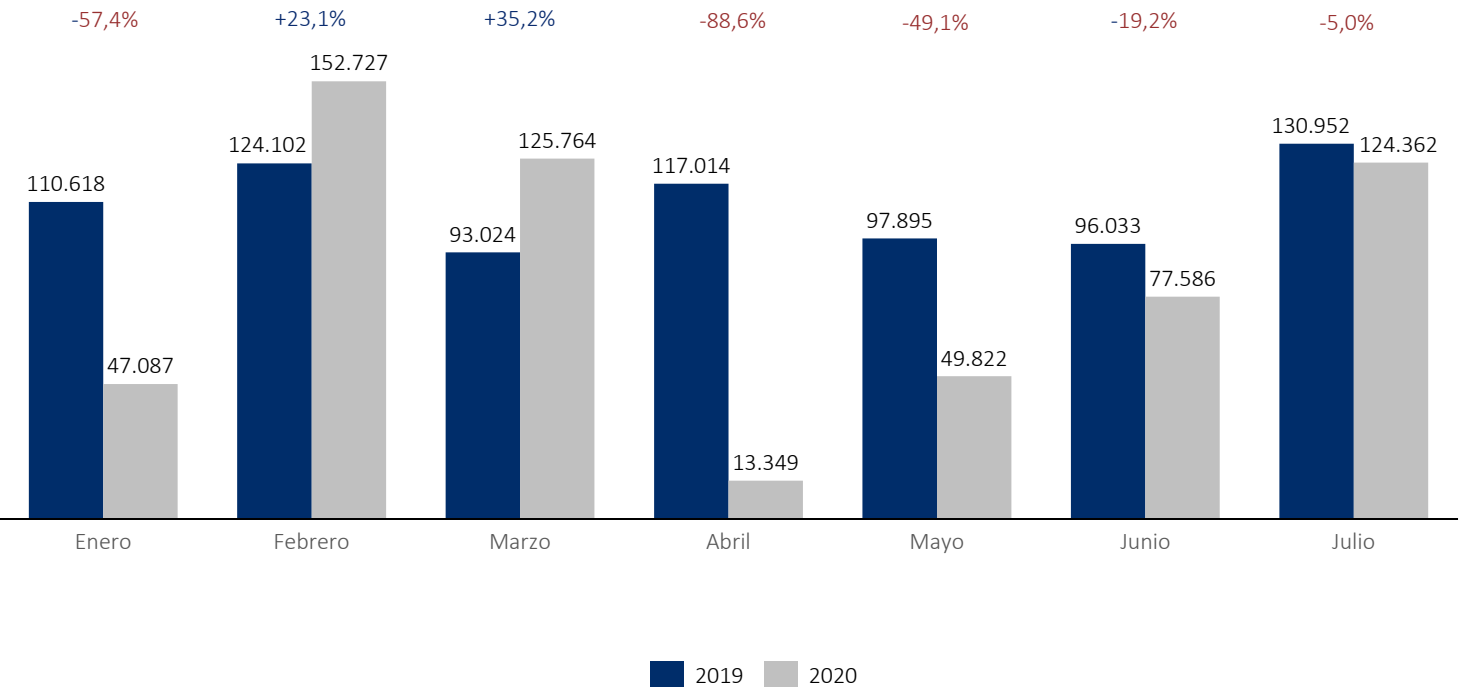


ADT includes: Coviandina, CCFC, Pisa, Panamericana, Covipacifico and Covioriente

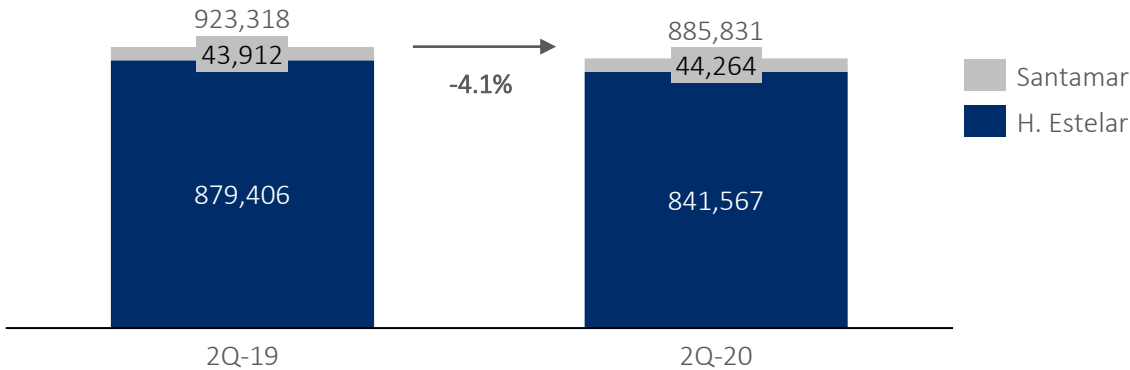
% Construction Project Progress



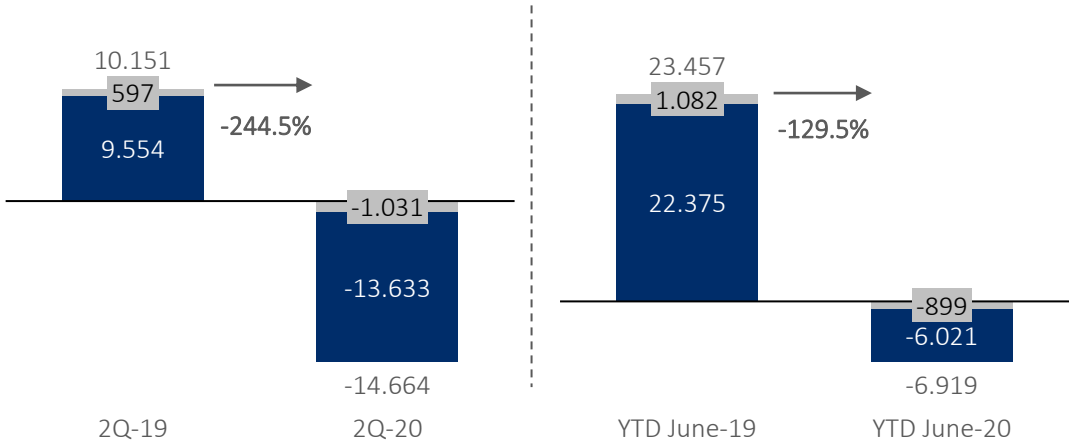
Equity method contribution
COP MM



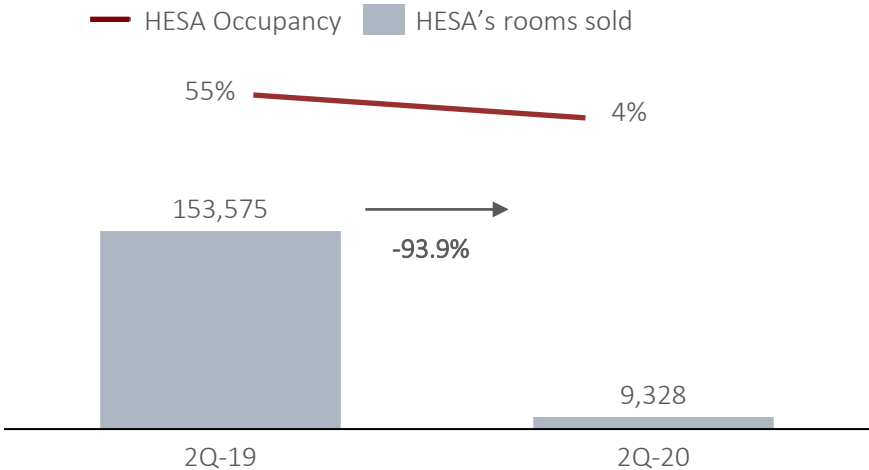
Consolidated Asset COP MM



Consolidated EBITDA COP MM



Occupancy



Hoteles Estelar

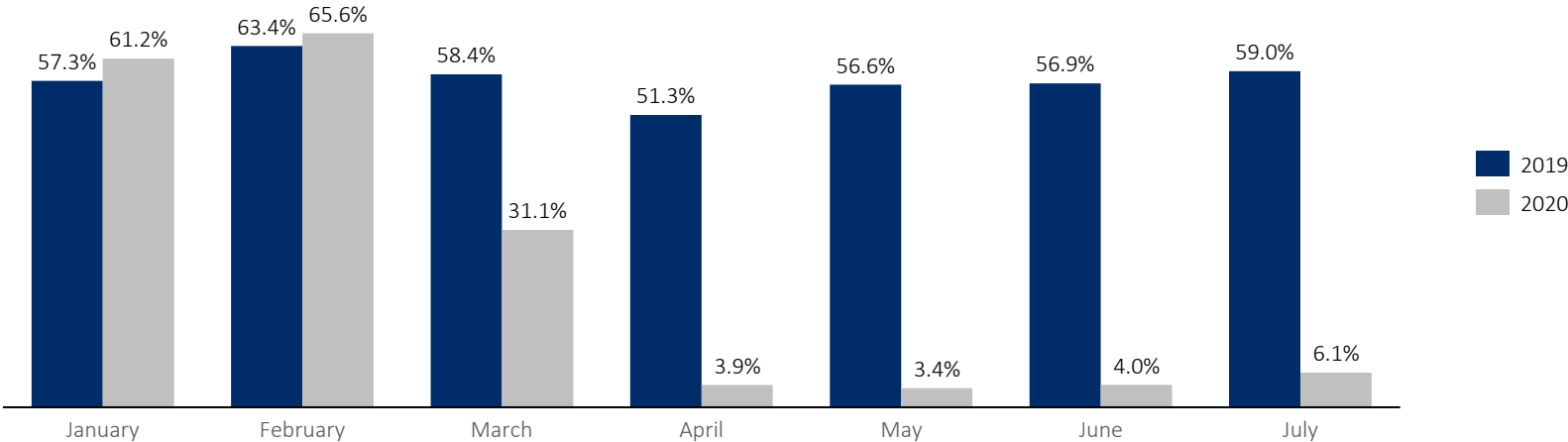


Hoteles Estelar has established all the biosafety protocols to protect the health of guests, visitors and employees. Strengthening hygiene, disinfection, protection and signaling measures, and adequate capacity.

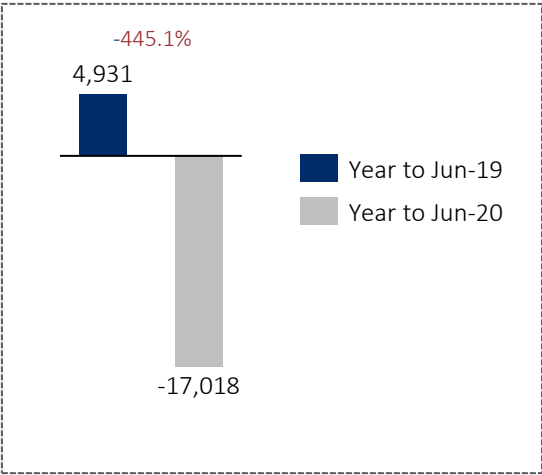
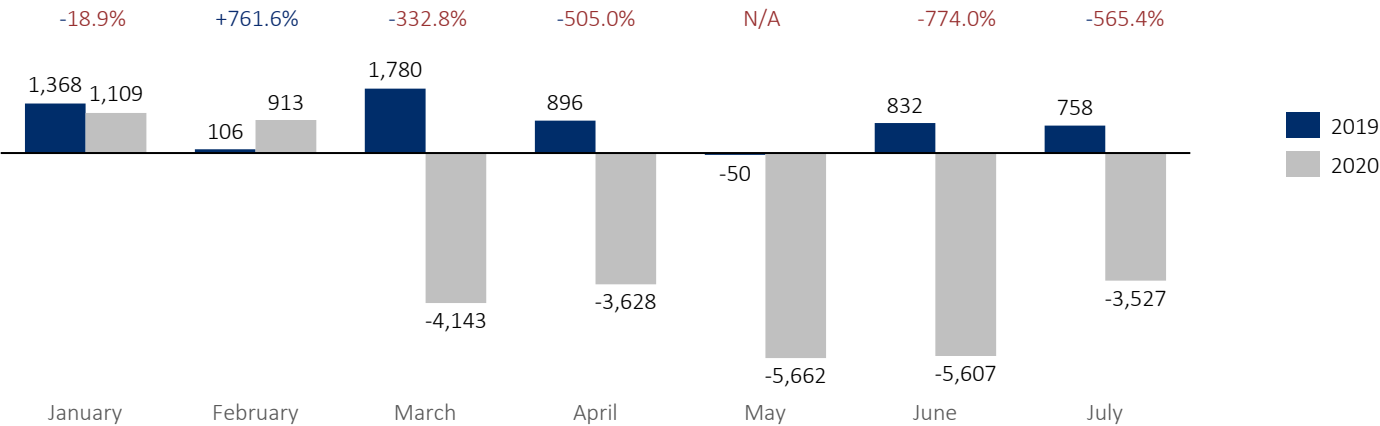
Note: Historical occupation for Estelar Hotels in Colombia
Rooms sold includes operations in Colombia, Peru and Panama.

Hospitality – Occupancy and Equity Method

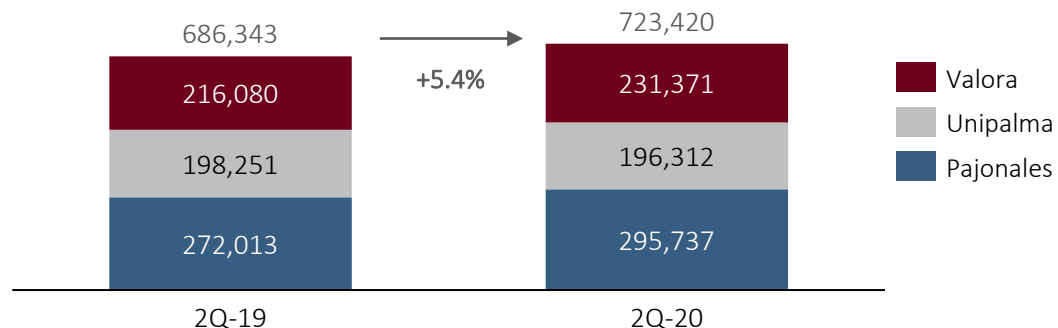
Historical HESA Occupancy
(%)



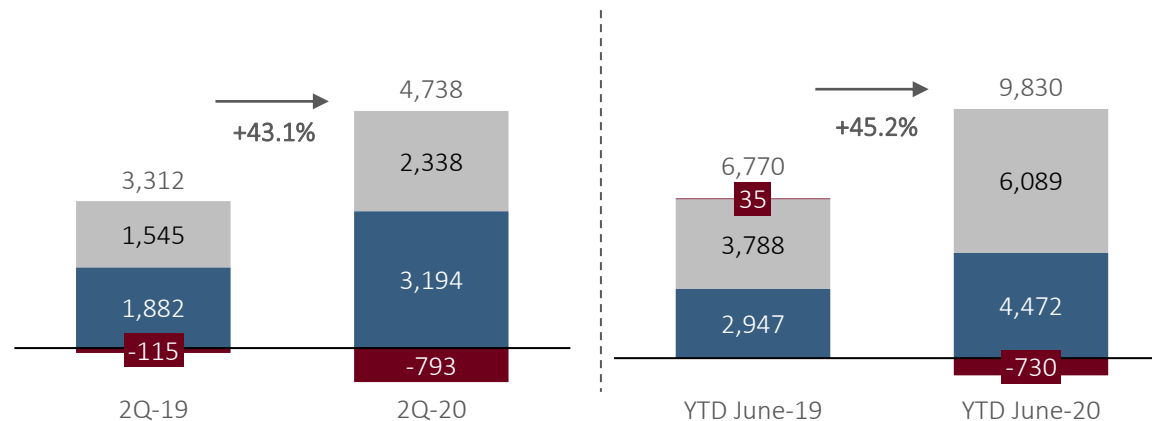
Equity Method
COP MM



Consolidated Asset
COP MM

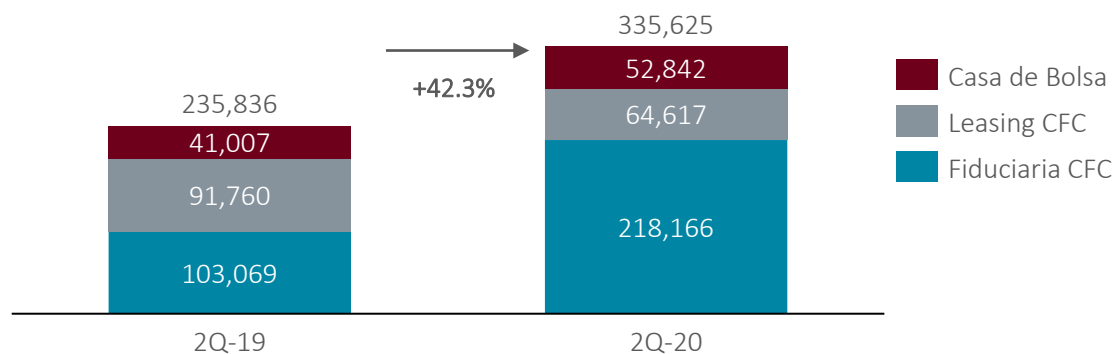


Consolidated EBITDA
COP MM

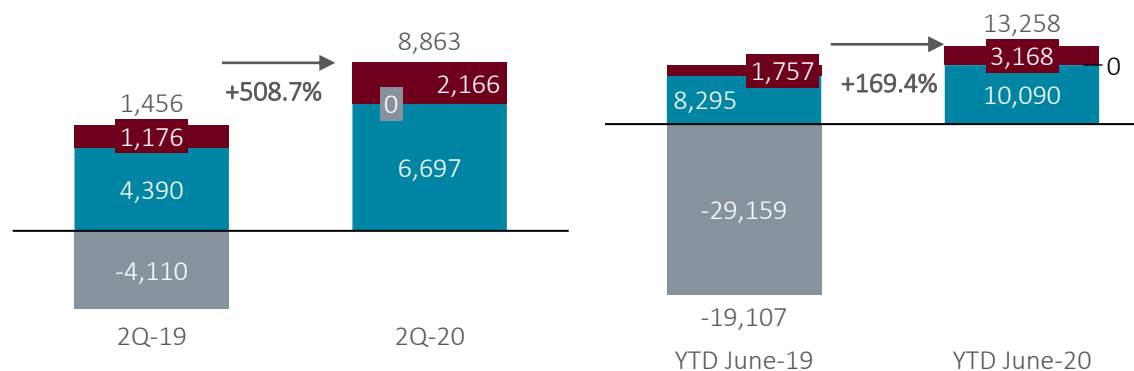


Financial

Consolidated Asset
COP MM

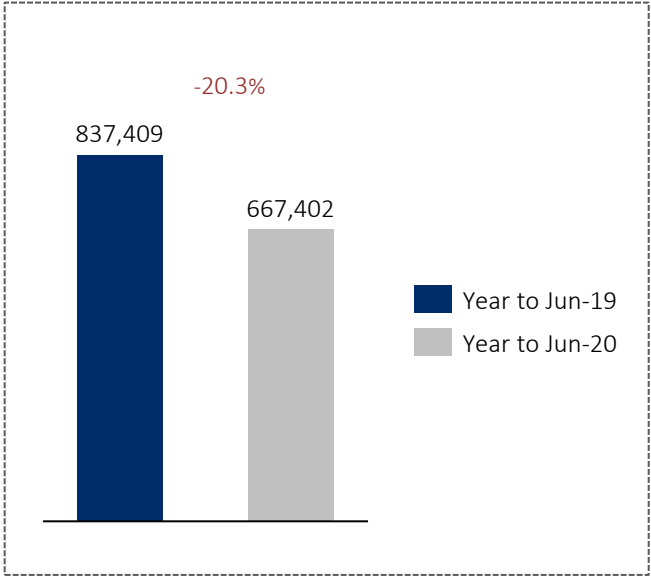
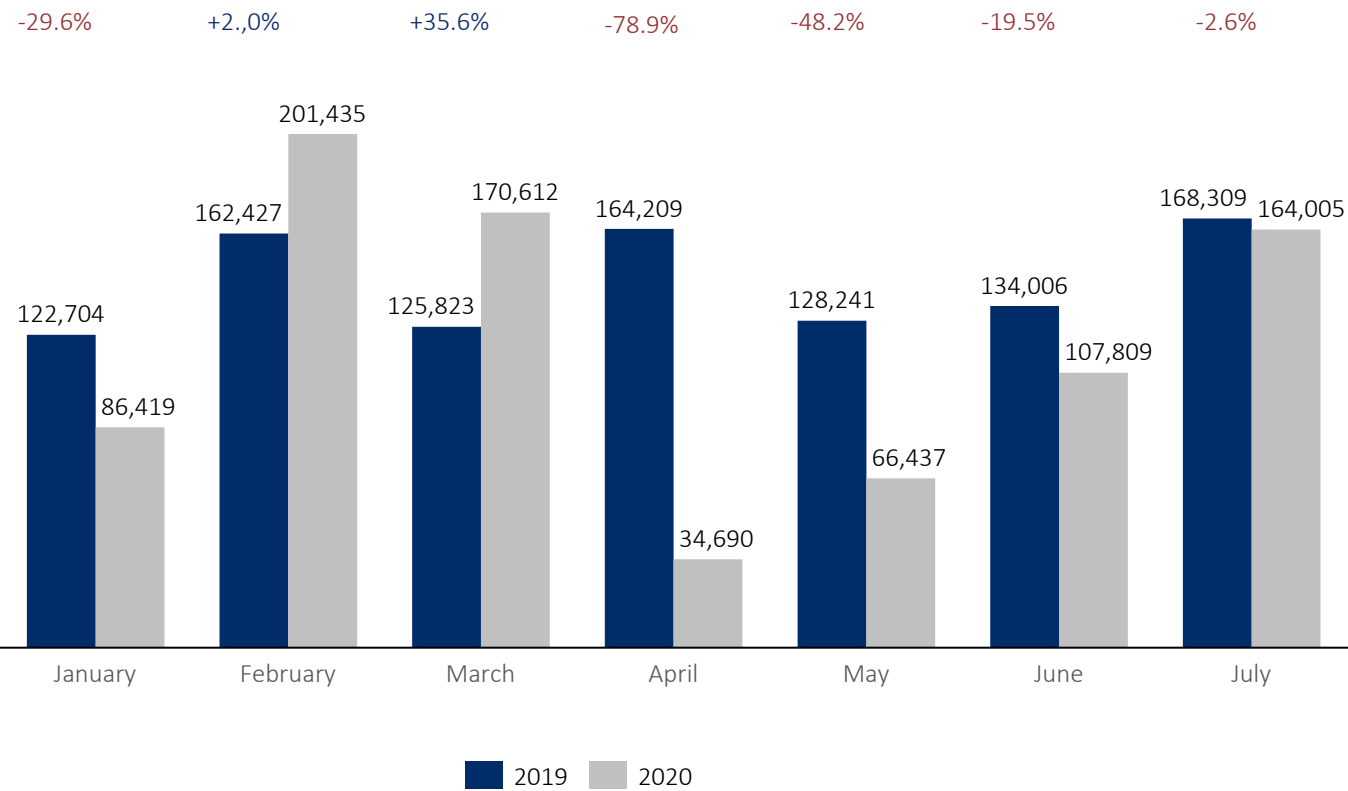


Operating Profit
COP MM



Equity Method trend confirms the sectors recovery

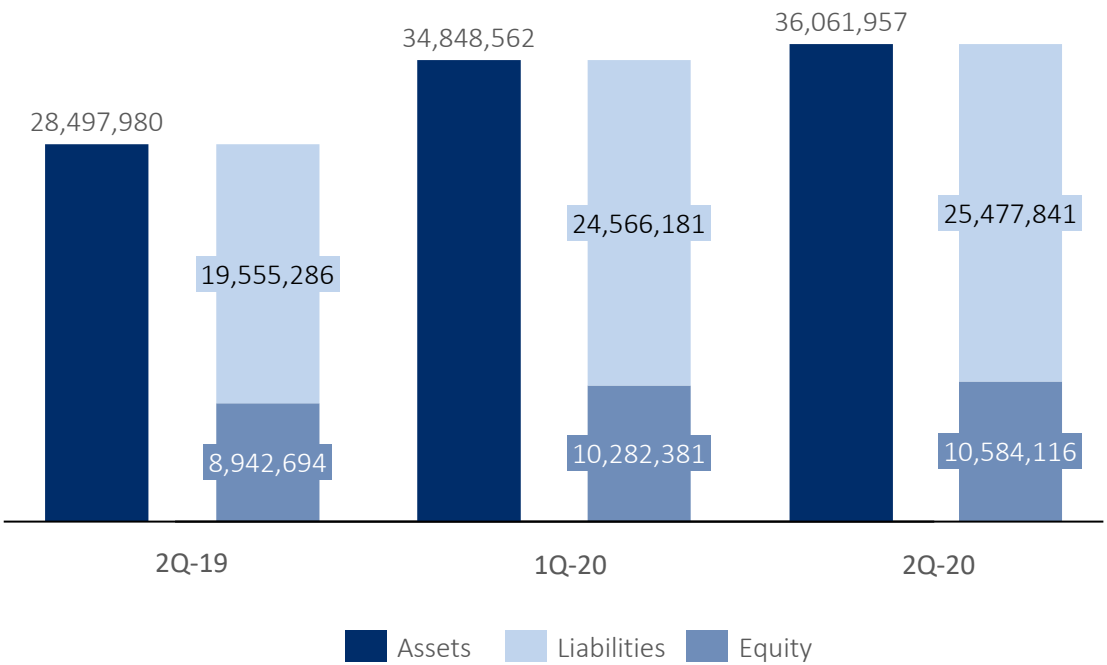
Equity Method
COP MM



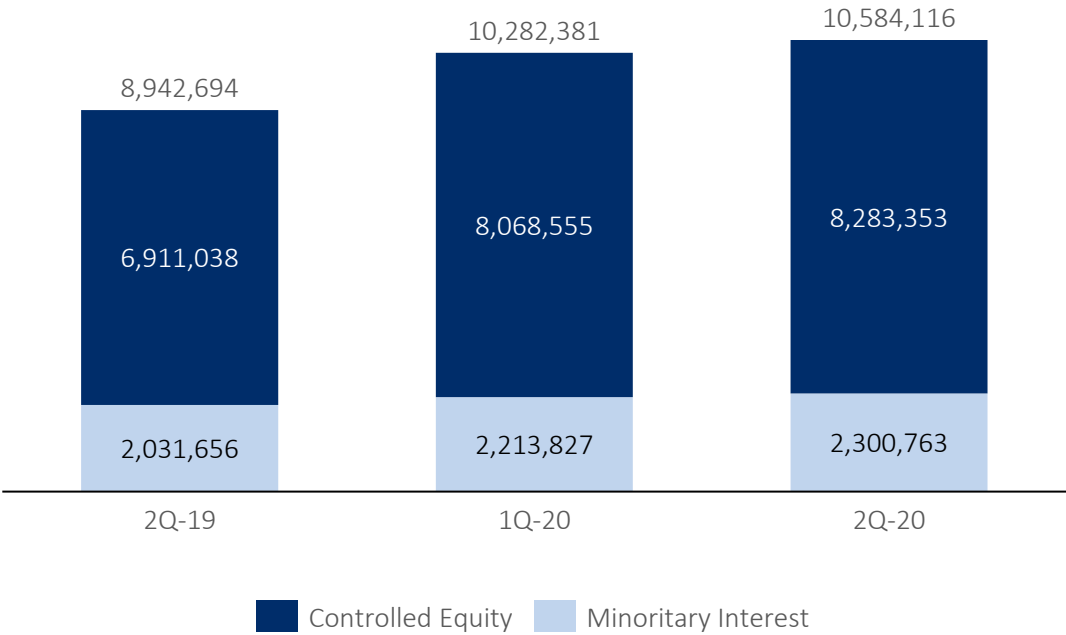
Annexes

Consolidated Balance Sheet

Balance Sheet
COP MM

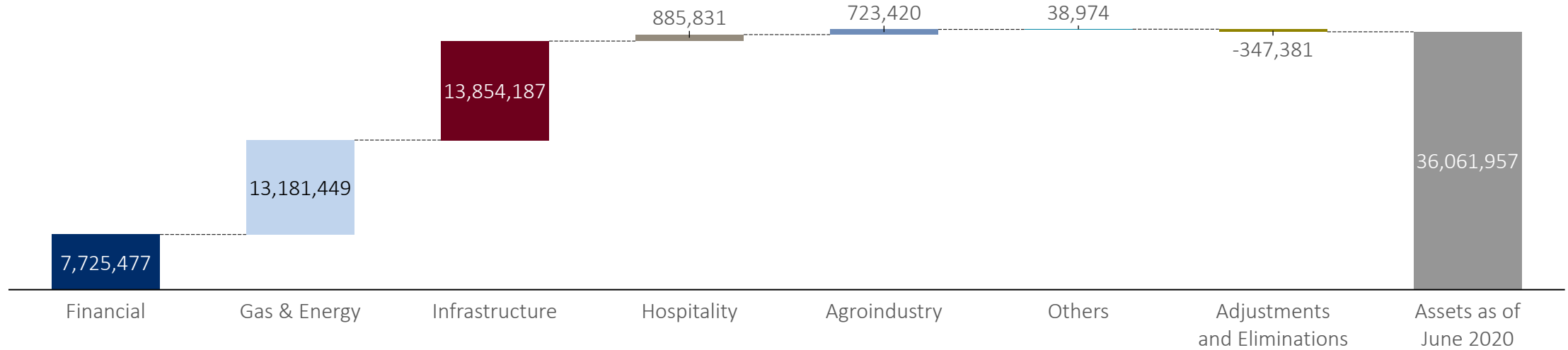


Equity Composition
COP MM

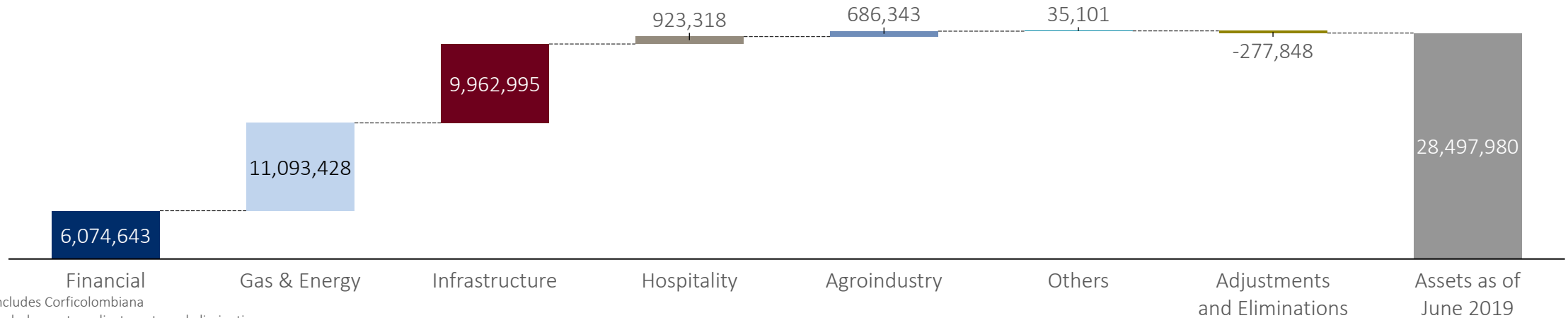


Consolidated Assets per Sector

June 2020
COP MM



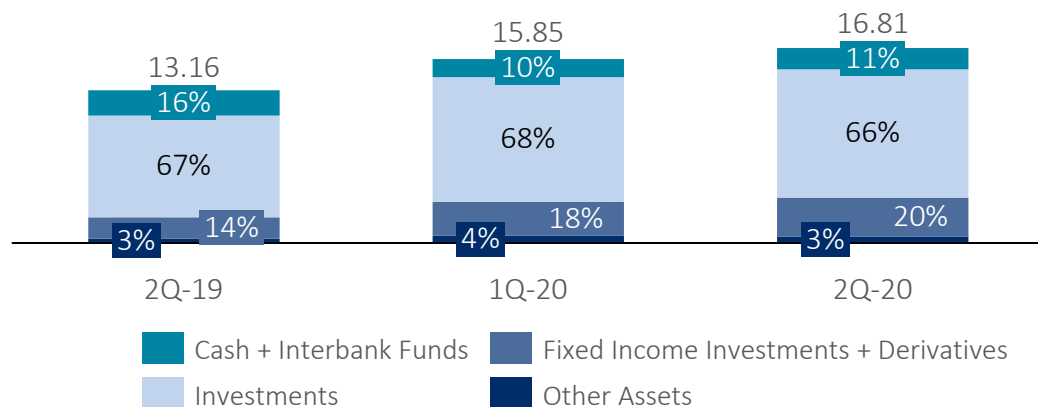
June 2019
COP MM



Separate Financial Information

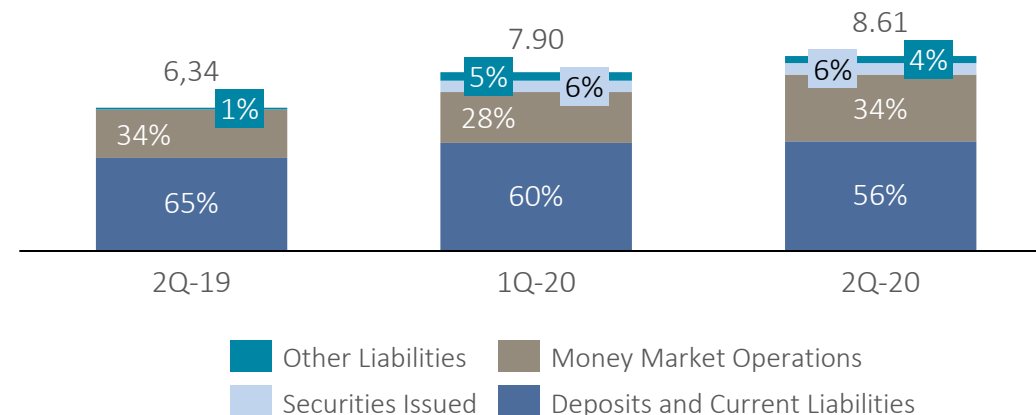
Assets

COP TN



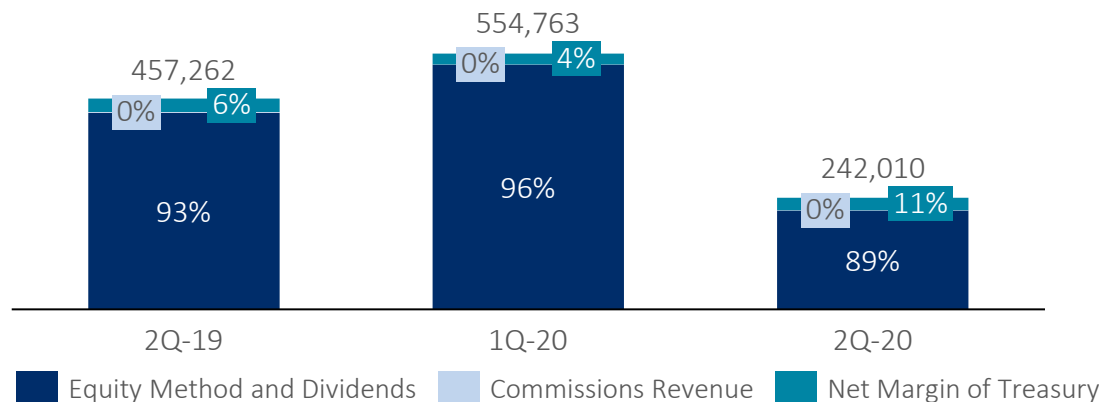
Liabilities

COP TN



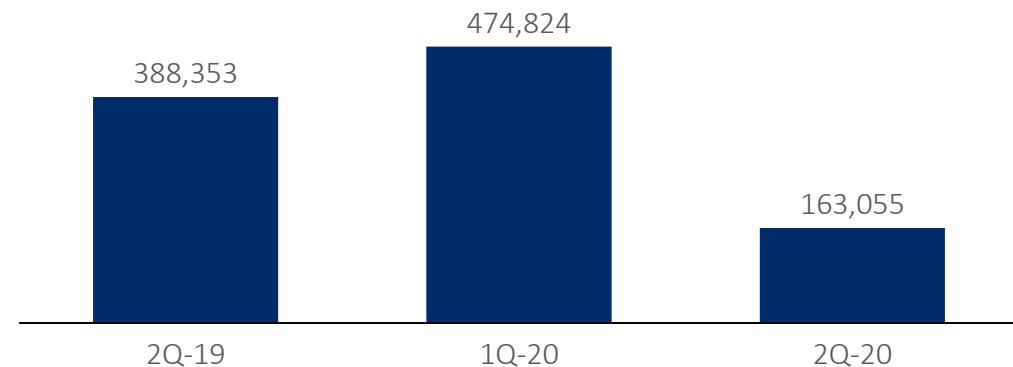
Operating Revenue

COP MM



Net Income

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