



**QUARTERLY RESULTS PRESENTATION** 

#### Disclaimer

This presentation contains certain forward-looking representations and information related to GRUPO ARGOS and its subsidiaries based on currently known facts, expectations and forecasts, circumstances and assumptions regarding future events. Many factors could cause the future results, performance or achievements of GRUPO ARGOS and its subsidiaries to be different from those expressed or assumed herein.

If any unforeseen situation should arise, or the premises or estimates should prove to be incorrect, forward-looking results could vary significantly compared to those mentioned herein. Forward-looking representations are made on this date, and GRUPO ARGOS and its subsidiaries do not intend or assume any obligation whatsoever from updating these forward-looking declarations as the result of new information, future events or any other factor.



### Strategy implemented enables profitability growth compared to 2020 and 2019

## **20 2021 Results**



#### **Vaccination Plan**

- 10,200 Corporate Group employees have at least one dose of the vaccine (78% of the total)
- ✓ We are extending support to almost 3,600 contractor employees



#### **Value Driver**

- ✓ Light structure (decreased costs and expenses)
- ✓ Incremental profitability with forecast demand growth



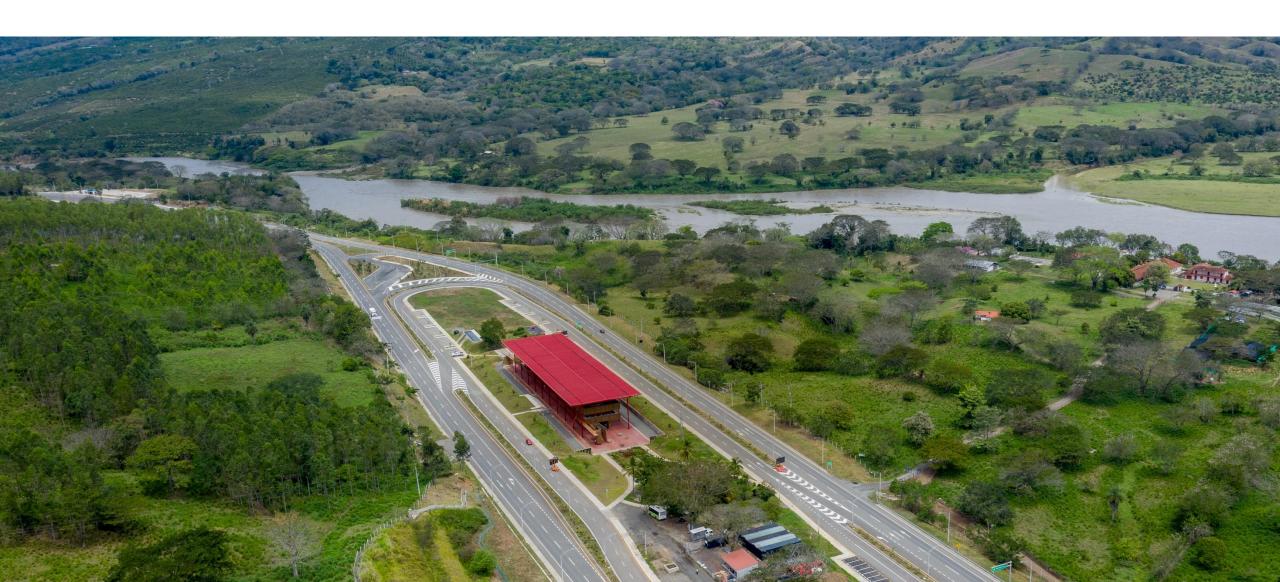
## **Financial Discipline**

- ✓ Total debt reduced by over COP 1.5 trillion YOY (2Q2021)
- ✓ Net financial expenditure reduced 20% YOY (2Q2021)



## Operational Results - Grupo Argos Businesses





#### GRUPO ARGOS RESULTS 202021

## CemArgos: Net Debt/EBITDA at 3.1x thanks to operational growth and divestment in the Dallas operations





#### US\$ 184M divestment in Dallas RMC operations

- The sale of 24 concrete plants in Dallas, Texas to SRM Concrete was closed for a total of USD 184M
- Valuation multiplier of 11x EV/EBITDA
- The transaction generated an extraordinary EBIDTA of COP 174 B for the quarter



## Net Debt/EBITDA ended the semester at 3.1x, anticipating the end-of-year goal

- Divestment resources were used for debt repayment
- Debt has been reduced by COP 1.5 trillion in the las 12 months

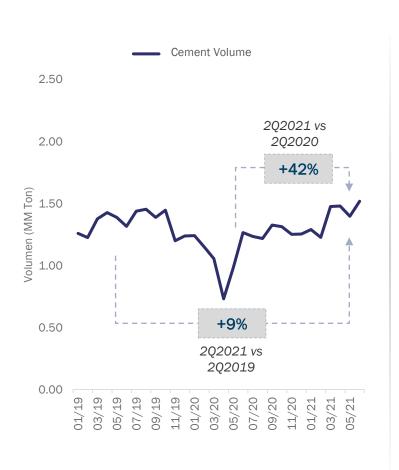


#### **Credit with ESG indicators**

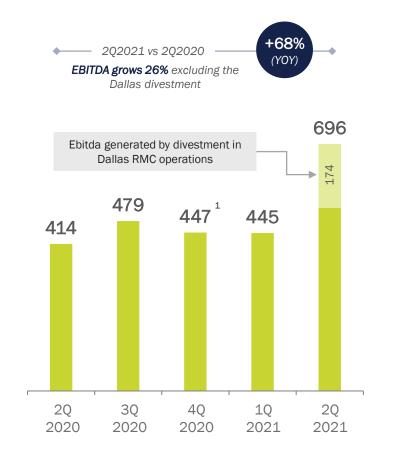
- COP 135 B loan with Bancolombia tied to ESG indicators (CO2 emissions, water consumption, and vendor management)
- IBR Rate + 1.75% minus 0.5% ESG-related adjustments per year

## Proforma EBITDA grows 26% leveraged by operational efficiencies and higher sales volumes

Operating Revenue COP bn EBITDA<sup>1</sup> COP bn









### Progress with corporate growth projects – 2 solar plants and Termo Tesorito





#### Collections at 98% driven by better service

- Consolidated collections for the quarter were at 98%, evincing business resilience during the national strike
- Investments in Tolima to improve service enabled reducing the frequency of service interruptions during the first semester by 35% and their duration by 14% compared to the same period in 2019



### Progress with new projects

- 53% progress with the El Tesorito Thermoelectric Project. It is expected that this project will begin commercial operations in March 2022
- Construction of Celsia Solar La Paila is moving forward and stands at 93% completion. Starting in August 2021, this 9.9MW project located in Valle del Cauca will cover the consumption of the Colombina plant
- Construction of the Celsia Solar Prudencia plant, located in the Dos Mares Hydroelectric complex is nearing completion with 98% progress. It is expected that this project will begin commercial operations in August 2021



#### Celsia reservoirs were at 92% at the close of 2Q

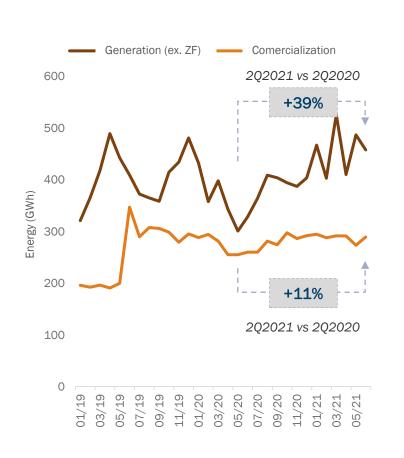
- Reservoir levels were at 60% in June 2020
- Hydrological contributions were higher than the historical average
- For the remainder of 2021, several international agencies believe that meteorological conditions will remain normal, and rainfall may even be above average



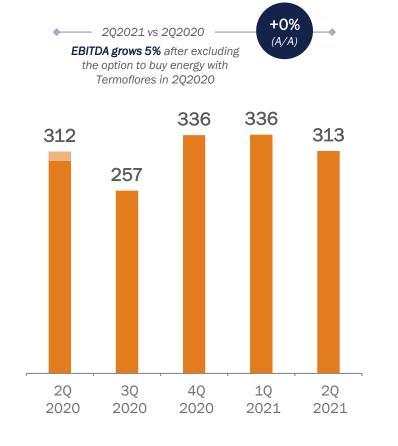
#### GRUPO ARGOS RESULTS 202021

## Revenue and EBITDA grow proportionally if the option to sell for Zona Franca in 2020 is excluded

Operating Revenue **EBITDA** COP bn COP bn







#### Fitch ratifies the rating for Odinsa with a stable Outlook and Pacifico 2 is refinanced





#### Fitch Ratings ratifies Odinsa's AA- rating

- Long-term national scale rating of 'AA-(col)' with a Stable Outlook
- Considered: Presence of Grupo Argos as controlling shareholder, balanced concessions portfolio, positive cash flow outlook, and capacity to manage its equity structure despite the impact of the pandemic.



#### Pacifico 2 debt in USD refinanced

- Refinancing of the USD debt for Pacifico 2 (US\$ 260M) concluded with 4 international entities: Itaú, SMBC, BNPP & CDPQ
- A new risk reality for the asset upon reaching the end of the construction phase (99.8% completion) allows improving credit conditions and rates



#### Pacifico 2 construction phase 99.8% complete

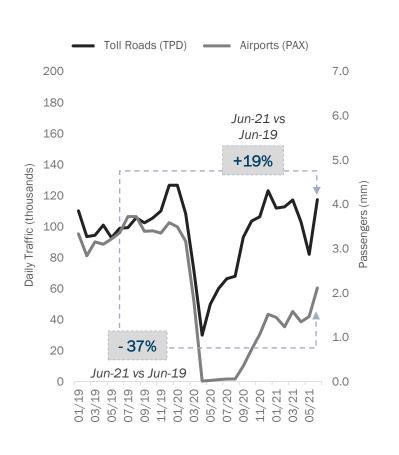
- Only functional unit 4 remains to be delivered
- Besides the resources released due to the conclusion of construction, this year the concession will also receive contractual revenue from the government (future funds)



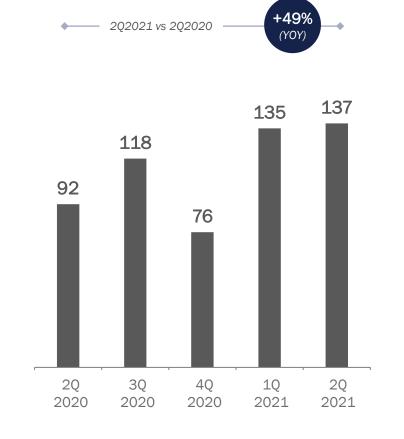
#### GRUPO ARGOS RESULTS 2Q2021

## Airport traffic reached 2.1 million passengers in June, driving Odinsa's recovery

Operating COP bn EBITDA COP bn







#### GRUPO ARGOS RESULTS 202021

### Real Estate Business – Sales at Ribera de Mallorquín result in revenue growth of 115% YOY

#### Real Estate Business

COP mil mn

P&L	2Q21	2Q20	Var (%)
Revenue	84	39	115%
EBITDA	24	23	4%

Revenue grows 115% and EBITDA grows 4%: 5 lots transferred in Barranquilla, 4 of which belong to Ribera de Mallorquín

Cashflow	2021	2Q20	Var (%)
Revenue	34	19	81%
Net cashflow	23	12	91%

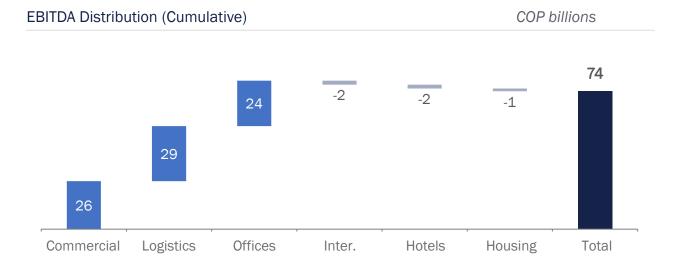
Net cashflow at +91% YOY and good dynamics in housing sales (especially social interest housing in Barranquilla) and the reactivation of tourism suggest good results for upcoming periods.

#### Proyecto Calablanca en Barú



#### GRUPO ARGOS RESULTS 2Q2021

## Pactia – Favorable occupation in comercial, logistics, and office assets

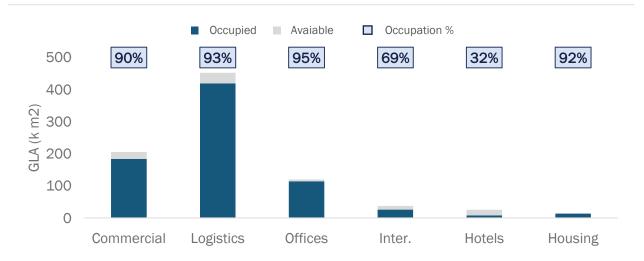


Main Figures COP billions

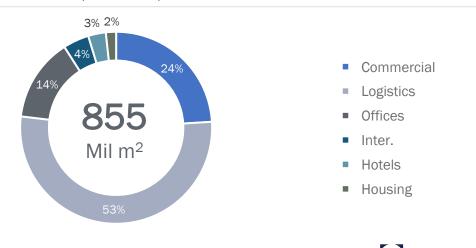
#### PACTIA FCP

COP bn	2Q21	2Q20	Var.(%)	jun-21	jun-20	Var.(%)
Revenue	81	57	43%	161	142	13%
Operating Costs	27	18	47%	53	47	13%
Operating Expenses	18	17	4%	34	33	4%
Ebitda	36	21	71%	74	62	18%
Ebitda Margin	44%	37%	725 pb	46%	44%	191 pb

#### GLA and Occupation by Category (June 2021)

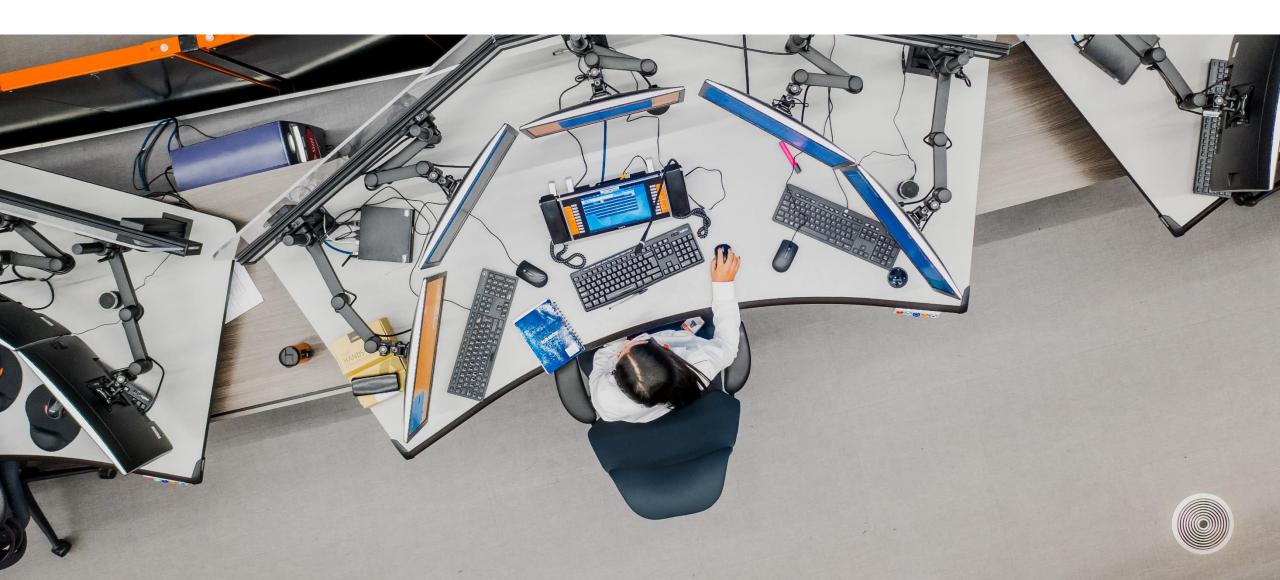


#### GLA Distribution (June 2021)



## Financial Results





#### GRUPO ARGOS CONSOLIDATED RESULTS 202021

## Cumulative net profit as of June is almost 4x the net profit recorded in all of 2020

P&L Summary	Quarterly Results		Cumulat	ive Results for	Cum. '21 vs '19			
COP bn	2Q - 2021	2Q - 2020	Var.(%)	Jun-21	Jun-20	Var.(%)	Jun-19	Var.(%)
Revenue	4,027	3,346	20%	7,760	6,962	11%	7,630	2%
Costs, expenses and other revenue	3,153	2,897	9%	6,362	6,116	4%	6,425	-1%
Operating Profit	873	449	94%	1,398	846	65%	1,205	16%
Ebitda	1,303	890	46%	2,254	1,709	32%	2,037	11%
Ebitda Margin	32%	27%	574 pb	29%	25%	450 pb	27%	235 pb
Profit before taxes	589	97	507%	871	211	312%	611	43%
Taxes	196	35	459%	288	123	134%	168	72%
Current	106	67	59%	226	159	42%	201	13%
Deferred	90	-32	384%	62	-36	274%	-33	287%
Net profit	392	62	535%	583	88	561%	443	32%
Net profit to the controlling entity	211	10	2101%	285	-23	1364%	265	8%
Net margin to the controlling entity	5%	0%	497 pb	4%	0%	400 pb	3%	21 pb

	(0)		
COP U	00	mil	mn

Net profit to the controlling entity during the first semester of 2021

COP 2.1 tn

Cumulative proforma EBITDA for 2021 surpasses values recorded for 2020 (21%) and 2019 (+3%)

2021: 1Q) n/a

2Q) Sale RMC Dallas, Sale of share in associates



P&L Summary - Proforma\* **Quarterly Results** Cumulative Results for the Year Cum. '21 vs '19 COP bn 20 - 2021 2Q - 2020 Var.(%) Jun-21 Jun-20 Var.(%) Jun-19 Var.(%) Revenue 4,025 3,346 20% 7,758 6,925 12% 7,545 3% **Ebitda** 1,128 890 27% 2,079 1,716 21% 3% 2,011 315 409% 505 94 436% 417 21% Net profit 62 Net profit to the controlling entity 173 10 1703% 247 -17 1593% 252 -2% 28% 27% 27% 25% Ebitda Margin 141 pb 203 pb 27% 15 pb

<sup>\*</sup> Pro Forma adjustments - Only include M&A transactions and non-recurring operations for Grupo Argos

<sup>2020: 1</sup>Q) sale Odempa shares

#### GRUPO ARGOS CONSOLIDATED RESULTS 2Q2021

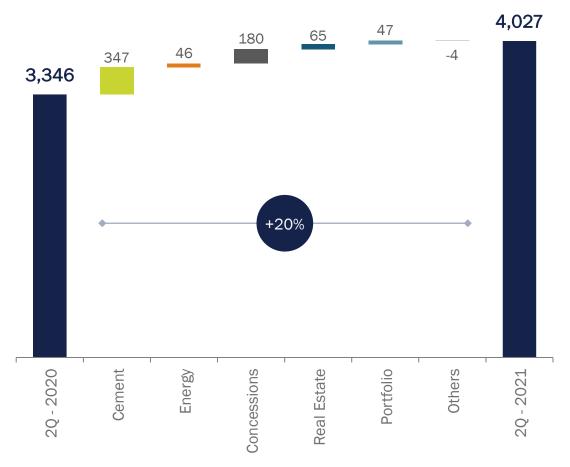
## 20% (YOY) growth with positive contributions from all segments

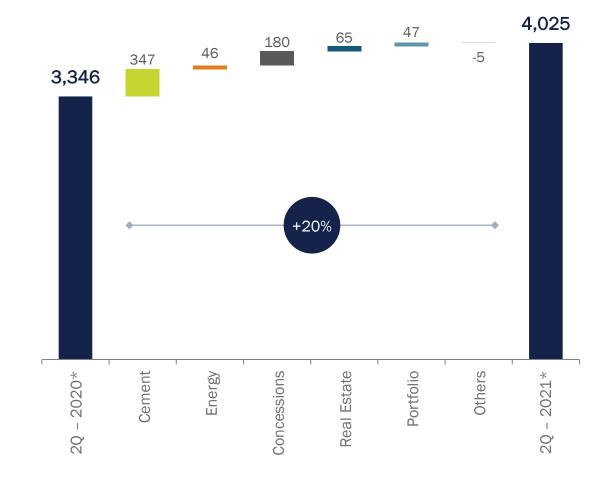
Consolidated Revenue 2Q2021

COP bn

Consolidated Revenue 202021 (PROFORMA\*)

COP bn

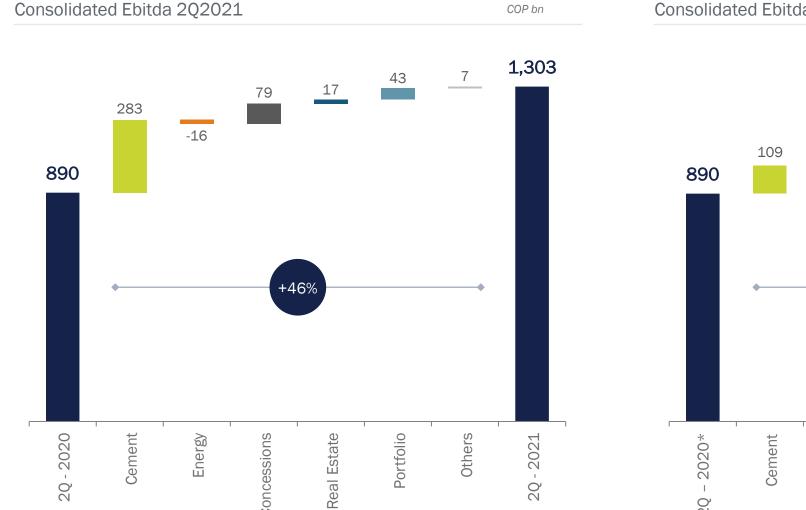




<sup>\*</sup> Pro Forma adjustments - Only include M&A transactions and non-recurring operations for Grupo Argos

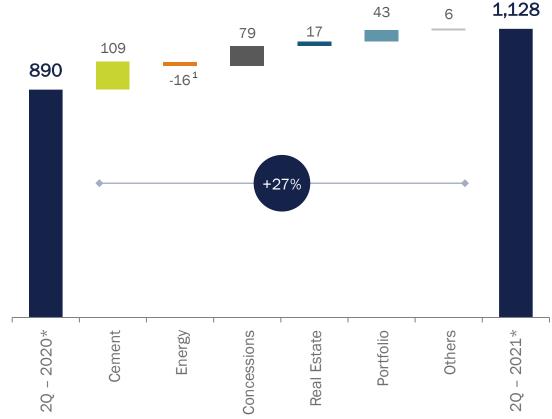
<sup>2</sup>Q - 2021: Sale of share in associates (\$1.1)

## Proforma EBITDA for the quarter passes COP 1 trillion with 27% growth compared to 2Q 2020



Consolidated Ebitda 2Q2021 (PROFORMA\*)

COP bn



Proforma Variation Celsia of \$ -3: CCOP 13 bn in revenue received from the option to sell energy from the sale of Termoflores in 2020



<sup>\*</sup> Pro Forma adjustments - Only include M&A transactions and non-recurring operations for Grupo Argos

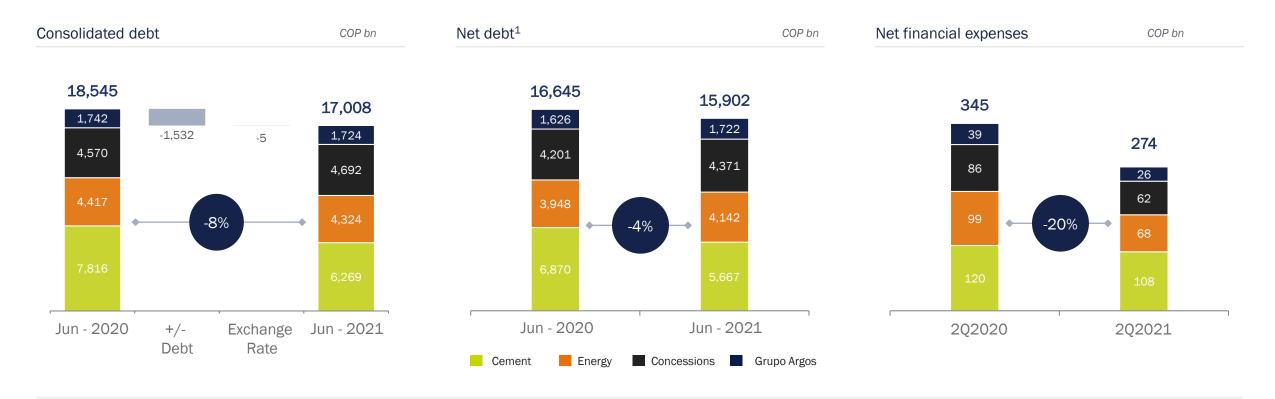
<sup>2</sup>Q - 2021: Sale Dallas RMC (\$174), Sale of participation in associates (\$0.5)

## Increased expenses are due to operational growth and are less than EBITDA and Profit growth



#### GRUPO ARGOS CONSOLIDATED RESULTS 2Q2021

### Financial discipline and cashflow generation result in reduced indebtedness



- → Payment of COP 1.5 tn over the las 12 months has allowed an overall reduction of 8% in indebtedness, highlighting a 20% reduction in Cementos Argos's debt
- ✓ The reduction in Cementos Argos's net debt allowed it to end the quarter with a Net Debt/EBITDA indicator of 3.1x (vs. 4.5x in December 2020)
- ✓ Reduced financial expenses in all businesses due to lower indexing rates and active treasury strategies.



## Proforma cumulative EBITDA and proforma cumulative Net Profit grow 26% and 52% respectively vs. 2019

Summary P&L	Q	uarterly Resul	lts	Cumulati	ve Results fo	r the Year	Cum. '2	1 vs '19
COP bn	2Q - 2021	2Q - 2020	Var.(%)	Jun-21	Jun-20	Var.(%)	Jun-19	Var.(%)
Revenue	219	28	673%	409	229	79%	404	1%
Costs and other expenditures	62	16	281%	65	41	60%	67	-3%
GA Expenses	28	24	19%	77	71	9%	79	-2%
Operating Profit	129	-12	1217%	266	117	128%	258	3%
Ebitda	133	-7	1952%	275	125	120%	266	3%
Ebitda Margin	61%	-25%	8618 pb	67%	55%	1264 pb	66%	140 pb
Profit before taxes	102	-50	303%	222	53	319%	209	6%
Taxes	-12	5	-332%	-11	9	-213%	3	-433%
Current	-1	1	-257%	-1	6	-126%	-3	51%
Deferred	-11	4	-348%	-9	4	-355%	6	-248%
Net profit	115	-56	306%	233	44	435%	206	13%
Net margin	52%	-197%	24907 pb	57%	19%	3798 pb	51%	611 pb

COP 195 bn

Net proforma profit for the first semester of 2021 grows 519% vs 2020 and 52\$ vs 2019

Summary P&L - Proforma*	Quarterly Results		Cumulati	ve Results fo	Cum. '21 vs '19			
COP bn	2Q - 2021	2Q - 2020	Var.(%)	Jun-21	Jun-20	Var.(%)	jun-19	Var.(%)
Revenue	180	28	535%	369	192	92%	268	38%
Ebitda	95	-7	1424%	237	112	112%	189	26%
Ebitda Margin	53%	-25%	7829 pb	64%	58%	610 pb	70%	-615 pb
Net profit	77	-56	238%	195	31	519%	128	52%

COP **75** bn

Increased contribution from Cementos Argos via the equity method (2Q21 vs 2Q20)

<sup>\*</sup> Pro Forma adjustments - Only include M&A transactions and non-recurring operations for Grupo Argos

<sup>2020: 1</sup>Q) sale Odempa shares

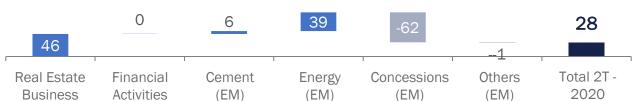
<sup>2021: 1</sup>Q) n/a

<sup>2</sup>Q) Sale RMC Dallas, Sale of share in associates

#### GRUPO ARGOS SEPARATE RESULTS 202021

## Business performance increases revenues from the equity method (EM) by COP 125 bn



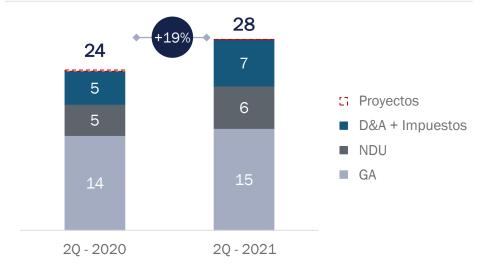


<sup>\*</sup> Pro Forma adjustments - Only include M&A transactions and non-recurring operations for Grupo Argos

2Q) Sale RMC Dallas, Sale of share in associates



COP bn



#### Separate Proforma Revenue grows 535%\* YOY:

- Divestment in Dallas concrete assets was completed in 202021, generating COP 38 bn in nonrecurring revenue on the results statement
- **Higher contributions from the EM (+125%)** driven by the good results from CemArgos and the recovery of Odinsa
- Airport business remains affected which affects the EM from concessions

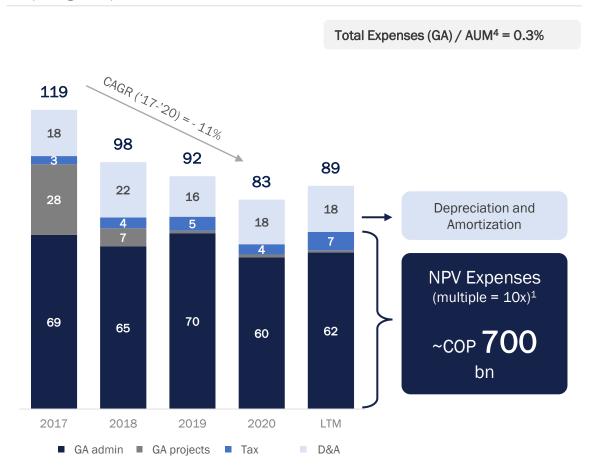


<sup>2020: 1</sup>Q) sale Odempa shares

<sup>2021: 1</sup>Q) n/a

## Ongoing search for expense efficiencies at Grupo Argos and the Real Estate Business (NDU)

Grupo Argos Expenses COP bn



Real Estate Business (NDU) Expenses

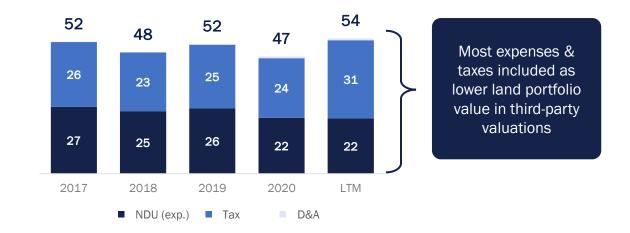
COP bn

#### **Expense Details for the Real Estate Business:**

- Property Tax (2020) = COP 24 bn
- Land Security + Maintenance (2020) = COP 10 bn
- Administrative Expenses (2020) = COP 12 bn
  - Overhead<sup>3</sup> (2020) = 8 bn
  - Deterioration, amortized cost, fees and others (2020) = 4 bn

Administrative Expenses /  $AUM^2 = 0.5\%$ Overhead<sup>3</sup> /  $AUM^2 = 0.3\%$ 

vs. 1.4% fee of other managers (average of local real estate funds)



<sup>&</sup>lt;sup>1</sup> Indicative valuation with a multiple of 10x

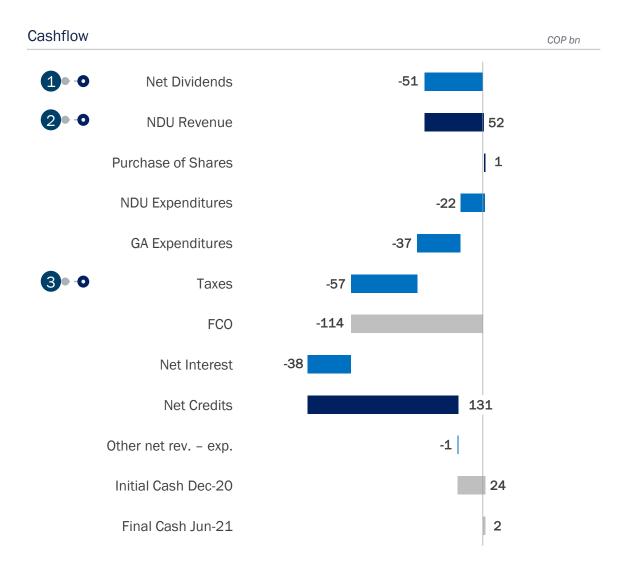
<sup>&</sup>lt;sup>2</sup> Carrying value for land (COP 2.4 tn) booked according to the appraisal by Colliers and includes expenses related to property tax and administrative expenses as a lower land value

<sup>&</sup>lt;sup>3</sup> Real Estate Business Overhead includes payroll, utilities, and travel

<sup>&</sup>lt;sup>4</sup> EV for the following businesses: Cement, Energy, and Concessions

#### GRUPO ARGOS RESULTS 2Q2021

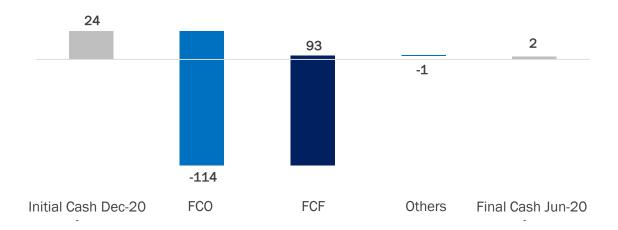
## Normalization of the treasury's minimum cash strategy



#### Notes

- 1. Dividends received: COP 207 bn, dividends paid: COP 258 bn
  - I. Grupo Argos paid 100% of the dividend corresponding to 2020 results to its shareholders in April 2021, but will continue receiving dividends from its investments over the rest of the year to pay off the bridging loan taken out
- 2. Urbanized lots: COP 46 bn, rent and others: COP 6 bn
- 3. Withholding tax: COP 29 bn, Property tax: COP 24 bn, Others: COP 4 bn

#### Cashflow summary



#### GRUPO ARGOS SEPARATE RESULTS 2Q2021

## Debt levels stable YOY at COP 1.7 tn, including bridging credit to pay dividends

Indebtedness<sup>1</sup> Maturity profile (capital) Cost of debt and halflife COP bn COP bn 18% 21% 6% 8% 23% 7% 35% Bridging loan Bonds for dividend 6.3 6.0 57% payment Banks 5.5 5.5 COP 5.3% **INDEXING** 5.0% 4.8% 4.7% 1.72 bn 3.6% -1% YOY 181 35% 2.2% 2.0% 1.6% 137 1.5% 131 2028 2029 2022 Jun-20 Sep-20 Dic-20 Mar-21 Jun-21 ■ Banks ■ Bonds ■ IPC ■ IBR ■ TF Half life (yr) —— IPC (EA) Gross Debt / Dividends Gross Debt / Portfolio<sup>2</sup> Cost of Debt

3.2x

Vs 3.8x in June 2020

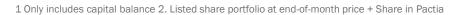
Gross Debt / Portfolio<sup>2</sup>

17%

Vs 20% in June 2020

5.3%

Vs 5.6% in June 2020



## Fitch ratifies GA rating and S&P maintains rating and improves outlook from stable to positive





- Robust and diversified portfolio by sectors and geographies
- Predictability and stability of incoming dividend flows
- Significant influence over sources of dividends
- Robust capital structure with no ST debt maturity
- Financial flexibility and high capacity for accessing alternative liquidity sources





- Adequate capacity for payment in adverse scenarios like 2020
- **Emergency plan** allowed maintaining adequate liquidity levels
- Easy access to the financial sector and equity markets through innovative structures like bond exchanges
- **Reduced** leveraging indicators in the medium term
- Business type and geographical diversification.

Risk rating agencies ratify their confidence in Grupo Argos and its long-term strategy



### Highlighted social and environmental events during the quarter

Social Value Creation – 3 lines for social impact are ongoing

## O 1 Employment Generation

- 30 companies involved
- 2,000 jobs generated
- Training 6,000 people supported

# O 2 Corporate fabric strengthening

- Confirming at a competitive rate
- 7,500 micro, small and medium enterprises are Corporate Group suppliers
- 125,000 indirect jobs

## Social impact amongst vulnerable communities

- Hogares Saludables (Healthy Homes) Program
- 40 homes to be improved in the La Honda neighborhood in August
- Will reach the homes of 200 vulnerable families in 2021

#### Leadership in Energy and Environmental Design (LEED)

Constructions with the seal of the Corporate Group recognized by the United States Green Building Council

- ✓ Sustainable location
- √ Water use
- ✓ Energy efficiency

- ✓ Material and resource selection
- ✓ Interior environmental quality
- ✓ Innovation and design

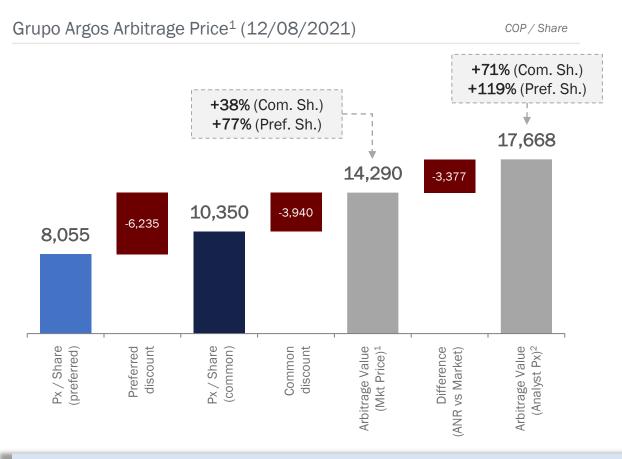




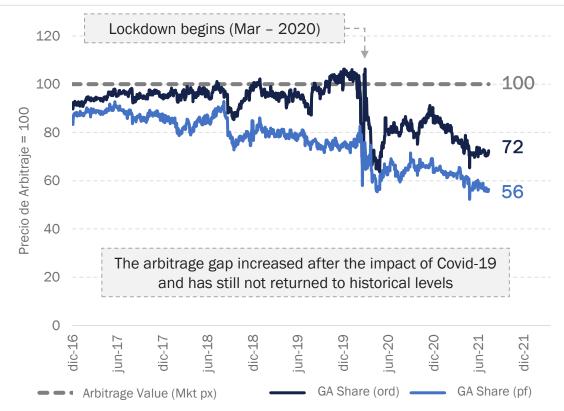




### Attractive potential for valuation according to current arbitrage pricing



#### Historical Arbitrage Gap<sup>1</sup> (Relative Prices)



Link to the Grupo Argos arbitrage calculator: <a href="https://www.grupoargos.com/es-co/inversionistas/calculadora-de-arbitraje">https://www.grupoargos.com/es-co/inversionistas/calculadora-de-arbitraje</a>

- 1. Arbitrage Value: Price equal to the sum of Grupo Argos's investments, obtained from the market price of shares listed on the Colombian Stock Market, the carrying value of unlisted investments, net debt, and the present value of Grupo Argos expenses and taxes (appraised with a multiple of 10x). This does not constitute an offer, financial or economic advice, or a recommendation for investment decision-making. Each user is responsible for confirming and deciding the operations to perform based on their own analyses, considering additional elements and information. We recommend that investors act with due diligence when making commercial decisions and seek the advice of qualified professionals. The past evolution of values or results are not indicators of future evolution or performance. Information from the Arbitrage Calculator should not be interpreted as a promise or implicit guarantee.
- 2. Arbitrage Value (analysts): Takes the average objective price given by analysts that following Grupo Argos's listed investments instead of the market price (source = S&P Capital IQ)

## Results Guidance 2021



## Grupo Argos consolidated results for 2021

(results include EBITDA generated by the sale of the Dallas concrete operations in June 2021\*)



## Annexes





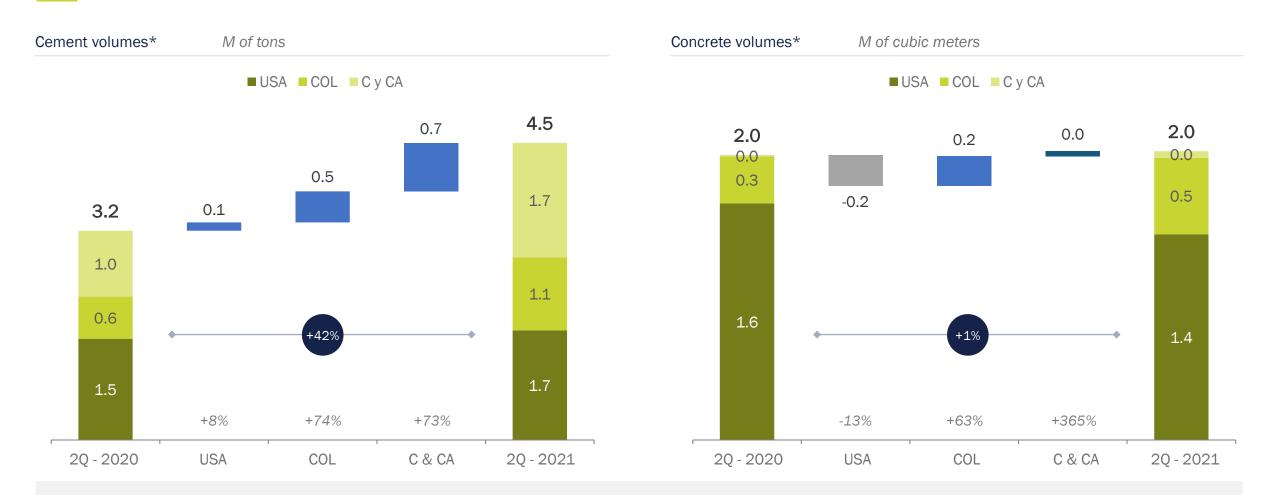
## **Cement Business**





#### **CEMENT BUSINESS 2Q2021**

#### Cement volumes close at 4.5M tons with historical volumes in Central America and the Caribbean



- Construction licenses in Colombia grow 45% (YTD) and drive growth in cement consumption
- In C&CA cement volumes continue sustained growth in 2021, reaching 3.17 M tons during the year (+45% YOY)



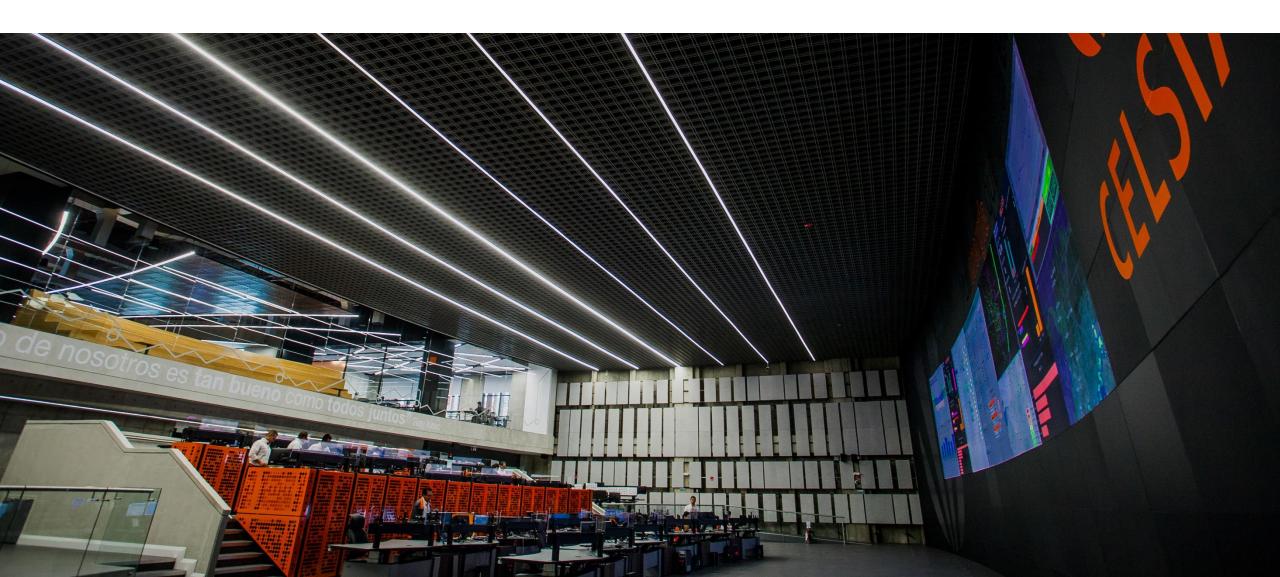
## 24% growth in proforma EBITDA to close with a 21% margin (+170bps)



- Revenue growth driven by improved volumes and overall price stability in all regions
- EBITDA grows 68% affected by gains from the divestment in the Dallas RMC operations. Excluding the Dallas effect, EBITDA grows 24% (YOY) and the EBITDA margin grows 170 bps to close the quarter at 21%
- COP 126 billion in net profit (excluding the Dallas divestment effect) is 10 times higher than was reported for the same quarter of 2020 and over 2x that recorded for the same period in 2019

## **Energy Business**





#### **ENERGY BUSINESS 2Q2021**

## Double digit growth in energy Generation, Sales, and Commercialization





+11%

Regulated

Un-

regulated

2Q

2020

Accumulated generation +39% YOY due to increased generation in Colombia given the inclusion of San Andres and increased water contributions

1,709

245

2Q

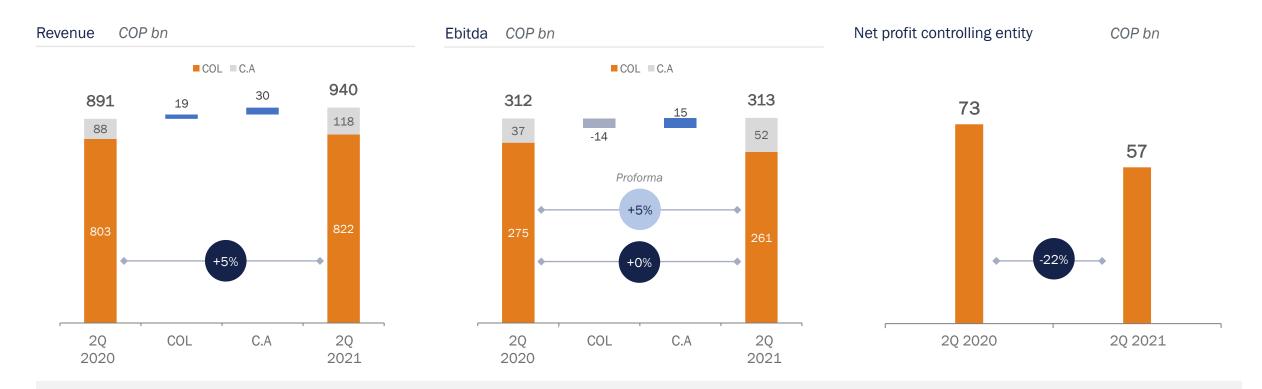
2021

- Energy sales grow 15% YOY driven by a growth in sales contracts that grew 24% YOY while spot market sales grew 1% YOY
- 23% YOY in the unregulated commercialization segment for overall growth of 11% YOY in total GWh commercialized

2Q

2021

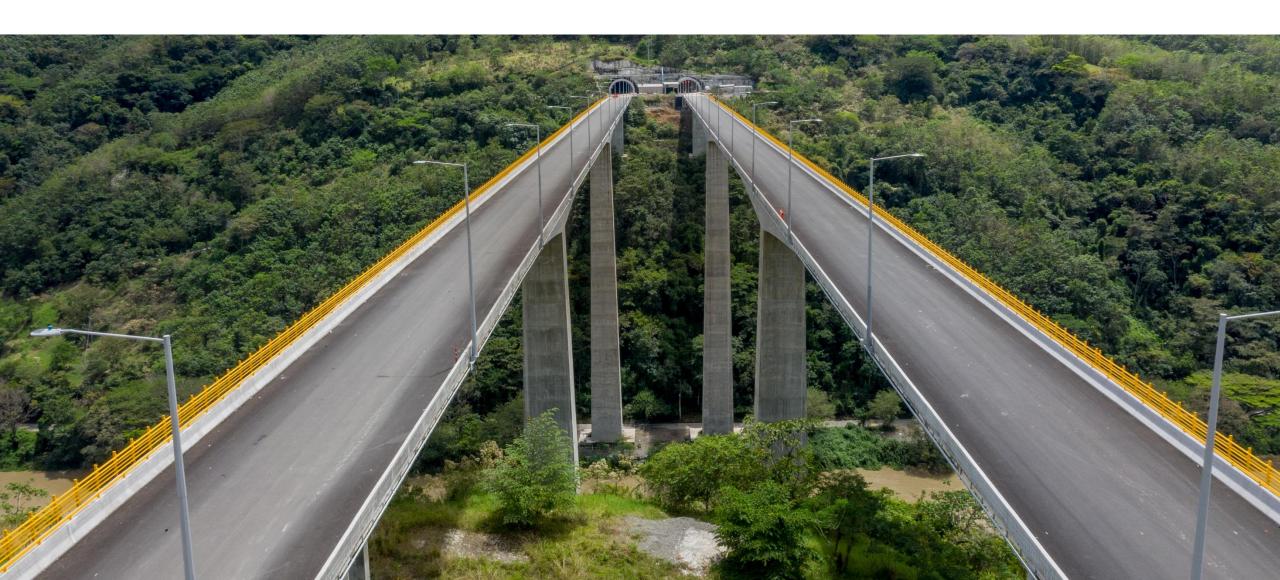
## Revenue and Proforma Ebitda grow 5% YOY even while starting from a favorable comparative basis in 2020



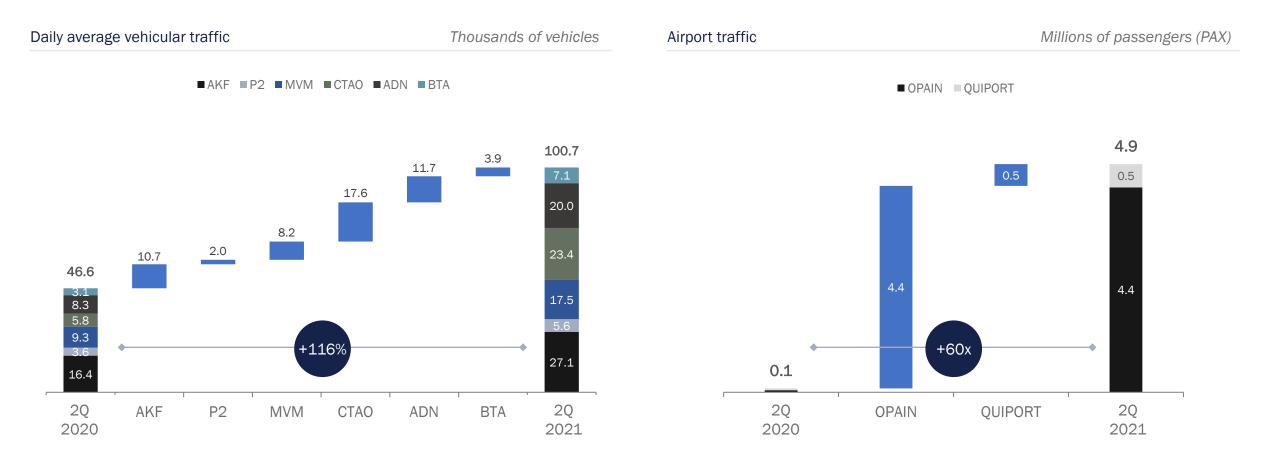
- Accumulated revenue +5% YOY from increased energy generation, sales, and commercialization that exceed the reduction in energy prices on the spot market
- EBITDA ends the quarter at COP 313 billion, with a negative variation of COP 14 billion in the Colombia region, partially affected by COP 13 billion in revenue in 202020 from the option to purchase energy defined in the sale of Termoflores.
- If the effect of the Termoflores option is eliminated, EBITDA grows 5% as does revenue

## **Concessions Business**





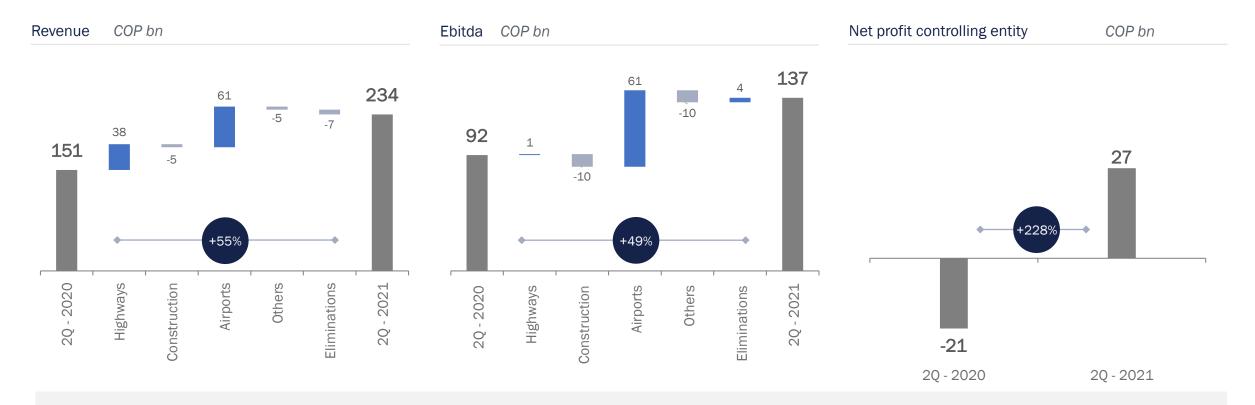
## 2.1 million PAX moved through the airports in June, exceeding expectations for recovery



- TPD dropped in May to 82 thousand vehicles per day because of the national strike in Colombia but recovered by 43% to end June at 117 vehicles per day.
- 29 thousand vehicles travelled through Tunel de Oriente every day in June, a return to pre-pandemic levels, considering that this asset moves traffic between the city of Medellin and its international airport
- The airport segment had its best month since the start of the pandemic, moving 2.1 million passengers in June

#### **CONCESSIONS BUSINESS 202021**

## Results that grow thanks to solid highways and airport recovery

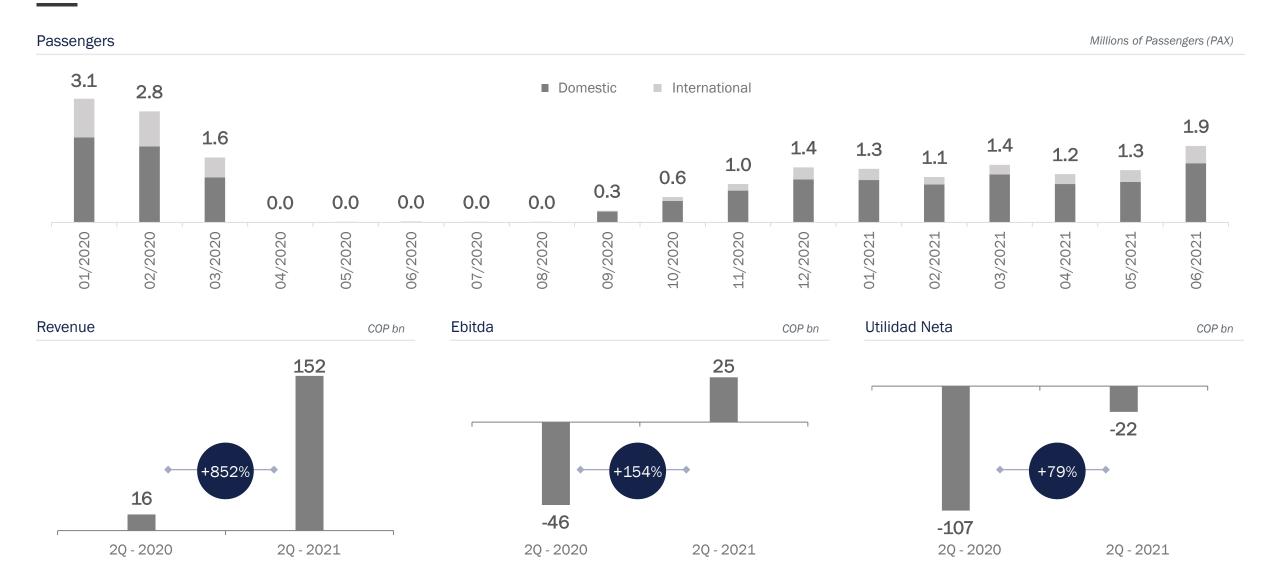


- Overall growth in results in comparison with 2Q2020 results that were heavily impacted by obligatory isolation measures
- Revenue and EBITDA growth maintained when comparing 2Q2021 vs 2Q2019 mainly due to good highway performance
  - Revenue +17%
  - EBITDA +4%
  - Net Profit –8% still impacted by airport results booked using the EM



#### CONCESSIONS BUSINESS - OPAIN 2Q2021

## Traffic recovery surpasses expectations and is reflected by improved financial results





**CEO**Jorge Mario Velásquez



**CFO**Alejandro Piedrahita



IR Manager
Natalia Agudelo
Tel: (574) 319 8712
E-mail: nagudelop@grupoargos.com



IR Director
Juan Esteban Mejía
Tel: (574) 315 8400

E-mail: jemejia@grupoargos.com

www.grupoargos.com

