Quarterly Earnings Presentation

Fourth Quarter 2018

GRUPO ARGOS

Inversiones que transforman

IMPORTANT NOTE

This presentation contains certain forward-looking information and statements related to GRUPO ARGOS and its subsidiaries that are based on current knowledge of events, expectations and forecasts, circumstances, and assumptions about future events. Many factors could cause the future results, performance or achievements of GRUPO ARGOS and its subsidiaries to be different to those expressed or assumed herein.

If an unforeseen situation occurs, or the assumptions or estimations prove to be incorrect, the future results may differ considerably from those stated herein. The forward-looking statements are made as of this date, and GRUPO ARGOS and its subsidiaries do not claim nor assume any obligation to update these forward-looking statements as a result of new information, future events or any other factor.

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GRUPO ARGOS
ARGOS CELSIA ODINSA

YEAR OF STRENGTHENING OF OUR STRATEGIC BUSINESSES THAT TRANSLATES INTO POSITIVE RESULTS FOR GRUPO ARGOS OF COP 1,2 BILLIONS

CAPITAL ALLOCATION + CAPITAL PROFITABILITY = GROWING RESULTS

CAPITAL ALLOCATION

DIVESTMENT IN REAL ESTATE BUSINESS

Generated:
✓ 2018 revenue of **COP 290 billion**
Cash Flows in 2018
✓ **COP 168 billion**

INVESTMENT INCREASED COP 1 trillion IN THE 3 STRATEGIC BUSINESS

CAPITAL PROFITABILITY

CAPITAL STRUCTURE OPTIMIZATION

Leverage decrease in Cementos Argos, Celsia and Opaín

Reduction of
Gross debt / Adjusted Ebitda of Grupo Argos to 1.7x
Historical lows

GENERATION OF EFFICIENCY IN COSTS AND EXPENSES

Decrease in SG&A at the consolidated level of 5% for 2018

GROWING RESULTS

- ✓ Historical consolidated net profit of **COP 1.2 trillion (+ 46% YoY) ***
- ✓ Results at a separate level with **growth in equity method over 7x** in 4Q18 and **61% accumulated**
- ✓ Grupo Argos separate net profit for 2018 of COP 812 billion (+79%)

* Excluding the sale of Compas

FOCUS ON PROFITABLE GROWTH WITH IMPROVEMENT AT THE EBITDA LEVEL AND GROWTH OF THE MARGIN AT THE CONSOLIDATED LEVEL OF 91 bp

Positive results as an active holding

Consolidated Ebitda for 2018: COP 4 trillion
Consolidated Ebitda margin of 28% for 2018 +91 bp YoY
Consolidated net income 2018: COP 1.2 trillion +32% YoY

Energy platform of grupo argos, now strengthened

2018: Deleveraging + Corporate Simplification + Growth

Controlling Net Income = 2018: +53% YoY

Achieved efficiencies with tangible results

Ebitda 2018 +8% YoY
Net profit of COP 179 bn in 2018 vs. a net loss of COP 13 bn in 2017

Optimal structure with high standards of governance and balance between assets, currencies and countries

2018: year of progress in structuring its pipeline
Odinsa: Ebitda 2018 +3% YoY
Opain: Ebitda 2018 +32% YoY

RECORD YEAR FOR URBAN DEVELOPMENT BUSINESS IN TERMS OF TRANSACTIONS AND ADVANCES IN BARÚ

BARU

- ✓ 2018 Milestones: **12 Ha sold** for a **hotel Project + signing of the contract for the construction of the Calablanca Hotel**
  - ✓ **Calablanca** Will be operated under the Sofitel Brand. First luxury hotel of an international chain in Baru. Participation of one of the most important Colombian real estate funds
  - ✓ Sale of a lot for a **Decameron hotel** that will multiply by 2 its occupation capacity

REVENUE OF SELLED LOTS IN 2018: COP 140 BILLION – 2.2x ABOVE AVERAGE SALES BETWEEN 2005 AND 2017

BARRANQUILLA

- ✓ 2018 milestone: **14 Ha gross land sell** (without urban development) with an estimated development of 192,000 m2 and 2,385 units of middle class housing
- ✓ **Return of over 20% excluding any additional upside** if buyer decides to increase its initial development

NET PROFIT OF THE CONTROLLER MULTIPLIES BY 3 FOR THE QUARTER ON AN INCREASE IN PROFITABILITY

GRUPO ARGOS

ARGOS CELSIA ODINSA

IMPORTANT FIGURES

Consolidated Statement of Income

COP billion	Consolidated Quarterly 4Q - 2018	4Q - 2017	Change (%)	Consolidated Year to Date Dic-2018	Dic-2017	Change (%)
1 Revenues[1]	3.748	3.585	5%	14.314	14.574	-2%
Costs, expenses and other revenues	2.959	2.946	0%	11.695	12.053	-3%
2 **Operating profit**	**789**	**640**	**23%**	**2.619**	**2.521**	**4%**
EBIDTA	**1.111**	**972**	**14%**	**3.966**	**3.905**	**2%**
EBIDTA margin	*30%*	*27%*	*253p*	*28%*	*27%*	*91p*
Pre-tax profit	**505**	**363**	**39%**	**1.537**	**1.441**	**7%**
Taxes	174	268	-35%	343	535	-36%
Current	*130*	*123*	*6%*	*419*	*471*	*-11%*
Deferred items	*44*	*145*	*-69%*	*-76*	*64*	*219%*
Net profit	**330**	**95**	**249%**	**1.194**	**907**	**32%**
Net profit of the controlling company	**177**	**44**	**300%**	**671**	**611**	**10%**
Net margin of the controlling company	*5%*	*1%*	*349p*	*5%*	*4%*	*50p*

Excluding impact of Compas

1 Revenue	14.314	14.171	1%
2 **EBIDTA**	**3.966**	**3.752**	**6%**
Net profit	1.194	754	58%
3 **Net profit of the controlling company**	**671**	**458**	**46%**
EBIDTA margin	*28%*	*26%*	*123p*

NOTES

1

- ✓ Income for the quarter grows 5%
  - ✓ Contribution from **Cement (+COP 60 billion)** was driven by positive results in Colombia that compensated the adverse weather in USA. Includes income form valuations of investment properties due to changes in accounting policies at fair value to comply whit matrix policies
  - ✓ Contribution from **Energy (+COP 81billion)** was driven by positive results in Colombia. Increase in sales to the non-regulated market and an increase in prices
  - ✓ **Real Estate Business contributes for (+ COP 71 billion) after 26 ha sale materialize**

2

- ✓ **Ebitda grows 14% for the quarter.** Highlights:
  - ✓ Positive contribution from **Cement (+ COP 49 billion) and Concessions (+COP 86 billion)** on efficiencies and divestment of non core assets
- ✓ Contribution from the real estate business **(+COP 99 billion)** by divestment of lots

3

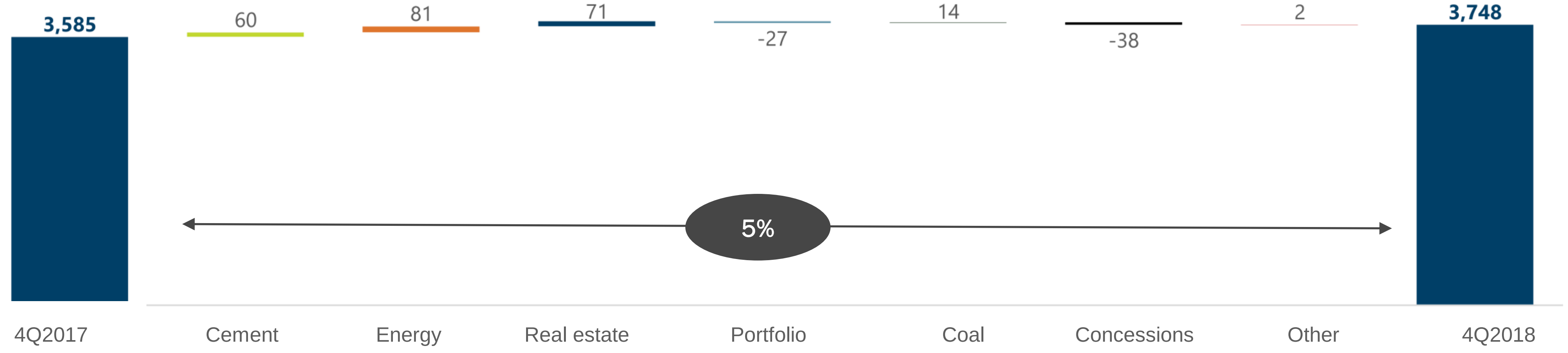
- ✓ **Net profit of the controlling company in** the quarter amounts to COP 177 billion, vs. the COP 44 billion of 4Q2017
  - ✓ Recognition lower interest expense in Celsia
  - ✓ Lower income tax in Cementos that in 2017 registered USD 34 billion due to revaluation of losses in the USA as a result of the tax reform, from fiscal losses

<u>Accounting impact from sale of Compas</u>: (1) Revenue: COP 403 billion, (2) Cost of shares: COP 250 billion (3) EBITDA: COP 153 billion

CEMENTOS ARGOS AND REAL ESTATE BUSINESS WITH RELEVANT CONTRIBUTION IN EBITDA AND REVENUES FOR THE FOURTH QUARTER

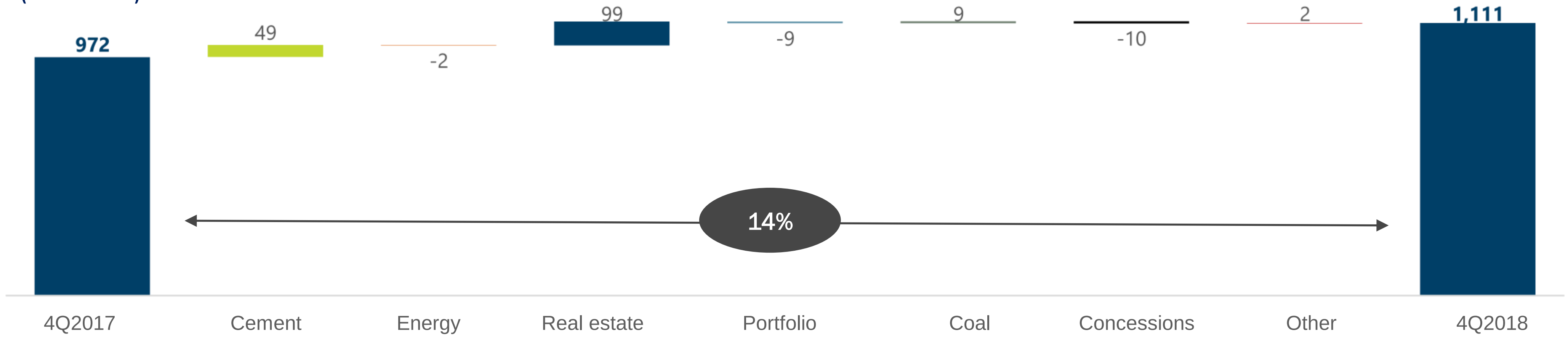
CONTRIBUTION BY BUSINESS

REVENUES (COP billion)



CONTRIBUTION BY BUSINESS

EBIDTA (COP billion)



GRUPO ARGOS
ARGOS CELSIA ODINSA

GAINS FROM EQUITY METHOD INCREASED BY +200% IN THE QUARTER, DRIVEN BY HIGHER PROFITS IN THE CONCESSIONS AND CEMENT BUSINESS

IMPORTANT FIGURES

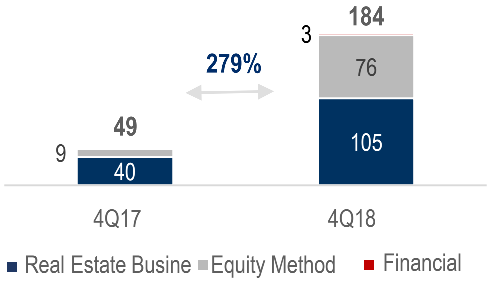
Separate Statement of Income

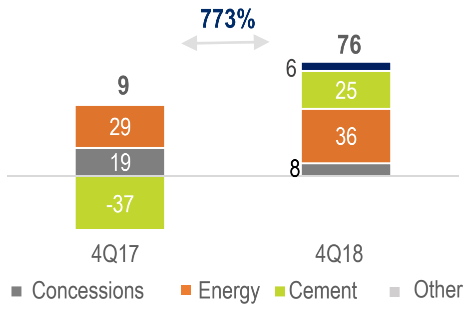
COP billion

	Quarterly			Year to Date		
	4Q - 2018	**4Q - 2017**	Var (%)	Dic-2018	Dic-2017	Var.(%)
1 Revenue	184	49	279%	1.380	1.190	16%
Costs and other expenses	-19	10	-287%	281	417	-33%
GA expenses	49	50	-2%	141	165	-14%
Operating profit	**153**	**-11**	**1476%**	**958**	**608**	**58%**
2 **EBIDTA**	**173**	**-10**	**1792%**	**980**	**630**	**56%**
EBIDTA margin	*94%*	*-21%*	*11510p*	*71%*	*53%*	*1811p*
Pre-tax profit	**126**	**-38**	**428%**	**847**	**491**	**72%**
Taxes	25	-9	**366%**	35	39	-9%
Current	*11*	*15*	*-24%*	*17*	*53*	*-69%*
Deferred items[2]	*14*	*-24*	*157%*	*18*	*-15*	*222%*
3 **Net profit**	**101**	**-29**	**451%**	**812**	**453**	**79%**
Net margin	*55%*	*-59%*	*11392p*	*59%*	*38%*	*2078p*

NOTES

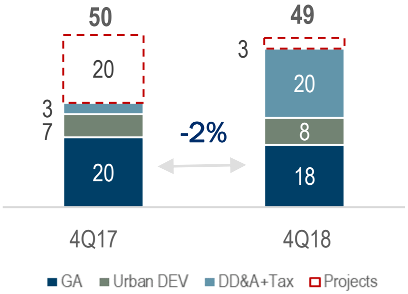
1 **Distribution of revenues in 4Q 2018**





- ✓ Revenue from **Equity Method (EM) (COP 76 bn) growing +7x** with higher contributions from the energy and cement business
  - ✓ Cement EM reflecting better management at the operational level
  - ✓ Energy business EM resulting from a successful process of corporate reorganization and improvement in capital structure
- ✓ **Higher real estate income from divestment of lots** in line with strategy of selling large blocks

2



- **Lower SG&A expenses of Grupo Argos -10%** for the quarter
- **Lower administration expenses at the holding company for the year**, in line with the efficiency strategy **(-16%)**

3

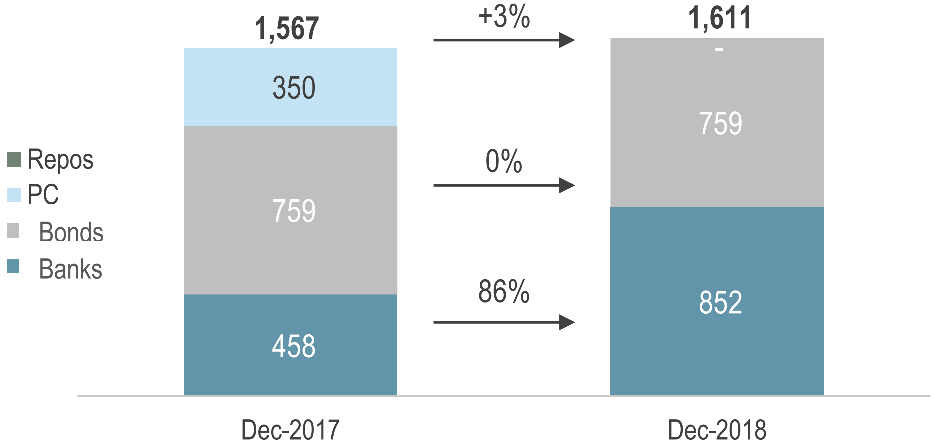
- ✓ **Net profit increased by 79%** for the year on lower management expenses and tax efficiencies

GRUPO ARGOS
ARGOS CELSIA ODINSA

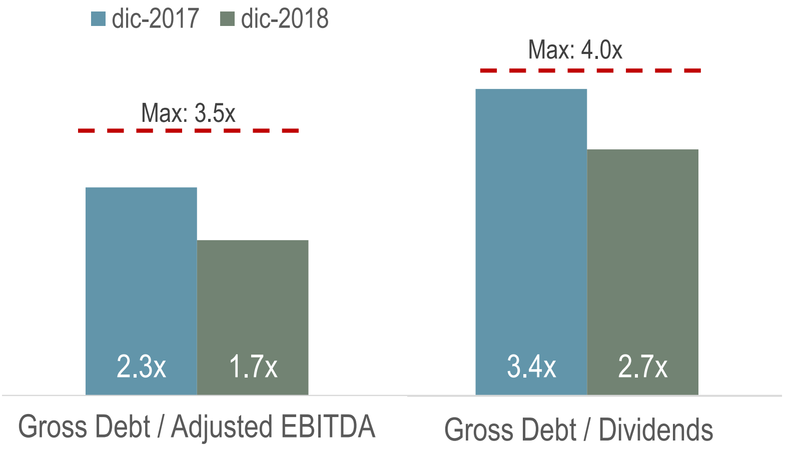
REDUCTION IN LEVERAGE INDICATORS THAT CLOSE IN 1.7x *** HISTORICALLY LOW

INDEBTEDNESS*

COP billion

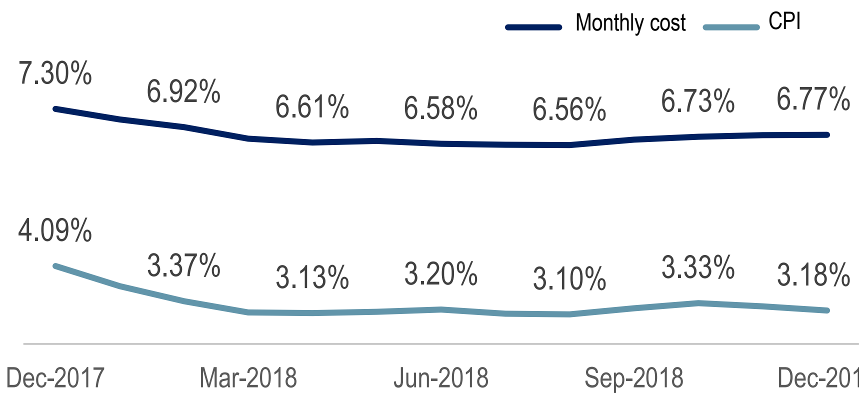


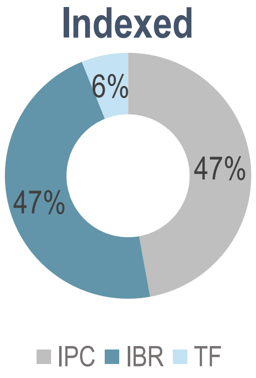
LEVERAGE INDICATORS



Adjusted EBIDTA** (COP billion):
- dic-2017: **679**
- dic-2018: **944**

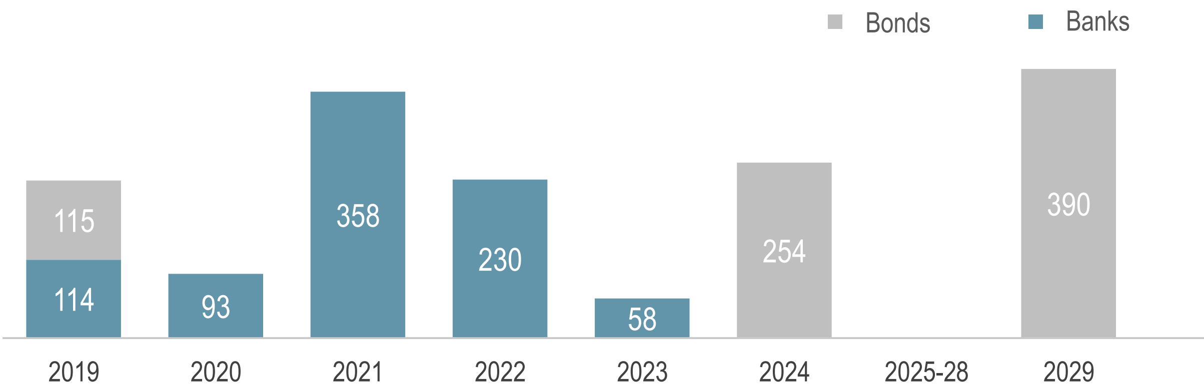
COST OF BORROWING*





PROFILE OF MATURITIES (PRINCIPAL)

COP billion



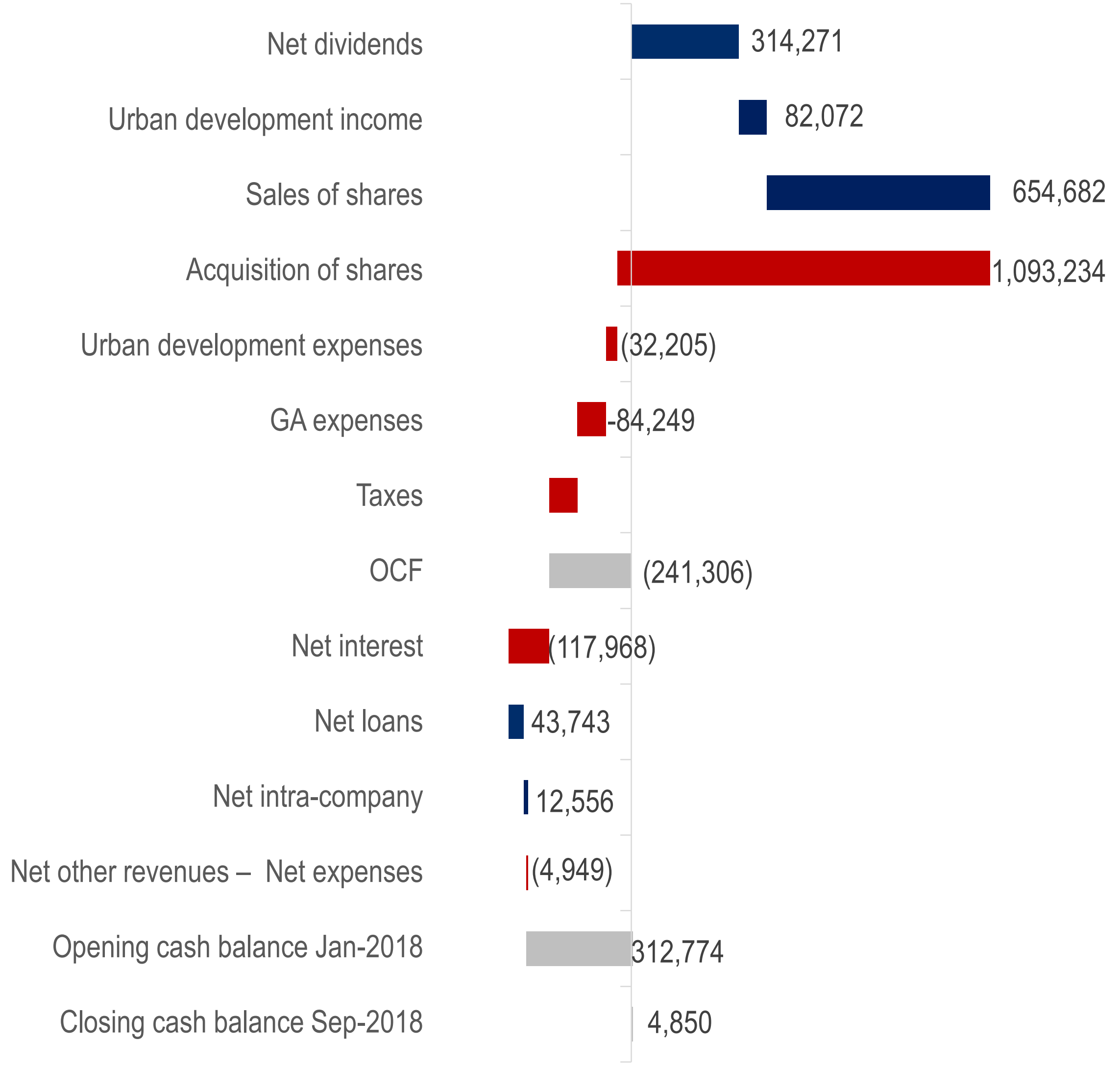
* Only includes balance of principal. Inflation for current month

**Adjusted EBIDTA (credit rating methodology) = EBIDTA (-) Equity method (+) Dividends received (+) Gains from divestments (-) Urban development valuations

*** Gross debt / Adjusted Ebitda

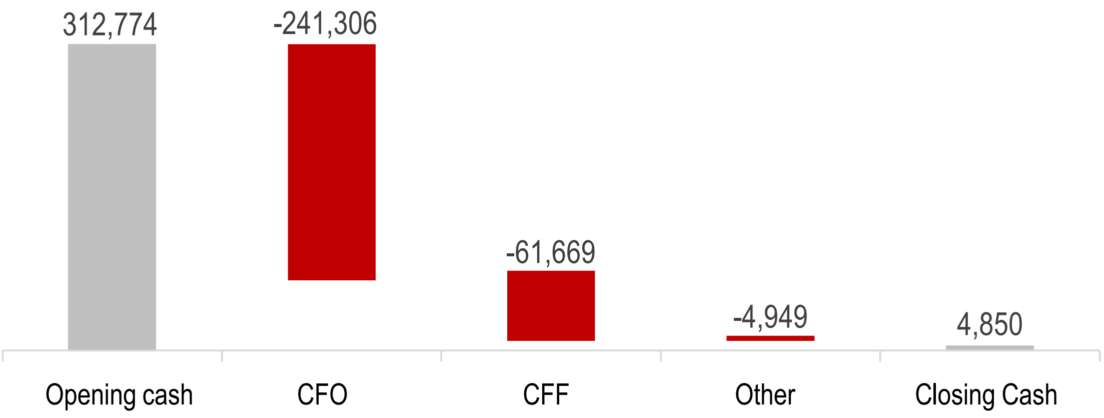
CASH FLOW AS LEVERAGE TO STRENGTHEN OUR STRATEGIC BUSINESS

COP million

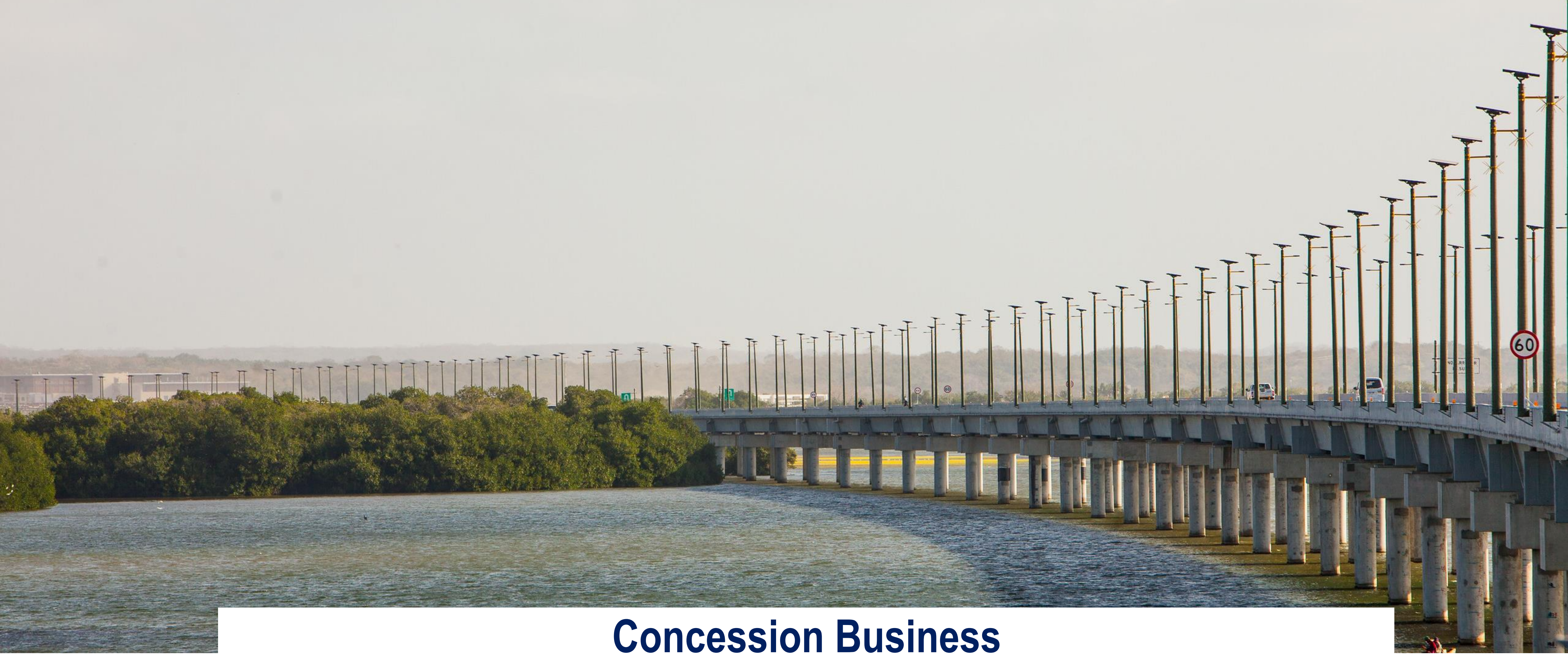


NOTES

1. Net Dividends: **COP 314 billion**
2. Urbanized land COP 31 billion, lots in gross COP 42 billion, rents and others 8 billion
3. Sale Epsa shares: **COP 655 billion**
4. Acquisition Celsia shares: **COP 783 billion**
   Acquisition CemArgos shares: **COP 295 billion**
   Acquisition Odinsa shares: **COP 3 billion**
5. Financial expenses: **COP 124 billion**, financial yields: **COP 6 billion**

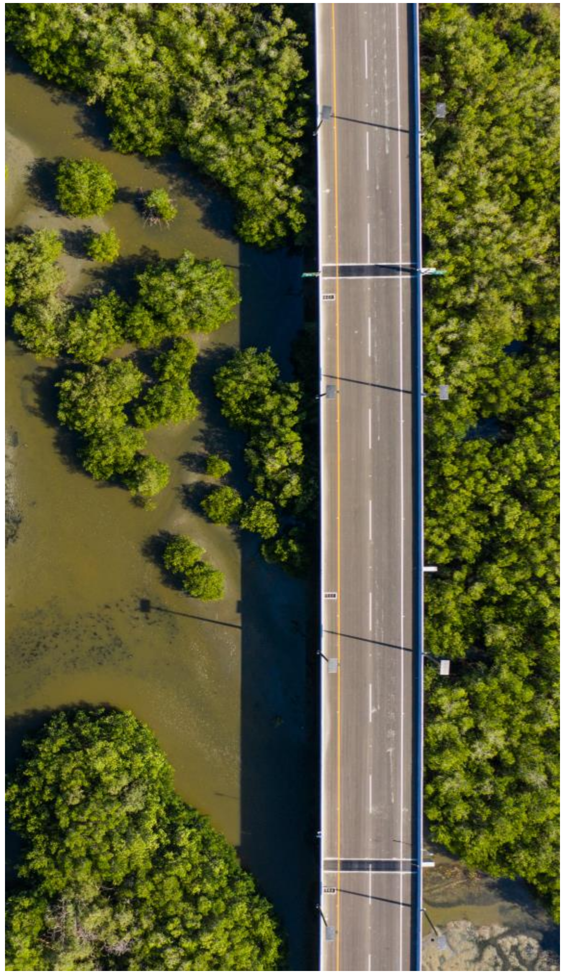


* Includes Pactia contribution reimbursement for COP 97,9 bn



Concession Business

OPERATING RESULTS DRIVEN BY GROWTH IN PASSENGER TRAFFIC IN BOTH AIRPORTS



4Q18 Consolidated

Revenue
COP 201 billion

Ebitda
COP 119 billion → Margin 59%

Net profit
COP 16 billion

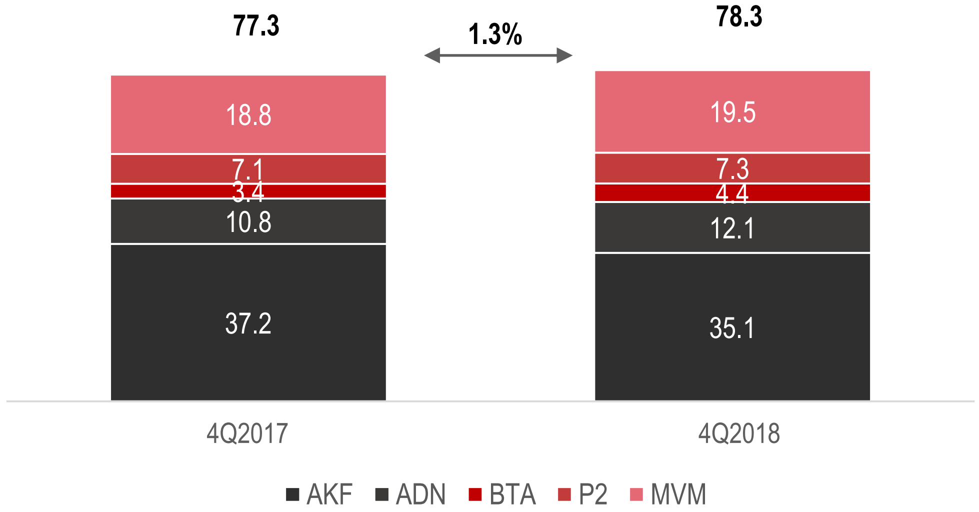
HIGHLIGHTS OF THIS QUARTER

- **Increase in airport traffic:**
  - **Opain closes 2018 with 32.7 million pax. Growing 6% aprox. 2 times Colombia expected GDP growth for 2018**
  - **Quiport closes 2018 with 5.2 million pax. Growing 7% aprox. 4.4x times Ecuador expected GDP growth**
- **Advance of works of Pacifico of 59%** as of December 2018, 8% above schedule
  - During 2018, the construction work for Pacifico 2 have added up to COP 537 billion. Odinsa completed capital contributions to this concession in 2018 of COP 93 billion
  - 2 of 5 functional units under operation
- Advanced in the structuring of projects that are in the feasibility and pre feasibility stage:
  - Bogota Airport infrastructure expansion plan
  - New Cartagena airport
  - Via Perimetral de la Sabana in Bogota

FOURTH QUARTER OF 2018 WITH POSITIVE DYNAMICS IN AIRPORT TRAFFIC THAT ACHIEVED 38 MILLION

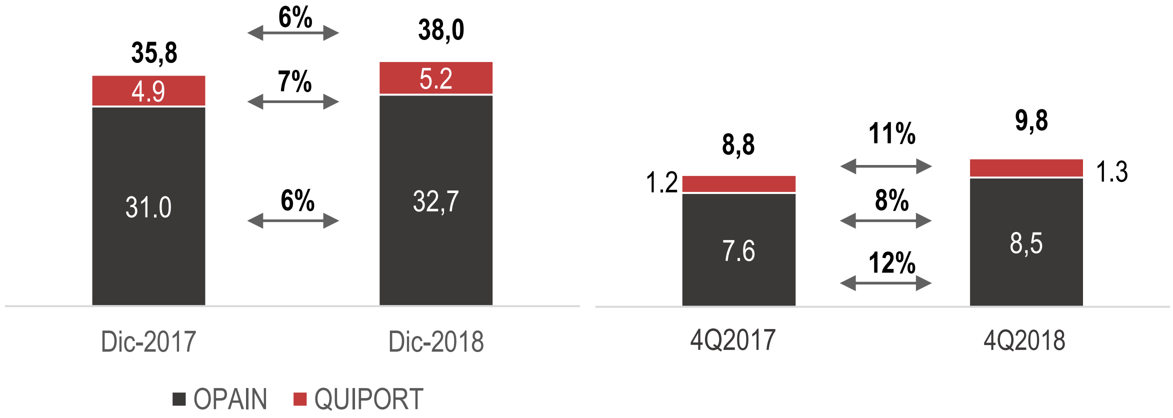
AVERAGE DAILY VEHICLE TRAFFIC 4Q2018

Thousands of vehicles



AIRPORT TRAFFIC

Millions of passengers



AKF

Vehicle traffic in 4Q18 totaled 3.2 million, down -6% due to road works of Pacífico 3, which affected traffic between Antioquia and the coffee-growing region

ADN + BTA

Recovery of traffic at ADN of 12% due to an increase in tourism

BTA increased in traffic of 28%, since in 2017 was affected by repairs in the roads that is normalized for 2018

Pacífico II

In 4Q18 traffic increased by 3% due to progress made in the works, which are ahead of schedule with a 59% completion rate, where positive variations are highlighted by the heavy traffic vehicles

MVM

In 4Q2018, total traffic was 1.8 million vehicles, growing 4% YoY

El Dorado Airport

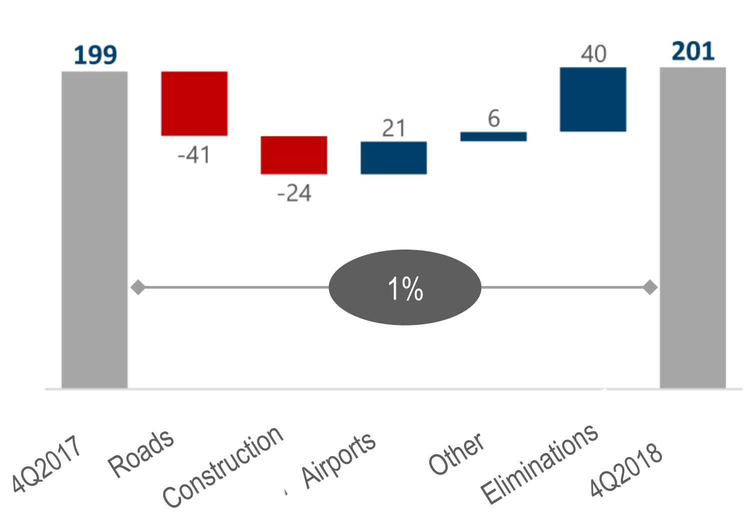
- ✓ Total passenger traffic at El Dorado in 4Q18 was 8.6 million, growing 12% YoY against 4Q2017 affected by stoppage of Avianca Pilots
- ✓ International passenger traffic increased 12% in 4Q18
- ✓ National passenger traffic increased 12% in 4Q18

Quito Airport

- ✓ The country's economic reactivation had a positive effect on international travel
- ✓ Increase of 8% in the number of passengers to 1.3 million in the quarter
- ✓ Recovery of domestic travel (+11%)
- ✓ International traffic remains on a positive trend (552,000 passengers in 4Q18, + 5% Y/Y) as a result of new flights

STABLE REVENUES AND GROWING EBITDA WHEN ADJUSTED BY NON RECURRING PROVISIONS IN *AUTOPISTAS DEL CAFÉ* AND *AUTOPISTAS DEL NORDESTE* IN 2017

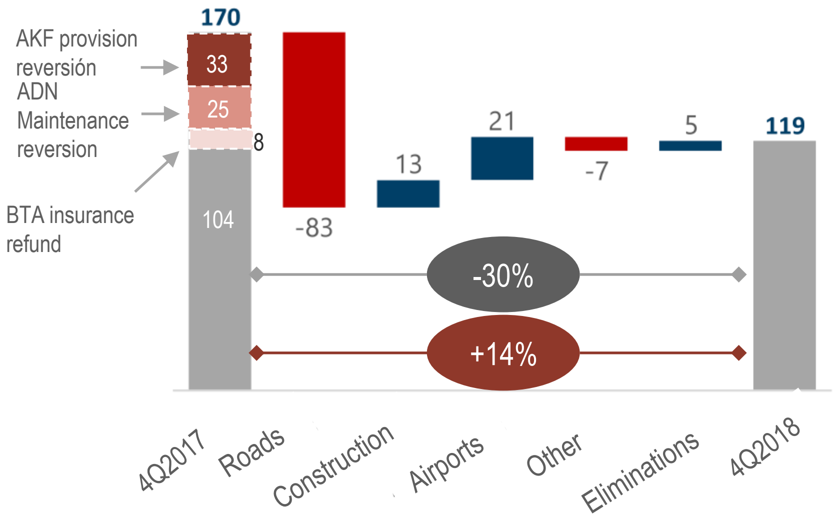
REVENUE
COP Billion



Stable income (+1% YoY):

- **Revenues P2 + 39% YoY**, as a result of higher construction activity and higher financial income associated with the advance in the work of the asset
- **Positive contribution to revenues of airport concessions of +COP 21 billion** Greater gains from the equity method, particularly from the improved net results of Opaín during the period
- Decrease in revenues in road concessions in AKF, Green Corridor, MVM associated mainly with lower income from construction

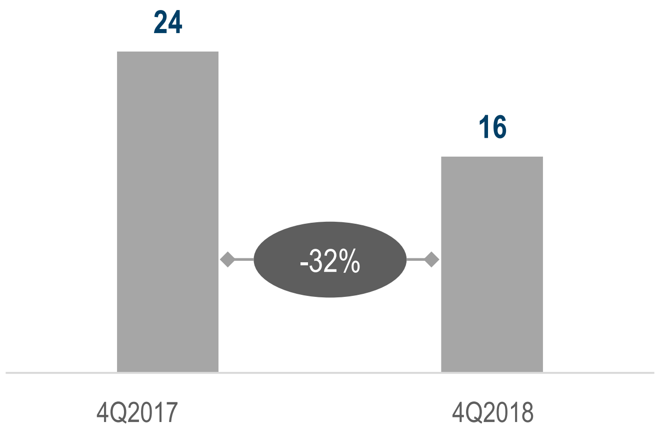
EBIDTA
COP Billion



Decrease in EBIDTA due to:

- **Lower EBITDA of AKF** since in the same period of 2017, it **reversed** the **provision expense of COP 33 billion** due to the costs associated with La Maria weight station
- **Higher expenses in AKF for fees of arbitration court** and Green Corrido to obtain the Project Completion certificate
- In 4Q17 there was a **reverse provision for maintenance in ADN ~ COP 25 billion** and **BTA** received **reimbursement of insurance** for the work impact in 2016 of **~ COP 8 billion**

NET PROFIT
COP Billion



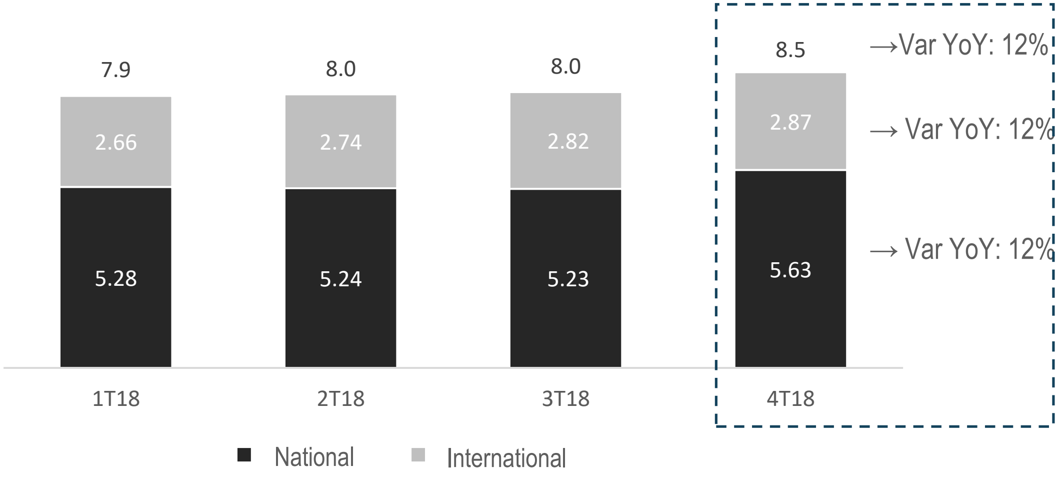
Decrease in net income due to:

- **Higher non-recurring expenses** (Project completion certificate of Green Corridor + AKF arbitration court)
- Base of 2017 affected by non – recurrent events in AKF, ADN and BTA

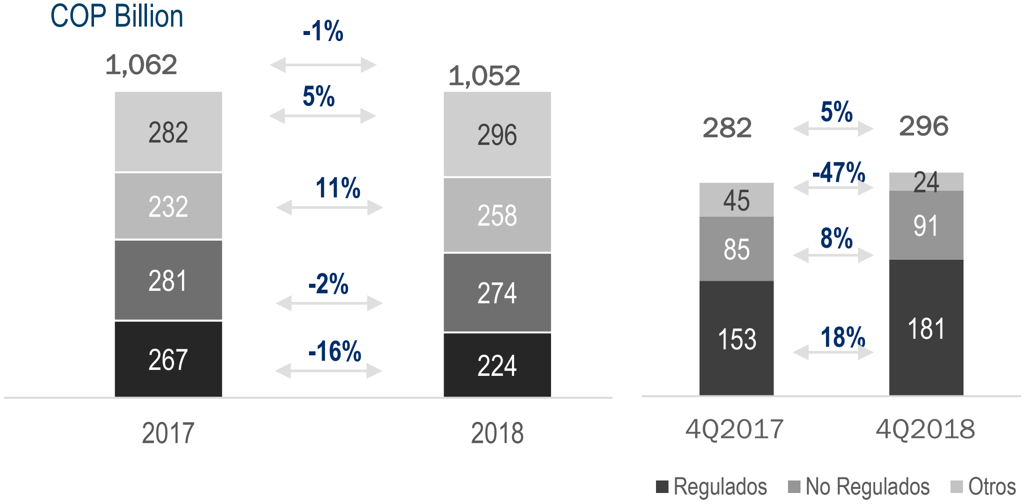
GRUPO ARGOS — ARGOS · CELSIA · ODINSA

RESULTS OF OPAIN SUPPORTED IN TRAFFIC GROWTH. EXTENSION OF COMMERCIAL ZONES WITH IMPROVEMENT IN NON-REGULATED REVENUES, WHICH GROW BY 8%

PASSENGERS
Million

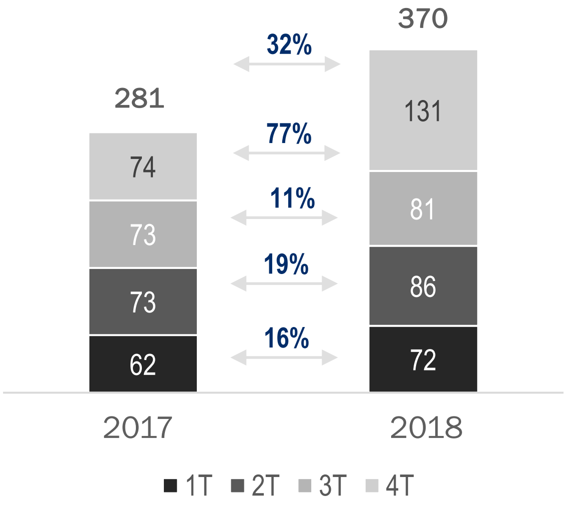


REVENUES (Regulated + Non-Regulated)
COP Billion



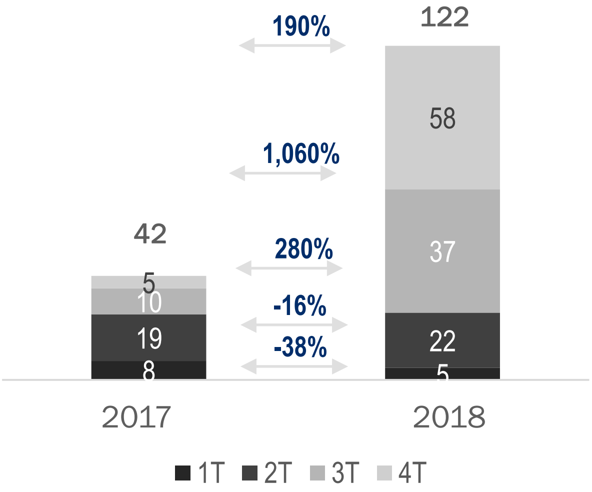
Increase in revenues due to:
- **Increase in international and domestic passengers traffic**
- **Increase in non-aeronautical revenues (+8%)** thanks to start-up of operations of expansion works

EBIDTA
COP Billion

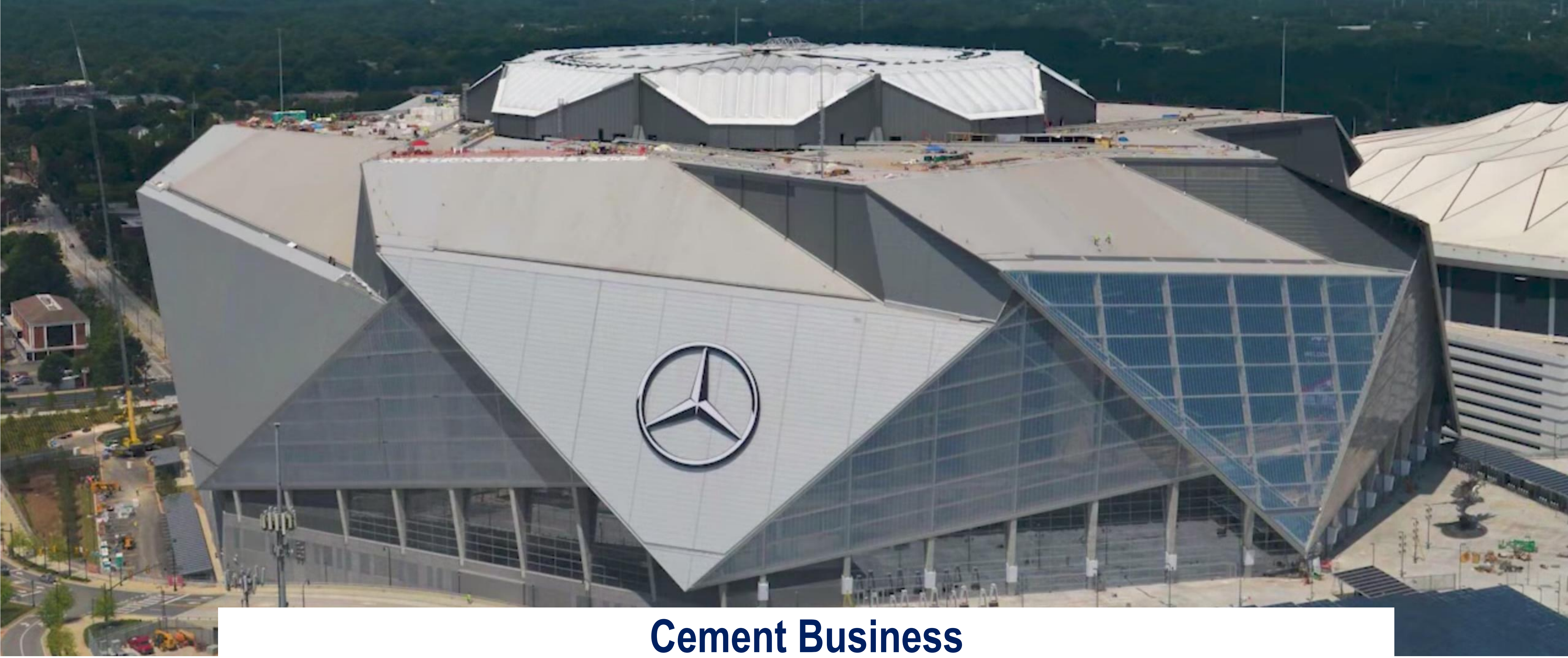


Increase in EBITDA due to:
- Payment of future fees by the state to the concession for COP 60 billion
- Expansion of commercial areas with the improvement in unregulated revenues generating a positive impact in the EBITDA

NET INCOME
COP Billion

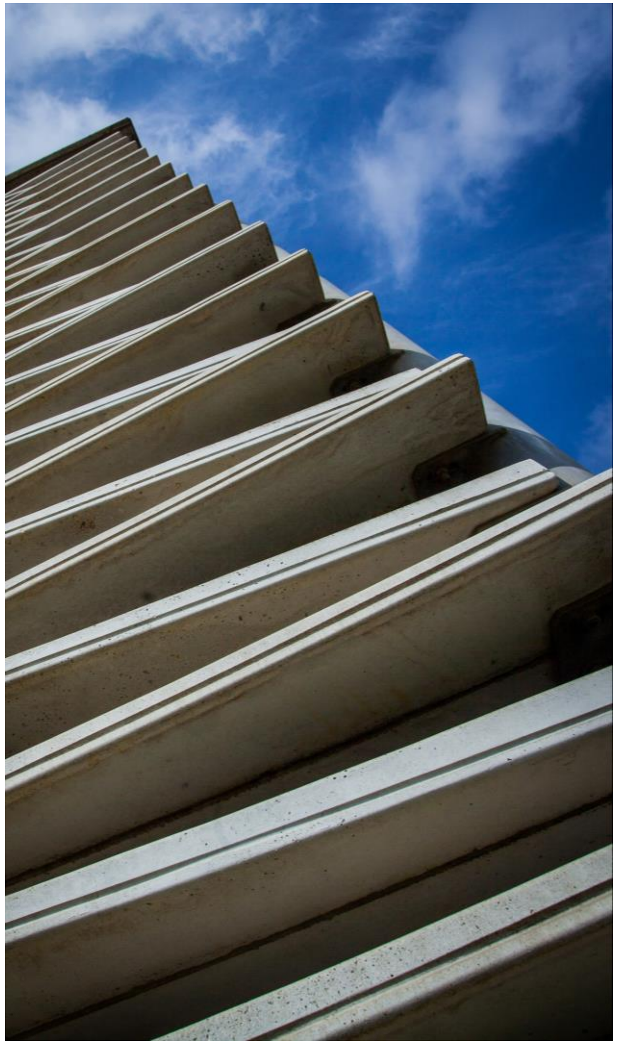


Increase in net profit due to:
- Improved operating results
- Received future payments COP 60 billion



Cement Business

FOCUS ON CASH FLOW OPTIMIZATION TO REDUCE LEVERAGE INDICATOR FROM 4,6x* ON 2017 TO 3,7x* ON 2018



4Q2018

REVENUE
COP 2.1 trillion

Ebitda
COP 413 billion → Margin 19.6%

Net Profit
COP 52 billion

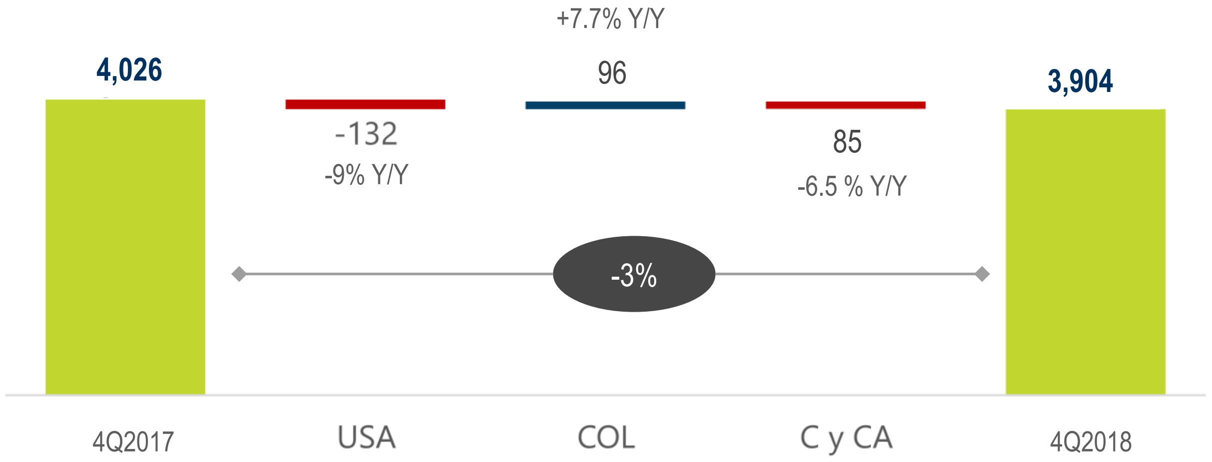
HIGHLIGHTS OF THIS QUARTER

- The BEST program results
    - **Divestment of two RMC** plants in USA of **USD 34 million**
    - **Disinvestment of real estate in Colombia of USD 3.8 million**
    - **Divestment of self-generation assets in Cairo´s plant for USD 9.5 million**
    - **Administration and sales expenses down -8.4% YoY**
    - **7-Day improvement in working capital as of December 2018 that translated into a positive operating cash flow on working capital of COP 222 bn**
- **Argos One** its already operative in Colombia, USA, Panama, Honduras and Dominican Republic, with an important level of acceptance
    - 59% of cement orders and 30% of RCM orders in Colombia
- The year closes with a **leverage indicator of 3.74x debt/ EBITDA**, an important sign of **commitment in terms of efficiency, deleveraging and profitability**

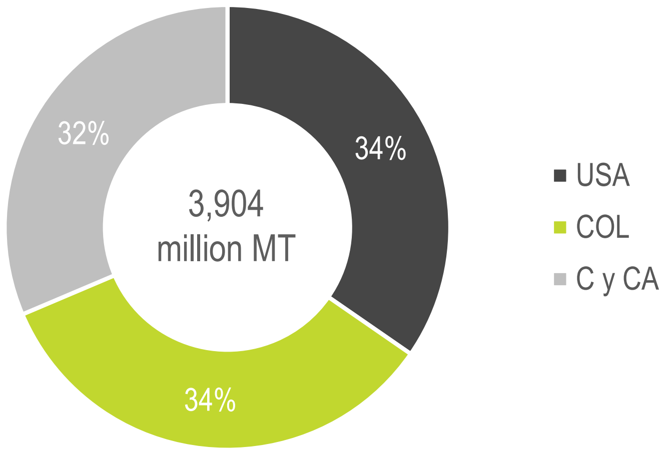
* Net debt / (Ebitda + Dividend)

QUARTER WITH IMPROVEMENT IN COLOMBIAN DEMAND THAT CONFIRMS GROWTH TENDENCY BACKED BY CIVIL WORKS

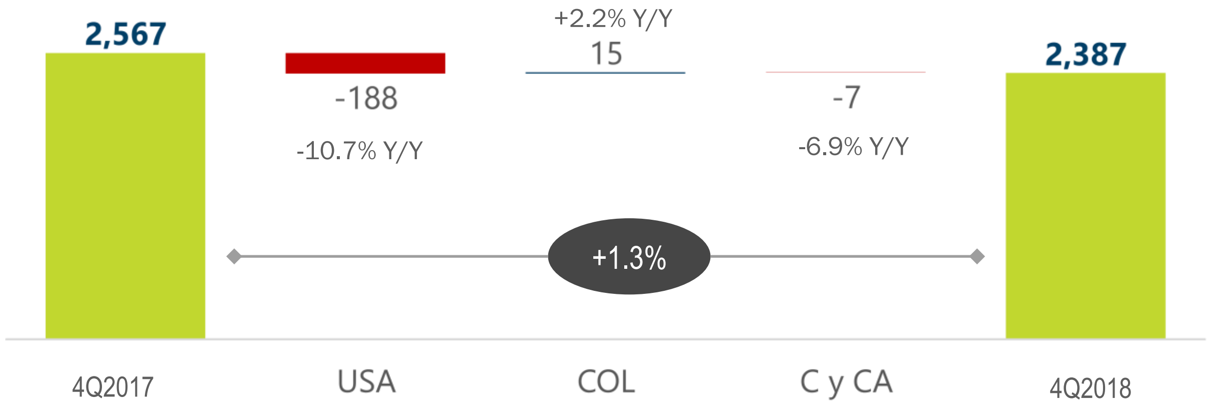
CEMENT VOLUMES
(Tons, thousands)



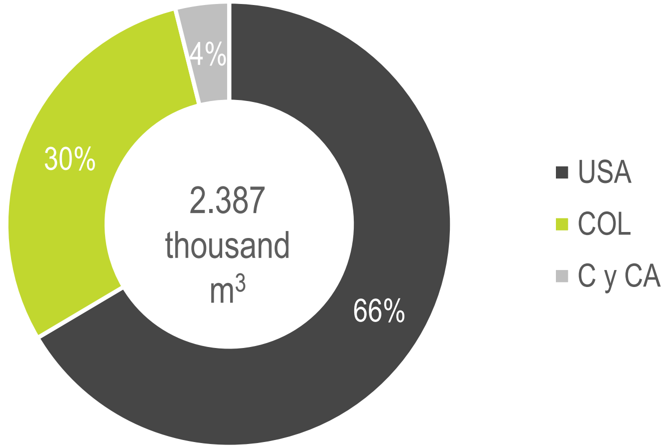
CEMENT SALES
4th quarter 2018



CONCRETE VOLUMES
(Thousands of m³)

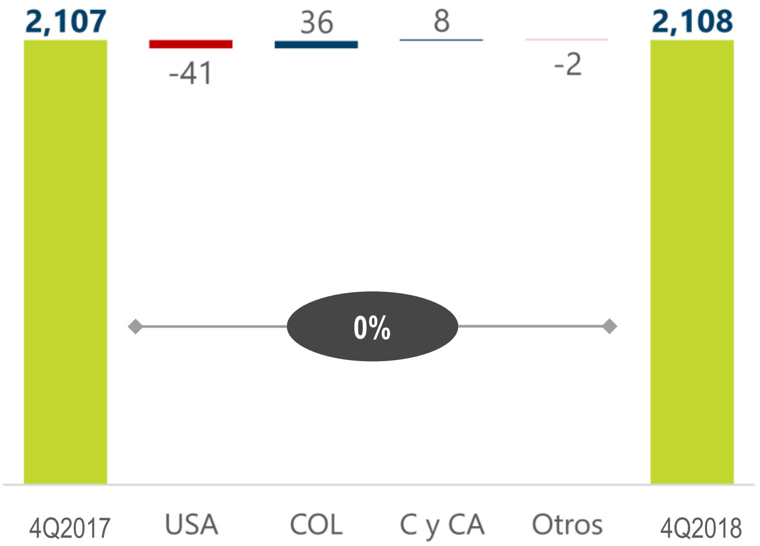


CONCRETE SALES
4th quarter 2018

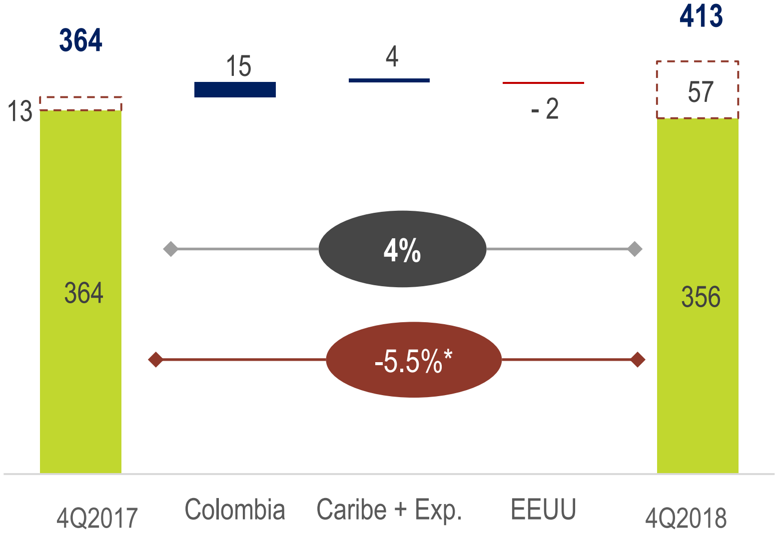


VOLUME GROWTH IN COLOMBIA THAT BACK UP FOURTH QUARTER RESULTS

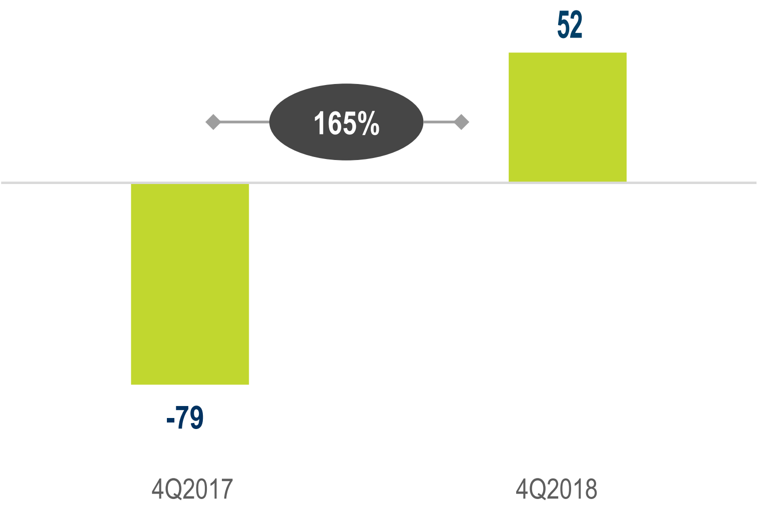
REVENUE
COP Billion



ADJUSTED EBITDA*
COP Billion



NET PROFIT
%



Stable revenues due to:

- **Cement and concrete had a decrease in the consolidated volume (-3% YoY and -7% YoY respectively),** due to USA weather conditions and the shut down of Martinsburg plant for 43 days
- Colombia has an improvement in cement and concrete **volumes for the last 5 months with a growing demand**
- **Greater concrete shipments to infrastructure and civil works** projects in Colombia, with a double digit growth for 8 consecutive months where Argos has demonstrated its leadership

Reduction in **Adjusted EBIDTA** due to:

- **Increase in energy prices in Colombia and Puerto Rico taking pices +11%** (USD 2/ton). Highlight decrease in cost of energy in USA for 4Q
- **Stable EBIDTA in USA** despite having ebitda contribution from concrete block business in 2017
- In Colombia adjusted EBIDTA (eliminating the disinvestment EBITDA) was impacted by higher energy cost
- Central America stable consolidated level by the portfolio balance

Increase in net profit:

- 4Q17 impacted by non-recurring expenses associated with BEST program (COP 6 billion) and deferred taxes due to tax reform in USA (USD 34 million)

* YTD adjusted EBIDTA in 2017 excludes non-recurring indemnity payments associated with the BEST program (COP 44 trillion)
* YTD adjusted EBIDTA in 2018: excludes non-recurring indemnity payments associated with the BEST program (COP 10 trillion), the fine imposed by the Superintendence of Industry and Commerce (COP 74 trillion) and the sale of electric power plants in Colombia (COP 79 trillion))

Energy Business

ADVANCE ON THE STRENGTHENING AND SIMPLIFICATION OF ITS STRUCTURE WITH THE TRANSFER OF ASSETS TO EPSA. INVESTMENT VEHICLE BUILD UP WITH FOCUS ON RENEWABLES AND DISTRIBUTION BUSINESS

4Q2018

REVENUE
COP 906 billion ↑10% (YoY)

Ebitda
COP 316
Billion
2.3% YoY
→ Margin 35%

Net Profit
COP 108 billion

For controlling company
COP 64 billion

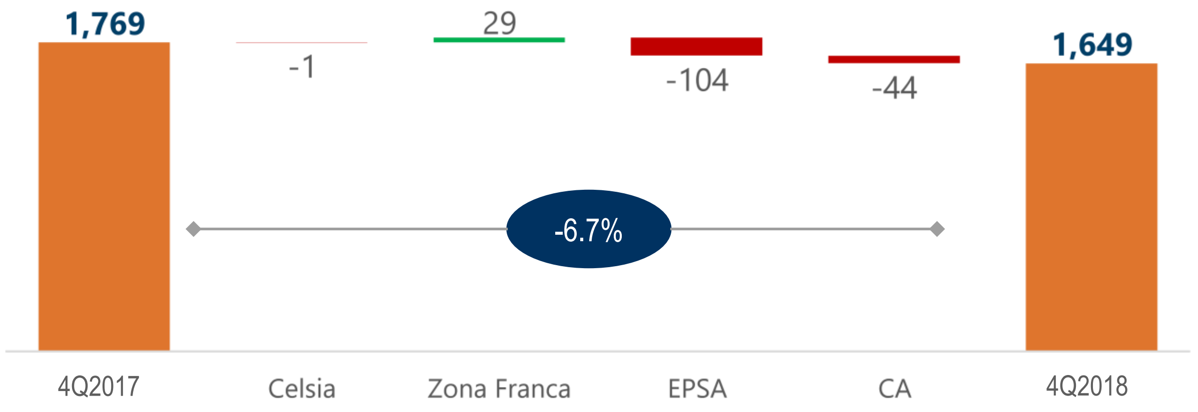
HIGHLIGHTS OF THIS QUARTER

- **EPSA board of directors approved the purchase Merilelectrica assets to Celsia for a value COP 720 billion**
- Rational:
  - EPSA and Celsia **operational and financial optimization, Celsia improves consolidated cash flows** with annual savings **of COP 26 billion**
  - EPSA would have a **larger share of the Colombian electricity market, while diversifying its geographies and technologies**
- Toluviejo award, which adds to Plan 5 Caribe with an approximate investment of USD 70,5 million
- Green bonds second tranche for COP 70 billion, completing a total of COP 140 billion
- Celsia Solar Bolivar start delivering energy 8,6 MW

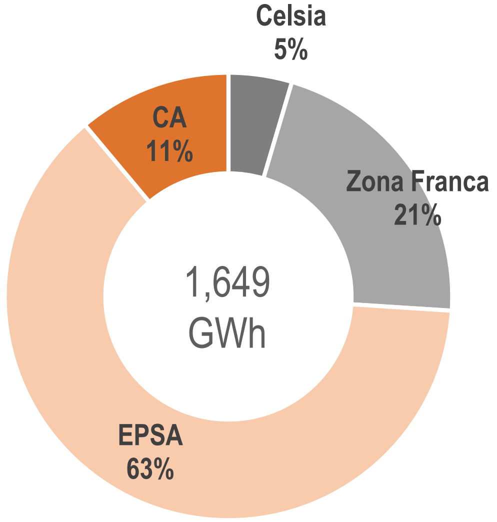
11% GROWTH IN SALES TO THE NON-REGULATED MARKET IN COLOMBIA, ABOVE THE MARKET'S 6% ON ACTIVE COMMERCIAL EFFORTS

GENERATION

GWh

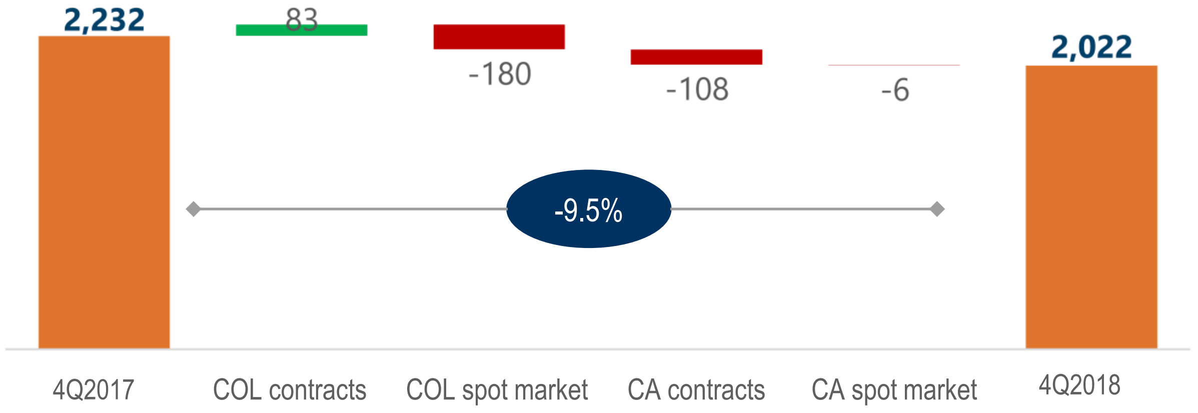


BREAKDOWN OF GENERATION



CHANGE IN ELECTRICITY SALES

GWh



- ✓ Energy sales decreased by 9.5%. Highlight: **more contract-based sales in Colombia**
- ✓ **Generation decrease 7%**. Highlight:
  - ✓ **Lower contribution from EPSA due to commercial strategy**
  - ✓ **Thermal generation in Colombia increased by 9%** due to greater demand from Zona Franca, caused by restrictions faced in the Caribbean region
  - ✓ Decrease in Central America generatio on lower demand at Cativá and ending of some power and energy contracts of this same plant
- ✓ **Average energy price in the spot market in 4Q18 = 138 $/kWh** (+14% YoY). **Average price of contracts covering the regulated market = COP 192/kWh (+8% YoY)**

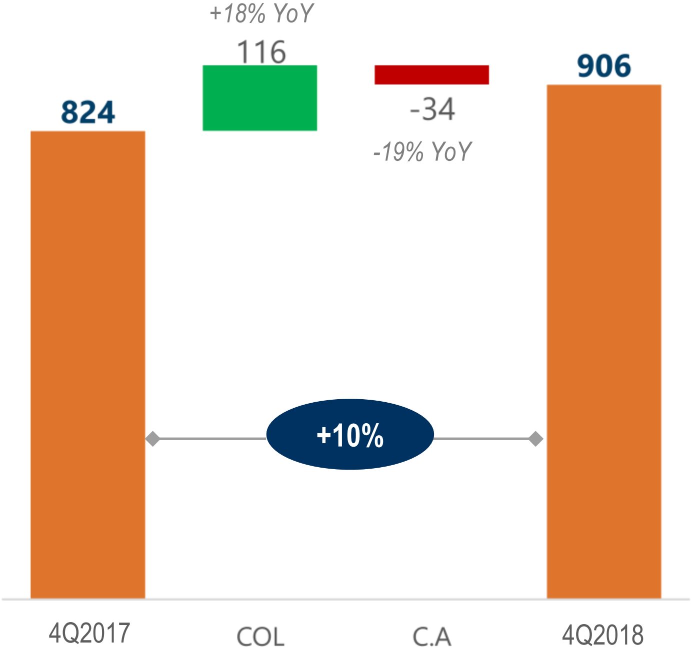
CONSOLIDATED EBITDA REACHED COP 316 BILLIO (+2% YoY), THE HIGHEST QUARTERLY EBITDA RECORDED IN THE LAST 4 YEARS

GRUPO ARGOS

ARGOS CELSIA ODINSA

REVENUE

COP billion

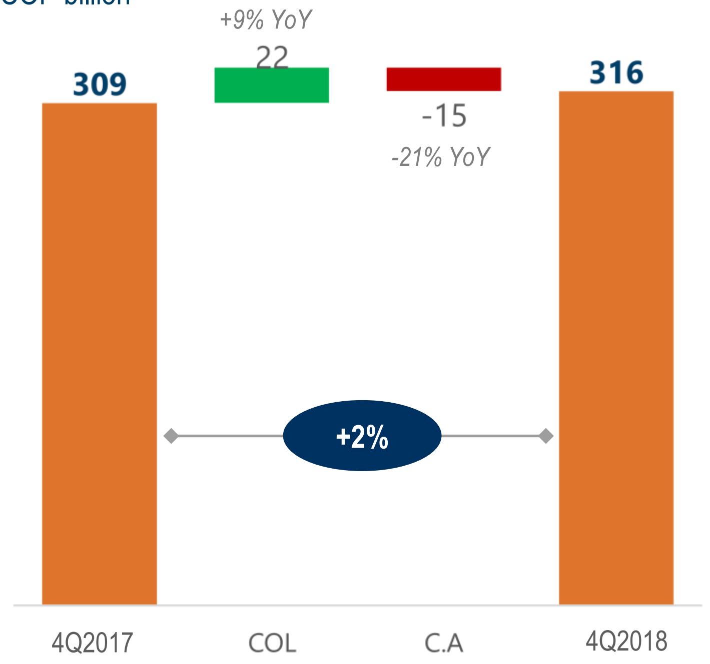


Increase in revenues due to:

- **In Colombia** revenues totaled COP 906 billion **(+10% YoY) due to greater spot market sales, due to:**
    - Spot sales (+23% YoY) on higher requirements of the security generation of Zona Franca Celsia
    - Spot price increased (14%)
    - Non regulated market (11% vs. 6% of the system)
    - Revenues of the T&D business +14% on the back of Plan 5 Caribe
- **CA lower revenue (-19%)** due to the termination of Cativa contracts

EBIDTA

COP billion

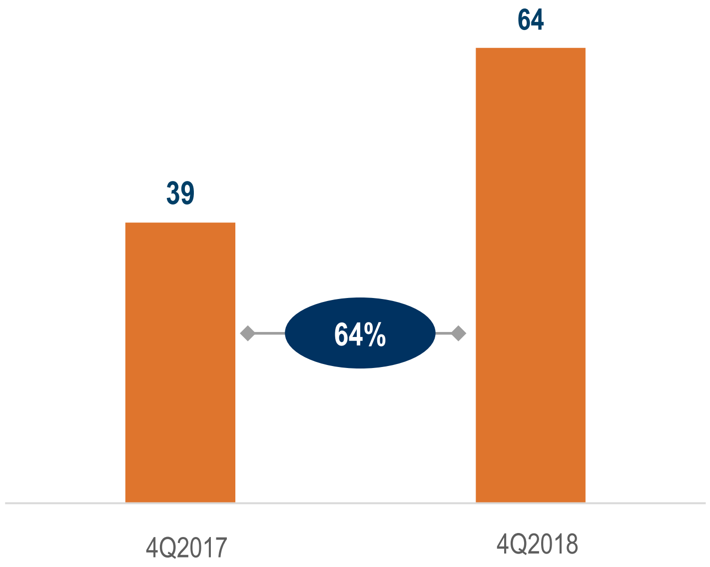


Increase in EBIDTA due to:

- **Consolidated cost of sales of COP 616 billion (+12% YoY).** In Colombia cost of sales increased by 20% YoY, **on LNG prices**
- Colombia contributed Ebitda of COP 262 billion (+9% YoY), accounting for 83% of consolidated Ebitda supported in:
    - T&D
    - Higher volumes and prices in energy in contracts

NET PROFIT OF THE CONTROLLING COMPANY

%



Increase in the controller net income

Successful strengthening and simplification of its structure strategy implementation of simplification structure

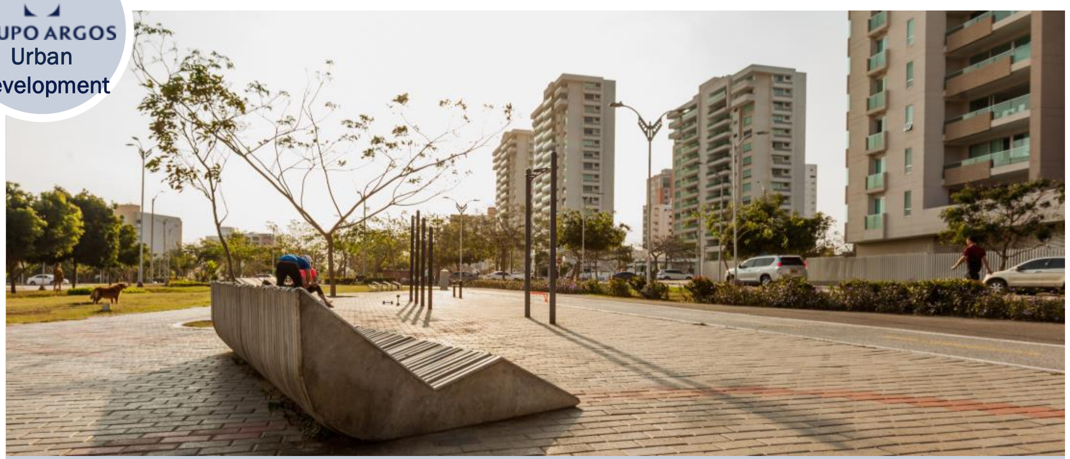
- Financial expenses efficiency
- Tax optimization
- Revenue from the deferred tax of COP 35 thousand mm for recalculation of deferred tax liability

Real Estate Business

GRUPO ARGOS
ARGOS CELSIA ODINSA

PACTIA DIVESTS OF REAL ESTATE ASSETS FOLLOWING MATERIALIZATION OF INVESTMENT THESIS TO COMPLY WITH YOUR INVESTMENT POLICY

GRUPO ARGOS Urban Development



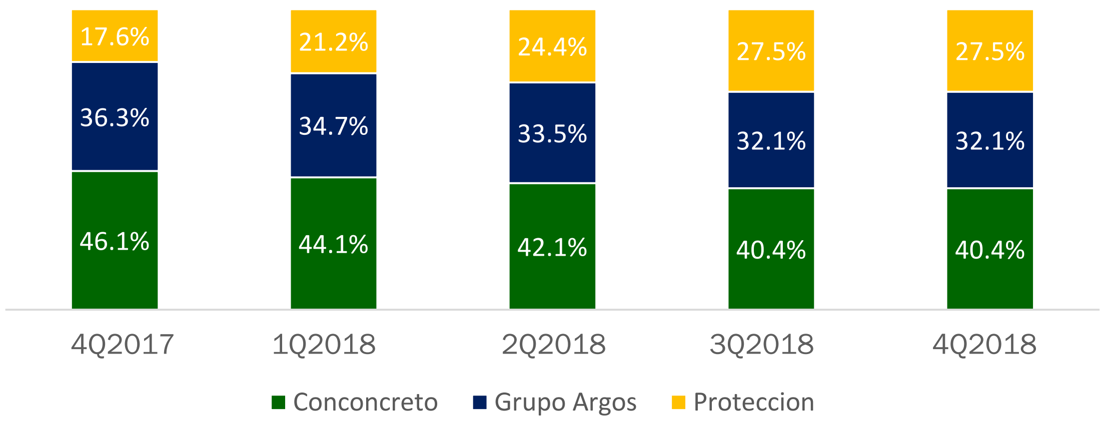
- Two important businesss materialized during the quarter: 12 Ha were sold in Baru for a hotel project and 14Ha in Barranquilla for housing. More than one year management led us to achieve these two milestones
- These business deed allowed a registered revenue of COP 190 billion, including deeds for COP 124 billion, corresponding to 291,000 m2
- In 4Q18 the cash flow was COP 131 billion, which includes restitution of contributions made by Pactia from the sale of Viva assets for 86 billion.

PACTIA

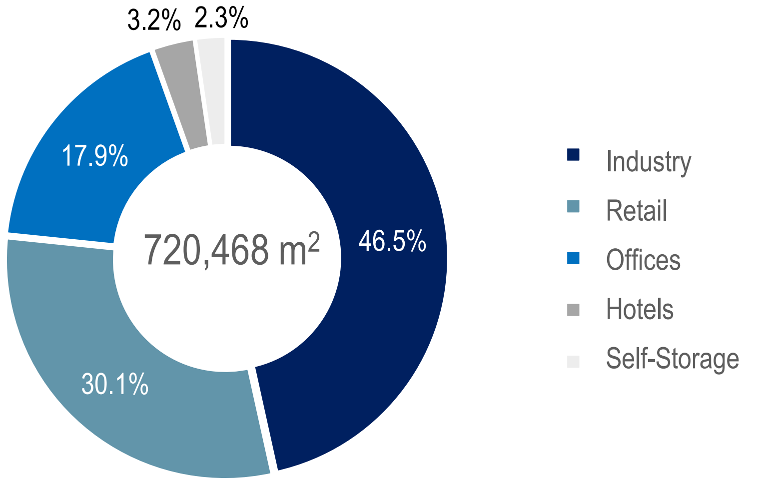
- An agreement for the restitution of contributions for COP 268 million was carried out, due to the divestment of VIVA Villavicencio, VIVA Sincelejo and Plaza San Pedro
- El Ensueño Shopping Center starts operations, its located in Bogota and adds ~ 40,000 m2 of GLA
- Ibis Itagui Hotel starts operations in Medellin and is located at 3,000 m2 of GLA

GLA CLOSES THE YEAR IN 720 THOUSAND M2 WITH ENTRANCE INTO OPERATION OF THE COMMERCIAL CENTER EL ENSUEÑO IN BOGOTA THAT ADDS 40 THOUSAN M2

PARTICIPATION IN PACTIA
%



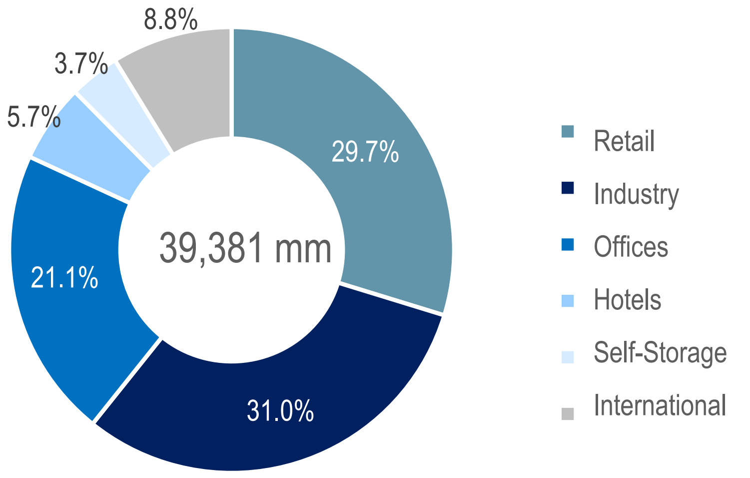
GLA
m2



REVENUES AND NOI
COP million

	3Q2018	3Q2017	Change (%)	2018	2017	Change (%)
Effective gross revenue	63,122	68,316	-8%	276,914	223,963	24%
Operating costs	23,741	24,438	-3%	85,787	70,472	22%
Net operating income	39,381	43,878	-10%	191,127	153,492	25%
Consolidated EBIDTA	23,256	28,932	-20%	130,654	107,198	22%
EBIDTA margin	37%	42%	-551 pb	47%	48%	-068 pb

NOI
COP billion



Sustainability

GOLD, SILVER Y BRONZE FOR GRUPO ARGOS, CEMENTOS ARGOS Y CELSIA IN ROBECOSAM´S SUSTAINABILITY YEARBOOK

Sixth consecutive year in which Grupo Argos and Cementos Argos are part of this yearbook and the third time Celsia is included.

Distinctions

- **Grupo Argos**: most sustainable company in the construction materials sector worldwide, according to the Down Jones Sustainability Index
- **Cementos Argos**: third most sustainable cement company in the world and has been part of the Dow Jones Sustainability World Index for 6 years
- **Celsia**: Pioneer electricity company in the incorporation of renewable energies in Colombia and Central America, it is the only Colombian company among the 7 best companies worldwide in the energy sector

GRUPO ARGOS
ARGOS CELSIA ODINSA

CONCRETE ADVANCES IN ESG MATTERS

ECONOMIC

CORPORATIVE GOBERNANCE:

- 43% of women members on the Board
- 100% Assistance to the Board of Directors in 2017
- Diffusion of the management operation policy with associated companies

ETHICS, CONDUCT AND TRANSPARENCY:

- 100% of the emplyees did:
  - ✓ Ethics virtual course
  - ✓ Declaration of conflicto of interest
  - ✓ Declaration of assets and income

SOCIAL

TALENT:

Gender equality:

- 671 women in professional positions
- 2025 goal*: increase 6%

Geographical diversity:

- 13 collaborators form other geographies in the Key Talent Matrix
- 2025 goal*: increase 15%

Work Commitment:

- Employees measurement of commitment during 2019
- 2025 goal*: Obtain 75% or more in result measurement.

ENVIORNMENTAL

CLIMATE CHANGE:

- Decrease CO2 emissions 31% per COP million of revenue
- 2025 goal**: decrease 20%

WATER:

- Decrease water consumption 37% per COP million of revenue
- 2025 goal**: decrease 50%

ECOSYSTEMS:

- Take care of 40% of the water sources relevant to the operation and classified as high risk
- 2025 goal*: take care of 100% of the water supply

*Base line 2018
**Base line 2015
+elsia emission information correspond to 2017