QUARTERLY EARNINGS CONFERENCE CALL

1Q2025 GRUPO ARGOS

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CAROLINA ARANGO (Opening Remarks)

Good morning, everyone, and thank you for joining us today. My name is Carolina Arango, I lead Grupo Argos' Investor Relations team, and starting today I will be accompanying the company's earnings call. This conference will be devoted to presenting Grupo Argos' financial results for the first quarter of 2025.

Joining us today are Jorge Mario Velásquez, Alejandro Piedrahita, Rafael Olivella, and the management teams of Odinsa, the Real Estate Business, and Pactia.

I would like to remind you that all the quarter's information, together with the presentation we will follow during the conference call, is available on our website. To download it, please go to the "Financial Information" menu and then to the "Reports" section.

In addition, we are broadcasting this earnings call through an X Space.

Please move to slide 3 of the presentation to begin the meeting. I now hand the floor over to Jorge Mario Velásquez, President of Grupo Argos.

Introduction

Introduction Slide

Thank you, Carolina, and good morning to everyone. My special thanks to all of you for joining us today.

As of the close of the first quarter of the year, our businesses continued to show solid momentum, which is reflected in the strong results we will share next.

To begin this call, we would like to provide an update on the progress of the Spin-off Agreement aimed at ending the cross-shareholdings between Grupo Argos and Grupo Sura.

Teseo Slide

This is the transaction that will allow the orderly disposal, while ensuring equal treatment for all shareholders, of the equity stakes that Grupo Sura holds in Grupo Argos and that Grupo Argos and Cementos Argos hold in Grupo Sura. The transaction contemplates the distribution of more than COP 10.8 trillion in Grupo Sura shares among Grupo Argos shareholders and responds to the company's strategic goal of focusing on the construction materials and infrastructure businesses.

Regarding progress on the project, it is worth mentioning the completion of the following milestones, which have allowed us to advance satisfactorily:

- On March 21, authorization was received from the bondholders of Grupo Argos, Grupo Sura, and Cementos Argos.
- On March 25, 27, and 28, respectively, the Shareholders' Meetings of the three companies were held, in which shareholders approved the Spin-off Project.
- Finally, the application for authorization of the spin-off was filed with the Superintendencia Financiera de Colombia.

Over the coming weeks, we expect the authorization process before the Superintendencia Financiera to move forward satisfactorily, allowing the spin-off to be completed before year-end. The completion of this transaction will leave Grupo Argos in a better position to attract new investors and additional capital, strengthening its ability to execute its strategy. Most importantly, it will mean that the company's shareholders will receive at least 0.23 Grupo Sura shares for every Grupo Argos share they hold.

Portfolio Slide

On slide 4, we can see how Grupo Argos' investment portfolio has changed over the last 12 months.

Taking as reference the book values of our unlisted investments, such as Odinsa, the Urban Development Business, Pactia, and others, and the share prices on the Colombian Stock Exchange of our listed investments (Celsia, Cementos Argos, Grupo Sura, Sociedad Portafolio, and previously Nutresa), we observe that, relative to the first quarter of 2024, Grupo Argos' portfolio has appreciated by COP 3.0 trillion, reaching COP 22.0 trillion. This increase is supported by the closing of strategic transactions and the strong operating performance of our businesses.

Grupo Argos' portfolio has already undergone a significant transformation as a result of its most recent transactions, becoming increasingly concentrated in infrastructure, a transition that will culminate in 100% specialization once the company is no longer a shareholder of Grupo Sura.

Adjustments Slide

Before addressing the company's consolidated and separate results for the quarter, it is important to pause on the non-recurring effects that impacted the organization's performance during this period, as well as the adjustments required for the same quarter of 2024, so that results are comparable and allow us to properly analyze changes in the operating performance of our businesses.

For this first quarter of 2025, it is important to bear in mind the following adjustments in the consolidated financial statements:

- First, the company recorded a COP 2.0 trillion gain from the sale of the shares Cementos Argos held in Summit Materials, a transaction completed in February of this year.
- Second, expenses associated with the Spin-off Agreement transaction were recorded, even though there is not yet a corresponding gain because completion is still pending. As we have said, we expect this transaction to be completed before year-end.
- In addition, during these first months of 2025 the equity method for Grupo Sura is not included in Grupo Argos' results, due to the progress of the Absorption Spin-off Project with that company.

It is also important to recall the non-recurring events that affected the result for the same period in 2024:

- In the same quarter of the previous year, the company recorded a COP 5.3 trillion gain from the combination of assets between Argos USA and Summit Materials.
- In addition, the gain derived from the exchange of Grupo Nutresa shares was recorded, amounting to COP 1.4 trillion.
- On the other hand, there was an adjustment to the fair value of the Pavas and Baru properties in February 2024, following a review of the urbanization cost assumption, which resulted in a non-cash accounting impairment of COP 97 billion in revenues and COP 200 billion in net income.
- And finally, the reclassification of Grupo Sura's equity method as a discontinued operation as a result of the Spin-off Agreement, which implied that this result appeared below the line in the financial statements for that period.

While all the transactions described above are non-recurring and should be considered when analyzing operating results, they are part of the core of this holding company, which continuously seeks to maximize the value of its portfolio for the benefit of shareholders through this type of transaction. The last 12 months have been particularly relevant on this front and have allowed us to harvest the results of a disciplined, value-oriented strategy.

Consolidated Results Slide

In the consolidated results for the first quarter of 2025, Grupo Argos recorded revenues of COP 2.9 trillion, up 7% versus the same period of 2024, EBITDA of COP 809 billion, up 47% year over year, net income of COP 2.2 trillion, and controlling interest net income of COP 1.2 trillion, both showing a decrease versus the previous year due to the effects previously mentioned.

However, when observing the pro forma financial statements, revenues increased 3% year over year and EBITDA 25%; pro forma consolidated net income was COP 246 billion, up 236%; and pro forma controlling interest net income reached COP 113 billion, tripling the adjusted result of the same quarter of the previous year.

These positive results are explained mainly by improved operating dynamics, in contrast with the first quarter of 2024, which was affected by low hydrology as a result of the El Niño phenomenon. In addition, we highlight growth in the concessions segment, driven by the equity method applied to the Private Equity Fund managed by Odinsa, in which the company is an investor together with Macquarie Asset Management. We will address both effects in greater detail later on.

Separate Results Slide

As for the separate financial statements, the company recorded revenues of COP 1.4 trillion, EBITDA of COP 1.3 trillion, and net income of COP 1.5 trillion, figures lower than those observed in 2024 before adjusting for non-recurring events, particularly the gain generated by the asset combination with Summit in the first quarter of last year.

Nonetheless, as in the consolidated financial statements, when adjusting and looking only at the results derived from our recurring operations, pro forma separate revenues for the first quarter amounted to COP 271 billion, up 127% year over year; EBITDA was COP 192 billion, up 128%; and net income was COP 144 billion, 121% above the pro forma result recorded in the same quarter of the previous year.

Cementos Argos

CemArgos - Qualitative Slide

I now invite you to move to slide 9 to review the results of our businesses.

Following the closing of the sale of the shares that Cementos Argos held in Summit Materials, we would like to provide an update on how the company is managing those resources.

Today, 100% of the investments, equivalent to approximately USD 2.9 billion, are held on demand and without mark-to-market risk. These investments are diversified by product type, issuer, and geography, with a focus on maximizing return. Portfolio allocation and the selection of asset managers have been led by an investment committee composed of members of the company's Board of Directors, following a rigorous model aligned with best corporate governance practices for the short-term management of these resources while their definitive strategic use is determined.

Likewise, Cementos Argos' Board of Directors has undertaken a comprehensive analysis to define the optimal use of the resources, within a range of opportunities that will allow it to continue building the growth and value-creation story that has made it the largest Colombian investor in the world's leading economy.

As the main shareholder of Cementos Argos, the reinvestment of these resources is critical for Grupo Argos, as they now represent the most valuable asset managed by this holding company. To put it in perspective, these USD 2.9 billion, of which Grupo Argos is beneficiary of 54%, will represent close to COP 9,500 per Grupo Argos share once the absorption spin-off is completed, which will also generate additional economic accretion for Grupo Argos shareholders. For this reason, we are working thoroughly with management and the Board to ensure the best capital allocation in the construction materials sector, in a process without haste and with a strategic vision that rules out no alternative that may complement its geographic footprint.

On the other hand, in line with its strategic vision for growth, Cementos Argos is moving forward with the consolidation of an export aggregates platform in the Caribbean, with assets that offer key competitive advantages: proximity to ports, high-quality materials, and sufficient reserves to supply growing demand in U.S. coastal markets.

CemArgos - Results Slide

Turning to the financial results for the first quarter, Cementos Argos recorded consolidated revenues of COP 1.2 trillion and adjusted EBITDA of COP 258 billion, with a 21% margin. While this represents a contraction versus the same period of the previous year amid a first quarter that was not favorable in some geographies in terms of cement volumes, it reflects the company's operating resilience and the positive impact of efficiency initiatives implemented in key regions.

The compression in EBITDA margin is mainly explained by the scheduled kiln shutdown at the Piedras Azules plant in Honduras. Adjusted net income amounted to COP 137 billion, up 8% year over year, excluding extraordinary effects derived from the sale of the stake in Summit Materials and adjustments related to the equity method, which allows for an appropriate comparison with current results, now without operations in the United States.

From an operational standpoint, cement and concrete volumes declined 6% and 19%, respectively, as a result of lower local demand. Nonetheless, the progress of our profitability-focused approach in Colombia and the strong performance of assets in the Dominican Republic, Honduras, and Puerto Rico stood out, helping offset weaker dynamics in other geographies. The reduction in concrete volumes is largely explained by the transformation of the business model in Panama, where the plants and mixer fleet are now operated by strategic partners, while Cementos Argos ensures the cement supply.

The company maintains a disciplined, efficient operation and a robust financial position, allowing it to remain focused on capturing growth opportunities in its key markets and generating sustainable value for shareholders, as demonstrated by the successful execution of its SPRINT program.

I now invite you to move to the energy business results on slide 11.

Celsia

Celsia - Qualitative Slide

Celsia began 2025 with relevant news for the country's energy transition. During the quarter, the company advanced the construction of Carreto, its first wind farm in Colombia, with installed capacity of 9.6 MW. This project, located in the municipality of Juan de Acosta, Atlántico, features wind turbines nearly 200 meters high that will harness the region's wind resources to deliver clean energy to the National Interconnected System. As of today, the first turbine has been erected and installation of the second is underway. Once operational, Carreto will contribute approximately 30 GWh per year, reaffirming the commitment of Celsia and Grupo Argos to diversifying the energy matrix through renewable sources.

In addition, the company recently announced the acquisition of a 675 MW portfolio of utility-scale solar and wind projects acquired from Mainstream Renewable Power. This portfolio includes projects that could allow Celsia to double its development pipeline. The most advanced is the 100 MW Andromeda solar park, located in the department of Sucre, which already has an environmental license and will be connected to the Toluviejo substation, owned by Caoba, Celsia's transmission platform. This integration represents a relevant competitive advantage by ensuring grid connection availability, one of the main bottlenecks in renewable project development in the country.

At the close of March, Celsia's operating solar portfolio reached 475 MWp, including installed capacity in the C2Energia, Laurel, and Central America platforms. In addition, the company has 284 MWp under construction and 376 MWp in early development stages, which will allow it to exceed 1 GW of operating solar capacity by 2027, decisively advancing its growth roadmap in clean energy.

The company also advanced the strategic objectives of its EnergizarC program, an initiative designed to create value for all its shareholders, including Grupo Argos. On the debt reduction front, cash recoveries of more than COP 160 billion were achieved during the quarter, closing with consolidated net debt of COP 5.7 trillion and maintaining the target of reaching COP 3.85 trillion by year-end 2025.

Efficiency initiatives allowed the recovery of an EBITDA margin above 32%, and 538 new actions were identified that project savings of COP 165 billion by 2026. In parallel, progress is being made in transforming the energy efficiency and internet businesses into independent companies, as a prior step to attracting strategic partners that can accelerate their growth. Finally, in its Peru platform, the company continues discussions with international investors to undertake commitments of up to USD 300 million, which would strengthen its expansion under the asset manager model.

Celsia - Results Slide

On the financial front for the quarter, consolidated revenues grew 6% to COP 1.45 trillion, while EBITDA rose 45% to COP 472 billion, recovering a 32.5% margin, mainly thanks to lower generation costs relative to the El Niño conditions of 2024. In turn, net income for the quarter was COP 108 billion, up 264% year over year.

From an operational standpoint, generation in Colombia reached 1,368 GWh, up 42%, driven by favorable hydrology. In commercialization, 967 GWh were delivered.

As for the platforms, C2Energia's growth in solar generation stands out, delivering 132 GWh and increasing generation by 5%; Laurel's consolidation with 136 photovoltaic systems; and the appreciation of Caoba, which reached assets of COP 2.6 trillion and quarterly EBITDA above COP 82 billion.

Odinsa

Odinsa - Qualitative Slide

Let us now move to Odinsa's results on slide 13.

In 2025, Odinsa continues to consolidate its evolution as an investment platform in road and airport concessions together with Macquarie Asset Management, and during this first quarter it reported relevant progress both operationally and financially.

On the road front, in partnership with the Government of Antioquia, the main bridge of the Jose Maria Cordova Airport interchange was opened in March, reaching 80% overall construction progress just one year after the start of works. This commissioning improves mobility for more than 40,000 vehicles per day accessing the airport terminal, through a direct connection with the Túnel de Oriente, while work continues on the remaining sections of the project.

On the airport platform, El Dorado International Airport was once again recognized by Skytrax as the best airport in South America, an award that adds to the Platinum Award for Operational Excellence granted by Cirium in 2025. The terminal continues to consolidate itself as Latin America's leading air connectivity hub, surpassing airports such as Mexico City and Sao Paulo in passenger traffic, which reinforces both its strategic importance and the need to expand its capacity. In that regard, after submitting the feasibility study last October for the El Dorado Max project, which seeks to expand capacity to 70 million passengers per year with an estimated investment of COP 13 trillion, the grantor - the National Infrastructure Agency - hired a consortium of expert firms to evaluate the project. In addition, the public hearing for socialization held in April was completed successfully.

This commitment to airport infrastructure development in Colombia is complemented by the New Cartagena Airport private initiative, currently in the feasibility evaluation phase. This project contemplates the construction of a new air terminal with initial capacity for 11 million passengers and an estimated investment of COP 6 trillion, designed to serve the growing tourism potential of the Caribbean region. Strategically located between Cartagena and Barranquilla, this airport seeks to become a key node of national and international connectivity for the country.

Odinsa - Results Slide

In terms of financial results, Odinsa recorded consolidated revenues of COP 131 billion, of which COP 114 billion correspond to the equity method of the Private Equity Fund, which reflects the valuation of the different assets owned by the Fund, as well as dividends declared at the March shareholders' meetings. Consolidated EBITDA stood at COP 109 billion, and consolidated net income reached COP 99 billion.

Turning to the company's operating results on slide 14, the road platform closed the quarter with average daily traffic of 110,000 vehicles, representing 3% growth versus the same period of the previous year. Standout increases in average daily traffic were recorded by Pacifico 2, up 10%; Malla Vial del Meta, up 8%; and Autopistas del Cafe, up 3%. Traffic at the Tunel de Oriente, meanwhile, showed a slight 2% decline, attributable to ongoing construction works, whose partial commissioning, such as the recently opened interchange, should translate into mobility improvements in the short term.

On the airport platform, whose figures are shown on slide 15, total passenger traffic during the quarter was 12.1 million, of which 10.9 million correspond to El Dorado International Airport. This figure represents a slight 3% decrease versus the first quarter of 2024, mainly explained by slower domestic traffic.

Pactia - Results Slide

In the real estate rental business, gross effective income for the quarter was COP 116 billion, down 4% year over year, while EBITDA stood at COP 63 billion, down 5% versus the same period of 2024. However, when analyzing performance on a same-asset basis for the full year, gross effective income, net operating income, and EBITDA all grew 4% versus the prior year.

During the quarter, 38,000 square meters of leases were renewed and 16,000 square meters of new leases were signed. At the close of the period, occupancy in the non-hotel portfolio was 91%, down 333 basis points versus the previous quarter. By segment, retail led gross effective income growth with a 10% year-over-year increase, followed by offices, up 5%. In retail, sales per square meter grew 7% and foot traffic in shopping centers increased 1% versus the first quarter of 2024.

Urban Development Business (UDB) Slide

Turning to the Urban Development Business, on slide 17, the first quarter of 2025 showed negative figures, mainly explained by the early accrual of property tax, which must be recognized from the first day of the year even though payment does not necessarily occur during this period. Quarterly revenues correspond to dividends from the Calablanca hotel and revenues received from contractual clauses in previous projects.

In cash flow terms, the business recorded revenues of COP 28 billion, although net cash flow was negative due to the same effect mentioned above. Nevertheless, the outlook for the year is positive, and we expect to be able to communicate new transactions in progress to the market, allowing 2025 net cash flow to equal or exceed that of 2024.

Consolidated Debt Slide

Let us now move to slide 19 to review the evolution of consolidated leverage.

In this regard, with the cash proceeds from the U.S. divestment, the company's consolidated net debt in February 2025 is negative; in other words, the company now has more cash than debt, which clearly demonstrates the strength and financial flexibility with which Grupo Empresarial Argos is equipped to execute its strategy going forward.

Grupo Argos Separate Debt Slide

Grupo Argos' separate net debt, detailed on slide 21, closed the quarter at COP 1.4 trillion, an increase compared to the same quarter of the previous year, mainly due to the cash disbursed for the joint tender offer for Grupo Nutresa shares, which had been contemplated within that transaction.

Despite the increase in net debt due to lower cash balances, Grupo Argos maintains a healthy net debt-to-EBITDA ratio, which provides financial flexibility, closing the quarter at 2.0x.

Sustainability

As part of Grupo Argos' and its businesses' commitment to generating value for all stakeholders, we are pleased to report that during the quarter El Dorado International Airport, an Odinsa concession, became the first infrastructure asset in Colombia and the first airport in the country to obtain Blue Dot Network certification, an initiative backed by the OECD and the G7 that promotes international standards in sustainability, transparency, and governance in order to attract long-term investment.

This recognition positions El Dorado as a benchmark for sustainable infrastructure in Latin America and allows access to concessional financing mechanisms, blended finance, and climate funds such as the GCF and the CIF, strengthening its leverage capacity before institutional and multilateral investors. This is a milestone that reaffirms Grupo Argos' commitment to developing infrastructure aligned with global standards and with a positive impact for the country.

Closing

Before closing, we would like to highlight that, in this new phase of simplification and specialization in infrastructure following the divestment of cross-shareholdings, the company is in a very strong position to continue its track record of profitable growth. Evidence of this strength is the recent confirmation, in May, of the AAA rating - the highest on the local scale - by BRC Ratings - S&P; Global, both for Grupo Argos as issuer and for its ordinary bond program. In addition, the rating agency reaffirmed the BRC 1+ rating for its commercial paper, the highest level for short-term debt.

This decision confirms the company's structural strength, the strategic consistency in managing a profitable and sustainable infrastructure portfolio, and the robustness of the fundamentals supporting its businesses. In its new phase of specialization, Grupo Argos will continue doing what it does best: connecting its investors with unique and hard-to-replicate assets in infrastructure and construction materials in high-growth markets.

The businesses in which the company participates have structural competitive advantages that offer significant medium- and long-term value creation potential. In cement, the company is the market leader in Colombia, with a footprint and a brand whose recognition competes with the country's most valued consumer goods; today, it is the seventh most remembered brand across all sectors. In addition, with cement consumption in Colombia at around 250 kg per capita, below the regional average of 300 kg and far below the global average of 500 kg, there is clear room for structural demand growth in our main market.

In energy, through Celsia, the Group operates the largest private integrated energy platform in Colombia, with more than 70% of its matrix coming from renewable sources and more than 1 GW of installed capacity. The company has built a leadership position in solar energy in Colombia, with more than 300 MW and a pipeline that will quadruple that capacity by 2027. Per capita electricity consumption in the country remains approximately one quarter of the OECD average, representing an evident opportunity for sector expansion and an accelerated energy transition.

In concessions, Odinsa manages the highest-passenger-traffic airport in Latin America and has a private initiative filed for its expansion. It also manages another of the region's most strategic air terminals. These assets are essential to capture air traffic growth in a market of more than 650 million people, where demand for air connectivity and the entry of new airlines are among the most promising in the world.

Meanwhile, our real estate business will continue to move forward with tourism projects in Baru and real estate developments in Barranquilla and its metropolitan area, two urban areas in the Colombian Caribbean with the best prospects for continued expansion in the coming years.

These fundamentals, supported by the company's talent and human capital, together with disciplined and strategic management across all our businesses, reinforce Grupo Argos' position as a specialized platform with a proven capacity to generate value for all its shareholders.

CAROLINA ARANGO (Q&A;)

I would like to remind everyone that you may submit your questions through the Q&A; section enabled on the Zoom platform.