QUARTERLY EARNINGS CALL

4Q2024 GRUPO ARGOS
February 2025

JUAN ESTEBAN MEJÍA (Opening remarks)

Good morning, everyone, and thank you for joining us today. This conference call will be devoted to presenting Grupo Argos' financial results as of the close of the fourth quarter of 2024.

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

I would like to remind you that all quarterly 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 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, Juan Esteban, and good morning to everyone. I would like to extend my special thanks to all of you for joining us today.

As of year-end 2024, our businesses continued to deliver solid operating results, which is reflected in the positive figures for Grupo Argos that we will share next.

However, before presenting the summary of the Company's financial statements, we would like to provide an update on the progress of the spin-off agreement aimed at ending the cross-shareholdings with Grupo Sura.

Teseo Slide

On January 30, Grupo Argos' Board of Directors requested that the President call an extraordinary Shareholders' Meeting to be held on March 27, at which shareholders will consider the partial spin-off by absorption through which Grupo Argos shareholders will receive a direct stake in Grupo Sura while maintaining their current shareholding in Grupo Argos, and Grupo Sura shareholders will receive a direct stake in Grupo Argos while maintaining their shareholding in Grupo Sura.

After the transaction is submitted to the shareholders' meetings of Grupo Argos, Cementos Argos, and Grupo Sura, the corresponding governmental authorizations will also be processed, including those to be granted by Colombia's Financial Superintendency.

We would like to emphasize that this transaction will allow Grupo Argos to focus and specialize in infrastructure and construction materials, while Grupo Sura will consolidate its strategy in financial services, in line with the business plans previously announced to the market by both companies. In turn, Cementos Argos shareholders, a company that joined the agreement in order to dispose of its investment in Grupo Sura, will hold a share focused exclusively on the construction materials sector upon completion of the transaction, while also gaining direct exposure to both Grupo Sura and Grupo Argos.

Accordingly, this transaction represents a key milestone that will foster the creation of a virtuous circle benefiting the companies, their shareholders, and the country's capital markets, opening a new chapter for Grupo Argos, within which, as has been the case for decades, the Company will continue its track record of profitable growth.

There is no doubt that the greater focus on the infrastructure sector, driven by the end of the cross-shareholdings and supported by capabilities developed over more than 90 years, will allow Grupo Argos to continue deepening and expanding its reach in the structuring, operation, and management of regional infrastructure platforms, supported by an ambitious plan already underway with projects totaling more than COP 40 trillion in the medium term. Highlights include:

- Cementos Argos will have a historic opportunity following the Summit divestment, which implied a cash inflow of nearly COP 12 trillion after closing on February 10.
- Odinsa is advancing on a project portfolio in Colombia that includes the expansion of El Dorado Airport through El Dorado Max, the New Cartagena Airport, the expansion of Túnel de Oriente in Antioquia, Conexión Centro in the Coffee Region, Perimetral de la Sabana in Cundinamarca, among others. If awarded, these projects would represent more than COP 20 trillion in investment in the country.
- Celsia will continue executing its expansion in non-conventional renewable energy, with more than 1,000 MW of solar energy in Colombia and more than 200 MW of wind energy in Peru, while also starting wind projects in Colombia such as the Carreto wind farm in Atlántico.
- Meanwhile, the real estate business will continue advancing tourism projects in Barú and real estate developments in Barranquilla and its metropolitan area.

It is also worth noting that BRC Ratings - S&P; Global reaffirmed Grupo Argos' AAA issuer rating following the execution of the spin-off by absorption agreement with Sura. This reaffirmation highlights Grupo Argos' robust capital structure, the favorable outlook for its businesses, and the benefits of the announced transaction to end the cross-shareholdings with Grupo Sura.

Our message to all shareholders is clear: you can be fully confident that Grupo Argos' future, once this transaction is executed, is even stronger and more promising.

Timeline Slide

As I mentioned a moment ago, this decision will be submitted for approval by the Company's shareholders on March 27. Thereafter, the corresponding regulatory approvals will be pursued in order to move forward with the spin-off, and we estimate that this transaction could be completed by the end of 2025 or the beginning of 2026.

Portfolio Slide

Grupo Argos' portfolio has already undergone a significant transformation as a result of its most recent transactions, concentrating on infrastructure - a transition that will culminate in 100% specialization once the Company ceases to be a shareholder in Grupo Sura.

The slide shows how Grupo Argos' investment portfolio has evolved over the past 12 months.

Taking as reference the book values of our unlisted investments - such as Odinsa, the Urban Development Business, Pactia, and others - and the stock market prices on the Colombian Stock Exchange of our listed investments (Celsia, Cementos Argos, Grupo Sura, Sociedad Portafolio, and previously Nutresa), we observe that, compared to year-end 2023, Grupo Argos' portfolio appreciated by COP 4.3 trillion, reaching COP 21.1 trillion. This increase is supported by the completion of strategic transactions and the strong operating performance of our businesses.

Meanwhile, the divestment from Grupo Nutresa and the transactions carried out in our infrastructure investments have allowed this segment to grow to represent more than two-thirds of the Company's portfolio, thereby consolidating the strategic path defined for its specialization in the infrastructure sector.

Closing of Summit Share Sale Slide

On February 10, Cementos Argos confirmed the definitive closing of the sale of Summit Materials to Quikrete Holdings.

This new step is rooted in the entrepreneurial spirit that led the Company to begin exports to North America in the 1950s, the decision to directly operate assets in the United States starting in 2005, and the strategic focus, perseverance, and conviction deployed over nearly 20 years to invest the capital and human talent necessary to integrate and consolidate our cement and concrete businesses in that geography.

Throughout that presence, we brought our Green Light to landmark projects such as the Mercedes-Benz Stadium of the Atlanta Falcons in Georgia, the Coca-Cola plant in Houston, Texas, Universal Studios' Volcano Bay water park in Orlando, and we supplied our products and solutions to projects for FedEx, Facebook, Amazon, and Disney operations centers, among many others, proudly representing Argos and Colombia in the United States.

The acquisition offer made by Quikrete and accepted by Summit shareholders amounted to USD 52.5 per share. Therefore, the sale of the nearly 55 million Summit shares held by Cementos Argos represented cash proceeds of approximately USD 2.875 billion. That amount reflects the monetization of the U.S. investment at a value per Cementos Argos share of around COP 10,000, above the stock price at the time of the announcement, and approximately COP 8,500 per Grupo Argos share.

As a result of this transaction, Cementos Argos' Board of Directors has begun an exhaustive review to determine the optimal use of the proceeds within a range of opportunities that will allow it to continue building the history of growth and value creation that has made it the largest Colombian investor in the world's largest economy.

As the main shareholder of Cementos Argos, Grupo Argos views the reinvestment of these resources - which today represent the most valuable asset managed by this holding company - as a priority. Therefore, we are working actively 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 perspective that does not rule out any alternative that could complement its geographic footprint.

Market Performance

This year of transformational transactions has been accompanied by outstanding performance across all listed securities of the Grupo Empresarial Argos.

During 2024, Grupo Argos' preferred share price rose 82% and its ordinary share rose 66%, while Cementos Argos' ordinary share grew 67% and Celsia's share rose 24%. These increases significantly outperformed the MSCI COLCAP, which rose 15% during the same period.

These results reflect not only the solid operating performance of our businesses and the strategic milestones described earlier, but also a conscious and determined effort to generate and transfer value to our shareholders. Among these initiatives, the continuity of the Grupo Empresarial Argos share repurchase program stands out, given that the shares still trade below their fundamental value, which has led us to execute more than USD 150 million on a consolidated basis since the program began in 2023, along with the successful SPRINT program at Cementos Argos.

Committed to closing the gap between the fundamental value of our shares and their market valuation, we will continue doing everything within our reach to maximize the opportunities brought by this new phase of simplification and specialization.

Consolidated Slide

In the consolidated results, the Company recorded outstanding figures as a result of transformational transactions such as the combination of assets between Argos USA and Summit Materials, which generated a gain of COP 5.3 trillion for the Company, and the agreement to divest Grupo Argos' and Grupo Sura's stake in Grupo Nutresa, which enabled the Company to obtain greater economic rights in Grupo Sura and a net gain of COP 2.6 trillion from those transactions.

This, together with the positive performance of our businesses that we have just reviewed, resulted in Grupo Argos closing the year with consolidated revenues of COP 15.2 trillion and EBITDA of COP 5.1 trillion, up 28% versus the previous year. Net income closed at COP 7.6 trillion and controlling interest net income at COP 4.5 trillion.

Separate Slide

Along the same lines, the separate financial statements showed that annual revenues closed at COP 3.5 trillion, EBITDA at COP 3.2 trillion, and net income at COP 2.5 trillion, all figures doubling or tripling those recorded in 2023.

Cementos Argos

Cementos Argos - Qualitative

I now invite you to move to slide 11 to review the results of our businesses.

Cementos Argos closed the year with results that reflect the Company's financial strength and the disciplined execution of a profitability-focused strategy. Even with a 0.3% decline in consolidated revenues, which reached COP 5.3 trillion in 2024, the Company achieved a 2% increase in EBITDA, reaching COP 1.1 trillion, and consolidated net income which, as a result of the Argos USA - Summit Materials combination and strong operating performance, closed at COP 5.6 trillion. The focus on operating efficiency enabled the optimization of logistics and operating costs, strengthening margins in key markets and driving EBITDA margin growth to 21% at year-end.

Cementos Argos - Results

During the quarter, Cementos Argos dispatched 2.1 million tons of cement and 687 thousand cubic meters of concrete in its operations in Colombia, Central America, and the Caribbean - an 8% decline in cement and 7% growth in concrete compared to the same period of the previous year in these geographies.

In Colombia, Cementos Argos consolidated its market leadership as supplier to 80% of the country's major infrastructure projects, with market share above 30%. In 2024, dispatched volumes reached 5.349 million tons, driven by 6% growth in exports to Central America and the United States.

Although total cement dispatches in the country have slowed, mainly due to lower activity in the residential segment, it is important to highlight some early but encouraging signs of improvement relative to 2024. This rebound, together with moderating inflation and lower mortgage rates, should lead to a stabilization in cement demand in the short term and a return to an upward trend in the near future, supported by the country's macroeconomic fundamentals. Once the market begins to recover, Argos will be a more efficient and agile company, fully prepared to capitalize on expanding demand.

In Central America and the Caribbean, margins continued to strengthen thanks to the optimization of local plants and a focus on higher-profitability markets. Revenues in this region reached USD 515 million, with EBITDA of USD 127 million.

The plans implemented in recent years have demonstrated their ability to maximize value for shareholders, including Grupo Argos. The Company has achieved efficiencies throughout its value chain, improved profitability, and advanced in narrowing the gap between intrinsic value and the market price of its shares. Cementos Argos will continue to develop initiatives to strengthen its appeal among global investors, gain market share, and further reinforce its ability to create value.

Celsia

Celsia - Qualitative

I now invite you to move to the energy business results on slide 12.

Celsia closed 2024 with financial results that reflect its adaptability. Consolidated revenues reached COP 6.8 trillion, up 9%, driven by diversification in its power generation sources and operating stability in its transmission and distribution assets.

During the intense El Niño event, which in Colombia implied a reduction in water inflows of more than 50% during the first half of 2024 and volatility in inflows in the second half of the year, the Company managed to honor all of its power generation contracts and serve residential and industrial customers without interruption, thanks to a strong contracting policy backed by a reliable and balanced generation portfolio.

Celsia's EBITDA for the year amounted to COP 1.5 trillion, down 19% year over year due to the climatic situation - a figure we expect to recover in 2025 as hydrological conditions normalize. Controlling interest net income reached COP 222 billion, up 15%.

Among the main milestones of 2024, Celsia started construction of its first wind farm in Colombia, Carreto, located in Atlántico, with 9.9 MW of capacity, which will begin operations in 2025. This project demonstrates the potential of wind resources in regions beyond La Guajira and reinforces the Company's commitment to the development of renewable energy in the country. In addition, the Company entered Peru through the acquisition of two wind projects and a small hydropower plant, in line with its regional expansion strategy in stable markets with strong development potential.

2024 was also a year in which Celsia continued to consolidate its leadership in solar energy, reaching installed generation capacity of more than 400 MW through its operations in Colombia, Panama, and Honduras. During the year, three new solar farms were added and construction advanced on more than 300 additional MW to enter operation in 2025. The arrival of technologies such as battery energy storage represents a significant step forward in the stability and optimization of solar farms, and we therefore highlight the start-up of the first system of this kind in Colombia at Celsia Solar Palmira 2, improving supply efficiency and opening a new window of profitable growth for the Company.

Celsia - Results

In the fourth quarter, Celsia's consolidated revenues totaled COP 2.1 trillion, representing 27% growth compared to the same period in 2023. Consolidated EBITDA was COP 355 billion, down 19%.

These results were driven by a 39% increase in generation revenues versus the same quarter of the previous year, supported by positive deviations in the Reliability Charge totaling COP 204 billion, an effect of climate variability at year-end. In addition, there was an increase in energy sales, both in the spot market and under contracts, with a higher average commercialization price.

Within other operating services, revenues reached COP 292 billion, 110% above the fourth quarter of 2023, due to higher asset sales under the BOT contract signed with the Caoba and Laurel investment platforms.

Regarding EBITDA, the Company provisioned part of its receivables with Air-e, which impacted results by COP 21 billion. Celsia continues to actively assess the best alternative to secure payment of these obligations in its favor.

Odinsa

Odinsa - Qualitative

Let us now move to Odinsa's results on slide 15.

In 2024, Odinsa Airports handled nearly 52 million passengers during the year, around 47 million of them through El Dorado Airport, whose traffic grew 15% and reached its maximum operating capacity, consolidating its position as the main connection hub in Latin America with the highest passenger traffic, surpassing airports such as Mexico City and São Paulo. The extraordinary operating performance of this asset, which today handles around 70% of Colombia's air traffic, reflects its importance for the country's and the region's connectivity.

This exceptional performance made clear the need to expand the capacity of Colombia's main air terminal, which is why the Company advanced by submitting the feasibility package for the El Dorado Max project, which seeks to expand the airport's capacity to more than 60 million passengers per year, with an investment close to COP 13 trillion and whose public tender should take place in the medium term.

Meanwhile, Odinsa Roads recorded average daily traffic of 108,000 vehicles for full-year 2024, with three of its assets posting growth above GDP. Autopistas del Café and Túnel de Oriente each handled 13.8 million vehicles, up 5% and 1% versus 2023, respectively. Pacífico 2 reached 2.8 million vehicles, up 6%, while Malla Vial del Meta recorded 9 million vehicles, up 3% year over year.

Likewise, construction of the second phase of Túnel de Oriente in Antioquia is progressing on schedule. This fully dual-carriageway infrastructure will expand the country's connectivity and productivity with an investment of more than COP 2.0 trillion that will not only strengthen regional road infrastructure but also generate more than 2,000 direct jobs during construction.

Odinsa - Results

Turning to the Company's operating results on slide 17, the roads platform closed the quarter with average daily traffic of 116 thousand vehicles, up 6% compared to the same period of the previous year. Concession revenues in the platform grew 13% versus the same period of the previous year, while quarterly EBITDA totaled COP 145 billion.

Expected IRR for Autopistas del Café closed the quarter at 22%; for Túnel de Oriente at 18%, including the expansion; for Concesión La Pintada at 15%; and for Malla Vial del Meta at 11%.

In airports, whose figures are detailed on slide 17, passenger traffic during the quarter reached 14 million, up 6%.

During this period, OPAIN delivered distributions to its shareholders totaling COP 333 billion, of which COP 217 billion corresponded to the private equity fund managed by Odinsa. These were, in turn, passed on to the fund's investors (Odinsa owns 50%) through return of contributions, strengthening the Company's cash position.

This transaction impacted this segment's income statement because OPAIN's distribution reduces the valuation of that asset within the private equity fund, as it is a finite-life asset. This reduction in valuation negatively affects the fund's net income, which is in turn incorporated into Odinsa's income statement through the equity method.

Pactia - Results

In the real estate rental business, effective gross income was COP 95 billion, down 19% year over year, and quarterly EBITDA was COP 34 billion, down 44% year over year.

During the quarter, Pactia completed the total divestment of 103,000 m² of GLA represented by three assets, for which it received COP 353 billion in cash, although it recorded an accounting loss of COP 27 billion.

After adjusting for divestments, effective gross income and EBITDA grew 5% and 1%, respectively. On a same-asset basis for the full year, NOI and EBITDA grew 8% and 10% versus 2023.

In total, 179 thousand m² of contracts were renewed and 65 thousand m² of new contracts were signed during 2024. At the end of the period, the fund closed with non-hotel portfolio occupancy of 94.2%, down 296 basis points from the same period of 2023 and down 294 basis points versus the previous quarter.

Compared with the fourth quarter of 2023, the retail sector recorded the strongest growth in effective gross income, with an 11% increase versus the same period of the previous year, followed by the office and logistics sectors. In retail, Gran Plaza Ipiales, Florencia, and San Antonio stood out with increases of more than 18% in effective gross income versus the same quarter of the previous year. At the portfolio level, tenant sales per square meter and traffic in shopping centers grew 10% and 1%, respectively.

Urban Development Business

Please turn to the Urban Development Business figures on slide 19.

Quarterly cash flow from the Urban Development Business was COP 40 billion, and we closed 2024 with net cash flow of COP 61 billion - lower than observed in 2023 but stable versus the average of the last five years.

Regarding sales recorded, 7 lots in Barranquilla and 1 in Puerto Colombia were sold during the quarter, completing 14 lots sold during the year in the metropolitan area. We also sold more than 100 hectares of rural land, which together with prior-period sales represent annual savings of COP 1.6 billion for Grupo Argos. We highlight the divestment of all land owned by Grupo Argos in Magdalena, implying one less locality to manage and reinforcing the strategic focus on Barranquilla and Barú.

EBITDA in 2024 was negative because, in the first quarter, the business recognized an impairment on the Pavas and Barú land plots, where the urbanization cost assumption was adjusted to reflect higher construction costs. We highlight that this impairment was purely accounting-related and had no cash impact, and it will allow us to consider more potential uses for these properties.

Consolidated Debt Slide

Let us now move to slide 22 to analyze the evolution of consolidated leverage.

In this regard, net debt closed the year at COP 9.3 trillion, down 15% versus the same period of the previous year. I would like to highlight this achievement: from the peak of COP 17.0 trillion in net debt reached at the end of the first quarter of 2020, in the middle of the pandemic, the organization has managed to reduce its consolidated leverage by nearly half, deleveraging by approximately COP 8.0 trillion.

With the cash inflow from the U.S. divestment, the Company's consolidated net debt in February 2025 is negative. In other words, the Company currently has more cash than debt, which clearly demonstrates the strength and financial flexibility with which Grupo Empresarial Argos is positioned to execute its strategy going forward.

This strength in our capital structure is what allowed the Company's AAA rating to be reaffirmed following the announcement of the spin-off agreement.

Grupo Argos Separate - Separate Debt Slide

Grupo Argos' separate net debt, detailed on slide 25, closed the quarter at COP 1.3 trillion, an increase versus 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 this transaction. For this operation, the Company used COP 432 billion of its cash without resorting to additional indebtedness. Accordingly, when analyzing the Company's gross debt, we see that it increased only 7% versus the same period of 2023, from COP 1.6 trillion to COP 1.7 trillion.

Despite the increase in net debt due to lower cash, Grupo Argos maintains a healthy net debt-to-EBITDA ratio, giving it financial flexibility, and closed the half-year with this ratio at 1.7x. Despite the disbursement for the tender offer, the Company retains a solid cash position, with fixed-income investments of around COP 345 billion.

Sustainability

The results of Grupo Argos' businesses demonstrate that the generation of economic value for our shareholders is exponentially greater when it is achieved in balance with the well-being of our employees, the development of communities, the care of the environment, the growth of our suppliers, and the conscious and determined construction of the country and the region.

This business vision and management were once again recognized in February of this year with Grupo Argos' inclusion in S&P;'s 2025 Sustainability Yearbook as a result of our performance in the annual Corporate Sustainability Assessment carried out by that firm.

This recognition received by Grupo Argos was also received by our investments in the construction materials, energy, and road and airport concessions businesses. This fills us with pride and once again demonstrates that our business model creates value for all its stakeholders while aligning with the world's leading environmental, social, and corporate governance practices.

Beyond these recognitions, in 2024 this approach translated into tangible progress, such as advancement toward the organization's climate goals. On a consolidated basis, Grupo Argos has reduced its CO_2e emissions intensity per million pesos generated by 42% compared with the 2018 baseline, consolidating a positive trend and moving decisively toward its

2030 target.

JUAN ESTEBAN MEJÍA (Q&A;)

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