

Results Presentation

First quarter

May 2023

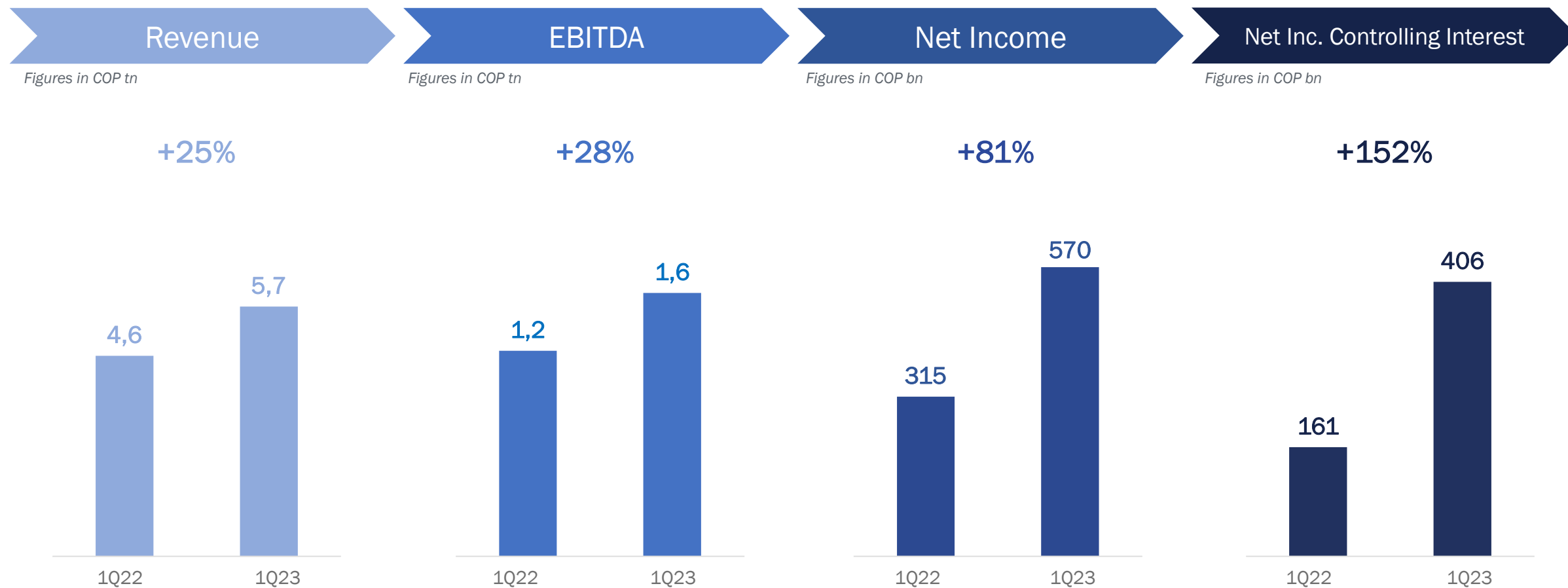
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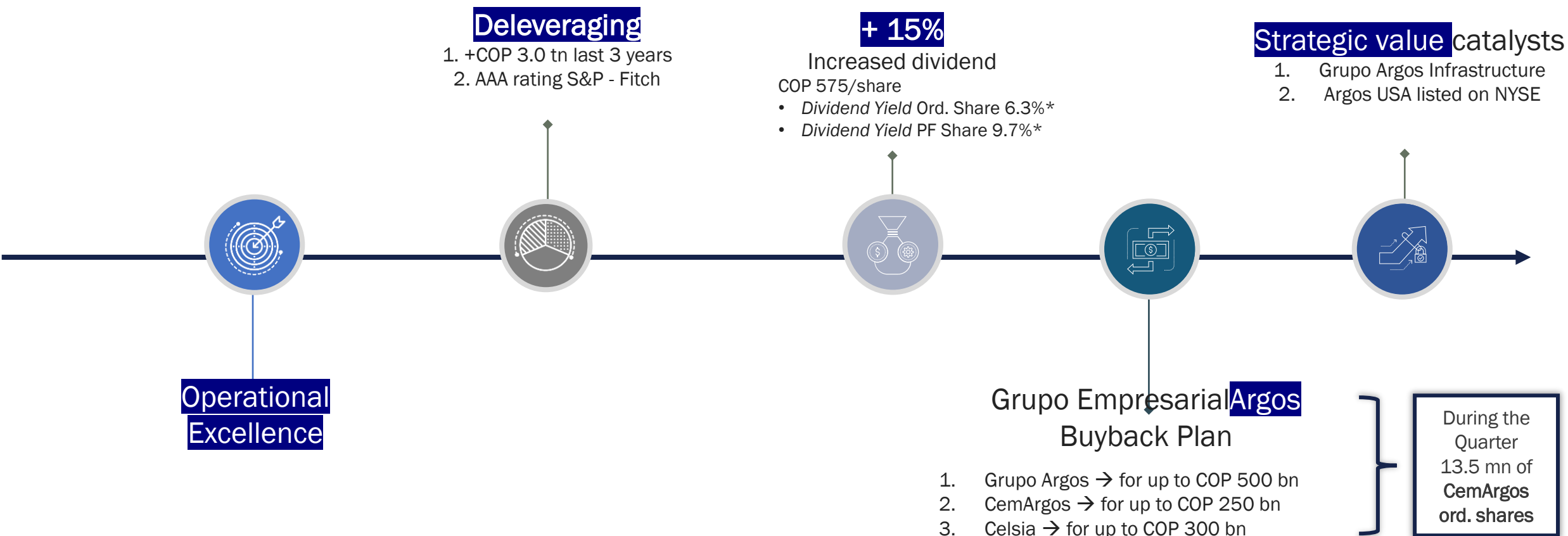
GRUPO ARGOS RESULTS 1Q2023

Double-digit growth in consolidated results for the first quarter of the year vs 2022



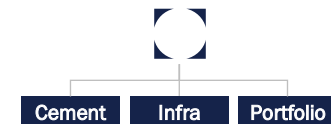
We made progress with our comprehensive plan to close the gap between price and fundamental value

Cement Infra Portfolio

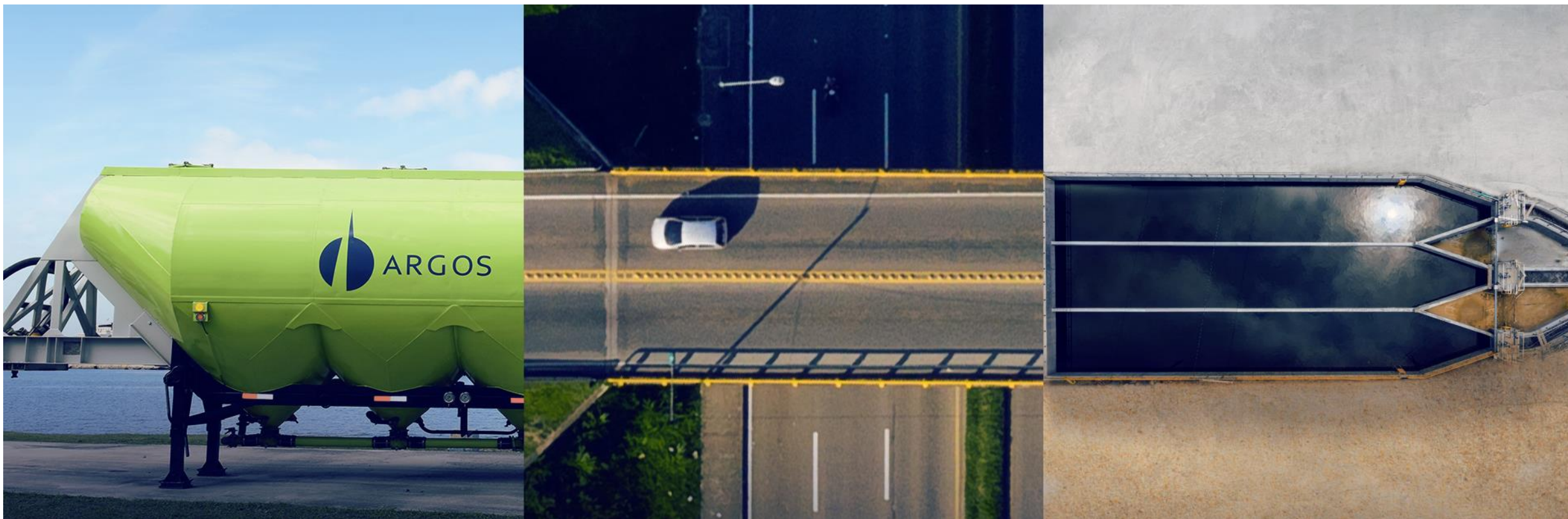


→ Celsia and Grupo Argos's General Shareholders' Meeting have approved buyback plans. Cementos Argos will seek approval this year
→ Grupo Argos's BD has already regulated the current program, which will begin implementation in May 2023

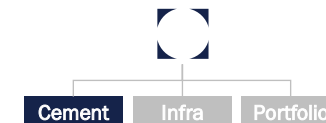
* Dividend Yield calculated as of March 31, 2023



Operating Results – Grupo Argos Businesses



CemArgos: Favorable dynamics in all 3 regions



Operating dynamics result in growth in all regions

- Consolidated revenue grows +30%, proforma EBITDA 65% and net income 249%
- Colombia +13% in Revenue and +39% in EBITDA.
- USA +22% in Revenue and +77% in EBITDA.
- Central America and the Caribbean +5% in Revenue and +2% in EBITDA.



Improvement in EBITDA margin

- EBITDA margin grows +350 basis points
- Focus on operational excellence, policies adopted to stabilize costs and optimization of clients and business segments

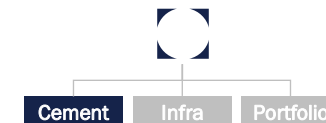


Growth of cement exports in the Colombia region

- Volumes grow 16% driven by 81% growth in exports to the United States.

GRUPO ARGOS RESULTS 1Q2023

CemArgos: 31% year over year growth in revenue and 65% in adjusted EBITDA

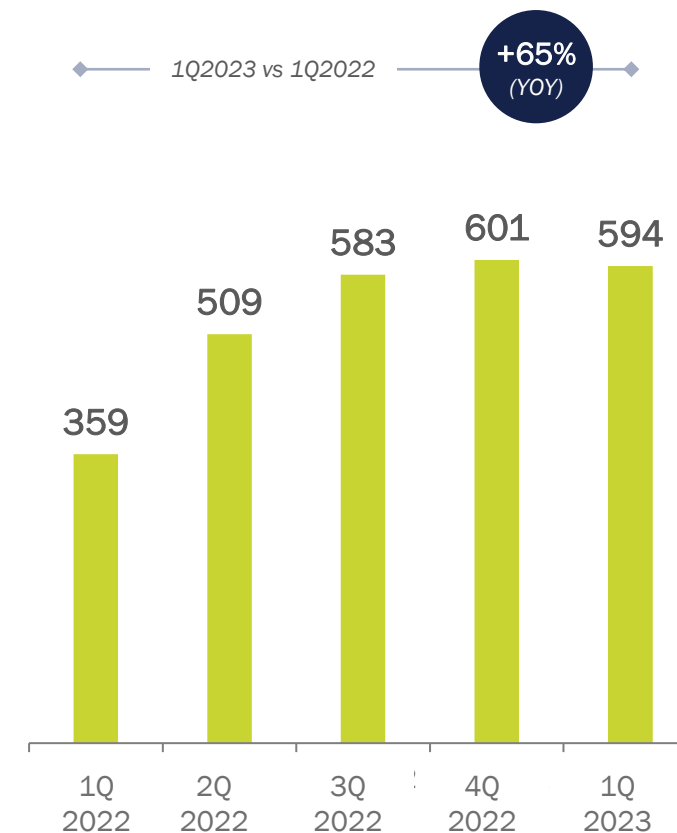
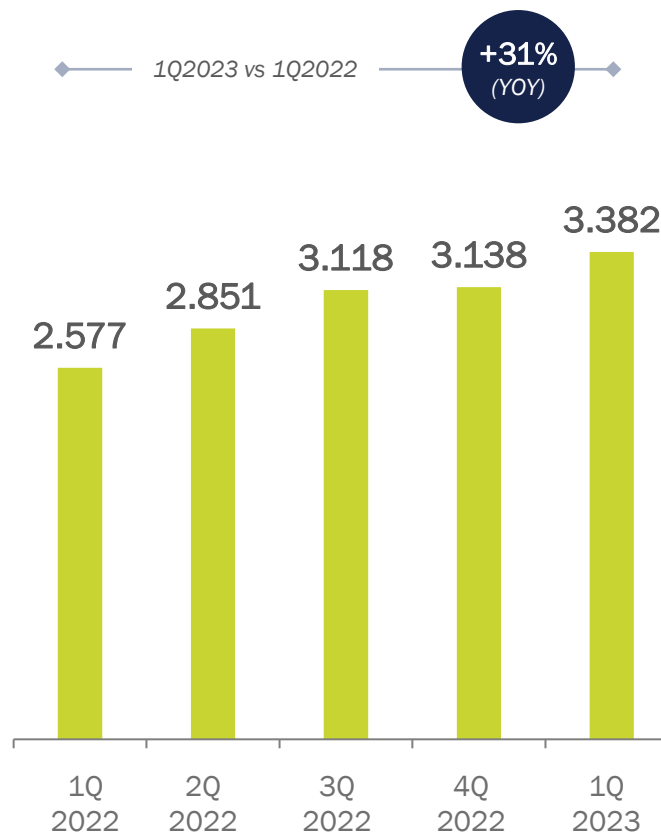
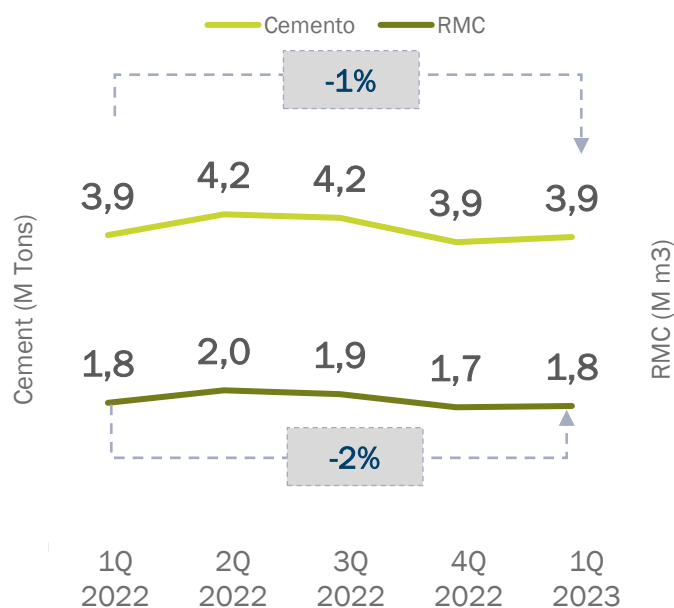
Operational ¹

Revenue

COP bn

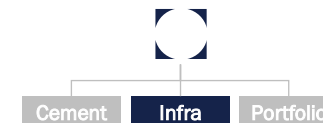
EBITDA¹

COP bn



¹ Proforma EBITDA excludes income generated in 1Q2022 from divested RMC plants in USA (COP 86 bn)

Celsia: Operational excellence and market conditions fostered extraordinary results



Sound operating results for the business

- Growth in the Generation segment is highlighted
- Consolidated revenue was COP 1.5 trillion during the first quarter, growing 15% year over year, and EBITDA closed at close to COP 514 million, growing 13%.



Share buyback plan

- The business regulated a share buyback plan for up to 300 billion pesos over the next 3 years.

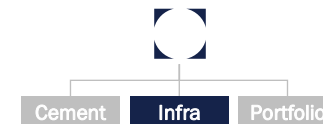


Sale of assets in Central America

- EV = USD 380 M | EqV = USD 194 M
- This transaction will improve the business's liquidity, improve ROIC by 400 bps, reduce consolidated debt by 17%, reduce financial expenses by 11%, and reduce the net debt over EBITDA indicator from 3.0x to 2.4x

GRUPO ARGOS RESULTS 1Q2023

Celsia: Company revenue grows 15% YOY



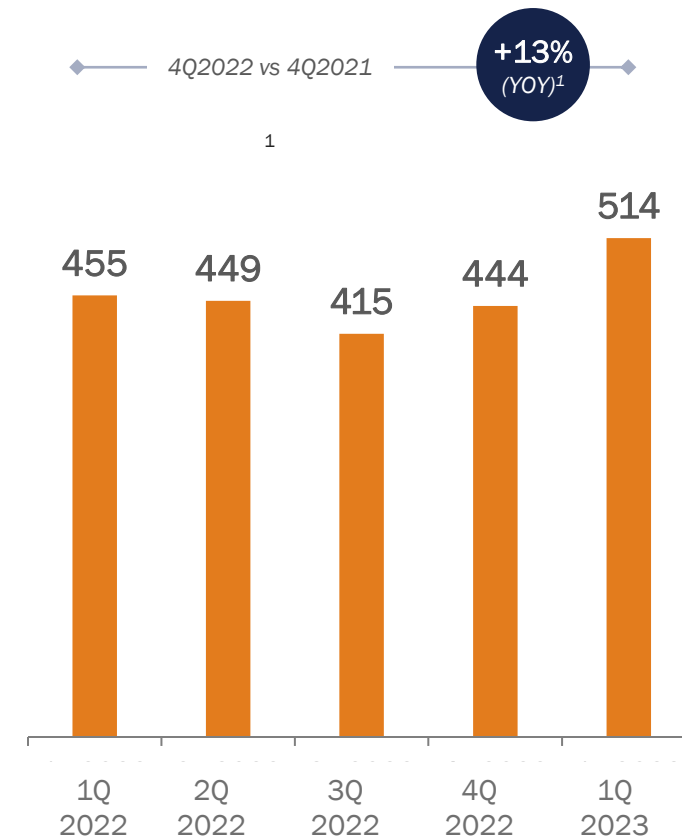
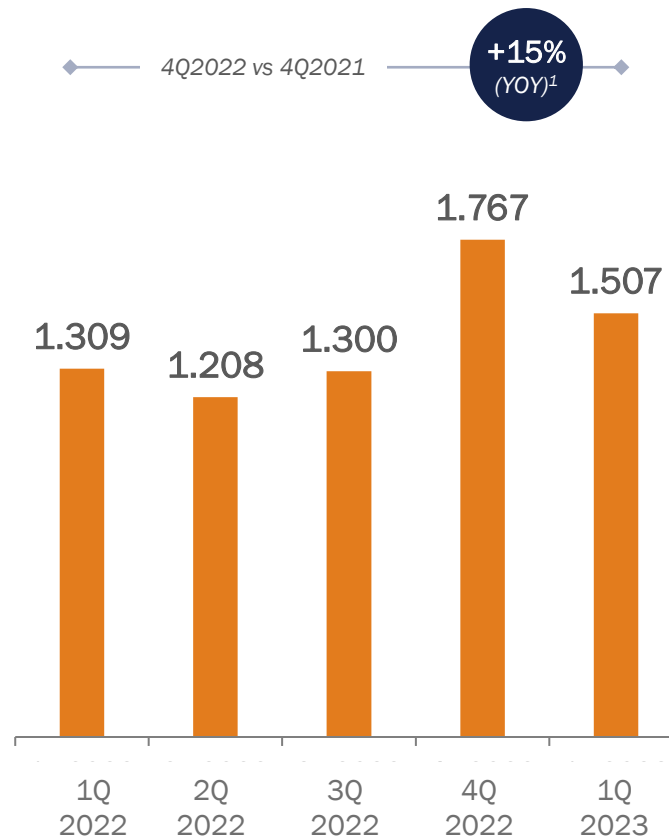
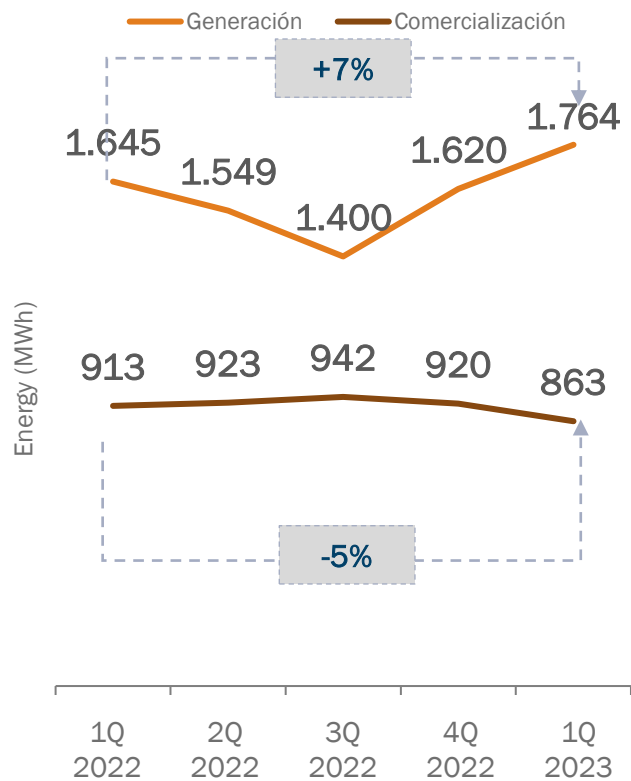
Operational

Revenue

COP bn

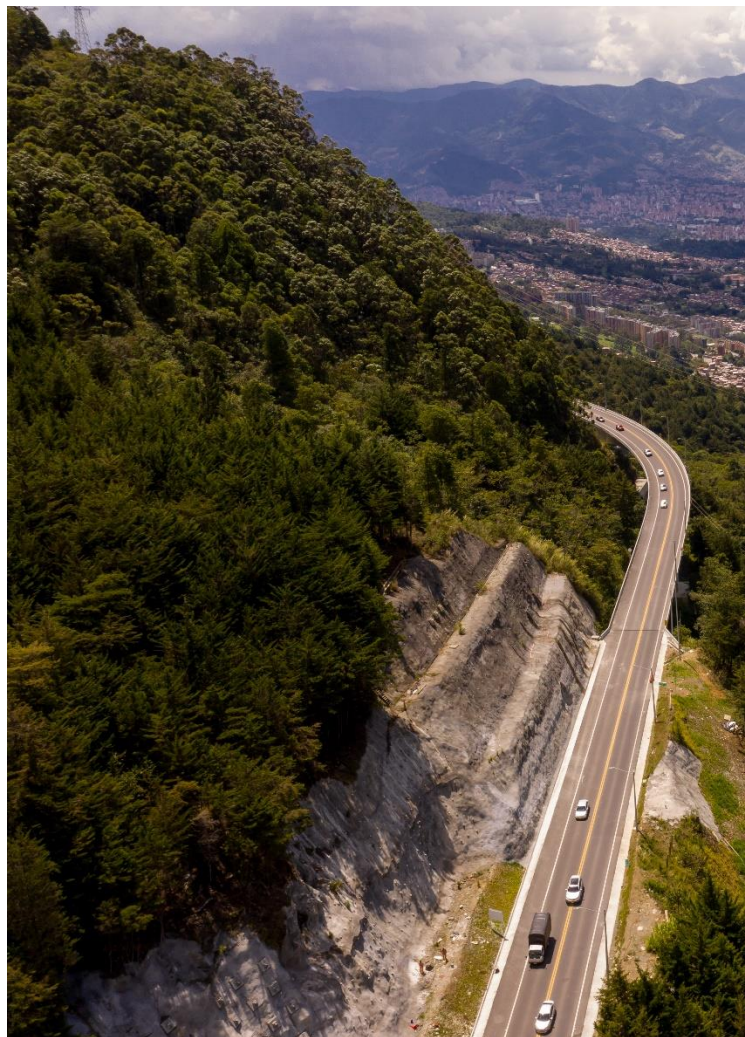
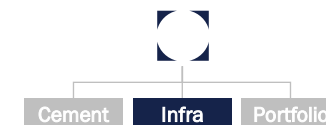
EBITDA¹

COP bn



1. Proforma EBITDA excludes the effect of contributions to the Laurel PA (COP 8.7 billion) in 2Q2022

Odinsa: Sound results as a transportation infrastructure asset manager



Outstanding operating results

- 10.4 million PAX were mobilized through airports, growing 18% compared to the previous quarter
- TPD on the roadway vertical was 108 thousand vehicles, 3% growth compared to 1Q 2022.



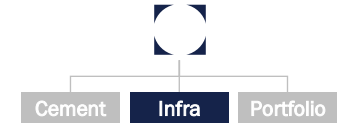
Estimated close of the airport vertical during the first semester



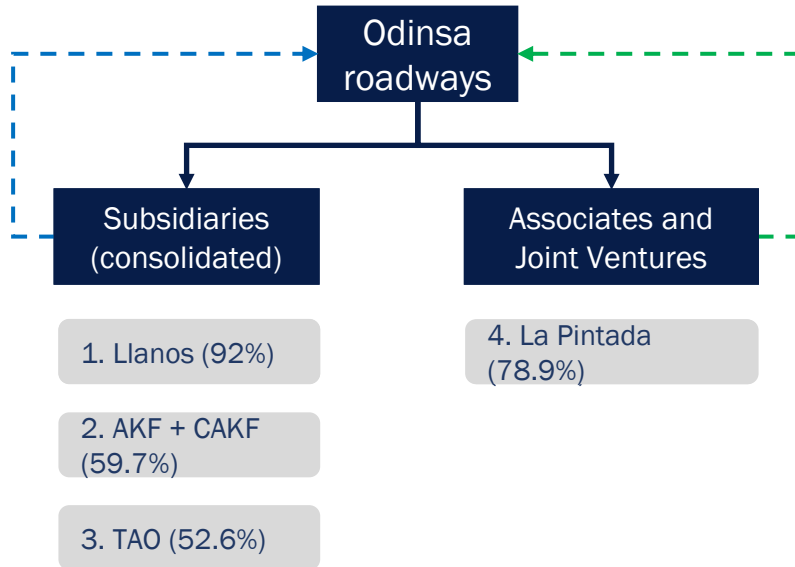
Fitch ratifies BB+ rating for Opain, and changes its Outlook to stable due the recovery in traffic evidenced by its assets

- *This rating reflects El Dorado's status as a strategic asset for Colombia. The airport has a sound traffic base and a proven track record of strong traffic performance with relatively low volatility (Source: Fitch Ratings)*

Odinsa: Accounting process before and after the roadway and airport vertical

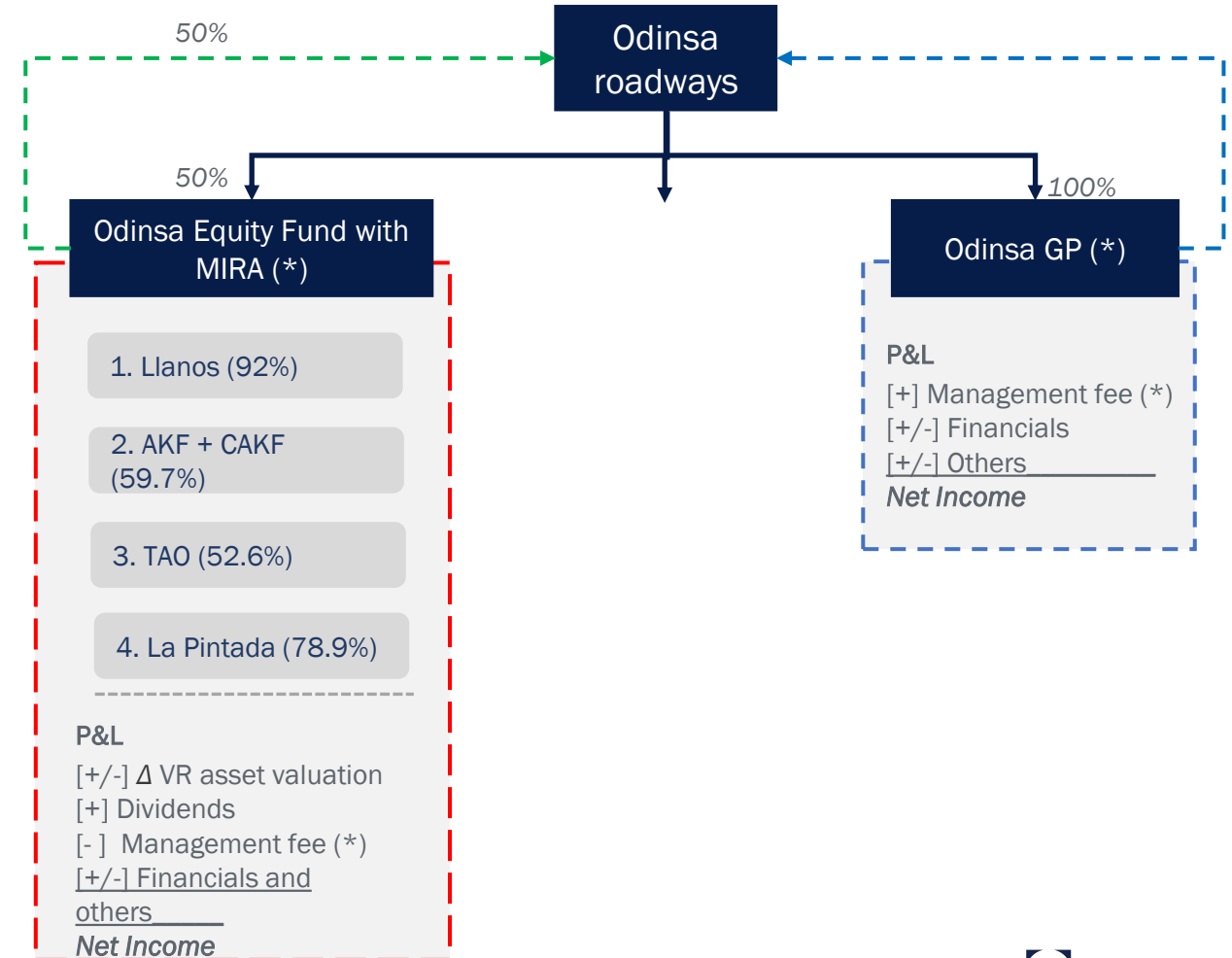


Before conclusion of the vertical



	Consolidated	Separated
--- ▶	EM	EM
--- ▶	Line by line	EM
--- ▶	EM / VR	EM / VR

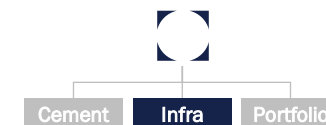
After conclusion of the vertical



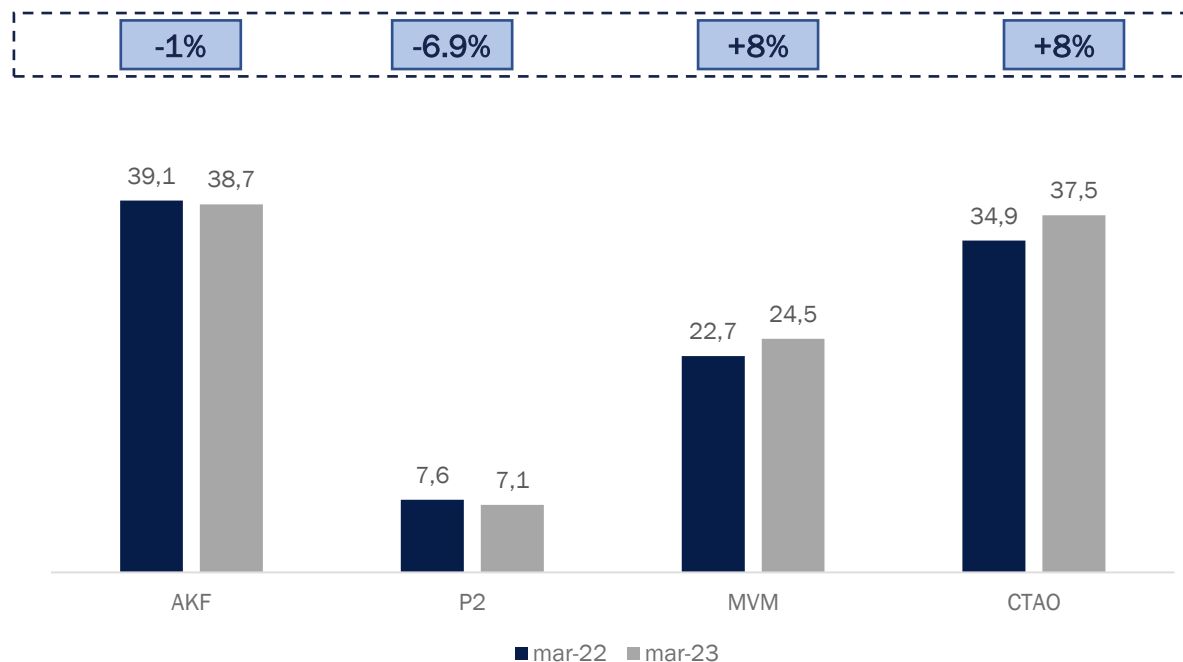
* The platform currently holds 51% MVM. It expects to receive an additional 42% from Odinsa in the short term

GRUPO ARGOS RESULTS 1Q2023

Odinsa: Sound profitability of the roadway platform

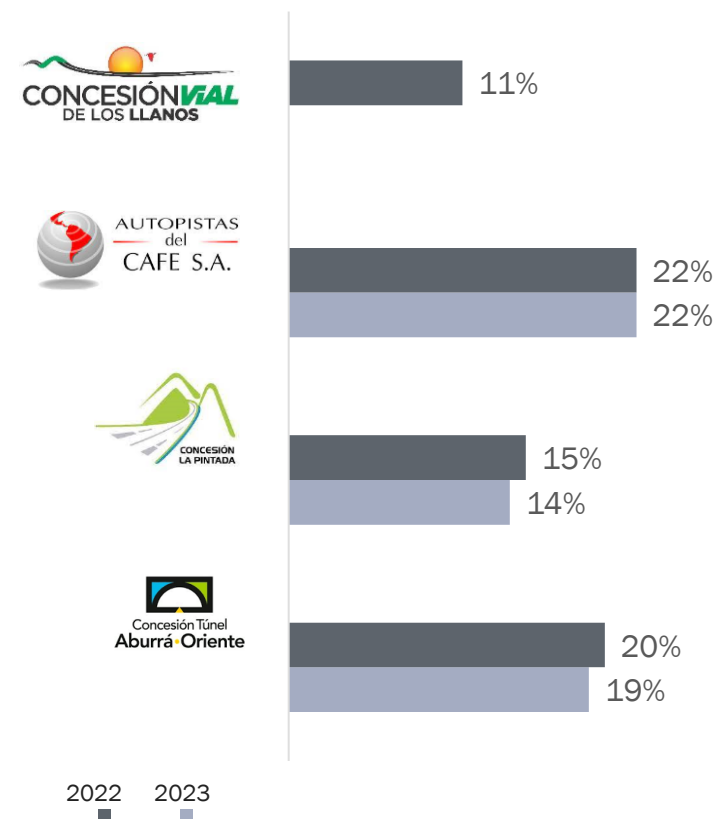


Average daily traffic (ADT) - thousands of vehicles



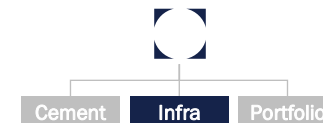
Platform ADT → 108 thousand vehicles
+ 3% (YOY)

IRR (E)

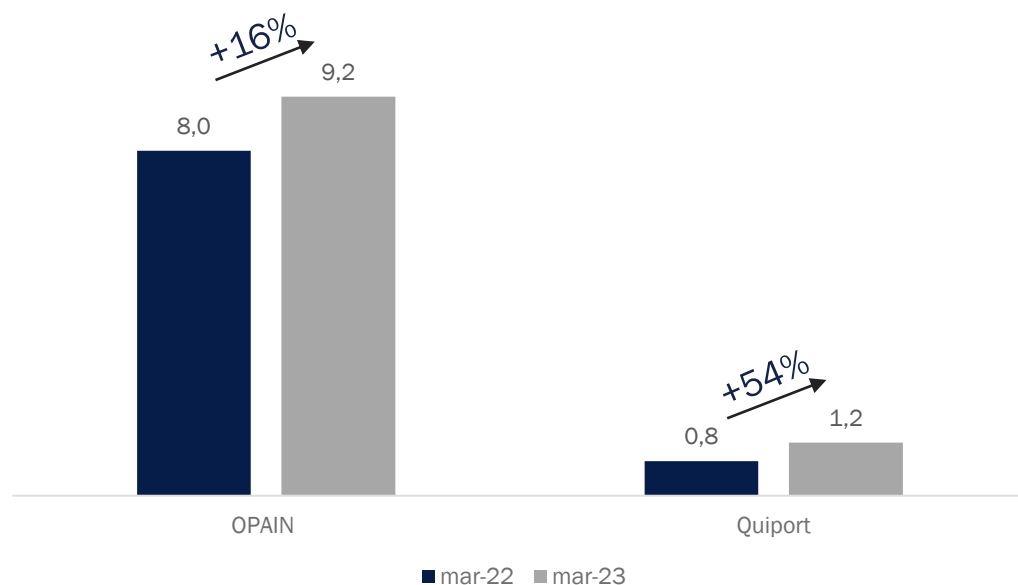


1. Proforma ADT excludes contributions made by ADN and BTA
2. Impact of the roadway vertical

Odinsa: Airport traffic grows by double digits



Passengers - Millions



10.4 million PAX
+18% YOY

IRR (E)

EL DORADO

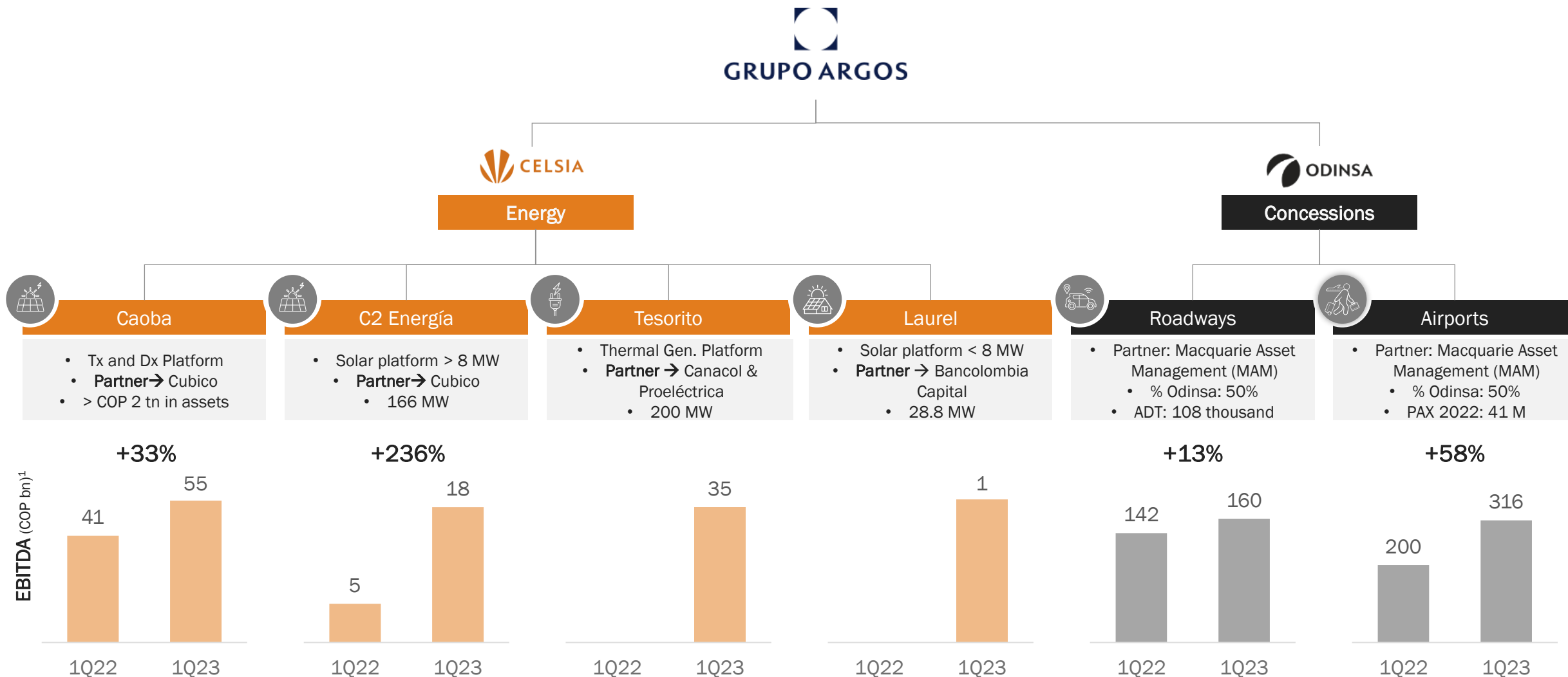
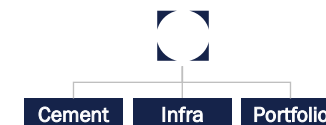
17% vs 17%
2023 2022

QUIPORT

14% vs 13%
2023 2022

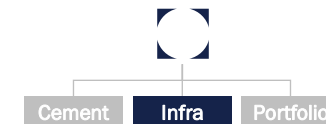
- Increased profitability mainly explained by improved traffic performance

Consolidation and Operational Performance of Private Equity Funds



1. 100% of EBITDA from operations. Airports adds up 100% of the EBITDA for Opain and Quiport and Roadways adds up 100% of the EBITDA for AKF, P2, MVM & TO

Pactia: Revenue and EBITDA remain stable despite a slight reduction in GLA



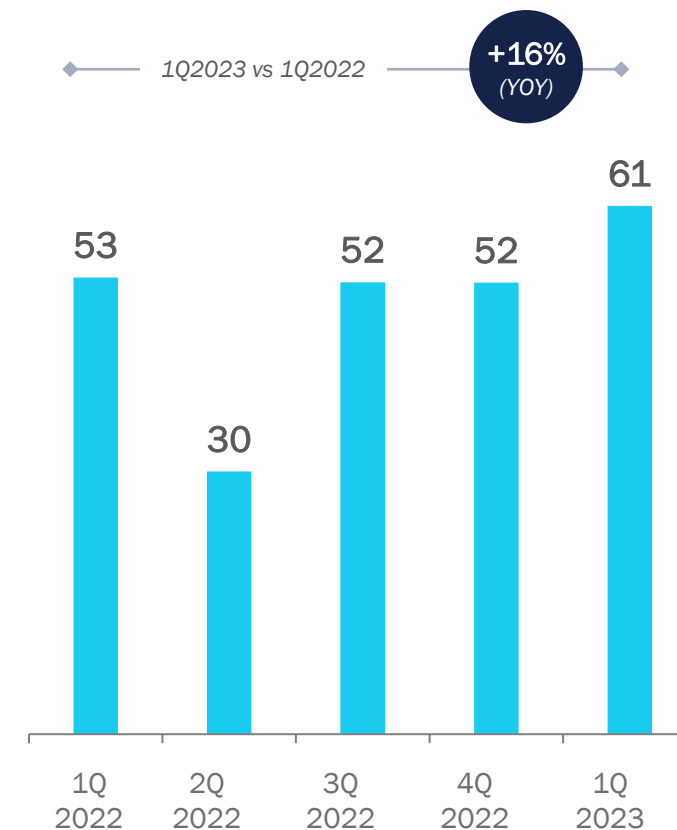
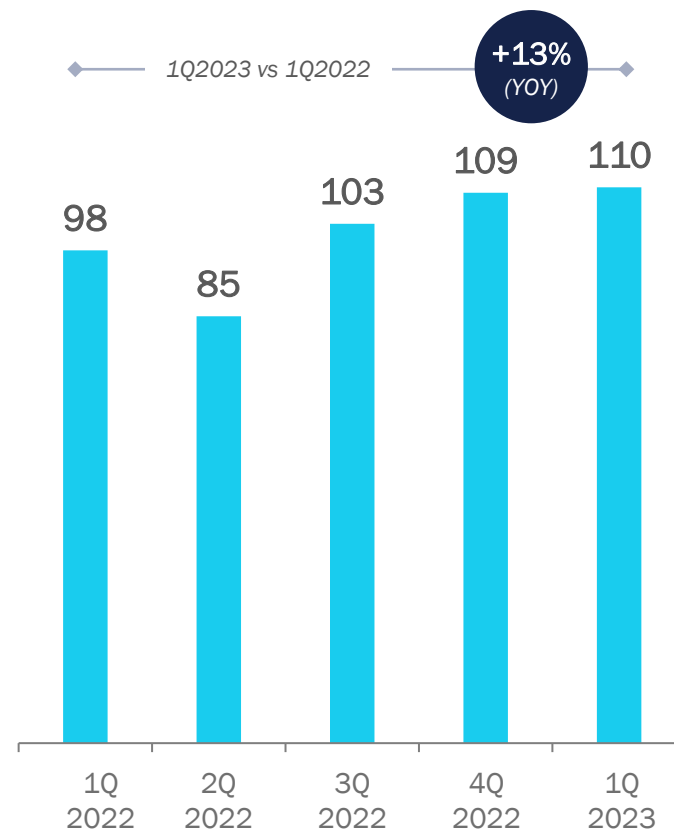
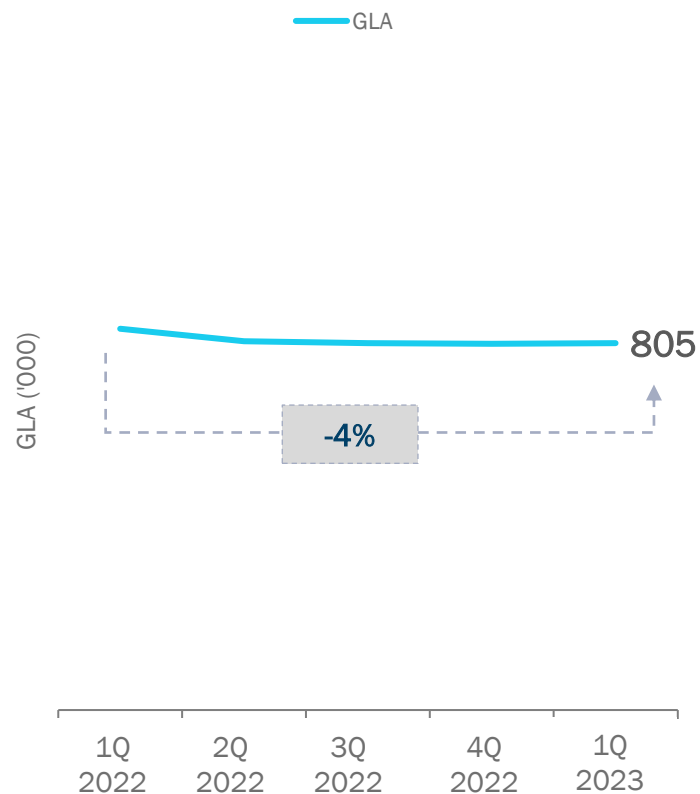
Operational

Revenue

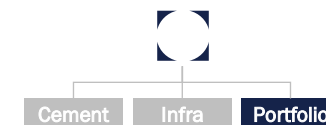
COP bn

EBITDA

COP bn



Real Estate Business: Net cash flow for the quarter is COP 26 billion



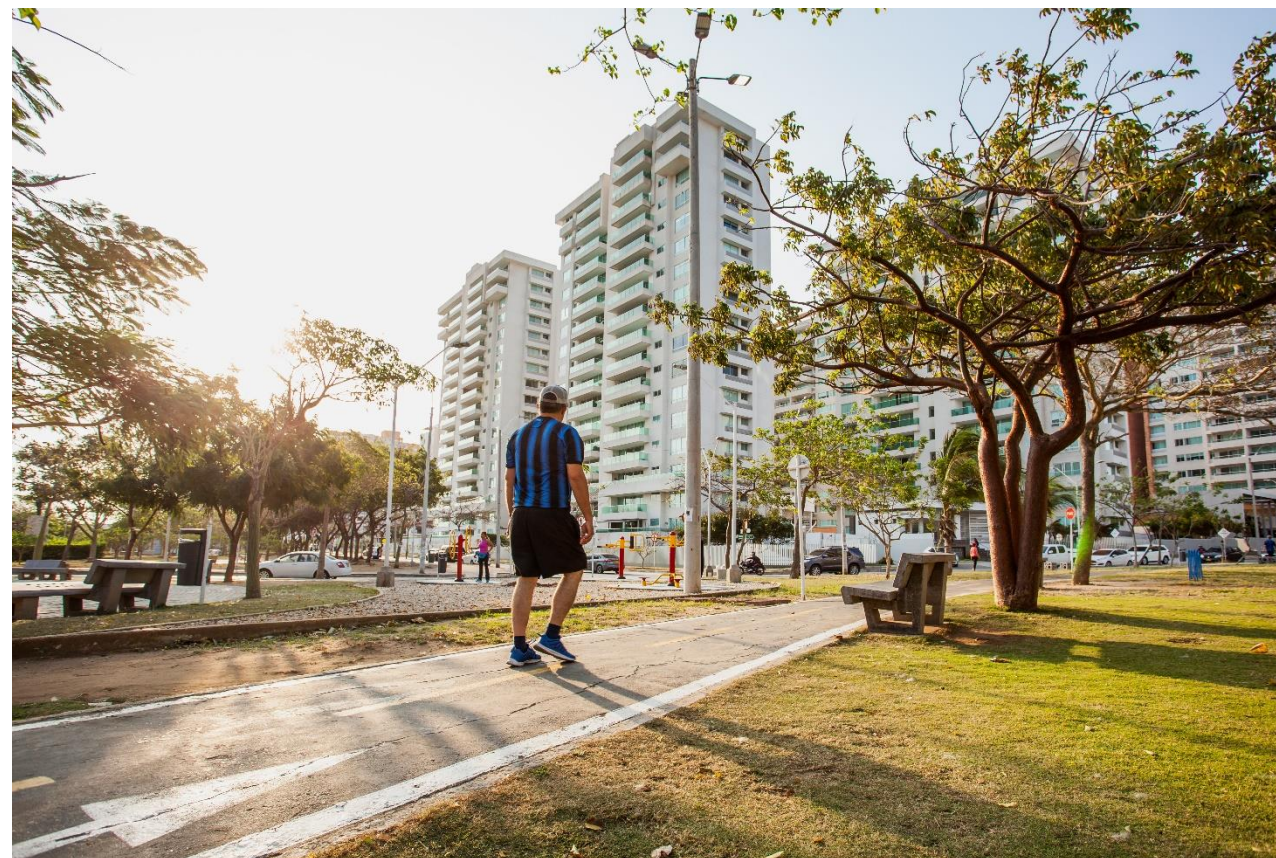
Cash flow ¹	Mar - 2023	Mar - 2022	Var (%)
Revenue	62	36	70%
Net cash flow	26	4	564%

- COP 12 billion in revenue from two pledges signed
- Additional revenue from other clauses in prior contracts and dividends from Hotel Sofitel

P&L ¹	Mar - 2023	Mar - 2022	Var (%)
Revenue	90	61	49%
EBITDA	38	9	322%

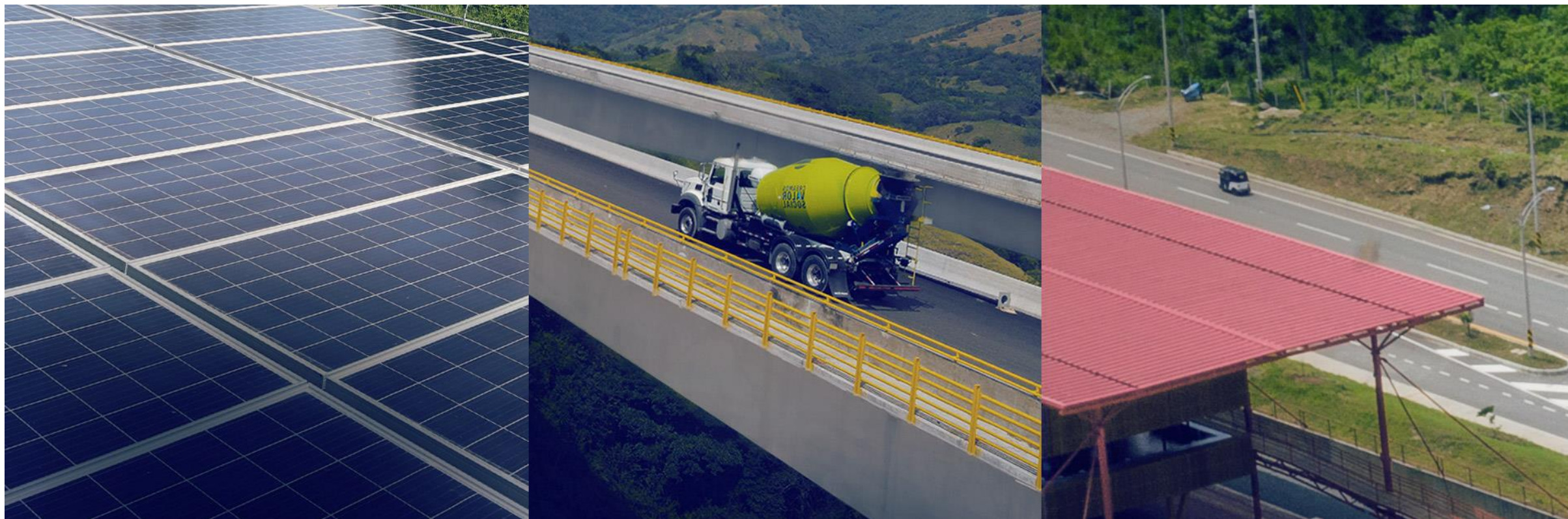
- PEN Transfer
- Hotel Sofitel dividends booked
- Additional clauses from previous contracts booked

Urban Development in Barranquilla



¹ Accumulated as of the first quarter

Consolidated and separated financial results



GRUPO ARGOS RESULTS 1Q2023

Revenue grows 25% YOY and EBITDA 28% YOY

Summary P&L

COP bn	Quarterly Results			Cumulative Results YTD		
	1Q - 2023	1Q - 2022	Var.(%)	Mar-23	Mar-22	Var.(%)
Revenue	5,745	4,614	25%	5,745	4,614	25%
Costs, expenses, and other revenue	4,543	3,819	19%	4,543	3,819	19%
Operational Inc.	1,202	795	51%	1,202	795	51%
Ebitda	1,558	1,216	28%	1,558	1,216	28%
<i>Ebitda Margin</i>	<i>27%</i>	<i>26%</i>	<i>76 bp</i>	<i>27%</i>	<i>26%</i>	<i>76 bp</i>
Inc. before taxes	734	498	47%	734	498	47%
Taxes	164	184	-11%	164	184	-11%
<i>Current</i>	<i>129</i>	<i>157</i>	<i>-18%</i>	<i>129</i>	<i>157</i>	<i>-18%</i>
<i>Deferred</i>	<i>35</i>	<i>27</i>	<i>30%</i>	<i>35</i>	<i>27</i>	<i>30%</i>
Net Income	570	315	81%	570	315	81%
Net income to the controlling interest	406	161	152%	406	161	152%
<i>Net margin to the controlling interest</i>	<i>7%</i>	<i>3%</i>	<i>357 bp</i>	<i>7%</i>	<i>3%</i>	<i>357 bp</i>

COP **5.7** tn

Accumulated consolidated
revenue grows 20%
compared to the same
period of 2022

Summary P&L - Proforma*

COP bn	Quarterly Results			Cumulative Results YTD		
	1Q - 2023	1Q - 2022	Var.(%)	Mar-23	Mar-22	Var.(%)
Revenue	5,745	4,614	25%	5,745	4,614	25%
Ebitda	1,558	1,130	38%	1,558	1,130	38%
Net Income	570	286	99%	570	286	99%
Net inc. controlling interest	406	147	176%	406	147	176%
<i>Ebitda Margin</i>	<i>27%</i>	<i>24%</i>	<i>262 bp</i>	<i>27%</i>	<i>24%</i>	<i>262 bp</i>

COP **1.6** tn

Accumulated EBITDA
grows 28% compared to
the same period of 2022

* Proforma adjustments only incorporate M&A transactions and non-recurring transactions for Grupo Argos

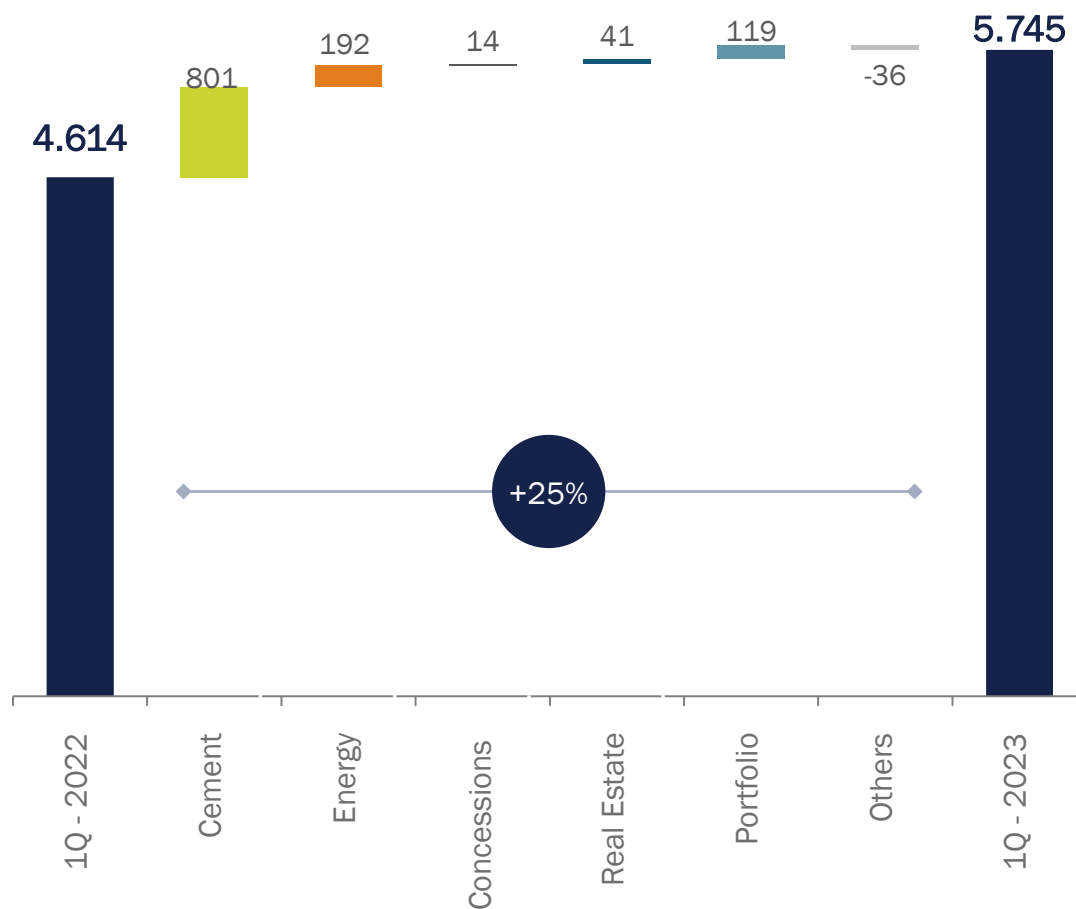
- 2022: 1Q) Divestment RMC USA
- 2022: 2Q) Laurel PA + Sale and contribution to Odinsa roadway vertical

GRUPO ARGOS RESULTS 1Q2023

25% revenue growth (YOY) and 38% EBITDA growth (YOY)

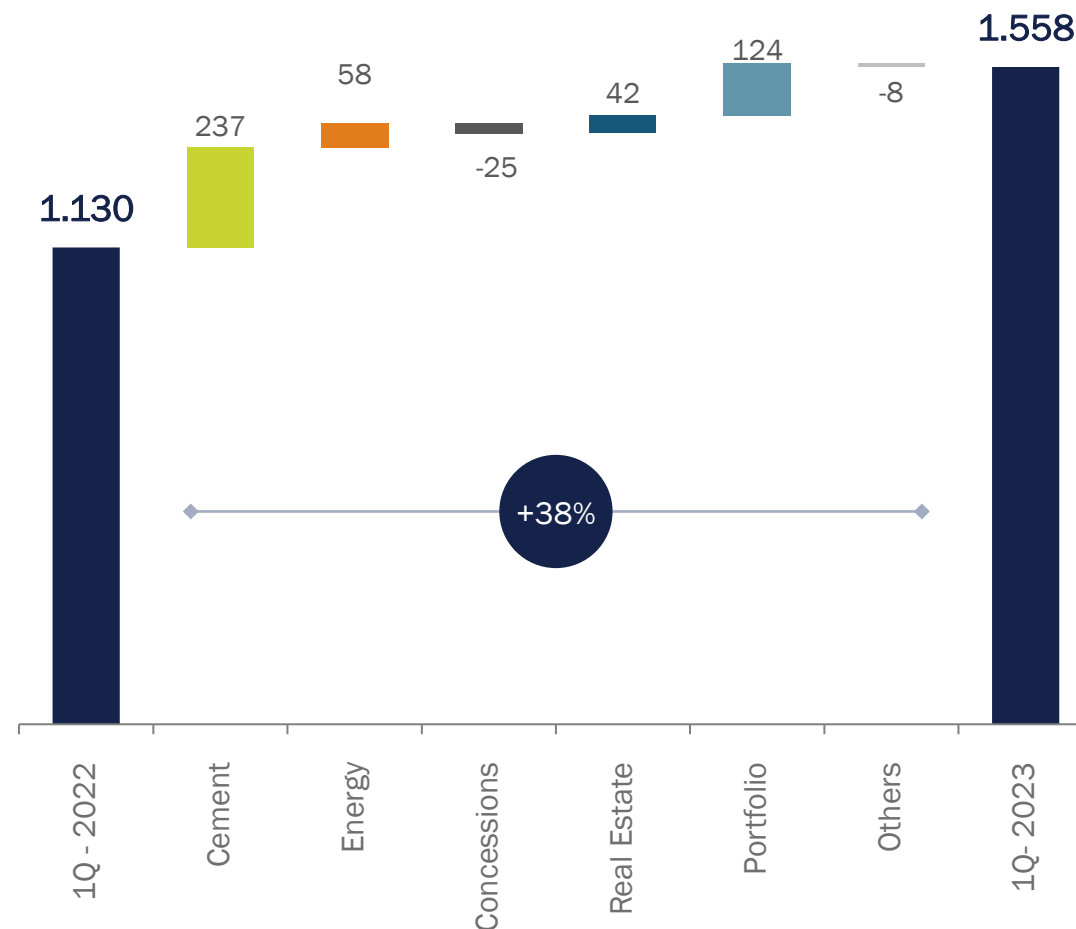
Proforma consolidated revenue

COP bn



Proforma consolidated EBITDA

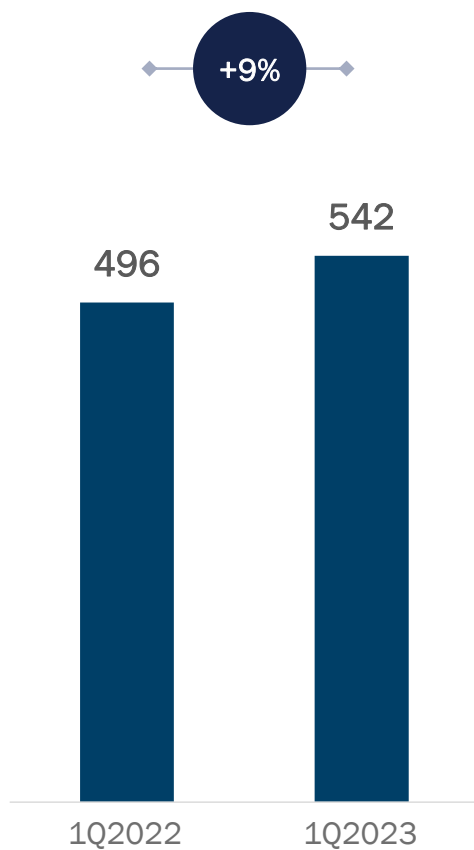
COP bn



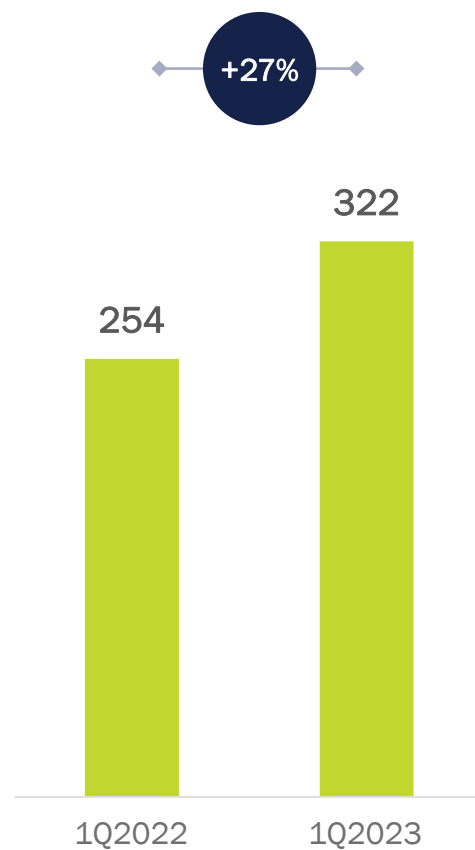
GRUPO ARGOS RESULTS 1Q2023

Increased expenditure associated with improved operational dynamics and effects of inflation

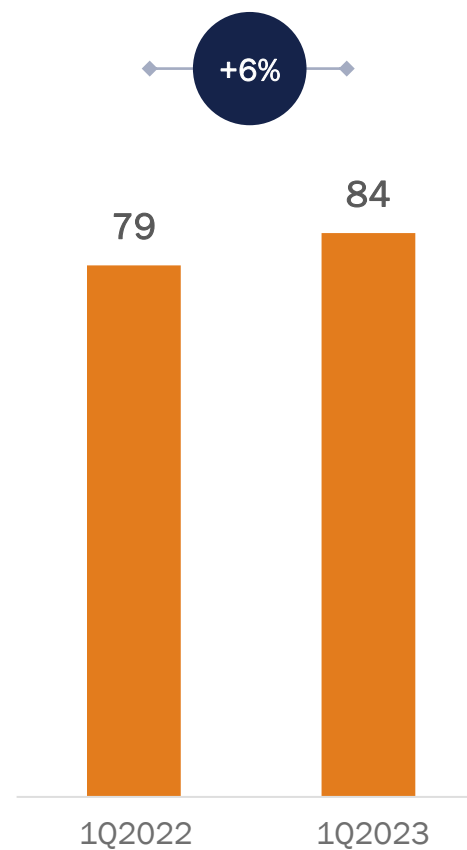
Consolidated Expenditure



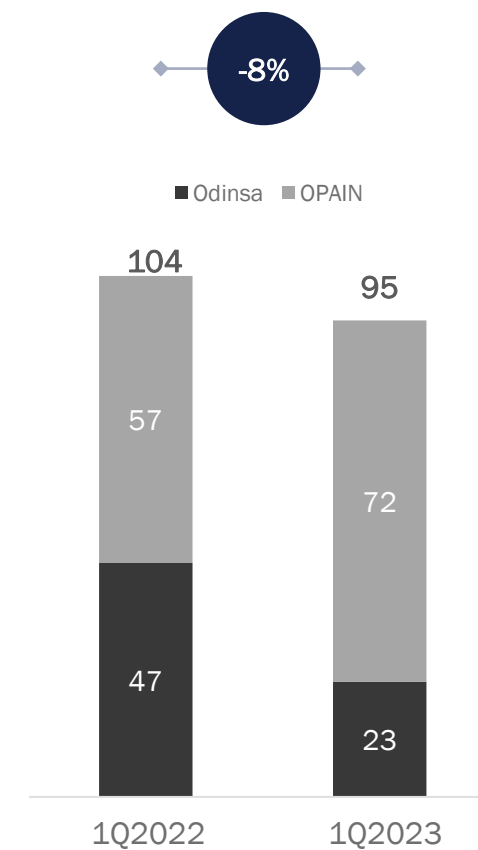
Cementos Argos Expenditure



Celsia Expenditure



Odinsa + Opain Expenditure

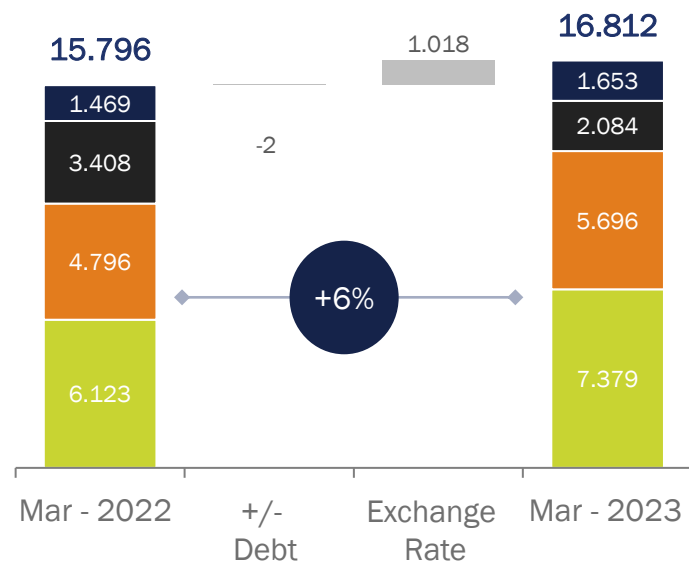


GRUPO ARGOS RESULTS 1Q2023

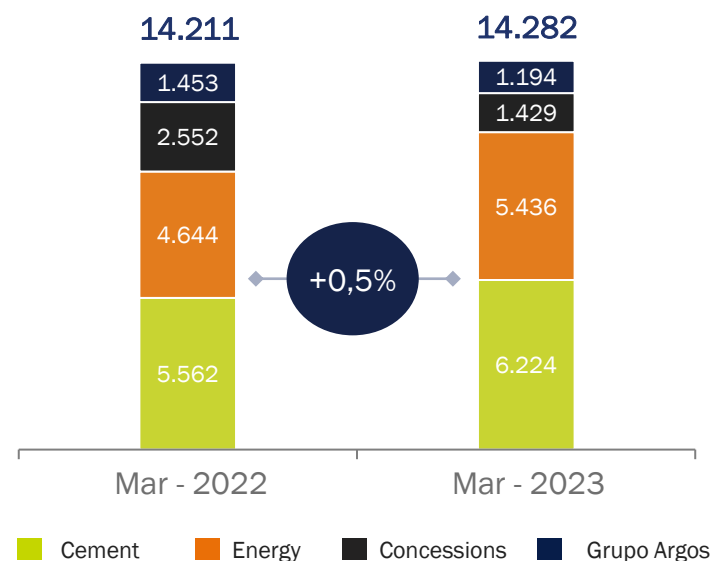
A Net Debt/EBITDA Indicator of 2.7x supports the soundness of Grupo Argos's equity structure

Consolidated debt

COP bn

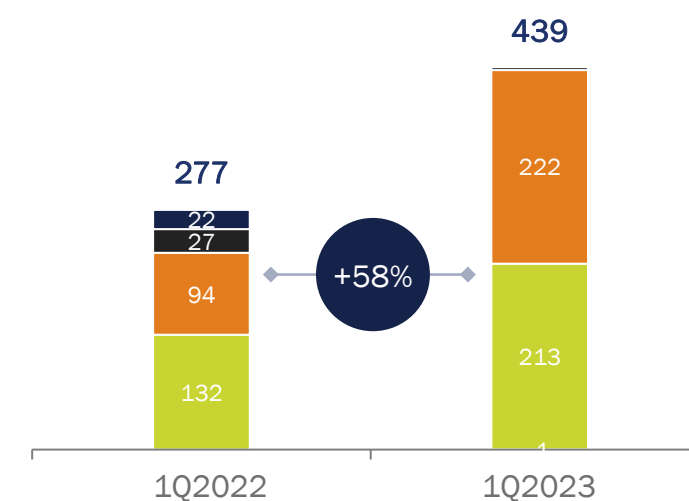
Net debt¹

COP bn



Net financial expenses

COP bn



- Consolidated net debt increases slightly due to COP devaluation
- Increased financial expenses explained by increased rates over last year
- Sound equity structure supported by a AAA Credit rating from Fitch Ratings (for Grupo Argos's separated debt) and AA+ from S&P with a stable outlook (for Grupo Argos's consolidated debt)

1. Net debt excludes restricted cash and equivalents

GRUPO ARGOS RESULTS 1Q2023

Separated EBITDA grows 78% YOY

Summary P&L

	Quarterly Results			Cumulative Results YTD		
COP bn	1Q - 2023	1Q - 2022	Var.(%)	Mar-23	Mar-22	Var.(%)
Revenue	429	285	51%	429	285	51%
Costs and other expenditures	26	25	3%	26	25	3%
GA Expenses	49	65	-24%	49	65	-24%
Operating Inc.	353	194	82%	353	194	82%
Ebitda	354	199	78%	354	199	78%
<i>Ebitda Margin</i>	<i>83%</i>	<i>70%</i>	<i>1271 bp</i>	<i>83%</i>	<i>70%</i>	<i>1271 bp</i>
Inc. before taxes	354	172	106%	354	172	106%
Taxes	8	1	875%	8	1	875%
<i>Current</i>	0	0	0%	0	0	#¡DIV/0!
<i>Deferred</i>	8	1	875%	8	1	875%
Net Income	346	171	102%	346	171	102%
<i>Net Margin</i>	<i>81%</i>	<i>60%</i>	<i>2061 bp</i>	<i>81%</i>	<i>60%</i>	<i>2061 bp</i>

COP **429** bn

Revenue grows 51% compared to the first quarter of 2022

COP **354** bn

EBITDA grows 78% compared to the first quarter of 2022

Summary P&L - Proforma*

	Quarterly Results			Cumulative Results YTD		
COP bn	1Q - 2023	1Q - 2022	Var.(%)	Mar-23	Mar-22	Var.(%)
Revenue	429	270	59%	429	270	59%
Ebitda	354	184	92%	354	184	92%
<i>Ebitda Margin</i>	<i>83%</i>	<i>68%</i>	<i>1431 bp</i>	<i>83%</i>	<i>68%</i>	<i>1431 bp</i>
Net Income	346	157	121%	346	157	121%

* Proforma adjustments only incorporate M&A transactions and non-recurring transactions for Grupo Argos

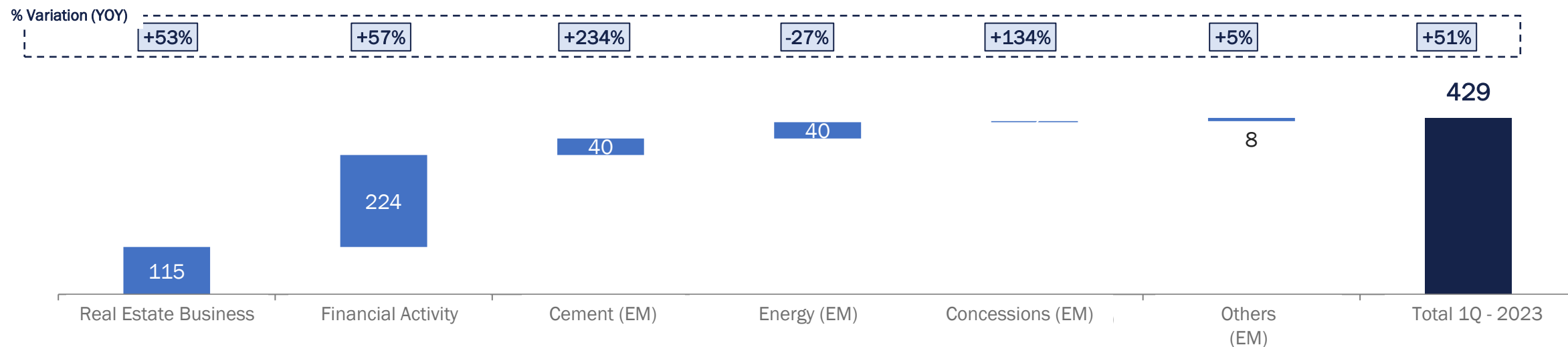
- 2022: 1Q) Divestment RMC USA
- 2022: 2Q) Laurel PA + Sale and contribution to Odinsa roadway vertical

GRUPO ARGOS RESULTS 1Q2023

Separated revenue was COP 429 billion during 1Q2022

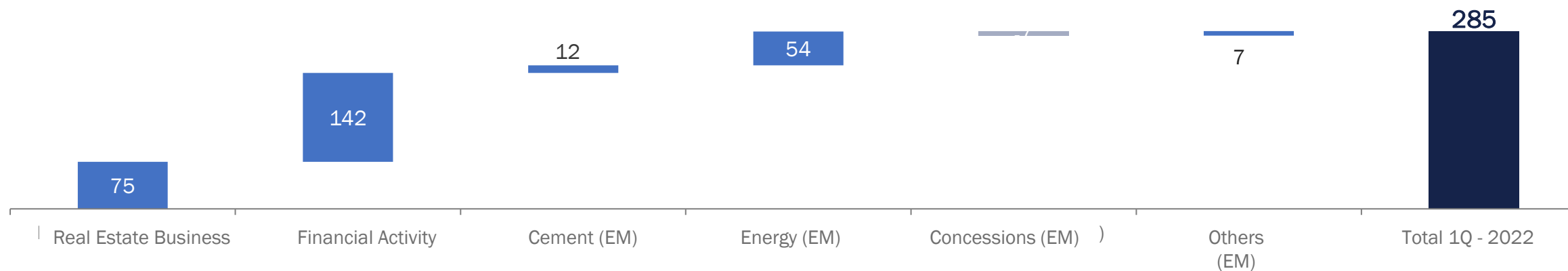
Revenue distribution 4Q2022

COP bn



Revenue distribution 4Q2021

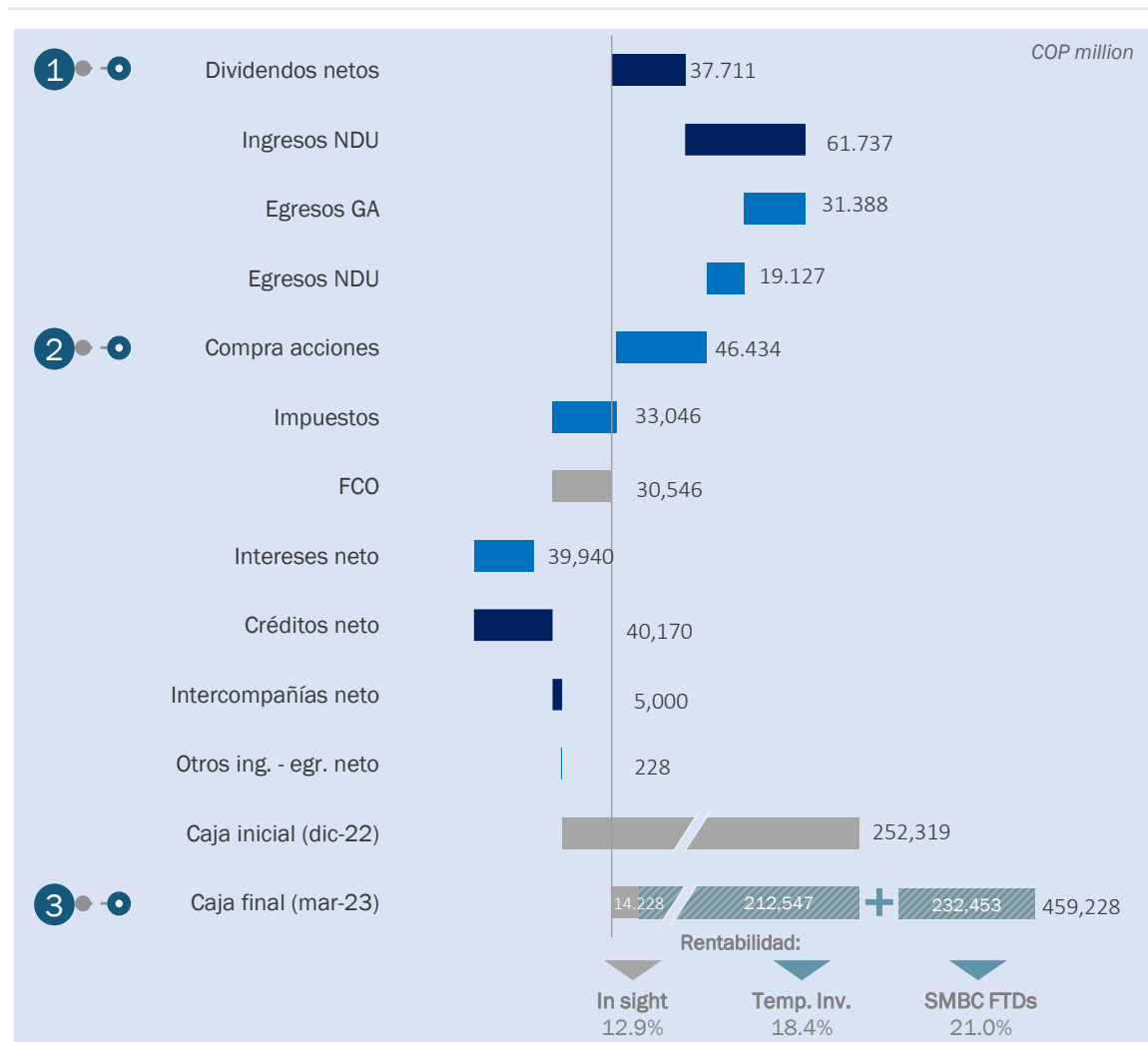
COP bn



GRUPO ARGOS RESULTS 1Q2023

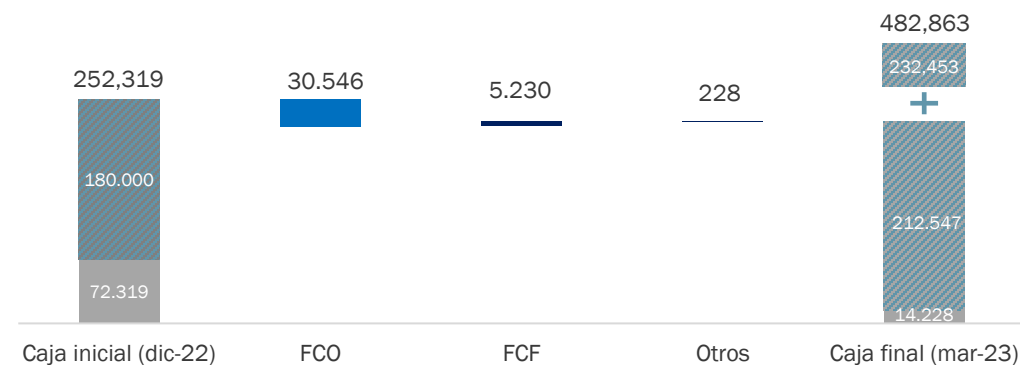
Financial returns from hedges and temporary inv. have mitigated financial expenses by 24%

Cash flow



Notes

- Div. received: **146,159**. Div. Paid: **108,448**
- 40,811** from purchase of 13.5 M shares Cementos at COP 3,023 each (+1.2% share.)
5,001 from buyback 524 thousand ordinary G. Argos shares **622** from buyback 108 thousand preferential G. Argos shares
- Total temp inv. AAA securities: 455,000



GRUPO ARGOS RESULTS 1Q2023

Cost of debt reduced by 150 bps during the quarter

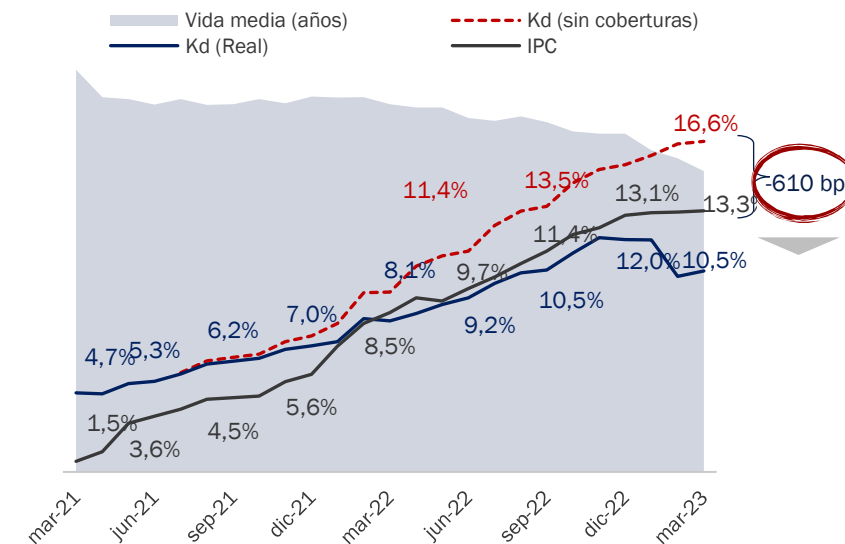
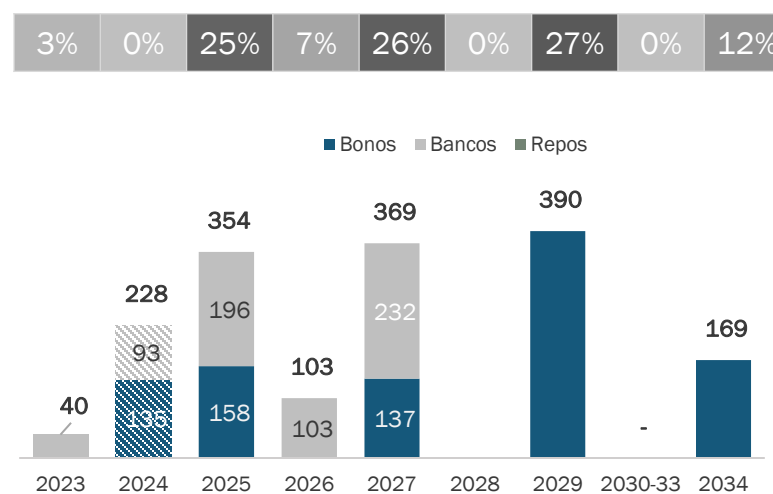
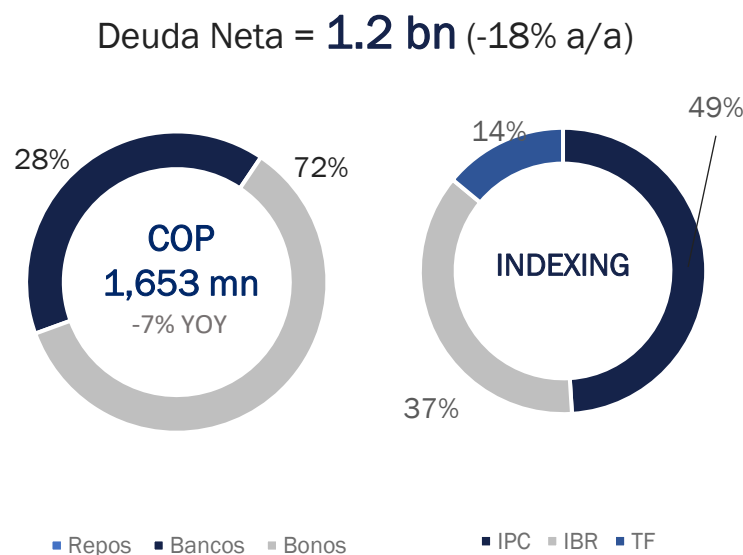
Indebtedness¹

COP bn

Maturity profile (capital)

COP bn

Cost of debt and half-life



Gross Debt / Dividends

1.8x

vs. 3.5x in March 2022

Gross Debt / Portfolio²

14%

vs. 10% in March 2022

Cost of Debt

10.5%

vs. 8.5% in March 2022

1 Only includes capital balance 2. Portfolio of listed shares at the end of month price + Share in Pactia

Grupo Argos has the highest credit rating from Fitch and S&P

FitchRatings

AAA¹
Stable
June 2022



- **Credit quality and dividend flow stability** even in challenging environments
- **Dividends exceeded expectations**
- **Reduction in leveraging indicators** from 3.5x to 3.1x and an expectation of 2.0x for the future
- **Robust capital structure** with medium and long term debt maturities
- **Adequate liquidity and a solid investment portfolio** (loan to value ~10%)

**STANDARD
& POOR'S**

AAA¹
Stable
May 2022



- **Fulfilment of key milestones that enabled debt reductions and capital structure optimizations** (i.e. divestment of non-strategic assets, platform consolidation)
- **Leverage indicators** (Net Debt/EBITDA) between **2x - 3x**
- **Diversification** by business and geography
- **Ability to make operations more flexible** in adverse conditions as evidenced by the pandemic

ARGOS
AA
Positive
May 2022 (Fitch)



CELSIA
AAA
Stable
May 2022 (S&P)



ODINSA
AA
Stable
June 2022 (Fitch)



OPAIN
BB+
Stable
April 2022 (Fitch)
International Rating

BB+ International
equals local AAA



¹ Fitch's rating refers to Grupo Argos separately. S&P refers to Grupo Argos consolidated

Energy Transition, Climate Change and Equity as priorities for our organization

ENERGY TRANSITION	CLIMATE CHANGE	EQUITY IN THE VALUE CHAIN
95.8% of the energy generated by CELSIA contributes to the country's energy transition objectives (89.3% Hydro, 2.6% Wind, 3.9% Solar)	AGREEMENT WITH UNIVERSIDAD NACIONAL DE COLOMBIA - To date, the Business has signed 4 specific agreements with the University to make joint academic - industrial efforts to find Climate Change solutions for our country. - In 2022, we concluded the 2nd Course on Sustainability and Climate Change with the University, with +16 teachers from our Corporate Group and almost 50 students overall from the start of the course.	Grupo Empresarial Argos commits to fostering acquisitions with a gender perspective throughout its value chain through the Sourcing2Equal initiative
Celsia promoted the creation of the first energy community in Valle del Cauca		SOURCING 2 EQUAL This is an IFC led program that intends to connect woman-led startups with new markets through corporate procurement opportunities
We were recognized by CECODES as having AMBITIOUS ENVIRONMENTAL OBJECTIVES that contribute towards the recovery of nature and biodiversity	-36% Decrease in CO_{2e} emissions intensity (scope 1 and 2) compared to the 2018 baseline -Goal: Reduce emissions intensity by at least 46% by 2030	31.54% is the percentage of women in leadership positions at our Corporate Group -Goal: Have at least 33.4% women in leadership positions by 2030-



2023 Results Guidance

22.0 - 22.5
COP trillion

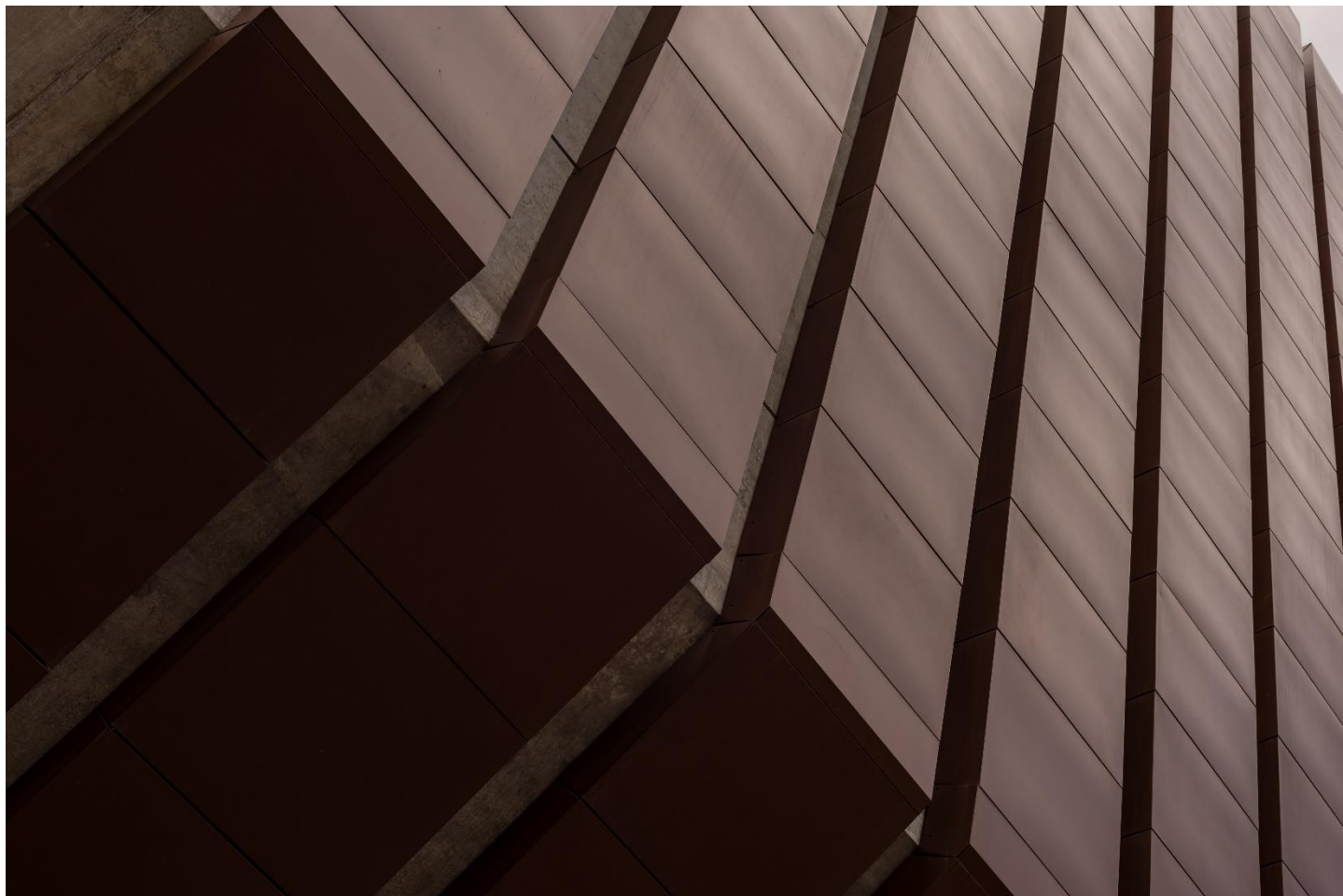
Revenue 2023e

5.2 - 5.5
COP trillion

EBITDA 2023e

Guidance for 2023 Consolidated Grupo Argos results
(projections exclude the effect of non-recurring transactions)

Annexes





Inversiones que transforman

Cement Business

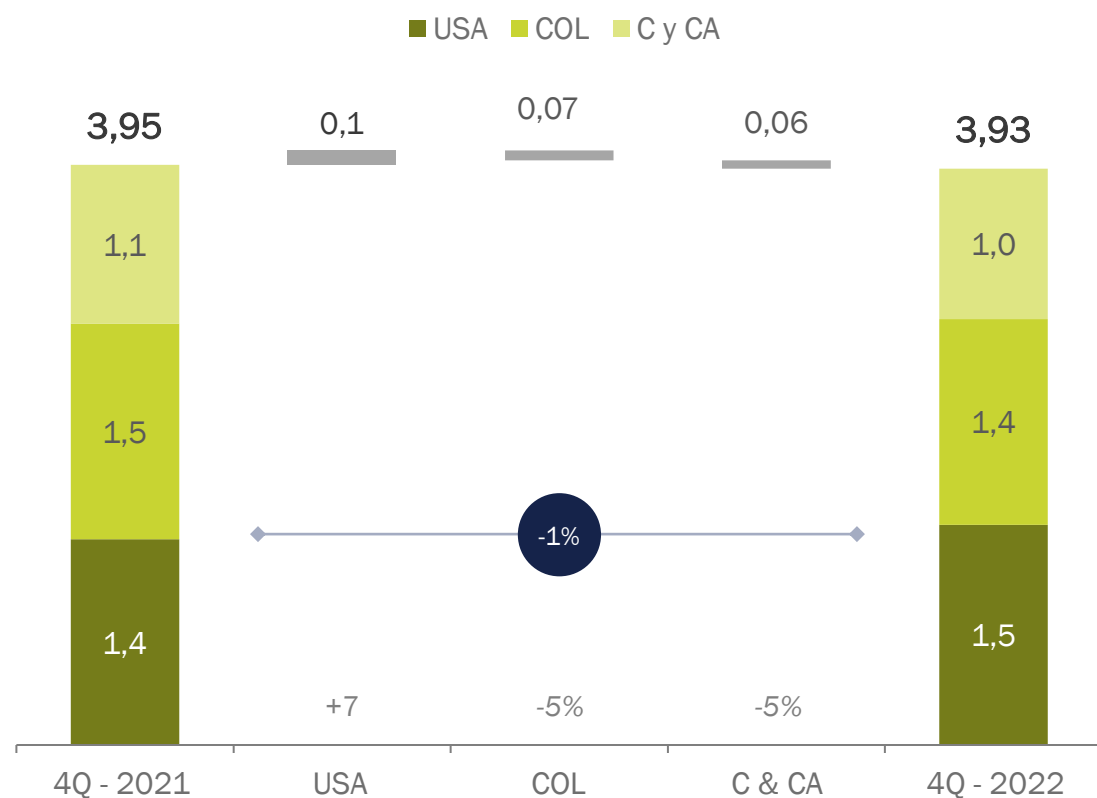


GRUPO ARGOS RESULTS 1Q2023

3.9 million tons of cement shipped at the end of the quarter

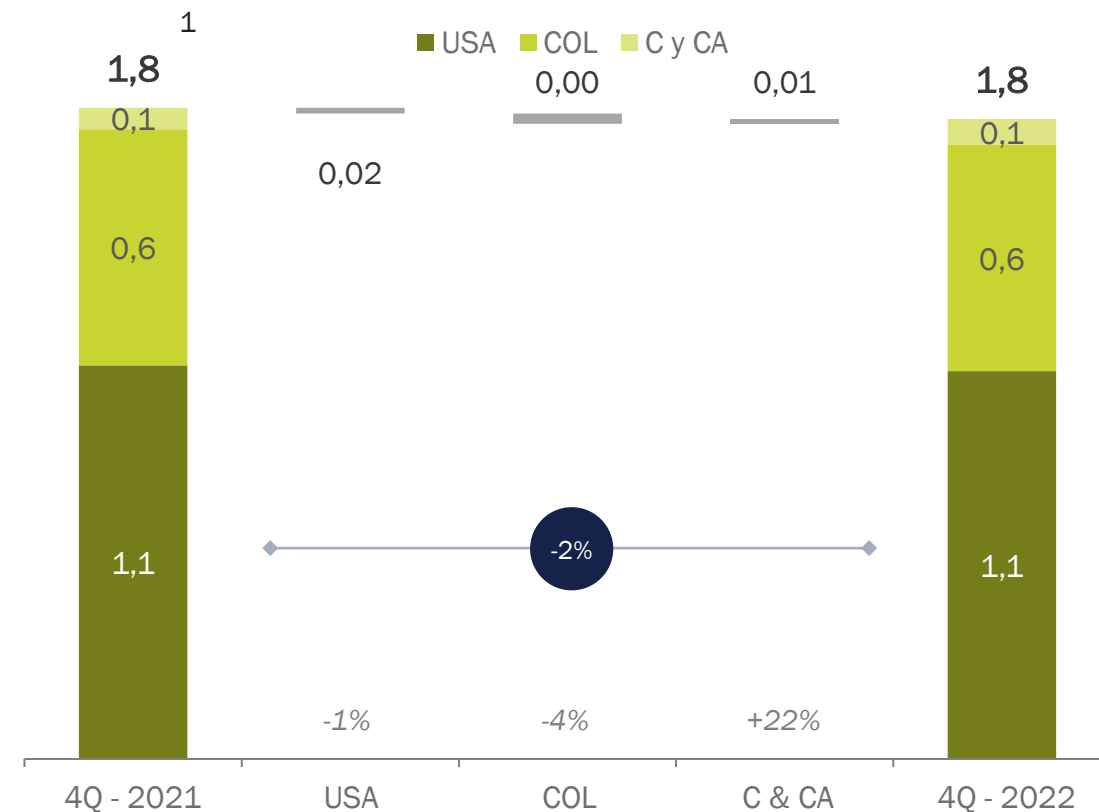
Cement Volumes

millions of tons



Concrete Volumes

millions of m³



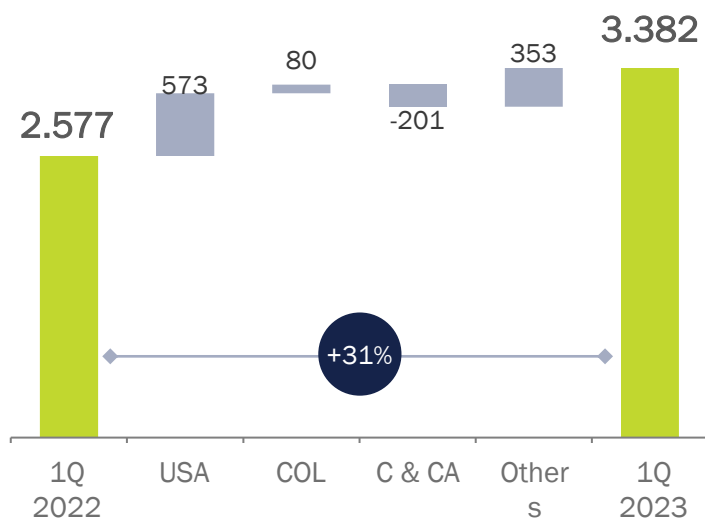
- The housing segment in Colombia has been affected by reductions in new housing sales (both segments) and new construction starts (-8% YOY)
- In the United States, cement volumes have grown 7% compared to the previous year, and we expect to continue to see good dynamics due to the growth of the non-housing and infrastructure segments.
- Recovery in the dynamics of the Central America and Caribbean region, reflected by good performance in Panama – where volumes grew 21% – and the Dominican Republic

¹ 4Q2021 excludes volume from Pelican & Pine (divested asset) representing 113 M m³

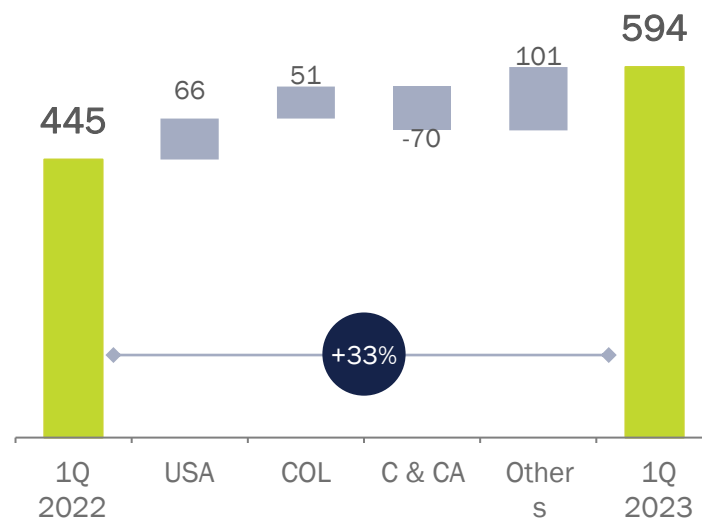
GRUPO ARGOS RESULTS 1Q2023

Found financial results

Revenue COP bn

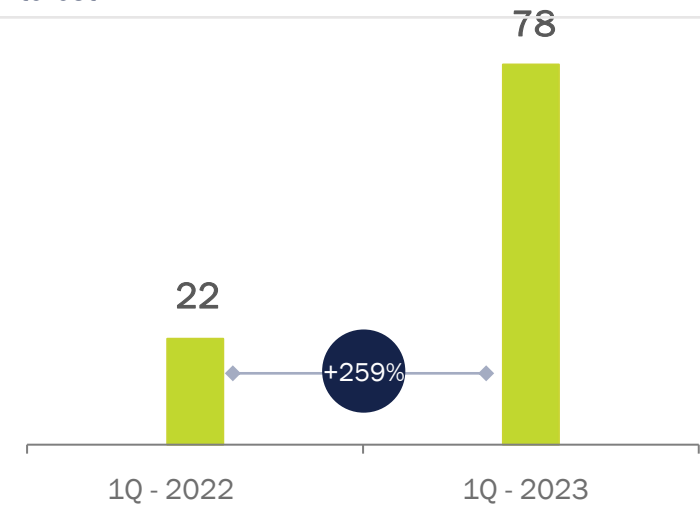


Ebitda COP bn



Net profit to the controlling interest

COP bn



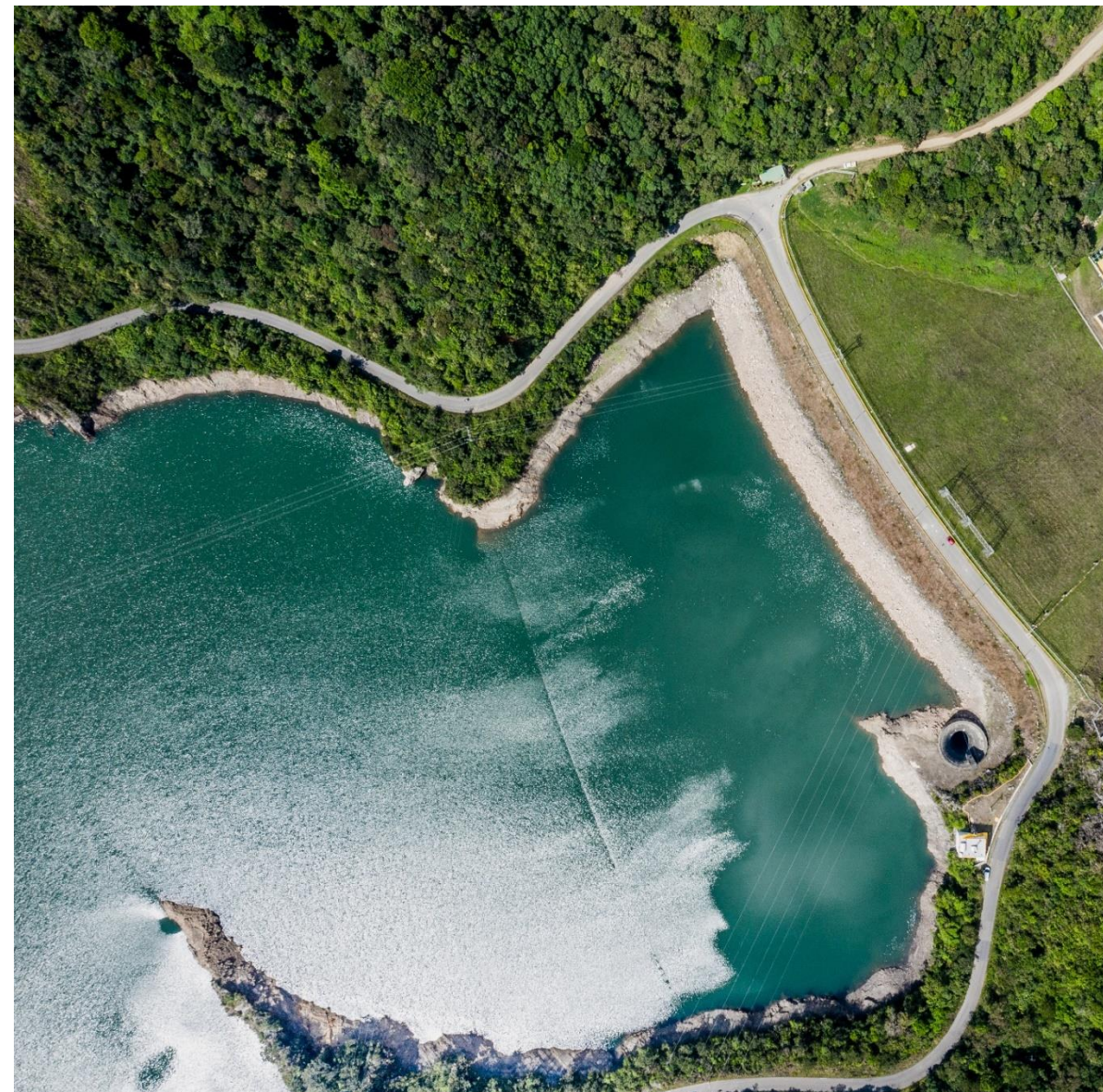
- Revenue growth across all the company's regions driven by favorable pricing dynamics in all regions
- EBITDA for the period closed 33% above 1Q2022 levels
- Net Income grows 259% despite a 62% increase in financial expenses as a result of increased interest rates

1. EBITDA drops by 1% when eliminating the effect of the divestment in RMC plants in USA during 1Q2022



Inversiones que transforman

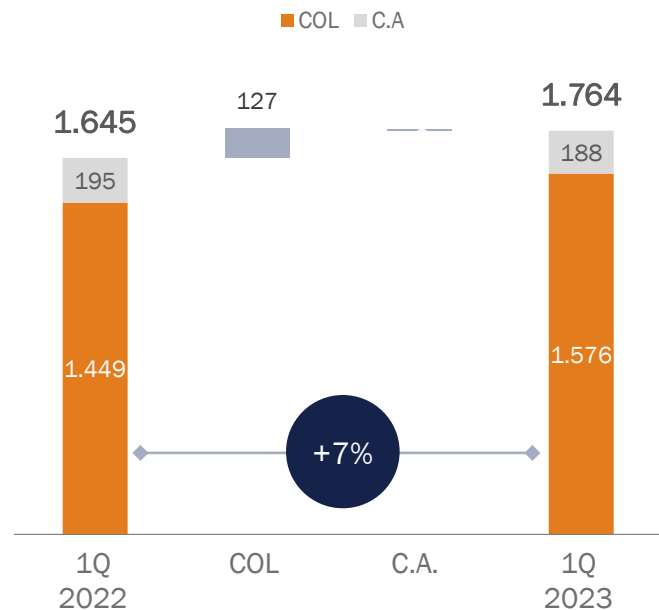
Energy Business



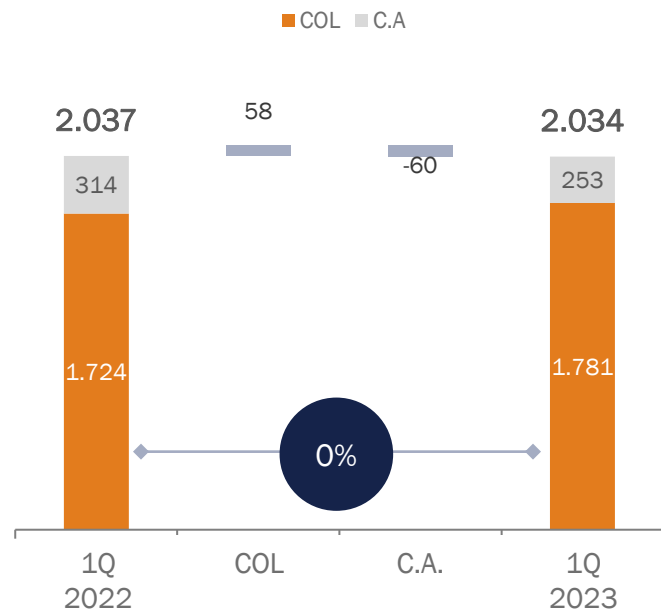
GRUPO ARGOS RESULTS 1Q2023

Accumulated generation for the year grows 7% compared to the first quarter of 2022

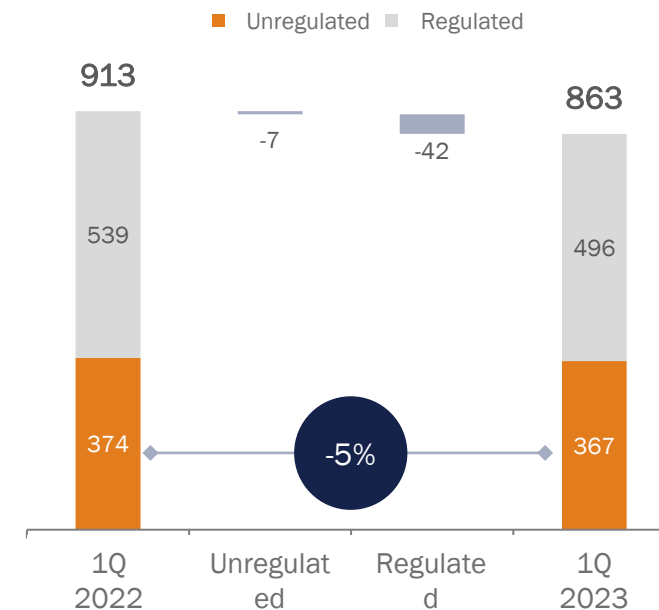
Generation (GWh)



Energy Sales (GWh)



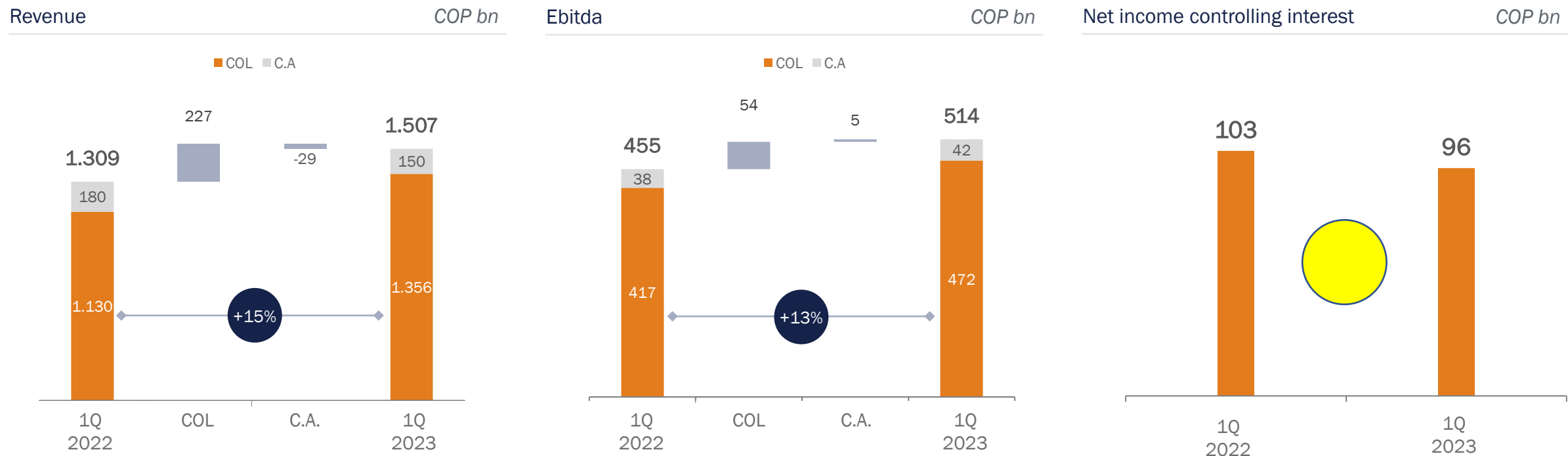
Commercialization (GWh)



- Cumulative generation +7% YOY mainly due to increased generation in Colombia (+9%)
- National reservoir levels ended March 2022 at 60%

GRUPO ARGOS RESULTS 1Q2023

Revenue and EBITDA grow by double digits at Celsia



- Cumulative revenue +15% YOY to COP 1.5 tn with growth in all businesses. Growth in Colombia is a highlight (+20%)
- EBITDA grows +13% YOY to COP 514 billion due to higher growth in Colombia (+13%) and Central America (+12%)
- Slight decrease in net income explained by increased financial expenses resulting from higher interest rates compared to the same period the previous year



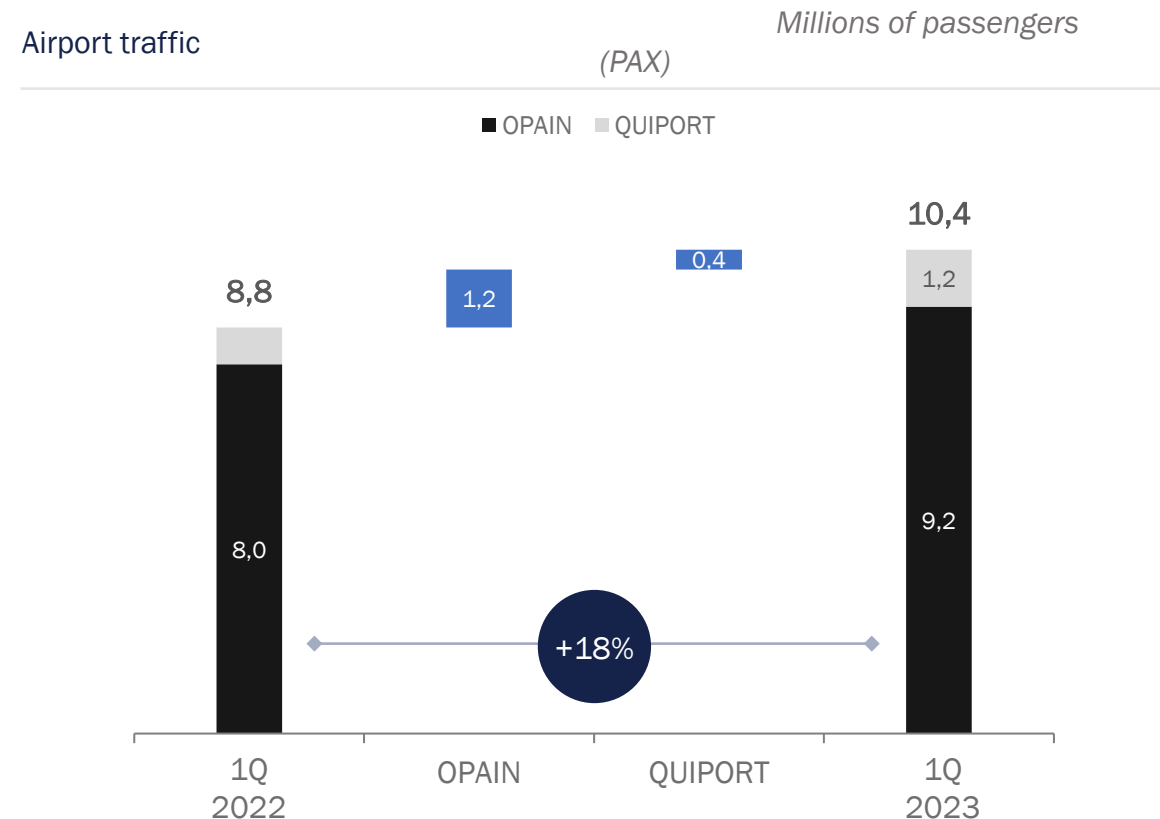
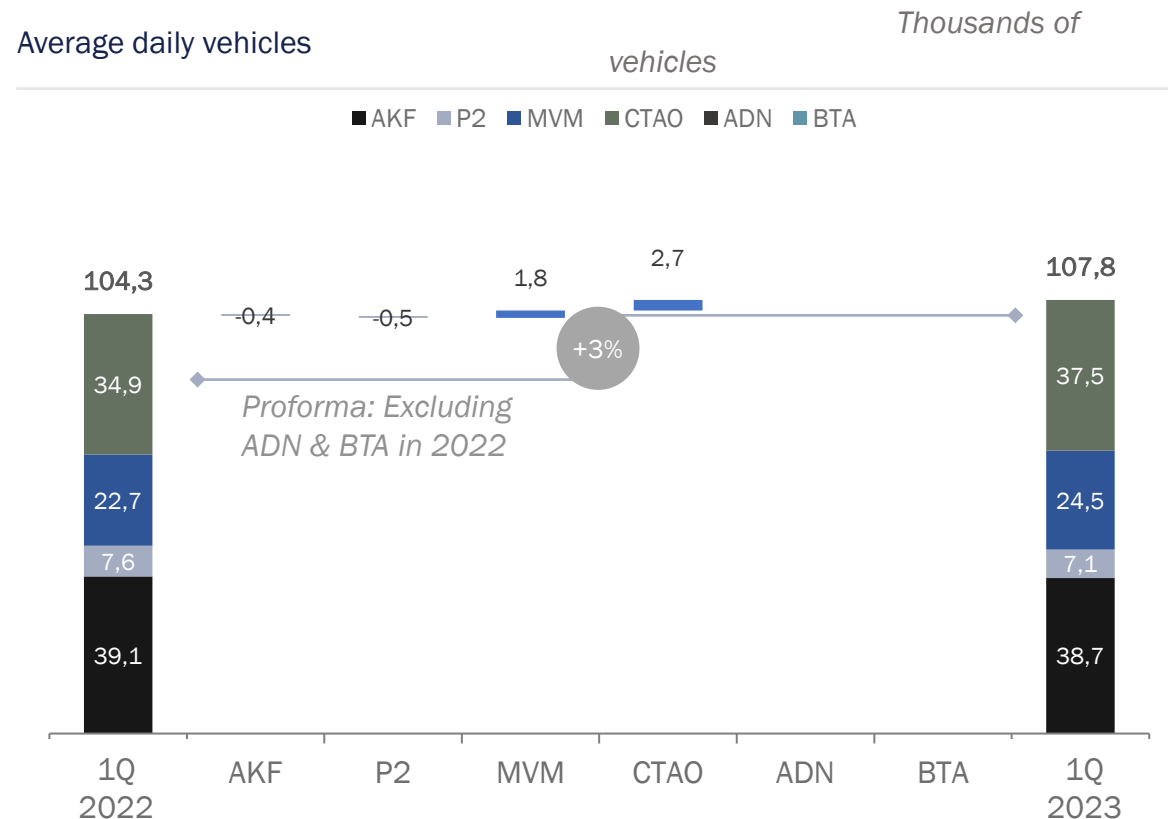
Inversiones que transforman

Concessions Business



GRUPO ARGOS RESULTS 1Q2023

Traffic maintains a very positive trend, growing 18% in airports and 3% on roadways

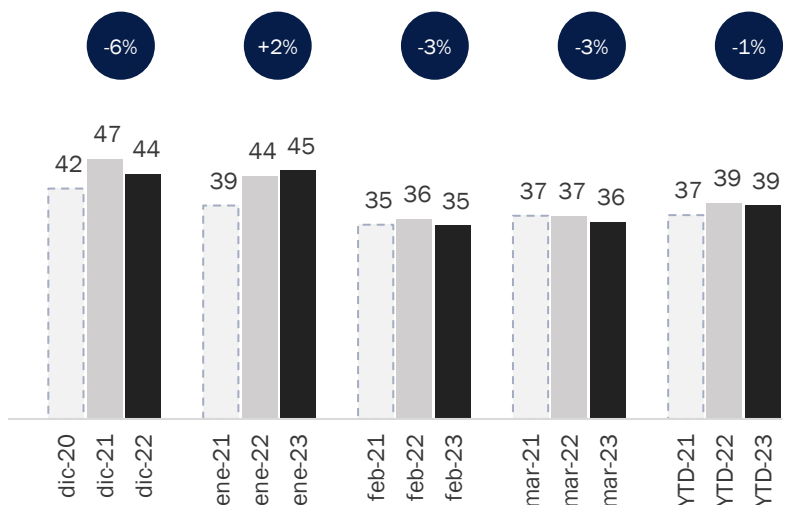


- Traffic on Odinsa's roadway concessions in Colombia increased significantly to 108 thousand total vehicles per day mobilized during the quarter
- 3.7 million PAX were mobilized in March 2023, 14% growth compared to the same month of the previous year

Roadways: ADT continues growing in 2023, after double digit growth in 2022

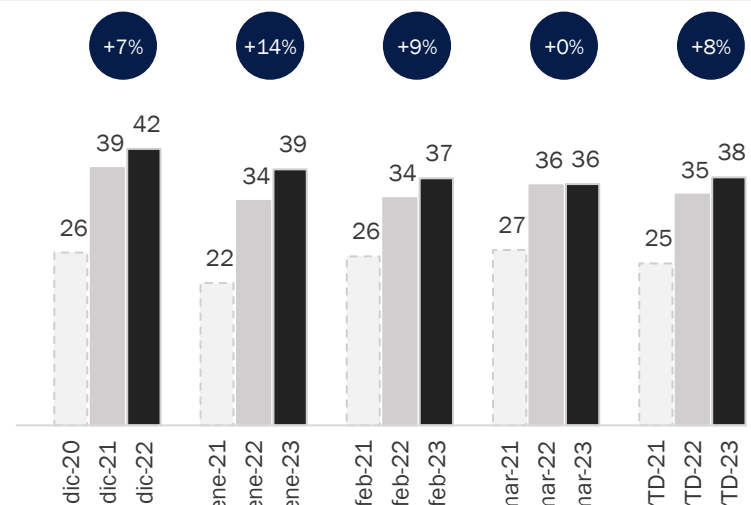
Autopistas del Café

ADT per month and YTD (thousands of vehicles)



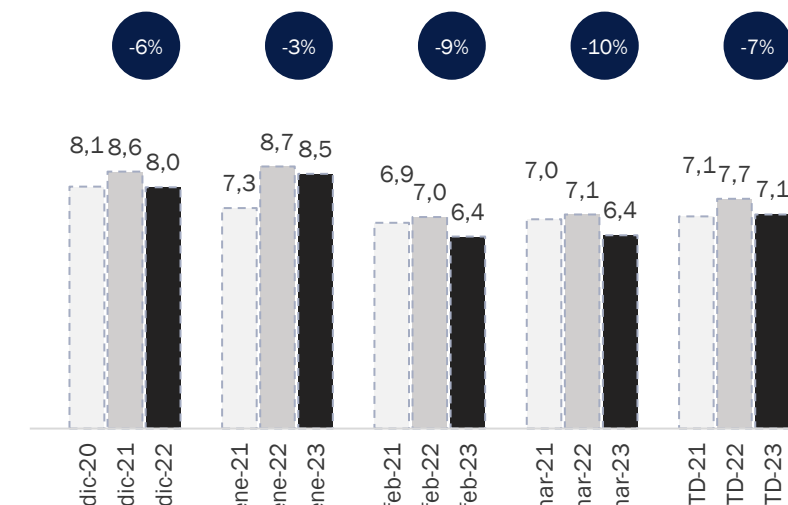
Túnel de Oriente

ADT per month and YTD (thousands of vehicles)



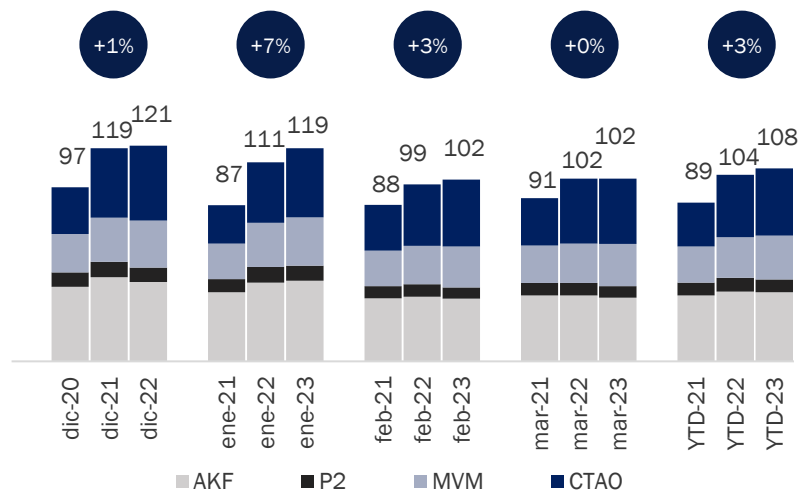
Pacífico 2

ADT per month and YTD (thousands of vehicles)



Total

ADT per month and YTD (thousands of vehicles)



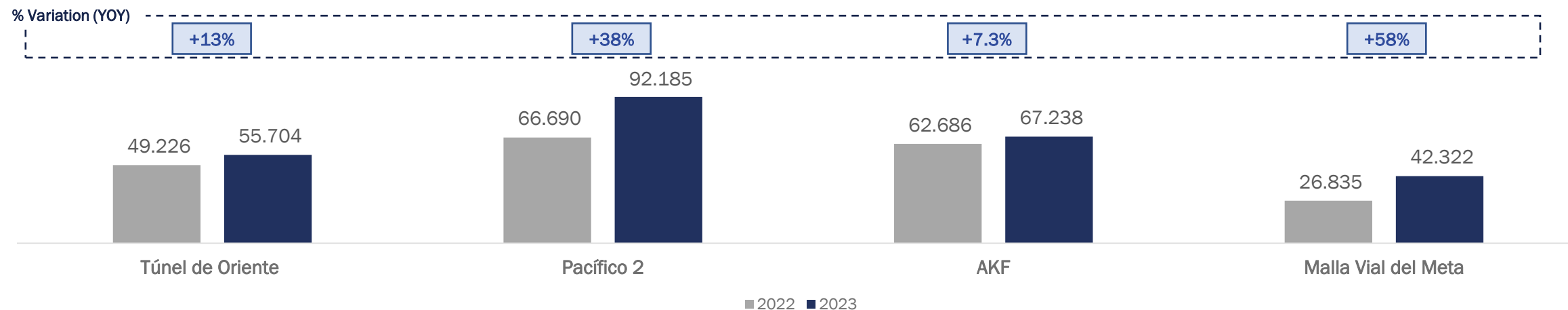
ATD variation year-to-date

Concession	2023 vs 2022	2023 vs 2021	2023 vs 2019
AKF	-1%	5%	13%
CTAO	8%	53%	84%
MVM	8%	21%	28%
P2	-7%*	1%	0%
Roadway totals	3%	22%	33%

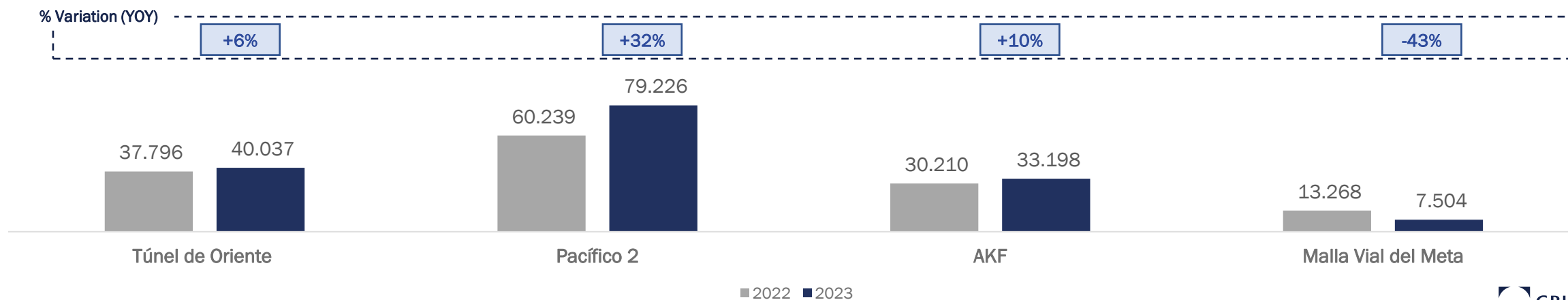
*Traffic on P2 affected by geological fault (P2) and stop/continue (P3)

Roadways: Asset performance

Revenue

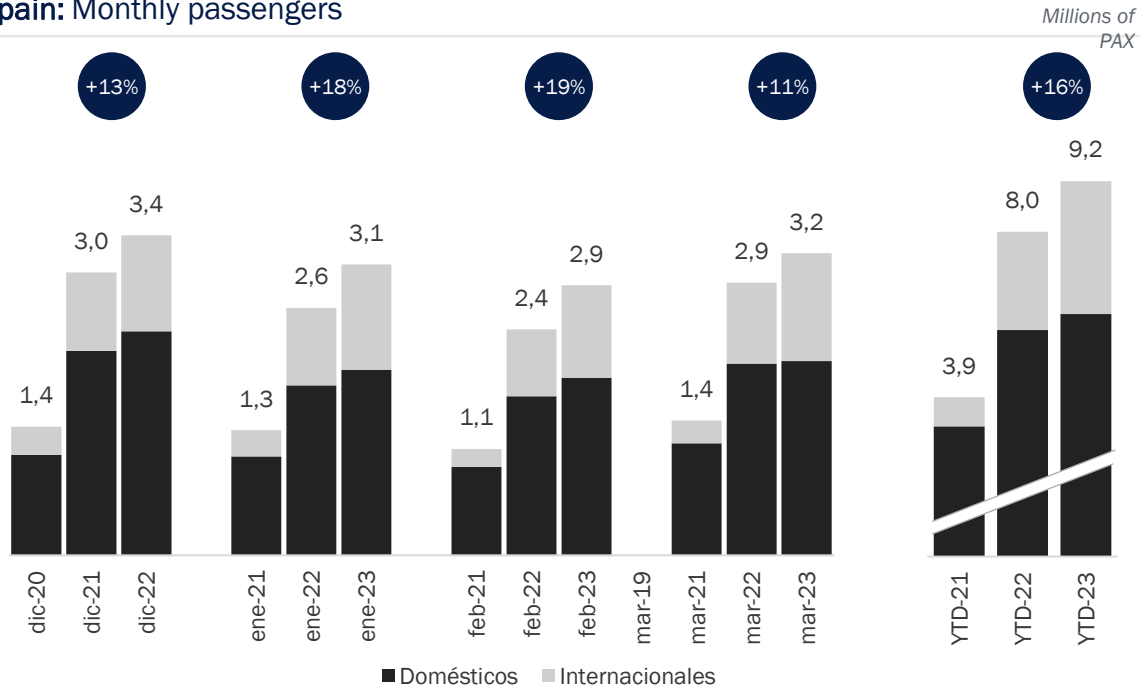


EBITDA



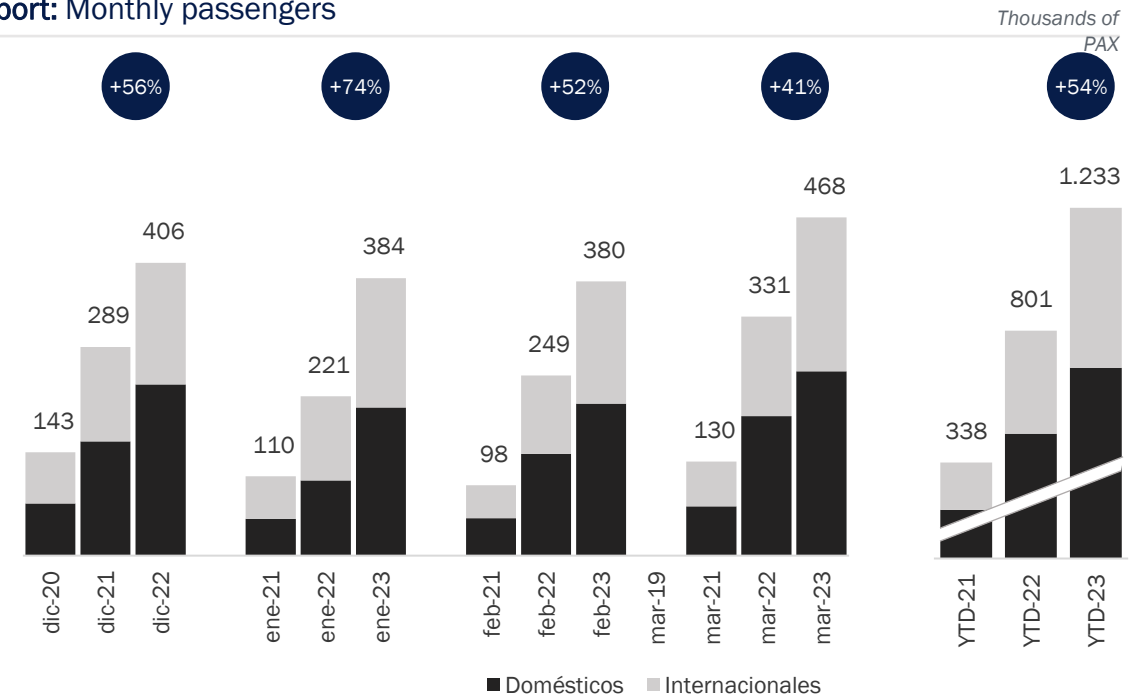
Airports: Quiport passengers very close to pre-pandemic levels (99% vs 2019), Opain +14% vs 2019

Opain: Monthly passengers



- Accumulated **passengers** reach **9.2 mn** (+16% YOY). This is equal to **114%** of accumulated figures for the same period of **2019**
- Accumulated **domestic px** reach **6.0 mn** and exceed pre-pandemic levels (~113% of 2019). **International px** reach **3.2 mn** (~115% of 2019)
- Due to its recovery, Opain achieves positive equity and Opain's results begin to be booked via EM Odinsa

Quiport: Monthly passengers



- Accumulated **passengers** reach **1.2 mn** with an annual growth of **54%**, recovering pre-pandemic levels (~99% of 2019)
- Domestic px** ~101% of 2019 to 671 thousand. **International px** ~97% of 2019 to 562 thousand
- Due to revenue recovery, Quiport achieves cumulative EBITDA growth of **36%** to USD 31 mn (+110% of budget)

GRUPO ARGOS RESULTS 1Q2023

Opain ends March with 3.2 million PAX mobilized, +11% compared to 2022

Passengers

Millions of passengers (PAX)



Revenue

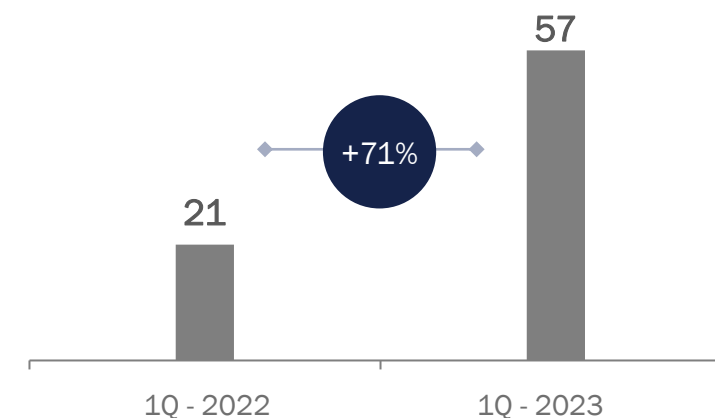
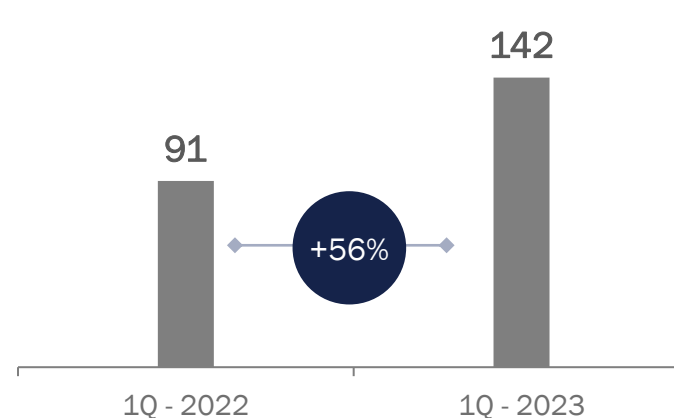
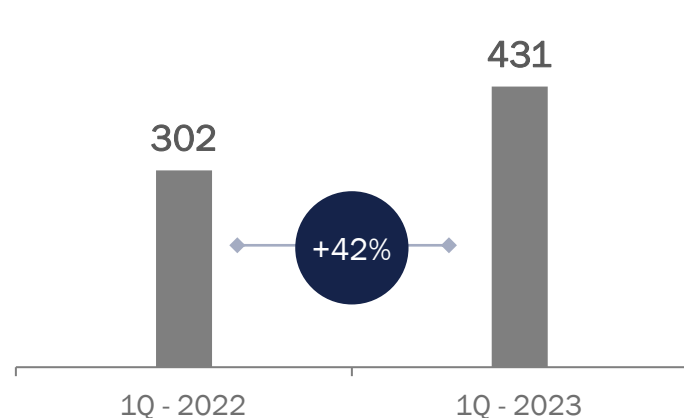
COP bn

Ebitda

COP bn

Net Income

COP bn





CEO
Jorge Mario Velasquez



CFO
Alejandro Piedrahita



IR Manager
Juan Esteban Mejia
(574) 315 8400
jemejia@grupoargos.com



IR Director
Carolina Arango
315 8400
carangoz@grupoargos.com



Senior Lead
David González
315 8400
dgonzalez@grupoargos.com

www.grupoargos.com

