



# Financial Results

## Second Quarter 2018

August 14, 2018



# Agenda

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1. Highlights
2. 2Q18 Financial Results
3. Q&A



# Financial Results Second Quarter 2018

## CONSOLIDATED INFORMATION



ISA continues growing with profitability.  
Return on equity reached **13,5%** in June.

	Operating Revenues	EBITDA	Net Income
<b>QUARTER</b>	<b>COP 1.528.297</b> million	<b>COP 945.423</b> million EBITDA margin 61,9% Excluding construction 69,4%	<b>COP 232.256</b> million Net margin 15,2% Excluding construction 16,7%
<b>SIX MONTHS</b>	<b>COP 3.159.484</b> million	<b>COP 2.015.702</b> million EBITDA margin 63,8% Excluding construction 70,7%	<b>COP 529.831</b> million Net margin 16,8% Excluding construction 18,2%



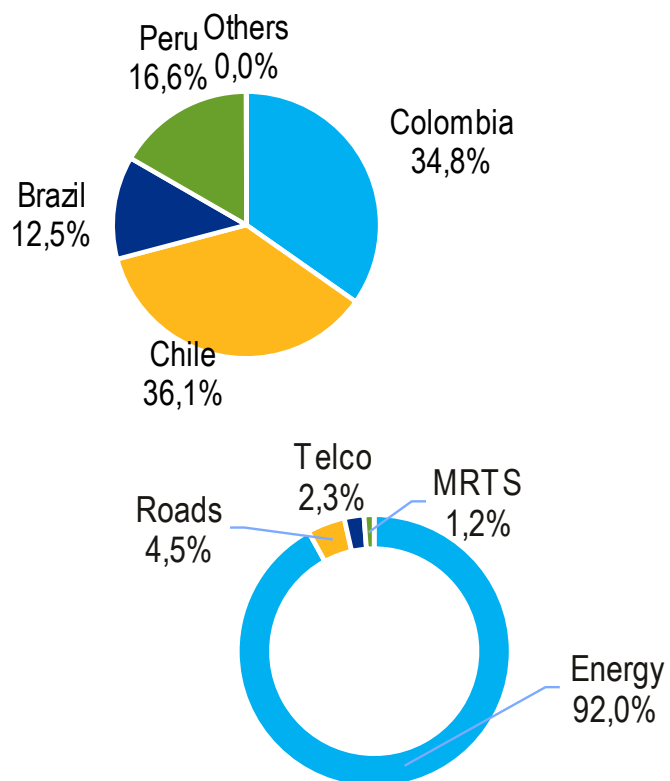
# Investments and Projects

Figures in COP billions



## COP 1.461 billion

6M18 Investments



Projects entered into operation: Annual revenues USD 26,9 million

### INTERCHILE

Substations Cardones, Maitencillo and Pan de Azúcar

### INTERCHILE

Maintencillo - Pan de Azúcar 2x500 kV TL- Tranche 2

### TRANSMANTARO

Friaspata-Mollepata Transmission Line and 220/60kV Substation

Projects won and awarded: Annual revenues USD 15,6 million

### ISA

Third 500/230 kV of 450 MVA transformer at the Sogamoso substation

### ISA

Second 500/230 kV of 360 MVA transformer at the Ocaña substation

### ISA CTEEP

Two transmission projects: in the South of Brazil and in the State of Sao Paulo



# Investments and Projects

ISA REP and Ministry of Education of Peru, inaugurated an important project under the Works for Taxes.



## Modernization of the Teresa de la Cruz Educational Institution

This initiative will benefit more than 200 children from an educational institution in Ica.

The investment exceeds S/ 5 million.



# Financial Results Second Quarter 2018



## HIGHLIGHTS

### 2017

- **Value increase of the RBSE (Basic Network of the Existing System):**  
from BRL 3.896 million to BRL 4.094 million

#### IN THE CONSOLIDATED:

> Revenues: COP359.615 million

> Taxes: COP122.269 million

> Net Income: COP85.269 million

### 2018

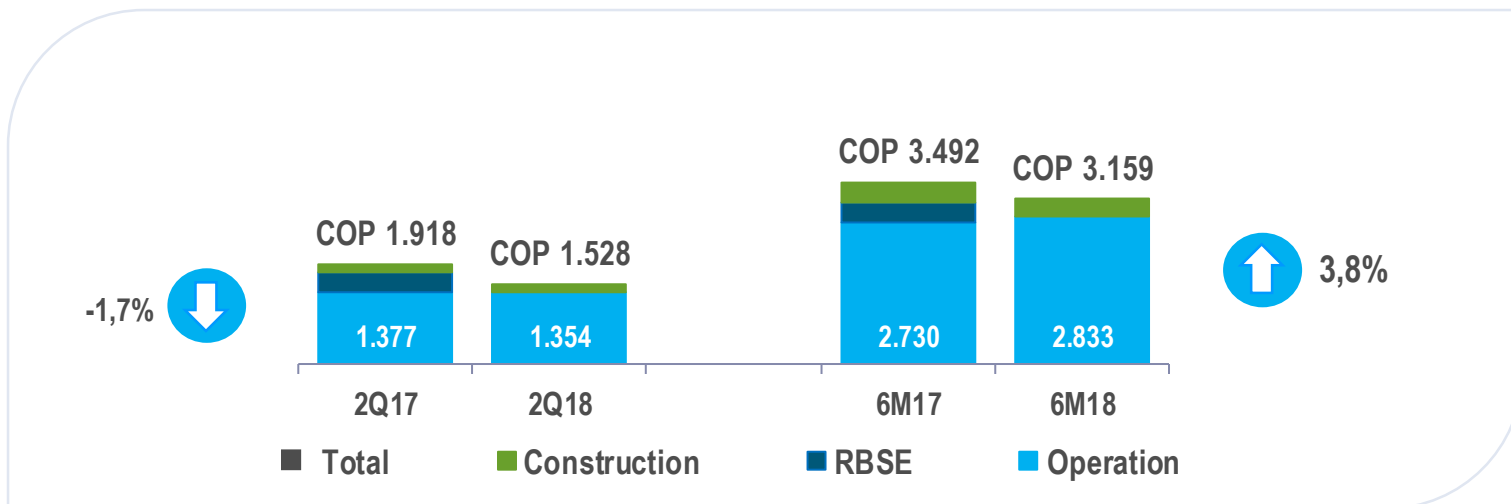
- **Tax recovery in Colombia and Brazil**
- **Consolidation of ATP results**
- **Provision of assets at INTERNEXA**



# Revenues

Figures in COP billions

## CONSOLIDATED INFORMATION



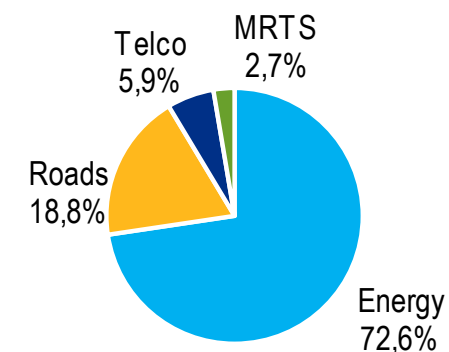
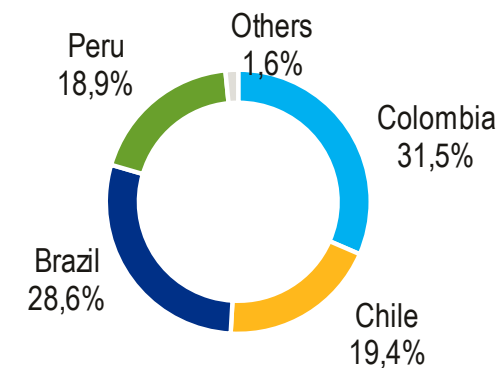
2Q18

- ❖ Currency behavior lowered revenues.
- ❖ Entry into operation of new projects.

6M18

- ❖ The return of the estate tax in Colombia.
- ❖ IENNE income consolidation.

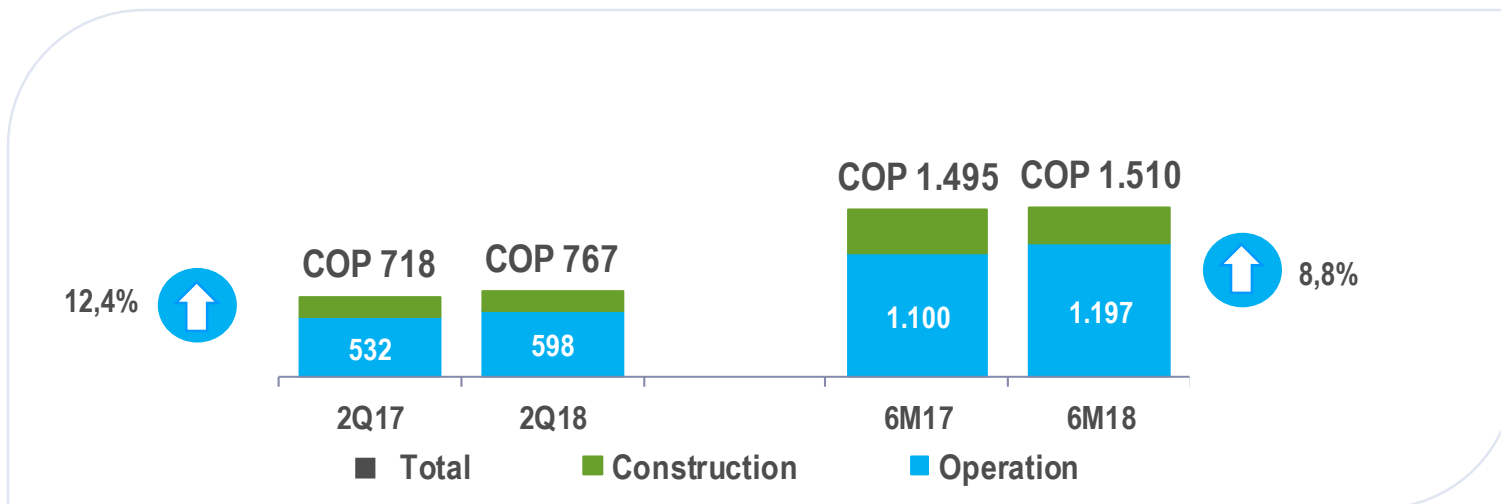
2Q18 operating revenues



# Operating Costs and Expenses

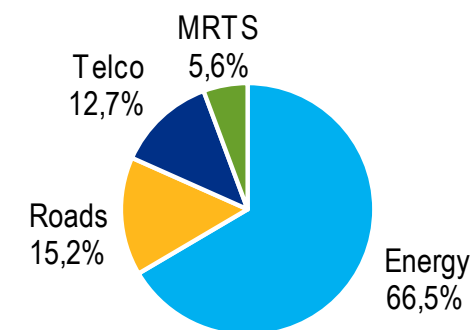
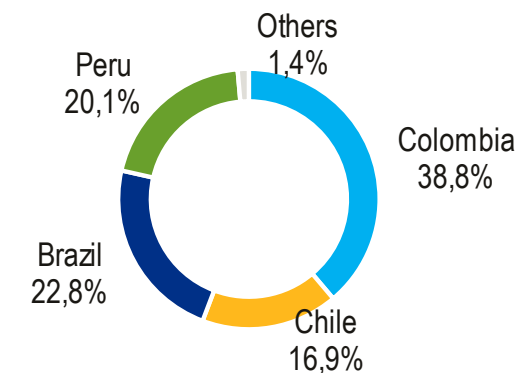
Figures in COP billions

## CONSOLIDATED INFORMATION



- ❖ The recovery of provisions in 2017 reduces expenses.
- ❖ Higher conservation and maintenance costs in Road Concessions in 2018.

### 2Q18 operating costs and expenses

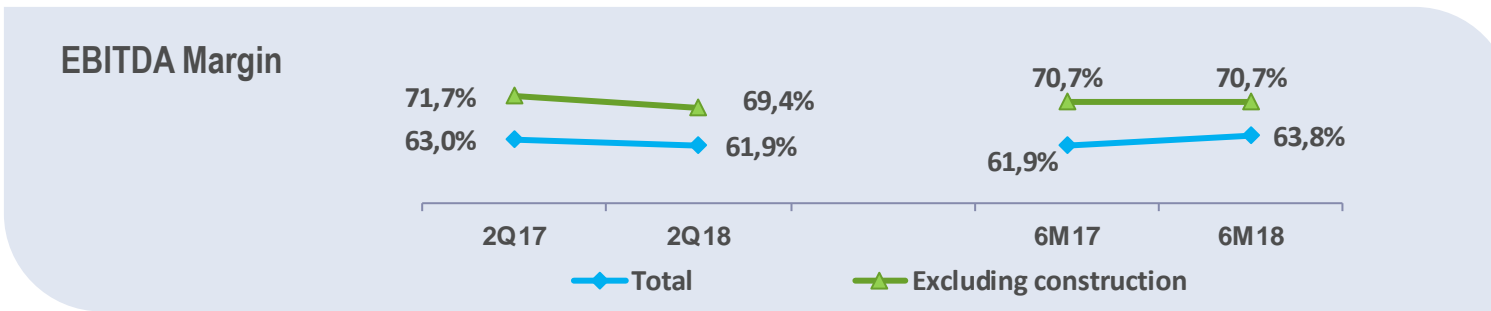
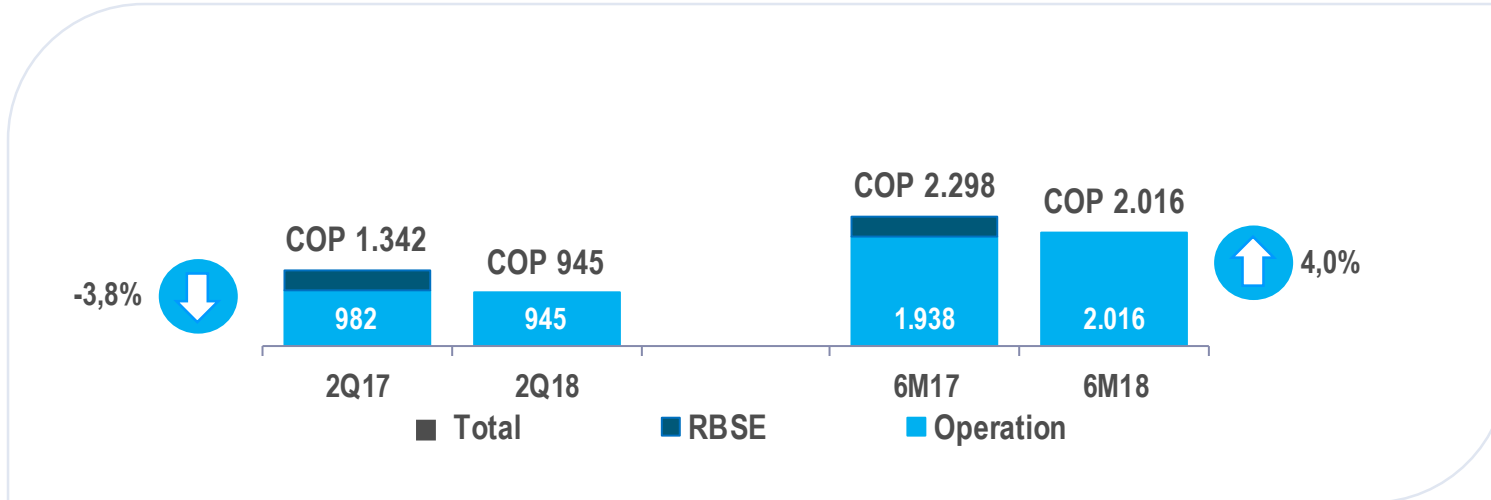




# EBITDA

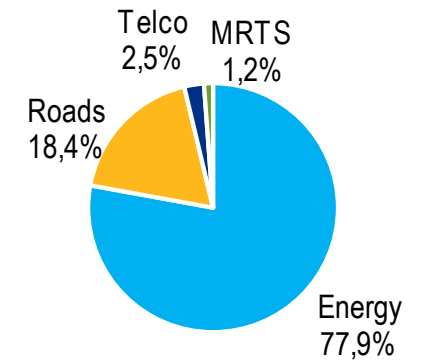
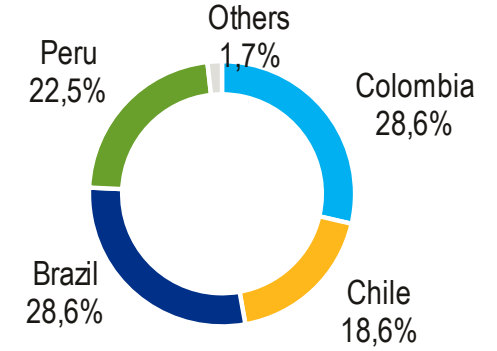
Figures in COP billions

## CONSOLIDATED INFORMATION



❖ Excluding RBSE recognition

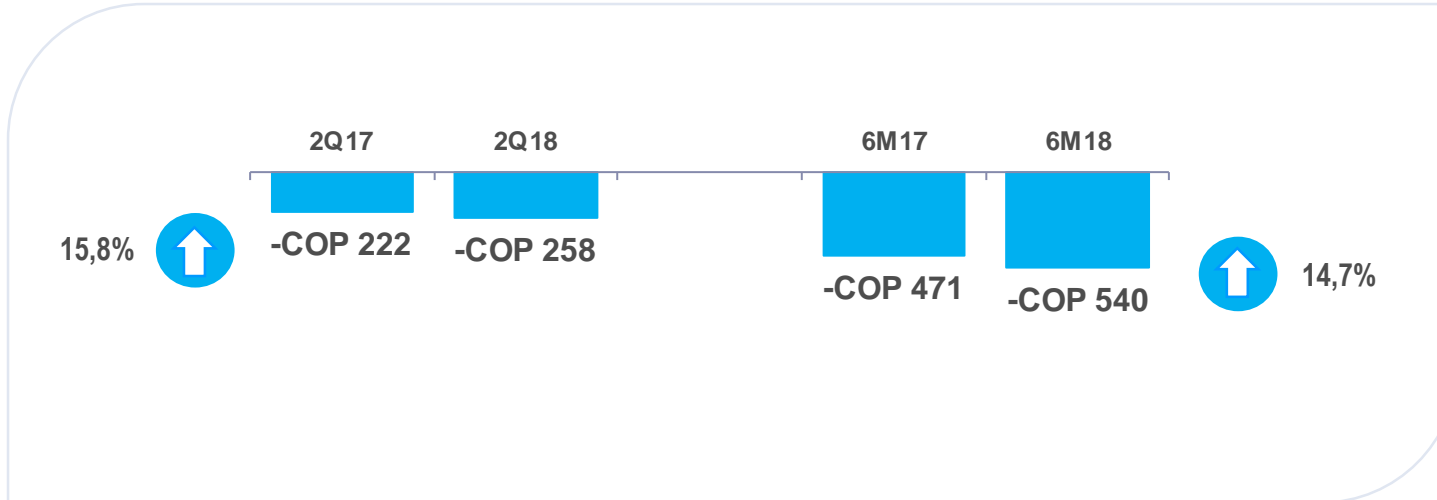
### 2Q18 EBITDA



# Net Financial Expenses

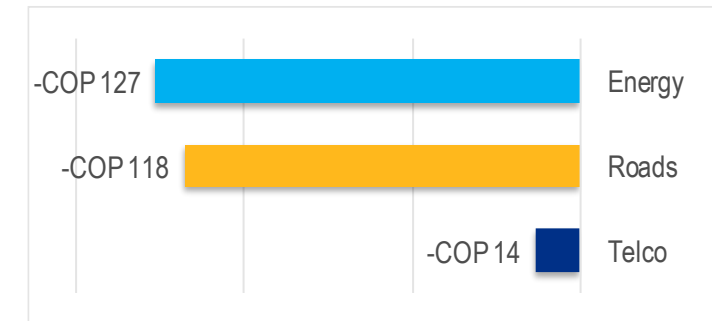
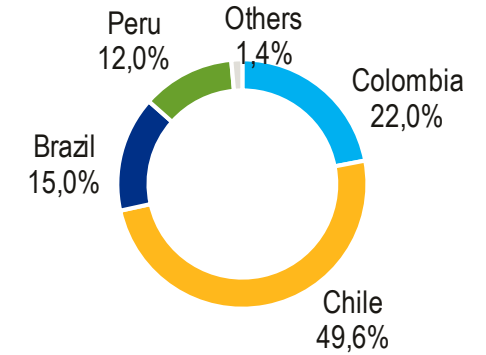
Figures in COP billions

## CONSOLIDATED INFORMATION



- ❖ Higher expenses due to exchange difference during the quarter.
- ❖ Lower financial expenses in Road Concessions and ISA Capital do Brasil.

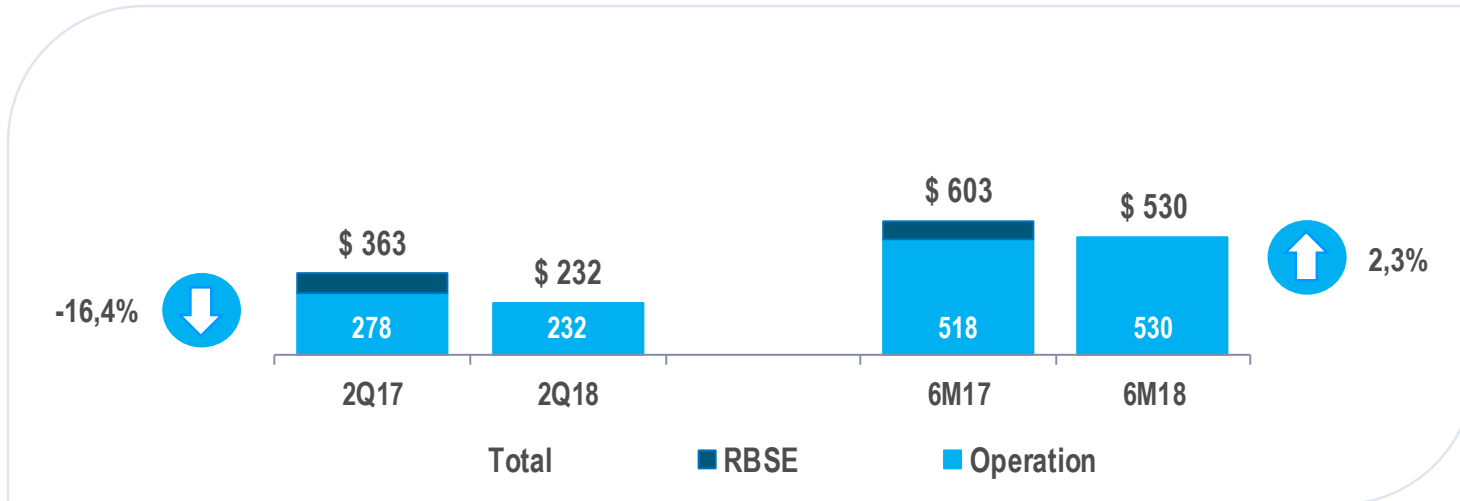
### 2Q18 financial expenses



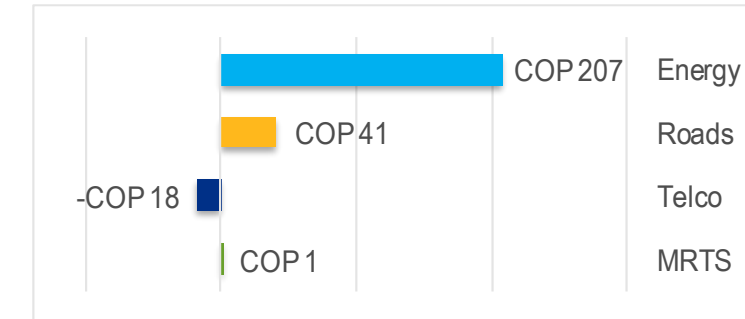
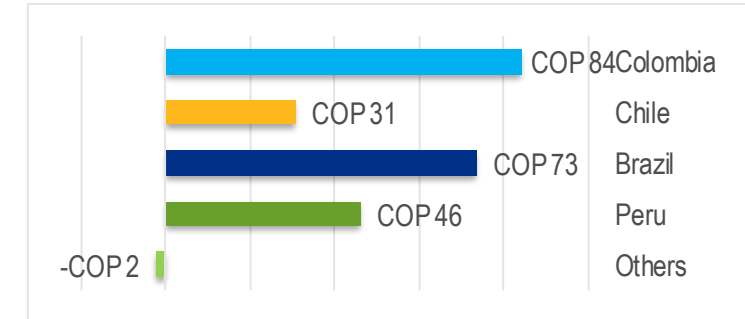
# Net Income

Figures in COP billions

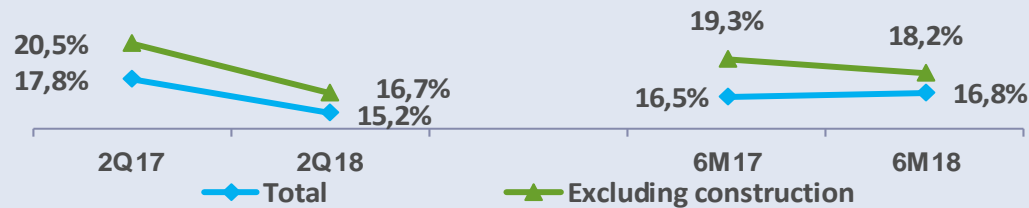
## CONSOLIDATED INFORMATION



2Q18 net income



### Net Margin



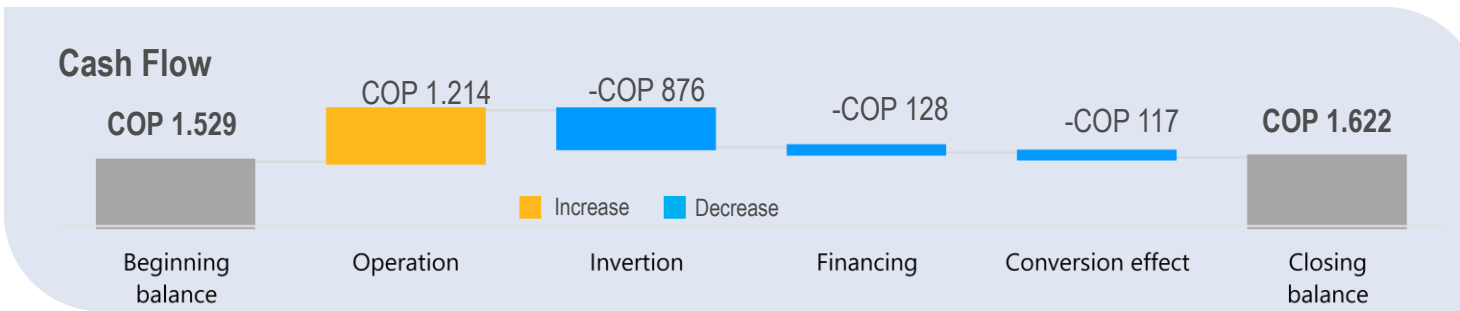
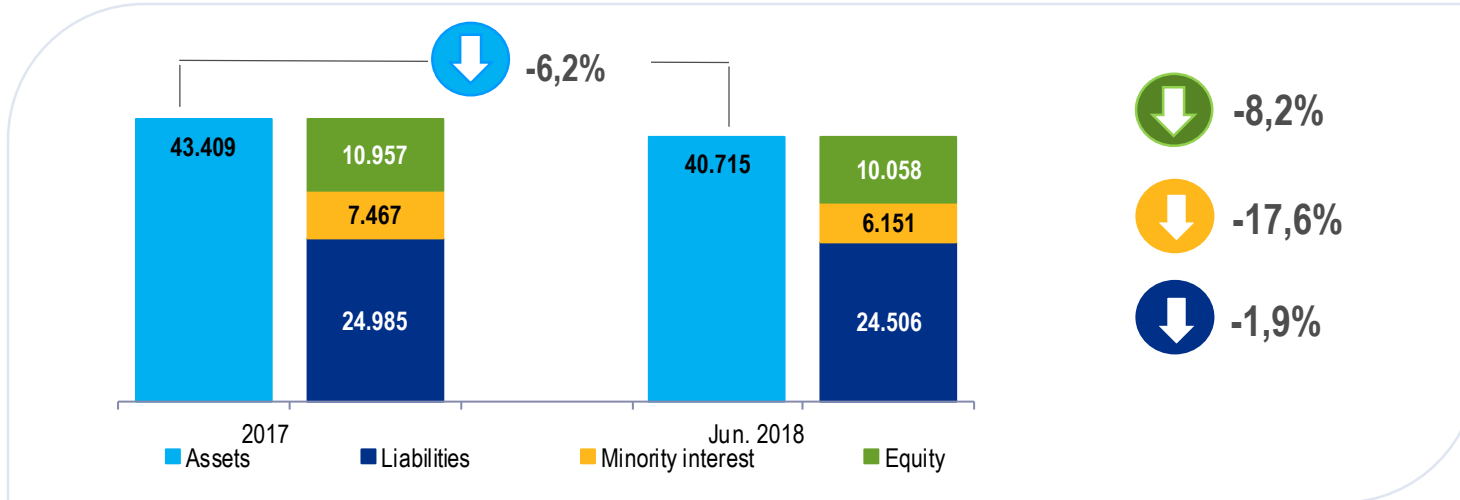
❖ Excluding RBSE recognition



# Balance Sheet and Cash Flow

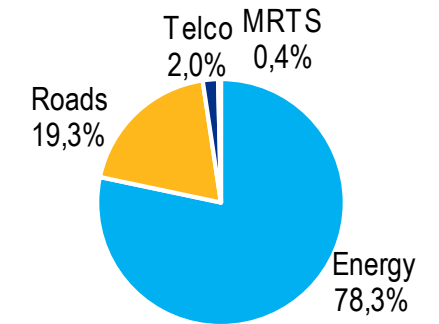
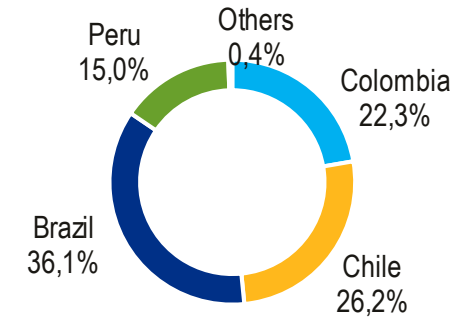
Figures in COP billions

## CONSOLIDATED INFORMATION



❖ Closing balance for ISA was COP 315.607 million

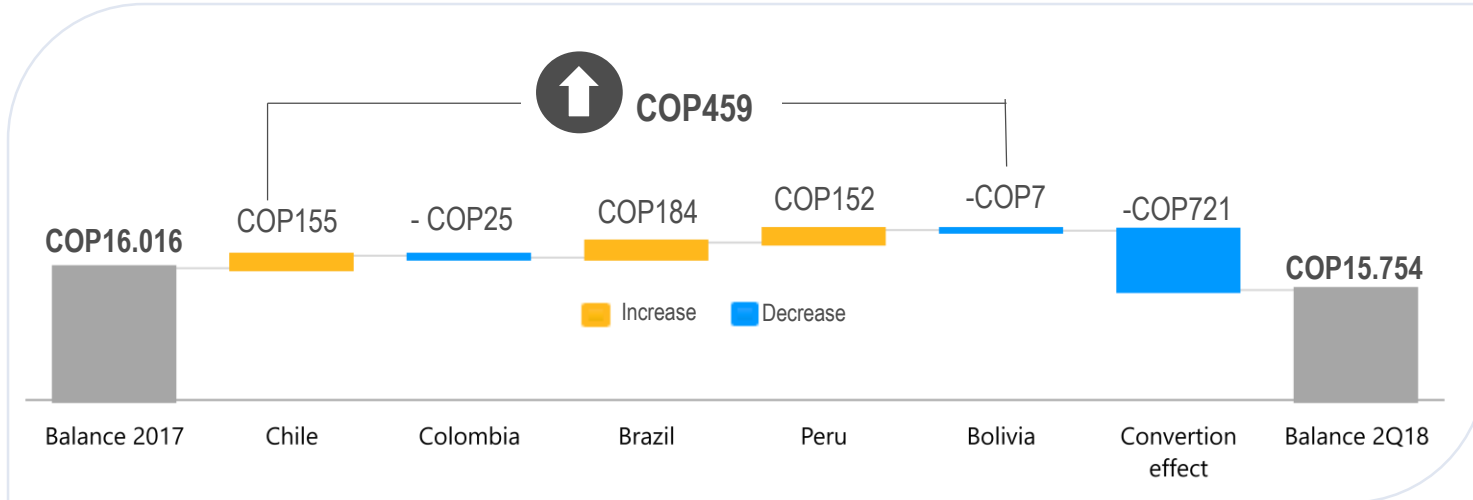
### 2Q18 assets



# Debt

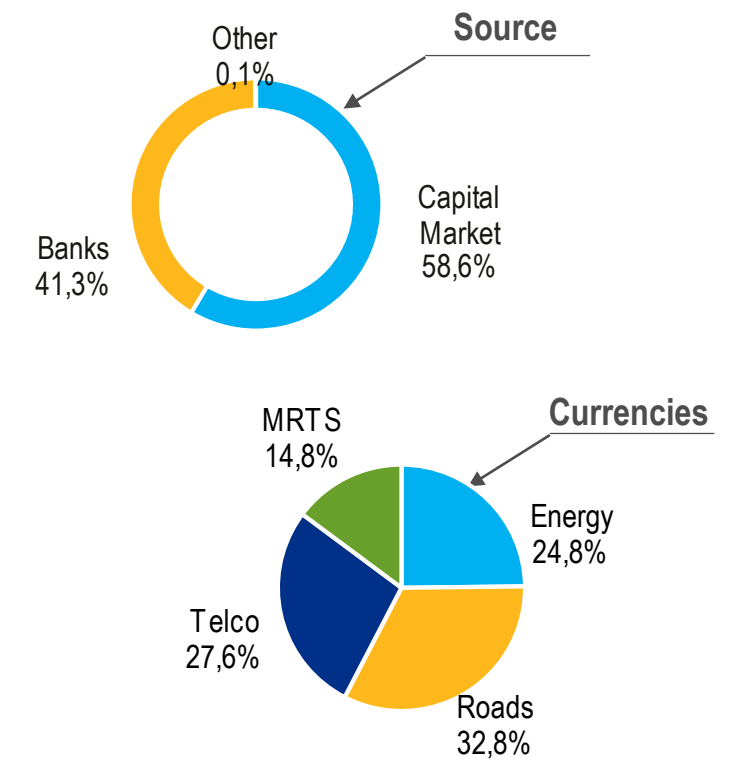
Figures in COP billions

## CONSOLIDATED INFORMATION



❖ Excludes RBSE recognition and PERT in 3Q17, includes RBSE cash

2Q18 debt



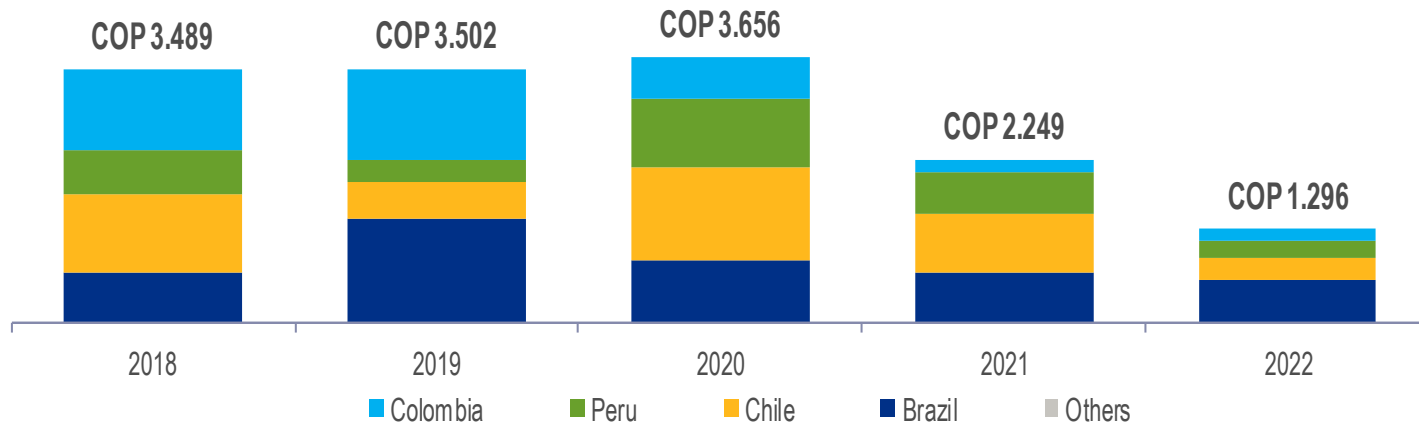
# CAPEX 2018 - 2022

Figures in COP billions

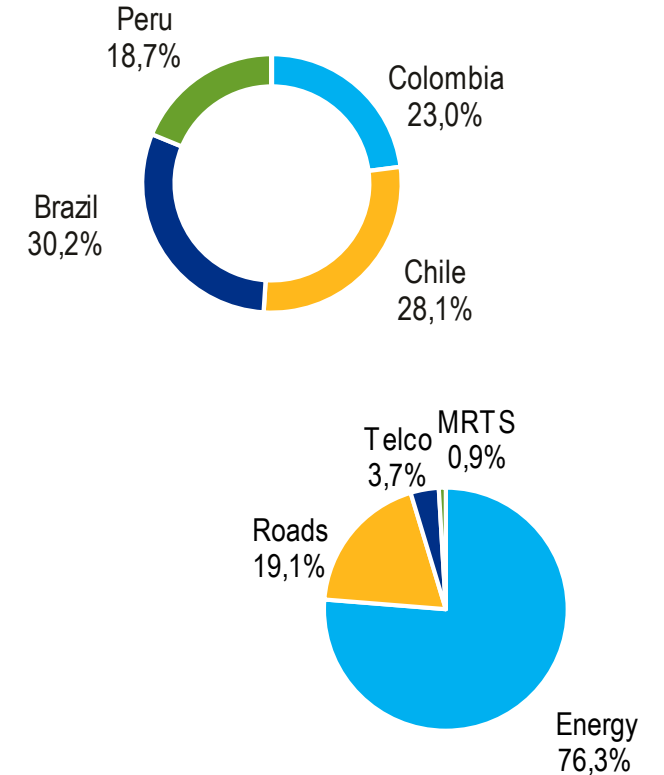
**CONSOLIDATED INFORMATION**



The investment amount estimated for 2018 to 2022 is **COP 14,192 billion**



CAPEX 2018 - 2022



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As a result of these risks and factors, current results may differ materially from estimates provided. The company does not accept responsibility for any change or information provided by official sources. ISA doesn't assume obligation to update these statements as a result of new information, future events or any other factor.

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