

isa

CONNECTIONS THAT INSPIRE

BTG PACTUAL ANDEAN CONFERENCE 2021 FEBRUARY 2021



Member of
**Dow Jones
Sustainability Indices**
Powered by the S&P Global CSA



We are a multi-latin organization, recognized for the operational excellence of its **Energy, Roads, and Telecommunications** businesses.

43
Affiliates
and
subsidiaries

3
Businesses

6 Latam
countries
+ Central
America



Energy



Roads



Telecommunications



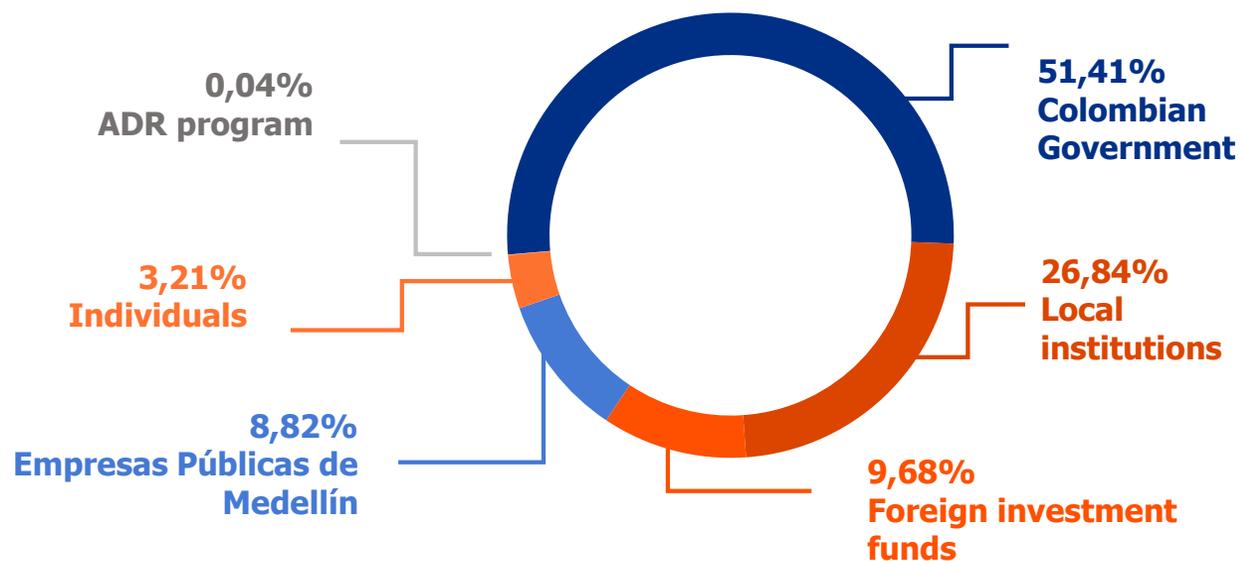
Shareholder Structure

60,23% State investments

667.196.974

39,77% Private investors

440.480.920



BVC: ISA CB
OTCQX: IESFY

1.107.677.894
Shares

25.027
Shareholders

USD 7,2 billion
Market capitalization



IR COMMITTED
granted by BVC

High standards of ethics and corporate governance



ISA, a company with a low risk of corruption, according to Transparency for Colombia

Shares and bonds traded on the **Colombian Stock Exchange**

95% application of **Country Code** recommendations

Board of Directors formed by:

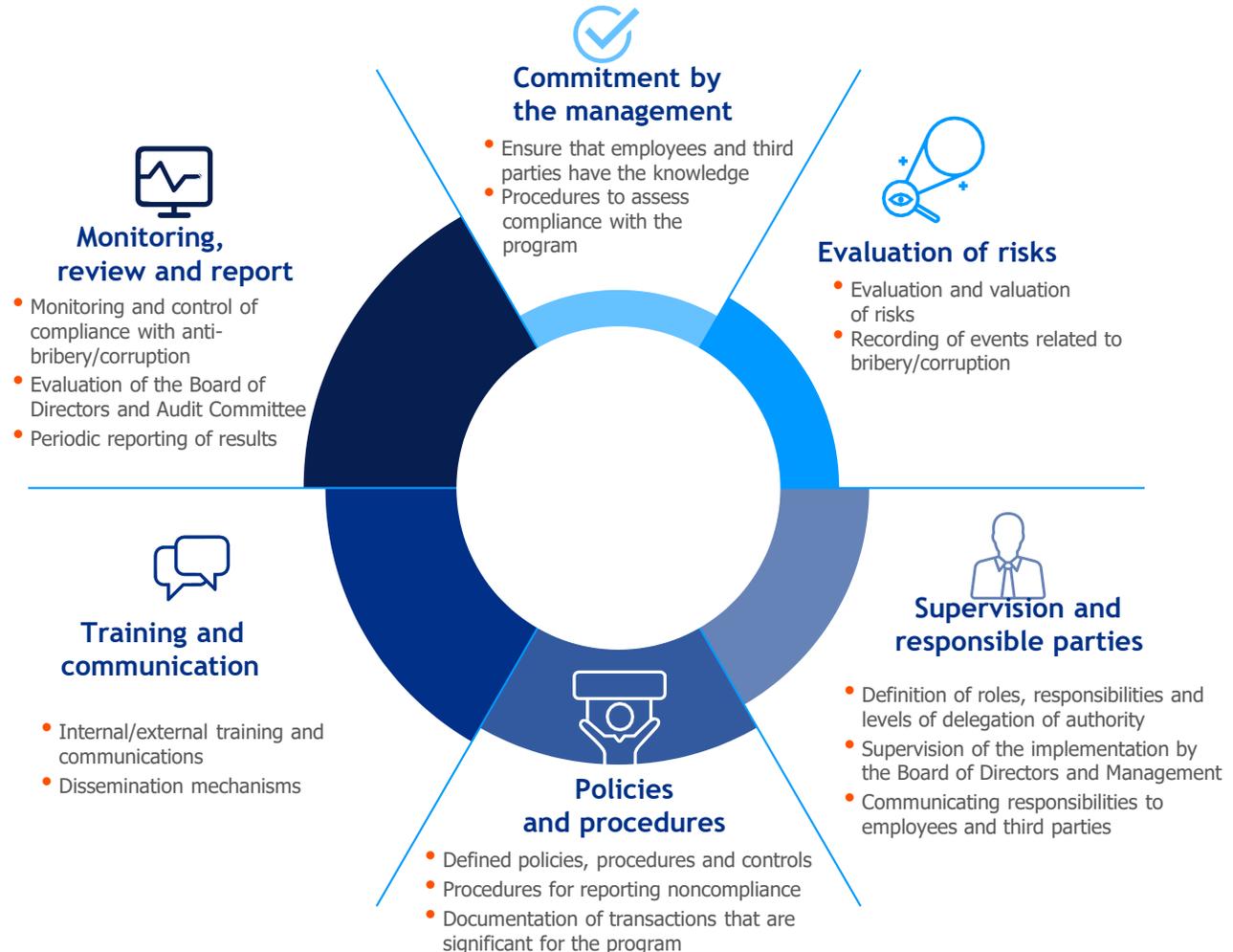
- 9 members
 - **7 independent**
 - **2 from the Government**



ISA, XM and INTERCOLOMBIA obtained a "low corruption risk" rating



- 2019: 1st. Corporate Governance
- 2017: 1st. Leading Company in Investor Relations
1st. Alas20 Colombia Company
- 2016: 1st. Leading Company in Corporate Governance
- 2015: 1st. Corporate Governance



ESG

Environmental Social and Governance

TODOS
SOMOS
UNO

CONEXIÓN
JAGUAR

isa



FTSE4Good

Sustainability Award
Bronze Class 2021

S&P Global

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Strengthening of
educational, community
and **institutional**
capacities

ISA, the only Colombian
company **in the top 10 of**
the Energy Public Services
category in the Dow Jones
Sustainability Index

ISA in figures

In USD million



Energy



Roads



Telecom.

EBITDA

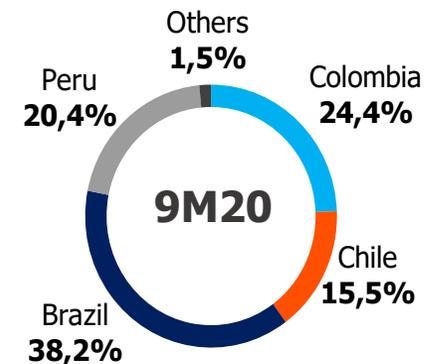
USD **1.929**
2019

16,5%
CAGR 2015-2019

USD **1.257**
9M20

65,1%
EBITDA MARGIN
9M20

■ 86% ■ 11% ■ 3%



NET INCOME

USD **443**
2019

23,6%
CAGR 2015-2019

USD **382**
9M20

19,8%
NET MARGIN
9M20



DIVIDEND

COP **675**
per share
2020

20%
CAGR 2015-2020

3,3%
YIELD AVG 2015-2020

48%
PAYOUT AVG 2015-2020

Impact COVID-19



Energy

- ✓ Government measures that have made it possible to maintain the system's payment chain.
- ✓ Revenue collection has been of 98% as of September 2020.
- ✓ Projects under construction had a delay of 3 months on average until September 2020. 100% of the projects have been reactivated.



Roads

- ✓ Traffic decreased 30% on average.
- ✓ Due to the contracts, in general, income will be compensated by extending the life of concessions.
- ✓ Net Income has been on budget.
- ✓ The construction activity never stopped.



Telco

- ✓ Results above expectations due to high demand for data and internet during this period.

For the 3 businesses:

- Higher final cash availability and lower debt disbursements
- 86% execution of operational expenses due to efficiency capture initiatives
- Net profit as of September: 18% annual growth
- Capex is expected to be 100% between 2020-21

Financial impact of COVID 19 has been low. Even though we stopped operations in almost every country when crisis started, we rapidly adjusted from the operational and financial stand-point. The resilience of businesses and the excellent management of projects under construction and control of administrative expenses, helped us compensate the negative impact.

Investments and projects

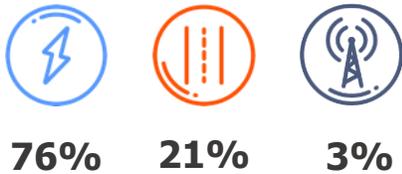
Figures in USD million



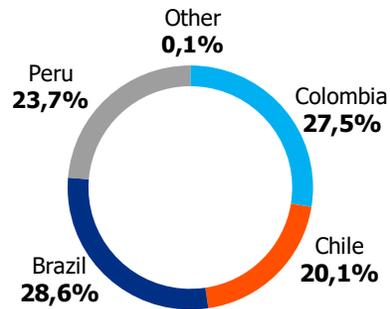
The committed investment for 2020-2024 is of

USD 4 billion

BY BUSINESS



BY COUNTRY



Figures as of September 2020

No. of projects under construction

6

Roads

27

Energy Transmission

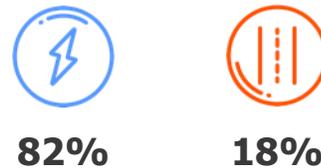
286

Reinforcements in Brasil

Annual revenues

USD 460

BY BUSINESS



Figures as of September 2020

Greenfield Investment Opportunities 2021
(USD million)

BY BUSINESS



USD 2,928



USD 859

BY COUNTRY



USD 1.258



USD 164



USD 1.500



USD 865

Figures as of December 2020

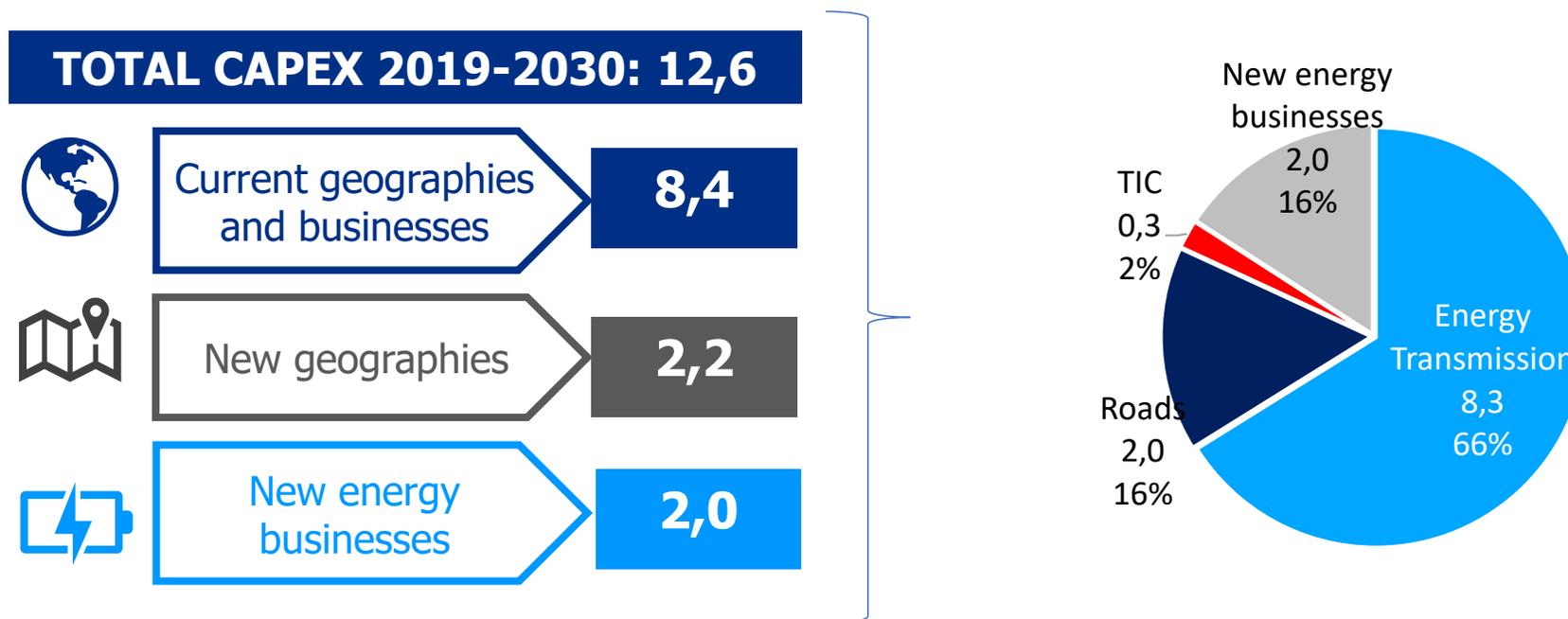
ISA2030 Strategy

Investment of USD 12,6 billion

Diversification by business and geography

Figures in USD billion

We have executed **53%** of the investment goal of ISA2030 strategy.



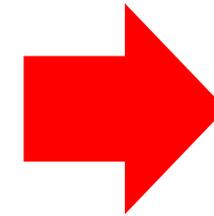
Challenges



Continue with the control and reduction of AOM expenses

Apply lessons learned from COVID 19 avoiding to go back to pre-COVID practices

To continue growing with profitability on an environment of increasing competition



Protect ISA's
profitability and
competitiveness



Roads

Growing from 11% to 16% in terms of participation of the Group's EBITDA by year 2030

ISA is a company that is working towards growth with sustainable value creation.

Carolina Botero Londoño
Chief Financial Officer

Investor Relations
InvestorRelations@isa.com.co