



isa

Financial Results

First Quarter 2019

May 7, 2019

MEMBER OF
Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM



Agenda

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



General Shareholder Meeting

- ✓ Dividends were approved for \$ 611.438 million (\$ 552 per share), payable in two equal installments on July 24 and December 11.
- ✓ They keep 7 independent members of 9.
- ✓ Representation of the Nation: change in the position of Deputy Minister of Finance by the Deputy Minister of Finance.

Highlights

ISA 2030 Strategy

Growth with sustainable value



Achieve a minimum increase of **70% in EBITDA**

Invest USD10,500 million in business and current geographies and in new geographies

Create Social and Environmental Impact



Reduce 11 million of tCO2e



Invest USD2,000 million in new energy businesses

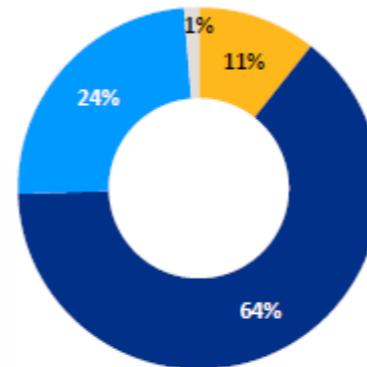
Invest USD150 million in entrepreneurship

Highlights

CTM Issued International Green Bonds



- ✓ The resources will be invested in projects with environmental benefits.
- ✓ The placement had an oversubscription of 5.7 times the amount offered.
- ✓ Second company of the ISA Group in issuing bonds with green seal.
- ✓ First company in Peru to issue green bonds.
- ✓ First energy company to issue international green bonds in Latin America.



PLACEMENT BY REGION

EMEA US LATAM APAC

Highlights

Financial Results First Quarter 2019

Considerations

- New projects came into operation that contribute USD 11,1 million in annual revenues.
- In Brazil: Monthly adjustment of the tariff cycle and the Implementation of the "Contractual Asset" model.

Financial Results First Quarter 2019

CONSOLIDATED INFORMATION

ISA

continues to **grow with profitability**

In 1Q19, the ROE reached a

13,9%

Operating Revenues
COP 1,8 trillion

Net Income
COP 353.125 million
Net Margin **19,4%**

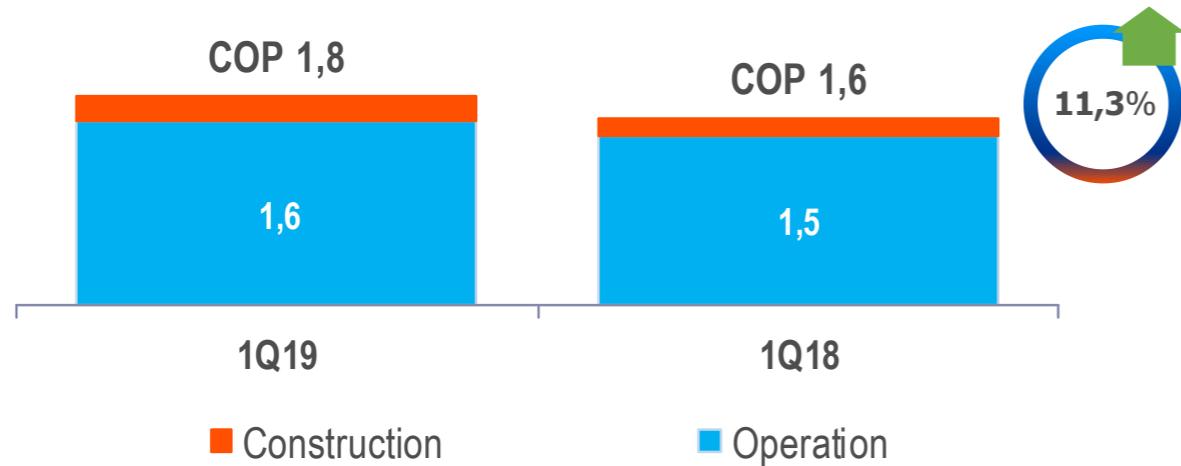
EBITDA
COP 1,2 trillion
EBITDA Margin **67,6%** Excluding construction **71,5%**

Assets
COP 45 trillion

Operating Revenues

CONSOLIDATED INFORMATION

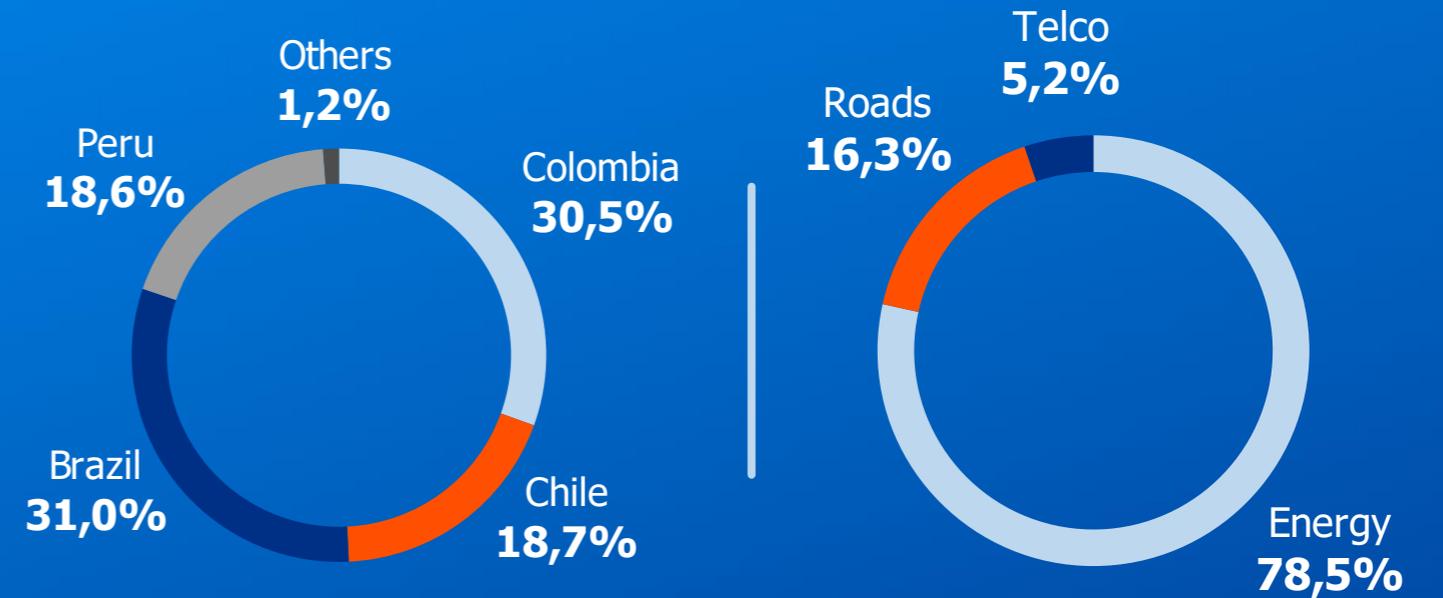
Figures in COP trillion



Quarter

- Start up into operation of new projects.
- Monthly update of IPCA income in Brazil.
- Accounting recognition of Contractual Assets in Brazil.

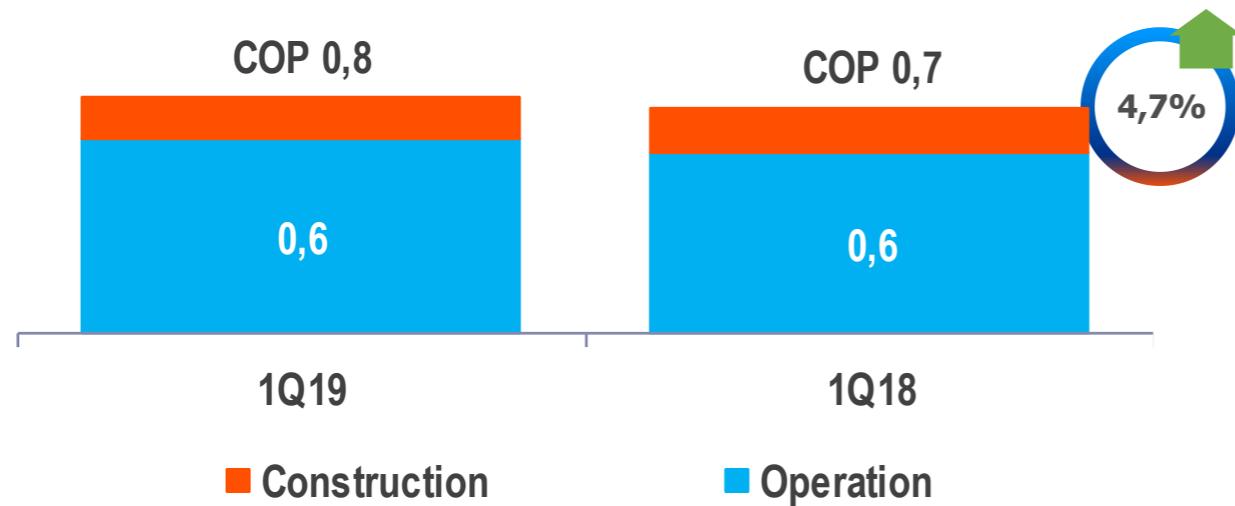
1Q19 Operating Revenues



Operating Costs and Expenses

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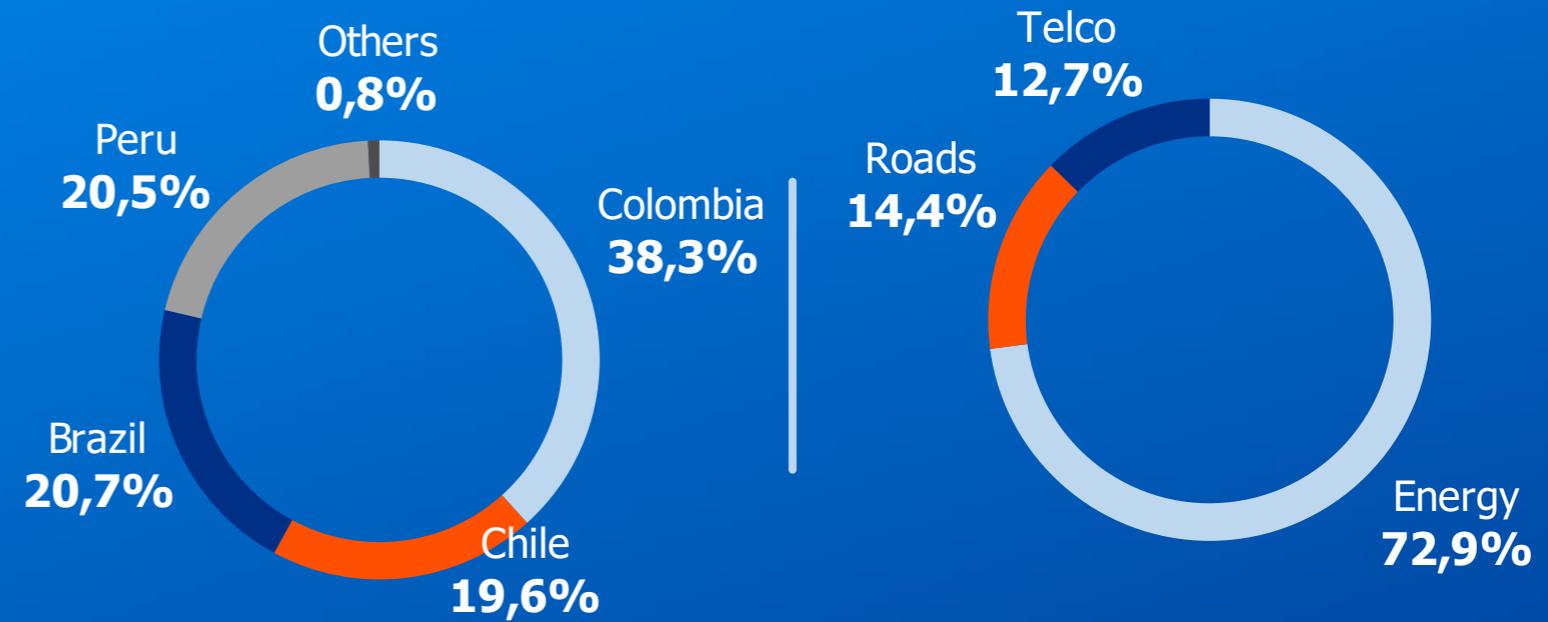
Figures in COP trillion



Quarter

- Start up of operations in new projects.

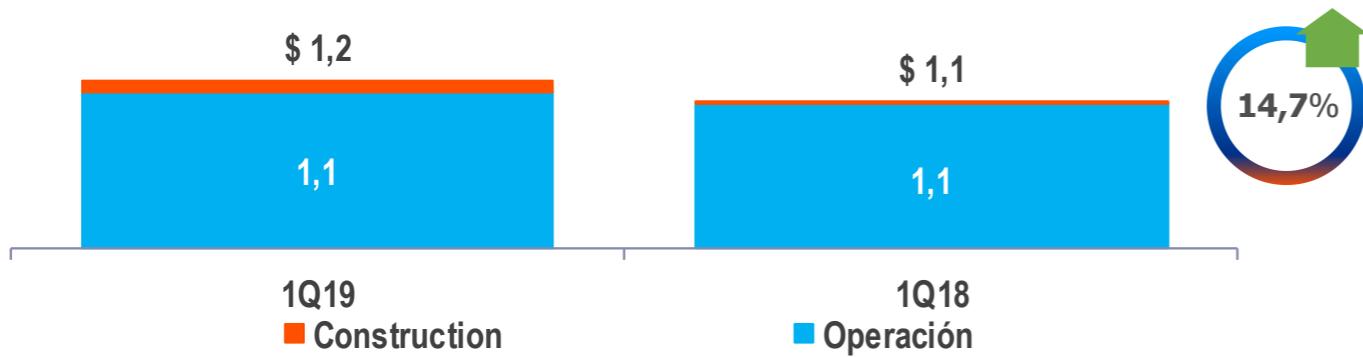
1Q19 Operating Costs and Expenses



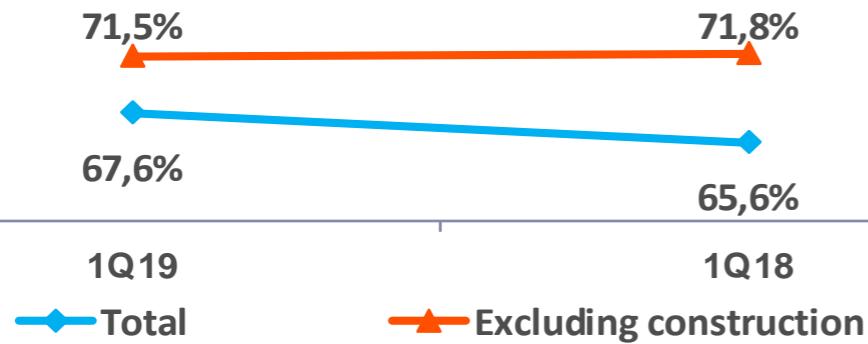
EBITDA

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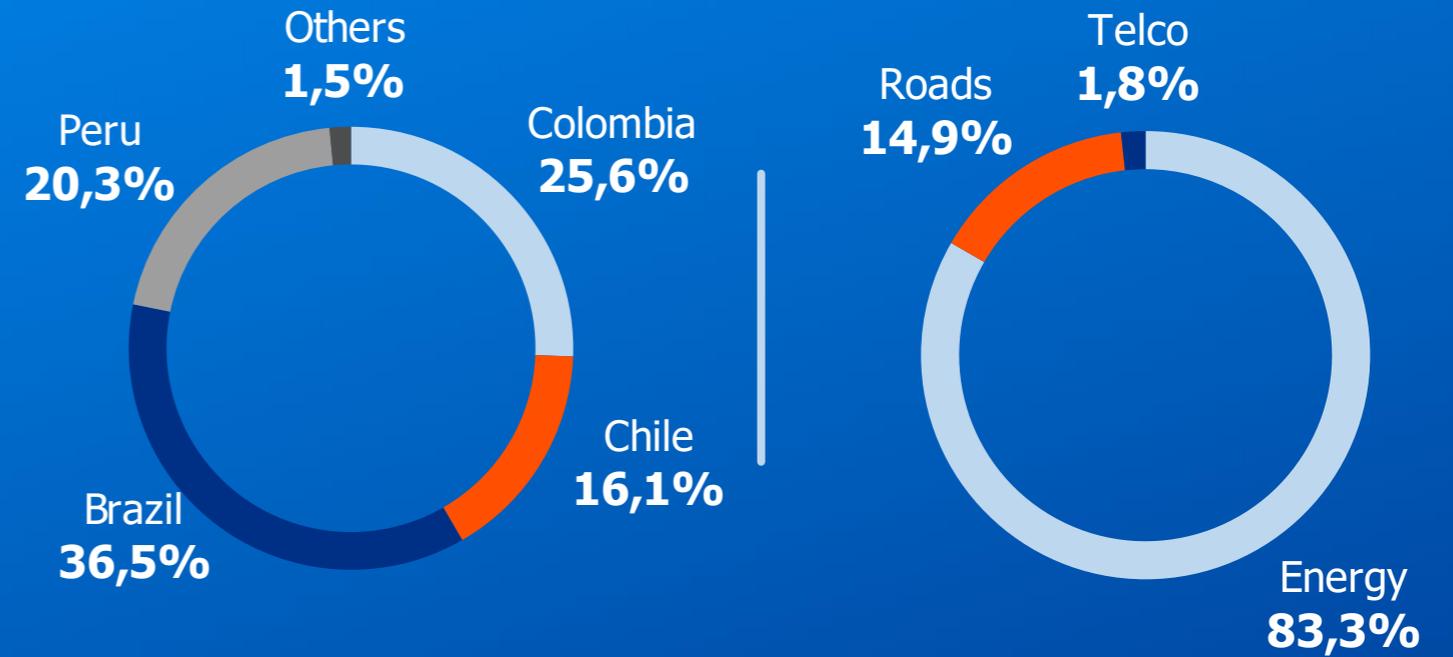
Figures in COP trillion



EBITDA Margin



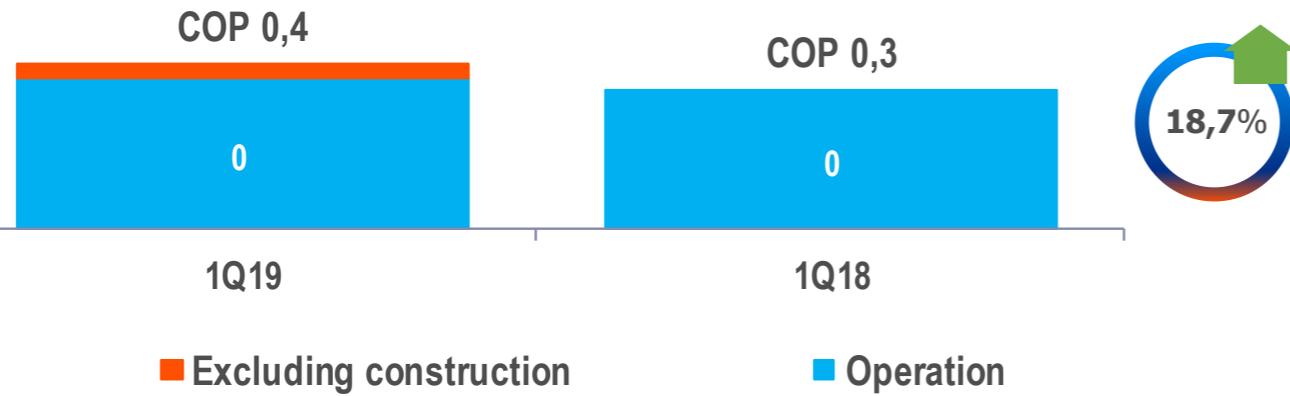
1Q19 EBITDA



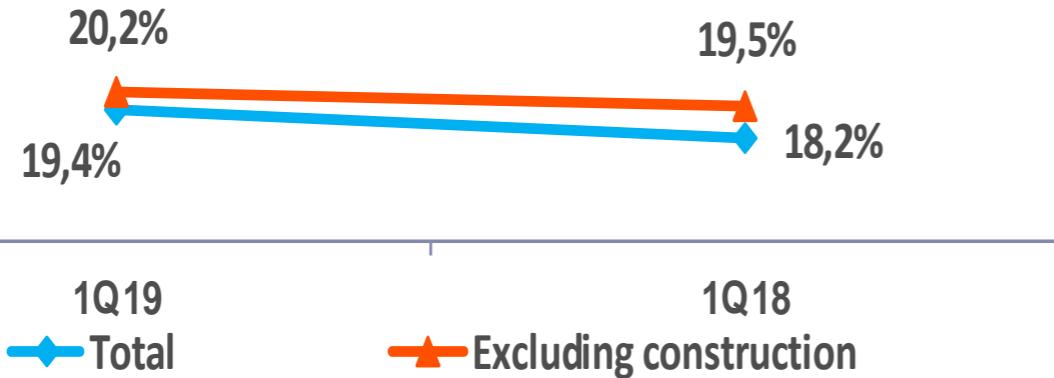
Net Income

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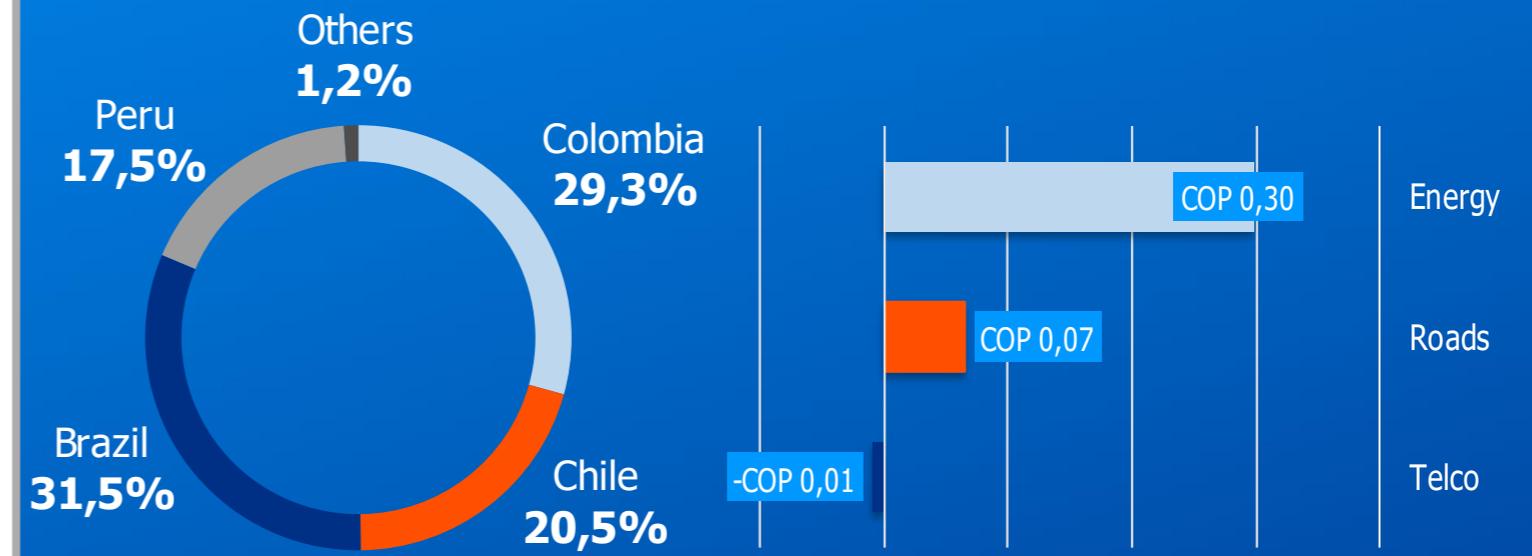
Figures in COP trillion



Net Margin



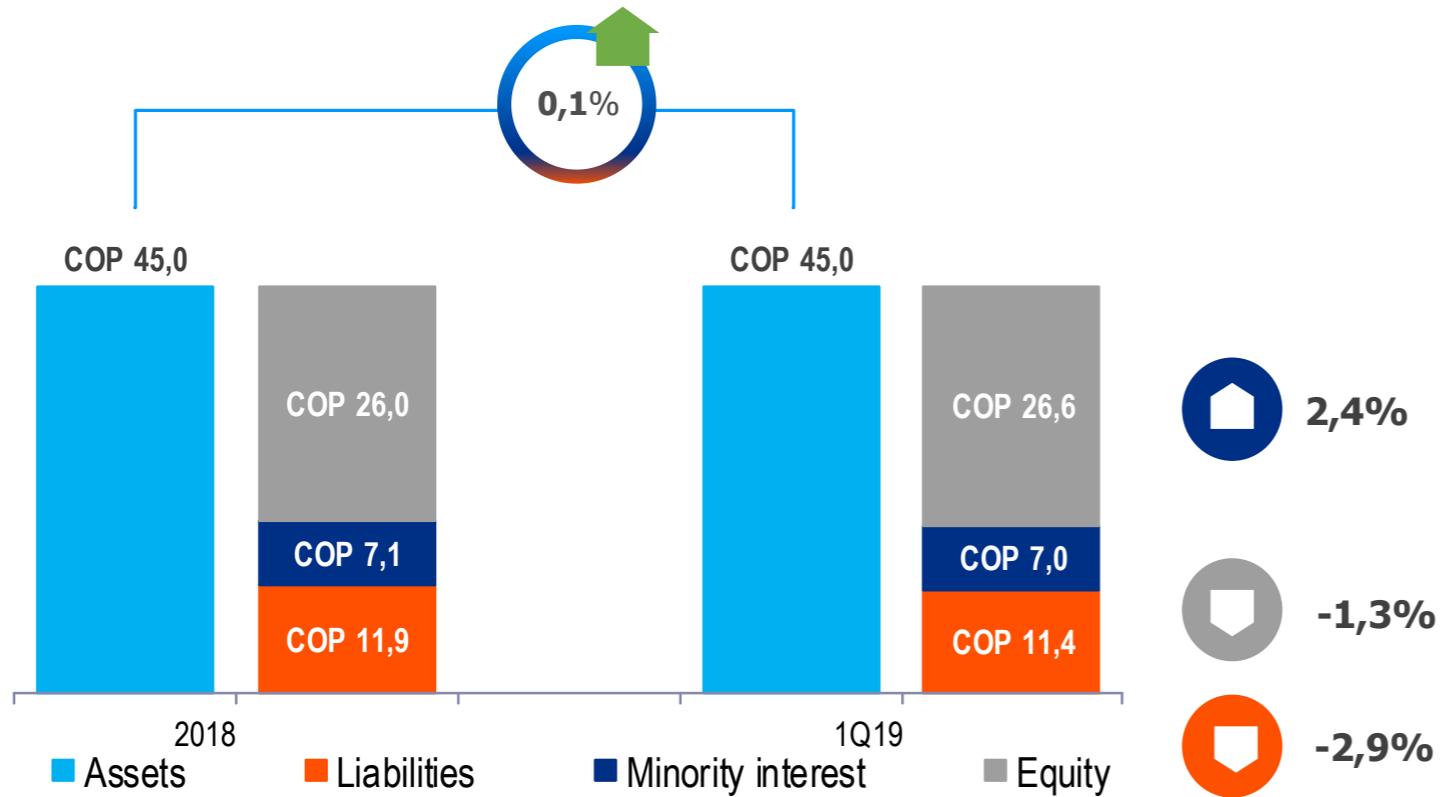
1Q19 Net Income



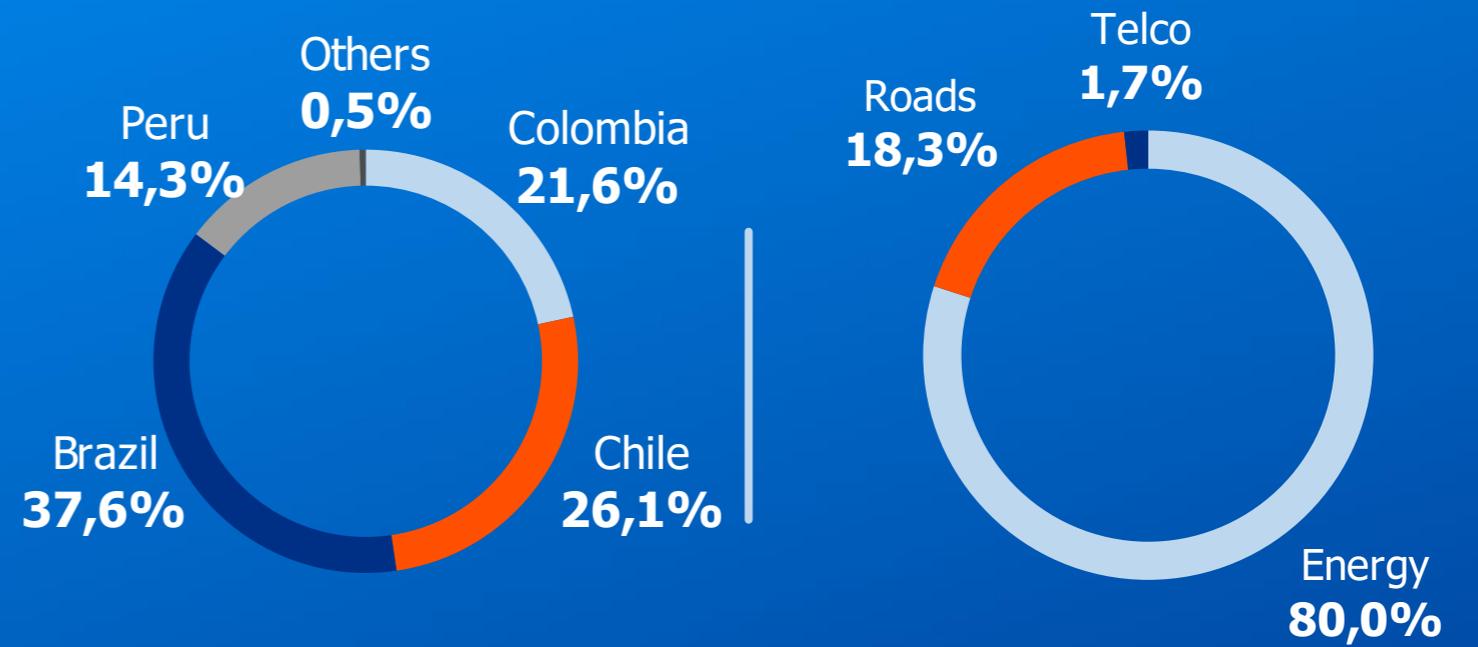
Balance Sheet

CONSOLIDATED INFORMATION

Figures in COP trillion



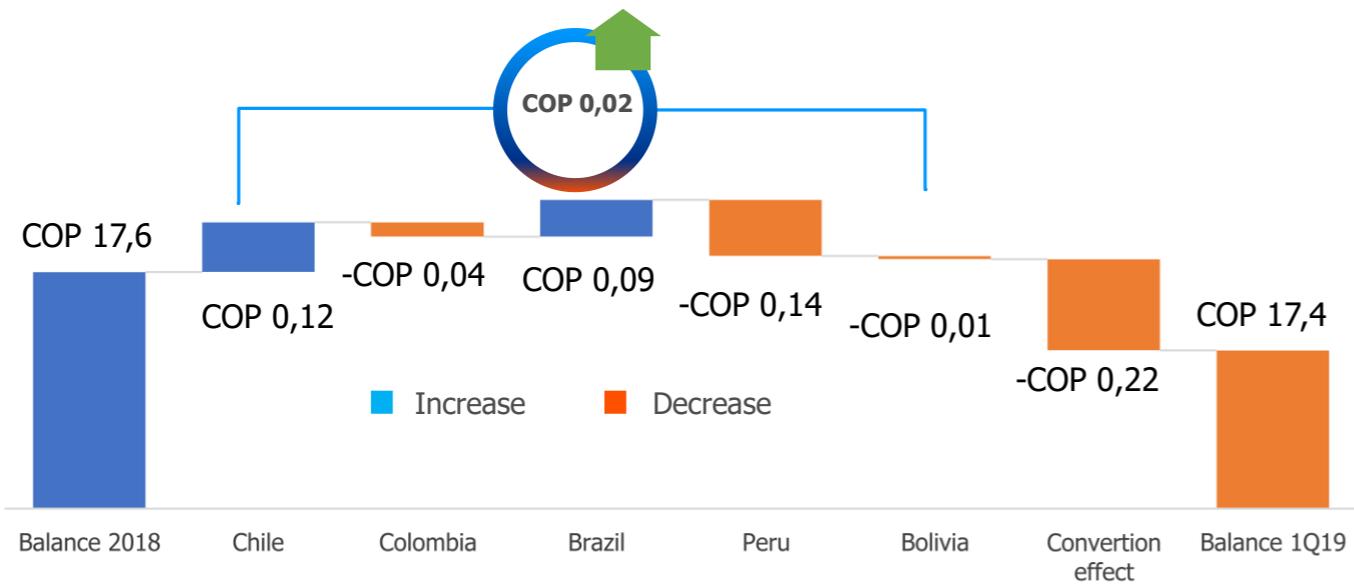
1Q19 Assets



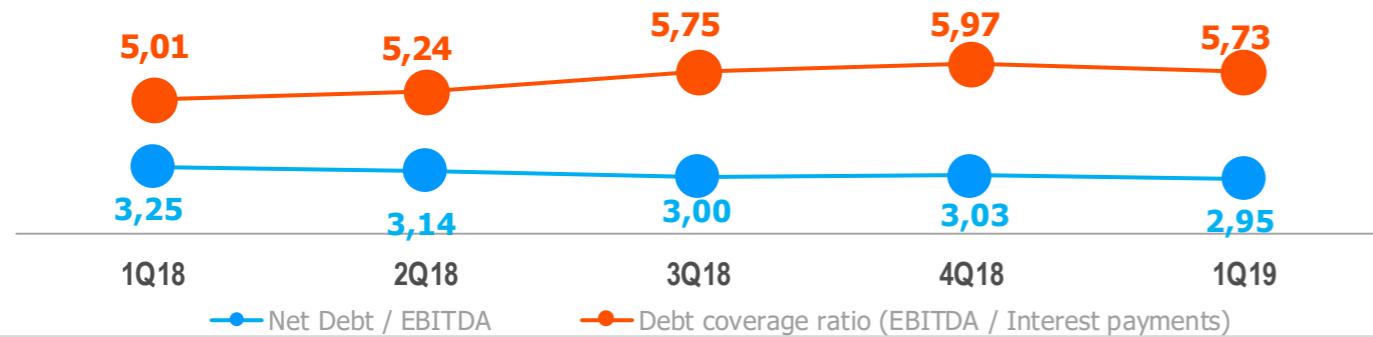
Debt

CONSOLIDATED INFORMATION

Figures in COP trillion



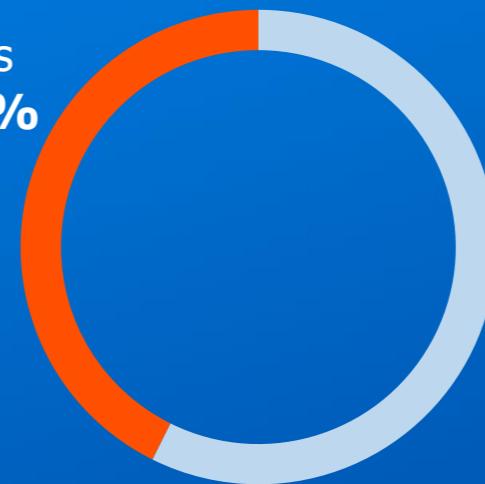
Indicators



1Q19 Debt

Source

Banks
42,6%



Capital Market
57,4%

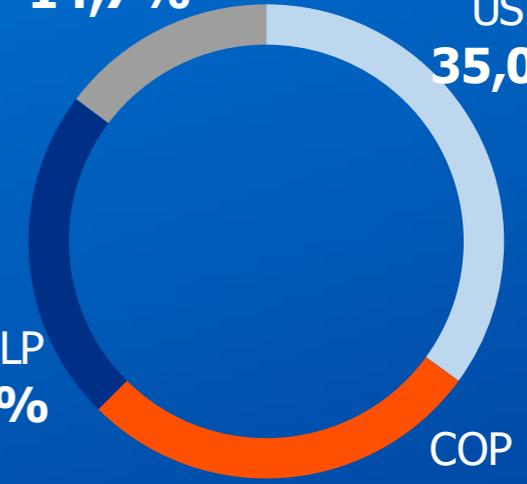
Currency

BRL
14,7%

USD
35,0%

UF+CLP
22,8%

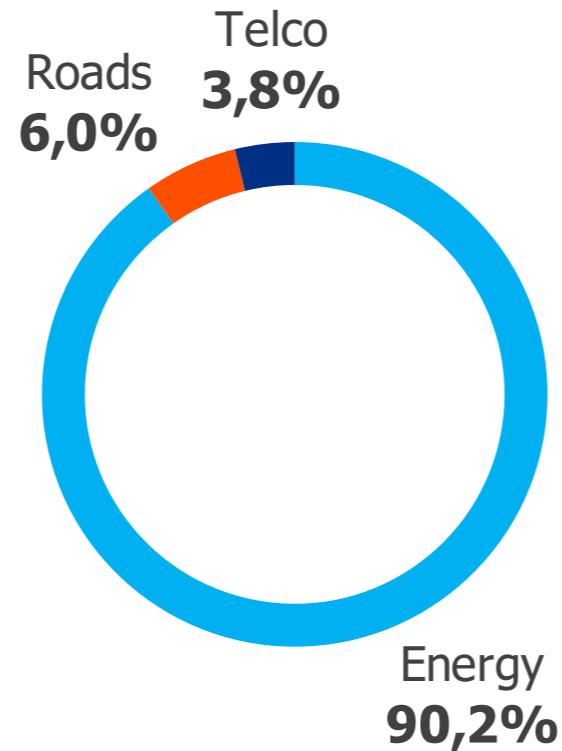
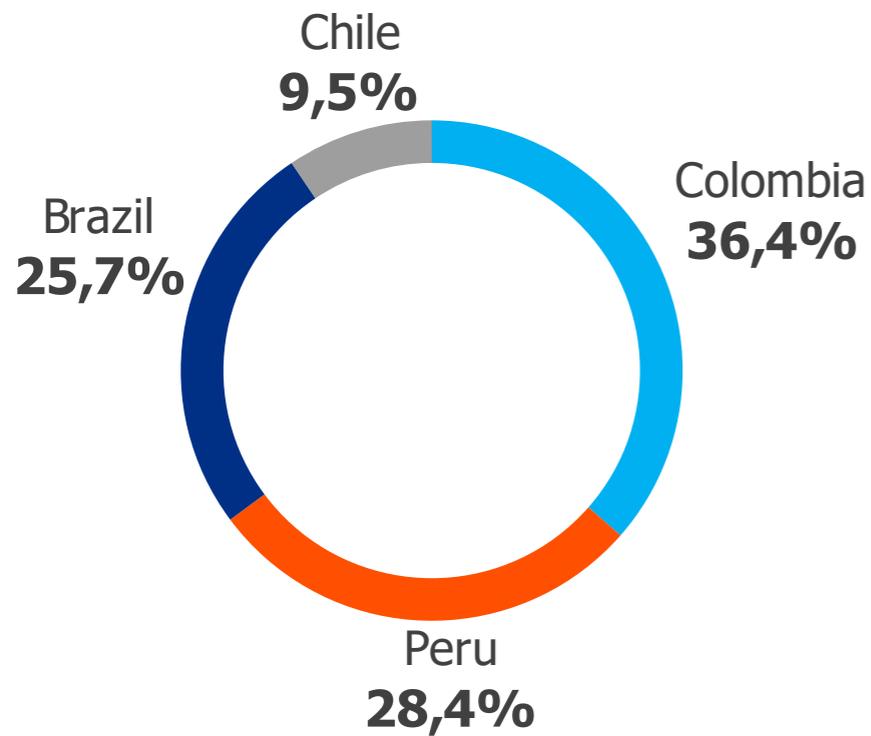
COP
27,5%



Investments and projects

FIRST QUARTER

The investment amount estimated for the period is
COP 556.353 million (USD 177 million)



Projects under construction

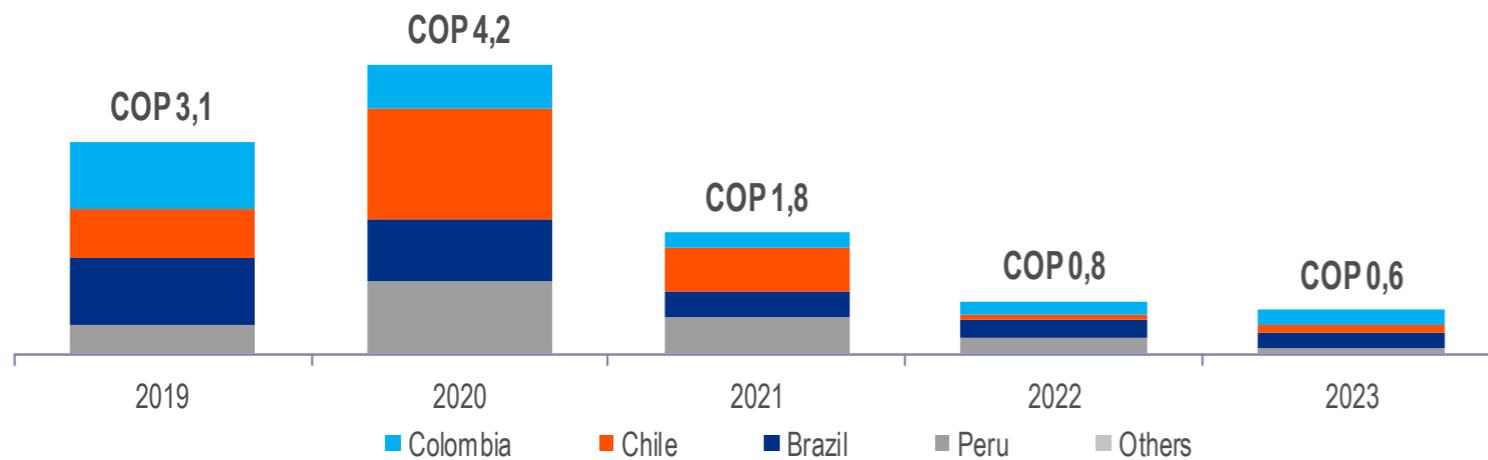
- **28** Public Calls for Energy Transmission.
- **2** Roads

Capex 2019-2023

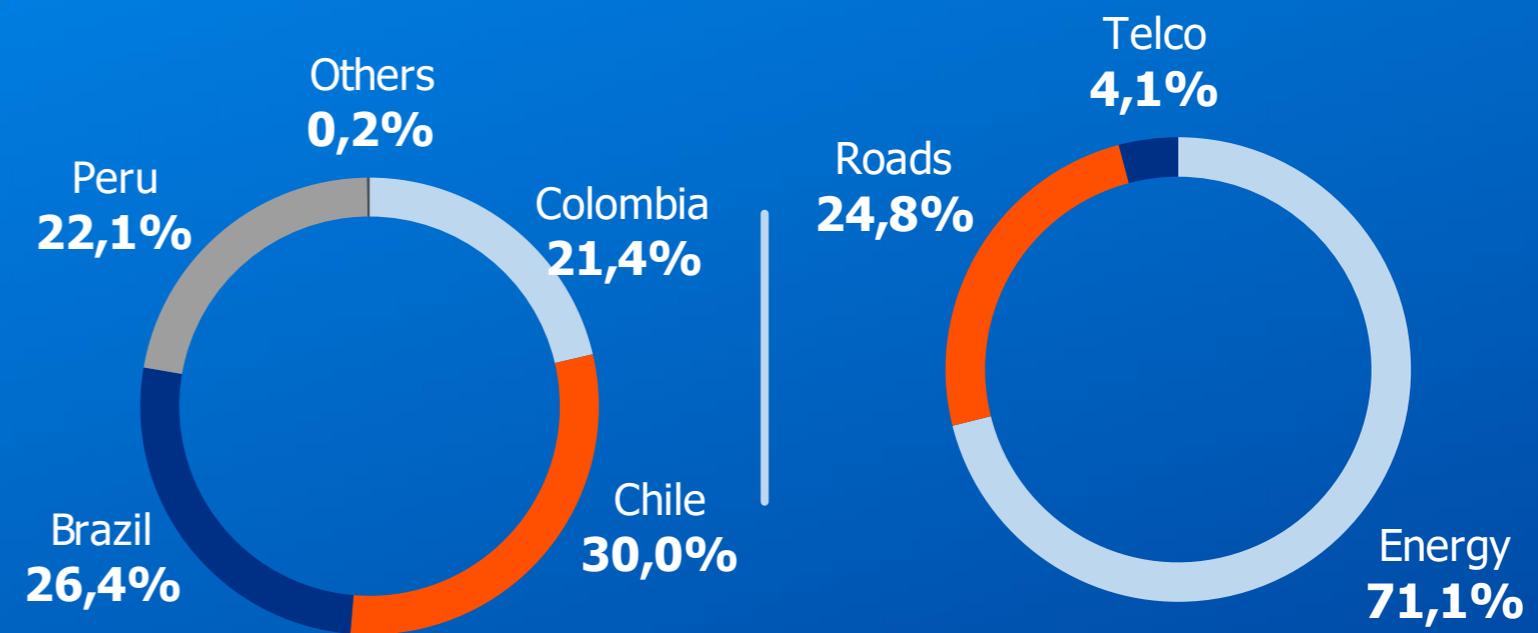
CONSOLIDATED INFORMATION

Figures in COP trillion

The investment amount estimated for the period is **\$10,5 (USD 3.459 millones)**



Capex 2019-2023



Disclaimer

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