

# RESULTS CONFERENCE ISA GROUP

Fourth Quarter of 2020

March 4, 2021



The Sustainability  
Yearbook 2019

Member of  
Dow Jones  
Sustainability Indices  
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# MAIN MILESTONES

## 2020



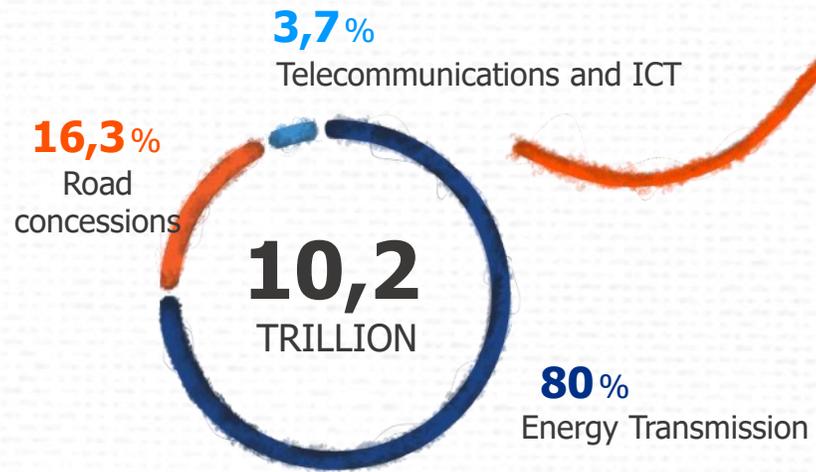
**Bernardo Vargas**

CEO

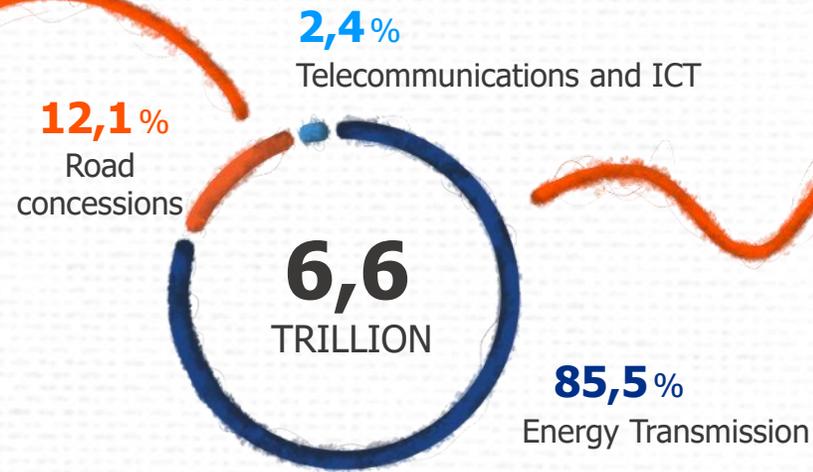
# Consolidated

Year 2020 - Figures in COP trillions

## REVENUES



## EBITDA



## NET INCOME

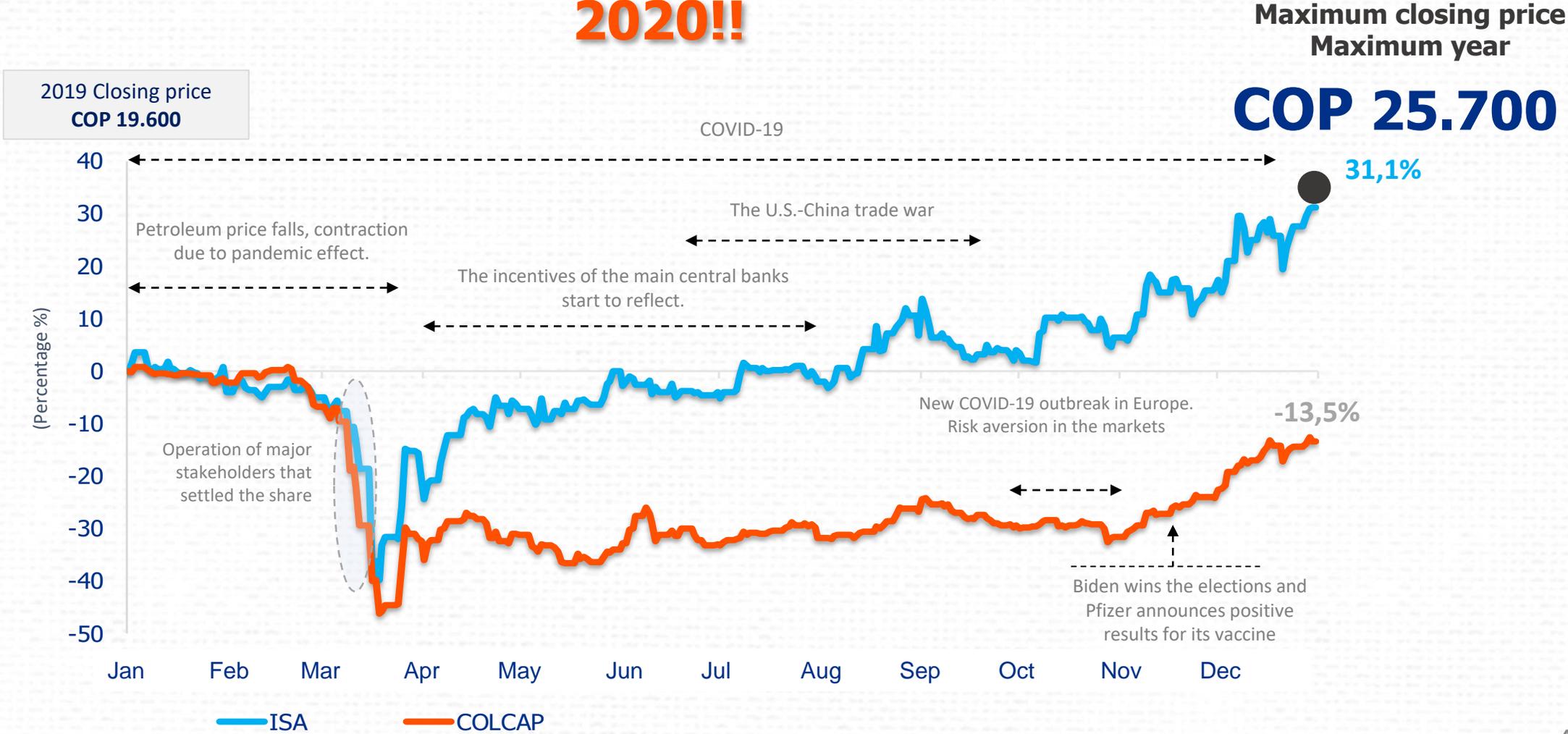


## ROE



# Acción ISA

## ISA, the share with the best performance in 2020!!



# ISA's growth continues

## COLOMBIA

- UPME La Loma-Sogamoso
- Costera

## PERÚ

- Orazul Energy Group
- Chincha Nueva y Nazca Nueva

## RAZIL

- Piratininga-Bandeirantes Transmissora de Energia (PBTE).
- Award of 63 km- lot of transmission lines



**ADDITIONAL  
ANNUAL  
REVENUES:  
USD 130 mill.**

# ESG Progress

Environmental, Social and Governance

TODOS  
SOMOS  
UNO

CONEXIÓN  
JAGUAR

*isa*

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Sustainability Indices**  
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**ISA is the only Colombian company in the top 10 of the Energy Utilities category in the Dow Jones Sustainability Index**



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



FTSE4Good

# FINANCIAL RESULTS

**Carolina Botero**  
Chief Corporate Finance Officer



# Financial performance

## Consolidated information

1Q

2Q

3Q

4Q

✓ Favorable effect of macroeconomic variables (Colombia and Brazil)

✓ ISA CTEEP: Periodic Tariff Review, adjustments of the RBSE and real estate negotiations.  
✓ Recording of cost of the ruling in arbitration process with a supplier at IE Madeira

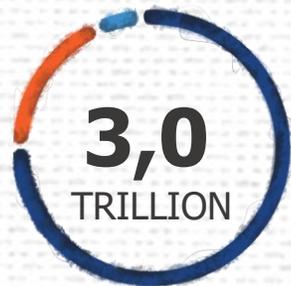
✓ Final resolution of periodic tariff review and RBSE's adjustments at ISA CTEEP  
✓ Higher construction activity

✓ Statements issued by CVM\* in Brazil  
✓ Entry into operation of 4 energy transmission projects with annual revenues for USD 14 million.  
✓ Costera and Orazul Consolidation

Entry into operation of projects / Focus on AOM expense efficiency / Less financial revenues (road concessions)

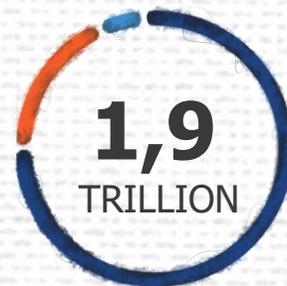
4Q

REVENUES



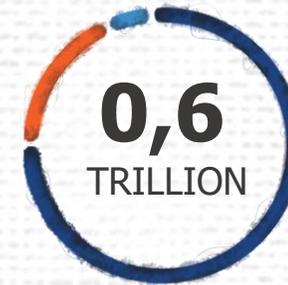
+ 34,5% vs 4Q19

EBITDA



+ 38,4% vs 4Q19

NET INCOME

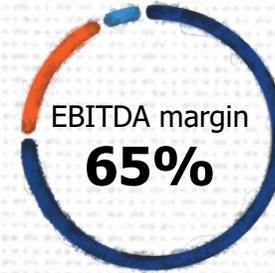
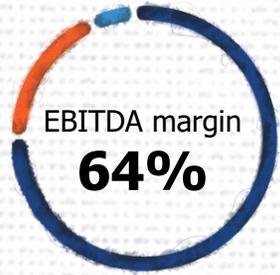


+ 46,7% vs 4Q19

# EBITDA

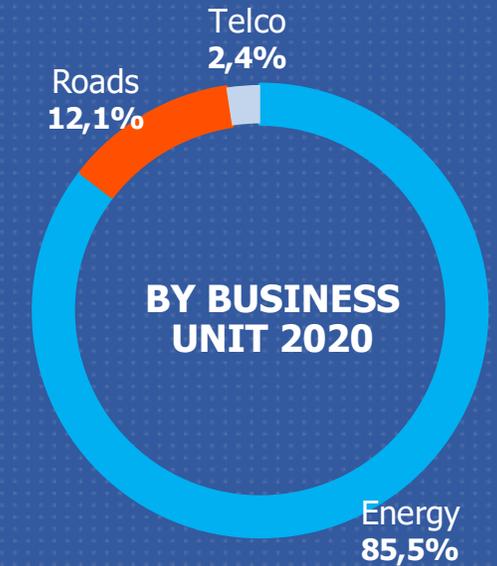
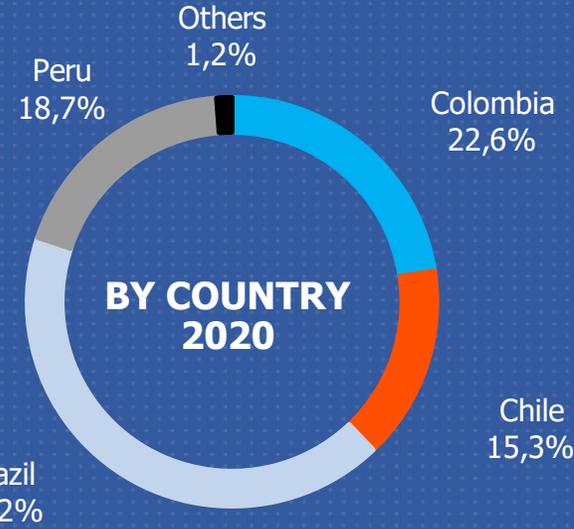
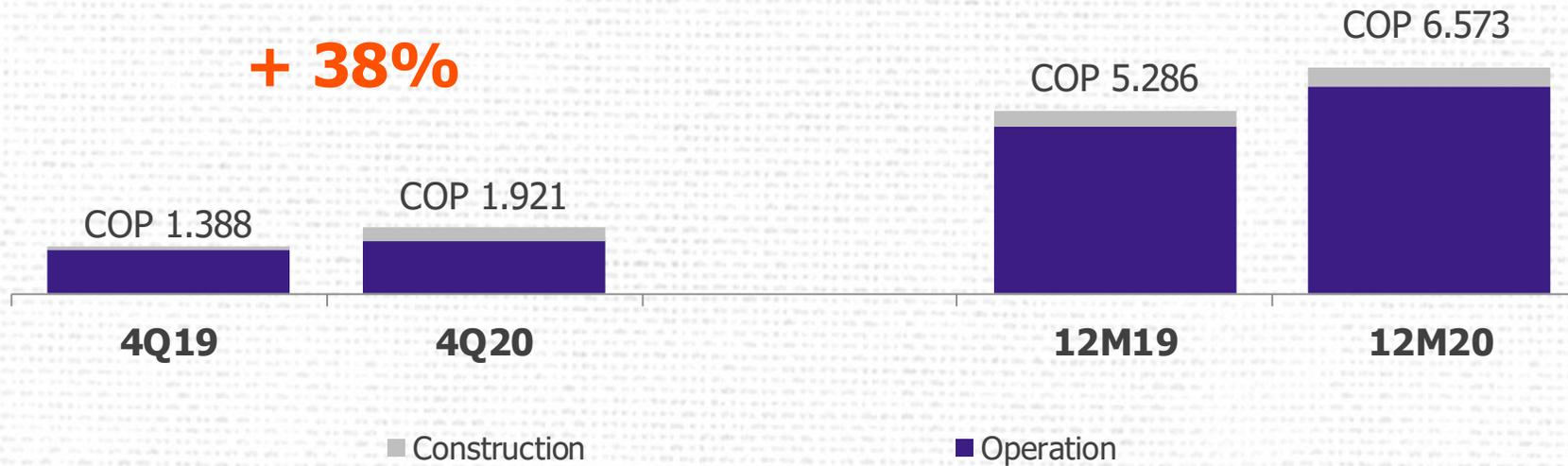
## Consolidated information

Figures in COP billion



**+ 24%**

**+ 38%**



*isa*

# NET INCOME

Consolidated information

Figures in COP billion

Change vs  
2019

+ 24%

+ 124%

+ 21%

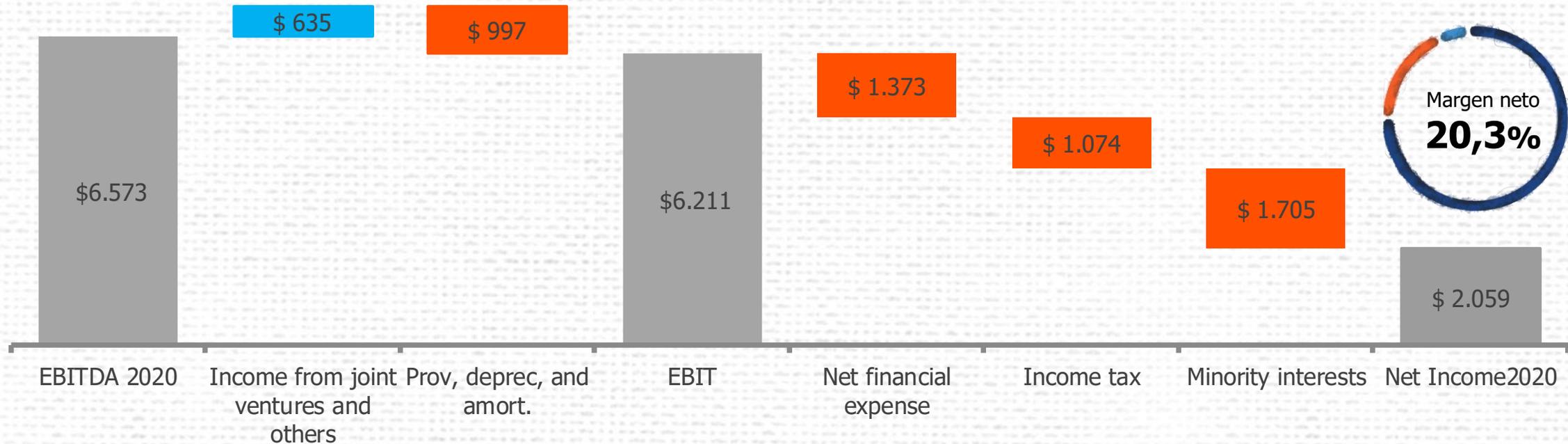
+ 31%

+ 13%

+ 39%

+ 52%

+ 26%



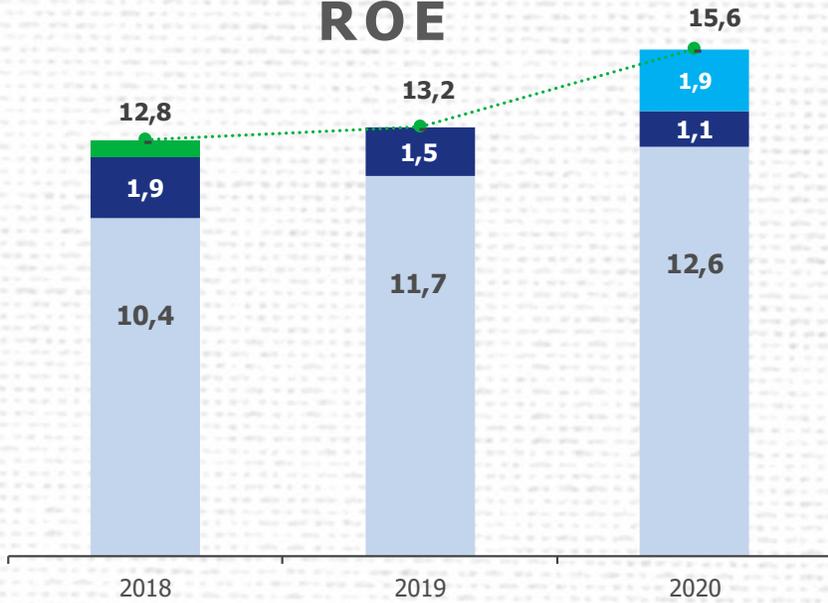
Increases net income

Reduces net income

# FINANCIAL INDICATORS

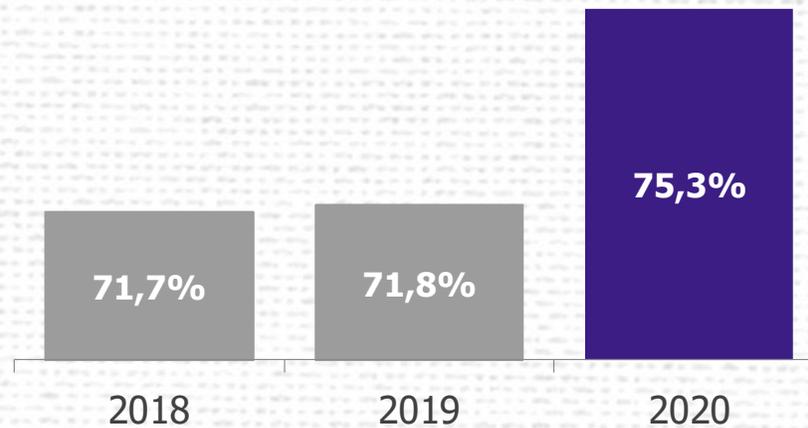
Consolidated information

## ROE

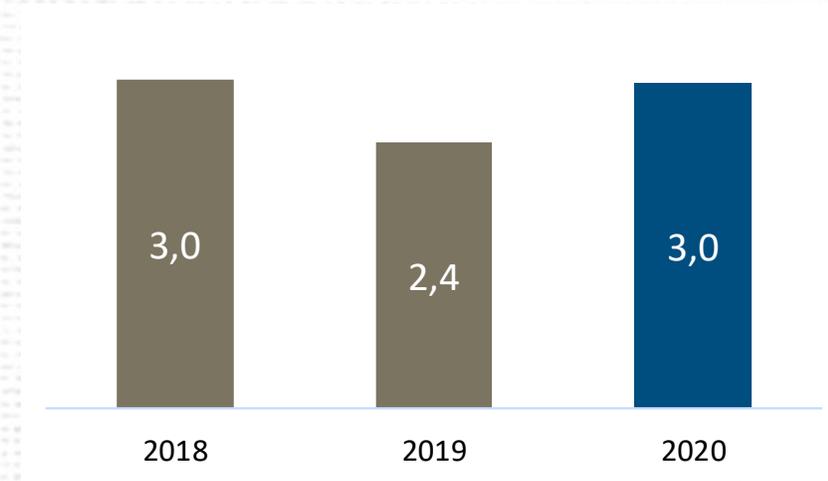


- ROE %
- ROE excluding extraordinary events
- Extraordinary events

## EBITDA MARGIN\*



## Net Debt / EBITDA



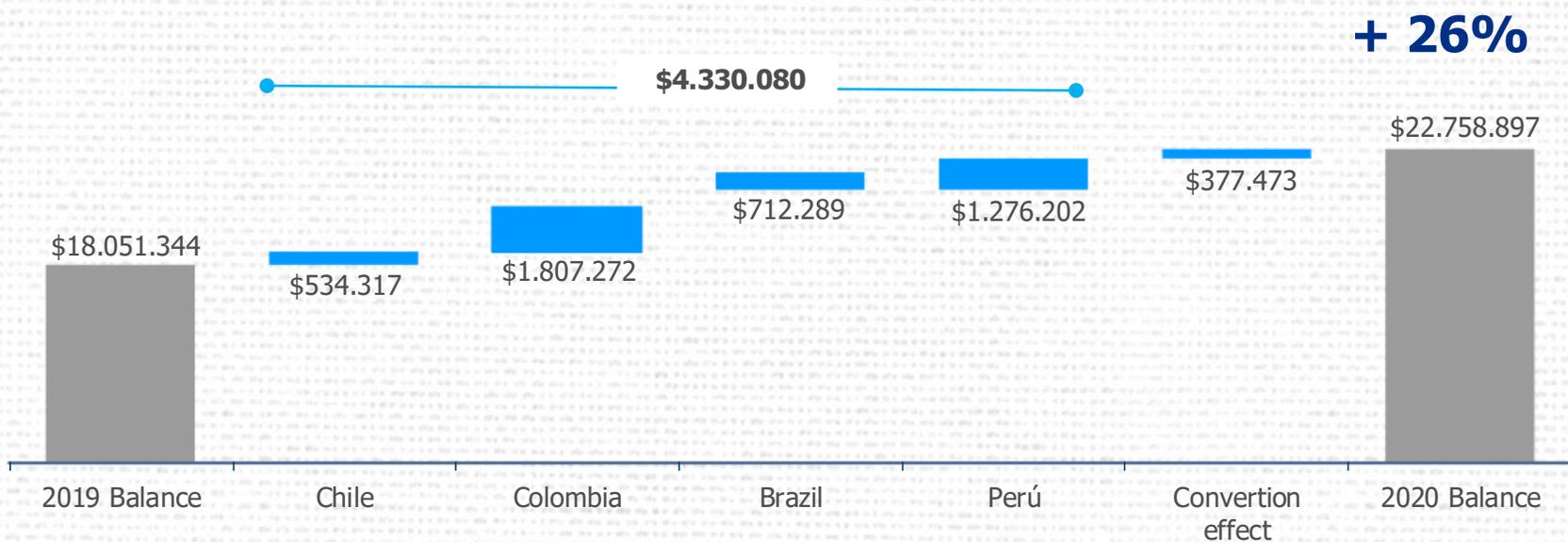
ISA closed **2020** with one of the **best** financial results in its **history**

\* Excluding construction effect

# DEBT

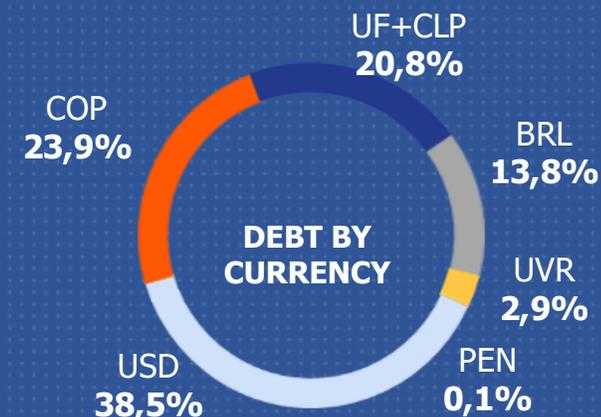
## Consolidated information

Figures in COP million

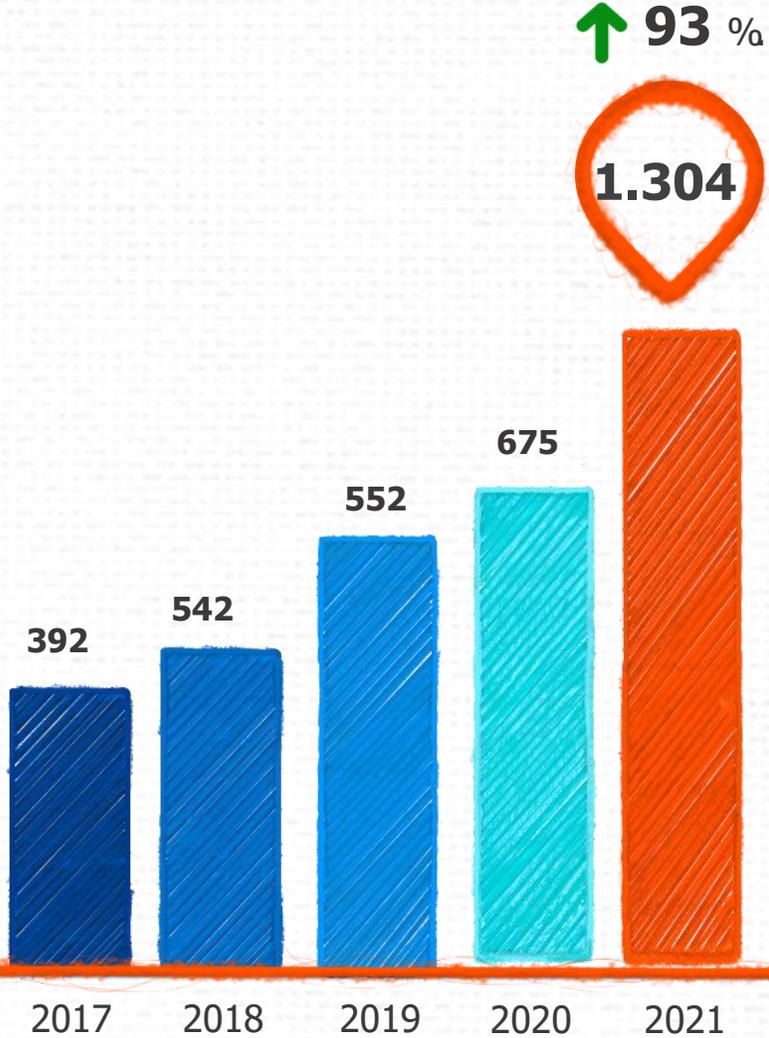


Net Debt / EBITDA = 3,0 x  
Debt / EBITDA = 3,7 x

*isa*



# Dividends



Annualized Growth



## DIVIDEND YIELD



## PAYOUT



PESOS PER SHARE

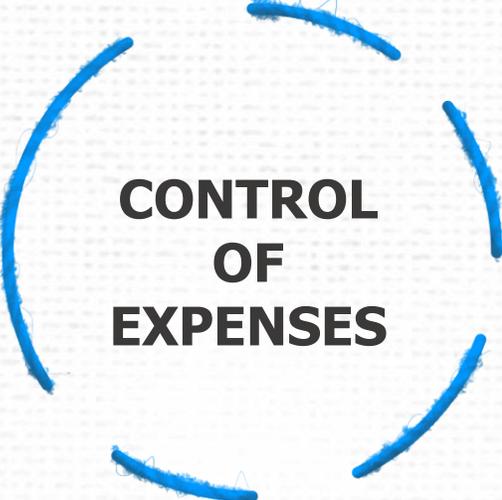
# PERSPECTIVES 2021



# FINANCIAL PERSPECTIVES



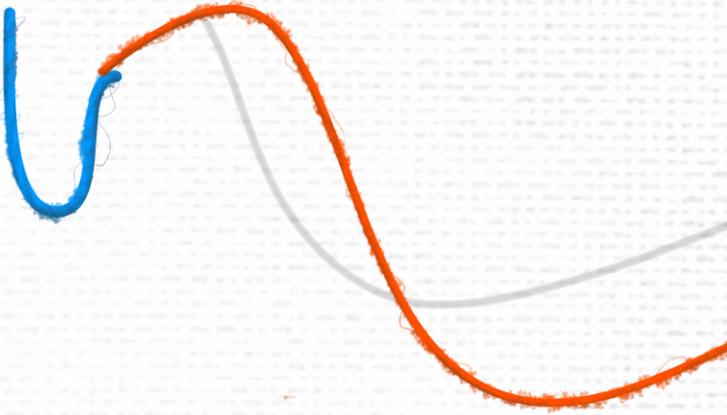
**REVENUES**



**CONTROL  
OF  
EXPENSES**



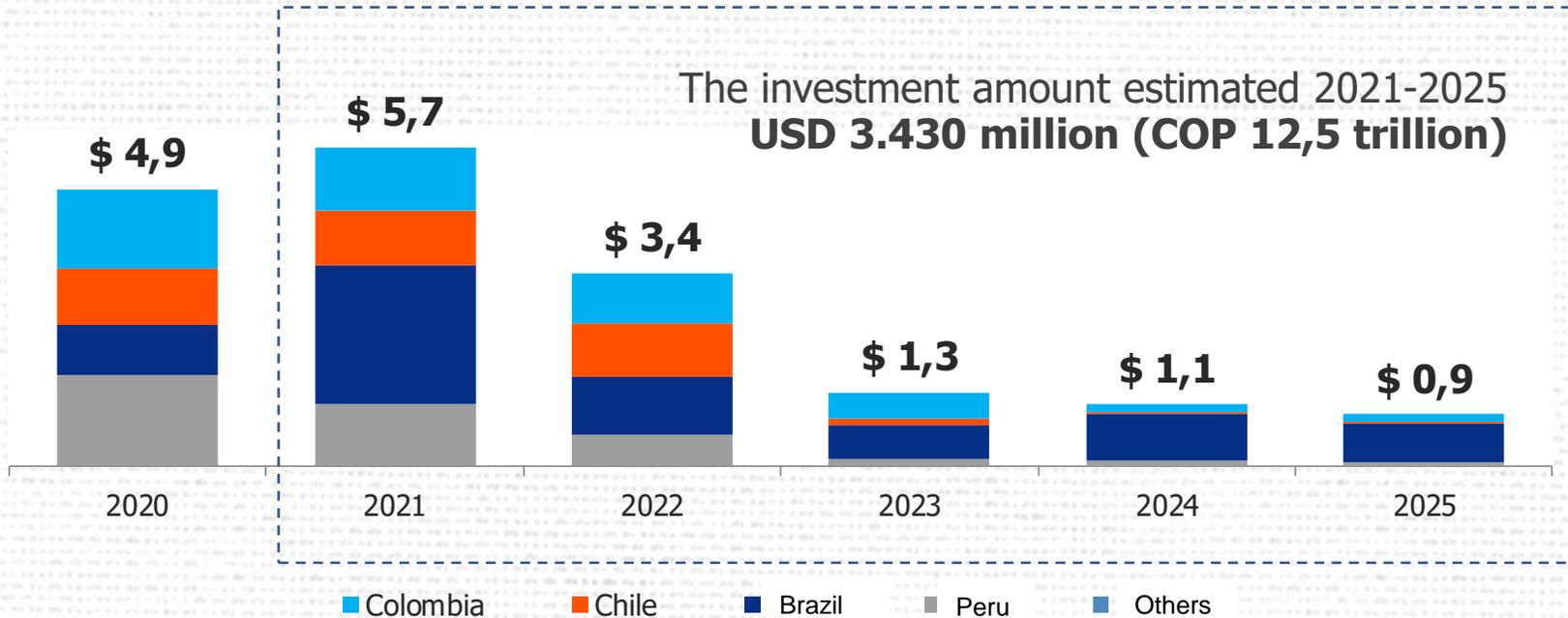
**OPERATING CASH  
FLOW**



# CAPEX 2020-2025

## CONSOLIDATED INFORMATION

Figures in COP trillion



### Number of projects under construction

**6**

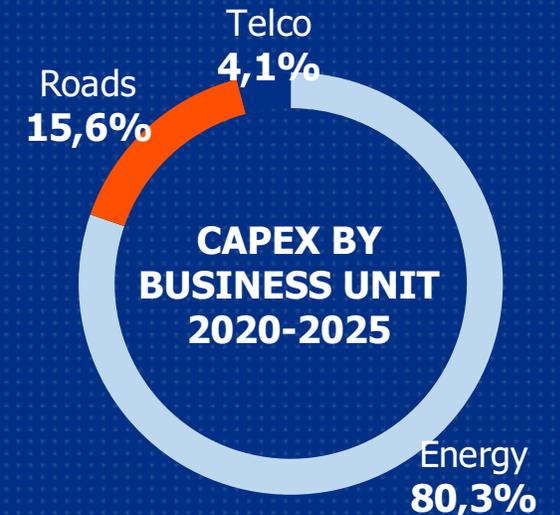
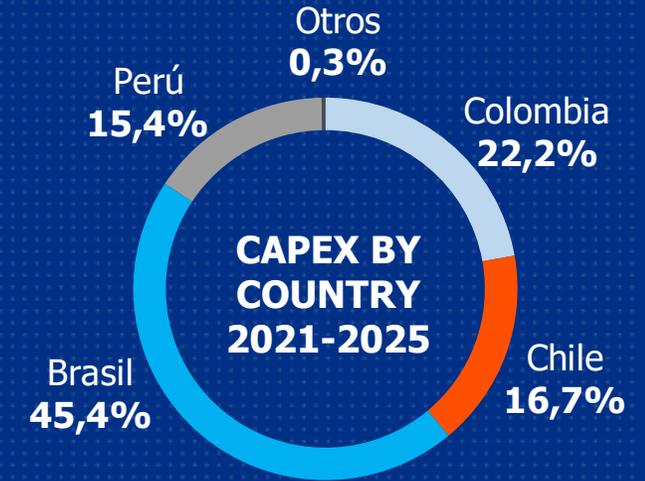
Road concessions

**22**

Energy transmission

**322**

Reinforcements in Brazil



# ENERGY TRANSMISSION BUSINESS UNIT

**César Ramírez**

Chief Energy Transmission Officer

# 2021 growth opportunities

## 13 greenfield bids at an estimated investment of USD 2.270 million



# Improving system efficiency by maintaining high levels reliability, poses challenges to the grid in the future

## New technologies to adapt the existing network

### HVDC technology

- Kimal – Lo Aguirre
- Submarine cable
- Interligação Elétrica Biguaçu
- Interconexión Colombia - Panamá
- Battery Bank
- 45 MW in Colombia

## Efficient management of energy flow

### Incorporation of FACTS<sup>1</sup> to improve transmission capacity

- Solutions for the Colombian (Atlantic Coast) and Peruvian (repowering of the Carabayllo-Chimbote-Trujillo 500 kV transmission line) systems

## Integrating new energy centers

### Renewable source connection opportunities

- 1.500 MW capacity
- Investments by USD 150 million
- Operational by 2023

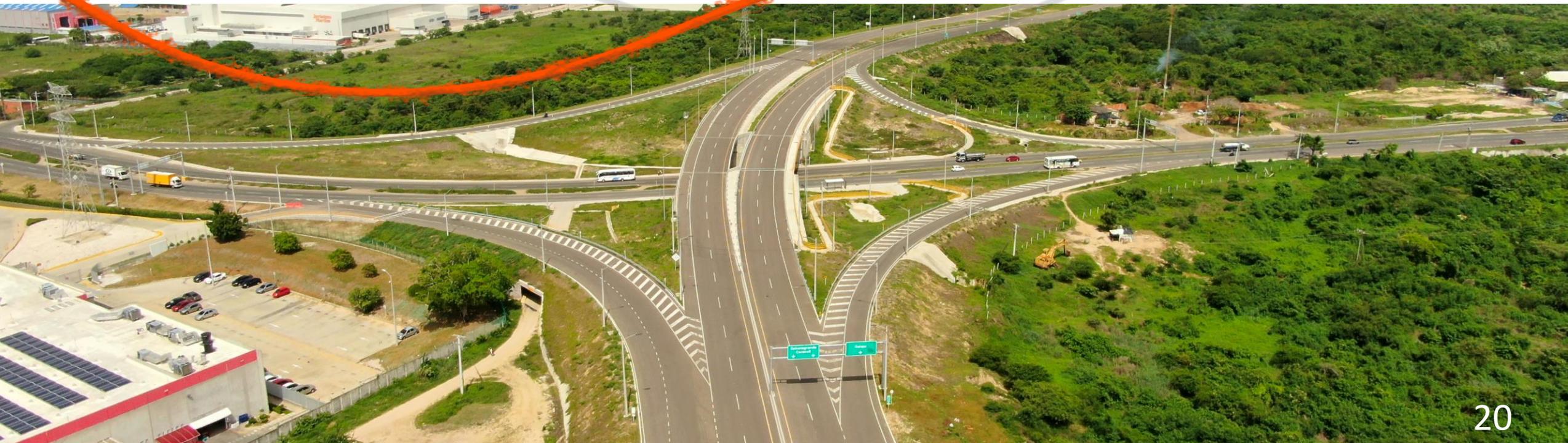
## Challenges for 2021

1 Flexible AC Transmission Systems

# ROAD CONCESSIONS

**Ernesto Carrasco**

Chief Road Concessions Officer



# Completing Costera integration

- OPEX efficiencies optimization.
- IT Plan Implementation.
- Completing project construction works.

# Enhancing operational excellence

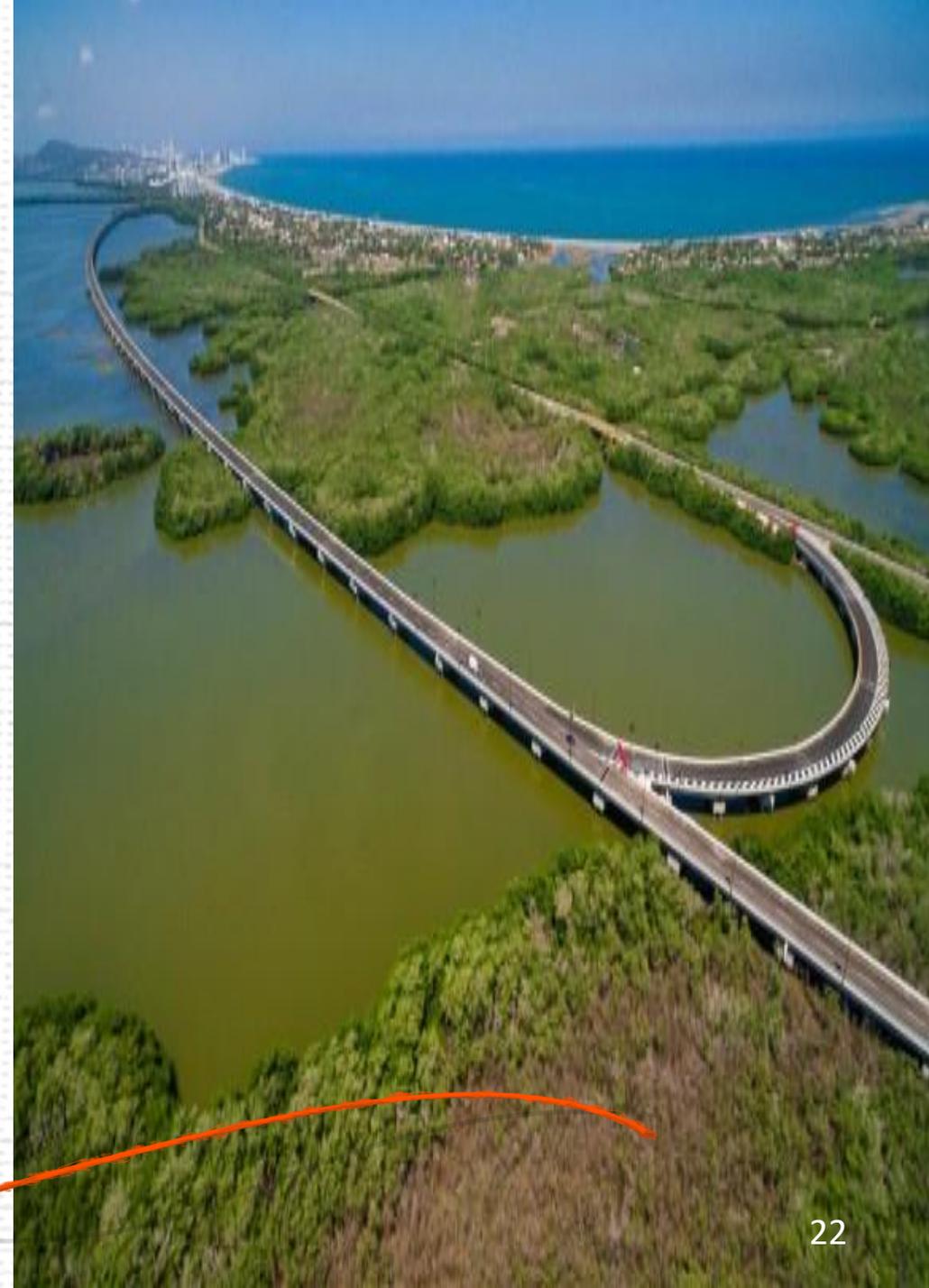
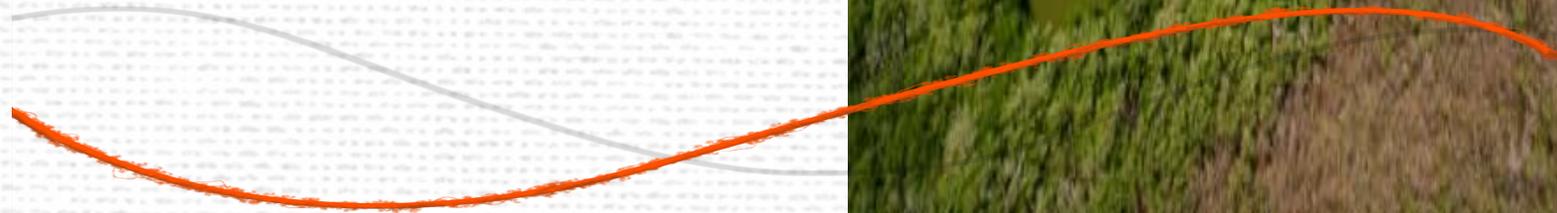
- Detection and optimization of synergies.
- Knowledge transfer and best practices.
- Excellence and Innovation:
  - Pavement preservation.
  - New technologies.
- CAPEX excellence progress.





# Consolidating growth according to our 2030 Strategy

- Intense bidding agendas for regional concession projects.
- M&A pipeline asset in Colombia
- Strengthening alliances with our partner projects in Colombia.
- Creating interdisciplinary teams able to simultaneously deal with several projects.
- Adopting lessons learned from previous bids.





# Q&A



# Contact

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As a result of these risks and factors, the current results may differ materially from estimates provided. The company accepts no liability from any variation or information provided by official sources. ISA assumes no obligation to update these statements as a result of new information, future events or any other factor.

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# **WE WEAVE STORIES OF FUTURE**

