

ISA GROUP RESULTS CONFERENCE

2021 first quarter

May 7, 2021



ESG Data,
Ratings &
Benchmarking

The Sustainability
Yearbook 2019

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



FTSE4Good

RELEVANT EVENTS 1Q21

Bernardo Vargas

Chief Executive Officer



GENERAL SHAREHOLDERS' MEETING

The year with the highest dividend per share



Election of the Board of Directors



Main Members



Independent



INVESTMENTS

Projects under execution



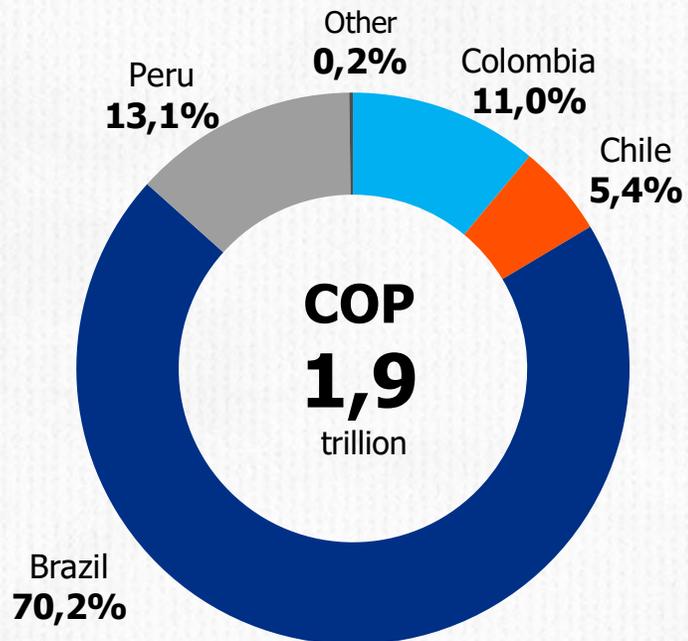
24 electric power transmission projects

228 reinforcements in Brazil



7 projects

1Q21 Execution



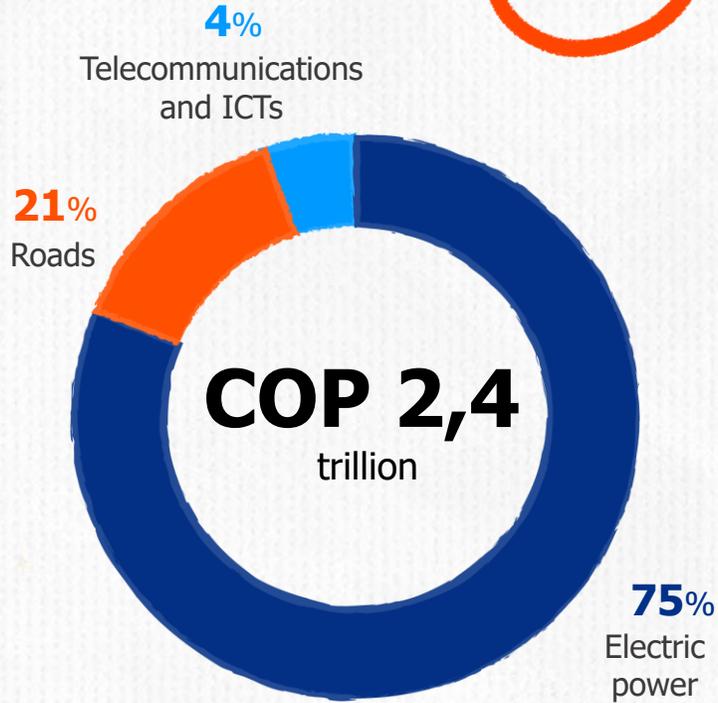
2021 Projection



FINANCIAL PERFORMANCE

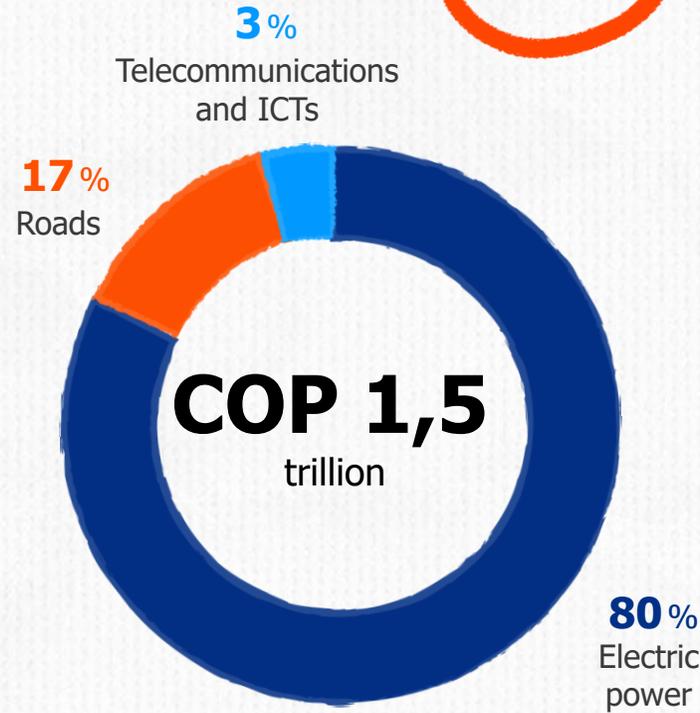
REVENUES

+14,3%



EBITDA

+14,3%



Net income

COP 0,5
trillion

+34,2%

ROE*

17,1%

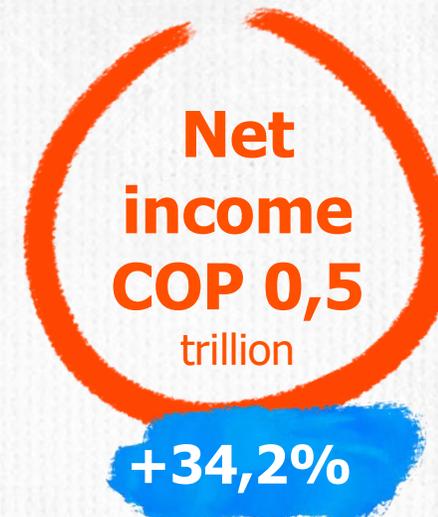
FINANCIAL RESULTS

Carolina Botero

Chief Financial Officer



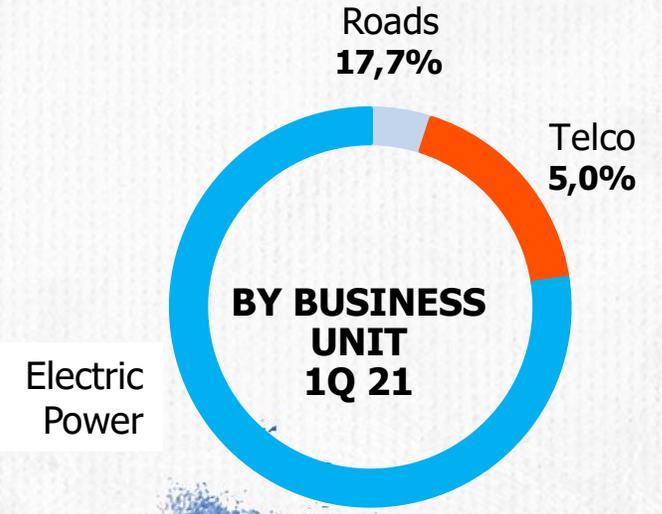
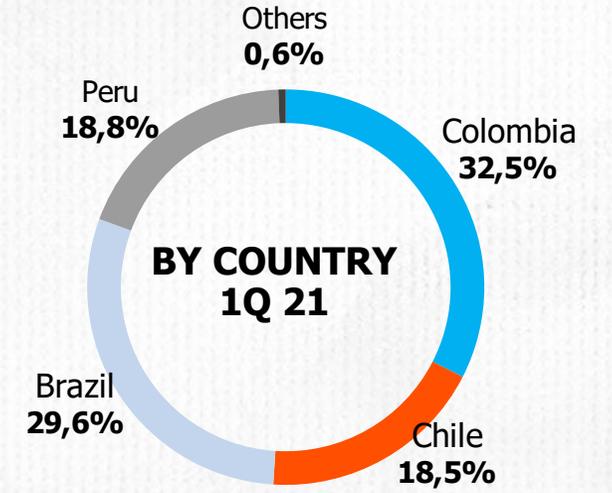
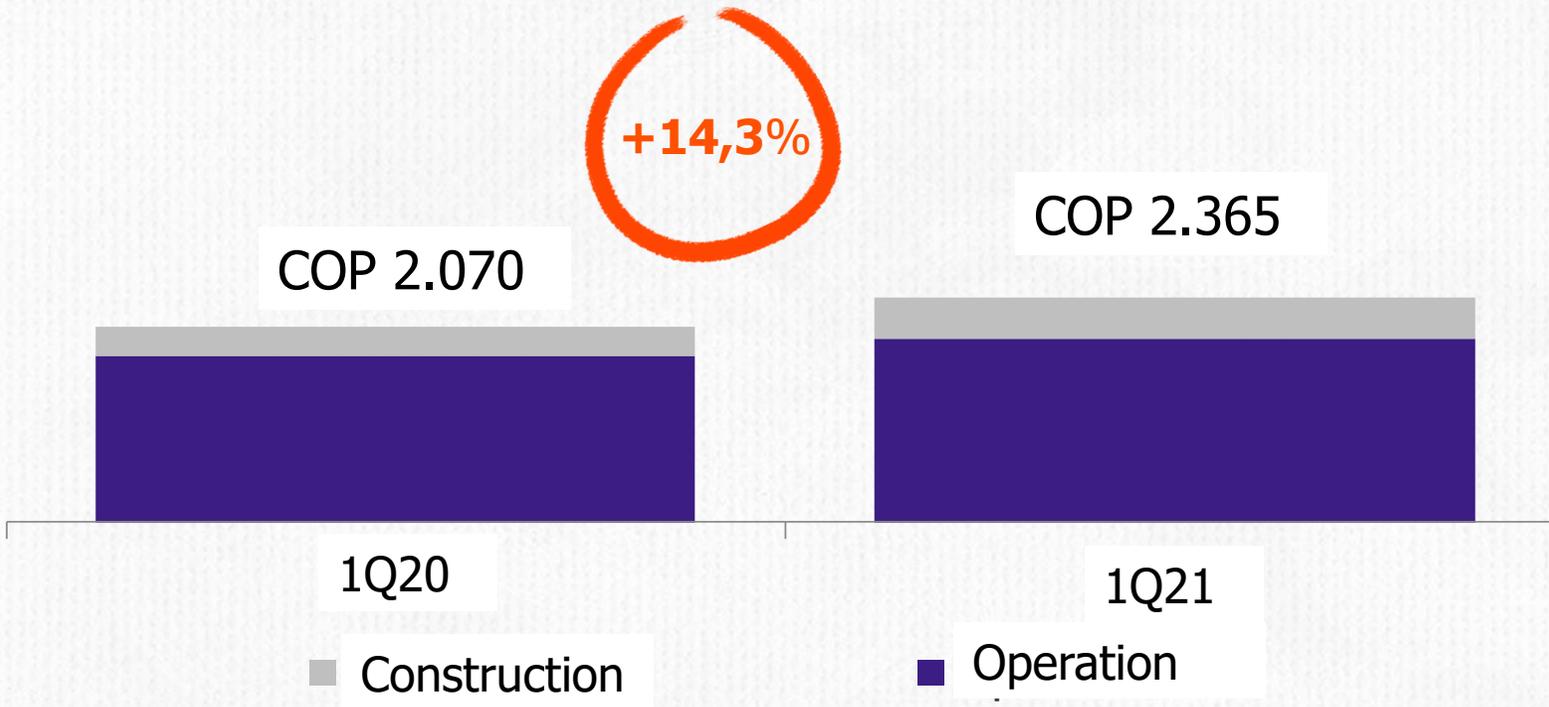
FINANCIAL RESULTS



- Entry into operation of two projects in Brazil and Peru
- Consolidation of new companies: PBTE, Orazul Energy Group, and Ruta Costera
- Positive effect on revenues due to higher Producer Price Index (IPP) in Brazil
- Increase in AOM expenses below operating revenues
- Authorization to issue and place external debt securities or bonds in the international market for up to USD 400 million

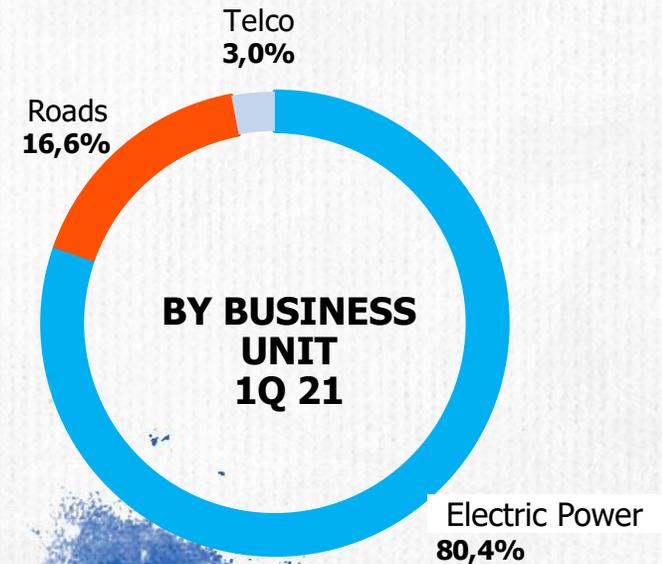
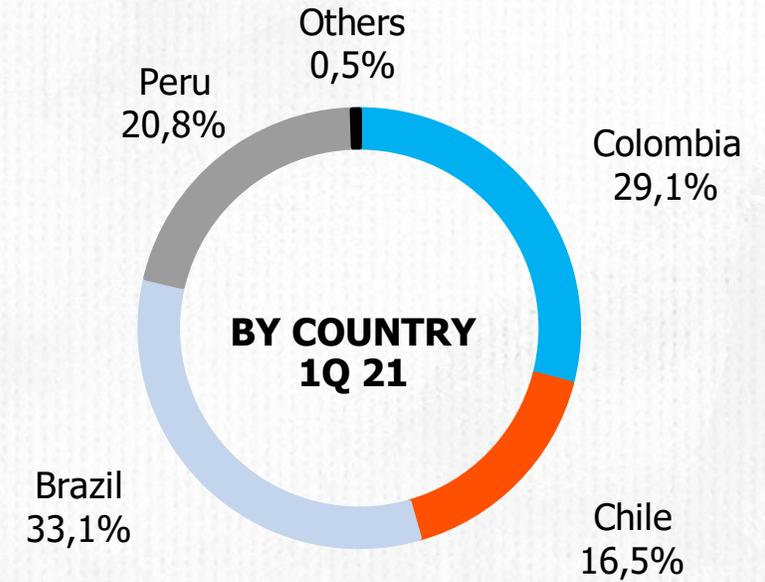
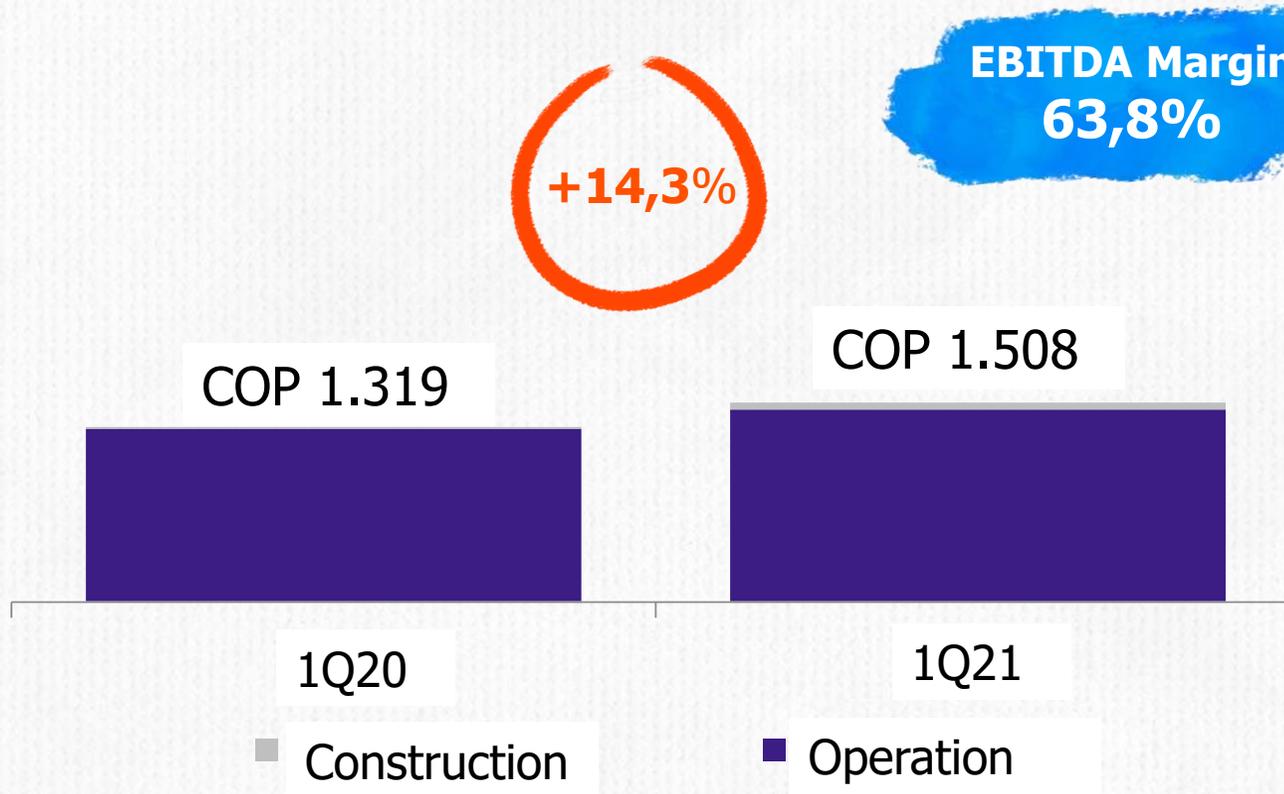
REVENUES

Figures in COP billion



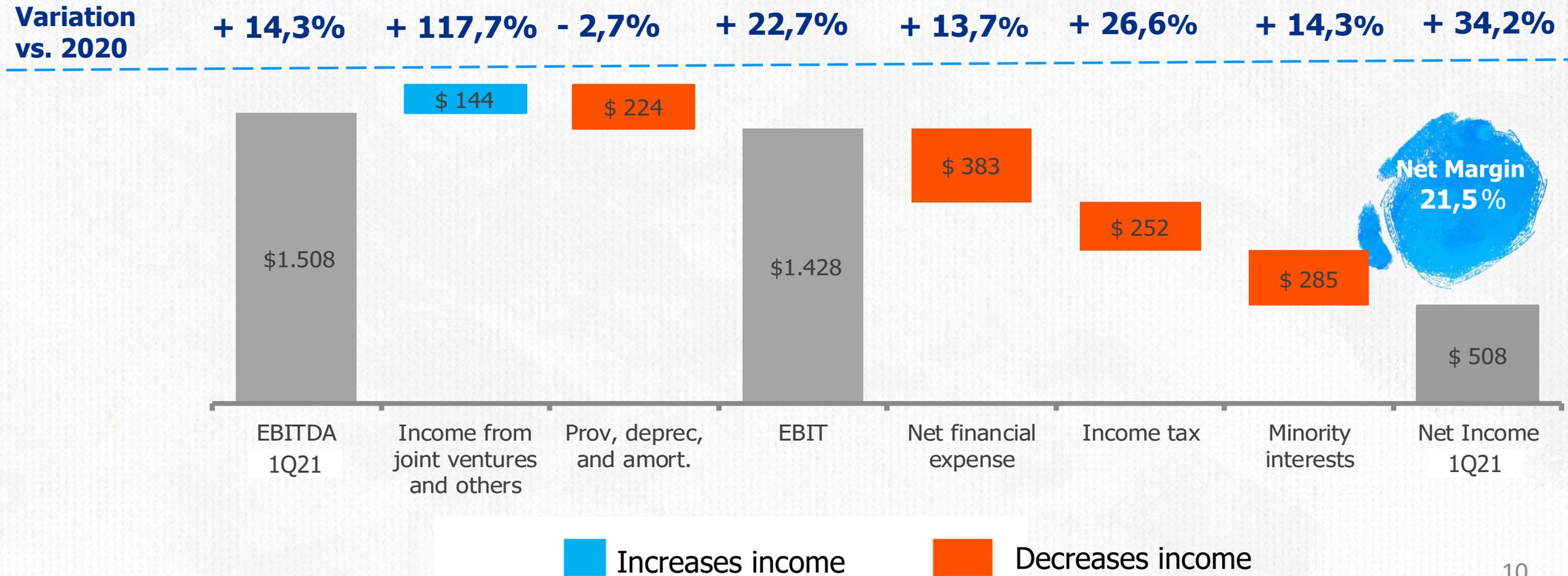
EBITDA

Figures in COP billion

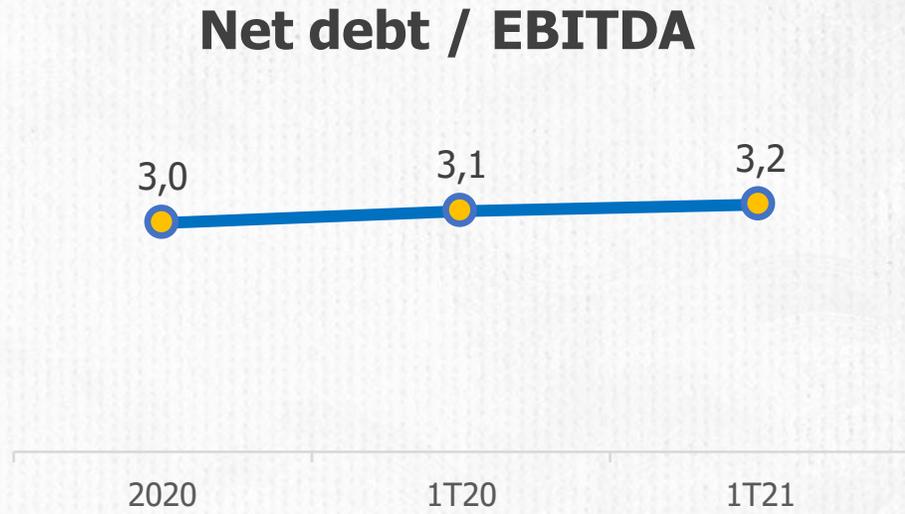
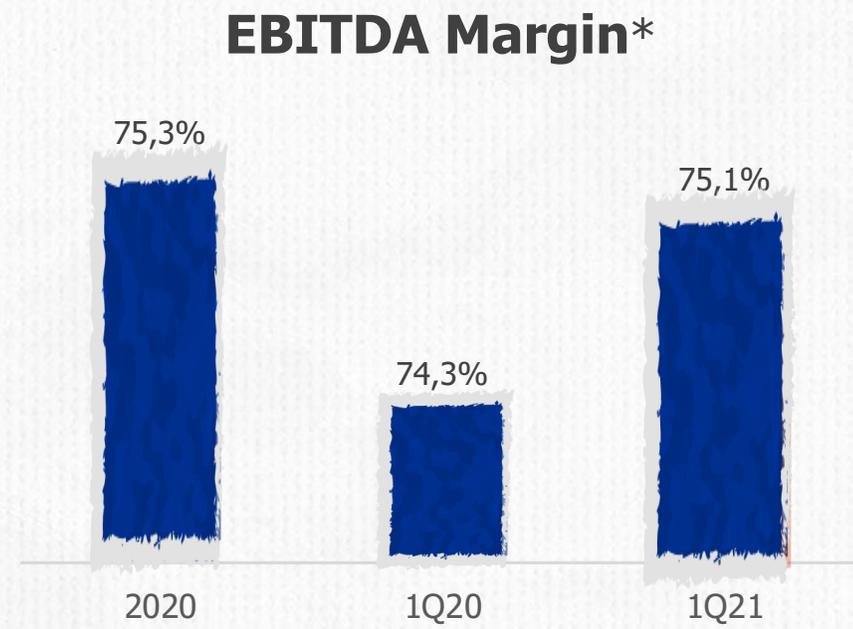
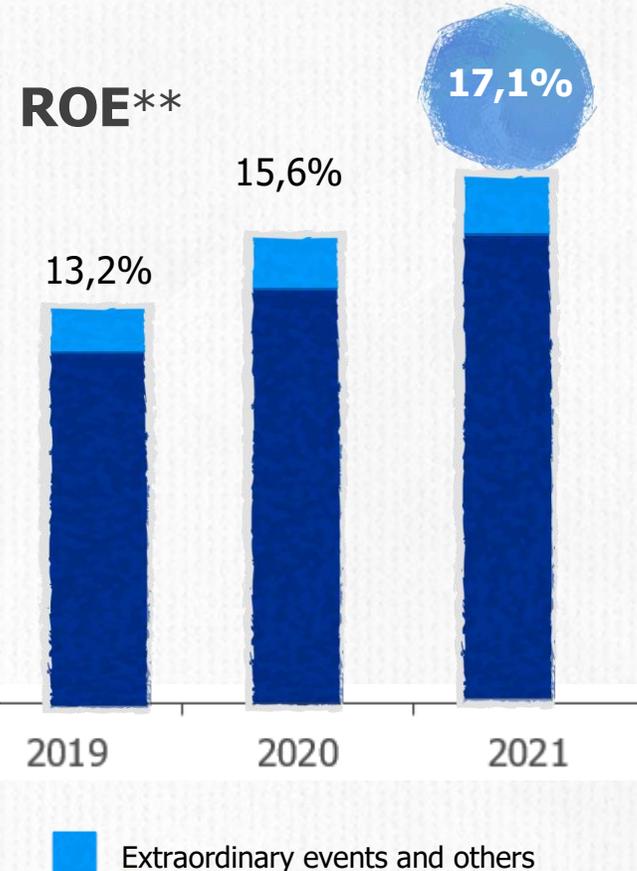


NET INCOME

Figures in COP billion



FINANCIAL INDICATORS

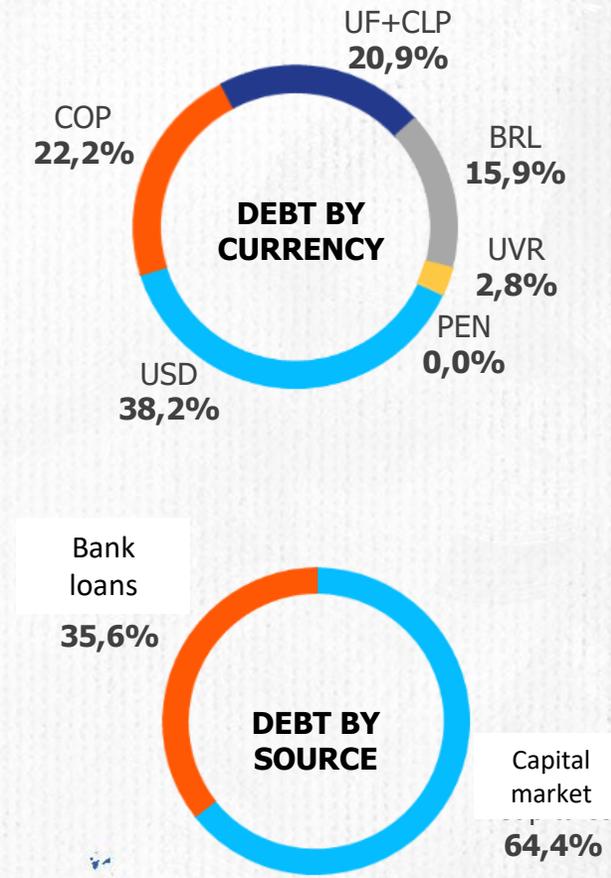


Solid results that leverage our profitable, **sustainable growth strategy**

* Excluding construction effect

DEBT

Figures in COP million



Net Debt / EBITDA = 3,2 x
Debt / EBITDA = 3,8 x

PROGRESS OF THE ISA2030 STRATEGY

Patricia Castaño

Chief Strategy Officer



ISA2030 strategy is oriented towards the creation of *Sustainable Value*



Sustainable Value is associated with strategic choices



ELECTRIC POWER

- Electric Power Transmission, core business
- Profitable projects
- Capex and opex excellence
- New geographies: United States, Panama and other Latin American countries
- Key role in the transformation of the sector
- Sub transmission

New businesses

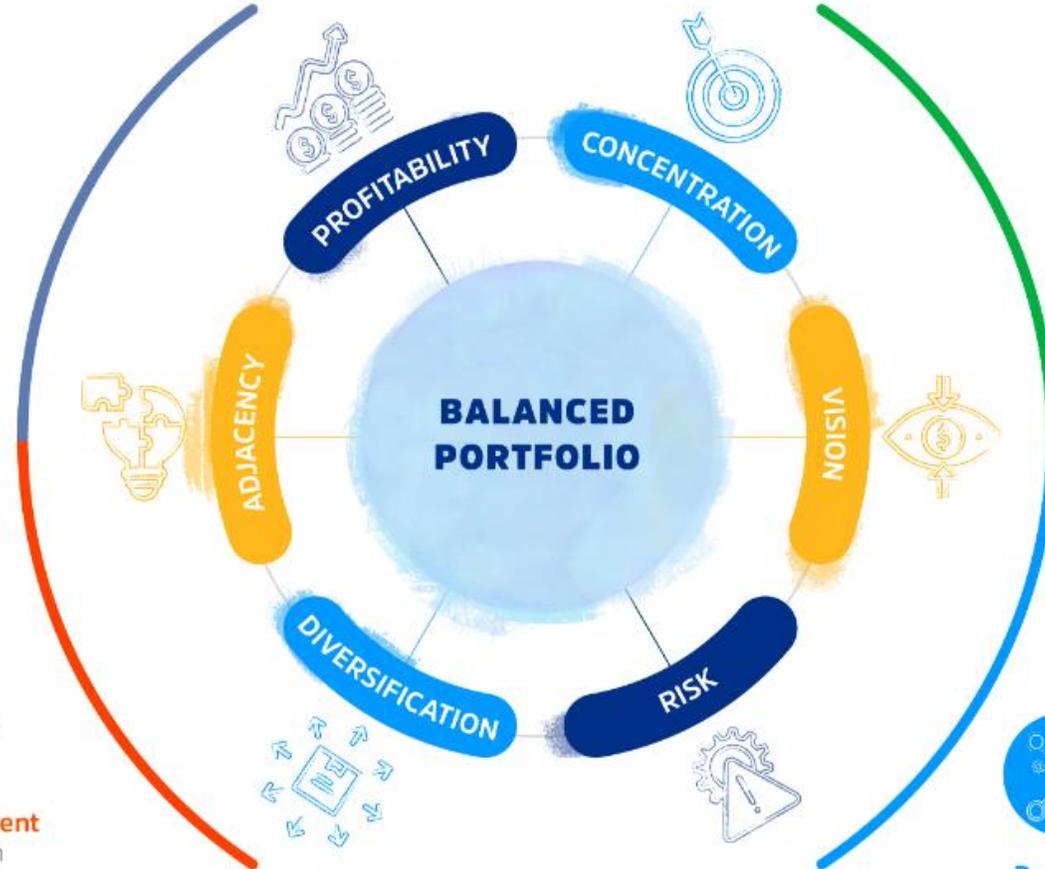
- Large-scale storage
- Distributed energy solutions



ROADS

Platform development

- Alliances for growth
- Strengthening of existing capabilities
- Profitable projects
- Capex and opex excellence
- New geographies: Colombia and Peru



BUSINESSES OF FUTURE

Approach

- Beyond the core business
- Transformational innovation
- Enhancing existing abilities

Vehicles

- Open Innovation Ecosystem
- Corporate Entrepreneurship

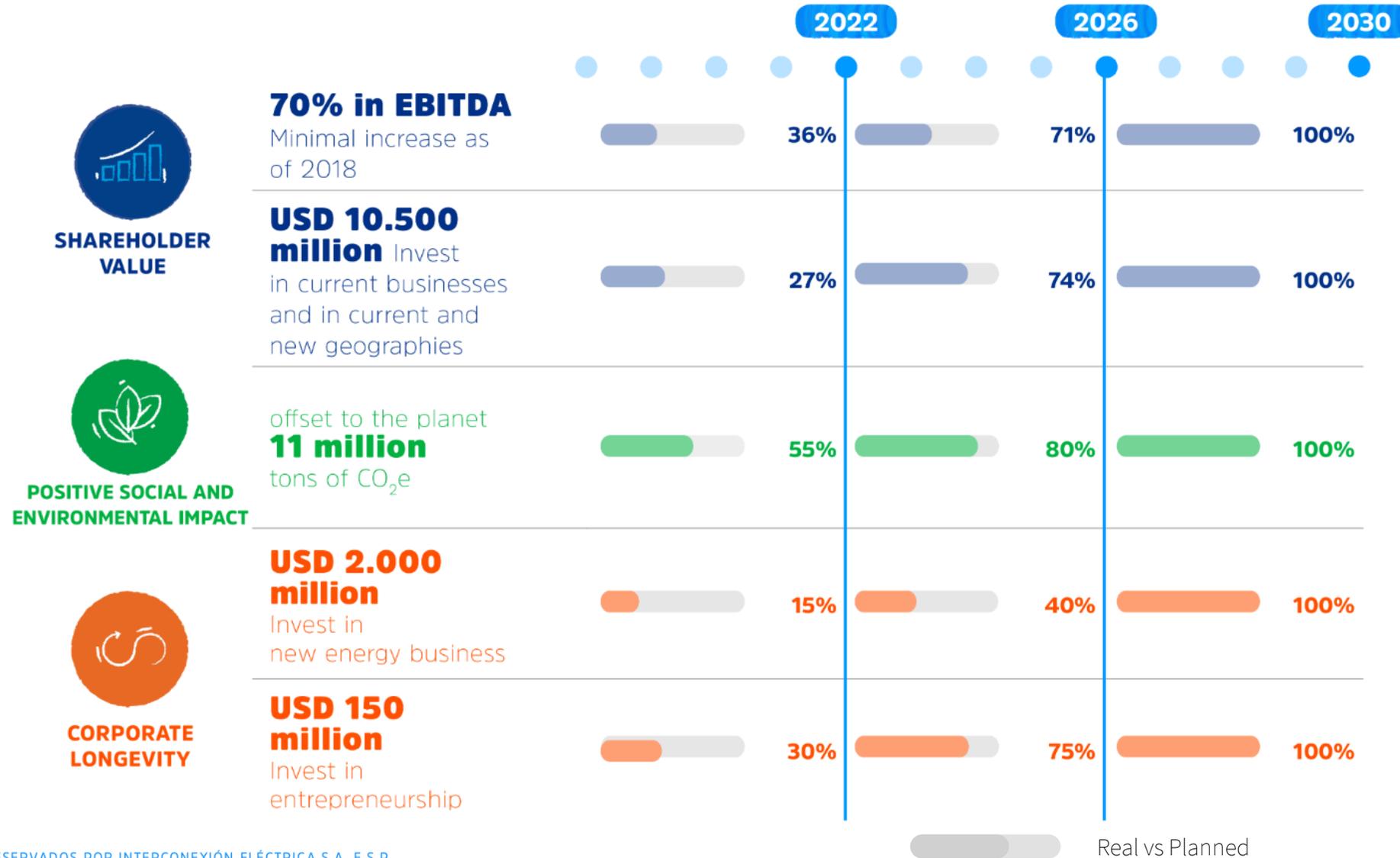


TELECOMMUNICATIONS AND ICT

Profitability

- Strategic alliances
- Internexa and ATP synergies
- Synergies in future businesses

... and its accomplishment will be assessed using milestones and goals



By the end of 2020, our strategy showed the following progress



Achieve an increase of at least **70% in EBITDA**

EBITDA 2020

COP 6,6 billones

97.6%

GOAL 2022

34.9%

GOAL 2030

Invest **USD 10.500 million** in current businesses and geographies and in new geographies

USD 2 million

70%

GOAL 2022

19%

GOAL 2030

Offset to the planet **11 million tons of CO₂e**

REDUCTION 6,4 millones tCO₂e

106%

GOAL 2022

58%

GOAL 2030



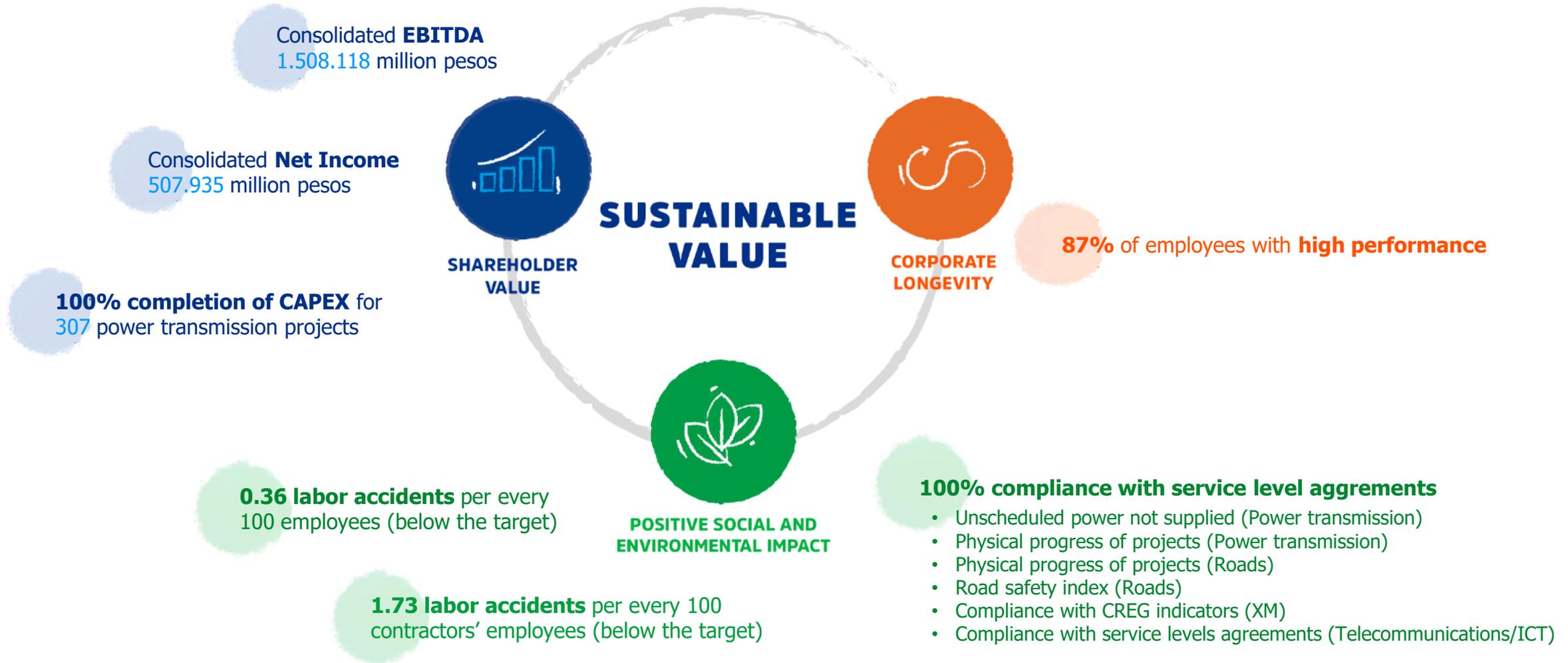
Invest **USD 150 million** in entrepreneurship

Invest **USD 2.000 million** in new energy businesses

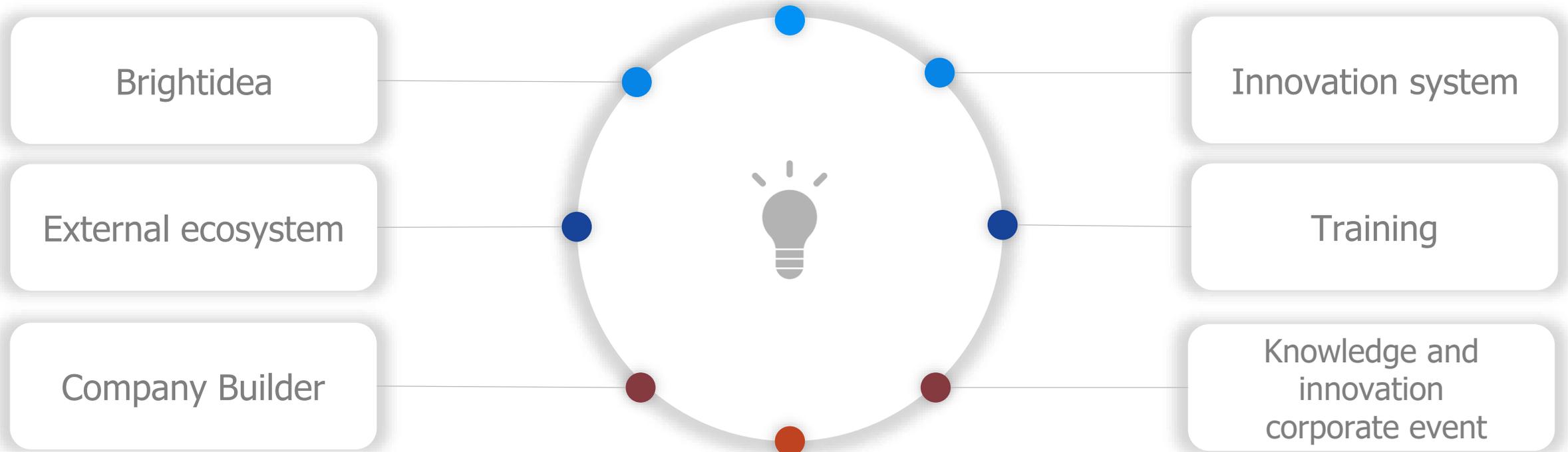
- **USD 12,83 million** investment in innovation projects
- **USD 2,55 million** in revenues from new products and services
- 400 ideas or projects on the Brightidea platform as a management tool
- Creation and operation of the Innovation Committees at ISA and its affiliates
- Joint work with the ecosystem of partners and startups
- Inauguration of ISA's solar plant, which is expected to reduce up to 1.427 tons of CO₂ in 25 years
- Delivery of a proposal to regulators in Peru, Brazil, and Chile to consolidate future regulatory projects for the incorporation of large-scale energy storage technologies
- Design of the business case for an energy storage system in Colombia

- **Accumulated as of 2020, 6.354.350 tons of CO₂e**, have been reduced. This reduction is composed of an emission reduction potential of 6.352.972 tons of CO₂e through projects of the Conexión Jaguar program and 1.378 tons of CO₂e through impact reduction.

... and by March 2021, our progress remains positive



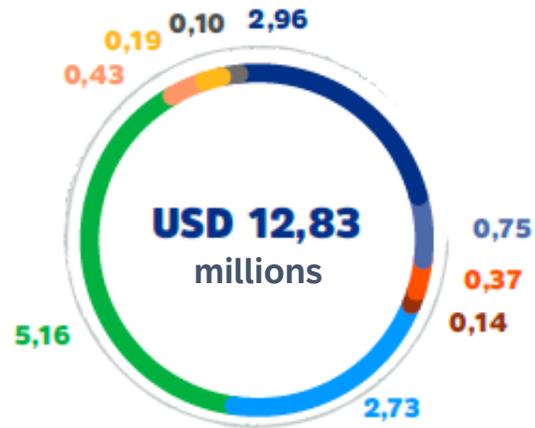
Innovation and entrepreneurship are also oriented to *Sustainable Value*



... and the achievements over the last two years have been remarkable



Total innovation investment



Annual income derived from innovation



Cost reduction derived from innovation



ISA promotes a culture focused on sustainable innovation and positive impact on society and the environment



**Sustainability and
good governance
are at the heart of
our ISA2030
Strategy**

**This year we participate in
the ALAS20 Ranking**



**Choose the companies
ALAS20 here:**

<https://alas20.com/select-vote-language-alas20-2021/>

Q&A



Contact

Jose Iván Jaramillo

Investor Relations Leader
jjaramillo@rep.com.pe

Diana María Cardona

Investor Relations Specialist
dmcardona@isa.com.co

Gloria Cecilia Velásquez T.

Investor Relations Specialist
gcvelasquez@isa.com.co

Visit our **Valuation Kit** for more information about our results

<https://www.isa.co/es/inversionistas/informacion-financiera/>



Disclaimer

ISA has prepared the following report for information purposes. The Company is not liable for any investment decision based on this report. The statements contained herein reflect our current points of view regarding future events, are based on assumptions, and are subject to risks and factors that may cause the results, performance, and achievements of the Company to change at any time. These factors include overall changes in the electric power sector, economic conditions, national and international government policies, as well as variations in interest rates, inflation, volatility of exchange rates and tax levels.

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.

The use of this information is the sole responsibility of the user.

Huellas indelebles

