



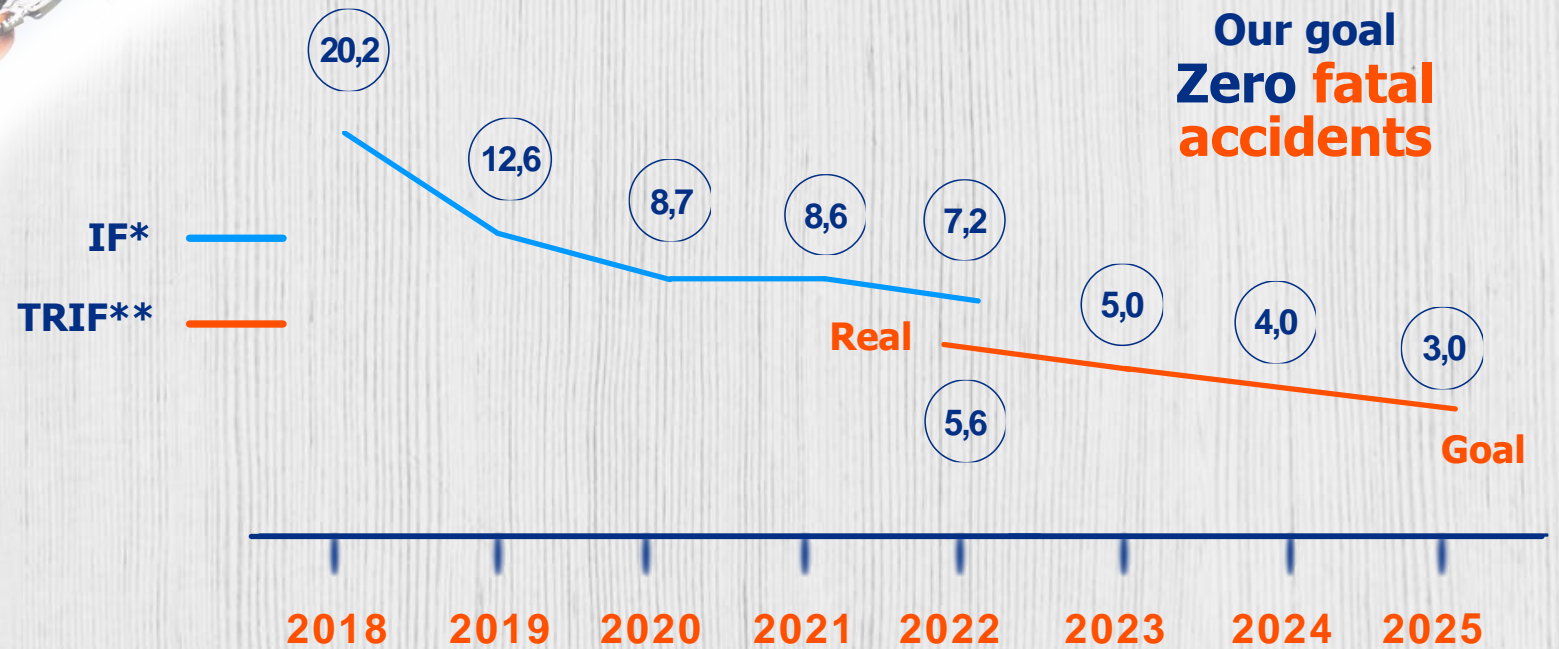
# 2023 General Shareholders' Meeting

*isa*



We are certain that our **well-being** is linked to everyone else's

Evolución frecuencia lesiones registrables



Our goal  
**Zero fatal accidents**

\* Injury frequency



# Electric Power



We transport energy throughout Latin America **while taking care of what you see the least**



Energy

En operación



**99,824%**  
disponibilidad



**99,997%**  
confiabilidad

**48.776**  
km de circuito

**104.438**  
MVA de transformación

En construcción

**7.136**  
km de circuito

**20.237**  
MVA de transformación

# ISA drives the **energy transition** in Latin America



Energy

**47** Projects awarded



**87** Projects that entered into operation



**267** Projects under execution





**Talent**

More than

4,700

People making each connection an inspiring act



59%

▲ +19 points

Cargos críticos cubiertos internamente



84%

+7 points vs comparable

Clima organizacional superior



87%

Líderes con propósito e inspiradores



Roads





We connect you with what you love the most, while **taking care of what you see the least**

 **Roads**

**In operation**



**860** km  
de autopistas

**Under construction**



**136** km  
de autopistas

**39%**  
Rutas de Loa

**152** million  
vehicles in transit during  
the year

**91%**  
service favorability

**USD**  
**861**  
Million

**61%**  
Expansions



# Environmental Management

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Carbon footprint ISA 2022

**7,000**  
CO<sub>2</sub> ton

+

**41,000**  
CO<sub>2</sub> ton

Avoided and reduced

Offset

CONEXIÓN JAGUAR | isa

**7,000,000**  
CO<sub>2</sub> ton

Reduction  
potential



**11** Companies



**Carbono  
Neutro  
Certificado**



**5** Countries



**3** Business  
units



**3** Years  
of certification



# Telecommunications

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**We transform businesses while taking care of what you see the least**



**Telecommunications and ICTs**

**+254**  
cities connected

**1,087**  
customers

**98%**  
service level

**In operation**  
**56,463**  
km of fiber optics



**Innovation**



# Innovation is the **accelerating force** that ensures corporate validity: **THE FUTURE**



Competitividad en negocios actuales



Nuevos negocios de energía



Impacto social y ambiental positivo

Inversión  
COP  
**85.000**  
Millones





We work with the **innovation ecosystem** in the region

# Rockstart



Acceleration of impact



Acceleration of energy companies





# Social Management

We participate **constructively and responsibly** in decision making



Inversión  
**+ \$40 mil**  
Millones



Personas beneficiadas  
**+ 318 mil**

**2.46x**

**Social Return on Investment (SROI)**

We participate **constructively and responsibly**  
in decision making

CONEXIÓN  
DESARROLLO | isa



**Generation of  
opportunities**





# Financial results

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Generate  
shareholder value

# Sustainable Value

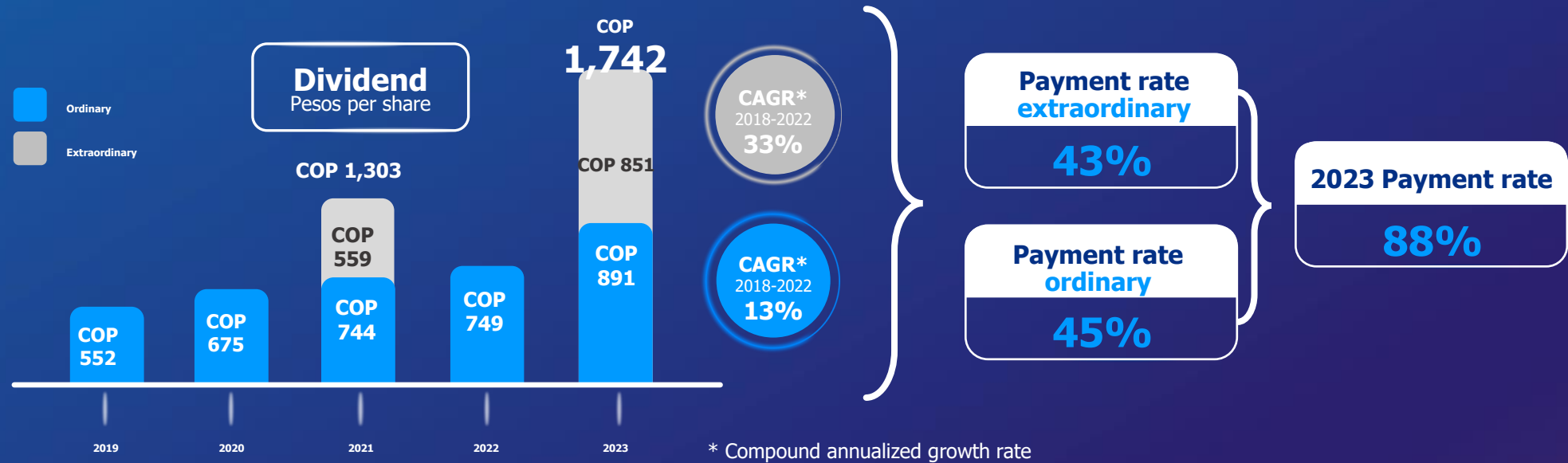


Ensure corporate  
validity



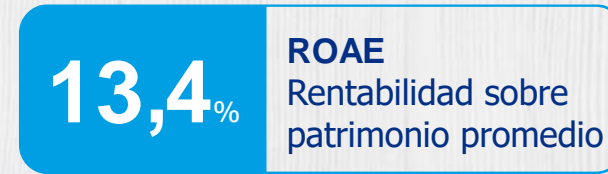
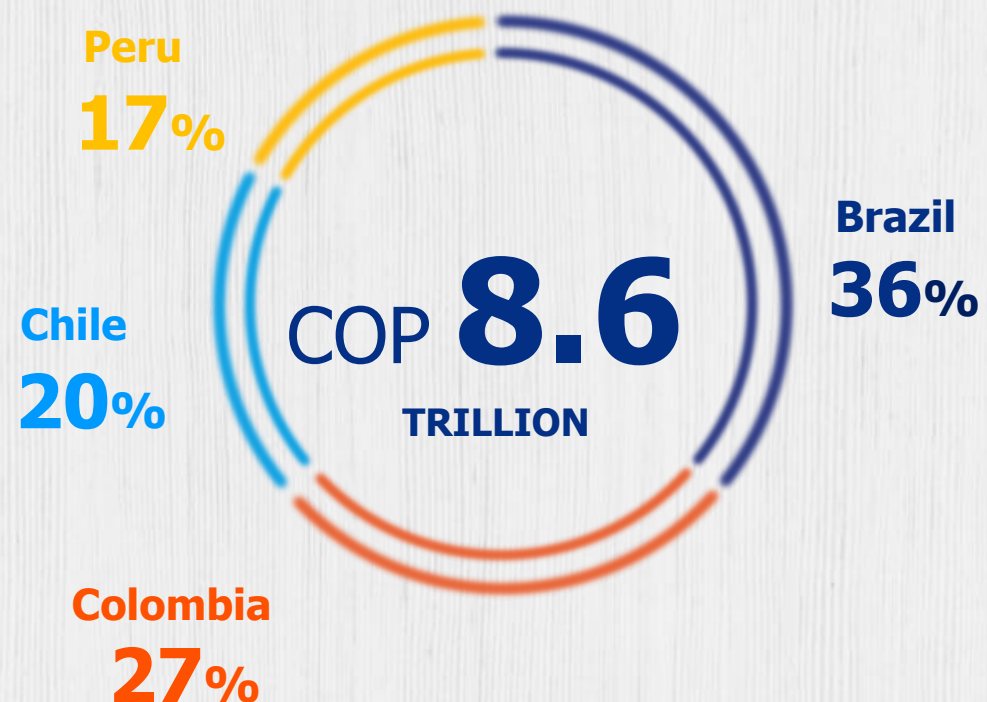
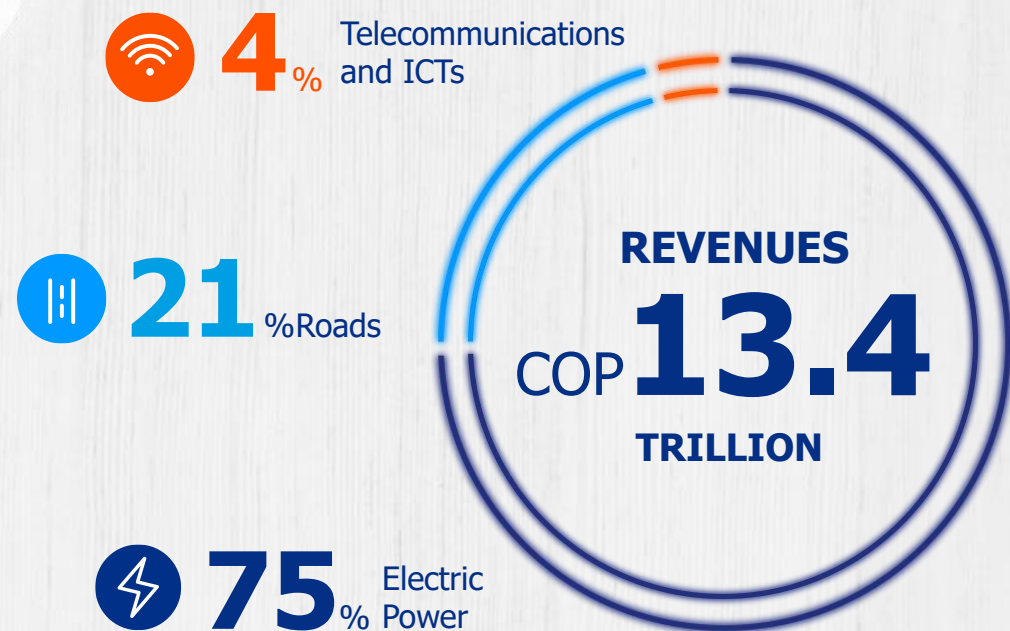
Create a positive  
social and  
environmental impact

# Results that translate into **higher profitability** for our shareholders



# Solid financial results

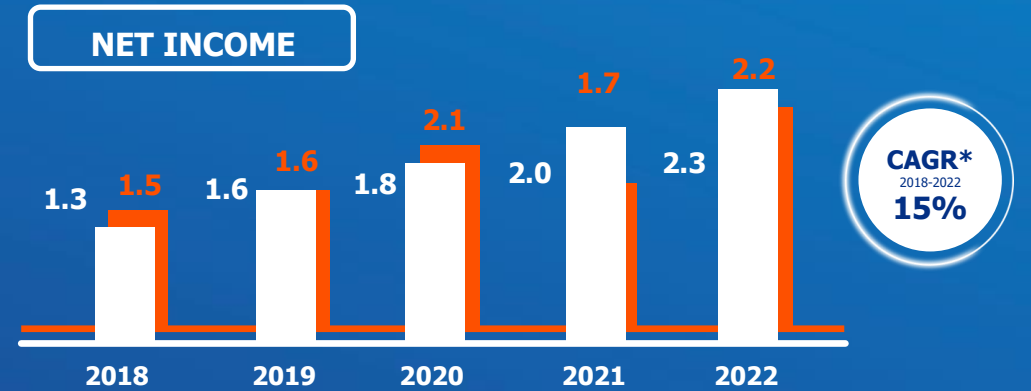
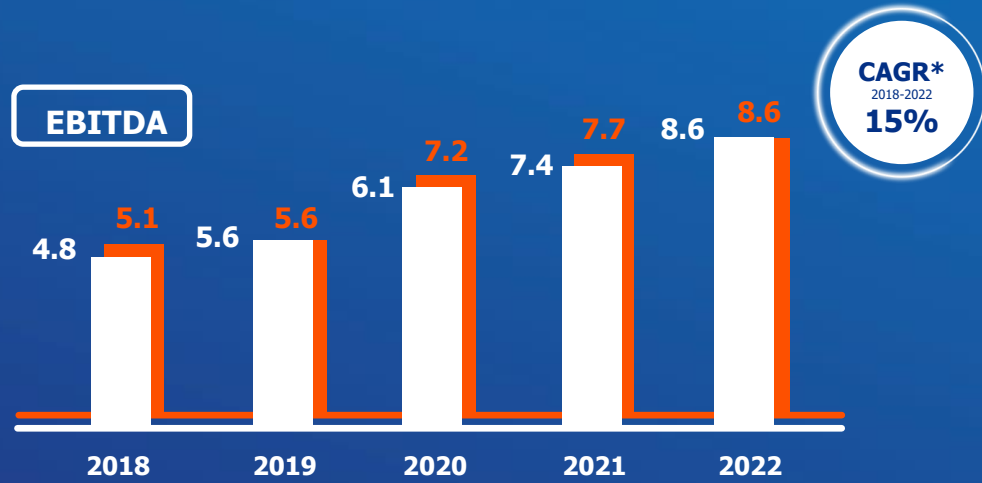
2022 – Figures in COP





# Outstanding and sustained Financial Performance

Consolidated – Figures in COP trillion



— Excluding non-recurring events

— Including non-recurring events

— Excluding non-recurring events

— Compound annualized growth rate

\* Compound annualized growth rate

## Financial Results to grow

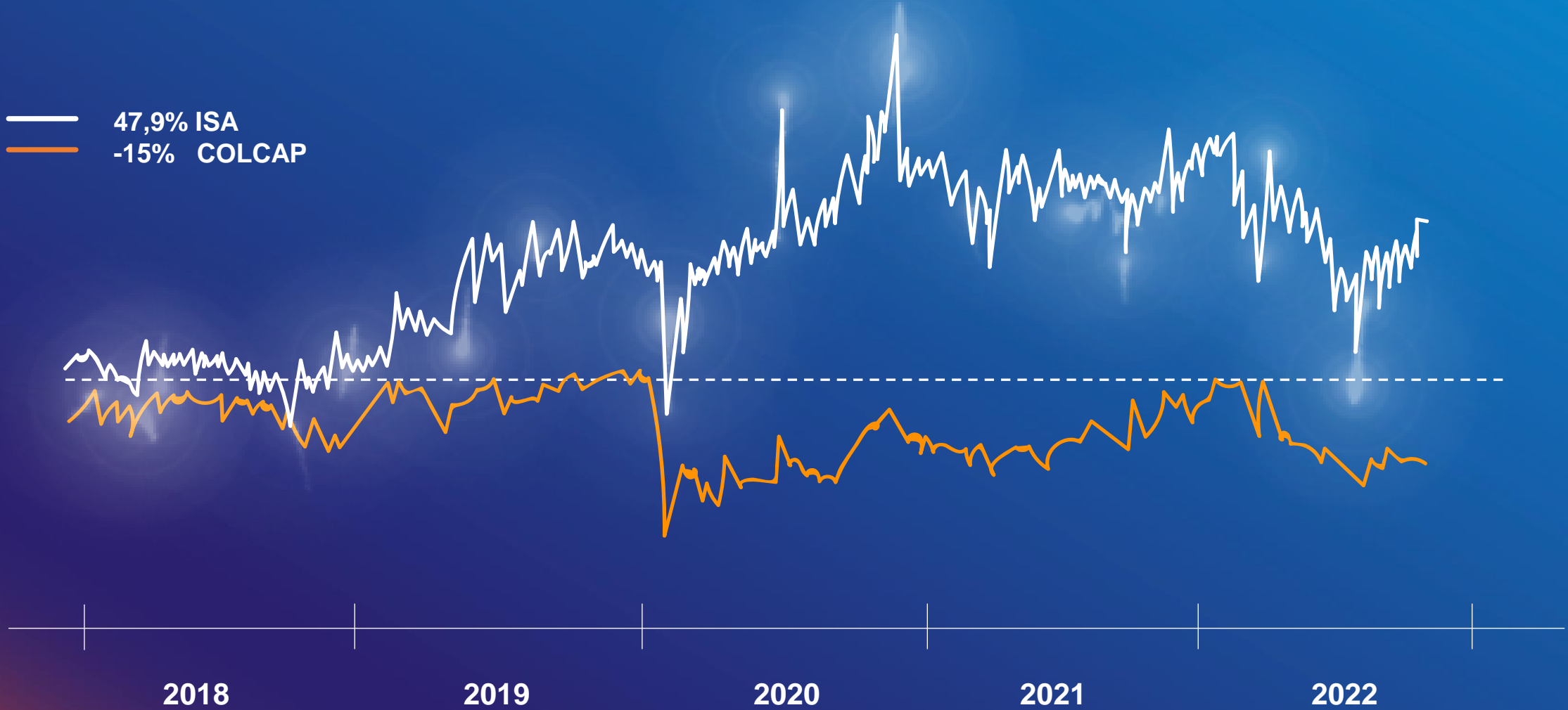
	ISA Consolidated				Individual ISA			
	2022	2021	Variación	Var. %	2022	2021	Variation	Var. %
Operating revenues	13,357,506	11,161,541	2,195,965	20	1,675,733	1,391,901	283,832	20
Total EBITDA	8,562,092	7,696,009	866,083	11	3,151,117	2,587,844	563,273	22
Operating income	7,276,329	6,644,111	632,218	10	2,908,279	2,350,614	557,665	24
Net income	2,202,581	1,665,536	537,045	32	2,191,592	1,658,959	532,633	32
EBITDA margin, excluding construction	81%	82%						
EBITDA margin	64%	69%			95%	94%		
Operating margin	54%	60%			88%	86%		
Net margin	16%	15%			66%	61%		
Assets	78,733,854	61,698,186	17,035,668	28	25,492,441	21,093,568	4,398,873	21
Liabilities	49,183,483	39,565,191	9,618,292	24	7,042,195	6,703,934	338,261	5
Minority interest	11,114,552	7,769,138	3,345,414	43				
Equity	18,435,819	14,363,857	4,071,962	28	18,450,246	14,389,634	4,060,612	28

COP million

# Acción rentable y resiliente

Comportamiento de la acción

— 47,9% ISA  
— -15% COLCAP





isa