

Presentation of quarterly results

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COP16
COLOMBIA
Pais con la Naturaleza

ISA and its companies Earnings Release

3Q24

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Agenda

- **Highlights for the quarter**
- **Financial results**
- **Closing statements**
- **Q&A session**



Jorge Carrillo

- Civil and environmental engineer with a Master's degree in Environmental Management from Universidad de Los Andes (Colombia).
- He has served as advisor to the Presidency of Andesco; project manager of the *Coalición Agua para Colombia* (Water for Colombia Coalition) of The Nature Conservancy.
- Vice minister of Water and Basic Sanitation of the Ministry of Housing, City and Territory; and president of the Water and Basic Sanitation Regulatory Commission (CRA).
- Former advisor to the Senior Presidential Advisor for the Regions of the Presidency of the Republic; and coordinator of Environment and Water Resources for USAID's Orinoquia Master Plan.
- Former Deputy Superintendent for Water, Sewage and Waste of the Superintendence of Public Utilities; and consultant to the Business Management Directorate of the United Nations Development Program (UNDP).
- He also served on the Board of Directors of EPM and was its General Manager.



Highlights

Jorge Andrés Carrillo
CEO

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Generate shareholder value

- Net income of **COP 2.2 trillion** in 9M24, which represents a **growth of 10%**.
- Ebitda of **COP 7.5 trillion** in 9M24, which represents a **growth of 7%**.
- Projects under construction that will generate **COP 1.8 T+** in new revenues¹.

Ensure corporate validity

- **Implementation of new technologies** to increase the efficiency and transmission capacity of networks.
- The *Conectividad para Cambiar Vidas (Connectivity to Change Lives)* project, Internexa in collaboration with MinTic, supports closing the digital gap in the country.
- **Launch of INNDIGO**, a platform for investment in innovation and entrepreneurship (CVC)

Sustainable Value



Create a positive social and environmental impact

- ISA **attended COP16**, ratifying its commitment to sustainability.
- ISA, Ecopetrol, SunColombia and USAID **launched the program** "Energía Renovable para la Paz" (**Renewable Energy for Peace**), with total investments of USD 13 million.
- The Total Recordable Injury Frequency (TRIF) at the end of September **decreased by 41%** compared to 2023.

1. Revenues from 36 projects whose development is managed by companies in which ISA has control.



Estuvimos presentes en la

COP16

COLOMBIA

Paz con la naturaleza



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COP16
COLOMBIA
Pez con la Naturaleza



**CONEXIÓN
JAGUAR**

Sustainability is at the core of our strategy, we contribute to 5 of the 23 goals of **COP16**

Conexión Jaguar (Jaguar Connection)

+7 years

Presence in: Colombia, Peru, Brazil and Chile

Over 10 alliances in Latam



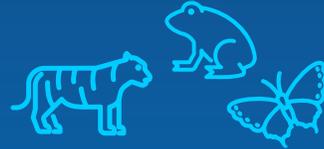
Goal 2 & 3

+400.000ha

protected forest

+700ha

restored forest



Goal 4

+200

species identified
through camera traps
**that are being
protected**



Goal 8

4.5 million
tons of CO₂
to be potentially
reduced in the next
10 years



Goal 15

**Mandatory and
voluntary programs**
for the protection of
ecosystems, species,
and watershed.

~USD 3 billion
placed in green bonds

Goal 2

30% of restored ecosystems.

Goal 3

30% of conserved ecosystems.

Goal 4

Recover and conserve species and
genetic diversity.

Goal 8

Minimize climate change impacts.

Goal 15

Adopt legal, administrative, or
policy measures for companies
and financial institutions.



Announcements by **ISA** at COP16



Conexión Jaguar confirmed a project for the preservation of nearly **40,000 hectares** of forest in the Amazon.

ISA established a pioneering alliance in Colombia in the biodiversity credit market to protect over **400 species** in the cloud forest ecosystem.



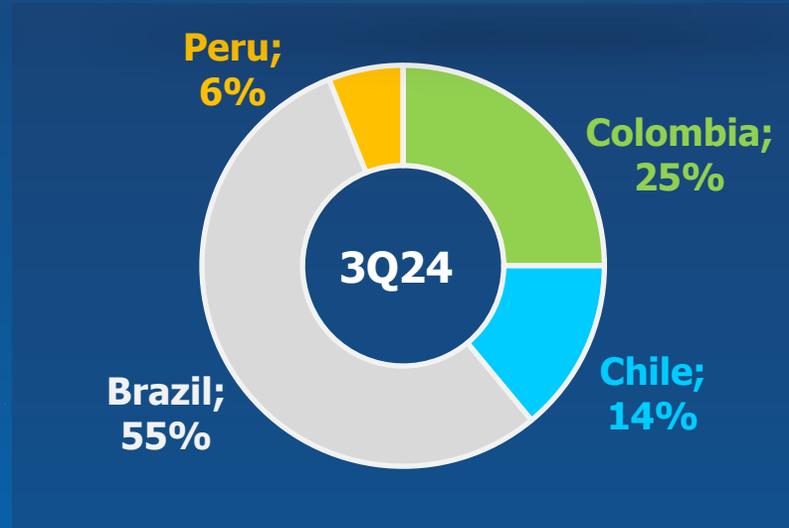
ISA formed a partnership for the **germination and planting of 10,000 individuals** of frailejones and native trees endangered in strategic páramos of Colombia.

ISA made investments of **COP 1.1 T**, in the expansion and strengthening of the power transmission network and Roads.

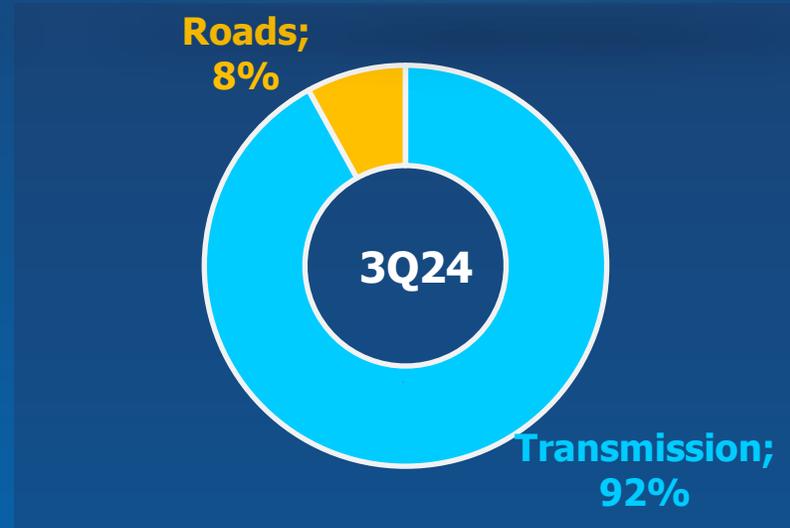
Executed Capex¹
COP trillion



Capex by country



Capex by business unit



¹ CAPEX includes the execution of investments at XM.
² Projects, which are developed by companies in which ISA has control.
³ Includes 246 km to rehabilitate, improve, and maintain the Panamericana Este highway.

New awarded and energized projects in 3Q24

Awarded projects

Colombia

UPME projects Pasacaballos, with an estimated capex¹ of USD 20 million (~ COP\$ 83 billion).

SE San Marcos expansion, with an estimated capex¹ of USD 7 million (~ COP\$29 billion).

Brazil

Eight reinforcements with an estimated capex¹ of BRL 195 million (~ COP\$149 billion).

Peru

Nueva Virú expansion with an estimated capex¹ of USD 40 million (~ COP\$167 billion).



Energized projects

Colombia

Smart Valves project in Nueva Barranquilla and Sabanalarga, enabling the entry of non-conventional renewable energy sources into the system.

Brasil

29 reinforcements to the ISA CTEEP network.

1. Estimated reference investment.



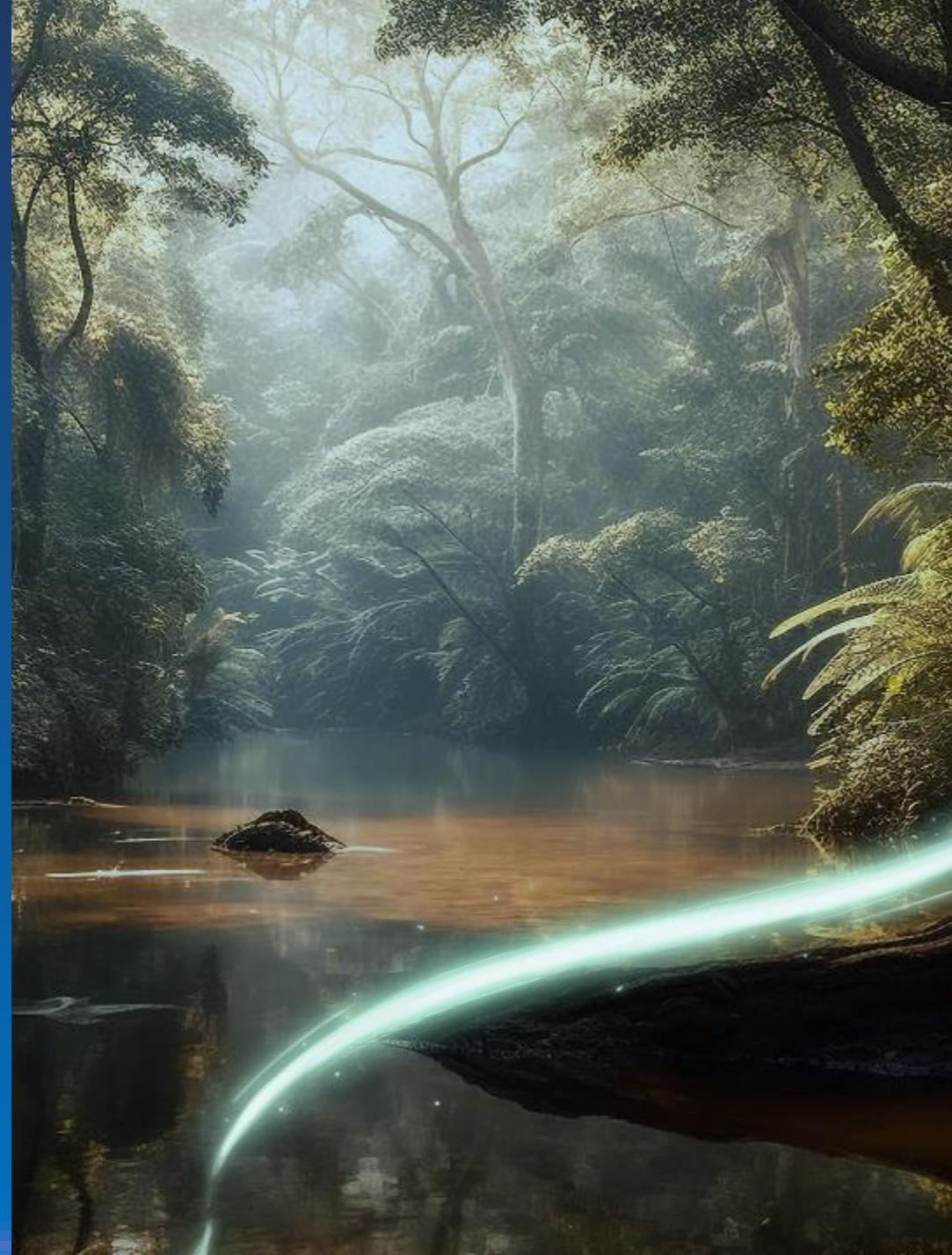
Financial results

Jaime Falquez
Interim CFO

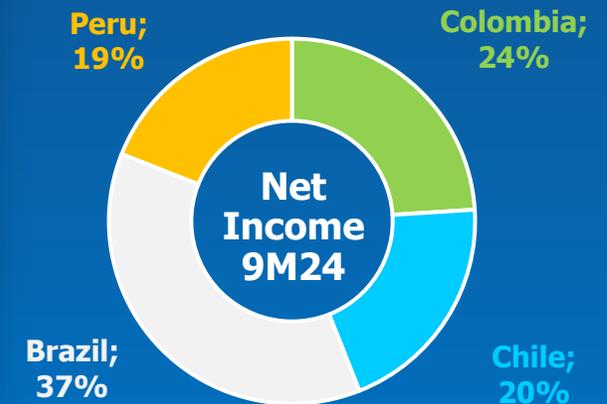
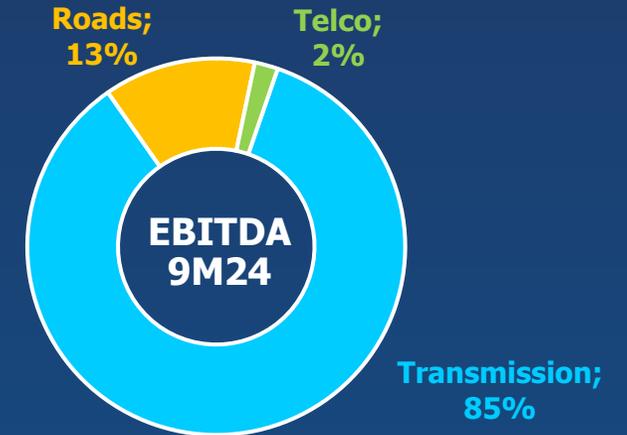
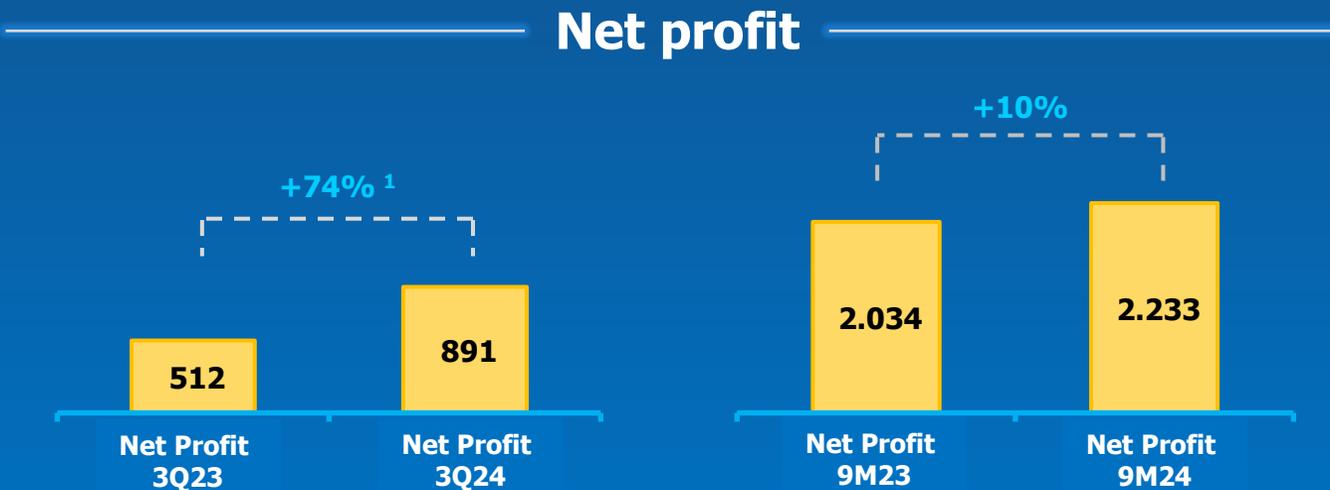
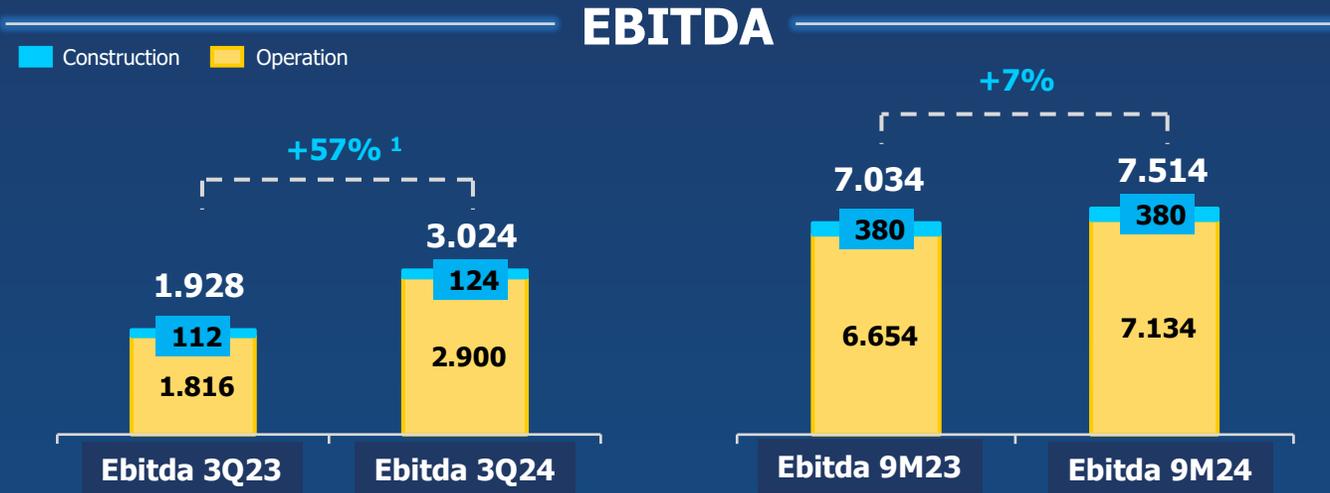
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Relevant Facts

- **The Colombian peso continues to strengthen** against the currencies of the countries where we have a strong presence.
- ISA CTEEP recognized **the effect of the Periodic Tariff Review of the Transmission Companies in Brazil, with a positive net impact** on EBITDA of COP 875 billion and on net income of COP 207 billion.
- **An adjustment was made to the estimate of the provision for major maintenance in Peru**, which generated higher recovery revenues of COP 165 billion.
- **Moody's affirmed the Baa2 long-term rating with a stable outlook** for ISA and the senior unsecured bonds.
- The accounts receivable provision for the the company Air-e was adjusted by \$77 billion following the intervention of the SSPD.
- On July 24, ISA **made the second of three dividend payments** for 2024, for a total amount of COP 410 billion, equivalent to COP 370 per share.



Robust operational results with 7% growth in EBITDA and 10% in net profit



¹ Includes de impact of the Periodic Tariff Review of the Transmission Companies in Brazil

Cumulative financial performance of the segments

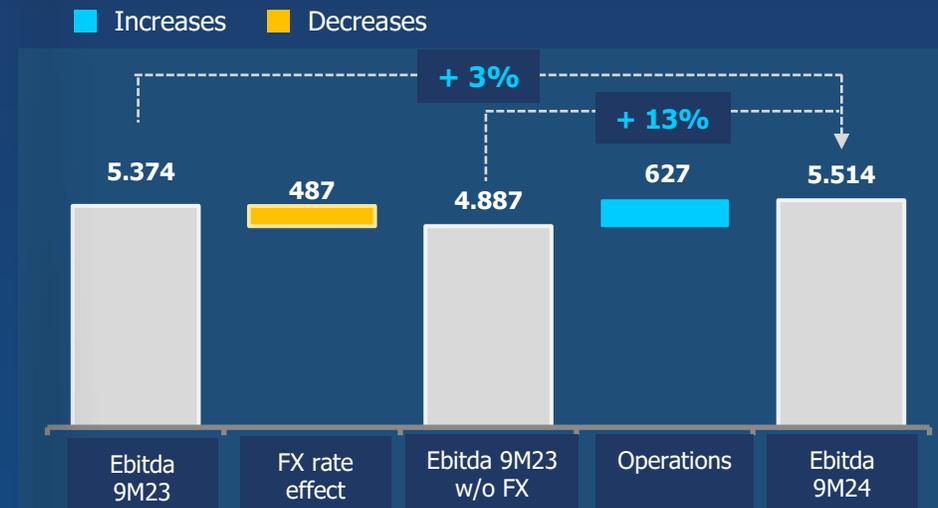
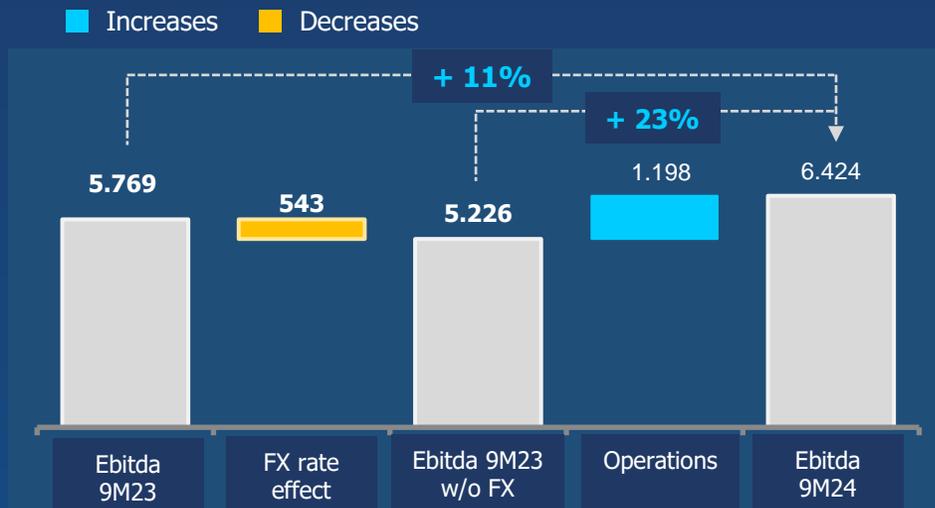
(Figures in COP billion)

IFRS EBITDA

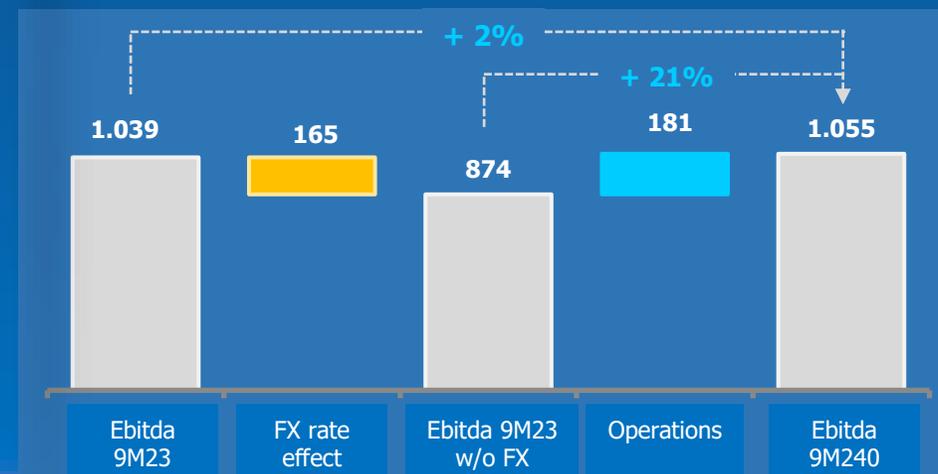
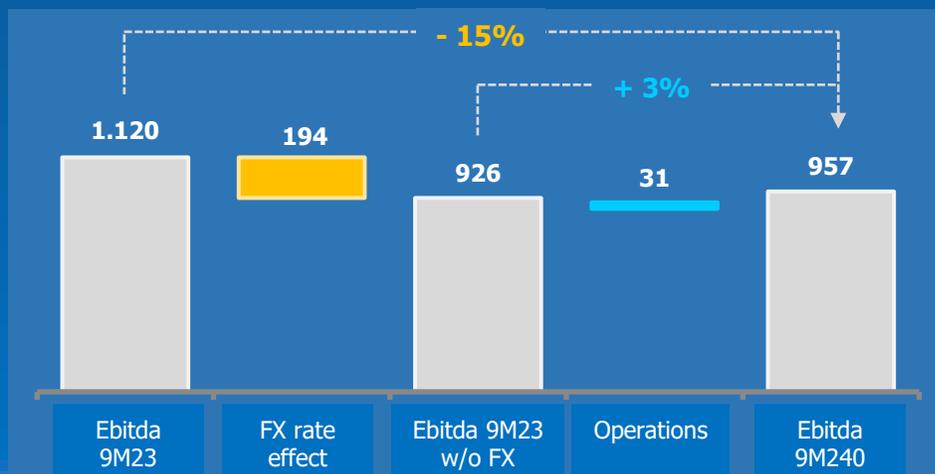
Adjusted EBITDA



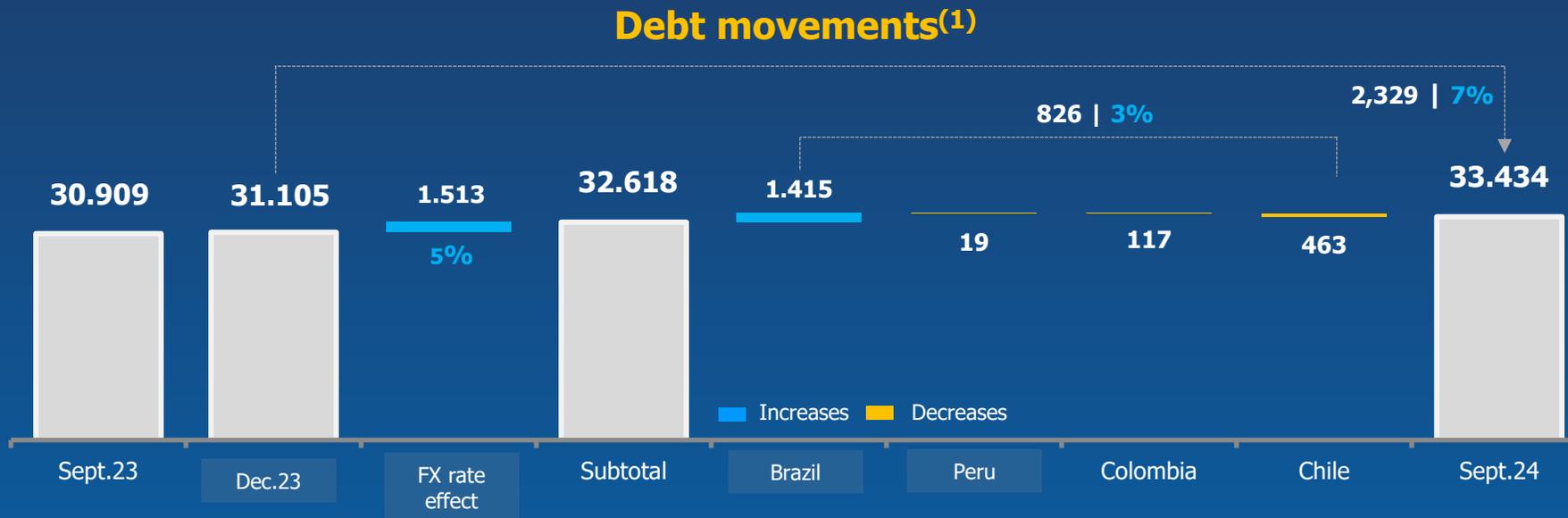
Power Transmission



Roads



Sound levels of **debt** that allow leveraging our **growth**



Gross debt/
EBITDA ⁽²⁾

3.4 x

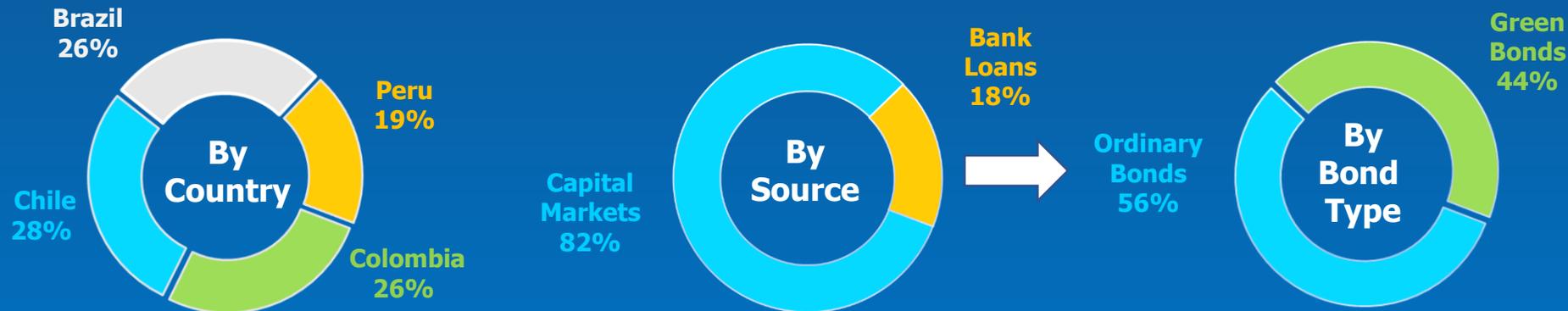
4Q23: 3.4 x

Net debt /
EBITDA

2.8 x

4Q23: 2.8 x

Debt composition



⁽¹⁾ This amount also consolidates changes due to financial derivatives, monetary adjustment of IPCA and TJLP indexed debt, and capitalizations.

⁽²⁾ EBITDA is adjusted with the actual cash received from the Basic Network of the Existing System - RBSE.



Closing statements

- We were **present at COP16**, reaffirming our commitment to the care of the planet and the protection of biodiversity.
- We are focused on the **effective execution** of our investment commitments, **that will generate sustainable revenues and returns**.
- Our committed investments, pending execution, closed the quarter at **COP 28.5 trillion**.
- At the end of September, **EBITDA grew 7%** and **net income grew 10%**, compared to the same period in 2023.
- Strong balance sheet, and financial flexibility to leverage growth: **Gross debt / EBITDA indicator of 3.4 x**.
- For the next quarter we expect the **entry into operation of 2 projects** in Colombia, **reinforcements and improvements** to the CTEEP network in Brazil; as well as **investments of close to between COP\$ 1 trillion**.