

QUARTERLY EARNINGS REPORT

4th Quarter 2019



GRUPO ARGOS

Investments that transform

February 2019

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GRUPO ARGOS INDIVIDUAL FINANCIAL RESULTS 4Q2019

Individual Revenues 4Q2019

The separate revenue of Grupo Argos in the fourth quarter of 2019 amounted to COP 185 billion, broken down into COP 99 billion from the equity method and COP 86 billion from the real estate business. No income from financial activity in portfolio transactions was reported during this period, unlike the first quarters of both years, when a divestment of the Epsa shares owned by Grupo Argos was performed, thereby completing the full divestment of ownership in this company.

The equity method increased 30% Y/Y during the quarter. The increase in the contribution of the concessions business (COP 28 billion) stands out, mainly due to Odinsa, because of the better performance of its road operations. As well as the energy business (COP 25 billion), which includes the creation of the Caoba platform, and the greater revenue related to the start-up of Plan5caribe and the consolidation of the Tolima assets.

The revenue from the real estate business decreased 18% Y/Y (-COP 19 billion), affected by the lower income from valuation of the plots of land and the base effect of the divestment of Viva Villavicencio, Viva Sincelejo and San Pedro Plaza in the fourth quarter of 2018, which accounted for extraordinary income of COP 268 billion.

COP billions	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Revenue from ordinary activities	185,303	183,871	0.8%	845,610	1,379,702	-38.7%
Revenue from financial activity	0	2,807	-100.0%	222,023	751,463	-70.5%
Real estate revenue (sale of urbanized lots)	86,250	105,122	-18.0%	189,685	192,170	-1.3%
Profit (loss) net via equity method	99,053	75,942	30.4%	433,902	436,069	-0.5%

* The income recognized by Grupo Argos includes in the P&L for the real estate business it mainly includes: Sale of urbanized lots, Pactia and valuation of lots. The profit generated by the sale of raw lots is classified in other income in the P&L.

Individual Costs 4Q2019

The costs of the quarter amounted to COP 38 billion, increasing more than three times from the same period the previous year. This is due to the fact that the sales of plots made in 4Q2018 were classified as investment properties and, therefore, the net profit of the transaction was accounted for in other income. Meanwhile, in 4Q2019, the sale of plots mostly corresponded to plots classified in inventory with an impact on the costs of sale.

In terms of the operating expenses, there is an 18% decrease Y/Y. This is mainly explained by a base effect due to the accounting of the amortization from the purchase of Opain in 4Q2018,

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while it was executed throughout the year in 2019. The increase in administrative expenses mainly corresponds to the change in the corporate structure.

COP billions	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Cost of ordinary activities	37,821	10,997	243.9%	99,481	308,396	-67.7%
Cost of sales of financial activity	0	382	-100.0%	58,454	295,155	-80.2%
Cost of sales of real estate business	37,821	10,615	256.3%	41,027	13,241	209.8%
Operating expenses	39,979	48,937	-18.3%	142,995	141,331	1.2%
Management	34,994	28,471	22.9%	125,371	117,648	6.6%
Management depreciation and amortization	4,330	19,436	-77.7%	16,390	22,103	-25.8%
Sales	655	1,030	-36.4%	1,234	1,580	-21.9%

Other operating revenues/expense 4Q2019

COP 1 billion were reported in other expenses, which correspond to the expenses from the sale of plots of land in 4Q2018.

COP billions	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Other revenue and expenditures	-1,397	29,563	-104.73%	-4,481	27,750	-116.1%
Other revenue	1,043	31,561	-96.70%	7,022	43,590	-83.9%
Other expenditures	-2,440	-1,998	22.12%	-11,503	-15,840	-27.4%

Ebitda 4Q2019

The EBITDA decreased 36% Y/Y in the quarter and amounts to COP 110 billion, due to the net effect of lower income in the real estate business explained above, as well as greater expenses due to the change in corporate structure.

Other revenues/expenses 4Q2019

During the quarter, the net non-operating expenses increased 3% Y/Y to COP 29 billion due to the exchange difference. However, the net financial expenses decreased 2% Y/Y in the quarter, given the reduction in debt stock (-1% Y/Y) and the lower costs of the debt of 7%.

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COP billions	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Non-operating revenue and expenditures	-28,612	-27,691	3.3%	-102,653	-111,050	-7.6%
Financial, net	-28,566	-29,029	-1.6%	-100,185	-111,490	-10.1%
Exchange rate difference, net	-46	1,338	-103.4%	-2,468	440	-660.9%

Net income 4Q2019

En cuanto a la utilidad neta esta fue de COP 78 mil millones para el trimestre, un 23% inferior a la del 4T2018, compensado parcialmente la variación del EBITDA por menores impuestos (COP 25 mil millones).

Individual Financial Results

COP billions	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Revenue	185,303	183,871	0.8%	845,610	1,379,702	-38.7%
Ebitda	110,436	172,936	-36.1%	615,043	979,828	-37.2%
<i>Ebitda Margin</i>	60%	94%	-36.6%	73%	71%	2.4%
Net income	77,921	100,824	-22.7%	482,739	811,676	-40.5%
<i>Net Margin</i>	42%	55%	-23.3%	57%	59%	-3.0%

Debt and cash flow 4Q2019

During 2019, prepayments of the debt of COP 665 billion were made and we increased its average life from 4.9 years to 6.6 years, after the placement of straight bonds for COP 450 billion. Additionally, throughout the year, cash remained at minimum levels and ended at COP 2 billion, as well as a debt balance of COP 1,600 million. This resulted in a leverage rate of 2.5 times for net debt over adjusted EBITDA and 2.7 times for debt over dividends received.

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GRUPO ARGOS CONSOLIDATED FINANCIAL RESULTS 4Q2019

Consolidated Revenues 4Q2019

At the close of 2019, the quarterly revenue had increased 5% Y/Y to COP 3.9 trillion with positive contributions from all the strategic businesses: cement, energy and concessions.

The quarterly revenue of the cement business amounted to COP 2.4 trillion, up 9% Y/Y as a result of the strategy to recover the cement and concrete prices in Colombia, as well as the recovery of volumes in the USA.

The contribution of the energy business showed 7% growth Y/Y in the consolidated revenue of the quarter. The higher revenue from this region was mainly due to the operations of the Tolima distribution assets (COP 195 billion) and higher spot market prices (+115% Y/Y).

The income of the concessions business increased 3% Y/Y to COP 484 billion. This increase corresponds to the start-up of Túnel de Oriente and to the better revenue of Pacifico 2, which were partly offset by a lower income through the equity method of Quiport as a result of the debt reprofiling

COP billions	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Revenue	3,940,804	3,739,895	5.4%	16,798,588	14,294,675	17.5%
Revenue from sales of goods and services	3,671,283	3,391,757	8.2%	14,493,157	13,192,797	9.9%
Revenue from financial activity	45,886	50,694	-9.5%	1,374,699	241,305	469.7%
Revenue from real estate business	258,046	288,479	-10.5%	687,515	693,982	-0.9%
Net interest in profit (loss) of associated companies and businesses	21,304	92,303	-76.9%	488,763	485,181	0.7%
-Refunds and sales discounts	-55,715	-83,338	-33.1%	-245,546	-318,590	22.9%

Consolidated Costs 4Q2019

The costs of sale of goods and services increased in the quarter by 5% Y/Y, related to an increase in the exchange rate and greater volumes of cement sold in the USA, as well as the incorporation of the Tolima operations. The depreciation and amortization costs increased 28% Y/Y, related to the implementation of IFRS 16 and the incorporation of the Tolima operations.

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COP billions	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Cost of ordinary activities	2,861,060	2,651,727	7.9%	12,265,012	10,211,393	20.1%
Cost of sales of goods and services	2,458,935	2,349,342	4.7%	9,892,717	8,981,134	10.1%
Depreciation and amortization	344,788	268,478	28.4%	1,411,940	1,128,738	25.1%
Cost of financial activity	0	932	-100.0%	825,328	932	N/A
Cost of sales of real estate business	57,337	32,975	73.9%	135,027	100,589	34.2%

Administrative expenses increased 23% Y/Y to COP 366 billion due to one-off effects related to the start-up of the Tolima assets, the baseline effect in Opain from the application of future terms of Addendum 7 in 2018 and higher professional fees due to the structuring of projects and legal consultancy. The increase in depreciation and amortization expenses corresponds to the implementation of IFRS 16.

COP billions	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Structure Expenses	523,442	414,505	26.3%	1,852,778	1,613,122	14.9%
Management	366,319	298,440	22.7%	1,312,262	1,165,515	12.6%
D&A	101,662	53,456	90.2%	299,115	218,218	37.1%
Sales	55,461	62,609	-11.4%	241,401	229,389	5.2%

Other consolidated revenues/expenses 4Q2019

The net other income line item increased to COP 335 billion, driven by the creation of the Caoba platform and the divestments of cement assets in the USA.

COP billions	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Other Revenue and expenditures	335,458	107,255	212.8%	395,675	129,551	205.4%
Other revenue	497,511	156,613	217.7%	672,816	356,889	88.5%
Other expenditures	-162,053	-49,358	228.3%	-277,141	-227,338	21.9%
Wealth tax	0	0	NA	0	0	NA

Consolidated EBITDA 4Q2019

The EBITDA ended the quarter at COP 1.3 trillion, up 21% Y/Y, driven by the energy and cement businesses.

Non-operational revenues/expenses 4Q2019

The financial expenses in the quarter increased 10% Y/Y to COP 320 billion and when excluding the effect of IFRS 16, they increase 5% Y/Y. This increase is mainly due the temporary effect of the debt acquired by Epsa to complete the Tolima transaction.

Consolidated net income 4Q2019

Finally, net profit was COP 297 billion in the quarter, decreasing 10% Y/Y, and the net profit of the controlling company amounted to COP 123 billion, reporting a 30% decrease from the same comparison period.

Grupo Argos Consolidated Results

COP billions	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Revenue from ordinary activities	3,940,804	3,739,895	5.4%	16,798,588	14,294,675	17.5%
EBITDA	1,338,210	1,102,852	21.3%	4,787,528	3,946,667	21.3%
EBITDA Margin	33.96%	29.49%	-4.5%	28%	28%	3.2%
Net Income	296,804	330,265	-10.1%	1,256,137	1,194,118	5.2%
Net income attributable to controlling	123,349	177,034	-30.3%	689,565	671,327	2.7%

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NET CONTRIBUTION BY SEGMENT TO THE CONSOLIDATED REVENUES OF GRUPO ARGOS

Below, we show the net contribution of the different businesses to the consolidated financial income of Grupo Argos in 4Q2019 and the year-to-date. We should note that the contributions do not necessarily match the figures reported for each company, due to the standard adjustments required by accounting standards.

Net contribution by segment 4Q2019

COP billions	Cement	Energy	Real Estate	Portfolio	Coal	Concessions	Total
Revenue	2,370,322	963,121	86,025	56,877	6,307	483,514	3,940,804
Gross Income	419,187	363,597	48,268	51,747	-573	222,880	1,079,744
Operating Income	249,223	508,250	39,644	16,966	-1,517	104,400	891,759
EBITDA	479,224	603,478	39,825	21,306	-1,008	220,591	1,338,210
Net Income	51,783	187,246	39,837	-12,242	-15,577	45,602	296,804
Controlling interest	19,657	57,600	39,837	-19,529	-15,321	40,950	123,349

Does not include reclassifications

Net contribution by segment as of December

COP billions	Cement	Energy	Real Estate	Portfolio	Coal	Concessions	Total
Revenue	9,399,280	3,709,648	168,343	446,574	67,916	1,888,298	16,798,588
Gross Income	1,660,083	1,129,188	127,510	423,362	16,715	883,518	4,533,576
Operating Income	848,697	1,358,344	82,062	317,151	11,881	489,208	3,076,473
EBITDA	1,762,991	1,772,025	82,355	334,287	13,196	853,544	4,787,528
Net Income	191,254	588,758	84,179	196,536	-2,803	197,972	1,256,137
Controlling interest	62,691	236,018	84,179	164,792	-2,674	144,317	689,565

Does not include reclassifications

INVESTMENT PORTFOLIO

	Interest	# of shares in the portfolio	Value (COP mm)	Value (USD mm)**	Price per share (COP)*
CEMENT					
Cementos Argos***	58.00%	667,746,710	4,874,550	1,487	7,300
ENERGY					
Celsia	52.9%	566,360,307	2,497,648	762	4,410
CONCESSIONS					
10dinsa**	99.9%	195,926,517	2,057,259	627	10,500
OTHER					
Grupo Suramericana	27.7%	129,721,643	4,410,535	1,345	34,000
Grupo Nutresa	9.8%	45,243,781	1,149,192	350	25,400
TOTAL			14,989,184	4,571	

* Price at the close of December 30, 2019 for Cementos Argos, Celsia, Grupo Suramericana, and Grupo Nutresa. FX on December 30, 2019: COP 3,277 / 1 USD

** The price per share of EPSA (COP 18,900) and Odinsa (COP 10,500) correspond to the price offered in the tender offer of Celsia and to the delisting tender offer launched by Grupo Argos.

*** Grupo Argos' interest in Cementos Argos equates to 49.1% of the outstanding shares and 58% of ordinary shares. 1Includes the consolidated participation of Grupo Argos and subsidiaries

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Dividend´s operating revenue and Cash Flow – Individual Statement

Dividends operating revenue 4Q2019

COP millions	2019	2018	Var A/A
Grupo de Inversiones Suramericana S.A.- Ordinaria	71,347	67,195	6%
Grupo Nutresa S.A.	27,689	25,626	8%
Fondo de Capital Privado Pactia	0	0	NA
Other	195	155	26%
Subtotal dividendos reconocidos en ingresos y actividad financiera	99,231	92,976	6.7%
Fondo de Capital Privado Pactia y Pactia SAS	13,864	18,240	-24%
Consortio Constructor Nuevo Dorado	17,796	7,006	154%
Consortio Mantenimiento Opain	29	781	-96%
Otros	11,364	10,231	7%
Subtotal dividends recognized in Real Estate business	43,053	36,258	19%
Total, dividends	142,284	129,234	10%

Dividends operating revenue (million COP) 1Q2019

	2019	2018	Var YoY
Cementos Argos S.A.	159,258	148,633	7%
Celsia S.A. E.S.P.	102,228	84,941	20%
Empresa de Energía del Pacífico EPSA S.A.	877	2,631	-67%
Odinsa S.A.	49,958	98,842	-49%
Grupo de Inversiones Suramericana S.A.	70,309	50,397	40%
Grupo Nutresa S.A.	27,173	25,261	8%
Other	662	221	200%
Total dividends received	410,465	410,926	0%
Reimbursement of contributions			
Opain + Consorcios	163,768	64,888	152%
Pactia	13,863	115,338	-88%
Total reimbursement of contributions	177,631	180,226	-1%
Cash Flow received from operation	588,096	591,152	-1%

SEPARATE STATEMENT OF FINANCIAL POSITION

BALANCE SHEET – INDIVIDUAL

Million COP	Dec-18	Dec-18	Var %
Cash and cash equivalents	1,729	4,850	-64.35%
Derivative Financial Instruments	0	2,932	-1
Current Investments	0	0	NA
Trade account receivables, net	254,041	172,699	47.10%
Inventories	169,602	172,868	-1.89%
Prepayments	1,189	1,656	-28.20%
Non current assets held for sale	24,478	0	NA
Total current assets	451,039	355,005	27%
Non-current investment	15,341,472	15,219,881	0.8%
Other non-current account receivables	96,511	107,903	-10.56%
Inventories	37,204	36,747	1.24%
Assets by right of use PPE	12,817	0	NA
Intangibles, net	107,005	119,633	-10.56%
Property, plant and equipment, net	1,452	2,022	-28.19%
Investment properties	2,108,346	2,105,213	0.15%
Other Non Financial Assets	4,666	0	NA
Total non-current assets	17,709,473	17,591,399	0.67%
Total assets	18,160,512	17,946,404	1.19%
Current financial liabilities	4,252	119,106	-96.43%
Lease liabilities	2,036	0	
Bonds and other financial liabilities	8,274	121,691	-93.20%
Current trade and other current payables	93,764	90,551	3.55%
Provisions	322	701	-54.07%
Current tax payables	1,974	23,811	-91.71%
Labor liabilities	12,404	11,414	8.67%
Other current liabilities	53,332	25,420	109.80%
Derivative Financial Instruments	42	175	-76.00%
Total current liabilities	176,400	392,869	-55.10%
Non-current financial liabilities	497,757	738,047	-32.56%
Lease liabilities	10,264	0	
Bonds and other financial liabilities	1,105,207	655,517	68.60%

Deferred taxes	195,402	182,086	7.31%
Employee benefits liability	2,785	1,865	49.33%
Derivative Financial Instruments	0	85	-100.00%
Total non-current liabilities	1,811,415	1,577,600	14.82%
Total liabilities	1,987,815	1,970,469	0.88%
Issued capital	53,933	53,933	0.00%
Share premium	1,354,759	1,354,759	0.00%
Other Comprehensive Income	1,765,469	1,692,653	4.30%
Reserves	3,513,161	3,001,515	17.05%
Other equity components	301,188	374,968	-19.68%
Retained earnings (loss)	8,701,448	8,686,431	0.17%
Net income (loss)	482,739	811,676	-40.53%
Total Equity	16,172,697	15,975,935	1.23%

INCOME STATEMENT - INDIVIDUAL

COP billions	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Operating Revenues	185,303	183,871	0.8%	845,610	1,379,702	-38.7%
Financial income or expenses, net	0	2,807	-100.0%	222,023	751,463	-70.5%
Real estate revenue	86,250	105,122	-18.0%	189,685	192,170	-1.3%
Equity method, net	99,053	75,942	30.4%	433,902	436,069	-0.5%
Variable cost	37,821	10,997	243.9%	99,481	308,396	-67.7%
Cost of sales - Financial activities	0	382	-100.0%	58,454	295,155	-80.2%
Cost of sales - Real estate business	37,821	10,615	256.3%	41,027	13,241	209.8%
Gross income	147,482	172,874	-14.7%	746,129	1,071,306	-30.4%
Gross margin	79.59%	94.02%		88.24%	77.65%	
Overhead	39,979	48,937	-18.3%	142,995	141,331	1.2%
Administrative expenses	34,994	28,471	22.9%	125,371	117,648	6.6%
D&A	4,330	19,436	-77.7%	16,390	22,103	-25.8%
Selling expenses	655	1,030	-36.4%	1,234	1,580	-21.9%
D&A - selling	0	0	NA	0	0	NA
Other income and other expenses	-1,397	29,563	-104.7%	-4,481	27,750	-116.1%
Other income	1,043	31,561	-96.7%	7,022	43,590	-83.9%
Other expenses	-2,440	-1,998	22.1%	-11,503	-15,840	-27.4%
Wealth tax	0	0	NA	0	0	NA
Operating income	106,106	153,500	-30.9%	598,653	957,725	-37.5%
Operating margin	57.26%	83.48%		70.80%	69.42%	
EBITDA	110,436	172,936	-36.1%	615,043	979,828	-37.2%
EBITDA margin	59.60%	94.05%		72.73%	71.02%	
Non-operating revenues and expenses	-28,612	-27,691	3.3%	-102,653	-111,050	-7.6%
Financial revenues and expenses, net	-28,566	-29,029	-1.6%	-100,185	-111,490	-10.1%
Ingresos por dividendos	0	0	NA	0	0	NA
Exchange difference, net	-46	1,338	-103.4%	-2,468	440	-660.9%
Net participation in associates results	0	0	NA	0	0	NA
Pre-tax profit (loss)	77,494	125,809	-38.4%	496,000	846,675	-41.4%
Income tax	-427	24,985	-101.7%	13,261	34,999	-62.1%
Net income	77,921	100,824	-22.7%	482,739	811,676	-40.5%
Net margin	42.05%	54.83%		57.09%	58.83%	

INDIVIDUAL CASH FLOW STATEMENT

Million COP	Dec 19	Dec 18
NET PROFIT	482,739	811,676
Adjustments by:		
Income from dividends and participations of uncontrolled companies	(142,147)	(129,234)
Expenditure on income tax recognized in the results of the period	13,261	34,999
Share in the result of subsidiaries	(433,902)	(436,069)
Financial expenses recognized in results of the period	99,782	110,096
(Recovery) recognized with respect to employee benefits and provisions	(373)	22
Loss arising on the sale of non-current assets available for sale and other assets	(68,857)	(361,575)
Net loss (Earnings) by valuation of financial instruments measured at fair value through results	(59,507)	(152,988)
Depreciation and amortization of non-current assets	16,390	22,102
Impairment, net of non-current assets recognized in results of the period	939	(27)
Impairment, net assets of non-current and inventory	293	-
Exchange difference not realized, recognized in results on financial instruments	(42)	(253)
Other adjustments for reconciliation of revenue (loss)	1,001	294
	(92,425)	(100,957)
CHANGES IN WORKING CAPITAL:		
Trade accounts receivable and other accounts receivable	(106,460)	25,101
Inventories	48,011	2,344
Other assets	361	15,653
Trade accounts payable and other accounts payable	(5,943)	(5,457)
Other passives	-	-
	8,030	(49,080)
CASH (USED IN) GENERATED BY OPERATIONS		
Dividends received and income from other participations	(148,426)	(112,396)
Interest received	511,473	432,150
Taxes on income and wealth paid	(17,029)	(30,987)
NET CASH FLOW GENERATED BY OPERATING ACTIVITIES	346,018	288,767

CASH FLOWS BY INVESTMENT ACTIVITIES		
Financial interests received	9,052	7,074
Acquisition of property, plant and equipment	(95)	(93)
Product of the sale of property, plant and equipment	-	-
Acquisition of investment properties	(15,739)	-
Product of the sale of investment properties	54,002	41,547
Acquisition of subsidiaries	-	(262)
Product of the sale of shares in subsidiary	(2,019)	(1,083,930)
Acquisition of interests in associates and joint ventures	134,687	659,583
Proceeds from the sales of participations in associates and joint ventures	(176,717)	(588)
Acquisition of intangible assets	399	-
Acquisition of financial assets	(7,912)	(8,147)
Restitution of subordinated debt	71,062	57,000
Restitution of contributions	4,395	100,945
NET CASH FLOW USED IN INVESTMENT ACTIVITIES	71,115	(226,871)
CASH FLOWS BY FINANCING ACTIVITIES		
Bonds issuance	450,000	-
Payment of bonds and commercial papers	(115,850)	(350,000)
Increase in other financing instruments	434,300	1,179,276
(Decrease) of other financing instruments	(790,342)	(786,799)
Lease liabilities paid	(1,808)	-
financial derivative contracts with financial liability coverage	2,538	-
Dividends paid ordinary shares	(222,756)	(209,260)
Dividends paid preferential shares	(72,115)	(67,620)
Interest paid	(104,203)	(121,732)
NET CASH FLOW GENERATED BY FINANCING ACTIVITIES	(420,236)	(356,135)
INCREMENTO NETO EN EFECTIVO Y EQUIVALENTES DE EFECTIVO	(3,103)	(294,239)
Cash and cash equivalents at the beginning of the period	4,850	299,082
Effects of variation in the exchange rate on cash and cash equivalents	(18)	7
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	1,729	4,850

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

BALANCE SHEET - CONSOLIDATED

Million COP	Dec-19	Dec-18	Var %
Cash and cash equivalents	2,474,008	2,647,532	-6.6%
Derivative financial instruments	5,786	10,392	-44.3%
Current Investments	123,626	72,949	69.5%
Trade account receivables, net	3,012,973	2,507,790	20.1%
Inventories	1,252,938	1,291,909	-3.0%
Biological assets	9,157	9,360	-2.2%
Prepayments and other non-financial assets	195,625	244,963	-20.1%
Non-current assets held for sale	76,743	40,030	91.7%
Total current assets	7,150,856	6,824,924	4.8%
Non-current investment	10,206,002	9,846,505	3.7%
Other non-current account receivables	2,493,612	2,632,020	-5.3%
Inventories	37,204	36,747	1.2%
Assets by right of use properties, plants and equipment	1,071,329	0	
Intangibles, net	7,985,719	7,101,499	12.5%
Property, plant and equipment, net	19,082,640	19,332,437	-1.3%
Investment properties	2,317,216	2,298,386	0.8%
Deferred taxes	481,596	515,693	-6.6%
Biological assets	48,444	48,225	0.5%
Derivative financial instruments	3,675	309	1089.3%
Prepayments and other non-financial assets	120,140	11,137	978.7%
Total non-current assets	43,847,577	41,822,958	4.8%
Total assets	50,998,433	48,647,882	4.8%
Current financial liabilities	1,587,714	2,613,133	-39.2%
Lease liabilities	164,605	0	
Bonds and other financial liabilities	951,924	665,719	43.0%
Current trade and other current payables	2,734,393	2,449,899	11.6%
Current provisions	336,153	337,855	-0.5%
Current tax payables	266,714	210,325	26.8%
Labor liabilities	250,091	241,141	3.7%
Other current liabilities	476,788	484,219	-4.8%
Derivative financial instruments	16,353	525	3014.9%
Total current liabilities	6,784,735	7,002,816	-3.1%
Non-current financial liabilities	5,118,140	6,364,008	-19.6%
Lease liabilities	898,276	0	
Bonds and other financial liabilities	8,838,335	6,854,570	28.9%
Deferred taxes	1,361,035	1,341,771	-1.1%
Provisions	238,392	306,615	-22.3%
Other non-current payables	268,515	278,510	-3.6%
Labor liabilities	441,254	435,568	1.3%
Derivative financial instruments	48,719	22,750	114.1%
Other non-current liabilities	510,775	464,538	10.0%

Quarterly Earnings Report

Total non-current liabilities	17,723,441	16,072,329	10.3%
Total Liabilities	24,508,176	23,075,145	6.2%
Issued capital	53,933	53,933	0.0%
Share premium	1,354,759	1,354,759	0.0%
Other Comprehensive Income	2,364,976	2,375,778	-0.5%
Reserves	3,513,161	3,001,515	17.0%
Other components of shareholders' equity	-165,142	-178,650	-7.6%
Retained earnings (loss)	9,022,034	9,147,229	-1.4%
Net income (loss)	689,565	671,327	2.7%
Non-controlling interest	9,656,971	9,146,846	5.6%
Equity	26,490,257	25,572,737	3.6%

Quarterly Earnings Report

CONSOLIDATED P&L STATEMENT

COP millones	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Revenues from operating activities	3,940,804	3,739,895	5.4%	16,798,588	14,294,675	17.5%
Goods sold	3,671,283	3,391,757	8.2%	14,493,157	13,192,797	9.9%
Financial income/expenses	45,886	50,694	-9.5%	1,374,699	241,305	469.7%
Real estate income	258,046	288,479	-10.5%	687,515	693,982	-0.9%
Equity method, net	21,304	92,303	-76.9%	488,763	485,181	0.7%
Sales returns and discounts	-55,715	-83,338	-33.1%	-245,546	-318,590	-22.9%
Variable cost	2,861,060	2,651,727	7.9%	12,265,012	10,211,393	20.1%
Cost of goods sold	2,458,935	2,349,342	4.7%	9,892,717	8,981,134	10.1%
Depreciation and amortization	344,788	268,478	28.4%	1,411,940	1,128,738	25.1%
Cost of sales - Financial act.	0	932	-100.0%	825,328	932	88454.5%
Cost of sales - Real estate	57,337	32,975	73.9%	135,027	100,589	34.2%
Gross income	1,079,744	1,088,168	-0.8%	4,533,576	4,083,282	11.0%
<i>Gross margin</i>	27.40%	29.10%		26.99%	28.57%	
Operating expenses	523,442	414,505	26.3%	1,852,778	1,613,122	14.9%
Administrative expenses	366,319	298,440	22.7%	1,312,262	1,165,515	12.6%
D&A- administrative	91,625	44,818	104.4%	260,496	185,423	40.5%
Selling expenses	55,461	62,609	-11.4%	241,401	229,389	5.2%
D&A- administrative	10,037	8,638	16.2%	38,619	32,795	17.8%
Other income/expenses	335,458	107,255	212.8%	395,675	129,551	205.4%
Other income	497,511	156,613	217.7%	672,816	356,889	88.5%
Other expenses	-162,053	-49,358	228.3%	-277,141	-227,338	21.9%
Wealth Tax	0	0	NA	0	0	NA
Operating profit	891,760	780,918	14.2%	3,076,473	2,599,711	18.3%
<i>Operating margin</i>	22.63%	20.88%		18.31%	18.19%	
EBITDA	1,338,210	1,102,852	21.3%	4,787,528	3,946,667	21.3%
<i>EBITDA margin</i>	33.96%	29.49%		28.50%	27.61%	
Non-operating revenues and expenses	-278,361	-276,249	0.8%	-1,213,041	-1,062,686	14.1%
Financial revenues and expenses, net	-319,736	-291,890	9.5%	-1,274,309	-1,107,619	15.0%
Exchange difference, net	41,375	15,641	164.5%	61,268	44,933	36.4%
Gain/loss on investment retirement	0	0	NA	0	0	NA
Pre-tax profit (loss)	613,399	504,669	21.5%	1,863,432	1,537,025	21.2%
Income tax	316,595	174,404	81.5%	607,295	342,907	77.1%
Profit (loss) from continuing operations	296,804	330,265	-10.1%	1,256,137	1,194,118	5.2%
Net income	296,804	330,265	-10.1%	1,256,137	1,194,118	5.2%
<i>Net margin</i>	7.53%	8.83%		7.48%	8.35%	
Controlling interest	123,349	177,034	-30.3%	689,565	671,327	2.7%
<i>Net margin - controlling</i>	3.13%	4.73%		4.10%	4.70%	

We will hold a conference to discuss first quarter 2019 results on Thursday, February 27 at 7:30 a.m. Colombia time (7:30 EDT)

Conference ID: 6756076

United States /Canada: (866) 837 - 3612

Colombia: 01800-913-0176

Int'l/Local: (706) 634 - 9385

A detailed presentation of these results shall be made available on Grupo Argos' Investor Website (www.grupoargos.com) under home or in the Financial Information / Reports section.

<https://zoom.us/j/856708688>

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ODINSA

The year 2019 was decisive in strengthening the financial structure, reinforcing market trust, strengthening the strategic portfolio, reinforcing the commitment to sustainability and progressing in the responsible management of concessions.

As a result of a decisive approach in the successful execution of the strategy established in 2016, now, positive results are reported that demonstrate an ongoing evolution to position Odinsa as an example in the sector with solid investment vehicles attracting the resources of important domestic and international entities. Additionally, it is positioned as an efficient manager of infrastructure projects and, especially in 2019, as a creator of high-level infrastructure projects with significant progress in private initiatives.

The year 2019 has been important in the consolidation of Odinsa's strategy as one of the most dynamic platforms for concessions in the region. This year, progress was made in the addition of a new road concession, the optimization of the capital structure of the two airport concessions, the strengthening of the holding company's capital structure, the progress in project structuring, and the progress in the construction of Pacifico 2, which as of January 2020, achieved 82% progress, three percent ahead of schedule.

On the other hand, the signing of a sales agreement was announced last October for 53% of the share in the Túnel de Aburrá de Oriente concession, an investment that amounts to COP 335 billion. This investment, which will be financed by Odinsa through the reallocation of capital in its existing concessions, does not include an increase in the holding company's structural debt, and will be paid in two installments: 50% upon completion of the transaction and the other 50% within the following 18 months. It is highlighted that Fitch Ratings considered that this transaction has a neutral impact on the credit rating of Odinsa's straight bonds, thanks to the conscious strategy to finance the acquisition with the company's operating cash flow.

With respect to the optimization of the two airports' capital structure, the agreement for the issuance of Opain notes for USD 415 million, maturing in December 2026, was signed in August 2019, at an interest rate of 4.09% (AER denominated in USD). The issuance has an international rating of BBB from Fitch Ratings and it was carried out through a private placement on the USPP market, where 11 of the most sophisticated international investors acquired all of the issuance. This issuance was in addition to the one in the first quarter of the year in Quiport with the placement of bonds for USD 400 million; the first debt issuance issued by a private investor in the last 20 years in Ecuador.

Meanwhile, the transaction to optimize the capital structure of the Autopistas del Café concession was completed in November, carried out through the Colombian banking market. The transaction amounted to COP 250 billion and the funds were used to prepay the dividends

for the project's partners. In Odinsa, the amount was reallocated to pay the first installment in the aforementioned purchase of the Túnel de Oriente concession.

Through the debt issuance of these three concessions, the aim is to gain value through improvement of the financial structure in each asset, while granting greater financial flexibility to Odinsa to keep allocating capital and strengthening its concessions portfolio. The progress in project structuring also stands out, which positions Odinsa as one of the companies with one of the most ambitious portfolios to contribute to the country's current and future competitiveness, with public-private partnership initiatives that amount to USD 4.5 billion.

Finally, we highlight that for the third year in a row, Fitch Ratings granted the AA- (local scale) rating to the bonds that Odinsa placed on the Colombian market. Meanwhile, the IR Committee of the Colombian Securities Exchange (BVC) granted the company the IR Issuers award for the seventh year in a row. This recognition praises good practices by virtue of transparency and discipline in information disclosure and investor relations.

4Q2019 Consolidated Results

Odinsa reported consolidated income of COP 179 billion in the quarter, 11% down from that reported in the same period the previous year. Although road concessions significantly contributed to the year-on-year variation, it is important to clarify that: i) there is a decrease in income using the equity method (EM) from Quiport and OPAIN, as a result of the decrease in the concessions' net profit after having refinanced the debt in the assets to optimize the capital structure in the Odinsa portfolio through a cash out; and ii) there is a decrease in construction activity, as there is only one project in this stage with the cut-off date of this quarter, i.e. Pacífico 2.

By segment, the income from the road concessions business amounted to COP 197 billion (50% Y/Y), mainly explained by the better results of Pacífico 2 reported using the equity method and the consolidation of income from the last month of the year of the Túnel de Oriente concession. Income in the construction segment amounted to COP 28 billion, down 44% Y/Y, mainly due to the reason explained above.

Finally, income in the airport business amounted to COP 6 billion (-86% Y/Y), which is explained by the refinancing and increase in debt that occurred this year in Quiport to optimize the capital structure of the asset and of Odinsa. Additionally, with the cut-off date of the same period the previous year, the one-off equity method of Opain was reported, as a result of the income from future terms received in the fourth quarter of 2018.

The EBITDA shows an 11% increase Y/Y, reaching COP 131 billion. The road concessions segment varied 134% Y/Y, amounting to COP 129 billion, which is mainly explained by the improved revenue of Autopistas del Café and Pacífico 2, as well as the reporting of the last month of operation of Túnel de Oriente in 2019. In the construction segment, the EBITDA contributed 13 billion (-68% Y/Y).

The airports segment contributed COP 6 billion (+ 86% Y/Y) to the EBITDA, in line with the contribution to consolidated income.

Meanwhile, the company's consolidated financial debt ended the fourth quarter at COP 2.6 trillion and does not show growth from the closing date of 2018, even after consolidating the debt of the Túnel de Oriente concession, which amounts to COP 380 billion. The capital structure optimization strategy for assets freed up cash for Odinsa, which in turn, managed to improve the profile and costs of the debt, reducing it by 164 basis points in U.S. dollars and remaining stable in Colombian pesos in the consolidated figures.

In terms of the separate debt, the balance at the close of 2019 is COP 1.2 trillion; that is 30% less (COP 500 billion) than as of December 2018. Additionally, the cost in USD was optimized at 325 basis points and the cost in COP did not represent a significant increase from the previous year.

Contribution by business, 4Q19

COP million	Highway Concessions	Construction	Airport Concessions	Other Operations (*)	TOTAL
Total revenues	197.365	27.905	5.642	33.105	179.461
EBIDTA	120.049	12.661	5.909	50.855	131.255
Profit or loss for the parent company	35.228	4.417	5.909	42.336	44.364
EBIDTA margin	61%	45%	105%	154%	73%
Net margin	18%	16%	105%	128%	25%

Contribution by business, 4Q18

COP million	Highway Concessions	Construction	Airport Concessions	Other Operations (*)	TOTAL
Total revenues	131.654	49.790	41.709	26.851	201.364
EBIDTA	51.374	39.664	41.709	-5.655	118.677
Profit or loss for the parent company	6.333	32.516	41.709	-57.311	16.137
EBIDTA margin	39%	80%	100%	-21%	59%
Net margin	5%	65%	100%	-213%	8%

* Direct businesses of Marjoram, Odinsa Holding and Odinsa S.A. (Highway operator, real estate, corporate expenses, financing of affiliates abroad, financial expenses and taxes).

Not shown in the column of intra-business offsetting.

Highway Concessions in Operation

Autopistas del café – AKF

Colombia

Term: 30 years (1997 – 2027)

Guaranteed minimum income

Interest held by Odinsa 60%

This concession reports a total traffic of 3.4 million vehicles in the fourth quarter of 2019, a change of 4% Y/Y. We highlight that the concession keeps showing growth (+2%) in its level of traffic if compared with the year-to-date figures of 2019.

The income of the quarter in 2019 was 22% higher than in the same period the previous year, amounting to COP 58 billion. This increase in income is in line with the sustained recovery of traffic in the concession, as well as the construction income reported in 4Q2019.

The EBITDA amounted to COP 14 billion, significantly higher than the same period the previous year. We highlight that during 2018, the concession's EBITDA was mainly affected by the payment of professional fees for the arbitration tribunal proceeding.

The year-on-year variation in net profit was +488%. This increase is in line with the explanation of the variation in the EBITDA.

COP millions	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Total traffic (million)	1,27	1,11	14%	5,0	4,3	14%
Average daily traffic	13,8	12,1	14%	13,6	11,9	14%
Revenue	14,897	14,682	1%	193.397	163.369	18%
EBIDTA	14,036	11,893	18%	171.279	136.477	26%
Net profit	4,229	2,970	42%	67.486	51.611	31%

Autopistas del Nordeste

Dominican Republic

Term: 30 years (2008 – 2038)

Guaranteed minimum income

Interest held by Odinsa 67.5%

The Ministry of Labor of the Dominican Republic confirmed the Occupational Health and Safety certification for Autopistas del Nordeste and Boulevard Turístico del Atlántico. This certificate accredits that a company complies with current regulation. It is a hallmark of guarantee and safety for employees and users, and it demonstrates the prioritization of safety as a necessary condition to achieve sustainable results.

In the fourth quarter, ADN presented a 14% increase in traffic Y/Y, thanks to the positive impact of the continued recovery of tourism-related activities. The income of the fourth quarter

remained stable compared to the same period the previous year. In the year as a whole, its increase was 18%. The EBITDA during the quarter increased +18% Y/Y.

USD thousands	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Total traffic (million)	0,53	0,40	32%	2,1	1,7	20%
Average daily traffic	5,8	4,4	32%	5,6	4,7	20%
Revenue	7,939	8,044	-1%	118.362	107.103	11%
EBIDTA	6,523	5,285	23%	91.150	77.819	17%
Net profit	-4,802	1,919	-350%	22.748	18.027	26%

Boulevard Turístico del Atlántico

Dominican Republic

Term: 30 years (2008 – 2038)

Guaranteed minimum income

Interest held by Odinsa 67.5%

Traffic in this concession continues to recover, demonstrating year-on-year growth of 32%. Income had a slight reduction (1%) from the same period the previous year, explained by lower financial income (in accounting, related to the financial assets). In terms of the EBITDA, the change during the quarter was +23% Y/Y. This increase is mainly explained by lower operating expenses in 2019.

The negative change in net profit year-on-year is explained primarily by the greater deferred tax incurred in 4Q2019 compared to 4Q2018 of an approximated value of USD 5 million. It is important to highlight that this tax does not represent short-term outflows of cash.

USD thousands	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Total traffic (million)	0,53	0,44	19%	1,5	1,3	16%
Average daily traffic	5,718	4,821	19%	5,603	4,819	16%
Revenue	7,445	7,782	-4%	91.083	81.629	12%
EBIDTA	5,535	5,275	5%	68.819	61.101	13%
Net profit	5,053	-1,556	425%	38.001	11.887	220%

CONCESIÓN TÚNEL ABURRA ORIENTE

Colombia

Term: 17 years (2020 – 2037)

Present Value of Toll Revenues (VPIP, for the Spanish original)

Interest held by Odinsa 52.61%

The purchase of the share in this concession was completed on December 16, which corresponds to 52.61% of the share capital (comprised of shares and political rights) and 52.76% of the subordinated debt.

The transaction amounted to an approximate total value of COP 335,000 million and upon completion, the payment of 50% of the agreed price was made. The outstanding balance (50%) shall be paid within a term of up to 18 months, for which a blank promissory note was granted by Odinsa in the name of the sellers with a letter of instructions that contains the conditions agreed for disbursement.

The underlying asset of this concession is one of Colombia's main engineering works and an important project that will enable Odinsa to keep creating value, consolidate its presence in Antioquia, strengthen the portfolio in Colombia and make its knowledge and experience in road concessions available to Colombian citizens.

The consolidated numbers in Odinsa correspond to those generated by the project in December 2019. With respect to 4Q2019, the concession (which in total, covers 63 km, of which 15 km correspond to the new stretch built and 8 km to the tunnel) had a 17% increase in traffic in the year as a whole, managing to mobilize almost 9 million vehicles in 2019. Growth in the fourth quarter was 37%. This is mainly explained by the generation of traffic by the tunnel (as it was made available to users at the end of August 2019). Today, approximately 70% of the concession's vehicles circulate through it.

USD thousands	4Q2019	4Q2018	Var A/A	Dec 2019	Dec 2018	Var A/A
Total traffic (million)	2,72	1,99	37%	8,9	7,6	17%
Average daily traffic	29,6	21,6	37%	24,3	20,7	17%
Revenue	14.353		N/A	14.353		N/A
EBIDTA	5.225		N/A	5.225		N/A
Net profit	4.772		N/A	4.772		N/A

Highway Concessions Under Construction

Concesión la Pintada

Colombia

Under construction

Construction completion date: 2021

Term: 20 years (2043)

Present Value of Toll Revenues (VPIP, for the Spanish original)

Interest held by Odinsa 78.9%

This concession continues to be an example of transparency in all areas of the economy. The acknowledgment awarded by the Regional Autonomous Corporation of Central Antioquia (Corantioquia, for the Spanish original) for the *Guardianes de la Naturaleza* (Guardians of Nature) social program stands out.

During 4Q2019, traffic increased 3% Y/Y. Income increased 42% Y/Y to COP 194 billion, as a result of a rise in execution of construction works. In turn, the EBITDA amounted to COP 53 billion in the quarter (+55% Y/Y), as a result of greater financial income associated with assets, which depend on the investment in CAPEX.

Net profit amounted to COP 33 billion, significantly increasing from the same period the previous year. This increase is mainly explained by the exchange difference. In 4Q2018, this showed a loss of COP 30 billion, and in 4Q2019, a profit of COP 14 billion. It is worth clarifying that the exchange difference is an accounting effect for the project. The cash flow of the debt in U.S. dollars is naturally hedged with the payment of the future terms in accordance with the concession contract.

COP million	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Total traffic (million)	0,69	0,67	3%	2,6	2,6	-1%
Average daily traffic	7,5	7,3	3%	7,1	7,2	-1%
Revenue	194.324	136.639	42%	573.671	634.286	-10%
EBIDTA	53.401	34.543	55%	177.997	120.765	47%
Net profit	32.635	883	3597%	57.105	40.022	43%

Malla Vial del Meta

Colombia

Public-Private Association by Private Initiative

Risk of demand

Interest held by Odinsa 51%

To date, analysis continues with ANI of the opportunities of the new scope of the project, in accordance with the declaration issued by the arbitration tribunal. Also, in accordance with the concession contract, the functional unit of zero continues to be operated and maintained.

The average daily traffic of the concession amounted to 21,000 vehicles, up 6% from the fourth quarter of 2018. Quarterly income increased 26%. Both the income from maintenance and the income from collection are greater than those reported in the same period the previous year.

The EBITDA and net profit did not show material absolute changes compared to the fourth quarter of 2018.

COP millones	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Total traffic (million)	1,90	1,79	6%	6,8	6,6	3%
Average daily traffic	20,6	19,5	6%	18,7	18,2	3%
Revenue	14.108	11.188	26%	41.997	39.824	5%
EBIDTA	50	-63	-179%	-1.920	-1.695	13%
Net profit	-229	144	-259%	-2.782	-1.577	76%

Green Corridor

Aruba

DBFM (Design, Build, Finance & Maintain) type contract

Guaranteed traffic

Interest held by Odinsa 100%

Upper threshold of the offer: USD 73 million

Scope: second lane over 7km; repair and/or rebuild 24 km of existing roads, construction of 5 km of new roads and construction of 13 km of bicycle paths.

Capex: USD 58.0 million

Duration of works: 30 months

Maintenance: 18 years

Form of Payment: Once the works are completed, the government will make quarterly payments for 18 years.

The payments are equivalent to AWG 130 million as of January 2011 (USD 73 million)

When comparing 4Q2019 to the same period the previous year, an increase of USD 2 million is shown in income. This increase is shown according to the recognition of the gross availability payment (GAP), which was not recognized in accounting in 4Q2018.

The EBITDA reached USD 1.4 million and net profit reached USD 0.5 million. The increase in both line items is in accordance with the explanation of the variation in income.

USD thousands	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Revenue	2,004	-0,115	-1846%	7,997	7,914	1%
EBIDTA	1,391	-0,663	-310%	5,307	3,222	65%
Net profit	0,496	-1,824	127%	1,387	-1,451	196%

Airport Concessions**Opain**

Colombia

Term: 20 years (2007 – 2027)

Royalties (% of total revenues): 46.2%

Interest held by Odinsa + AE: 65%

El Dorado International Airport became the third best airport in Latin America and received the 4-star rating. Additionally, it is a pioneer in Latin America for receiving the certification of the *Sistema de Gestión Basura Cero* (Zero Waste Management System) in the Gold Category. This certification granted to the airport by the Colombian Institute of Technical Standards and Certification (ICONTEC, for the Spanish original) and Basura Cero Colombia is based on circular economy models that enable organizations to implement strategies for the reduction, reuse, exploitation and valuation of solid waste.

During the fourth quarter of 2019, passenger traffic increased 7%. It was the same increase in the year-to-date with respect to the same period of the previous year. Quarterly growth was driven primarily by domestic operations (+13% Y/Y). In turn, international operations had a slight decrease (-2%) in the quarter. However, in the year as a whole, they contributed 2% growth.

Income amounted to COP 311 billion in the quarter (+5% Y/Y). This increase is driven by the growth in regulated income (+11% Y/Y), which is in line with the growth in airport traffic. The EBITDA ended the quarter at COP 93 billion, with a -29% variation. This variation is mainly explained by the recognition of future terms in 4Q2018. This income, although contractual, is not present in all years of operation. The decrease in net profit (-107% Y/Y) is mainly explained by the variation in the EBITDA.

Comparing the figures of the year-to-date as of December 2019, compared to the same period the previous year, income increased 12% to COP 1.2 billion. Similarly, this change is explained by higher regulated income (+16% Y/Y). Non-regulated income increased by 3% in year-to-date.

	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Passengers:	9.138.436	8.504.511	7%	35.059.878	32.716.466	7%
Domestic	6.337.258	5.631.823	13%	23.675.119	21.572.662	10%
International	2.801.178	2.872.688	-2%	11.384.759	11.143.804	2%
Revenues (COP million) *	310.896	295.626	5%	1.174.902	1.051.619	12%
Regulated	209.008	188.674	11%	780.407	674.063	16%
Non-Regulated	100.962	94.546	7%	366.353	356.327	3%
EBIDTA (COP million)	93.041	131.225	-29%	344.467	370.480	-7%
Net Profit (COP million)	-4.317	57.709	-107%	46.279	121.373	-62%

² Revenue includes regulates, non-regulated, construction and other concepts

Quiport

Ecuador

Term: 35 years (2006 – 2041)

Royalties (% of regulated revenues): 11%

Interest held by Odinsa 46.5%

I Mariscal Sucre International Airport was named as the South America's Leading Airport for the sixth time in a row at the World Travel Awards. Additionally, it came in 12th place in the world in the ranking of airports with the best services published by Air Help, an international organization that promotes compliance with the rights of air transportation passengers throughout the world.

It is also notable that the cargo terminal received the Diamond Award (the highest award) in the category of up to 399,999 tons per year, as well as being named the Best Latin-American Cargo Airport and Best Specialized Cargo Airport in the World by Air Cargo Excellence.

Total passengers decreased 7% from the same period the previous year. In international flights (-8%), the change is mainly explained by the drop in international operations in the last quarter of 2020, given the problems of civil unrest in Ecuador (which have now been resolved). In terms of domestic flights, the variation (-6%), as well as being based on this rate, is also affected by the drop in local operations of the TAME airline. The reduction in income (-3%) is in line with the concession's changes in passengers. Despite this decrease, the EBITDA increased 9% in 4Q2019 and in the year to date. This positive change is explained by the lower variable payment of the company's employees, which depends on the profit generated by the project.

The latter decreased 39%, mainly because of greater financial expenses (as a result of the refinancing of the concession) and the decline in income, explained above.

	4Q2019	4Q2018	Var YoY	Dec-19	Dec-18	Var YoY
Passengers:	1.198.706	1.288.692	-7%	5.106.510	5.218.933	-2%
International	658.494	702.760	-6%	2.706.900	2.830.846	-4%
Domestic	540.212	585.932	-8%	2.399.610	2.388.087	0%
Revenue: (USD millions)	41.223	42.326	-3%	173.975	171.712	1%
Regulated	28.594	29.407	-3%	122.344	121.083	1%
Non-Regulated	11.090	11.313	-2%	44.597	43.747	2%
Other Revenues	1.538	1.606	-4%	7.035	6.882	2%
EBIDTA (USD million)	26.940	24.739	9%	120.572	111.038	9%
Net profit (USD million)	6.728	11.029	-39%	47.832	57.031	-16%

CEMENTOS ARGOS.

BVC: CEMARGOS, PFCEMARGOS

ADR LEVEL 1: CMT0Y / ADR 144A: CMTRY - Reg-S: CMTSY

Cementos Argos S.A. (Argos) is a geographically diverse rapidly growing cement and ready-mix concrete (RMC) company with presence in 15 countries and leading market positions in the US, Colombia, Caribbean & Central America (CCA) and total annual capacity of approximately 23 million tons of cement and 16 million m3 of concrete.

Consolidated Results

During the fourth quarter of 2019, our consolidated cement volumes posted a 0.5% decrease, while ready-mix volumes grew 1.2%, on a yearly basis. Volumes reflect the positive dynamic in the US market, the short-term effect of our strategy to recover prices in Colombia, and the market trend in Honduras and Panama, which impacted the results of Caribbean and Central America region. During the fourth quarter, Argos continued with the execution of its divestments strategy and completed the sale of 28 ready-mix plants located in the states of Arkansas, Virginia, South Carolina and Georgia, for a total cash inflow of US 95 M. This divestment helps us to continue with the execution of our deleverage strategy, to reach our goal of Net Debt to EBITDA plus Dividends of 3.2 times by the end of 2020 and focus the US business in urban and more profitable markets.

Revenues closed at COP 2.4 bn, with an 11.4% increase, derived from a flat volume on a consolidated basis, better price trend in Colombia and the effect of the Colombian peso devaluation. The EBITDA, net of the IFRS 16 effect, posted a 2.0% increase, driven mainly by the recovery in Colombia, a positive goodwill of USD 23 M derived from the sale of RMC assets in the US, and offset by USD 9.2 M non-cash expenses, as well in the US.

Key Figures		4Q2018	4Q2019	Var YoY	Dec 2018	Dec 2019	Var YoY
Cement Volume	MM TM	3,904	3,882	-0.5%	16,035	16,148	0.7%
RMC	MM m3	2,387	2,415	1.2%	10,274	10,142	-1.3%
Revenue	COP mm	2,108	2,348	11.4%	8,418	9,375	11.4%
EBITDA	COP mm	N/A	479	N/A	N/A	1,757	N/A
Operating EBITDA	COP mm	413	421	2.0%	1,537	1,536	-0.1%
EBITDA margin	%	N/A	20.4%	N/A	N/A	18.7%	N/A
Operating EBITDA margin	%	19.6%	17.9%	-165pb	18.3%	16.4%	-188pb
Net Income	COP mm	52	34	-34.1%	179	122	-31.7%
Net Margin	%	2.5%	1.5%	-100pb	2.1%	1.3%	-82pb

**4Q19 EBITDA affected by USD 7.6 M one-off non-cash expenses in the US related with: spare parts write-off, self-insurance provisions and account receivables*

CELSIA

BVC: CELSIA

Celsia is the energy company of the Argos Group, with a presence in Colombia, Panama and Costa Rica and a generation capacity of 2,400 MW through 28 hydroelectric, thermal, photovoltaic and wind power plants, generating around 6,317 GWh per year.

Key Highlights

- Consolidated revenues for the quarter reached COP 967 billion, an increase of 6.8% year over year. As of December, revenues total \$ 3,7 billion, with an increase of 8.8% year over year. Colombia represent 84% of the consolidated revenues and Central America 16%.
 - Revenue per generation totaled \$ 362,495 million (-30.5% A / A and + 19% A / A excluding 2018 ZFC revenues to make comparable figures)
 - Revenue from Use and Connection of Networks (from the T&D business) registered \$ 156,873 million, an increase of 106% compared to the same period of the previous year mainly explained by: (i) income from Tolima's assets (+ \$ 15,302 million) (ii) the retroactive record for the resolution of charges for use for \$ 47,784 million and (iii) the income of the assets of the P5C for \$ 19,471 million. Excluding Tolima's assets and the retroactive resolution of charges, revenues grow 22.9% in the quarter. In 2019, revenues from the use and connection of networks reached \$ 439,250 million, with a growth of 58.2% compared to the previous year.
 - Consolidated EBITDA for the fourth quarter was \$ 379,015 million, 19.8% higher than the same period in 2018. Normalizing due to the effects of Tolima and ZFC, the increase in EBITDA was 17.5%. The EBITDA margin for the period was 39.2% compared to 34.9% in 4Q18.
 - The organization recorded a consolidated net profit of \$ 190,919 million in the quarter (+ 77% Y / Y). When discounting the minority interest, the net result attributable to the owners of the parent company registered a gain of \$ 115,840 million (+ 81% A / A). In 2019 the net profit registered \$ 603,321 million (+ 72% A / A) and the result attributable to the parent was \$ 473,447 million (+ 108% A / A).

Key Figures

Resultados financieros consolidados	Unidades	4Q2019	4Q2018	Var A/A	Dec 2019	Dec 2018	Var A/A
Revenues	COP mill.	967.307	905.597	6,8%	3.725.762	3.424.430	8,8%
Gross profit	COP mill.	367.729	289.610	27,0%	1.145.088	1.010.839	13,3%
Earnings before financials	COP mill.	494.071	224.715	119,9%	1.353.779	771.737	75,4%
Ebitda	COP mill.	379.015	316.357	19,8%	1.262.429	1.135.052	11,2%
<i>Ebitda margin</i>	%	39,2%	34,9%	12,2%	33,9%	33,1%	2,2%
Net income	COP mill.	190.919	108.063	76,7%	603.321	350.699	72,0%
Net income attributable to controlling sh.	COP mill.	115.840	63.829	81,5%	473.447	227.834	107,8%
Generación							
Total energy produced	GWh	1.331	1.650	-19,4%	5.489	6.497	-15,5%
Total energy sold	GWh	1.744	2.022	-13,8%	7.204	7.997	-9,9%
Energy produced in Colombia	GWh	1.037	1.466	-29,3%	4.386	5.419	-19,1%
Hydric	GWh	1.030	1.110	-7,2%	3.739	4.015	-6,9%
Thermal	GWh	2	353	-99,5%	627	1.393	-55,0%
Solar	GWh	4,9	2,4	105,5%	19,8	10,8	83,2%
Energy sold in Colombia	GWh	1.296	1.655	-21,7%	5.494	6.231	-11,8%
Contract sales	GWh	895	856	4,6%	3.280	3.139	4,5%
Spot market sales	GWh	401	799	-49,9%	2.214	3.092	-28,4%
Energy produced in Central America	GWh	294	184	59%	1.103	1.078	2,3%
Hydric	GWh	131	128	2,6%	379	465	-18,5%
Thermal	GWh	114	6	1888,3%	501	392	27,9%
Wind farm	GWh	46	50	-7,3%	209	221	-5,1%
solar	GWh	3	1,4	141,4%	14	1,4	872,5%
Energy sold in Central America	GWh	449	367	22,1%	1.709	1.766	-3,2%
Contract sales	GWh	331	338	-2,1%	1.206	1.598	-24,5%
Spot market sales	GWh	117	29	302,0%	503	168	199,6%
Distribución y comercialización Valle del Cauca							
Energy losses	%	8,4%	8,3%	1,5%	8,4%	8,3%	1,5%
Collections rate	%	103%	99%	4,0%	98%	98%	0,0%
SAIDI - EPSA/CETSA	Horas	2,4	2,8	-14,3%	11,4	11,7	-2,3%
SAIFI - EPSA/CETSA	Veces	1,5	3,9	-61,5%	8,2	17,5	-53,3%
Regulated market sales	GWh	527	312	68,9%	1.830	1.213	50,8%
Non-regulated market sales	GWh	346	274	26,3%	1.267	1.072	18,2%
Photovoltaic energy sales	GWh	4,9	2,4	39,7%	18	8	120,2%
Users	Number	1.163.586	623.851	86,5%	1.163.586	623.851	86,5%
Distribución y comercialización Tolima							
Energy losses	%	11,8%	-	-	11,8%	-	-
Collections rate	%	66%	-	-	48%	-	-
SAIDI - EPSA/CETSA	Horas	21,3	-	-	35,0	-	-
SAIFI - EPSA/CETSA	Veces	11,8	-	-	23,0	-	-
Regulated market sales	GWh	213,27	-	-	502,16	-	-
Non-regulated market sales	GWh	56,56	-	-	127,90	-	-
Users	Number	56,23	-	-	83,52	-	-

REAL ESTATE BUSINESS

4Q 2019 Financial Results

Grupo Argos owns more than 5,000 hectares of land, which are located in Barú and Barranquilla, on the Colombian Atlantic Coast. Around 2,000 hectares comprise more than 80% of the total commercial value of this portfolio. Grupo Argos obtained this land as a result of the spin-off of Cementos Argos in 2012 and the task of the urban development business is to monitor the market to find the best way of divesting it, maximizing its value.

In 2019, we closed 11 deals, amounting to COP 120 billion, which represent around 20% growth from the previous year. Cash flow in 4Q2019 was COP 31 billion, 30% less than the previous quarter. It is worth remembering that 4Q2018 was an extraordinary quarter in which we closed two businesses amounting to nearly COP 85 billion, with cash income of COP 35 billion. However, if we look at the year as a whole, we can see that cash flow amounted to COP 92 billion, taking into account the 11.6% growth from 2018 if we exclude the one-off income from Pactia. In total, in 2019, the urban development business paid all its building, maintenance and surveillance costs and expenses, among others, and contributed more than COP 21 billion to Grupo Argos.

In the statement of income, the total income of the business was 206 billion, of which 128 billion were from the sale of plots of land. In the sales line item, we had a 7% decrease from the previous year. It is worth taking into account that the registrations of deeds represent the accounting recognition of previously closed deals. With the divestment strategy of large areas of undeveloped plots as well as developed plots, sales in terms of square meters and income can vary greatly. It is not as uniform as it was under the strategy to only sell developed land.

Breakdown of revenues from developed and non-developed properties Urban Development Business (Grupo Argos)

COP millones	4Q2019	4Q2018	Var YoY	Dec 2019	Dec 2018	Var YoY
Revenue	87.046	189.698	-54,11%	206.322	289.974	-28,85%
Revenue from the sale of lots	94.920	124.212	-23,58%	127.777	137.923	-7,36%
Lots sale in m2	186.442	291.753	-36,10%	293.809	430.517	-31,75%
Cash Flow	31.471	45.416	-30,71%	91.726	82.188	11,61%

*| The Real Estate Business income includes: the sale of gross and urbanized lots, Pactia and valuations

In the real estate income business, the Pactia real estate fund has reported effective annual rates of return of 6.35% since its date of incorporation on January 20, 2017, reporting a price per unit including returns of COP 11,987.27 and excluding returns of COP 11,579.65. The

number of units in circulation as of December were 202,001,855, which implied an equity value of the 75,143,283 units held by Grupo Argos of COP 870 billion.

From the close of 3Q2019, the total GLA increased 6% from 773,940 m² to 821,878 m². This difference was mainly explained by the openings of Torre 3 of Buró 25 offices in Bogotá, the Buró 4.0 office building in Medellín, and the Homecenter distribution center in Madrid, Cundinamarca. Over the last 12 months, the GLA increased 14% thanks to the other openings of the year, which included the Colgate distribution center in Yumbo and the Hilton Corferias hotel in Bogotá. Most assets are concentrated in commerce and industry with 612,000 m² of GLA. Assets under management amounted to COP 3.94 trillion in the fourth quarter and liabilities were COP 1.61 trillion at the end of the period.

The shareholding percentages at December 31 were distributed as follows: 37.2% Concreto, 37.2% Grupo Argos, and 25.6% Protección.

In terms of results, the gross cash income was COP 87 billion, up 38% year-on-year, and net revenue was COP 58 billion, up 46%. During the quarter, the EBITDA was COP 39 billion with a year-on-year increase of 69%. Adjusting for income from divestments, the year-on-year increase in gross effective income was 35%, in net revenue was 42%, and in the EBITDA was 63%. The very positive results were mainly explained by the increase in GLA and AUM over the last 12 months, the increase in occupancy of the assets to stabilize and the annual adjustment of fees.

Finally, for the same assets in the year-to-date at the close of the fourth quarter, the year-on-year increase in gross effective income was 8%, in net revenue was 13% and in the EBITDA was 19%.

Breakdown of revenues and costs – Pactia

COP millones	4Q2019	4Q2018	Var YoY	Dec 2019	Dec 2018	Var YoY
Gross Actual Revenue	86.883	63.122	38%	308.939	276.914	12%
Operating Costs	29.331	23.741	24%	110.592	85.787	29%
Net Operating Income	57.552	39.381	46%	198.347	191.127	4%
Consolidated EBITDA	39.287	23.256	69%	133.897	130.654	2%
Ebitda margin	45%	37%	838 pb	43%	47%	-384 pb