GRUPO ARGOS

Inversiones que transforman

QUARTERLY EARNINGS REPORT

2nd quarter of 2020

August 2020

CONTENT

GRUPO ARGOS INDIVIDUAL FINANCIAL RESULTS 2Q2020

Separate Revenues 2Q2020

The separate revenue for Grupo Argos in the second quarter of 2020 was COP 28 billion, highlighting an increased contribution from the energy business (COP 39 billion) upon incorporation of the Tolima distribution assets. The results can be broken down into COP 46 billion in revenue from the real estate business and a loss of COP 18 billion from the equity method. The negative contribution from the concessions business is explained mainly by the closing of airports which meant a COP 62 bn lower contribution to the equity method compared to the same period of the previous year.

Revenue from the real estate business increased 50% year-on-year due to the conclusion of two assignment contracts that allowed recording COP 25 billion in revenue from valuation. This assignment is part of the partial disinvestment plan in Pajonal and is an example of portfolio optimization with innovative projects that seek to maximize asset value.

COP billions	2Q2020	2Q2019	Var YoY	Jun-2020	Jun-2019	Var YoY
Revenue from ordinary activities	**28,378**	**96,284**	**-70.5%**	**228,628**	**403,947**	**-43.4%**
Revenue from financial activity	49	0	NA	148,087	222,023	-33.3%
Real estate revenue (sale of urbanized lots)*	46,479	30,889	50.5%	84,814	59,988	41.4%
Profit (loss) net via equity method	-18,150	65,395	NA	-4,273	121,936	NA

* 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.

Separate Costs 2Q2020

Costs for the quarter were COP 10 billion, corresponding to the booked cost of plots that were deeded, in line with the Real Estate Business disinvestment plan.

Regarding operating expenses, a 13% YOY reduction is presented, mainly explained by a reduction in administrative expenses as a response from management to deal with the situation arising from COVID-19.

COP billions	2Q2020	2Q2019	Var YoY	Jun-2020	Jun-2019	Var YoY
Cost of ordinary activities	**10,243**	**1,000**	**924.3%**	**33,629**	**60,008**	**-44.0%**
Cost of sales of financial activity	1	0	NA	22,955	58,454	-60.7%
Cost of sales of real estate business	10,242	1,000	924.2%	10,674	1,554	586.9%
Operating expenses	**23,540**	**27,075**	**-13.1%**	**71,017**	**78,622**	**-9.7%**
Management	18,939	22,925	-17.4%	62,303	70,163	-11.2%
Management depreciation and amortization	4,352	3,973	9.5%	8,112	8,061	0.6%
Sales	249	177	40.7%	602	398	51.3%

Other operating revenues/expenses 2Q2020

COP billions	2Q2020	2Q2019	Var YoY	Jun-2020	Jun-2019	Var YoY
Other revenue and expenditures	**-6,152**	**-5,827**	**5.58%**	**-7,082**	**-7,096**	**-0.2%**
Other revenue	64	464	-86.21%	657	664	-1.1%
Other expenditures	-6,216	-6,291	-1.19%	-7,739	-7,760	-0.3%

Ebitda 2Q2020

Ebitda presented losses of COP 7 billion, explained by a lower contribution from the Equity Method in the concessions business, that had COP 62 billion in losses because of the current situation.

Other non-operational revenues/expenses 2Q2020

COP billions	2Q2020	2Q2019	Var YoY	Jun-2020	Jun-2019	Var YoY
Non-operating revenue and expenditures	**-38,883**	**-23,446**	**65.8%**	**-63,882**	**-49,288**	**29.6%**
Financial, net	-38,539	-23,446	64.4%	-64,141	-49,301	30.1%
Exchange rate difference, net	-344	0	NA	259	13	1892.3%

Net profit 2Q2020

Regarding net profit, a loss of COP 56 billion was booked for the quarter. As explained before, it is affected by the negative contribution form the concessions segment

Grupo Argos separate financial results

COP billions	2Q2020	2Q2019	Var YoY	Jun-2020	Jun-2019	Var YoY
Revenue	28,378	96,284	-70.5%	228,628	403,947	-43.4%
Ebitda	-7,205	66,355	-110.9%	125,012	266,282	-53.1%
Ebitda Margin	-25%	69%	-136.8%	55%	66%	-17.1%
Net income	-55,828	33,529	-266.5%	43,568	205,717	-78.8%
Net Margin	-197%	35%	NA	19%	51%	-62.6%

Debt and cash flow 2Q2020

The cost of debt during the quarter was reduced by over 100 bps to 5.6%. The quarter ended with atypical liquidity compared to cashflow recorded in recent years, during which minimum cashflow guidelines have been followed, whereas, during this quarter, there was COP 117 billion in cash. These levels of cash allowed the company to deal with the current situation. Separate debt closed at COP 1.7 trillion. This was translated indo a leveraging indicator of 3.8 times gross debt over dividends. An absence of maturities in the next two years is highlighted

GRUPO ARGOS CONSOLIDATED FINANCIAL RESULTS 2Q2020

Consolidated Revenues 2Q2020

On a consolidated level, Grupo Argos' revenue was COP 3.3 trillion, 15% lower than recorded during the second quarter of 2019, which, viewed in greater detail, confirm the benefits of diversification. These results include positive contributions from the cement, energy and real estate businesses, while the concessions business, specifically the airport sector, was considerably affected by its inoperability during the quarter.

The energy business contributed COP 889 billion to the consolidated results during the quarter, contributing COP 324 billion to the Ebitda. Although this cannot be compared to the same period of 2019, considering that these results now include the Tolima distribution operation and do not consolidate Termoflores generation operations, this performance stands as the result of a strategy that we have been developing to consolidate a more balanced portfolio, with sustainable and profitable growth.

Cementos Argos, in turn, which is more geographically diverse, has better results than those expected at the beginning of this situation. Although volumes decreased by 23%, revenue only decreased by 9% and Ebitda by 13%, considering that 70% of the cost structure is in dollars. The company has proved its commitment to deal with the situation achieving USD 71 million in savings of the USD 94 million proposed for dealing with the situation. It is worth highlighting the growth of sales in Central America with 487 thousand tons, 14% higher than the same period in 2019. It must be mentioned that the company's cash position reached COP 965 billion and that, during the year, its has generated COP 232 billion in operating cashflow.

The concesisons business, including airport concessions, contributed COP 194 billion to revenue, with a 57% negative variation, mostly affected by airport closures due to COVID-19 where only Quiport has partially restarted operations. In the highway concessions, we saw a reactivation during June, reaching 60% and 70% of 2019 TPD levels. It is important to highlight that Odinsa received a ratification of its AA- rating with a stable outlook from Fitch Ratings, assigning positive short and long-term ratings to COP 400 billion in ordinary certificates.

COP billions	2Q2020	2Q2019	Var YoY	Jun-2020	Jun-2019	Var YoY
Ingresos	**3,345,810**	**3,915,193**	**-14.5%**	**6,961,592**	**7,630,097**	**-8.8%**
Revenue from sales of goods and services	3,155,161	3,610,234	-12.6%	6,607,333	6,994,982	-5.5%
Revenue from financial activity	70,178	103,904	-32.5%	190,762	194,648	-2.0%
Revenue from real estate business	83,247	124,351	-33.1%	216,727	251,813	-13.9%
Net interest in profit (loss) of associated companies and businesses	72,921	141,945	-48.6%	37,443	318,811	-88.3%
Refunds and sales discounts	-35,697	-65,241	-45.3%	-90,673	-130,157	0

Consolidated Costs 2Q2020

Costs amounted to COP 2.5 trillion pesos, 13% less than the same period in 2019. The greatest reduction comes from costs of sales and services that were reduced by COP 368 billion.

COP billions	2Q2020	2Q2019	Var YoY	Jun-2020	Jun-2019	Var YoY
Costo f ordinary activities	**2,498,216**	**2,866,576**	**-12.9%**	**5,295,898**	**5,552,032**	**-4.6%**
Costo f sales of goods and services	2,122,510	2,439,853	-13.0%	4,505,572	4,785,938	-5.9%
Depreciation and amortization	368,685	373,108	-1.2%	725,222	701,618	3.4%
Costo of financial activity	0	44,158	-100.0%	43,276	44,158	-2.0%
Costo of sales of real estate business	7,021	9,457	-25.8%	21,828	20,318	7.4%

Consolidated level expenses decreased by 14% and increased expenses are only observed in the energy business, explained by portfolio changes after incorporation of the Tolima transmission business, which was labor intensive. Expenses for Cementos Argos decresed 23% in Colombian pesos during the quarter. Considering that over 70% of the company's expenses are designated in dollars and that it recorded a devaluation of 17% between the two periods, this reduction represents significant effort.

COP billions	2Q2020	2Q2019	Var YoY	Jun-2020	Jun-2019	Var YoY
Structure Expenses	**394,218**	**458,570**	**-14.0%**	**832,808**	**901,805**	**-7.7%**
Management	274,171	316,734	-13.4%	588,375	645,615	-8.9%
D&A	72,483	69,503	4.3%	138,085	129,783	6.4%
Sales	47,564	72,333	-34.2%	106,348	126,407	-15.9%

Other consolidated revenues/expenses 2Q2020

The other net revenue item presents an important variation due to a disinvestment in non-strategic assets by Cementos Argos during 2019

COP billions	2Q2020	2Q2019	Var YoY	Jun-2020	Jun-2019	Var YoY
Other Revenue and expenditures	**-4,403**	**12,239**	**NA**	**12,716**	**29,118**	**-56.3%**
Other revenue	24,671	62,295	-60.4%	75,972	113,380	-33.0%
Other expenditures	-29,074	-50,056	-41.9%	-63,256	-84,262	-24.9%

Consolidated Ebitda 2Q2020

Consolidated Ebitda closed at COP 890 billion, dropping 15% YOY. This reduction is in line with the drop in revenue, evincing the organization's capacity for adapting to external shocks and setting aside typical fixed cost structures.

Non-operational revenues/expenses 2Q2020

Regarding financial expenditures, consolidated debt amounted tu COP 18.5 trillion, mainly due to the exchange rate, which explains almost the entire COP 1.3 trillion variation. If the debt is adjusted by the excess cash availability at the companies today, as a result of COVID, net debt would be COP 16,6 trillion, stable YoY.

Consolidated net profit 2Q2020

Net profit closed the quarter at COP 62 billion and net profit for the parent company at COP 9.6 billion. Mainly affected by the concession business with the closure of the El Dorado airport and by the effect of the exchange rate in Pacifico 2.

Grupo Argos Consolidated Results

COP billions	2Q2020	2Q2019	Var YoY	Jun-2020	Jun-2019	Var YoY
Revenue from ordinary activities	3,345,810	3,915,193	-14.5%	6,961,592	7,630,097	-8.8%
EBITDA	890,141	1,044,897	-14.8%	1,708,909	2,036,779	-16.1%
EBITDA Margin	26.60%	0	0.1%	25%	27%	-8.0%
Net Income	61,835	219,483	-71.8%	88,210	442,766	-80.1%
Net income attributable to controlling	9,607	120,580	-92.0%	-22,582	264,815	-108.5%

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 2Q2020 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 2Q2020

COP billions	Cement	Energy	Real Estate	Portfolio	Coal	Concessions	Total
Revenue	2,125,750	889,039	48,050	71,794	6,969	194,574	3,336,175
Gross Income	350,668	293,199	37,808	67,001	1,593	87,691	837,960
Operating Income	155,892	230,538	32,971	40,936	279	-7,662	452,955
EBITDA	414,804	324,176	33,091	45,330	523	76,199	894,122
Net Income	25,329	95,072	33,798	-5,174	-282	-86,556	62,187
Controlling interest	8,860	37,131	33,798	-9,391	-258	-60,180	9,960

Does not include reclassification

Net contribution by segment 2Q2019

COP billions	Cement	Energy	Real Estate	Portfolio	Coal	Concessions	Total
Revenue	2,347,859	909,187	28,001	100,836	16,282	453,985	3,856,150
Gross Income	437,735	245,845	27,001	94,592	4,577	223,982	1,033,733
Operating Income	230,262	165,703	21,666	66,145	2,816	119,364	605,956
EBITDA	476,943	274,285	21,707	70,477	3,074	202,081	1,048,567
Net Income	75,930	39,583	23,019	34,114	3,705	43,165	219,516
Controlling interest	29,833	4,721	23,019	28,472	3,670	30,897	120,611

Does not include reclassifications

GRUPO ARGOS
Investments that transform

INVESTMENT PORTFOLIO

	Interest	# of shares in the portfolio	Value (COP mm)	Value (USD mm)**	Price per share (COP)*
CEMENT					
Cementos Argos***	58.1%	668,786,536	2,273,874	605	3,400
ENERGY					
Celsia	52.9%	566,360,307	2,330,572	620	4,115
CONCESSIONS					
1Odinsa**	99.9%	195,926,517	2,057,259	547	10,500
OTHER					
Grupo Suramericana	27.7%	129,721,643	2,418,011	643	18,640
Grupo Nutresa	9.8%	45,243,781	945,595	252	20,900
TOTAL			**10,025,282**	**2,667**	

** Price at the close of June 30, 2020 for Cementos Argos, Celsia, Grupo Suramericana, and Grupo Nutresa. FX on June 30, 2020: COP 3,759 / 1 USD*
*** The price per share of 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*

Dividend´s operating revenue and Cash Flow – Individual Statement

Dividends operating revenue 2Q2020

COP billions	2020	2019	Var YoY
Grupo de Inversiones Suramericana S.A.- Ordinaria	82,244	71,347	15%
Grupo Nutresa S.A.	29,372	27,689	6%
Fondo de Capital Privado Pactia	0	0	NA
Other	49	195	-75%
Subtotal dividends recognize in revenues and financial activity	**111,664**	**99,231**	**13%**
Fondo de Capital Privado Pactia y Pactia SAS	7,630	13,864	-45%
Consorcio Constructor Nuevo Dorado	-	6,600	N/A
Consorcio Mantenimiento Opain	111	-	N/A
Otros	0	6,087	N/A
Subtotal dividends recognize in the Real Estate Business	**7,741**	**26,551**	**-71%**
Total, dividends	**119,406**	**125,782**	**-5%**

Dividends operating revenue (million COP) 2Q2020

	2020	2019	Var A/A
Cementos Argos S.A.	40,399	78,460	-49%
Celsia S.A. E.S.P.	54,087	50,123	8%
Empresa de Energía del Pacifico EPSA S.A.	-	877	-100%
Odinsa S.A.	-	29,975	-100%
Grupo de Inversiones Suramericana S.A.	36,744	34,636	6%
Grupo Nutresa S.A.	14,265	13,329	7%
Otros	30	227	-87%
Total dividends received	**145,525**	**207,627**	**-30%**
Reimbursement of contributions			
Opain + Consorcios	300	54,600	-99%
Pactia	2,344	13,863	-83%
Total reimbursement of contributions	**2,644**	**68,462**	**-96%**
Cash Flow received from operation	**148,169**	**276,089**	**-46%**

SEPARATE STATEMENT OF FINANCIAL POSITION

BALANCE SHEET– INDIVIDUAL

COP billions	Jun-20	dic-19	Var %
Cash and cash equivalents	116,093	1,729	6614.46%
Derivative Financial Instruments	837	0	NA
Current Investments	0	0	NA
Trade account receivables, net	593,858	254,041	133.76%
Inventories	228,152	169,602	34.52%
Prepayments	2,392	1,189	101.18%
Non current assets held for sale	835	24,478	-96.59%
Total current assets	**942,167**	**451,039**	**108.89%**
Permanent investments	15,203,786	15,341,472	-0.90%
Other non-current account receivables	102,388	96,511	6.09%
Inventories	0	37,204	-100.00%
Assets by right of use PPE	10,661	12,817	-16.82%
Intangibles, net	100,344	107,005	-6.22%
Property, plant and equipment, net	1,074	1,452	-26.03%
Investment properties	2,118,279	2,108,346	0.47%
Other Non Financial Assets	5,000	4,666	7.16%
Total non-current assets	**17,541,532**	**17,709,473**	**-0.95%**
Total assets	**18,483,699**	**18,160,512**	**1.78%**
Current financial liabilities	17,778	4,252	318.11%
Lease liabilities	1,749	2,036	
Bonds and other financial liabilities	8,911	8,274	7.70%
Current trade and other current payables	257,015	93,764	174.11%
Provisions	323	322	0.31%
Current tax payables	5,708	1,974	189.16%
Labor liabilities	8,244	12,404	-33.54%
Other current liabilities	62,495	53,332	17.18%
Derivative Financial Instruments	16,803	42	39907.14%
Total current liabilities	**379,026**	**176,400**	**114.87%**
Non-current financial liabilities	647,762	497,757	30.14%
Lease liabilities	8,575	10,264	
Bonds and other financial liabilities	1,104,244	1,105,207	-0.09%
Deferred taxes	199,221	195,402	1.95%
Employee benefits liability	2,785	2,785	0.00%
Derivative Financial Instruments	0	0	NA
Total non-current liabilities	**1,962,587**	**1,811,415**	**8.35%**
Total liabilities	**2,341,613**	**1,987,815**	**17.80%**
Issued capital	53,933	53,933	0.00%
Share premium	1,354,759	1,354,759	0.00%
Other Comprehensive Income	2,001,434	1,765,469	13.37%
Reserves	3,673,583	3,513,161	4.57%
Other equity components	303,971	301,188	0.92%
Retained earnings (loss)	8,710,838	8,701,448	0.11%
Net income (loss)	43,568	482,739	-90.97%
Total Equity	**16,142,086**	**16,172,697**	**-0.19%**

INCOME STATEMENT - INDIVIDUAL

COP billions	2Q2020	2Q2019	Var YoY	Jun-2020	Jun-2019	Var YoY
Operating Revenues	**28,378**	**96,284**	**-70.5%**	**228,628**	**403,947**	**-43.4%**
Financial income or expenses, net	49	0	NA	148,087	222,023	-33.3%
Real estate revenue	46,479	30,889	50.5%	84,814	59,988	41.4%
Equity method, net	-18,150	65,395	-127.8%	-4,273	121,936	-103.5%
Variable cost	**10,243**	**1,000**	**924.3%**	**33,629**	**60,008**	**-44.0%**
Cost of sales - Financial activities	1	0	NA	22,955	58,454	-60.7%
Cost of sales - Real estate business	10,242	1,000	924.2%	10,674	1,554	586.9%
Gross income	**18,135**	**95,284**	**-81.0%**	**194,999**	**343,939**	**-43.3%**
Gross margin	**63.91%**	**98.96%**		**85.29%**	**85.14%**	
Overhead	**23,540**	**27,075**	**-13.1%**	**71,017**	**78,622**	**-9.7%**
Administrative expenses	18,939	22,925	-17.4%	62,303	70,163	-11.2%
D&A	4,352	3,973	9.5%	8,112	8,061	0.6%
Selling expenses	249	177	40.7%	602	398	51.3%
D&A – selling	0	0	NA	0	0	NA
Other income and other expenses	**-6,152**	**-5,827**	**5.6%**	**-7,082**	**-7,096**	**-0.2%**
Other income	64	464	-86.2%	657	664	-1.1%
Other expenses	-6,216	-6,291	-1.2%	-7,739	-7,760	-0.3%
Wealth tax	0	0	NA	0	0	NA
Operating income	**-11,557**	**62,382**	**NA**	**116,900**	**258,221**	**-54.7%**
Operating margin	**-40.73%**	**64.79%**		**51.13%**	**63.92%**	
EBITDA	**-7,205**	**66,355**	**NA**	**125,012**	**266,282**	**-53.1%**
EBITDA margin	**-25.39%**	**68.92%**	**NA**	**54.68%**	**65.92%**	**NA**
Non-operating revenues and expenses	**-38,883**	**-23,446**	**65.8%**	**-63,882**	**-49,288**	**29.6%**
Financial revenues and expenses, net	-38,539	-23,446	64.4%	-64,141	-49,301	30.1%
Dividends revenue	0	0	NA	0	0	NA
Exchange difference, net	-344	0	NA	259	13	1892.3%
Pre-tax profit (loss)	**-50,440**	**38,936**	**-229.5%**	**53,018**	**208,933**	**-74.6%**
Income tax	**5,388**	**5,407**	**-0.4%**	**9,450**	**3,216**	**193.8%**
Net income	**-55,828**	**33,529**	**NA**	**43,568**	**205,717**	**-78.8%**
Net margin	**-196.73%**	**34.82%**		**19.06%**	**50.93%**	

INDIVIDUAL CASH FLOW STATEMENT

Billion COP	Jun-2020	Jun-2019
NET PROFIT	43,568	205,717
Adjustments by:		
Income from dividends and participations of uncontrolled companies	(119,406)	(125,783)
Expenditure on income tax recognized in the results of the period	9,450	3,217
Share in the result of subsidiaries	4,273	(121,936)
Financial expenses recognized in results of the period	49,570	47,442
Profit arising on the sale of non-current assets available for sale and other assets	(12,557)	(64,267)
Profit (Earnings) by valuation of financial instruments measured at fair value through results	(48,088)	(28,323)
Depreciation and amortization of non-current assets	8,112	8,061
Impairment, net of non-current assets recognized in results of the period	43	-
Exchange difference not realized, recognized in results on financial instruments	(326)	89
Other adjustments for reconciliation of revenue (loss)	(346)	(13)
	(65,707)	(75,796)
CHANGES IN WORKING CAPITAL:		
Trade accounts receivable and other accounts receivable	4,179	1,931
Inventories	16,937	(266)
Other assets	(1,141)	(2,364)
Trade accounts payable and other accounts payable	(6,047)	(5,438)
Other passives	(2,852)	(7,313)
CASH (USED IN) GENERATED BY OPERATIONS	(54,631)	(89,246)
CHANGES IN WORKING CAPITAL:		
Dividends received and income from other participations	148,073	226,415
Taxes on income and wealth paid	29,695	(17,029)
FLUJO DE EFECTIVO NETO GENERADO POR ACTIVIDADES DE OPERACIÓN	123,137	120,140
NET CASH FLOW GENERATED BY OPERATING ACTIVITIES		
Financial interests received	3,908	4,908
Acquisition of property, plant and equipment	(295)	(27)
Product of the sale of property, plant and equipment	40	-
Acquisition of investment properties	(712)	(5,781)
Product of the sale of investment properties	9	21,977
Acquisition of subsidiaries	(4,581)	(1,883)
Product of the sale of shares in subsidiary	-	130,898
Proceeds from the sales of participations in associates and joint ventures	36,422	-
Acquisition of financial assets	(793)	(4,278)
Proceed of financial assets sales	5,427	-
Restitution of subordinated debt	-	48,000
Restitution of contributions	188	190
NET CASH FLOW USED IN INVESTMENT ACTIVITIES	39,613	194,004

GRUPO ARGOS
Investments that transform

CASH FLOWS BY FINANCING ACTIVITIES		
Bonds issuance	-	-
Payment of bonds and commercial papers	-	(26,853)
Increase in other financing instruments	203,703	229,150
(Decrease) of other financing instruments	(53,703)	(319,500)
Lease liabilities paid	(893)	(884)
financial derivative contracts with financial liability coverage	(226)	-
Dividends paid ordinary shares	(117,263)	(109,609)
Dividends paid preferential shares	(38,027)	(35,470)
Interest paid	(42,141)	(54,006)
Other	135	-
NET CASH FLOW GENERATED BY FINANCING ACTIVITIES	(48,415)	(317,172)
Decrease in net cash and equivalents	114,335	(3,028)
Cash and cash equivalents at the beginning of the period	1,729	4,850
Effects of variation in the exchange rate on cash and cash equivalents	29	(12)
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	116,093	1,810

Separate Fianancial Statement Ratios

		Jun - 20	Jun -19
Liquidity:			
Current ratio	Current assets /Current liabilities	2.49	2.56
Quick ratio	Current assets - inventory / Current liabilities	1.88	1.60
Indebtedness:			
Debt ratio	Total liabilities / Total assets	0.13	0.11
Debt to equity ratio	Total liabilities / Equity	0.15	0.12
Solvency:			
Assets to equity ratio	Total assets / Equity	1.15	1.12
Financial Leverage	(UAI / Equity) / (UAII / Total assets)	0.52	0.70
Returns:			
ROA	Net profit / Total assets	0.2%	0.2%
Gross margin	Gross profit / Operational revenues	85.3%	99.0%
Operational margin	Operational profit / Operational revenues	51.1%	64.8%
Net margin	Net profit / Operational revenues	19.1%	34.8%
Other:			
Working Capital	Current assets – Current liabilities	563,141	274,639
EBITDA	EBITDA	125,012	66,355
EBITDA margin	EBITDA margin	54.7%	68.9%

UAI = Earnings before taxes
UAII = Earnings before taxes and interest

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

BALANCE SHEET - CONSOLIDATED

COP billions	Jun-20	Dic-19	Var %
Cash and cash equivalents	3,290,226	2,474,008	33.0%
Derivative financial instruments	16,135	5,786	178.9%
Current Investments	55,744	123,626	-54.9%
Trade account receivables, net	3,339,823	3,012,973	10.8%
Inventories	1,451,377	1,252,938	15.8%
Biological assets	6,911	9,157	-24.5%
Prepayments and other non-financial assets	218,638	195,625	11.8%
Non-current assets held for sale	31,241	76,743	-59.3%
Total current assets	**8,410,095**	**7,150,856**	**17.6%**
Non-current investment	10,132,137	10,206,002	-0.7%
Other non-current account receivables	2,833,245	2,493,612	13.6%
Inventories	0	37,204	-100.0%
Assets by right of use properties, plants and equipment	902,442	1,071,329	
Intangibles, net	8,240,836	7,985,719	3.2%
Property, plant and equipment, net	20,323,657	19,082,640	6.5%
Investment properties	2,336,459	2,317,216	0.8%
Deferred taxes	569,749	481,596	18.3%
Biological assets	50,211	48,444	3.6%
Derivative financial instruments	0	3,675	-100.0%
Prepayments and other non-financial assets	113,488	120,140	-5.5%
Total non-current assets	**45,502,224**	**43,847,577**	**3.8%**
Total assets	**53,912,319**	**50,998,433**	**5.7%**
Current financial liabilities	2,904,914	1,587,714	83.0%
Lease liabilities	154,297	164,605	
Bonds and other financial liabilities	1,063,702	951,924	11.7%
Current trade and other current payables	2,950,859	2,734,393	7.9%
Current provisions	330,069	336,153	-1.8%
Current tax payables	259,411	266,714	-2.7%
Labor liabilities	199,601	250,091	-20.2%
Other current liabilities	415,968	476,788	-12.8%
Derivative financial instruments	76,462	16,353	367.6%
Total current liabilities	**8,355,283**	**6,784,735**	**23.1%**
Non-current financial liabilities	5,850,656	5,118,140	14.3%
Lease liabilities	787,680	898,276	-12.3%
Bonds and other financial liabilities	8,958,167	8,838,335	1.4%
Deferred taxes	1,331,404	1,361,035	-2.2%
Provisions	279,237	238,392	17.1%
Other non-current payables	300,811	268,515	12.0%
Labor liabilities	442,592	441,254	0.3%
Derivative financial instruments	109,209	48,719	124.2%
Other non-current liabilities	540,862	510,775	5.9%
Total non-current liabilities	**18,600,618**	**17,723,441**	**4.9%**
Total Liabilities	**26,955,901**	**24,508,176**	**10.0%**
Issued capital	53,933	53,933	0.0%
Share premium	1,354,759	1,354,759	0.0%
Other Comprehensive Income	2,840,869	2,364,976	20.1%
Reserves	3,673,583	3,513,161	4.6%

Other components of shareholders' equity	-146,718	-165,142	-11.2%
Retained earnings (loss)	9,253,606	9,022,034	2.6%
Net income (loss)	-22,582	689,565	-103.3%
Non-controlling interest	9,948,968	9,656,971	3.0%
Equity	**26,956,418**	**26,490,257**	**1.8%**

GRUPO ARGOS
Investments that transform

CONSOLIDATED P&L STATEMENT

COP billions	2Q2020	2Q2019	Var YoY	Jun-2020	Jun-2019	Var YoY
Revenues from operating activities	**3,345,810**	**3,915,193**	**-14.5%**	**6,961,592**	**7,630,097**	**-8.8%**
Goods sold	3,155,161	3,610,234	-12.6%	6,607,333	6,994,982	-5.5%
Financial income/expenses	70,178	103,904	-32.5%	190,762	194,648	-2.0%
Real estate income	83,247	124,351	-33.1%	216,727	251,813	-13.9%
Equity method, net	72,921	141,945	-48.6%	37,443	318,811	-88.3%
Sales returns and discounts	-35,697	-65,241	-45.3%	-90,673	-130,157	-30.3%
Variable cost	**2,498,216**	**2,866,576**	**-12.9%**	**5,295,898**	**5,552,032**	**-4.6%**
Cost of goods sold	2,122,510	2,439,853	-13.0%	4,505,572	4,785,938	-5.9%
Depreciation and amortization	368,685	373,108	-1.2%	725,222	701,618	3.4%
Cost of sales – Financial act.	0	44,158	-100.0%	43,276	44,158	-2.0%
Cost of sales - Real estate	7,021	9,457	-25.8%	21,828	20,318	7.4%
Gross income	**847,594**	**1,048,617**	**-19.2%**	**1,665,694**	**2,078,065**	**-19.8%**
Gross margin	25.33%	26.78%		23.93%	27.24%	
Operating expenses	**394,218**	**458,570**	**-14.0%**	**832,808**	**901,805**	**-7.7%**
Administrative expenses	274,171	316,734	-13.4%	588,375	645,615	-8.9%
D&A- administrative	61,624	59,811	3.0%	117,162	111,120	5.4%
Selling expenses	47,564	72,333	-34.2%	106,348	126,407	-15.9%
D&A- administrative	10,859	9,692	12.0%	20,923	18,663	12.1%
Other income/expenses	**-4,403**	**12,239**	**-136.0%**	**12,716**	**29,118**	**-56.3%**
Other income	24,671	62,295	-60.4%	75,972	113,380	-33.0%
Other expenses	-29,074	-50,056	-41.9%	-63,256	-84,262	-24.9%
Wealth Tax	0	0	NA	0	0	NA
Operating profit	**448,973**	**602,286**	**-25.5%**	**845,602**	**1,205,378**	**-29.8%**
Operating margin	13.42%	15.38%		12.15%	15.80%	
EBITDA	**890,141**	**1,044,897**	**-14.8%**	**1,708,909**	**2,036,779**	**-16.1%**
EBITDA margin	26.60%	26.69%		24.55%	26.69%	
Non-operating revenues and expenses	**-352,017**	**-301,118**	**16.9%**	**-634,355**	**-594,845**	**6.6%**
Financial revenues and expenses, net	-344,902	-331,832	3.9%	-644,451	-629,253	2.4%
Exchange difference, net	-7,115	30,714	-123.2%	10,096	34,408	-70.7%
Gain/loss on investment retirement	0	0	NA	0	0	NA
Pre-tax profit (loss)	**96,956**	**301,168**	**-67.8%**	**211,247**	**610,533**	**-65.4%**
Income tax	35,121	81,685	-57.0%	123,037	167,767	-26.7%
Profit (loss) from continuing operations	**61,835**	**219,483**	**-71.8%**	**88,210**	**442,766**	**-80.1%**
Net income	**61,835**	**219,483**	**-71.8%**	**88,210**	**442,766**	**-80.1%**
Net margin	1.85%	5.61%		1.27%	5.80%	
Controlling interest	**9,607**	**120,580**	**-92.0%**	**-22,582**	**264,815**	**-108.5%**
Net margin - controlling	0.29%	3.08%		-0.32%	3.47%	

REAL ESTATE BUSINESS

2Q2020 Financial Results

In the 2nd quarter of 2020, P&L total revenues were 44% higher than the same period of the previous year despite the difficulties caused by the global pandemic and the mandatory national quarantine. This outstanding result is the product of two transactions that are part of a partial plan that the business is developing in Puerto Colombia with one of the most important construction companies in the country.

This partial plan represents our commitment to improving social inclusion in the country, our strategic response to the current housing deficit, and our desire to drive the development of our properties through a greater market share in residential market segments that will not compete directly with our Pavas property in Barranquilla.

Although these two transactions that closed during the quarter are firm business deals with a contractual commitment, their impact on the financial results appears in the line on valuations. By recognizing these transactions in this way, the business can better manage, during a particularly sensitive time, the credit risk it assumes when transferring a property before receiving 100% of the payment. It is worth remembering that only sales revenue is recorded on the P&L at the time the property is transferred.

As we mentioned during the Q1 results call, the first stage of the partial plan will have total revenue of approximately 123 billion with an EBITDA of about 74 billion. Two of the five promises of sale that make up this first stage were signed during Q2. In July, another promise of sale was signed that will be reflected in Q3 results and we hope to close the remaining two during the rest of the year.

Finally, it should be noted that we also assigned the rights to a strata 4 residential housing lot in Stage I of the Alexandria project in Barranquilla. This reflects good news from a customer who reached a break-even point sooner and expressed a desire to make a significant advance payment to begin the work. It also shows how our customers remain resilient and are adapting their business strategies by creating virtual sales rooms.

Cumulative cash revenues during the first half of the year were 11.6% higher than in the first half of 2019. Additionally, the business achieved reductions of 14% in its manageable expenses (administrative expenses without taxes or depreciation) compared to the accumulated value to June the previous year.

The REB continues working hand-in-hand with its customers, offering grace periods and flexible payment methods so this important sector, in terms of employment and economic impact, can move forward. As a result of this, a slight drop of 4% in cash revenues for the quarter can be seen compared to the previous year.

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

COP billons	2T2020	2T2019	Var YoY	Jun. 2020	Jun. 2019	Var YoY
Revenue	47.335	32.947	43,67%	85.678	65.084	31,64%
Revenue from the sale of lots	11.644	5.900	97,36%	15.268	9.342	63,43%
Lots sale in m2	10.295	2.000	414,75%	10.295	3.285	213,38%
Cash Flow	18.844	19.687	-4,28%	31.322	28.076	11,56%

*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 had annual effective yields of 6.25% since its incorporation on January 20, 2017, having recorded a value per unit including returns of COP $12,320.28 and of $11,880.47 without returns.

It should be noted that this unit value and annual effective yield do not yet reflect the potential impact of the pandemic and national quarantine on the valuation of malls and hotels in the portfolio. The fund's external appraiser will update the fair value of these assets during the second half of the year.

202,104,616 total units were outstanding as of June 30, implying an equity value of COP 893 billion for the 75,143,283 units held by Grupo Argos.

At the close of Q1'2020, the total GLA rose 9.6%, from 828,525 sq. mt. to 908,321 sq. mt. This difference was mainly explained by the addition of leaseable courtyards to its logistics project located on Via 40 in Barranquilla. Over the last 12 months, the GLA rose 17,3% due to the opening and expansion of the Homecenter Distribution Center in Logika Madrid and the opening of Office Tower 3 in Buró 25 in Bogota and the Buro 4.0 office building in Medellin. Assets are mostly concentrated in trade and industry, with a GLA of 698 thousand sq. mt. Assets under administration totaled COP 4.21 trillion in the second quarter, and liabilities were COP 1.81 trillion at the end of the period.

Shareholding, as of June 30, was distributed as follows: 37.18% Conconcrete, 37.18% Grupo Argos, and 25.64% Protection.

Regarding quarterly results, gross effective income was COP 57 billion, a 23% year-on-year reduction, while net operating income was COP 39 billion, a drop of 25%. Ebitda for the quarter was COP 21 billion, a year-on-year drop of 40%. These differences in the company's results reflect the relief Pactia granted to its shopping mall customers and low hotel occupancy rates during the mandatory national quarantine. In 2019, these two segments accounted for 51% of the fund's total gross effective income, and approximately 40% of its net operating income and Ebitda.

For the year to date ending in June, the fund had positive growth compared to the same period of the previous year thanks to exceptional first quarter results and a change in the way land tax is booked. During the semester, gross effective income, net operating income and Ebitda increased by 1%, 10%, and 10% respectively.

Finally, in terms of the same assets for the year to date, although there was a 4% year-on-year decrease in gross revenue, the fund achieved an increase in net operating income of 1.3% excluding the effect of the land tax.

Breakdown of revenues and costs – Pactia

COP billions	2Q2020	2Q2019	Var YoY	Jun. 2020	Jun. 2019	Var YoY
Gross Actual Revenue	57.049	73.852	-23%	142.585	141.789	1%
Operating Costs	18.408	22.581	-18%	46.973	54.956	-15%
Net Operating Income	38.640	51.271	-25%	95.612	86.833	10%
Consolidated EBITDA	21.374	35.657	-40%	62.803	56.858	10%
Ebitda margin	37%	48%	-1.082 pb	44%	40%	395 pb

During the crisis of recent months, Pactia has developed various different business strategies focusing on sustainability and maintenance and on strengthening a long-term relationship with its customers under the premise of adapting to external conditions and acting in a timely, close and coherent manner. With its Gran Plaza malls, the fund launched new sales channels through home deliveries and the Loro marketplace to drive brand sales in each shopping mall. In the case of UStorage, the fund has achieved efficiencies in its administration expenses, specifically in the marketing process and other marketing activities thanks to the implementation of a new commercial model in the company. These strategic changes not only reflect the team's creativity and perseverance in difficult times, but also prove its capacity for finding new opportunities that will generate a lot of shareholder value in the medium and long-term.

We will hold a conference to discuss first quarter 2020 results on Friday, August 14 at 7:30 a.m. Colombia time (8:30 EDT)

Spanish: https://summa-sci.zoom.us/j/99886831192

English: https://summa-sci.zoom.us/j/92628537554

Spanish

ID: 99886831192

Password: 819045

English

ID: 92628537554

Password: 118805

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.

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ODINSA

Consoldiated Fianancial Results 2Q2020

Q2'2020 proves Odinsa's resilience for dealing with the social and economic situation brought about by COVID-19. To do this, it has put into effect a corporate plan that seeks to mitigate potential impacts produced by the pandemic and developed it throughout the current quarter. Since the moment the contingency was decreed and a quarantine imposed upon the country, each concession, and Odinsa as a whole, began developing emergency plans that seek to guarantee the liquidity and capital structure of the concessions, together with an excellent service level, promoting biosecurity measures required to safeguard the health of all users and collaborators.

Thanks to these plans, and despite the negative impact upon the Colombian economy and most of its sectors, Odinsa has been able to soften these effects thanks to the following aspects: i) assets in different stages of development (construction, operation and maintenance), ii) geographical diversification (Colombia, Aruba, Dominican Republic, Ecuador), and iii) financial assets with minimum guaranteed revenue, collections' differentials, or availability-based revenue (where we have no traffic-related risk).
Likewise, and seeking to maintain solid financial indicators and flexibility, Odinsa has chosen to implement corporate measures that will help mitigate financial impacts with an Opex and Capex saving plan, at the Holding and affiliate level, to the tune of COP 530 billion.

In terms of revenue, Odinsa, on a consolidated level, recorded COP 151 billion during the quarter, 25% below the revenue recorded for the same period the year before. Although all the highway concessions consolidated by Odinsa made a positive year-on-year contribution, it is important to clarify that there was also an increase in the EM arising from Pacifico 2, given the accounting profit arising from exchange rate differences registered during the second quarter of 2020. As regards airport concessions, there is reduced revenue from the equity method (EM) from Quiport and OPAIN due to airport closures and decreased net profits.

Per segment, the revenue from the highway concession business was COP 187 billion (+24% YOY), mainly arising from the good results achieved by Pacifico 2 and consolidation of the Túnel de Oriente. In the construction segment, revenue was equal to COP 33 billion, with a YOY variation of +8%, mainly due resumption of the work on Pacífico 2, which had been suspended due to measures implemented by the government and arising from COVID-19. Finally, in the airport business, revenue registered a negative contribution of COP 67 billion, explained by the closures of both airports.

Ebitda has a -31% YOY variation, equal to COP 92 billion. The highway concessions segment had a +48% YOY variation, reaching COP 133 billion, explained mainly by improved operating results from the Autopistas del Café, Autopistas del Nordeste and Boulevard Turístico del Atlántico, besides consolidation of the Túnel de Oriente operations. The construction segment's contribution to the Ebitda was 27 billion (+41% YOY). The airport segment's contribution to the Ebidta was COP -67 billion, in line with its contribution to the consolidated revenue.

On the other hand, the Company's consolidated financial debt ended the second quarter at COP 2.8 trillion, a 17% increased compared to the same period of the previous year. This increase is mainly due to devaluation and the consolidation of debt in the Túnel de Oriente. If the debt is compared, eliminating the accounting effect of the consolidation of debt in the Túnel de Oriente (COP 380 billion) and the effect of devaluation, the variation would be -11% YOY, i.e. COP -270 billion. The company's debt optimization strategy is reflected in a 170 basic point reduction in the cost of debt in USD compared to the same period the previous year. The cost of debt designated in COP decreased by close to 30 basic points.

As regards separated debt, the balance at the close of Q2'2020 is COP 1.4 trillion, 12% lower compared to Q2'2019. If the exchange rate effect were eliminated, the balance of the debt would have been reduced by 22%. Likewise, the cost in USD was optimized by 335 basic points and the cost in COP by 23 basic points compared to the same period the previous year.

On the other hand, it is highlighted that, for the fourth year running, Odinsa receives a ratification of its AA- rating with a stable outlook from Fitch Ratings, assigning positive short and long term ratings to COP 400 billion in conventional bonds. These ratings support the operations and strategy implemented by the company and can be understood as a mark of trust for the market and investors, especially keeping in mind the effects of COVID-19.

Contribution by business 2Q2020

COP billions	Highway Concessions	Construction	Airport Concessions	Other Operations (*)	TOTAL
Total revenues	**187.621**	**33.622**	**-66.827**	**34.100**	**150.915**
EBIDTA	**133.573**	**27.947**	**-66.827**	**19.099**	**91.990**
Profit or loss for the parent company	**50.590**	**21.760**	**-66.827**	**-20.092**	**-21.212**
EBIDTA margin	71%	83%	100%	56%	61%
Net margin	27%	65%	100%	-59%	-14%

GRUPO ARGOS
Investments that transform

ODINSA

Contribution by business 2Q2019

COP billions	Highway Concessions	Construction	Airport Concessions	Other Operations (*)	TOTAL
Total revenues	**150.975**	**31.163**	**26.019**	**20.517**	**199.920**
EBIDTA	**90.295**	**19.865**	**26.007**	**6.397**	**132.827**
Profit or loss for the parent company	**34.036**	**17.177**	**26.007**	**-42.827**	**29.479**
EBIDTA margin	60%	64%	100%	31%	66%
Net margin	23%	55%	100%	-209%	15%

*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 overall traffic of 1.50 million vehicles during the second quarter of 2020, a reduction of 49% YOY. This reduction is mainly explained by the situation resulting from the distancing measures and mobility restrictions implemented in the country as a result of COVID-19.

Despite the above, revenues remained stable, and both the concessions Ebitda and net profits are higher YOY by 94% and 467% respectively. This is due to the fact that this is a first-generation concession and has minimum guaranteed revenue. Within these variations, we highlight the increased Ebidta, thanks to optimizations in administrative expenditures and the concession's Opex.

COP billions	2Q 2020	2Q 2019	Var YoY	Jun 2020	Jun 2019	Var YoY
Total traffic	1.495.917	2.905.920	-49%	4.559.797	5.995.444	-24%
Average daily traffic	16.439	31.933	-49%	25.054	32.942	-24%
Revenue	45.218	45.085	0%	93.024	91.451	2%
EBIDTA	21.425	11.031	94%	44.876	30.138	49%
Net profit	14.627	2.581	467%	31.273	17.112	83%

Autopistas del Nordeste

Dominican Republic
Term: 30 years (2008 – 2038)
Guaranteed minimum income
Interest held by Odinsa 67.5%

ADN saw a reduction in vehicular traffic YOY (39%), mainly explained by the impact of COVID-19 upon the region. However, in terms of revenue, Ebitda and net profits, Q2'2020 presents a positive balance compared to the previous year, as each of these items presented positive variations of 5%, 9% and 15% respectively. This is mainly due to the recognition of higher financial interest (accounting, associated with the financial asset) and the Opex saving plan implemented throughout the year. This concession has a minimum guaranteed revenue from the government of the Dominican Republic and, as such, is not affected by traffic variations.

USD thousand	2Q 2020	2Q 2019	Var YoY	Jun 2020	Jun 2019	Var YoY
Total traffic	757.750	1.244.795	-39%	1.934.562	2.441.888	-21%
Average daily traffic	8.327	13.679	-39%	10.629	13.417	-21%
Revenue	15,416	14,647	5%	29,759	29,148	2%
EBIDTA	13,750	12,645	9%	25,921	25,333	2%
Net profit	6,584	5,750	15%	11,445	10,591	8%

Boulevard Turístico del Atlántico

Dominican Republic
Term: 30 years (2008 – 2038)
Guaranteed minimum income
Interest held by Odinsa 67.5%

Traffic growth trends for this concession have been impacted by COVID-19, which has had important repercussions for the tourism in the region with a 48% negative variation year-on-year. Revenue decreased slightly (3%) compared to the same period the previous year, explained by lower financial revenues (accounting, associated with the financial asset). In terms of the Ebitda, recovery is positive YOY (13%), explained mainly by the measures under the Opex savings plan.

The negative YOY variation (72%) of net profits are mainly explained by a higher accrual of financial expenses (including interest on subordinated debt), and the accrual of deferred taxes upon the concession (accounting and not requiring cashflow efforts). This concession has minimum guaranteed revenue from the government of the Dominican Republic and is therefore not affected by traffic variations.

USD thousand	2Q 2020	2Q 2019	Var YoY	Jun 2020	Jun 2019	Var YoY
Total traffic	285.481	551.399	-48%	771.743	1.003.547	-23%
Average daily traffic	3.137	6.059	-48%	4.240	5.514	-24%
Revenue	9,059	9,344	-3%	20,005	20,676	-3%
EBIDTA	7,551	6,653	13%	16,560	15,712	5%
Net profit	0,898	3,191	-72%	3,703	6,680	-45%

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%

Traffic decreased 26% YOY compared to Q2’2020. This reduction is mainly explained by the situation arising from the distancing measures and mobility restrictions in the country because of COVID-19, and the temporary close of air operations in domestic airports.

Decreased revenue in Q2’2020 (COP 43 billion) can be explained mainly by the construction activities in 2019 prior to the commissioning of the tunnel. Thus, any comparison between these figures is not precise. In terms of Ebitda, the balance is positive (+ COP 2.4 billion) in line with the Opex savings plan.

The reduction in net profit is explained mainly by a higher accrual of deferred taxes. However, it is important to clarify that this accrual does not imply a cashflow effort for the project in the short term.

COP billions	2Q 2020	2Q 2019	Var YoY	Jun 2020	Jun 2019	Var YoY
Total traffic (million)	528.955	1.944.863	-73%	2.800.677	3.784.949	-26%
Average daily traffic	5.813	21.372	-73%	15.388	20.796	-26%
Revenue	9.418	52.147	-82%	41.777	58.334	-28%
EBIDTA	4.523	2.165	109%	20.167	3.585	463%
Net profit	-683	809	NA	-7.044	1.206	NA

GRUPO ARGOS
Investments that transform

ODINSA

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)

Comparing Q2'2020 with the same period of the previous year, revenue can be seen to grow by USD 0.1 million (+5%). This increase can be evinced as a function of GAP (*Gross Availability Payment*) recognition.

Ebitda increased to USD 1.5 million (+10% YOY) in line with the project's increased revenue. Net profit increased slightly (USD 197,000).

USD thousands	2Q 2020	2Q 2019	Var YoY	Jun 2020	Jun 2019	Var YoY
Revenue	2,177	2,076	5%	4,786	3,977	20%
EBIDTA	1,561	1,415	10%	3,313	2,580	28%
Net profit	0,398	0,201	98%	0,853	0,781	9%

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%

Despite the COVID19 related measures that affected the construction process during the last days of March, this activity continued to bring the project to a 100% functional stage. Additionally, this year the concession will receive contractual revenue from the government (future years) sufficient to service the debt in both COP and USD.

During Q2'2020 traffic decreased by 48% YOY. This is explained mainly by the situation arising from the distancing measures and mobility restrictions in the country because of COVID-19. Revenue decreased 27% YOY as a result of the change in the project's construction rhythms, mainly due to a a quest to optimize working capital as the project moves forward with commissioning each functional unit. However, the Ebitda grew 17% YOY. This is explained mainly be increased financial revenues associated with the financial asset which is, in turn, a function of the Capex invested to date and optimizations under the Opex savings plan.

Net profit increased by COP 12 billion, mainly due to a profit due to exchange rate differences registered in Q2'2020 for a value of COP 50 billion. During the same period of the previous year, a loss of COP 50 billion had been recorded for this same item. It is worth clarifying that the exchange rate difference has an accounting effect upon the project. The cashflow of the debt in dollars is naturally covered by the payment of future years, according to the concession contract. This positive effect is counteracted by higher financial expenses and income taxes.

COP billions	2Q 2020	2Q 2019	Var YoY	Jun 2020	Jun 2019	Var YoY
Total traffic	328.242	629.729	-48%	918.465	1.270.492	-28%
Average daily traffic	3.607	6.920	-48%	5.047	6.981	-28%
Revenue	90.178	124.121	-27%	197.616	254.067	-22%
EBIDTA	47.841	40.814	17%	101.711	78.613	29%
Net profit	28.757	16.227	77%	9.721	27.843	-65%

Malla Vial del Meta
Colombia
Public-Private Association by Private Initiative
Risk of demand
Interest held by Odinsa 51%

To date, we continue analyzing, together with the ANI, the possibilities of a new scope for the project according to the ruling handed down by the arbitration tribunal. Likewise, according to the concession contract, we continue operating and performing maintenance on the entire corridor under the concession to date, i.e., functional unit zero (UF0).

Average daily traffic on the concession reached almost 9 thousand vehicles, a 47% reduction % compared to the first quarter of 2019. This reduction is in line with the situation arising from distancing measures and mobility restrictions in the country because of COVID-19. Quarterly revenue went down 9%, mainly because of a reduction in vehicular traffic on the concession. Ebitda and net profits were reduced by COP 2 billion approximately.

COP billions	2Q 2020	2Q 2019	Var YoY	Jun 2020	Jun 2019	Var YoY
Total traffic (million)	849.801	1.590.139	-47%	2.552.061	3.323.989	-23%
Average daily traffic	9.338	17.474	-47%	14.022	18.264	-24%
Revenue	7.732	8.455	-9%	20.141	17.953	12%
EBIDTA	-2.760	-742	272%	-2.631	-1.147	129%
Net profit	-3.044	-857	255%	-3.200	-1.580	103%

Airport Concessions

Opain
Colombia
Term: 20 years (2007 – 2027)
Royalties (% of total revenues): 46.2%
Interest held by Odinsa + AE: 65%

During the second quarter of 2020 passenger traffic went down significantly, both as regards domestic and international passengers. Once again, this decrease is explained by the closing of air borders to prevent virus propagation.

Revenue was COP 16 billion for the quarter (-94% YOY). This variation was driven by reductions in regulated and unregulated revenue (-97% and 88% YOY, respectively). This is in line with the reduction in airport traffic which is, in turn, transferred to the Ebitda and net profit.

	2Q 2020	2Q 2019	Var YoY	Jun 2020	Jun 2019	Var YoY
Passengers:	**29.918**	**8.411.970**	-100%	**7.508.812**	**16.491.487**	-54%
Domestic	4.099	5.609.699	-100%	5.143.028	10.857.727	-53%
International	25.819	2.802.271	-99%	2.365.784	5.633.760	-58%
Revenues (COP billion) *	**15.966**	**285.702**	-94%	**266.813**	**548.837**	-51%
Regulated	5.480	195.643	-97%	172.889	372.555	-54%
Non-Regulated	10.486	87.417	-88%	93.924	168.476	-44%
EBIDTA (COP billion)	**-45.852**	**96.740**	-147%	**24.847**	**179.194**	-86%
Net Profit (COP billion)	**-107.048**	**25.962**	-512%	**-111.614**	**31.120**	-459%

* 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%

Total passengers decreased 97% compared to the same period the previous year, both as regards domestic and international flights. Revenue, Ebitda and net profit reductions are in line with the drop in passengers after the airport was closed to international and domestic traffic since March 17. It is important to mention that the airport restarted operations on June 1.

	2Q 2020	2Q 2019	Var YoY	Jun 2020	Jun 2019	Var YoY
Passengers:	**37.774**	**1.262.847**	-97%	**1.054.493**	**2.503.999**	-58%
International	18.358	689.536	-97%	551.018	1.352.686	-59%
Domestic	19.416	573.311	-97%	503.475	1.151.313	-56%
Revenue: (USD millions)	**9.440**	**42.862**	-78%	**47.378**	**85.030**	-44%
Regulated	5.369	29.737	-82%	32.338	59.676	-46%
Non-Regulated	1.942	11.297	-83%	11.250	21.728	-48%
Other Revenues	2.129	1.827	16%	3.791	3.625	5%
EBIDTA (USD million)	**4.163**	**30.416**	-86%	**30.560**	**59.395**	-49%
Net profit (USD million)	**-17.342**	**10.467**	-266%	**-12.133**	**26.462**	-146%

CEMENTOS ARGOS.

BVC: CEMARGOS, PFCEMARGOS
ADR LEVEL 1: CMTOY / 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.

Key Highlights:

- *Remarkable results from RESET, including savings of 71 million dollars during the quarter, affect positively the 2Q20 results.*
- *Successful negotiation of covenant waiver, with new threshold being significantly above of the company's expectation regarding the end of the year results.*
- *Record high of cash position as of the end of June, stood at 940 billion pesos as a result of the saving initiatives and efficient cash management.*

Consolidated Results

During the second quarter of 2020, the consolidated cement and ready-mix volumes posted a 23.3% and 18.8% decrease respectively, on a like-for-like basis. The 2Q19 proforma ready-mix volumes exclude the operations divested in the US Region on 2019. Volumes were mainly affected by the quarantine measures in Colombia and some countries of Central America and the Caribbean, and the following gradual market recovery experienced by these countries.

Revenues stood at 2.1 trillion pesos, representing a contraction of -9.1% versus the same quarter of last year. These results were benefited by the exchange rate of the Colombian Peso, which compared to the same quarter of last year continues to exhibit a significant devaluation. The revenues were also positively impacted by the fact that prices in Colombia for the second quarter, were 11.2% higher than prices for the second quarter of 2019.

The adjusted EBITDA, including the IFRS 16 effect, stood at COP 414 billion during the quarter, representing a decrease year over year of 6.4% on a like-for-like basis. The adjusted EBITDA from 2Q19 excludes the EBITDA generated by the RMC operations divested on the US Region last year, as well as the portfolio divestitures of Omya and Carton de Colombia for a total of COP 26.1 billion. The EBITDA was positively affected by the savings initiatives achieved during the quarter within RESET, which accounted for US 71 Million.

- Health and Safety: Safe restart of the operation in Colombia, Honduras, Panama, and the remaining operations in the Caribbean where production halts were experienced as a result of the Covid outbreaks. The US Region continued to operate under strict biosafety protocols aiming at protecting our employees and all the actors involved in the production chain. To the date of this report, all the cement plants and most of the RMC facilities are operating across all regionals.

- Liquidity: Cash at the end of the quarter stood at COP 940 Billion, increasing significantly from March. During the quarter, the company achieved savings of US 71 million, arising from US 30 Million related to labor costs, US 23 Million related to maintenance, and US 18 Million related to other costs. Regarding the financial debt, a covenant waiver was successfully achieved, raising the Net Debt to EBITDA plus Dividends threshold to 6.5 times until the end of 2020, and decreasing gradually thereafter until 4 times at the end of 2021. This new threshold, especially the one related to 2020, was set higher than the company's expectation regarding the end of the year results, when the company expects to have a ratio significantly lower than 6.5 times.

- Operational Excellence: During the quarter, the company migrated to more efficient processes to ensure the delivery of its products and services under the current market conditions, while achieving all the savings contained within RESET. Regarding the operational efficiency, additional initiatives are being implemented through the usage of data analysis and artificial intelligence to ensure the optimal mix of assets on the ready mix and cement operations.

Cifras Relevantes		2T2019	2T2020	Var A/A	Jun -19	Jun-20	Var A/A
Cement Volume	MM TM	4,128	3,168	-23.3%	7,987	6,792	-15%
RMC	MM m3	2,561	1,955	-23.6%	5,058	4,049	-19.9%
Revenue	COP mm	2,350	2,135	-9.1%	4,525	4,315	-4.6%
EBITDA	COP mm	475	414	-12.7%	837	757	-9.5%
Operating EBITDA	COP mm	443	414	-6.4%	788	757	-4%
EBITDA margin	%	20.2%	19.4%	-0,8%	18.5%	17.5%	-0.9%
Operating EBITDA margin	COP mm	55	12	-79.1%	71	16	-77.8%
Net Income	%	2.4%	0,5%	-1.8%	1.6%	0.4%	-1.2%

RMC: Ready-Mix Concrete
All figures include IFRS16
Adjusted RMC Volume on 1Q19 excludes the dispatches of the RMC plants divested on 4Q19 for 151k m3. 1Q19 Adjusted EBITDA excludes 10 billion pesos of land appraisals in Colombia and the EBITDA generated by the RMC plants divested on 4Q19 for 1.7 million dollars (COP 5.2 billion).

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 891 billion (-2.4% YoY). In the accumulated of the year, revenues reached COP 1,819 billion, 2.5% higher compared to the same period of the previous year. Revenues from Colombia represented 90% of the consolidated total and Central America 10%.

- Generation in the quarter was 840 GWh (-32.5% YoY and -20.8% YoY excluding Termoflores). Lower water contributions resulted in a 25.0% decrease in water generation compared to the previous year, which was offset by higher sales prices in the quarter.

- Consolidated cost of sales for the quarter was COP 595 billion, 10.2% lower than that presented in the same period of the previous year. Excluding the Tolima operation and the Termoflores figure in 2Q2019 to make the figures comparable, the cost of sales decreased 7.1% YoY.

- Consolidated EBITDA for the second quarter was COP 312 billion. The Ebitda margin for the period registered 35.1% compared to 31.4% in 2Q2019.

- The organization recorded a consolidated net profit of COP 96 billion in the quarter. After discounting the minority interest, the net result attributable to the owners of the parent registered a gain of COP 73 billion. In the accumulated year, the net profit registered COP 183 billion and the result attributable to the parent company was COP 138 billion

Key Figures

Fianancial Results

	Units	2Q20	2Q19	Y0Y	Acum. 20	Acum. 19
Ordinary Revenues	**COP mill.**	**891.069**	**913.207**	**-2.4%**	**1.819.462**	**1.774.447**
Gross Profits	**COP mill.**	**295.112**	**249.802**	**18.1%**	**601.346**	**488.191**
Ebitda	**COP mill.**	**312.386**	**287.163**	**8.8%**	**643.029**	**562.874**
Ebitda Margin	*%*	*35.1%*	*31.4%*	**11.5%**	*35.3%*	*31.7%*
Net Profits	**COP mill.**	**96.649**	**43.262**	**123.4%**	**183.403**	**96.789**
Controller Net Profits	**COP mill.**	**73.092**	**15.822**	**362.0%**	**138.121**	**49.972**

Generation

	Units	2Q20	2Q19	Y0Y	Acum. 20	Acum. 19
Total energy produced	GWh	971	1.524	-36.3%	2.156	2.896
Total energy sold	GWh	1.486	1.846	-19.5%	3.252	3.669
Energy produced in Colombia	GWh	840	1.244	-32.5%	1.716	2.361
Hydric	GWh	792	1.056	-25.0%	1.657	1.895
Thermal	GWh	40	183	-78.2%	44	457
Solar	GWh	8,0	4,5	77.0%	13,9	9,9
Energy sold in Colombia	GWh	1.290	1.445	-10.7%	2.605	2.858
Contract sales	GWh	742	794	-6.6%	1.551	1.580
Spot market sales	GWh	548	651	-15.8%	1.053	1.278
Energy produced in Central America	GWh	130	280	-53.5%	441	535
Hydric	GWh	91	90	1.7%	156	141
Thermal	GWh	1	146	-99.1%	164	266
Wind farm	GWh	35	41	-15.1%	113	121
solar	GWh	3	3	-2.4%	8	7
Energy sold in Central America	GWh	196	402	-51.1%	647	812
Contract sales	GWh	169	278	-39.1%	474	554
Spot market sales	GWh	27	123	-78.0%	173	258

GRUPO ARGOS
Investments that transform

CELSIA

Distribución andcommercialization
Celsia Colombia

	Units	2Q20	2Q19	Y0Y	Acum. 20	Acum. 19
Energy losses	%	8.6%	8.7%	-1.7%	8.6%	8.7%
Collections rate	%	94%	97%	-3.4%	94%	99%
SAIDI - EPSA/CETSA	Hours	2,2	3,4	-34.6%	4,7	6,6
SAIFI - EPSA/CETSA	Times	1,5	2,2	-31.2%	3,1	4,8
Regulated market sales	GWh	280	277	1.0%	569	561
Non-regulated market sales	GWh	201	261	-22.8%	444	512
Photovoltaic energy sales	GWh	7,7	4,0	95.8%	14,2	8,6
Users	Number	592.660	573.216	3.4%	592.660	573.216

Cetsa

	Units	2Q20	2Q19	Y0Y	Acum. 20	Acum. 19
Energy losses	%	6.3%	6.4%	0%	6.3%	6.4%
Collections rate	%	95%	103%	-8%	93%	101%
SAIDI - EPSA/CETSA	Hours	0,3	0,7	-64%	0,4	1,8
SAIFI - EPSA/CETSA	Times	0,4	0,6	-35%	0,6	1,7
Regulated market sales	GWh	36	35	3%	76	74
Non-regulated market sales	GWh	9	13	-34%	21	24
Photovoltaic energy sales	GWh	0	0	-	0	0
Users	Number	63.619	62.541	2%	63.619	62.541

Tolima

	Units	2Q20	2Q19	Y0Y	Acum. 20	Acum. 19
Energy losses	%	11.5%	-	-	11.5%	-
Collections rate	%	85%	-	-	90%	-
SAIDI - EPSA/CETSA	Hours	13,3	-	-	29,3	-
SAIFI - EPSA/CETSA	Times	8,3	-	-	16,5	-
Regulated market sales	GWh	196	-	-	423	-
Non-regulated market sales	GWh	47	-	-	100	-
Photovoltaic energy sales	GWh	0	-	-	0	-
Users	Number	520.043	-	-	520.043	-