



QUARTERLY EARNINGS REPORT

1st Quarter 2020

May 2020

ODINSA

Consolidated Financial Results 1Q2020

Odinsa recorded a consolidated revenue of COP 192 billion for the quarter, 4% below the recorded revenue for the same period in 2019. Although its highway concessions contributed significantly to year-on-year variations, it is worth clarifying that i) there was a decrease in revenue from the equity method (EM) used for Quiport and OPAIN as a result of reductions in the net profits of the concessions after having refinanced debt in the asset in 2019, and a reduction in passengers during Q1-2020 given the situation with COVID-19; ii) there was a reduction in the EM from Pacífico 2, given accounting losses due to exchange rate differences recorded during the first quarter of 2020; and iii) construction activities have been reduced, as of this quarter, there is only one project in this stage, namely Pacífico 2.

Per segment, income from the highway concessions business reached COP 176 billion (16% Y/Y), explained mainly by consolidation of income from the Tunel de Oriente. In the construction segment, income was equal to COP 21 billion, with a 46% Y/Y decrease, mainly for the reasons explained above.

Finally, in the airport business, income was COP 7 billion (-74% Y/Y) for the reasons explained in item (i) of the first paragraph of this section.

EBITDA shows a year-on-year variation of -21%, equal to COP 112 billion. The highway concessions segment had a variation of 6% Y/Y, reaching COP 105 billion, explained mainly by the better operating results from the Autopistas del Café and Green Corridor, as well as consolidation of the operations of the Tunel de Oriente. The construction segment's EBITDA contribution was 8 billion (-76% Y/Y).

The airport segment's EBITDA contribution was COP 7 billion (-74% Y/Y), in line with its contribution to the consolidated revenue.

On the other hand, the company's consolidated financial debt closed out the first quarter at COP 2.9 trillion. The increase compared to the same period of the previous year (+ COP 484 billion) is explained by a devaluation of the COP against the USD. If debt is compared, eliminating the exchange rate effect, the balance would have been reduced by COP 35 billion compared to Q1-2019, even after consolidating the debt of the Tunel de Oriente concession, which is COP 380 billion. The company's debt optimization strategy is reflected by a 190 basic point reduction of its cost in USD compared to the same period of the previous year. The cost of COP-denominated debt only grew by 70 basic points.

Regarding individual debt, the balance at the close of Q1-2020 is COP 1.4 trillion, i.e. 12% lower (COP 196 billion) compared to Q1-2019. If the exchange rate effect were removed, the balance of the debt would have been reduced by 30% (i.e. COP 477 billion). Likewise, the cost in USD was optimized in 348 basic points and the cost in COP didn't have any increase compared to the first quarter of 2019.

Contribution by business 1Q2020

COP billions	Highway Concessions	Construction	Airport Concessions	Other Operations (*)	TOTAL
Total revenues	176.215	21.452	6.962	33.239	191.808
EBIDTA	105.211	8.339	6.962	17.864	112.090
Profit or loss for the parent company	12.213	1.985	6.962	-17.888	-10.064
EBIDTA margin	60%	39%	100%	54%	58%
Net margin	7%	9%	100%	-54%	-5%

Contribution by business 1Q2019

COP billions	Highway Concessions	Construction	Airport Concessions	Other Operations (*)	TOTAL
Total revenues	152.011	39.490	26.762	21.445	199.229
EBIDTA	99.570	34.867	26.516	7.499	141.791
Profit or loss for the parent company	36.851	30.298	26.516	-45.041	25.184
EBIDTA margin	66%	88%	99%	35%	71%
Net margin	24%	77%	99%	-210%	13%

*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

Concession Business

Autopistas del café – AKF

Colombia

Term: 30 years (1997 – 2027)

Guaranteed minimum income

Interest held by Odinsa 60%

This concession reports total traffic of 3.1 million vehicles during the first quarter of 2020, with a 1% Y/Y reduction. This reduction can mainly be explained by the situation caused by the distancing and mobility restrictions implemented in the country due to COVID-19. The effect is low as the measure was only applied at the end of the month of March.

Despite the above, revenue, EBITDA and profit are higher Y/Y by 3%, 23% and 15% respectively. We highlight EBITDA growth, thanks to optimizations to the concession's overhead.

COP billions	1Q 2020	1Q 2019	Var A/A	Mar 2020	Mar 2019	Var A/A
Total traffic (million)	3,06	3,09	-1%	3,06	3,09	-1%
Average daily traffic	33,669	34,328	-2%	33,669	34,328	-2%
Revenue	47.806	46.366	3%	47.806	46.366	3%
EBIDTA	23.451	19.107	23%	23.451	19.107	23%
Net profit	16.647	14.531	15%	16.647	14.531	15%

Autopistas del Nordeste

Dominican Republic

Term: 30 years (2008 – 2038)

Guaranteed minimum income

Interest held by Odinsa 67.5%

There was a slight reduction in Y/Y traffic (2%) on ADN. There were no significant variations in income or EBITDA. Net profit remained at the same levels as Q1 2019.

USD thousand	1Q 2020	1Q 2019	Var A/A	Mar 2020	Mar 2019	Var A/A
Total traffic (million)	1,18	1,20	-2%	1,18	1,20	-2%
Average daily traffic	12,932	13,301	-3%	12,932	13,301	-3%
Revenue	14,344	14,501	-1%	14,344	14,501	-1%
EBIDTA	12,171	12,688	-4%	12,171	12,688	-4%
Net profit	4,861	4,842	0%	4,861	4,842	0%

Boulevard Turístico del Atlántico

Dominican Republic

Term: 30 years (2008 – 2038)

Guaranteed minimum income

Interest held by Odinsa 67.5%

Traffic on this concession continues to improve, showing an 8% positive year-on-year variation. Income decreased slightly (3%) compared to the same period the previous year, explained by lower financial revenue (accounting revenue, associated with the financial asset). EBITDA remained stable compared to that recorded for the same period of the previous year.

Negative Y/Y variations (20%) in net profit are mainly explained by a higher accrual of interest from subordinate debt. It is important to highlight that, in absolute terms, profit variations are not significant compared to the same period of the previous year.

USD thousand	1Q 2020	1Q 2019	Var A/A	Mar 2020	Mar 2019	Var A/A
Total traffic (million)	0,49	0,45	8%	0,49	0,45	8%
Average daily traffic	5,344	5,024	6%	5,344	5,024	6%
Revenue	10,946	11,331	-3%	10,946	11,331	-3%
EBIDTA	9,009	9,059	-1%	9,009	9,059	-1%
Net profit	2,804	3,488	-20%	2,804	3,488	-20%

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%

Compared to Q1-2019, traffic on the concession (which has a total length of 63 km, 15 km of which correspond to a newly built stretch of road and 8 km to the tunnel) grew 23%, accumulated year on year. This growth is mainly explained by traffic generated by the tunnel (opened to users at the end of August 2019). Today, approximately 70% of the concession's traffic circulates through the tunnel.

Both revenue (+ COP 26 billion) and EBITDA (+ COP 14 billion) increased during Q1 2020, in line with the increase in traffic through the concession once the tunnel was put into service.

Reductions in net profit are mainly explained by a higher accrual of deferred taxes. However, it is important to clarify that this accrual does not imply cash pressures for the project in the short term.

COP billions	1Q 2020	1Q 2019	Var A/A	Mar 2020	Mar 2019	Var A/A
Total traffic (million)	2,25	1,83	23%	2,25	1,83	23%
Average daily traffic	24,672	20,321	21%	24,672	20,321	21%
Revenue	32.359	6.188	423%	32.359	6.188	423%
EBIDTA	15.644	1.419	1002%	15.644	1.419	1002%
Net profit	-6.361	398	NA	-6.361	398	NA

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 construction at the end of March, construction will be ongoing so as to move the project into a fully operational stage. This year the concession will also receive contractual income from the government (future years), sufficient to service the debt both in COP and USD.

Traffic was reduced by 10% Y/Y during Q1-2020. This can be explained mainly by the situation arising from COVID-19 related distancing and mobility measures imposed in the country.

Income decreased 11% Y/Y, to COP 107 billion, as a result of changes in the pace of construction, mainly due to working capital optimizations as the project's functional units are commissioned. However, EBITDA grew 43% Y/Y, reaching COP 54 billion. This is mainly explained by increased financial revenues associated with the financial asset, which is, in turn, a function of the CapEx invested to date.

Net profit decreased by COP 31 billion, mainly due to losses related to exchange rate differences recorded in Q1-2020 to the tune of COP 43 billion. During the same period the previous year, a gain of COP 8 billion had been recorded for the same concept. It is worth clarifying that exchange rate differences only have an accounting effect upon the project. The cashflow for the debt in USD is naturally covered by future year payments, according to the concession contract.

COP billions	1Q 2020	1Q 2019	Var A/A	Mar 2020	Mar 2019	Var A/A
Total traffic (million)	0,58	0,64	-10%	0,58	0,64	-10%
Average daily traffic	6,366	7,120	-11%	6,366	7,120	-11%
Revenue	107.438	129.947	-17%	107.438	129.947	-17%
EBIDTA	53.870	37.800	43%	53.870	37.800	43%
Net profit	-19.036	11.617	-264%	-19.036	11.617	-264%

Malla Vial del Meta

Colombia

Public-Private Association by Private Initiative

Risk of demand

Interest held by Odinsa 51%

Together with the ANI, at this time a new scope for the project is still under analysis, according to the ruling handed down by the arbitration tribunal. Likewise, and according to the concession contract, maintenance and operation of functional unit zero (UFO) is ongoing.

Daily average traffic on the concession was almost 19 thousand vehicles, with a 3% reduction compared to the first quarter of 2019. This reduction is in line with the situation arising from COVID-19 related distancing and mobility restrictions implemented in the country.

Quarterly revenues increased 31%, mostly due to greater contributions made to ANI funding accounts to the tune of COP 2.5 billion. These contributions are added to the carrying amount of the asset and, therefore, booked as greater income, given the project's accounting treatment as an intangible asset.

The project's EBITDA and net profit increased compared to the same period the previous year, mainly due to optimizations to the project's structural expenses.

COP billions	1Q 2020	1Q 2019	Var A/A	Mar 2020	Mar 2019	Var A/A
Total traffic (million)	1,70	1,73	-2%	1,70	1,73	-2%
Average daily traffic	18,706	19,265	-3%	18,706	19,265	-3%
Revenue	12.410	9.498	31%	12.410	9.498	31%
EBIDTA	129	-404	132%	129	-404	-132%
Net profit	-157	-723	78%	-157	-723	-78%

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)

Revenue increased by USD 0.7 million in Q1 2020 compared to the same period in 2019. This increase is a result of GAP (*Gross Availability Payment*) recognition.

EBITDA was USD 1.7 million (+50% Y/Y) in line with increased project income.

Net profit decreased slightly (USD 125,000) due to higher taxation levels.

USD thousands	1Q 2020	1Q 2019	Var A/A	Mar 2020	Mar 2019	Var A/A
Revenue	2,609	1,901	37%	2,609	1,901	37%
EBIDTA	1,752	1,165	50%	1,752	1,165	50%
Net profit	0,455	0,580	-22%	0,455	0,580	-22%

Airport Concessions

Concession Business

Opain

Colombia

Term: 20 years (2007 – 2027)

Royalties (% of total revenues): 46.2%

Interest held by Odinsa + AE: 65%

During the first quarter of 2020 passenger traffic shrunk by 6%. The variation in domestic passengers was -3%; and -14% for international passengers. Once again, this decrease is explained situation arising from COVID-19 related distancing and mobility restrictions implemented in the country, and which began on March 21 with the closing of the airport.

Revenue was COP 250 billion for the quarter (-5% Y/Y). This variation was driven by a decrease in regulated income (-5% Y/Y), in line with the decrease in airport traffic. EBITDA ended the quarter at 71 billion, with a variation of -14%. Likewise, net profit dropped by 10 billion Y/Y.

	1Q 2020	1Q 2019	Var A/A	Mar 2020	Mar 2019	Var A/A
Passengers:	7.558.095	8.079.517	-6%	7.558.095	8.079.517	-6%
Domestic	5.111.727	5.248.028	-3%	5.111.727	5.248.028	-3%
International	2.446.368	2.831.489	-14%	2.446.368	2.831.489	-14%
Revenues (COP million) *	250.846	263.135	-5%	250.846	263.135	-5%
Regulated	167.409	176.911	-5%	167.409	176.911	-5%
Non-Regulated	83.437	81.059	3%	83.437	81.059	3%
EBITDA (COP million)	70.699	82.454	-14%	70.699	82.454	-14%
Net Profit (COP million)	-4.566	5.158	-189%	-4.566	5.158	-189%

* 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%

The total passenger count went down 17% compared to the same period the previous year. Passenger count variations were -20% for domestic flights and -14% for international flights. Reduced income (-10%) and EBITDA (-9%) is in line with the reduction in passengers after the airport was closed to international and national traffic as of March 17.

Variations in net profit (-67%) are explained, besides an EBITDA decrease, by an increase in financial expenses (USD + 8 million) resulting from refinancing the concession. At the cut-off date for Q1 2019, this had not been done yet.

1st Quarter 2020:

Concession Business

	1Q 2020	1Q 2019	Var A/A	Mar 2020	Mar 2019	Var A/A
Passengers:	1.027.561	1.241.152	-17%	1.027.561	1.241.152	-17%
International	532.660	663.150	-20%	532.660	663.150	-20%
Domestic	494.901	578.002	-14%	494.901	578.002	-14%
Revenue: (USD millions)	37.939	42.168	-10%	37.939	42.168	-10%
Regulated	26.969	29.939	-10%	26.969	29.939	-10%
Non-Regulated	9.307	10.431	-11%	9.307	10.431	-11%
Other Revenues	1.662	1.798	-8%	1.662	1.798	-8%
EBIDTA (USD million)	26.397	28.979	-9%	26.397	28.979	-9%
Net profit (USD million)	5.209	15.996	-67%	5.209	15.996	-67%