




Odinsa Corporate Presentation

September 2023



Empresa de concesiones del  **GRUPO ARGOS**



At Odinsa,
we forge connections that
bolster competitiveness and
spawn development
opportunities.

We represent the concession arm of Grupo Argos. We promote, **structure, develop and manage road and airport infrastructure projects.**

Our team's human and technical quality, in combination with our responsible practices, experience, high corporate governance standards and commitment to sustainability, have positioned us as one of the most relevant companies in the sector.

Comprehensive Approach to Project Development

Implementation of a management system and safety measures for the wellbeing of employees and contractors.



Preservation and stewardship of critical ecosystems across regions.



Construction practices upholding the highest quality and environmental standards.



Fostering productive initiatives to augment regional development.



Commitment to life preservation and the promotion of safe mobility.



Contributing to social cohesion through job creation and enhanced wellbeing.



Our people are the cornerstone of Odinsa. We have fostered a team that is not only adaptable and aligned with our corporate values but also excels in leaving a lasting, positive impact on both the organization and society at large.

We endeavor to infuse our organizational culture across all processes, ensuring that our actions consistently mirror **our corporate values:**

Constant
Learning

Being the
Preferred
Choice

Creating
a Lasting
Impact

Advancing
with
Equilibrium





Stringent Corporate Governance and Sustainability Standards

| CODES

- Corporate Governance Code
- Code of Business Conduct

| POLICIES

- Occupational Health and Safety Policy
- Diversity, Equity, and Inclusion Policy
- Respect Policy
- Fraud, Bribery and Corruption Risk Management Policy
- Anti-Money Laundering and Terrorism Financing Risk Management Policy
- Related Company Interaction Policy
- Data Protection Policy
- Policy on Gifts and Gratuities

| CHANNELS

- Transparency Hotline
- Annual Report on Potential Conflict of Interest Sources

Steering Committee



Mauricio Ossa

CEO, Odinsa



Gustavo Ordoñez

Executive Director,
Roadways, Odinsa GP



Andrés Ortega

Executive Director, Airports,
Odinsa GP



Carlos Mario Alzate

Chief Human Resources
and Administration Officer



Pablo Arroyave

Chief Financial Officer



Eduardo Bettin

Chief Legal and
Institutional Affairs
Officer

Board of Directors



**Jorge Mario Velásquez
Jaramillo**

President, Grupo Argos



**Alejandro Piedrahíta
Borrero**

Chief Corporate Financial Officer,
Grupo Argos



Rafael Olivella Vives

Chief Talent and Corporate Affairs
Officer, Grupo Argos



Maria Luisa Mesa Zuleta

Partner Attorney, Humberto
Mesa González y Asociados



Miguel Piedrahíta Soto

Investor, Piso S.A.S

The Board of Directors is elected by the General Shareholders' Assembly for one-year terms starting from the election date. The current directors were elected during the ordinary General Meeting of Shareholders held on March 23, 2022.

 [Discover their profiles here:](#)

Key Milestones in Our History:



● 1992

Odinsa was founded by construction and engineering companies.

● 1994 - 1998

Odinsa was awarded its initial road concessions: Autopistas del Café, Concesión Vial de los Llanos, Santa Marta-Paraguachón, Hatovial.

● 2000 - 2004

- First international venture: Autopistas del Nordeste.
- Debut bond issuance.

● 2005 - 2007

- Awarding of Aeropuerto El Dorado concession.
- Second concession in the Dominican Republic.
- Listed on the Colombian Stock Exchange.

● 2013 - 2015

- Awarding in Aruba: Green Corridor.
- First 4G Project: Pacífico 2
- Finalizing the 50% acquisition of Quiport in Ecuador.

● 2016 - 2019

- Grupo Argos acquires a stake and begins a transformation process.
- The corporate name and image were revamped to align with the parent company.
- A strategic emphasis was placed on road and airport ventures.
- Non-core assets were divested.
- A 53% stake in Túnel Aburrá Oriente concession was purchased.

● 2020 - 2022

- Disposed of concessions in the Dominican Republic.
- Odinsa's private projects entered the feasibility stage.
- Launched investment platforms for roads and airports in partnership with Macquarie.

Sustainability

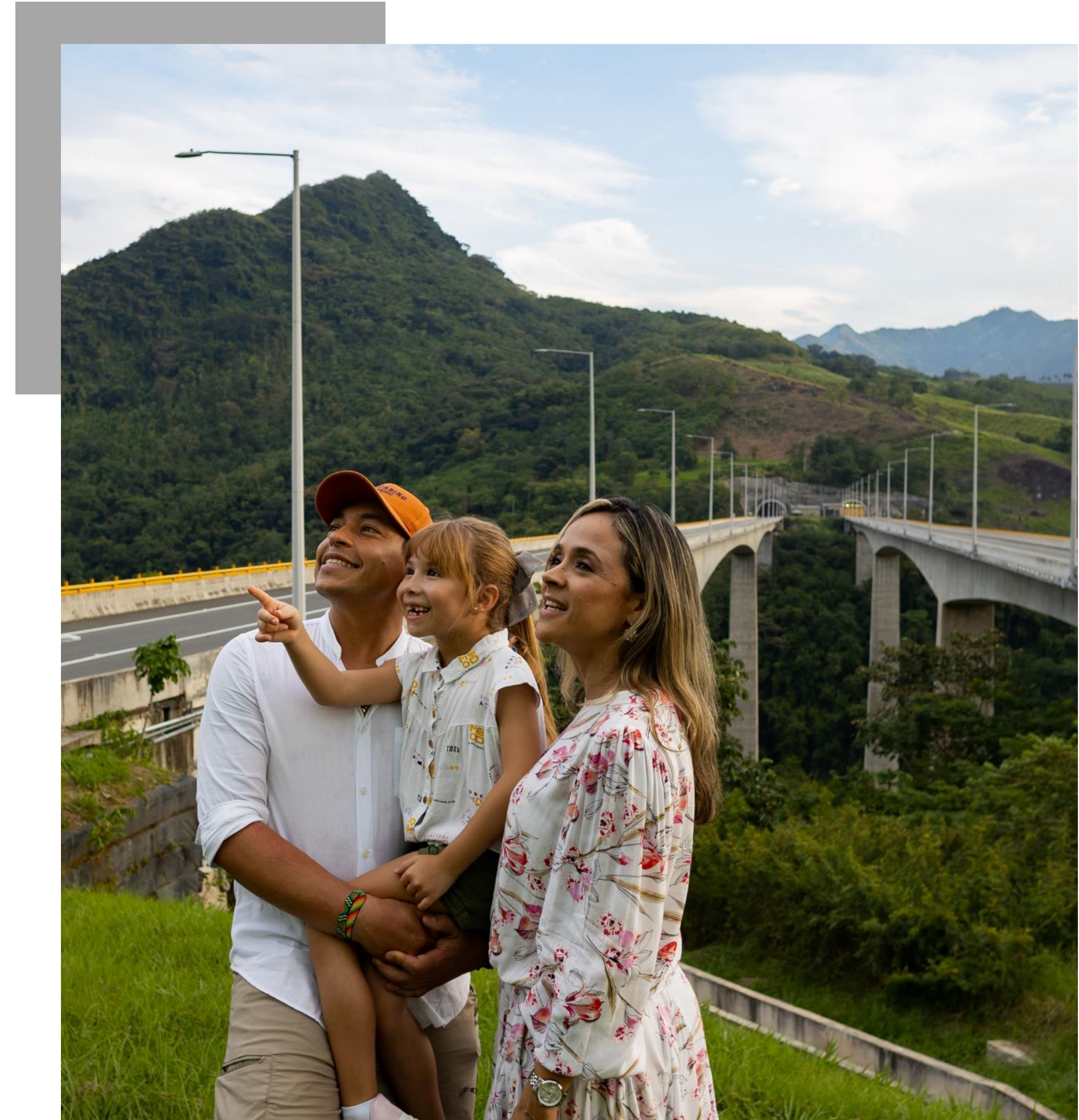
Our Shared Journey

At Odinsa, we view **sustainability** not merely as a purpose or a goal. To us:

Sustainability is an ongoing transformative journey, inclusive, inspirational, and collective. It's guided by a unified belief: to make sustainability an integral part of everyday life.

Our aim is to safeguard, foster, and enhance value for all stakeholders and the company itself.

[!\[\]\(d66ff64371a51729ac8c1cdaa685ba6f_img.jpg\) Explore the "Our Shared Journey Manifesto" Video](#)



Pillars of Our Shared Journey

Striving for Excellence



Our shared journey commences with a pledge to embody the individuals that both our organization and society require. We work with our stakeholders to ensure responsible decision-making that promotes the creation of shared value.

Fostering Shared Prosperity



Undertaking a common journey means thinking and acting in plural form. Everyone is invited to join us to work together and create shared value. We extend a continual invitation to collaborate and create mutual value.

Creating Memorable Experiences



Equipped with a dedicated and responsive team, harnessing technology and innovation, we attentively respond to and foresee user needs, ensuring safe, efficient, prompt, and unforgettable experiences.

Advocating for a Healthy Planet



Our shared journey is marked by continuity and significance; we conserve natural resources and contribute to capacity building that bolsters territorial resilience and enhances environmental richness.

Ambitions of Our Shared Journey

Our roadmap is defined by specific ambitions and objectives, which have directed our management approach and will continue to guide our future actions. Our strategy is outlined across four core ambitions and fourteen pertinent issues, with objectives set for 2022, 2025, and 2030:



Striving for Excellence

- Ethics, Compliance, and Transparency
- Corporate Governance
- Risk Management
- Human Rights



Fostering Shared Prosperity

- Talent
- Occupational Health and Safety
- Stakeholder Engagement
- Infrastructure for Development
- Supply Chain



Creating Memorable Experiences

- User Experience
- Safe Connections



Advocating for a Healthy Planet

- Climate change
- Ecosystems - Biodiversity
- Ecosystems - Water
- Circular Economy

Portfolio

Roads and Airports



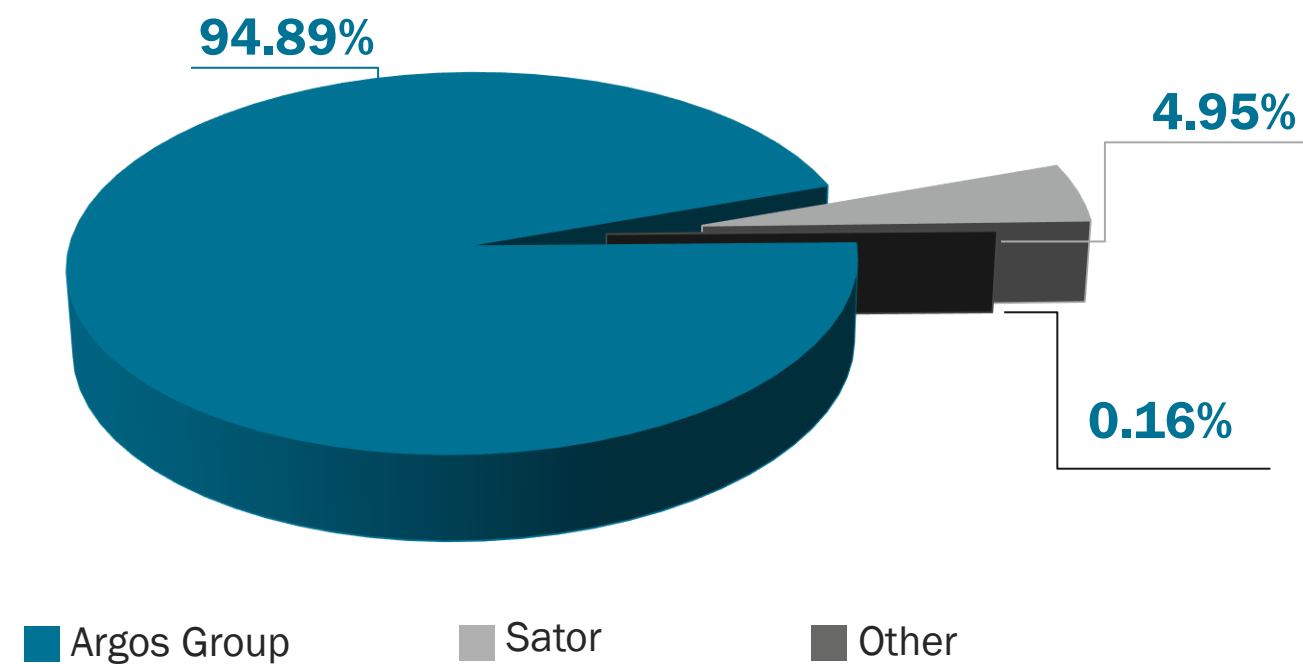
Our Global Presence and Portfolio:



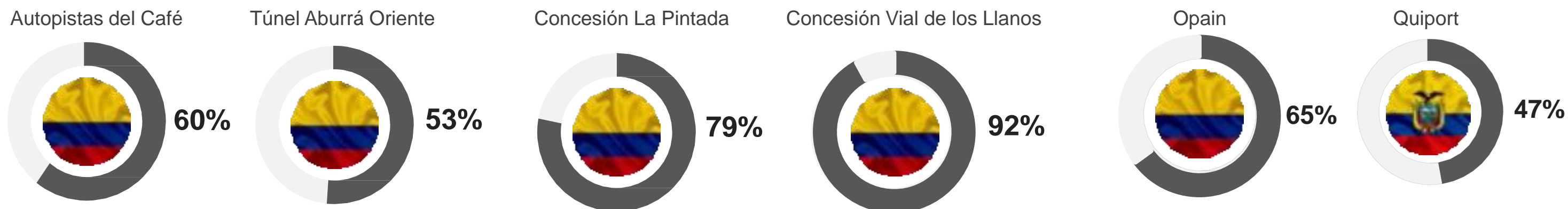
Shareholding Structure



We are the concessions company of Grupo Argos.



Odinsa Professional Management



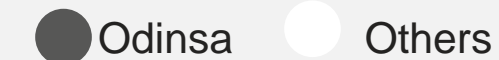
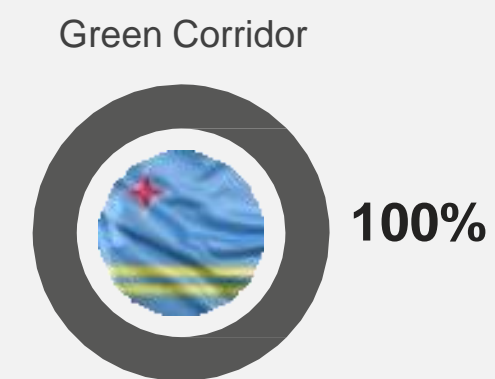
Roads



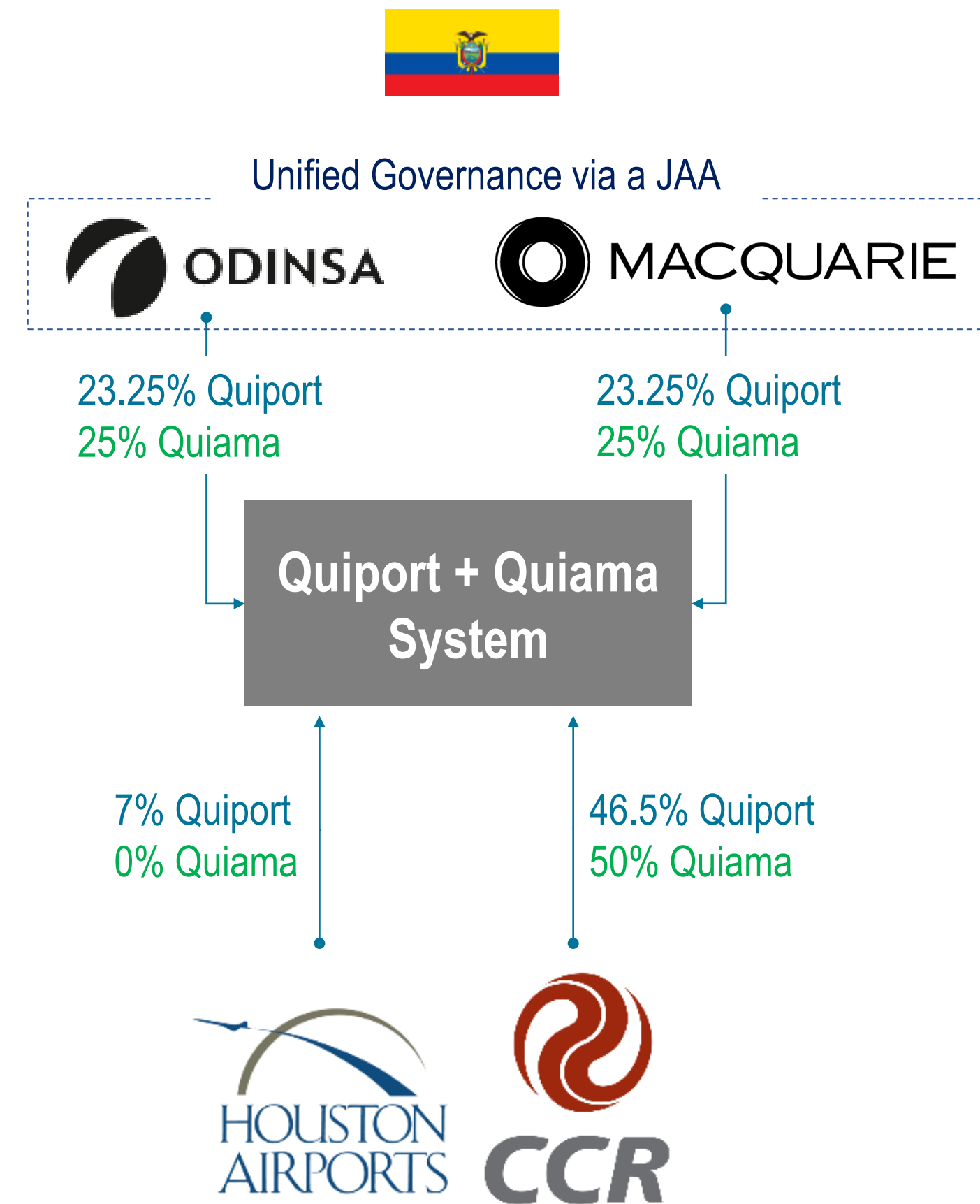
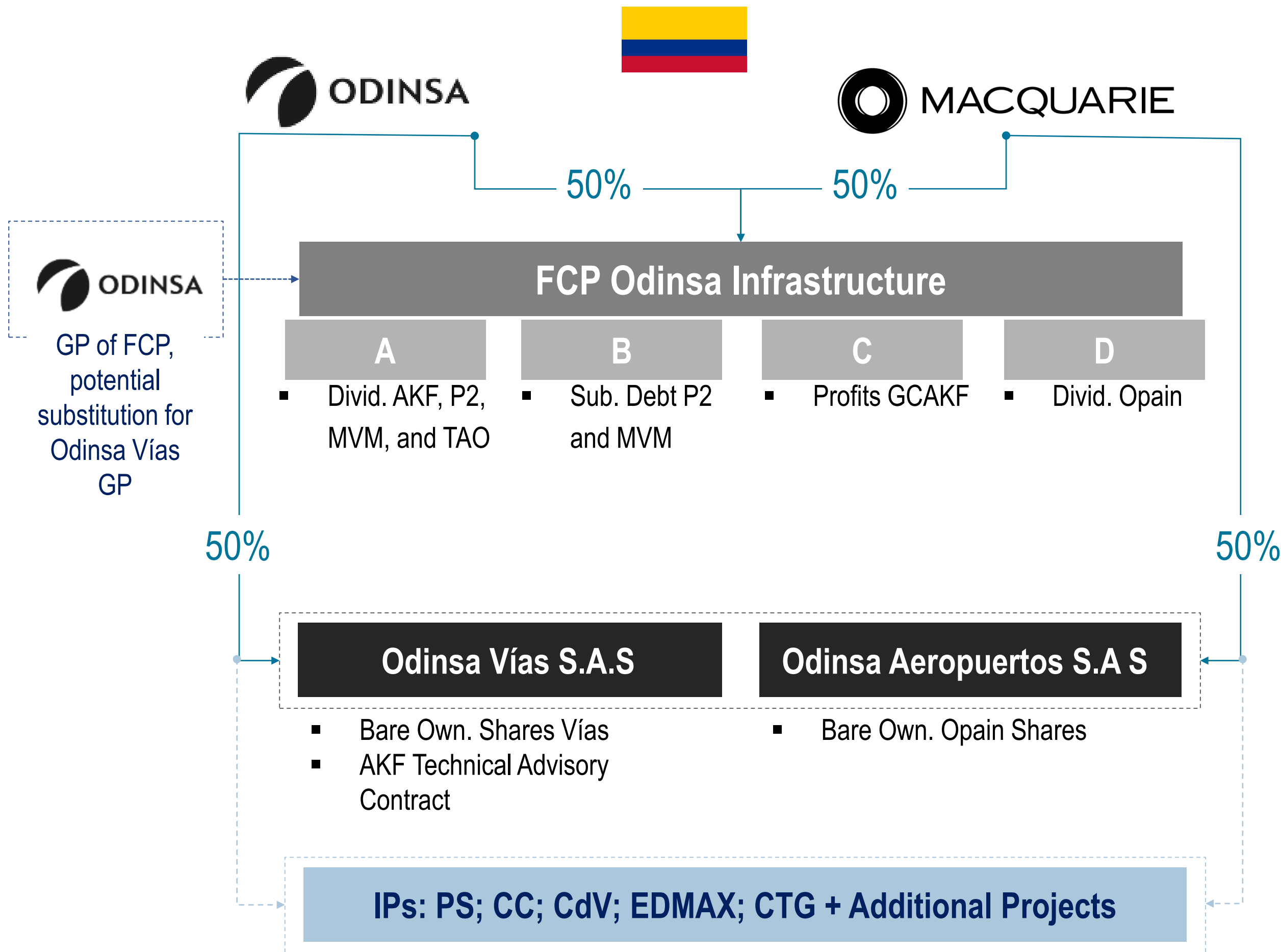
Airports



Odinsa S.A



Shareholding Odinsa Vías S.A.S. + Odinsa Aeropuertos S.A.S. *



*Proposed structure still in development and pending validation.

2 Airport Concessions

40,705,254

Annual passenger traffic in 2022

1,055,160 Tons

Cargo in 2022:

841

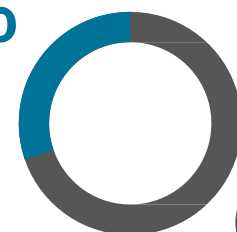
Direct employees

2,042

Indirect employees

34%

Women



66%

Men

5 Road Concessions

39,155,196

Vehicle Traffic

671 km

of infrastructure in Colombia

43 km

of infrastructure in Aruba

1,011

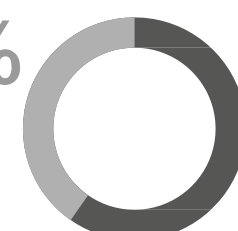
Direct employees

826

Indirect employees

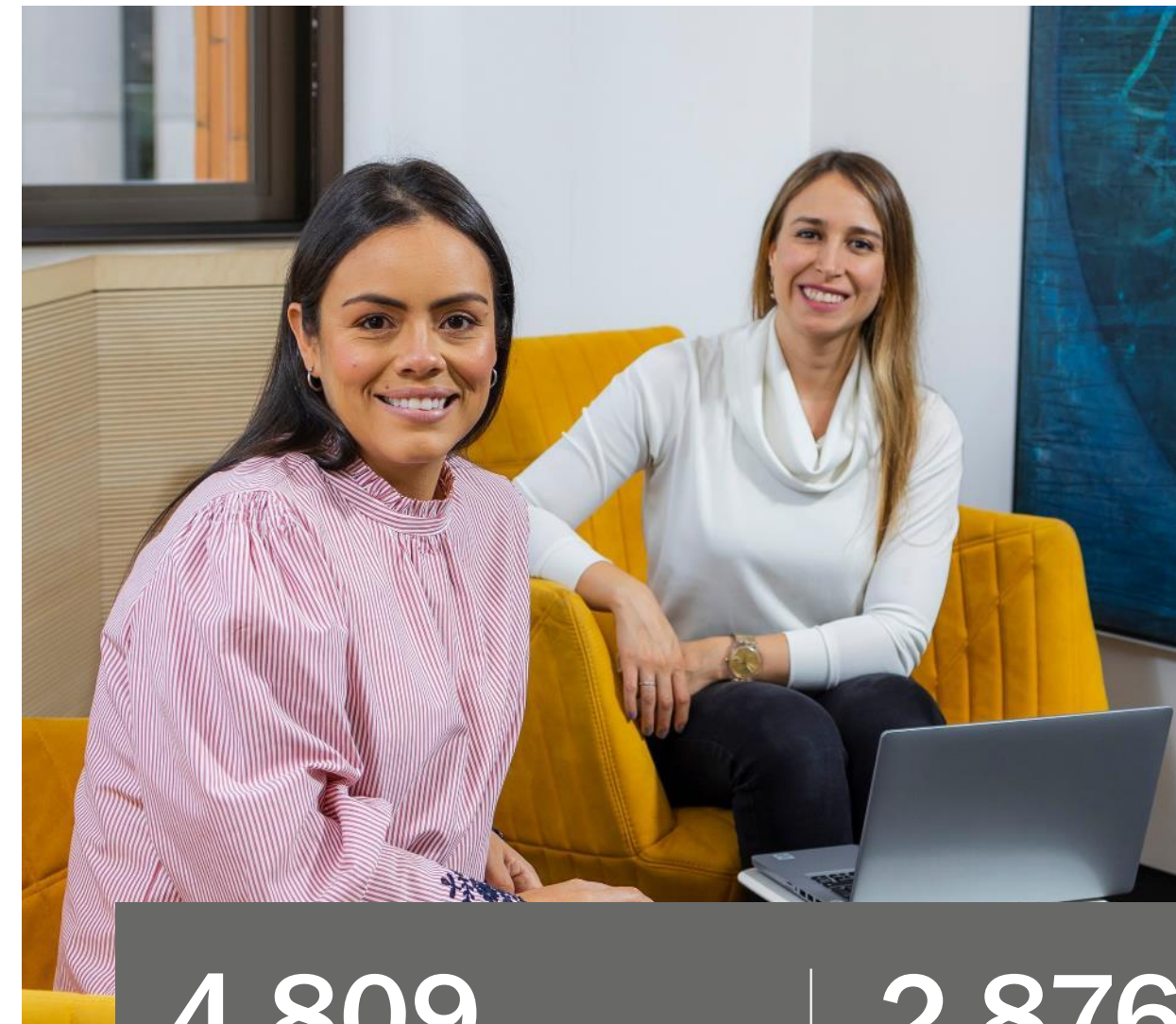
42%

Women



58%

Men



4,809

Total employees
Odinsa and Concessions

2,876

Employees
Indirect

1,933

Direct employees

81

Odinsa
employees

54%

Men

46%

Women

Airport Mariscal Sucre, Ecuador



Airport El Dorado, Colombia



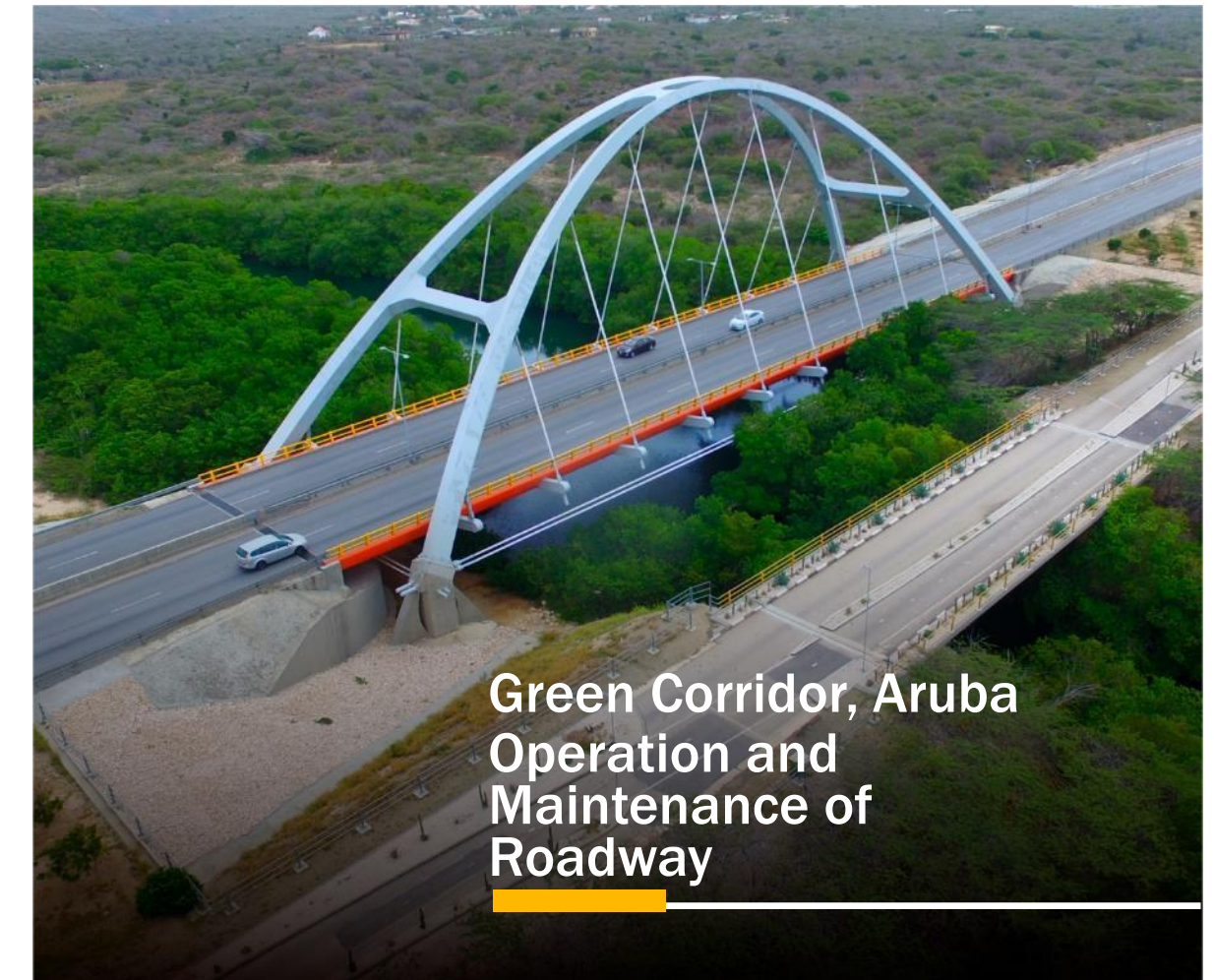
Road Concessions



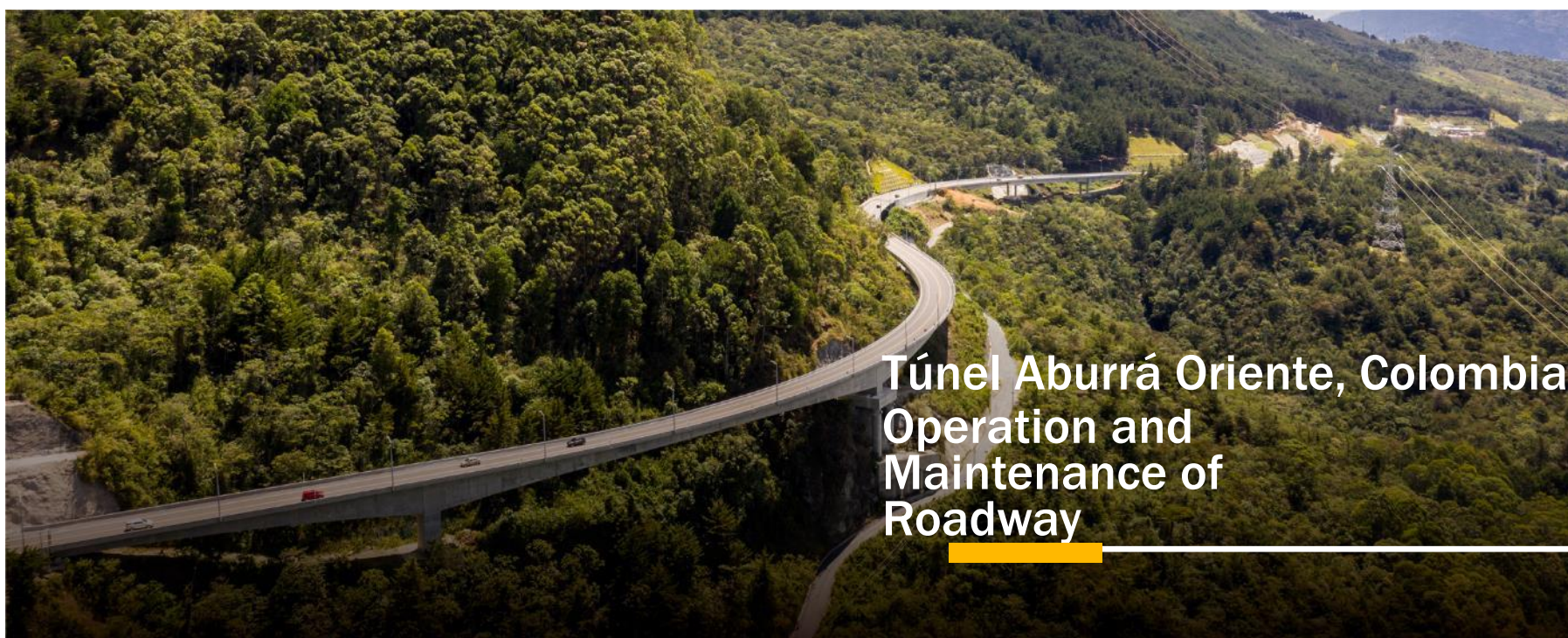
Conexión Pacífico 2, Colombia
Operation and Maintenance of Roadway



Autopistas del Café, Colombia:
Operation and Maintenance of Roadway



Green Corridor, Aruba
Operation and Maintenance of Roadway



Túnel Aburrá Oriente, Colombia
Operation and Maintenance of Roadway



Malla Vial del Meta, Colombia
Roadway Under Construction

Key Milestones from the Last Year



In June 2023, the new platform that will manage airport assets in alliance with Macquarie began operations.



Odinsa Vías Operations Commencement: In June 2022, our alliance with Macquarie was solidified with the launch of an infrastructure investment platform: Odinsa Vías S.A.S.

Credit Rating Upgrade: Our market and investor confidence were bolstered by an upgrade to an AA (col) rating from Fitch Ratings.

Sustainability Strategy Launch: Our Shared Journey. We introduced our strategic pathway, encapsulating 4 core ambitions and 14 relevant issues, with targets set for 2022, 2025, and 2030.

Dow Jones Results: We voluntarily participated in the Dow Jones Sustainability Index, improving our overall score from 60 to 68 points. Maintaining our economic score at 66 and enhancing our environmental score, from 51 to 64, and social score, from 62 to 73.

Initiative to promote the sustainable development of the sector and contribute to mitigating the effects of climate change: An alliance with leading national companies was formed to drive this initiative, integrating explicit sustainability criteria into our projects.

Contributions to Regional Development:



Odinsa and
**Fundación
Grupo Argos**

Water Filters

In collaboration with Fundación Grupo Argos and through our concessions, 450 water filters were distributed in 2022. With over 1,000 filters provided in 2023 to communities within our concession areas.

TAO Murals

Fundación Grupo Argos, Fundación Pintuco, Odinsa, and Concesión Túnel Aburrá Oriente collaborated to champion urban art as a tool for social engagement, creating 2 murals by local artists.

Volunteering and Tree Planting:

In partnership with Fundación Grupo Argos, **4,841 trees were planted** during our corporate volunteer initiatives.

Providencia Hospital

Construction Phase
The facility will span 1.400 m²
With a total investment of COP 12 billion. This project represents a collective effort of various private organizations.

Fund for Change

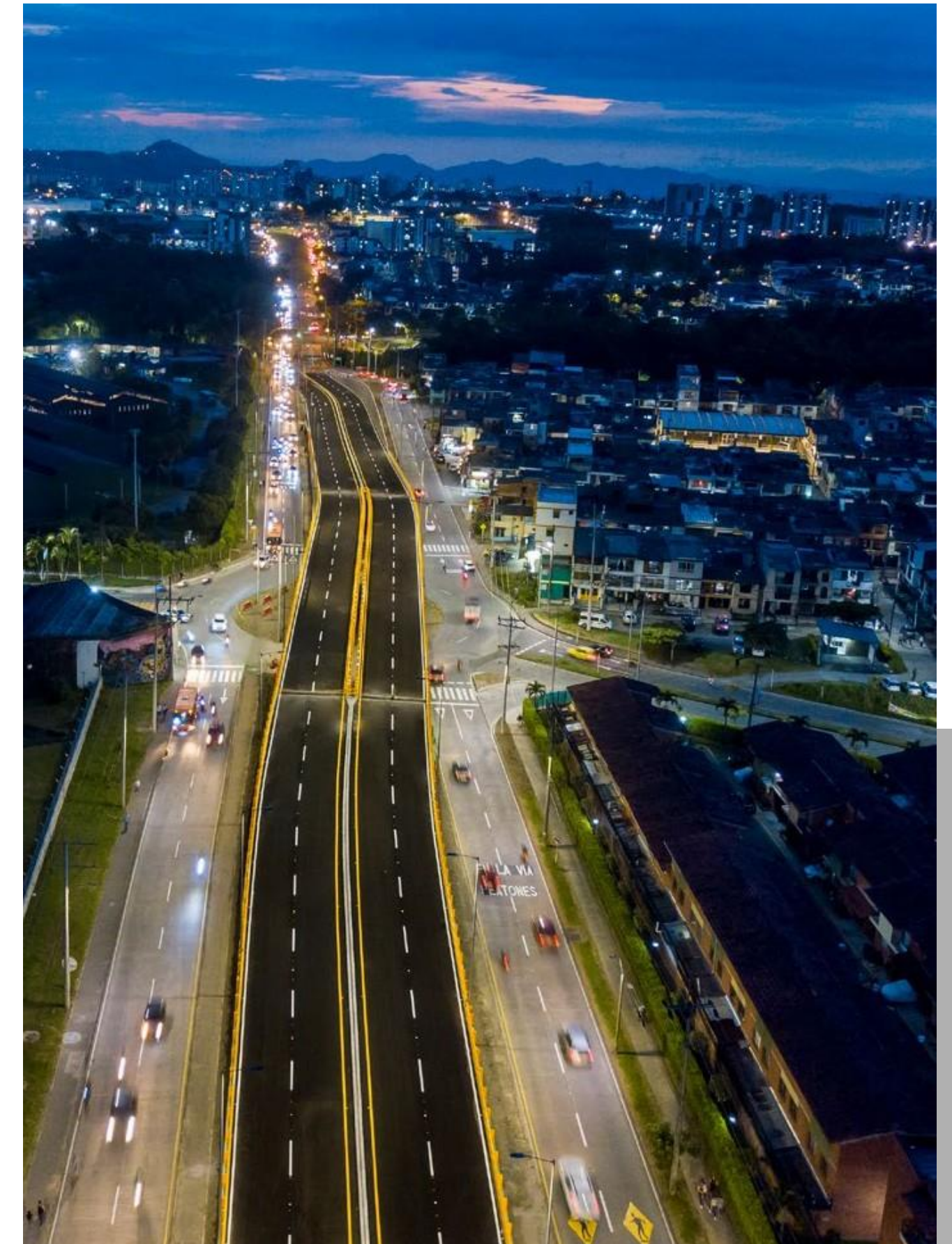
Support for 8 Ventures (5 by Fundación Grupo Argos and 5 by Túnel Aburrá Oriente)

Volunteer Efforts:

186 volunteers, 354 work hours, 1,375 non-work hours, totaling 1,729 volunteer hours across 36 activities.

Recognitions Odinsa and Its Concessions Over the Past Year

- **Odinsa ranked 8th in the Merco Talento 2022 sector ranking.** Recognized among the most attractive companies to work for in Colombia in the Construction and Infrastructure sector.
- **Odinsa earned the IR Seal from the Colombian Stock Exchange.**
- Pacifico 2 Operations Control Center **received the ArchDaily ODA 2022 International Architecture Award.**
- **Túnel de Oriente** was recognized by the Colombian Chamber of Infrastructure for 25 years of service.
- **2022 Companies that Care for the World Award - Autopistas del Café:** Presented at the event honoring 500 companies that significantly contribute to Risaralda, hosted by *El Diario*, newspaper of Pereira.
- **“Pereira más sostenible” Award - Autopistas del Café:** Conferred by the Mayor's Office of Pereira and *Empresa de Aseo de Pereira*. It highlights the company's management and commitment through sustainable actions and strategies that contribute to the wellbeing of citizens.



El Dorado and Mariscal Sucre Airports: Recognized for Excellence in Management

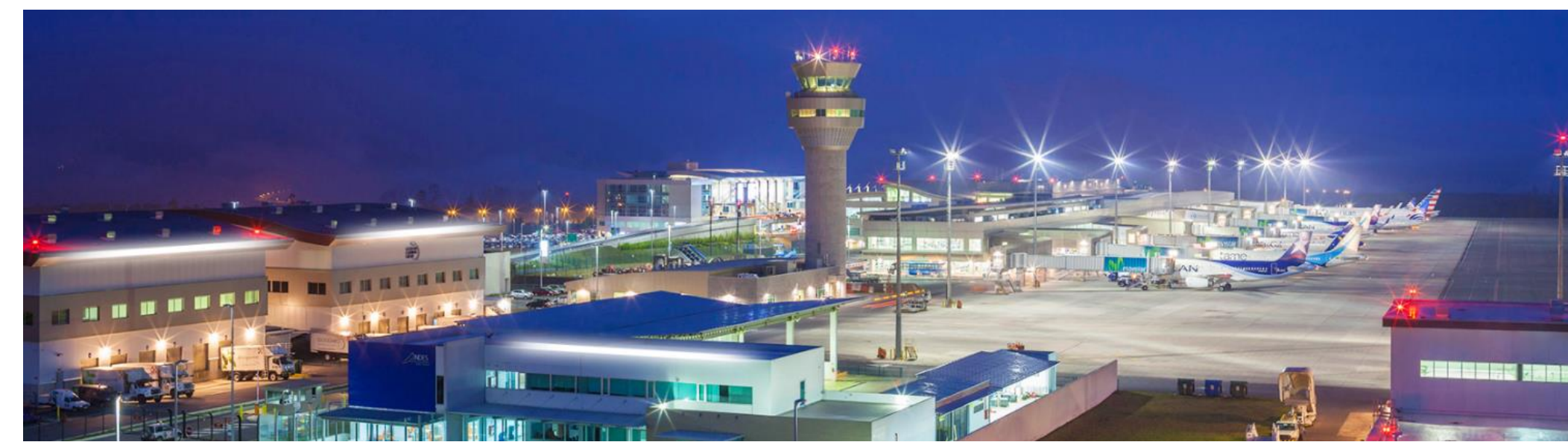


Aeropuerto El Dorado

- **Best Airport in South America** with 4 stars in service quality, 5 stars in COVID-19 Safety by Skytrax.
- **“South America's Leading Airport”** by the 2022 World Travel Awards.
- First airport certified by ICONTEC for **100% Renewable Electric Energy** use.
- Renewed "Zero Waste" Certification by ICONTEC, Platinum Member status.
- **Airport Carbon Accredited** - ACA Level 2 in the Reduction category.
- **Equipares Silver Seal** for Gender Equality Management by the Ministry of Labor and UNDP.
- **Platinum LEED Certification** from the U.S. Green Building Council.
- Acknowledged as a **Water Hero** in the strategy by Empresa de Acueducto y Alcantarillado de Bogotá (EAAB).

Aeropuerto Mariscal Sucre

- Skytrax: Ranked Second Best Airport in South America, Best Airport Staff in the World, 5 stars in service quality and COVID-19 Safety.
- Airport Carbon Accreditation - ACA Level 2 in the Reduction Category
- The Compartamos and Sustainable Construction initiatives were honored by the ACI-LAC Green Airport Recognition program.
- Achieved Level 4 (out of 5) in the Passenger Experience Accreditation program.
- Mariscal Sucre Airport - **Recognition in** the Airports Council International (ACI-World) **Voice of the Customer** initiative for exceptional passenger engagement.
- **Safe Free Company Seal** from Violence and Discrimination Against Women, bestowed by the Chamber of Industries and Production.
- Metropolitan Environmental Distinction 'Sustainable Quito' awarded by the Municipality of Quito's Environmental Secretariat.



Sustainable Concessions

Enhancing Regional Competitiveness

Túnel Aburrá Oriente

- Celebrated by the Colombian Chamber of Infrastructure for 25 years of impact.
- Antioquian Engineering Award from the Antioquian Society of Engineers and Architects (SAI).
- First bond issuance in Colombian pesos totaling COP 700,000 million in the Colombian capital market, coordinated through the Colombian Stock Exchange to support infrastructure projects.

Conexión Pacífico 2

- Successful USD 260 million refinancing with leading international financial entities.
- The first 4G highway project completed in Antioquia and the third nationwide.
- Received the Gold Seal in Good Road Safety Practices from the Secretariat of Mobility of Bogotá.
- Antioquian Engineering Award by *Sociedad Antioqueña de Ingenieros y Arquitectos (SAI)*.
- First place in ArchDaily's international 'Work of the Year 2022' award for the Operations Control Center (OCC).
- 5-star rating in the Global Real Estate sustainability ranking.



Autopistas del Café

- Mural in *Industriales* Bridge painted by local artists, a tribute to peace and the victims.
- Commitment to Sustainability Through Initiatives Like: “*Pon tus ojos en la vida*”, “*En bici por el eje*”, and “*Una Vía que alimenta a su gente*”.
- “*Pereira más sostenible*” Award by the Mayor's Office of Pereira and *Empresa de Aseo de Pereira*.
- Companies that Care for the World 2022' Award at the event of 500 companies enhancing Risaralda, hosted by *El Diario* newspaper.



Sustainable Concessions

Enhancing Regional Competitiveness



Malla Vial del Meta

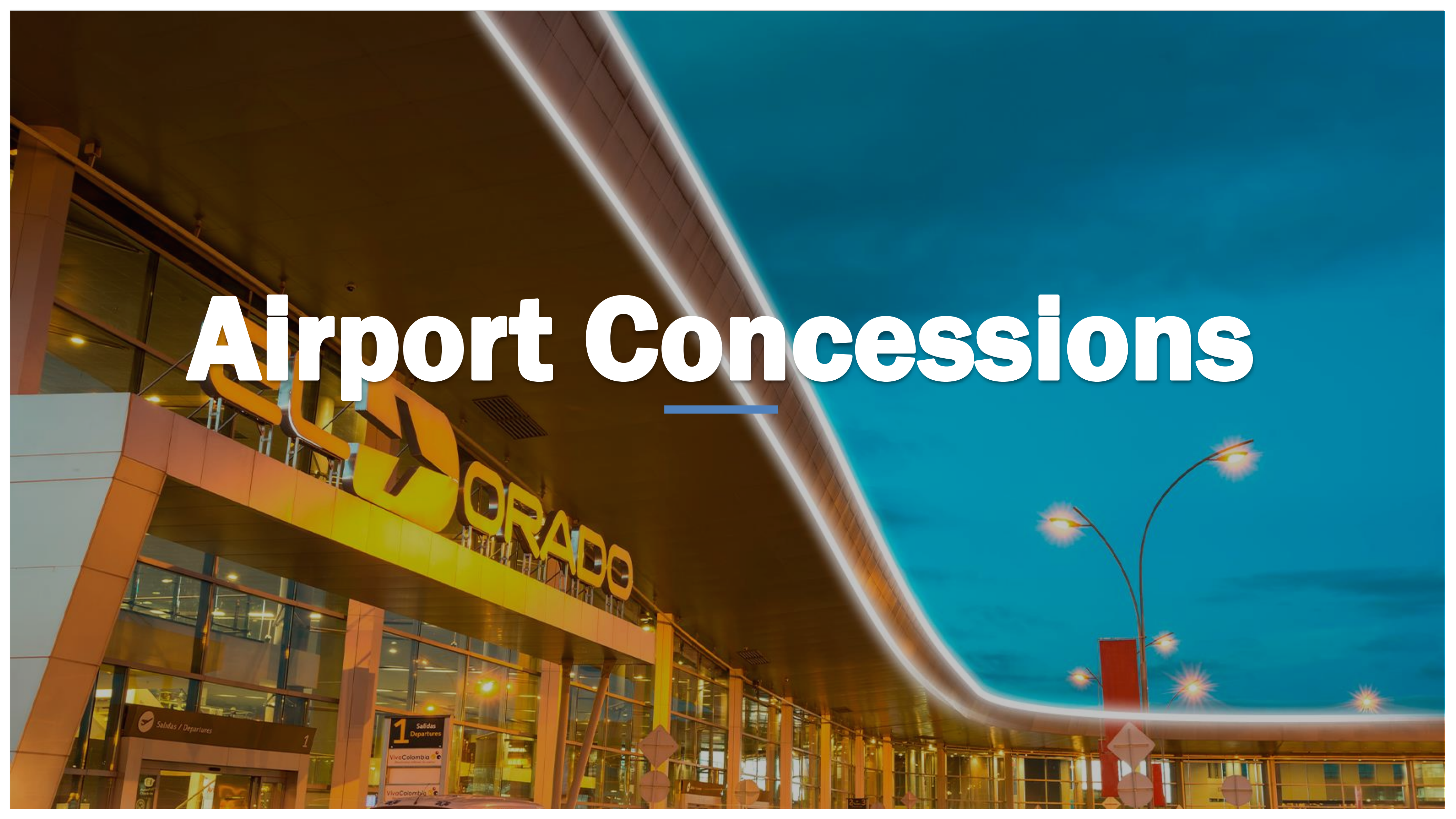
- Total investment in the project will be COP 1.6 trillion for the construction, operation and maintenance of 267.5 kilometers of roads and will create approximately 4,800 direct and indirect jobs.
- Concession Progress Update The project adhered to its planned schedule, completing work on 4 of the 6 construction fronts anticipated for execution by the end of the year.
- Secured financing of COP 590,000 million from Financiera de Desarrollo Nacional (FDN), Bancolombia, and Davivienda.

Green Corridor

- Performance of the works on the left turn of Yara, with an approximate investment of USD 187,000, and installation of concrete blocks on the border between PosChiquito and the Española Lake Bridge.
- It contributes to social well-being and environmental care, with participation in initiatives such as: Back to School, Druif Beach Clean-up and the Cycling Race May.



Airport Concessions



AEROPUERTO INTERNACIONAL EL DORADO

STAKE
65%

The project Bogotá, Colombia



Opain S.A. is the concession in charge of managing and operating Colombia's main airport, and also works on its maintenance, expansion and modernization.

AIRLINES

29
passengers

25
cargo

764,483 Annual Cargo Tonnage

DESTINATIONS

41
national

44
International

EMPLOYEES

2,323

519 direct
1,804 Indirect

39% Women
61% Men

*Figures updated as of June 30, 2023

Financial Results and Annual Traffic

Financial Results

Figures in COP million

▲ **1,469,531**
Revenue in 2022
771,342 in 2021

▲ **137,419**
Net Profit in 2022
-6,151 in 2021

▲ **449,318**
EBITDA in 2022
177,328 in 2021

TRAFFIC

Millions of passengers

▲ **36.4**
Total Passenger Traffic in 2022
22.2 in 2021

▲ **24.8**
Domestic Flights in 2022
17.0 in 2021

▲ **11.5**
International Flights in 2022
5.1 in 2021

Financial Results and Annual Traffic Accumulated figure september 2023 vs 2022

Resultados financieros

Figures in COP million

▲ **1.334.611**
Revenue in 2023
1.076.462 in 2022

▲ **147.066**
Net Profit in 2023
92.175 en 2022

▲ **460.994**
EBITDA in 2023
379.037 en 2022

Traffic

Millions of passengers

▲ **28,9**
Total Passenger Traffic in 2023
26,5 en 2022

▲ **18,5**
Domestic Flights in 2023
18,1 en 2022

▲ **10,4**
International Flights in 2023
8,4 en 2022

Aeropuerto El Dorado

Highlights from the Past Year

In 2022, the airport managed over 36 million passengers, ending the year with 26 international and 7 domestic airlines.



- During 2022 three new international airlines and one domestic airline arrived: Plus Ultra (Spain), Arajet (Dominican Republic), Turpial Airlines (Venezuela), and Ultra Air (Colombia).
- In collaboration with Celsia, the first electric vehicle charging station in a Colombian airport, was installed in the Central Parking Lot.
- Launched the first road section constructed with recycled plastic, in partnership with Ecopetrol, to reduce waste and support the circular economy.

Aeropuerto El Dorado

Notable Initiatives and Programs

Opportunity Track Program:

An employment portal aiding job searches in the Funza, Engativá, and Fontibón communities, featuring nearly 40 partner companies, over 200 job listings, and more than 7,300 registered resumes.

Plastic for Smiles Program:

Communities from three neighboring municipalities recycled 3 tons of plastic, used to construct three playgrounds.

UNICEF Partnership:

Participated in the “*Me la juego azulado*” campaign to emphasize the importance of ensuring children's rights.

Enhancing User Experience:

Opened a VIP lounge in the domestic pier and 18 resting rooms in the international pier, offering travelers a space to relax, work, or store luggage while awaiting flights.



PLÁSTICO POR SONRISAS



Aeropuerto El Dorado

Noteworthy Initiatives and Projects

Continued significant investments in its technological transformation program to improve passenger processing and the overall airport experience:

- Implemented a facial biometrics system for faster pre-security and boarding processes.
- Installed new barcode reader machines (Veripax) to expedite access to waiting lounges, totaling 26 machines across the terminal.
- Became the first airport in the continent to integrate an Ecobot into its operations.



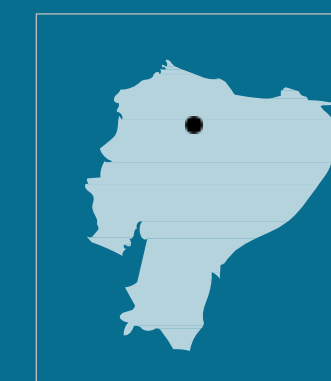
AEROPUERTO INTERNACIONAL MARISCAL SUCRE

STAKE
46.5%



The project

Quito, Ecuador



Corporación Quiport S.A. is the concession holder in charge of building, managing, operating and maintaining the Quito airport.

AIRLINES

16
passengers

12
cargo

290,677 Annual Cargo Tonnage

DESTINATIONS

8
national

14
International

EMPLOYEES

560

322 direct
27% Women 73% Men
238 Indirect

*Figures updated as of June 30, 2023

Financial Results and Annual Traffic

Financial Results

Figures in COP million

▲ **648,725**
Revenue in 2022
409,526 in 2021

▲ **153,916**
Net Profit in 2022
30,733 in 2021

▲ **464,019**
EBITDA in 2022
271,694 in 2021

TRAFFIC

Millions of passengers

▲ **4.3**
Total Passenger Traffic in 2022
2.4 in 2021

▲ **2.5**
Domestic Flights in 2022
1.1 in 2021

▲ **1.8**
International Flights in 2022
1.3 in 2021

Financial Results and Annual Traffic Accumulated figure september 2023 vs 2022

Financial Results

Figures in COP million

▲ **142.740**
Revenue in 2023
111.441 en 2022

▲ **44.106**
Net Profit in 2023
28.506 en 2022

▲ **104.787**
EBITDA in 2023
81.053 en 2022

TRAFFIC

Millions of passengers

▲ **4,1**
Total Passenger Traffic in 2023
3,1 en 2022

▲ **2,2**
Domestic Flights in 2023
1,7 en 2022

▲ **1,8**
International Flights in 2023
1,3 en 2022

Aeropuerto Mariscal Sucre Highlights from the Past Year

Inauguration of new routes and airline operations: Latam's Quito-Loja route and start of operations of Equair airline.

Valentine's Day 2022 Flower Export Record: A record 20,112 metric tons of flowers were exported, surpassing the second-highest year (2020) by 4.8%.

VIP Lounge Outdoor Space Inauguration: In October, an outdoor terrace was introduced in the international VIP lounge. This modern, warmly decorated space offers passengers enhanced comfort.



Aeropuerto Mariscal Sucre

Noteworthy Initiatives and Projects



- **“Compartamos” Program:** Donations of gently used materials such as porcelain tiles, office furniture, and lamps.
- **Scholarship Program:** Financial assistance for vulnerable children and youth to continue primary and secondary education.
- **“Despegamos” Community Assistance Plan:** Christmas food kits and candy donations to support local communities.
- **“Mi Huerta” Program:** A marketing initiative for agricultural and agro-industrial products from 80 local small suppliers.

An aerial photograph of a highway interchange. A central road with a yellow dashed line runs horizontally across the middle. On either side of this road are two large, circular roundabouts. The roundabouts are paved with asphalt and have white directional arrows. The surrounding area is lush green grass with several palm trees. Various vehicles, including cars, trucks, and motorcycles, are visible on the roads. The overall scene is brightly lit, suggesting a sunny day.

Road Concessions

TÚNEL ABURRÁ ORIENTE

STAKE
52.6
%

Financial Results and Annual Traffic

Financial Results

Figures in COP million

- ▲ **233,967**
Revenue in 2022
180,871 in 2021
- ▲ **51,186**
Net Profit in 2022
35,397 in 2021
- ▲ **177,507**
EBITDA in 2022
112,592 in 2021

TRAFFIC

- ▲ **37,886**
Average daily vehicle count
in 2022
29,154 in 2021
- ▲ **13.8**
Million of vehicles per year
in 2022
10.6 in 2021

Financial Results and Annual Traffic Accumulated figure september 2023 vs 2022

Financial Results

Figures in COP million

- ▲ **200.327**
Ingresos en 2023
163.680 en 2022
- ▲ **38.168**
Utilidad neta en 2023
33.675 en 2022
- ▲ **134.219**
EBITDA en 2023
124.290 en 2022

TRAFFIC

- ▲ **37.522**
Promedio de vehículos al
día en 2023
37.065 en 2022
- ▲ **10,2**
Millones de vehículos al
año en 2023
10,1 en 2022

The project

Túnel Aburrá Oriente
Connection, Antioquia,
Colombia



Túnel Aburrá Oriente Concession is in charge of the construction, operation, and maintenance of the tunnel that connects the Aburrá and San Nicolás valleys. Roadway Operations and Maintenance: Management of the Palmas, Santa Elena, and Las Palmas two-lane road.

74
Total kilometers

52
Kilometers of
open air roads

10
Kilometers of Las
Palmas two-lane road

12
Kilometers of two-
lane road

1
Roundabout

4
Viaducts

2
Tunnels

2
Bridges

EMPLOYEES

327

128 direct
199 Indirect

30% Women
70% Men

*Figures updated as of June 30, 2023

Túnel Aburrá Oriente

Highlights from the Past Year

- **Second Phase:** The Governorate of Antioquia and Odinsa declared the early expansion of the road network due to favorable traffic flow.
- Achieved **the highest 'AAA' credit rating** by Fitch Ratings in collaboration with the Government of Antioquia.
- Tunnel Renovations: The Seminario and Santa Elena tunnels underwent renovations, including reflective wall painting, **enhancing user experience and safety, with an investment exceeding COP 20 billion.**



Túnel Aburrá Oriente

Noteworthy Initiatives and Projects

Environmental Education Program Deployment: Verde Vivo program reached 8 educational institutions in Santa Elena, Comuna 9 of Medellín, Rionegro, and Guarne, focusing on community environmental awareness.



Biodiversity Compensation Plan Continuation: Engaged 41 families, conserving 257 hectares of native forest.



First Community Leaders Meeting: 74 participants from the influenced area, representing 19 territories and 28 social organizations.



Conducting road campaigns focused on the prevention of running over wildlife on the Palmas variant road and on promoting safe driving habits.

CONEXIÓN PACÍFICO 2

STAKE
78.9%

Financial Results and Annual Traffic

Financial Results

Figures in COP million

- ▲ **317,279**
Revenue in 2022
316,169 in 2021
- ▼ **28,422**
Net Profit in 2022
62,253 in 2021
- ▲ **263,450**
EBITDA in 2022
241,781 in 2021

TRAFFIC

- ▲ **7,022**
Average daily vehicle count
in 2022
6,998 in 2021
- ▲ **2.5**
Million of vehicles per year
in 2022
2.5 in 2021

Financial Results and Annual Traffic Accumulated figure september 2023 vs 2022

Financial Results

Figures in COP million

- ▲ **275.254**
Ingresos en 2023
214.265 en 2022
- ▲ **32.819**
Utilidad neta en 2023
33.492 en 2022
- ▲ **229.926**
EBITDA en 2023
185.869 en 2022

TRAFFIC

- ▲ **7.167**
Promedio de vehículos al
día en 2023
6.954
en 2022
- ▲ **1,9**
Millones de vehículos al
año en 2023
1,8 en 2022

The project

Southwest Antioquia,
Colombia:



La Pintada Concession supervises the construction of the La Pintada-Bolombolo road and the rehabilitation of the La Pintada-Primavera road. Including their maintenance and operation.

96.5
Total kilometers

57
Kilometers of single
lane

39.5
Kilometers of two-
lane road

54
Kilometers of
rehabilitated roads

46
Bridges

3
Viaducts

2
Tunnels

3
Road interchanges

EMPLOYEES

291

228 30% 70%
direct Women Men
63
Indirect

*Figures updated as of June 30, 2023

Conexión Pacífico 2

Highlights from the Past Year

- **Socially Certified Credit:** Following a positive assessment by Vigeo Eiris for social and environmental initiatives, the concession secured refinancing with social certification of approximately COP 840,000 million. This funding is a testament to its adherence to high standards in social, environmental, and corporate governance.
- **New Service Area Launch:** A rest and safety zone for users was opened at Km 32 on the La Pintada-Bolombolo road.
- **Global Real State Sustainability Ranking: Concesión La Pintada earned a 5-star rating,** highlighting its exceptional environmental and social performance.
- **Contribution to the sustainable development of the region** through activities and initiatives such as *Cartama Sostenible*, *Guardianes de la Naturaleza*, *Envases para la Vida*, *Por la Vía Voy Seguro*, *Mercados Campesinos*, and others.



Conexión Pacífico 2

Noteworthy Initiatives and Programs

“Suroeste compra Suroeste”: Hosted 14 Markets in the Park, generating an economic impact of COP 128 million across 40 productive units.
100 water purifying filters were delivered, benefiting a population of 405 people.



Holding of events at the operations control center: Conducted road safety campaigns for vehicles, cyclists, and various users at the operations control center.

Installed two electric vehicle charging stations.



Opening of attention point for Fauna in Plaza del Cauca: a space to contribute to the rescue and care of fauna in which animals are valued, cared for, and, subsequently, released.

Circular Economy: Reintegrated over 14 tons of recyclable or reusable materials into various company processes.



AUTOPISTAS DEL CAFÉ

STAKE
59.7
%

The project

Caldas, Risaralda, Quindío and Valle del Cauca



It crosses the most beautiful landscapes, displaying the cultural diversity of the coffee-growing region in western Colombia, currently considered an intangible cultural heritage site and the country's second tourist destination.

255
Kilometers of road built

162
Kilometers of rehabilitated roads

63
Kilometers of two-lane road

7
Roundabouts

4
Viaducts

93
Bridges

1
Túnel

Financial Results and Annual Traffic

Financial Results

Figures in COP million

▲ **262,043**
Revenue in 2022
252,327 in 2021

▼ **39,358**
Net Profit in 2022
57,155 in 2021

▲ **85,421**
EBITDA in 2022
84,976 in 2021

TRAFFIC

▲ **39,183**
Average daily vehicle count in 2022
36,686 in 2021

▲ **14.13**
Million of vehicles per year in 2022
13.3 in 2021

Financial Results and Annual Traffic Accumulated figure september 2023 vs 2022

Financial Results

Figures in COP million

▲ **192.409**
Ingresos en 2023
194.996 en 2022

▲ **46.309**
Utilidad neta en 2023
39.326 en 2022

▲ **71.225**
EBITDA en 2023
77.872 en 2022

TRAFFIC

▲ **34.987**
Promedio de vehículos al día en 2023
38.612 en 2022

▲ **9,5**
Millones de vehículos al año en 2023
10,5 en 2022

EMPLOYEES

668

336 direct
332 indirect
43% Women
57% Men

*Figures updated as of June 30, 2023

Autopistas del Café Highlights from the Past Year

Inaugurated Electric Charging Corridor:

Installation of 3 charging stations for electric vehicles located in the drums, the longest electric charging corridor in Colombia.

Works

Celebrated the inauguration of the Campo Alegre road expansion, extending 6.1 kilometers of two-lane road; this includes the enlargement of the Tarapacá 2 toll booth and the construction of the El Jazmín Intersection.



Autopistas del Café Noteworthy Initiatives and Programs

Artisan Workshops:

Established spaces for artisans from various departments in 2 of our customer service centers. This initiative, in partnership with the governments of Caldas, Quindío, and Risaralda, as well as the Administrative and Planning Region of the Eje Cafetero, supports both artisanal and entrepreneurial sectors.



Wildlife Protection Program **“Pon tus ojos en la vida”**: Collaborated with diverse organizations to develop protocols for the prevention and response to wildlife incidents on roads, emphasizing environmental stewardship.



Cycling Safety Initiative **“En Bici por el Eje”**: This program is dedicated to enhancing the safety and well-being of cyclists on our roadways, promoting a culture of responsible and safe cycling.



MALLA VIAL DEL META

STAKE
92%

The project

Villavicencio, Meta



Managed by the *Concesión Vial de los Llanos*. The set of roads that make up these projects aims at contributing competitiveness and development to the department of Meta.

1.26 trillion pesos is the estimated investment for 2013

267
Kilometers in length

26
Two-lane roads built

7.3
Kilometers of new road

2.5
Vehicular bridges

EMPLOYEES

527

295 direct
56% Women 44% Men

232 Indirect

*Figures updated as of June 30, 2023

Financial Results and Annual Traffic

Financial Results

Figures in COP million

130,667

Revenue in 2022

80,278 in 2021

22,237

Net Profit in 2022

18,610 in 2021

34,490

EBITDA in 2022

28,149 in 2021

TRAFFIC

▲ **23,183**

Average daily vehicle count in 2022

20,520 in 2021

▲ **8.5**

Million of vehicles per year in 2022

7.48 in 2021

Financial Results and Annual Traffic Accumulated figure september 2023 vs 2022

Financial Results

Figures in COP million

▲ **167.542**

Ingresos en 2023

98.280 en 2022

▲ **13.418**

Utilidad neta en 2023

17.580

en 2022

▲ **21.747**

EBITDA en 2023

27.153 en 2022

TRAFFIC

▲ **23.880**

Promedio de vehículos al día en 2023

22.636 en 2022

▲ **6,5**

Millones de vehículos al año en 2023

6,1 en 2022

Malla Vial del Meta

Noteworthy Initiatives and Programs

Planting of 552 trees in San Martín:

Over 50 volunteers from Concesión Vial de los Llanos, the National Army, National Police, and the San Martín Mayor's Office participated in the second iteration of the *Conecta* Volunteer Day, planting over 550 moriche palm trees, reinforcing our commitment to environmental sustainability.

Acacías River Clean-Up Initiative:

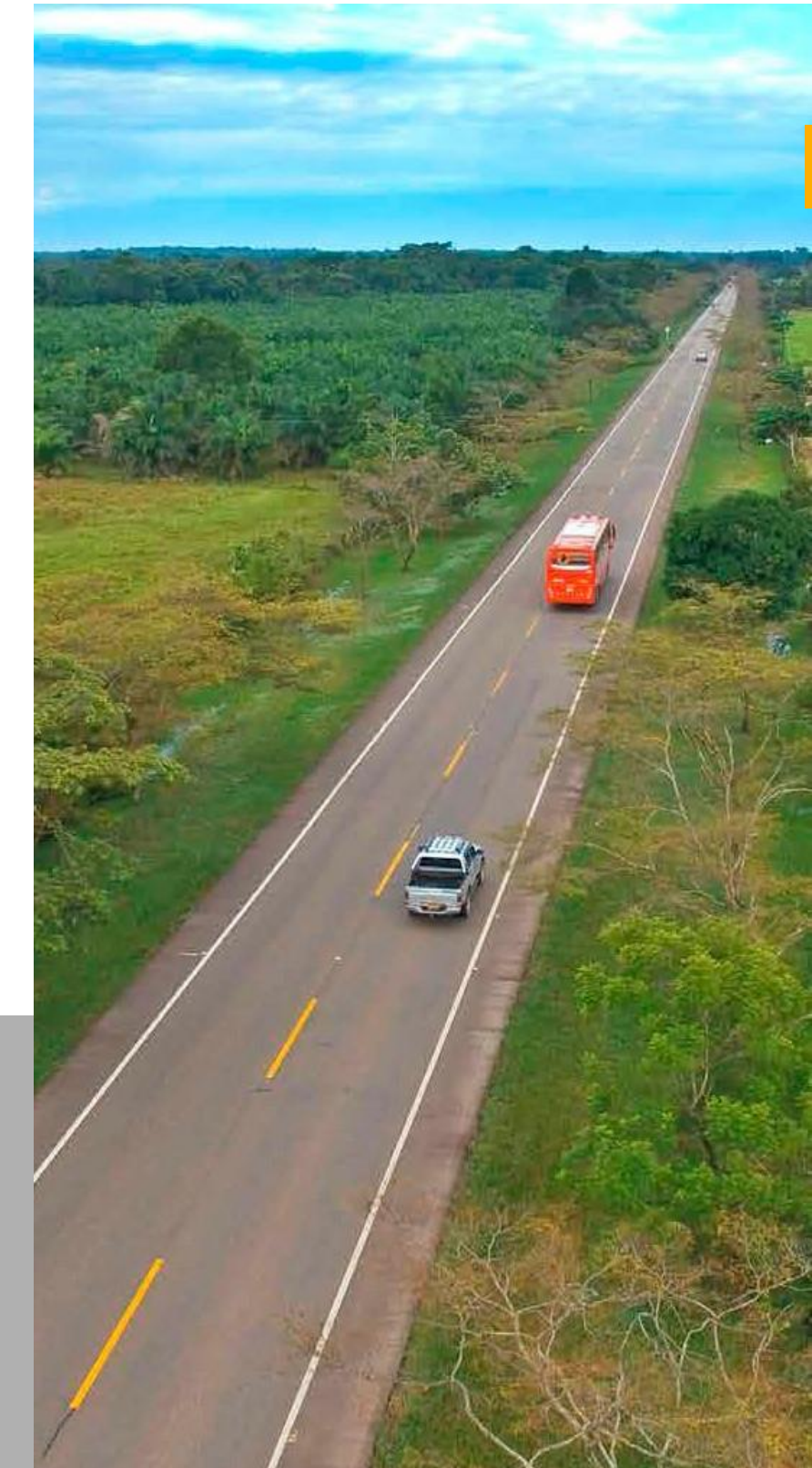
A team of 70 volunteers from the Acacías Mayor's Office, Empresa de Servicios Públicos de Acacías, Grupo Argos, and the National Army's Apoyo Acción Integral y Desarrollo Número 4 Battalion, in collaboration with Concesión Vial de los Llanos, undertook a significant clean-up of the Acacías River.

A girl from Meta learns about Nasa with the support of Odinsa and the concession:

Sofía Lopera Moya from Acacías, Meta, enhanced her STEAM skills and explored NASA's Space Center in Houston, United States, thanks to the support of Odinsa and the concession, highlighting our investment in future generations.

Raising awareness about the care of wildlife species:

In a joint effort with *BioParque Los Ocarros*, a 3D mural featuring a giant anteater, the emblematic animal of Meta, was created to raise awareness and promote the conservation of wildlife species.

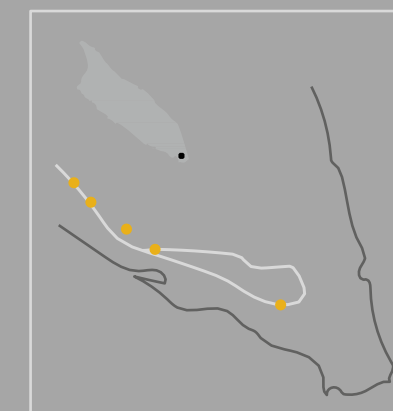


GREEN CORRIDOR

STAKE
100%

The project

Aruba



Caribbean Infrastructure Company executes the contract with the government of Aruba to design, build, finance and maintain the roads on the southwest of the island that make up the Green Corridor.

100%
Infrastructure
Development Progress

37
Kilometers of
rehabilitated roads

12
Kilometers of
bicycle paths

5
Bridges

Annual financial results

Figures in COP million

▲ **33,127**
Total Passenger Traffic in 2022
30,243 in 2021

▼ **2,329**
Net Profit in 2022
3,828 in 2021

▲ **20,637**
EBITDA in 2022
19,103 in 2021

Accumulated results 1st semester 2023

Figures in COP million

▲ **25.329**
Ingresos en 2023
27.161 en 2022

▲ **-33.202**
Utilidad neta en 2023
4.896 en 2022

▲ **-21.262**
EBITDA en 2023
18.661 en 2022

EMPLOYEES

24

24 direct
0 Indirect
25% Women
75% Men

*Figures updated as of June 30, 2023

AIRFIELD

It proposes improvements to the runways and taxiways of Aeropuerto El Dorado, through the implementation of state-of-the-art technology, the expansion of its capacity and improvement of its infrastructure, in compliance with regulations and operational safety, as well as adaptability and resilience to climatic contingencies.

EL DORADO MAX

Initiative for the expansion and improvement of El Dorado's existing infrastructure, as well as the construction of new works to maximize the airport's capacity, in order to meet passenger and cargo demand in the short and medium term and contribute to the competitiveness of the city and the country.

NUEVO AEROPUERTO DE CARTAGENA

This initiative aims to relocate Cartagena's airport to a new facility that is modern, efficient, sustainable, and capable of handling future air traffic demands. It aligns with Cartagena's growth projections and aims to boost various economic sectors, potentially becoming a key multimodal hub in the region and country.





PERIMETRAL DE LA SABANA HIGHWAY

The project aims to promote regional integration, facilitate connectivity and reduce travel time between the north and southwest Bogotá savanna, by improving a road corridor according to the highest environmental, social, quality and safety standards, providing the region with more accessibility and mobility alternatives.

CONEXIÓN CENTRO

A privately funded project to complete the two-lane system in the Eje Cafetero, enhancing connectivity, travel comfort, road safety, and reducing travel times for users. This will strengthen competitiveness in the region and the economies of municipalities close to the project.

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