



Odinsa

CORPORATE PRESENTATION

...



Empresa de concesiones del  GRUPO ARGOS

ABOUT ODINSA

We are a Colombian concession (**PPP**) company that belongs to **Grupo Argos**, dedicated to the **development, financing, and operation of roadways and airports**. We have assets in Colombia, Ecuador, Aruba, and the Dominican Republic. We see ourselves as a platform for regional connectivity and a source of sustainable development.

INFRASTRUCTURE (PPP) COMPANY OF GRUPO ARGOS

- Balance, support and standards of corporate governance.
- We are Grupo Argos' mid-term growth commitment.

ROBUST AND DIVERSIFIED PORTFOLIO OF ASSETS AND PROJECTS

- Structural position of the industry in Colombia and timely stake in profitable assets abroad.
- Proper mix of mature assets and projects that provide stability.
- Assets majority stakes.

LEADER IN ROADWAYS AND AIRPORTS CONCESSIONS IN COLOMBIA*

- Privileged position to benefit from the potential growth of the infrastructure sector.
- Counter-cyclical industry and promoter of economic growth, with institutional structure and state support.

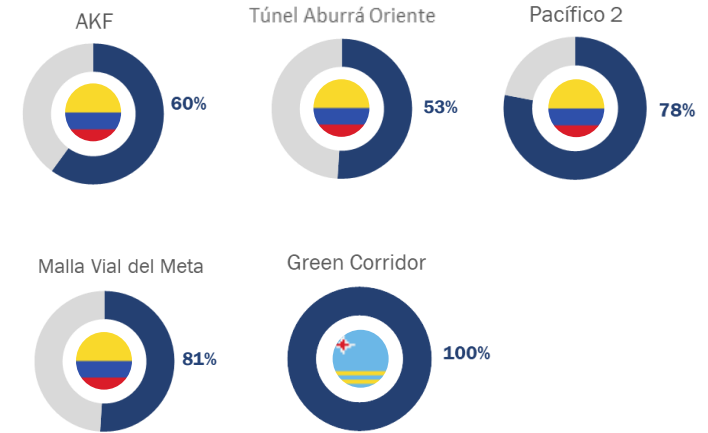
FINANCIAL STRENGTH TO MANAGE RISKS AND TO GROW

- Strategic position, financial strength and deep knowledge of the industry and region.

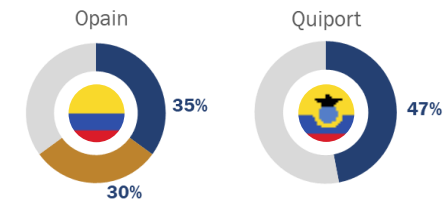
A ROBUST PORTFOLIO MADE UP BY ROADWAYS AND AIRPORTS



ROADWAY CONCESSIONS



AIRPORT CONCESSIONS



● Odinsa ● Grupo Argos ● Other

HIGH STANDARDS OF CORPORATE GOVERNANCE

Sustainability as a part of our strategy allows us to drive the generation of shared value, that is, for our stakeholders and for the company.

- We made progress in terms of balance by developing road and airport projects in balance with the environment and the rights of people.
- We left our mark by becoming allies of local development.
- We took advantages of opportunities, which challenges us to learn, thus ensuring competitiveness on the market.
- Solid investment makes us the best option.



CODES

- Code of Good Governance
- Code of Business Conduct.

POLICIES

- Fraud, bribery and corruption risk management policy
- Self-regulation and money laundering and financing of terrorism risk management policy
- Policy for relations between related companies
- Data protection policy
- Gifts and tokens of appreciation policy

MEDIA

- Transparency line
- Annual statement of potential sources of conflict of interest

ODINSA AND CONCESSIONS 2021

STRATEGIC PARTNERSHIP

Partnership with Macquarie Asset Management, one of the most important investment funds worldwide, to create the infrastructure investment platform Odinsa Vías.

COMPLIANCE

Inauguration of 100% of the works of Conexión Pacífico 2, delivering the first 4G road in Antioquia and the third in the country: 96.5 km with an investment of close to COP 1.3 trillion.

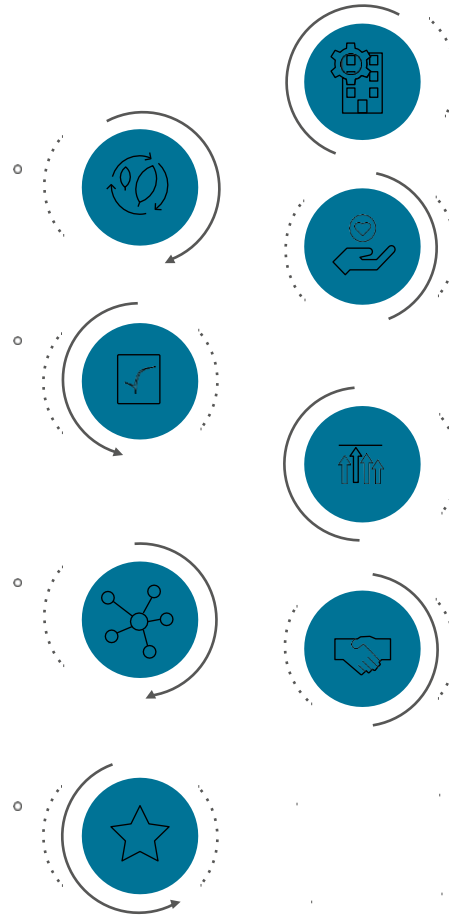
COMPETITIVENESS

Definition of a new scope for reactivating our Malla Vial del Meta project, along with the National Infrastructure Agency: 267.4 Km of roads.

SUSTAINABILITY

We are the first company in Colombia with validated science-based targets to contribute to mitigating climate change by Science Based Targets®.

Our goals: to reduce 60% of scope 1 and 2 emissions by 2030 (fuel consumption and electricity consumption) and 15% of scope 3 emissions (generated by the value chain).



SUSTAINABLE INFRASTRUCTURE

El Dorado: the first airport in the world to receive the highest Platinum LEED Certification, granted by the U.S. Green Building Council.

EFFICIENT MANAGEMENT

Refinancing the debt in dollars of Conexión Pacífico 2, amounting to USD 260 million, with four well-known international financial institutions that ratify their trust in Colombia.

TRUST

Bond issuance for Túnel Aburrá Oriente: the first bond issuance in Colombian pesos intended for the Colombian capital market amounting to COP 700 billion through the Colombian Stock Exchange.

USER EXPERIENCE

Aeropuerto Mariscal Sucre was recognized by Skytrax as the Best Airport in South America, the cleanest in South America, the best airport in the world (in the category of less than 2 million passengers) and the best regional airport in South America. El Dorado obtained the following recognitions: The best airport staff in South America and airport excellence for applying biosafety protocols.

An aerial photograph of a two-lane asphalt road that curves through a verdant, hilly landscape. The road is flanked by dense green trees and vegetation. In the upper left, a small cluster of houses with red and grey roofs is visible. The road continues into the distance, where more vehicles can be seen. The overall scene is bright and sunny, with vibrant green foliage.

OUR PROJECTS

OUR PROJECTS

2 AIRPORT
CONCESSIONS

5 ROAD
CONCESSIONS

1

CONSTRUCTION

4

OPERATION AND
MAINTENANCE

ROAD CONCESSIONS



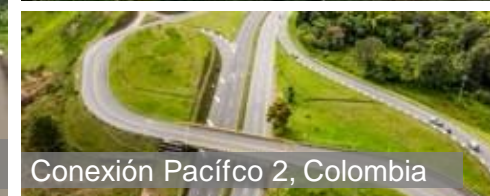
Green Corridor, Aruba



Malla Vial del Meta,
Colombia



Autopistas del Café, Colombia



Conexión Pacífico 2, Colombia



Túnel Aburra
Oriente, Colombia

AIRPORT CONCESSIONS



El Dorado, Colombia



Mariscal Sucre, Ecuador

Non-controlling interests in Mariscal Sucre (Quito) and El Dorado (Bogota) airports.

AUTOPISTAS DEL CAFÉ

SHARE
59.7%

CURRENT
PROJECTS

 **249**
kilometers
of single lane

 **7**
roundabouts

 **60.4**
kilometers of two
lane roads

 **4**
speed bumps

 **5**
pedestrian
bridges

 **92**
bridges

 **1**
tunnel

 **4**
viaduct

 **249**
kilometers of
rehabilitated roads

THE PROJECT

Located in Risaralda,
Quindío



 **256**
total kilometers

Autopistas del Café, the concession that brings together the departments of Caldas, Risaralda, Quindío and Valle del Cauca through 256 km of high-quality-infrastructure roads, crosses the most beautiful landscapes and the coffee-growing culture diversity of the Western part of the country, considered today intangible cultural heritage and the country's second tourist destination.

RECOGNITIONS

» Delivery of the Industriales Bridge three months ahead of schedule.

» The works of the addendum are progressing to satisfaction: the Jazmín intersection, Tarapacá I and II roads, and second lane of the Tarapacá II road.

» The concession reached record traffic of 50,000 vehicles

» Local artists made a mural at the Industriales Bridge to pay homage to victims and peace.

CONEXIÓN PACÍFICO 2

SHARE
78.9%

CURRENT
PROJECTS

THE PROJECT

Located in Antioquia, Colombian coffee growing axis, Valle del Cauca and Pacific coast (Colombia)



96.5
total kilometers

(102-2) (102-6) (102-7)) Concesión La Pintada manages this Fourth Generation project that involves construction of the new La Pintada-Bolombolo road and rehabilitation of the La Pintada-Primavera road. It is also responsible for maintenance and operation of these roads. It will connect the north of the country with Antioquia, the Coffee-growing Triangle, Valle del Cauca and the Pacific coast.

- » Third 4G project delivered in the country and first in Antioquia.
- » Antioquia Engineering Award granted by the Antioquia Society of Engineers and Architects (SAE, for the Spanish original).
- » Delivery of the Golden Seal for Good Road Safety Practices by the Secretary of Mobility of Bogotá.
- » Successful refinancing in the amount of USD 260 million with four important international financial institutions

OPERATIONS CONTROL CENTER

A place for community use with several areas to perform social, cultural and pedagogical activities, marking a milestone in 4G projects in the country.

ICONTEC ISO CERTIFICATION IN ROAD SAFETY

First and only concession in Colombia that receives this certification for the implementation of high-level infrastructure and promoting road safety.

FEATURED PROGRAMS

Creation of the Habitat Bank, Alianza Cartama Sostenible (Sustainable Cartama Partnership), Bottles for Life, Tropical Dry Forest Research Center..

42.5
kilometers of construction

9
speed breakers

39.5
kilometers of two-lane roads

42
bridges

54
kilometers of rehabilitated roads

2
roundabouts

1
viaduct

1
tunnel

TÚNEL ABURRÁ ORIENTE

SHARE
52.6%

CURRENT
PROJECTS

 **55**
kilometers of
open sky
road

 **1**
roundabout

 **10.7**
kilometers of
two-lane
roads

 **2**
tunnels

 **10.7**
kilometers of
rehabilitated roads

 **4**
viaduct

 **1**
pedestrian
bridge

THE PROJECT

Located in Aburrá Oriente,
Colombia



 **75**
total kilometers

The Concesión Túnel Aburrá Oriente es in charge of the construction, operation and maintenance of Túnel Aburrá Oriente which connects the Aburrá and San Nicolás valleys in Antioquia.

Additionally, it is responsible for road operation and maintenance: Palmas bypass, Santa Elena and Las Palmas two-lane road.

RECOGNITIONS

» The first bond issuance in Colombian pesos intended for the Colombian capital market amounting to COP 700 billion through the Colombian Stock Exchange to finance these types of infrastructure projects.

» Conclusion of resurfacing 2.76 kilometers of the Sajonia – Airport road.

» Conclusion of the rehabilitation of the Las Palmas two-lane road, finishing the work with 10 km of the ascent road.

MALLA VIAL DEL META

SHARE
51%

CURRENT
PROJECTS

 **26**
kilometers of
two-lane roads

 **10**
speed breakers

 **265**
kilometers of
rehabilitated roads

 **52**
bridges


 **11**
kilometers of
bicycle lanes

 **1**
roundabout

THE PROJECT

Located in Meta
(Colombia)



 **267.5**
total kilometers

Concesión Vial de Los Llanos executes this project including studies, design, financing, construction, operation, maintenance, social and environmental management in the department of Meta. The set of roads that make up these projects aims at contributing competitiveness and development to the department of Meta.

RECOGNITIONS


» The project was reactivated in August after an agreement was made with the National Infrastructure Agency (ANI, for the Spanish original). Work began in two specific sections: close to the Guayuriba 51% River and at the Yucao Bridge.

GREEN CORRIDOR

SHARE
100%

CURRENT
PROJECTS

 **6**
kilometers of
two-lane
roads

 **8**
speed bumps

 **41**
kilometers of
rehabilitated roads

 **4**
bridges

 **6**
kilometers of
bicycle lanes

 **6**
roundabouts

 **1**
pedestrian
bridges

THE PROJECT

Located in Aruba



 **41** total
kilometers

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

FULFILLMENT OF INDICATORS

In spite of the restrictive conditions, as a result of the pandemic, all availability indicators have been fulfilled. The credit contract's covenants were also fulfilled.

AEROPUERTO EL DORADO

SHARE*
65%

CURRENT
PROJECTS

AIRLINES

 **29**
passengers

 **21**
cargo

 **5**
nationals

 **23**
internationals

 **577,733**
tons of cargo per
year

DESTINATIONS

 **46**
internationals

 **42**
nationals



THE PROJECT

Located in Bogotá,
Colombia



Opain S. A. manages and operates Colombia's main airport, and also works on its maintenance, expansion and modernization.

TRAFFIC

Millions of passengers



2020 **10.81**

▼ -69.2%

2019 **35.06**

National

2020 **7.82**

▼ -66.9%

2019 **23.68**

International

2020 **2.99**

▼ -73.8%

2019 **11.38**

RECOGNITIONS

» Confirmation of BB+ rating from Fitch Ratings.
» Airport with the best staff in South America, and recognition for airport excellence from Skytrax.

» First airport in the world with Platinum LEED Certification, granted by the Green Building Council of the U.S. A.

» Award for Energy Efficiency granted by ACI to airports of Latin America and the Caribbean.

» Equipares Silver Seal Certification, which recognizes the correct implementation of the Gender Equality Management System.

AEROPUERTO MARISCAL SUCRE

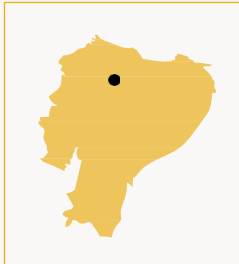
SHARE
46.5%

CURRENT
PROJECTS



THE PROJECT

Located in Quito,
Ecuador



The Corporación Quiport S.A. is the concession holder responsible for construction, management, operation and maintenance of the Quito Airport, which in addition to connecting Ecuadorians with the world, enables adequate management of shipments of flowers, one of the country's main exports.

TRAFFIC

Millions of passengers



2020 **1.55**

▼ -69,69%

2019 **5.11**

National

2020 **0.799**

▼ -70%

2019 **2.71**

International

2020 **0,748**

▼ -68%

2019 **2.4**

RECOGNITIONS

» Best airport in Latin America and the Caribbean in the category of 5 to 15 million passengers, recognized by Airports Council International.

» Renewal of the Airport Health Accreditation by Airports Council International.

» Renewal of the Passenger Services Accreditation level 3 by ACI.

» Skytrax awards as the best airport in South America, cleanest airport in South America, best airport in the world (in the category of less than 2 million passengers) and best regional airport in South America.

» Quito Sostenible Environmental Award delivered by the Municipality of the Metropolitan District of Quito.

AIRLINES



16
passengers



13
cargo



4
nationals



12
internationals



234,273
tons of cargo per
year

DESTINATIONS



11
nationals



17
internationals

PROJECTS IN STRUCTURING PHASE

CAMPO DE VUELO

Current stage: Feasibility submitted
COP 1.4 trillion investment

This initiative proposes improvements on existing runways and taxiways at Aeropuerto El Dorado, implementing cutting-edge technology with a sustainable focus, expanding its capacity and improving its infrastructure, all in compliance with regulations and operational safety, as well as adaptability and resilience to climate contingencies.

BOGOTÁ AIRPORT SYSTEM

Current stage: Feasibility

This initiative is proposed as the most efficient solution to maximize use of the current terminal at Aeropuerto El Dorado, through its expansion and inclusion of improvements, for a step-by-step increase in capacity to cover expected demand over the next 30 years.

NUEVO AEROPUERTO DE CARTAGENA

Current stage: Feasibility

USD 800 million investment
Private initiative with investment of over USD 800 million to finance, design, build, operate and maintain a new airport in Cartagena, with capacity to cover passenger demand for the next 30 years.

PERIMETRAL DE LA SABANA HIGHWAY

Current stage: Feasibility
COP 985 billion investment

This private initiative project without public resources seeks to promote the regional integration of the north with the center and south of the Bogotá savanna by renovating, improving, operating and maintaining a 56-kilometer road corridor (90% on existing roads), with a design consistent with the current use of the land and the economic vocation of each municipality.

CONEXIÓN CENTRO

Current stage: Feasibility
COP 1.920 trillion investment

Private initiative project without public resources that will improve the connectivity in the Colombian coffee growing axis upon completing the two-lane road system, contributing to greater comfort, better road safety and less travel time for users.
This will strengthen competitiveness in the region and the economies of municipalities close to the project.



Contactos



Empresa de concesiones del  GRUPO ARGOS

Pablo Arroyave Fernández

Financial VP

parroyave@odinsa.com

Nicolás Valencia Posada

Financial planning and treasury manager

nvalencia@odinsa.com

Juanita Toro Gómez

Financial planning leader

juanita.toro@odinsa.com





Odinsa

CORPORATE PRESENTATION

...



Empresa de concesiones del  GRUPO ARGOS