



# FINANCIAL RESULTS

2020 fourth quarter

Medellín, Colombia, March 1, 2021

4Q20 reflected very positive financial results: EBITDA margin was 63,5% and net income increased by 46,7% versus 4Q19. ISA's financial performance was outstanding for all of 2020, and in the fourth quarter it exceeded income levels compared to the previous period, for the fourth year in a row.

EBITDA margin reached 64,6% and net income increased by 25,7% compared with 2019.

Additionally, ROE reached 15,6%, one of the highest in ISA's history.

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## MESSAGE FROM THE COMPANY

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2020 was one of the most challenging years in recent decades for all of us. It made us more aware of our vulnerability as human beings, demonstrated the deep connection that exists between us, and showed us how our actions, no matter how small, affect the world. The pandemic situation emphasized how important it is for us as a business to prioritize the welfare of our employees and their families, and to maintain the operations of our business units, which are essential to mitigate impacts on the health, economy, and general wellbeing of society.

Additionally, the pandemic has been an appeal for us to accelerate and strengthen digital transformation throughout all of the Company's processes and to continue leveraging innovation as the only pathway towards ensuring corporate sustainability. This is accompanied by a stronger adaptive capacity, work online, and flexibility towards change. These strengths have allowed us obtain very positive results amid such a complex situation.

Despite the circumstances, the quarterly as well as the annual financial results reflect our commitment, learning capacity, and rapid adjustment to this new reality. Today we are proud to present one of the strongest balance sheets in ISA's history, where the nature of the businesses we operate, the management of projects, and the correct corporate decisions also played a crucial role in this accomplishment.

To comply with the ISA2030 strategy, we achieved particularly important milestones during the year. In Colombia, we entered the road business through the acquisition of Concesión Costera Cartagena Barranquilla, thereby increasing ISA's operating infrastructure by 1.053 km; and via the incorporation of INTERCONEXIONES VIALES, a Chilean company that supported us in reaching an alliance with Construcciones El Cóndor, to be able to participate in public tenders and private infrastructure projects in Colombia and Peru, where ISA holds a 65% stake.

As for the Energy Transmission business unit, five energy transmission projects entered into operation in Brazil, Chile, Colombia, and Peru, expanding our infrastructure to 47.358 km and 95.720 MVA. ISA was also awarded eight energy transmission projects in Colombia, Peru, and Brazil, and we acquired 100% of the shares of Orazul Energy Group, which will cover 746 km of circuit. Furthermore, through ISA CTEEP, our affiliate, we entered into an agreement in Brazil to acquire 100% of the shares of Piratininga-Bandeirantes Transmissora de Energia (PBTE). In terms of the decarbonization of the Colombian energy sector, ISA was the first company in the real sector to issue green bonds in the stock exchange market. ISA also inaugurated a solar plant at its headquarters in Medellín, Colombia, that supplies part of the energy required in our

headquarters but is also used to conduct research on distributed energy resources in a Company-Academy-State alliance to develop an integral proposal that will transform the Colombian energy sector.

Finally, in for the Telecommunications business unit, through INTERNEXA, we strengthened the services that support our customers' digital transformation processes. Additionally, we gained access to two additional Internet Exchange Points (IXP): Amsterdam and London, making us present in five of the ten most important IXPs in the world.

All these accomplishments would have been impossible without the effort and commitment of our approximately 4.000 employees, or without the trust and accompaniment of our stakeholders. At ISA, we will continue to generating development and progress for the people we impact through our operation. Our commitment goes beyond profitability and efficiency of operations. ISA firmly believes that we must strive to be the change that the world needs, thus we will spare no effort to continue generating Sustainable Value.

## CONSOLIDATED FINANCIAL RESULTS

**ISA S.A. E.S.P. (BVC: ISA; OTC: IESFY)** ("ISA" or "the Company"), a multi-Latin company engaged in the Energy Transmission, Road Concessions, and Telecommunications and ICT business units, announced its financial results for the fourth quarter of 2020:

Financial results for the **fourth quarter of 2020** compared with those for the same period of the previous year, demonstrate the following:

- Operating revenues for the quarter were COP 3,0 trillion, a 34,5% increase.
- EBITDA was COP 1,9 trillion, a 38,4% increase. EBITDA margin was 63,5% and 71,4% excluding construction.
- ISA's net income reached COP 646.500 million, which represented a 46,7% increase. Net margin was 21,4% and ROE as of December reached 15,6%.
- At the end of the year, assets reached COP 54,0 trillion, representing an increase of 10,7% versus the end of the previous year. New investments reached COP 4,9 trillion.
- Consolidated financial debt reached COP 22,8 trillion, 26,1% higher than the figure reached in 2019. The Debt/EBITDA and Net Debt/EBITDA indicators closed at 3,7x and 3,0x, respectively, maintaining the levels needed to keep the current credit rating.

The accumulated amount **for December 2020**, compared with the whole 2019, shows the following:

- Operating revenues reached COP 10,2 trillion, an increase of 24,9%.
- EBITDA was COP 6,6 trillion, an increase of 24,4%. EBITDA margin was 64,6% and 75,3%, excluding construction.
- Net income was COP 2,1 trillion, 25,7% higher than the figure reached in 2019. Net margin was 20,3% and ROE was 15,6%, one of the best results in ISA's history. These figures reflect ISA's purpose to grow profitably and sustainably, capturing efficiencies in order to permanently improve its performance and competitiveness.

## Consolidated financial results

### Fourth quarter of 2020

FIGURES IN COLOMBIAN PESOS

During the fourth quarter of 2020, the following events explain the main variations with respect to the same period of the previous year:

- The change in the accounting treatment of the contractual asset due to the enforcement of the statement issued by the Securities and Exchange Commission of Brazil (CVM), which requested, to ISA and its companies:
  - a. To recognize the construction margin for each concession month by month, which was previously recognized at the time of the operation start-up.
  - b. To alter the discount rate of the concession, from regulatory WACC to an implicit rate for each concession contract.

The aforementioned impacted EBITDA for COP 291.838 million, COP 301.984 million on results of jointly controlled companies, and COP 199.579 million on ISA's net income.

- The entry into operation of 4 energy transmission projects in Colombia, Chile, Brazil, and Peru, which generated annual revenues of USD 14 million (COP 51.678 million).
- The acquisition of 100% of shares of the Concesión Costera Cartagena Barranquilla (COSTERA) for COP 531.454 million in October, which represented an asset consolidation of COP 3,0 trillion and debt for COP 2,2 trillion, and will represent annual revenues of COP 250 billion.
- Dividends and "Juros" on equity capital declared by ISA CAPITAL DO BRASIL and ISA INVESTIMENTOS E PARTICIPAÇÕES of COP 125 billion and COP 53 billion, respectively.
- Payment of the second dividend tranche to shareholders of ISA for COP 373.841 million.

For the previous quarters, the following events are important to mention:

- The purchase of 100% of shares of ORAZUL ENERGY GROUP, owner of ETENORTE and ETESELVA, in August. Concessions are in perpetuity and represent annual revenues of approximately USD 13 million (COP 47.987 million).
- Land lot negotiations by ISA CTEEP for COP 111.376 million, to increase its value generation through efficient asset use. The effect on ISA's net income was COP 39.893 million in 2Q20.
- The entry into commercial operation of Itaquerê in September, eleven months earlier than estimated, which generated construction efficiency gains for COP 91.656 million. Annual revenues of this concession reached USD 14 million (COP 51.678 million).

Other events, unique for this period, also explained the main variations with respect to the same period of the previous year:

- The Periodic Tariff Review (RTP) and adjustments of the Basic Network of the existing System (RBSE), which represented additional revenues of COP 1,1 trillion and income of COP 250.633 for ISA.
- The recognition of the Ke (cost of own capital) of the RBSE in 2Q20, which represented additional monthly cash of BRL 50 million for ISA CTEEP (approximately COP 36.600 million) until July 2023.

## 1. Macroeconomic scenario

Financial Statement Exchange Rates							% Accumulated inflation			
Rates	2020	2019	Var. %	2020	2019	Var. %	Indicator	2020	2019	Var.
	Closed at			Average						
COP / USD	3.432,5	3.277,1	4,7	3.691,3	3.282,4	12,5	IPP COL	1,7	4,7	-3,0
REAL / USD	5,2	4,0	28,9	5,2	4,0	30,7	IPC COL	1,6	3,8	-2,2
CLP / USD	711,0	748,7	-5,0	788,5	700,1	12,6	IGPM BRL	23,1	7,3	15,8
COP / REAL	660,5	813,0	-18,8	715,3	831,4	-14,0	IPCA BRL	4,5	4,3	0,2
COP/ CLP	4,8	4,4	10,3	4,7	4,7	-0,2	IPC Chile	3,0	3,0	0,0

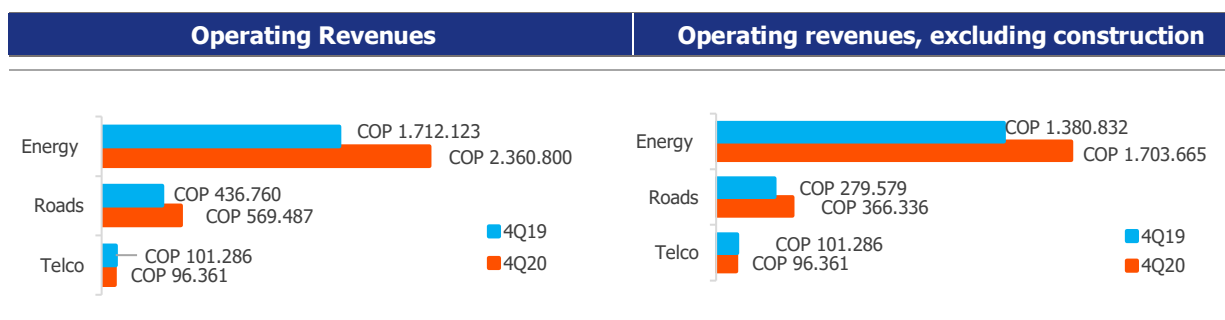
## 2. Income Statement

### Revenues

In 4Q20, operating revenues, which include construction and operating revenues, reached COP 3,0 trillion, 34,5% higher than the figure reached in the same period of 2019 (see Table 1). This variation was mainly due to the entry into operation of energy transmission projects, the consolidation of ORAZUL ENERGY GROUP and COSTERA, and the increase in the construction activity level in the Peru, Brazil, and Chile concessions. The increase also includes the application of the statement issued by the CVM regarding the accounting treatment of the contractual asset at ISA CTEEP and its companies, as mentioned above.

Construction revenues in 4Q20 reached COP 860.286 million, 76,1% higher than the figure reached in 2019, due to these factors:

- Incorporation of the construction margin at ISA CTEEP and its companies, due to the enforcement of the statement issued by the CVM regarding the accounting treatment of the contractual asset (COP 349.668 million).
- Higher construction activity levels in Peru, Brazil, and Chile (COP 99.963).
- Construction in COSTERA (COP 26.980 million).
- Higher construction efficiencies in Brazil in 4Q19 (COP 104.797 million)



Figures in COP millions

Operating revenues in 4Q20 were COP 2,2 trillion, 23,0% higher than the figure reached in the same period of the previous year.

Energy Transmission: 23,4% increase in revenues (COP 322.833 million) versus 4Q19 due to:

- RTP calculation update and adjustments of the RBSE, the enforcement of the pronouncement issued by the CVM at ISA CTEEP and its companies, and the modification of the discount rates of the contractual asset (COP 186.391 million);
- Inflation adjustment update of the Broad Consumer Price Index (IPCA<sup>1</sup>) at ISA CTEEP and its companies (COP 179.801 million);
- Entry into operation of projects since late 2019 (COP 17.044 million), particularly: Expansion 20 (Peru); Ocaña Substation Second Transformer (Colombia); Cardones, Maintecillo, and Pan de Azúcar Substations Second Bank (Chile); Ternium – Sabanalarga Connection (Colombia); Sogamoso and San Antonio Substations Third Transformer (Colombia);
- Higher revenues from ORAZUL ENERGY GROUP (COP 10.738 million);
- Positive effect of macroeconomic variables (Representative Market Exchange Rate -TRM- and Producer Price Index -IPP-) in Colombia for COP 6.273 million.

Road Concessions: 31,0% increase in revenues (COP 86.757 million) due to the acquisition of 100% of COSTERA (COP 68.693 million) and higher revenues from maintenance of concessions in Chile (COP 12.145 million).

Telecommunications and ICT: 4,9% decrease in revenues (COP 4.925 million) versus the same quarter of the previous year. This variation was due to the sale of fiber optics at INTERNEXA CHILE in 4Q19. Excluding this event, revenues grew by 5,7% (COP 5.215 million), due to higher sale of capacity in Colombia, Perú, Chile, and Argentina.

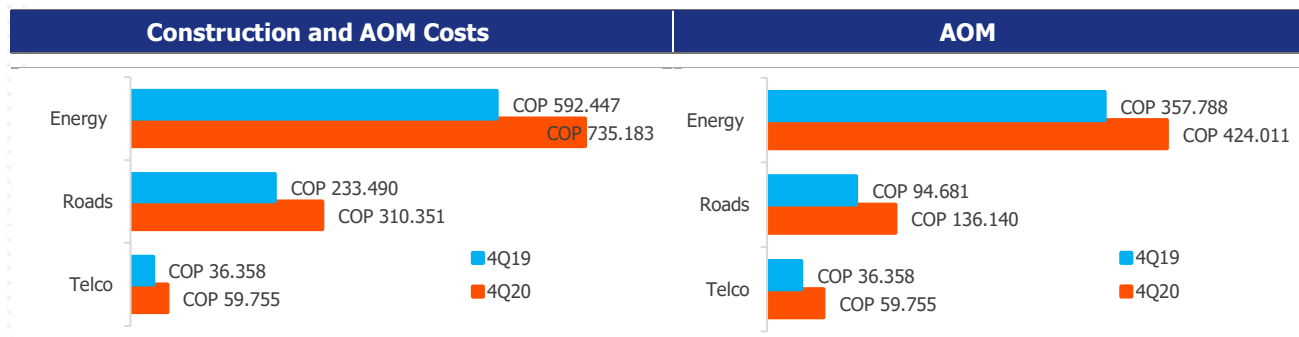
**In the accumulated amount for 2020**, construction revenues reached COP 2,2 trillion, a 55,6% increase versus the previous year, and operating revenues reached COP 8,0 trillion, a 18,5% increase when compared with the figure obtained in 2019.

<sup>1</sup> IPCA (Broad Consumer Price Index): Índice Nacional de Preços ao Consumidor Amplio.



## Operating costs: Construction costs + AOM expenses

In 4Q20, operating costs reached COP 1,1 trillion, 28,2% higher than the figure reached in the same period of 2019 (see Table 2). This variation represented the net effect of increased levels of construction activity for COP 87.232 million, the incorporation of COSTERA and ORAZUL ENERGY GROUP's operations (COP 40.910 million), and the entry into operation of projects.



Figures in COP millions

During the quarter, construction costs increased by 30,0% due to the acquisition of COSTERA (COP 24.682 million) and higher levels of construction activity in Peru (COP 77.950 million), particularly in the Coya-Yana Project. Higher road investments in Chile and energy investments in Brazil are also important to mention.

AOM was COP 619.906 million for the quarter, a 26,8% increase versus the same period of 2019. By business unit, the behavior is the following:

Energy transmission: 18,5% increase (COP 66.223 million) from the consolidation of ORAZUL ENERGY GROUP, the entry into operation of new projects, and research related to Company growth.

Road Concessions: 43,8% increase (COP 41.459 million) versus 4Q19, due to the consolidation of COSTERA (COP 13.821 million). This was added to higher insurance costs and toll management services, and the adoption of safety measures, due to the COVID-19 pandemic for COP 15.162 million. The variation also included the execution of the conservation and major maintenance plans in concessions in Chile for COP 10.715 million, which have their corresponding revenue.

Telecommunications: 64,6% increase in AOM (COP 23.397 million) versus 4Q19 due to the reclassification of leases for the whole year in 4Q19, which went from AOM expenses to depreciations and financial expenses in the application of IFRS 16.



**In the accumulated amount for 2020**, construction costs reached COP 1,6 trillion, a 70,4% increase, mainly due to the construction activity related to COSTERA beginning in 4Q20 and to the progress of projects in Brazil, Peru and Chile.

Accumulated AOM was COP 2,0 trillion, 3,6% higher than the figure reached in 2019. It is important to highlight that the Company is constantly working on and committed to the efficient management and rigorous control of AOM expenses. As evidenced by AOM growth (3,6%) was below the increase in operating revenues (18,5%).

## EBITDA

In the light of the above, EBITDA for the **fourth quarter** reached COP 1,9 trillion, an increase of 38,4% versus the same period of the previous year. Operating EBITDA margin (excluding construction) was 71,4% vs. 72,3% in the October-December 2019 period, due to a base effect of the incorporation of the COSTERA results in the revenues and construction costs and the efficiencies and the construction margin of Brazil, without which the margins remain constant. Total EBITDA margin was 63,5% vs. 61,7% in 4Q19.

**In the accumulated amount**, EBITDA was COP 6,6 trillion, 24,4% higher than the figure reached in the previous year. Operating EBITDA margin (excluding construction) was 75,3% vs. 71,8% in 2019. Total EBITDA margin was 64,6% and remained constant with respect to 2019.

## Equity method

**In 4Q20**, the equity method was COP 399.986 million, COP 357.253 million more than in 4Q19, mainly due to the recognition of the construction margin in concessions and the change in discount rates of the contractual asset (COP 301.984 million) at companies where CTEEP has joint control. This variation also included higher results in TAESA due to the General Market Price Index (IGPM)<sup>2</sup> update of revenues.

**In the accumulated amount as of December**, the equity method provided COP 519.366 million, COP 305.638 million more than in 2019 due to the same reasons of the quarter.

## Operating income

Operating income for **4Q20** was COP 2,1 trillion, 65,3% higher than the figure reached in the same period of 2019. Besides the aforementioned reasons, the variation included the following:

- Higher depreciation and amortization of new companies and projects that entered into operation (COP 48.747 million).

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<sup>2</sup> General Market Price Index

- Higher revenues from the allocation adjustment of the purchase price of COSTERA's assets (COP 39.112 million).
- Higher expenses at RUTA DEL BOSQUE (COP 42.369 million) due to the financial asset adjustment as a result of the payments made to the Ministry of Public Works (MOP) upon termination of the concession in September, as it reached the revenues defined in the Revenue Distribution Mechanism (MDI).
- Higher revenues at ISA Colombia in 4Q19 from the sale of assets of the Betania Substation (COP 14.048 million).

The operating margin for the quarter reached 68,8% vs. 56,0% in 4Q19; excluding construction, the margin is 78,8% vs. 65,0%.

**In the accumulated amount**, operating income reached COP 6,2 trillion, 30,9% higher than the figure reached in 2019. The variation also includes the relevant effects of previous periods, which were mentioned at the beginning of this report. For the full year, the operating margin was 61,1% vs. 58,3% in 2019; excluding construction, 70,8% vs. 63,7%.

## Net financial expenses

**In the fourth quarter**, financial expenses were COP 443.049 million, 46,9% higher than the figure reached in 4Q19. The variation was mainly due to higher exchange rate expenses of COP 63.505 million, originated from foreign currency accounts payable, loans between related companies, and COSTERA's higher financial expenses for COP 41.546 million.

**In the accumulated amount**, financial expenses were COP 1,4 trillion, 13,2% higher than the figure reached in 2019 due to higher interest (COP 72.526 million) given the increase in indebtedness to finance the Company's growth, plus higher expenses due to foreign exchange differences for COP 85.994 million.

## Income tax

Given the improved results between October and December 2020, income tax was COP 247.189 million, 77,6% higher than the figure reached in the same period of 2019. At an accumulated level, higher income also generated a 39,0% tax increase.

## Net Income

Net income for **4Q20** was COP 646.500 million, which represents a 46,7% increase versus the same period of 2019. These solid results were due to higher revenues for the reasons mentioned above. The net margin for the period was 21,4% vs. 19,6% in 4Q19.

**In the accumulated amount**, net income was COP 2,1 trillion, 25,7% higher than the figure reached in 2019, exceeding, for the fourth consecutive year, income for the previous period. Net margin was 20,3% and remained constant with respect to the previous year.

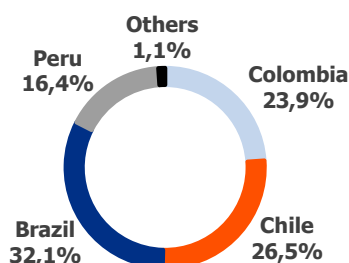
Thanks to ISA's natural hedging strategy, where each company seeks to incur debt in the same currency as revenues, the effect of exchange rate variations on net income was only -5,4% for the quarter and -2,1% for the whole year, thus confirming the strategy's.

### 3. Balance Sheet

#### Assets

Assets reached COP 54,0 trillion, 10,7% higher than the figure reached in December 2019, due to the Company's growth through new projects in Colombia, Peru, Chile, and Brazil; the consolidation of ORAZUL ENERGY GROUP and COSTERA; and higher cash from debt disbursements. This variation was also due to the increase in the contractual assets at ISA CTEEP and its companies, as a result of the effect of the Periodic Tariff Review, adjustments of the, and the enforcement of the statement issued by the CVM.

Assets breakdown by country



#### Liabilities

Consolidated liabilities reached COP 33,9 trillion, 22,4% higher than the figure reached in 2019 due to the consolidation of liabilities of acquired companies and increased funding requirements to address growth.

Liabilities by country are: 29,9% Colombia, 29,5% Chile, 21,4% Brazil, 19,1% Peru, and 0,1% other countries.



## Minority interest

Minority interest was COP 7.0 trillion, 19,4% lower than in December 2019, mainly due to the COP 3,4 trillion revaluation of the Colombian peso against the Brazilian real, which was partially offset by higher results in Brazil and Peru.

## ISA's Equity

ISA's equity reached COP 13,2 trillion, 5,8% higher than the figure reached in 2019; that is, COP 725.599 million. The variation was the net result of higher income, dividends defined at the General Shareholders' Meeting of 2020, and a negative exchange rate effect from investments in Brazil due to the revaluation of the Colombian peso against the Brazilian real (-18,8%).

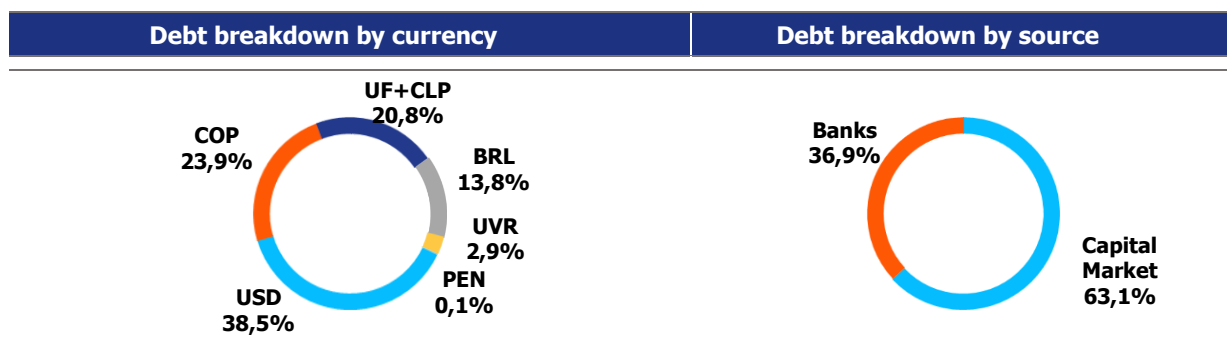
## 4. Cash flow

As of December 2020, there was a cash surplus for COP 1,3 trillion when compared with 2019. This change was the net result of a cash surplus at the beginning of the period for approximately COP 1,0 trillion, a positive exchange rate effect for COP 3,2 trillion, and higher net financing for COP 1,5 trillion, which allowed to honor higher operating payments for \$ 1,3 trillion and higher investments in assets and companies for COP 2,9 trillion could be covered.

The final cash balance was COP 3,8 trillion, of which 14,3% correspond to resources of Individual ISA.

## 5. Debt

As of December, the consolidated financial debt reached COP 22,8 trillion, which is equivalent to USD 6.630 million, representing an increase of 26,1% when compared with December 2019. This variation was due to a net debt increase of COP 4,3 trillion, including COSTERA's COP 1,6 trillion debt, plus the exchange rate effect of COP 377.473 million (see detail in Tables 3 and 4).



Debt/EBITDA, Net debt <sup>3</sup>/EBITDA, and EBITDA/Financial expense indicators in December were: 3,7x, 3,0x, and 5,0x, respectively, with the adequate levels to maintain the current credit rating.

In August, as part of its comprehensive sustainability strategy, ISA issued its first green bonds in Colombia for COP 300 billion. The operation generated a demand of 2,5x the amount bid. Proceeds will be used to finance the connection of non-conventional renewable energies to the National Interconnected System.

Consorcio Transmantaro S.A. reactivated the issuance of 2019 international green bonds for USD 200 million under Rule 144A/Reg S, New York law. Demand was 5,5x and the resources will finance the Coya-Yana Project.

## 6. Investments and projects

### Investments

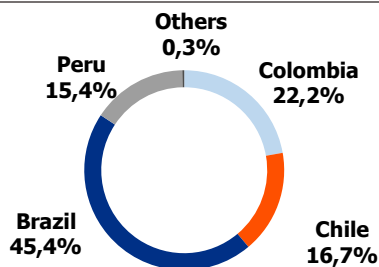
In the fourth quarter, investments reached COP 1,5 trillion, which were mainly used in the construction of energy transmission projects and works corresponding to the Road Concessions business unit in Chile. In addition, during the quarter, the investment in COSTERA, Colombia, was recorded. This acquisition was made through ISA INTERVIAL Chile. To date, all the projects under construction are still in progress (see Table 5).

COP millions	1Q20	2Q20	3Q20	4Q20	2020	Share %
Colombia	240.405	212.005	179.778	772.642	1.404.830	28,4
Chile	365.652	164.457	288.734	208.053	1.026.896	20,8
Brazil	181.304	210.331	306.998	200.953	899.586	18,2
Peru	199.096	210.135	914.856	286.961	1.611.048	32,5
Others	7	342	849	2.024	3.222	0,1
<b>TOTAL</b>	<b>986.464</b>	<b>797.270</b>	<b>1.691.215</b>	<b>1.470.633</b>	<b>4.945.582</b>	<b>100,0</b>

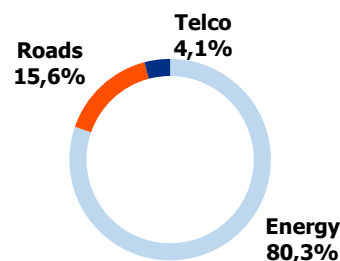
During 2020, in spite of the confinement situation due to the pandemic, which forced to stop or temporarily delay the execution of some projects, COP 4,9 trillion were invested, representing 90% compliance with the estimated figures. Total investment was distributed as follows: 77,5% Energy Transmission, 20,8% Road Concessions, and 0,7% Telecommunications and ICT. Investments that were not made in 2020 will be transferred to 2021.

<sup>3</sup> The net debt is equal to the balance of the gross debt less cash-in-hand and equivalents.

## CAPEX 2020-2025(E) by country



## CAPEX 2020-2025(E) by business unit



The investment plan for the 2021-2025 period reaches COP 12,5 trillion, of which COP 5,7 trillion will be invested in 2021. These investments include current construction commitments and reinforcement projects in Brazil, which represent an investment of approximately USD 232 million (equivalent to BRL 1.500 million) and the acquisition of Piratininga Bandeirantes Transmissora de Energia (PBTE). As of the date of publication of this report, Brazilian government entities such as the Conselho Administrativo de Defesa da Concorrência (CADE) and ANEEL have approved the acquisition.

## Projects that entered into operation

During the October-December 2020 period, the projects that entered into operation will provide estimated annual revenues of USD 14 million. (approximately COP 51.678 million).

Projects that entered into commercial operation				
Company	Project	Km	Date	Revenues
INTERCHILE	Cardones, Maitencillo and Pan de Azúcar Substation Second Bank	0	15/12/2020	3,6
INTERCOLOMBIA	UPME 01-2018 Ocaña Second Transformer	0	21/12/2020	1,5
CTEEP	IETIBAGI (L5)	18	14/12/2020	5,6
REP	Expansion 20	0	1/12/2020	3,3

Annual revenues (USD millions)

## Projects awarded and acquisitions

In October 2020, ISA, through its subsidiary ISA INTERVIAL CHILE, acquired 100% of the shares of COSTERA. This acquisition formalizes ISA's entry into the road concessions market in Colombia and increases its road infrastructure to 1.164 km in Colombia and Chile. With this transaction, ISA will consolidate annual revenues of approximately COP 250 billion in its financial statements.

In public tender held in December, ISA was awarded the Chincha Nueva/Nazca Nueva Substation projects. The aggregate investment cost was USD 18.34 million. Consorcio



Transmantaro will design, finance, build, operate, and maintain these projects, which will benefit the population and will improve production activities in the Ica region.

ISA CTEEP, affiliate of ISA in Brazil, was awarded an energy transmission project (lot) in a public call for bid made by ANEEL. This project will represent annual revenues of approximately USD 13 million.

ISA CTEEP signed an agreement to acquire 100% of the shares of Piratininga-Bandeirantes Transmissora de Energia (PBTE), who was awarded a concession contract with ANEEL in 2016 that comprised a 30 km underground transmission line (15 km double circuit) that would connect two ISA CTEEP substations in São Paulo. This company will have annual revenues of approximately COP 128 billion.

## 7. ESG<sup>4</sup>

- ISA was awarded Bronze in the Sustainability Yearbook 2021, as one of the most sustainable companies in the world after assessing the economic, environmental, and social categories of more than 7,000 companies worldwide. The Company obtained outstanding results across the three categories evaluated. The recognition comprised the following: in the economic category, the corporate code of conduct and risk management; in the environmental category, the climate strategy and environmental management; and in the social category, commitment to stakeholders and the attraction, retention, and development of talent.
- For a third consecutive year, ISA was included in the FTSE4Good Index due to its good sustainability practices. This index measures the performance of companies according to environmental, social, and corporate governance responsibility criteria. FTSE4Good lists publicly-traded companies, which comply with global standards regarding corporate investment and best corporate sustainability practices.
- For the sixth consecutive year, ISA was included in the Dow Jones Sustainability Index, which recognizes the companies with the best performance in environmental, social, and economic criteria worldwide. The Company was one of the top 10 energy companies in the Dow Jones Index and reached the highest scores in Innovation, Social Reporting, Environmental Reporting, and Climate Strategy. This announcement confirms our commitment to generate sustainable value for our shareholders, bring positive environmental and social impacts, and maintain business sustainability.
- ISA was also included, for the fourth consecutive year, in the Dow Jones' MILA (*Mercado Integrado Latinoamericano*) index, which recognizes the companies with the best sustainability practices within the Pacific Alliance, including companies of Chile, Colombia, Mexico, and Peru.
- Consistent with our commitment to improve corporate governance standards, and following OECD recommendations and the Country Code, on October 29, 2020, the Corporate

<sup>4</sup> In English: *Environmental, Social and Governance*: Medio Ambiente, Sociedad y Gobierno Corporativo

Governance, Sustainability, and Risk Committee approved the Corporate Guideline for Related Party Transactions (RPT) and the identification, valuation, approval, disclosure, and surveillance procedure for business transactions between ISA and related parties. Although ISA's corporate bylaws and Code of Good Corporate Governance already established guidelines for this type of transactions, the Corporate Guidelines extended this good practice to the whole Company. The procedure to be applied by ISA will be the benchmark for other companies of the group that are issuers of securities, taking into account the particular characteristics of each company.

- Despite the fact that this was a complex, difficult year, ISA, the parent company, was very well ranked in the 2020 Climate Survey, reaching 86% favorability, 3,6% higher than in 2019, which is a historical landmark.

## Individual Financial Results

### Fourth quarter of 2020

FIGURES IN COLOMBIAN PESOS

#### Income Statement

In the fourth quarter, net income reached COP 646.680 million, an increase of 46,4% when compared with the same period of 2019. Net margin was 74,9% vs. 72,1% in 4Q19.

These variations were due to:

- 3,4% increase in operating revenues as a result of new projects entered into operation UPME 08-17-Sogamoso Third Transformer and UPME 03-16 San Antonio Substation and associated transmission lines; plus the positive effect of macroeconomic variables (Producer Price Index -IPP- and Representative Market Rate -TRM-).
- 12,1% AOM increase equivalent to COP 5.484 million, due to an increased level of studies and projects related to the Company's growth (COP 2.968 million) and higher insurance costs (COP 2.446 million) due to higher costs worldwide and the COVID-19 pandemic emergency.
- As a result of the above, the COP 254.098 million EBITDA increased by 1,8% versus 4Q19. EBITDA margin was 83,4% vs. 84,7% in October-December 2019.
- Results of joint ventures reached COP 559.141 million, 75,7% more than in 4Q19, due to the entry into operation of energy transmission projects, the consolidation of ORAZUL ENERGY GROUP and COSTERA, and the enforcement of the statement issued by the CVM about the treatment to the contractual asset in Brazil.
- Income tax was COP 56.120 million, COP 24.921 million higher than the figure reached in 4Q19 as a result of higher results for the period.

Accumulated net income as of December reached COP 2,1 trillion, 25,5% higher than the figure reached in the previous year. Net margin was 72,1% vs. 67,2% in 2019.

#### Balance Sheet

As of December 2020, ISA's assets reached COP 19,8 trillion, 4,7% higher than the figure reached in 2019. The variation is mainly due to higher investments in operating assets for COP 518.962 million, plus the Company's growth through the acquisition of ORAZUL ENERGY GROUP and COSTERA and higher equity method results for COP 210.932 million.



Liabilities reached COP 6,6 trillion, 2,5% more than at the end of 2019, mainly due to disbursement of credits intended for the investment plan.

Equity reached COP 13,2 trillion, 5,8% higher than the figure reached in December 2019 due to the net effect of higher results, dividends declared at the General Shareholders' Meeting, and a negative exchange rate effect of investments in Brazilian companies, given the 18,8% revaluation of the Colombian peso against the Brazilian real.

## Cash Flow

As of December 2020, a cash surplus for COP 827 million was generated with respect to the previous year. Higher cash for COP 107.564 million at the beginning of the period and higher cash flows from operations for COP 68.465 million permitted higher investments of COP 30.558 million and higher debt amortization of COP 141.172 million.

The final cash balance reached COP 542.198 million. These surpluses were necessary to finance investments in the following months.

## Table 1. Consolidated Revenues

FIGURES IN COP MILLIONS, UNAUDITED

By business unit							
Total	2020	Part. %	2019	Part. %	Var. COP	Var. %	2020 USD
Energy	8.131.542	80,0	6.306.024	77,5	1.825.518	28,9	2.202
Roads	1.657.271	16,3	1.474.833	18,1	182.438	12,4	449
Telecom	379.013	3,7	358.151	4,4	20.862	5,8	103
<b>TOTAL</b>	<b>10.167.826</b>	<b>100,0</b>	<b>8.139.008</b>	<b>100,0</b>	<b>2.028.818</b>	<b>24,9</b>	<b>2.754</b>
Excluding construction	2020	Part. %	2019	Part. %	Var. COP	Var. %	2020 USD
Energy	6.474.136	81,2	5.281.902	78,5	1.192.234	22,6	1.753
Roads	1.120.377	14,1	1.089.078	16,2	31.299	2,9	304
Telecom	379.013	4,7	358.151	5,3	20.862	5,8	103
<b>TOTAL</b>	<b>7.973.526</b>	<b>100,0</b>	<b>6.729.131</b>	<b>100,0</b>	<b>1.244.395</b>	<b>18,5</b>	<b>2.160</b>

Total	4Q20	Part. %	4Q19	Part. %	Var. COP	Var. %	4Q20 USD
Energy	2.360.800	78,0	1.712.123	76,1	648.677	37,9	640
Roads	569.487	18,8	436.760	19,4	132.727	30,4	154
Telecom	96.361	3,2	101.286	4,5	(4.925)	-4,9	26
<b>TOTAL</b>	<b>3.026.648</b>	<b>100,0</b>	<b>2.250.169</b>	<b>100,0</b>	<b>776.479</b>	<b>34,5</b>	<b>820</b>
Excluding construction	4Q20	Part. %	4Q19	Part. %	Var. COP	Var. %	4Q20 USD
Energy	1.703.665	78,6	1.380.832	78,4	322.833	23,4	462
Roads	366.336	16,9	279.579	15,9	86.757	31,0	99
Telecom	96.361	4,5	101.286	5,7	(4.925)	-4,9	26
<b>TOTAL</b>	<b>2.166.362</b>	<b>100,0</b>	<b>1.761.697</b>	<b>100,0</b>	<b>404.665</b>	<b>23,0</b>	<b>587</b>

## By country

Total	2020	Part. %	2019	Part. %	Var. COP	Var. %	2020 USD
Colombia	2.262.020	22,2	2.032.266	25,0	229.754	11,3	612
Chile	1.884.941	18,5	1.743.541	21,4	141.400	8,1	511
Brazil	3.760.467	37,0	2.814.269	34,6	946.198	33,6	1019
Peru	2.116.929	20,8	1.440.021	17,7	676.908	47,0	573
Other	143.469	1,5	108.911	1,3	34.558	31,7	39
<b>TOTAL</b>	<b>10.167.826</b>	<b>100,0</b>	<b>8.139.008</b>	<b>100,0</b>	<b>2.028.818</b>	<b>24,9</b>	<b>2.754</b>

Excluding construction	2020	Part. %	2019	Part. %	Var. COP	Var. %	2020 USD
Colombia	2.235.040	28,0	2.032.266	30,2	202.774	10,0	605
Chile	1.375.026	17,2	1.357.786	20,2	17.240	1,3	373
Brazil	2.765.298	34,7	1.962.177	29,2	803.121	40,9	749
Peru	1.454.693	18,2	1.267.991	18,8	186.702	14,7	394
Other	143.469	1,9	108.911	1,6	34.558	31,7	39
<b>TOTAL</b>	<b>7.973.526</b>	<b>100,0</b>	<b>6.729.131</b>	<b>100,0</b>	<b>1.244.395</b>	<b>18,5</b>	<b>2.160</b>

Total	4Q20	Part. %	4Q19	Part. %	Var. COP	Var. %	4Q20 USD
Colombia	654.509	21,6	528.557	23,5	125.952	23,8	177
Chile	559.610	18,5	517.490	23,0	42.120	8,1	152
Brazil	1.241.369	41,0	742.315	33,0	499.054	67,2	336
Peru	550.216	18,2	426.934	19,0	123.282	28,9	149
Other	20.944	0,7	34.873	1,5	(13.929)	-39,9	6
<b>TOTAL</b>	<b>3.026.648</b>	<b>100,0</b>	<b>2.250.169</b>	<b>100,0</b>	<b>776.479</b>	<b>34,5</b>	<b>820</b>

Excluding construction	4Q20	Part. %	4Q19	Part. %	Var. COP	Var. %	4Q20 USD
Colombia	627.529	29,0	528.557	30,0	98.972	18,7	170
Chile	383.439	17,7	360.309	20,5	23.130	6,4	104
Brazil	761.699	35,2	508.983	28,9	252.716	49,7	206
Peru	372.751	17,2	328.975	18,7	43.776	13,3	101
Other	20.944	0,9	34.873	1,9	(13.929)	-39,9	6
<b>TOTAL</b>	<b>2.166.362</b>	<b>100,0</b>	<b>1.761.697</b>	<b>100,0</b>	<b>404.665</b>	<b>23</b>	<b>587</b>

Table 2.

## Construction and AOM Costs

FIGURES IN COP MILLIONS, UNAUDITED

By business unit							
Construction and AOM Costs	2020	Part.	2019	Part.	Var. COP	Var. %	2020 USD
Energy Transmission	2.512.805	69,9	1.925.796	67,5	587.009	30,5	682
Road Concessions	861.215	24,0	704.379	24,7	156.836	22,3	233
Telecom	220.347	6,1	223.228	7,8	(2.881)	-1,3	60
<b>TOTAL</b>	<b>3.594.367</b>	<b>100,0</b>	<b>2.853.403</b>	<b>100,0</b>	<b>740.964</b>	<b>26,0</b>	<b>975</b>

AOM	2020	Part.	2019	Part.	Var. COP	Var. %	2020 USD
Energy Transmission	1.347.172	68,5	1.309.913	69,0	37.259	2,8	366
Road Concessions	397.994	20,2	364.638	19,2	33.356	9,1	108
Telecom	220.347	11,3	223.228	11,8	(2.881)	-1,3	60
<b>TOTAL</b>	<b>1.965.513</b>	<b>100,0</b>	<b>1.897.779</b>	<b>100,0</b>	<b>67.734</b>	<b>3,6</b>	<b>534</b>

Construction and AOM Costs	4Q20	Part.	4Q19	Part.	Var. COP	Var. %	4Q20 USD
Energy Transmission	735.183	66,5	592.447	68,7	142.736	24,1	201
Road Concessions	310.351	28,1	233.490	27,1	76.861	32,9	84
Telecom	59.755	5,4	36.358	4,2	23.397	64,4	16
<b>TOTAL</b>	<b>1.105.289</b>	<b>100,0</b>	<b>862.295</b>	<b>100,0</b>	<b>242.994</b>	<b>28,2</b>	<b>301</b>

AOM	4Q20	Part.	4Q19	Part.	Var. COP	Var. %	4Q20 USD
Energy Transmission	424.011	68,4	357.788	73,2	66.223	18,5	117
Road Concessions	136.140	22,0	94.681	19,4	41.459	43,8	37
Telecom	59.755	9,6	36.358	7,4	23.397	64,4	16
<b>TOTAL</b>	<b>619.906</b>	<b>100,0</b>	<b>488.827</b>	<b>100,0</b>	<b>131.079</b>	<b>26,8</b>	<b>170</b>

## By country

Construction and AOM Costs	2020	Part.	2019	Part.	Var. COP	Var. %	2020 USD
Colombia	778.800	21,7	701.575	24,6	77.225	11,0	211
Chile	878.263	24,4	753.548	26,4	124.715	16,6	238
Brazil	988.095	27,5	996.705	34,9	(8.610)	-0,9	268
Peru	884.467	24,6	374.944	13,1	509.523	135,9	240
Other	64.742	1,8	26.631	1,0	38.111	143,1	18
<b>TOTAL</b>	<b>3.594.367</b>	<b>100,0</b>	<b>2.853.403</b>	<b>100,0</b>	<b>740.964</b>	<b>26,0</b>	<b>975</b>

AOM	2020	Part.	2019	Part.	Var. COP	Var. %	2020 USD
Colombia	754.117	38,4	701.575	37,0	52.542	7,5	205
Chile	439.725	22,4	413.806	21,8	25.919	6,3	119
Brazil	465.308	23,7	540.998	28,5	(75.690)	-14,0	126
Peru	241.621	12,3	214.769	11,3	26.852	12,5	66
Other	64.742	3,2	26.631	1,4	38.111	143,1	18
<b>TOTAL</b>	<b>1.965.513</b>	<b>100,0</b>	<b>1.897.779</b>	<b>100,0</b>	<b>67.734</b>	<b>3,6</b>	<b>534</b>

Construction and AOM Costs	4Q20	Part.	4Q19	Part.	Var. COP	Var. %	4Q20 USD
Colombia	260.521	23,6	188.033	21,8	72.488	38,6	72
Chile	290.011	26,2	246.213	28,6	43.798	17,8	79
Brazil	298.511	27,0	270.013	31,3	28.498	10,6	81
Peru	244.022	22,1	147.265	17,1	96.757	65,7	66
Other	12.224	1,1	10.771	1,2	1.453	13,5	3
<b>TOTAL</b>	<b>1.105.289</b>	<b>100,0</b>	<b>862.295</b>	<b>100,0</b>	<b>242.994</b>	<b>28,2</b>	<b>301</b>

AOM	4Q20	Part.	4Q19	Part.	Var. COP	Var. %	4Q20 USD
Colombia	235.839	38,0	188.033	38,5	47.806	25,4	66
Chile	140.483	22,7	107.404	22,0	33.079	30,8	38
Brazil	158.745	25,6	128.811	26,4	29.934	23,2	43
Peru	72.615	11,7	53.808	11,0	18.807	35,0	20
Other	12.224	2,0	10.771	2,1	1.453	13,5	3
<b>TOTAL</b>	<b>619.906</b>	<b>100,0</b>	<b>488.827</b>	<b>100,0</b>	<b>131.079</b>	<b>26,8</b>	<b>170</b>



## Table 3. Consolidated debt

FIGURES IN COP MILLIONS, UNAUDITED

	Business	2020	2019	Var. COP	Var. %	2020 USD
<b>CHILE</b>		<b>7.613.332</b>	<b>6.455.256</b>	<b>1.158.076</b>	<b>17,9</b>	<b>2.217</b>
Interval	Roads	561.412	-	561.412	100,0	164
Ruta del Maipo	Roads	3.258.092	3.047.990	210.102	6,9	949
Ruta de la Araucanía	Roads	302.542	403.812	(101.270)	-25,1	88
Ruta del Bosque	Roads	268.540	327.045	(58.505)	-17,9	78
Ruta de los Rios	Roads	152.745	185.046	(32.301)	-17,5	44
Ruta del Loa	Roads	162.636	103.528	59.108	57,1	47
Internexa in Chile	Telecom	24.162	25.553	(1.391)	-5,4	7
Interchile	Transport	2.883.203	2.362.282	520.921	22,1	840
<b>COLOMBIA</b>		<b>6.963.624</b>	<b>5.140.815</b>	<b>1.822.809</b>	<b>35,5</b>	<b>2.029</b>
ISA	Energy	4.800.202	4.633.930	166.272	3,6	1.399
Costera	Roads	1.603.893	-	1.603.893	100,0	467
Transelca	Energy	338.050	338.050	-	0,0	98
Internexa	Telecom	221.479	168.835	52.644	31,2	65
<b>BRAZIL</b>		<b>3.146.876</b>	<b>2.851.846</b>	<b>295.030</b>	<b>10,3</b>	<b>917</b>
CTEEP	Energy	2.834.532	2.417.512	417.020	17,2	827
IEMG	Energy	7.798	13.719	(5.921)	-43,2	2
IEPINHEIROS	Energy	17.129	33.085	(15.956)	-48,2	5
IE Serra Do Japi	Energy	23.862	34.795	(10.933)	-31,4	7
IENNE	Energy	97.562	129.924	(32.362)	-24,9	28
IESUL	Energy	8.029	13.050	(5.021)	-38,5	2
ISA Investimentos e P.	Energy	67.042	120.229	(53.187)	-44,2	20
Internexa Brasil	Telecom	90.922	89.532	1.390	1,6	26
<b>PERU</b>		<b>5.035.065</b>	<b>3.603.427</b>	<b>1.431.638</b>	<b>39,7</b>	<b>1.467</b>
ISA Peru	Energy	588.156	51.542	536.614	1041,1	171
REP	Energy	820.484	749.712	70.772	9,4	239
Transmantaro	Energy	3.604.124	2.785.569	818.555	29,4	1.051
Internexa in Peru	Telecom	22.301	16.604	5.697	34,3	6
<b>TOTAL</b>		<b>22.758.897</b>	<b>18.051.344</b>	<b>4.707.553</b>	<b>26,1</b>	<b>6.630</b>
<b>TOTAL USD</b>		<b>6.630</b>	<b>5.259</b>	<b>1.371</b>	<b>26,1</b>	

## Table 4.

### Net debt movements as of December 2020

FIGURES IN COP MILLIONS, UNAUDITED

ISA Group - Debt	Disbursements	Amortizations	Net <sup>5</sup>
ISA	150.735		150.735
Costera	1.603.893		1.603.893
			-
Internexa	52.644		52.644
<b>COLOMBIA</b>	<b>1.807.272</b>	<b>-</b>	<b>1.807.272</b>
ISA Peru	534.170		534.170
REP	50.631	(9)	50.622
Transmantaro	686.500		686.500
Internexa in Peru	4.909		4.909
<b>PERU</b>	<b>1.276.211</b>	<b>(9)</b>	<b>1.276.202</b>
CTEEP	1.270.959	(516.238)	754.721
IEMG		(3.347)	(3.347)
IEPINHEIROS		(9.749)	(9.749)
IE Serra Do Japi		(4.405)	(4.405)
IENNE		(7.988)	(7.988)
IESUL		(2.573)	(2.573)
ISA Investimentos e Participações		(30.631)	(30.631)
Internexa Brasil	24.842	(8.581)	16.260
<b>BRAZIL</b>	<b>1.295.801</b>	<b>(583.512)</b>	<b>712.289</b>
Intervial	561.412		561.412
Ruta del Maipo		(164.716)	(164.716)
Ruta de la Araucanía	6.936	(161.026)	(154.090)
Ruta del Bosque		(101.907)	(101.907)
Ruta de los Rios		(56.858)	(56.858)
Ruta del Loa	45.720		45.720
Internexa in Chile		(4.024)	(4.024)
Interchile	411.744	(2.962)	408.782
<b>CHILE</b>	<b>1.025.811</b>	<b>(491.494)</b>	<b>534.317</b>
<b>TOTAL</b>	<b>5.405.095</b>	<b>(1.075.014)</b>	<b>4.330.080</b>

<sup>5</sup> Exchange rate effect not included

**Table 5.**  
**Projects under Construction**

<b>Affiliate</b>	<b>Project name</b>	<b>Date of POC<sup>6</sup> Estimated</b>
INTERCHILE	Nueva Pan de Azúcar - Polpaico Reactive Compensation TL	Q 1 2021*
	Nueva Maitencillo - Nuevo Pan de Azúcar Substation Expansion	Q 2 2021*
	Cardones, Maitencillo and Pan de Azúcar Substation Second Bank	Q 1 2021
INTERCOLOMBIA	UPME 03-2014 Ituango 500 and 230 kV Substation and TL	Q 2 2021*
	UPME 05-2014 Cerromatoso-Chinú-Copey	Q 3 2021*
	UPME 07-2017 Sabanalarga - Bolívar 500 kV	Q 3 2022*
	UPME 06-2018 El Río 220 kV Substation and associated Transmission Lines	Q 2 2022
TRANSELCA	UPME 09-2016 Copey - Cuestecitas - Fundación Transmission Line	Q 1 2023*
	Triple A Connection	Q 2 2021
	IEAIMORÉS (L3)	Q 1 2022
ISA CTEEP	IEPARAGUAÇU (L4)	Q 1 2022
	IEITAÚNAS (L21)	Q 1 2022
	IVAÍ (L1)	Q 3 2022
	IEAGUAPEÍ (L29)	Q 3 2022
	IE ITAPURA (LORENA Substation)	Q 3 2022
	IE BIGUAÇU	Q 4 2022
	TRES LAGOAS (L6)	Q 3 2023
	MINUANO (L1)	Q 1 2025
	TRIANGULO MINEIRO (L7)	Q 1 2025
CONSORCIO TRANSMANTARO	Nueva Mantaro - Nueva Yanango and Carapongo Connection	Q 3 2021*
	Moquegua - Papujune (Quellaveco) Connection	Q 1 2021*
	Talara (Petroperú) Connection	Q 1 2021*
ISA INTERVIAL	Tranche III and SR Works Ruta del Maipo	2021/2024
	Regulatory safety works at Ruta del Maule	2021
	Regulatory safety works at Ruta de la Araucanía, Ruta del Bosque and Ruta de los Ríos	2022
	Ruta del Loa	2023/2024
	Concesión Costera Cartagena-Barranquilla – UF 6 Tranche	2021

In addition, 322 reinforcement projects are under execution in Brazil.

\* An extension will be requested.

<sup>6</sup> POC = Commercial start-up

## Table 6. Consolidated Income Statement

Periods ended as of December 31, 2020 and 2019

FIGURES IN COP MILLIONS

	4Q20	4Q19	Var. COP	Var. %	4Q20 USD	2020	2019	Var. COP	Var. %	2020 USD
Construction revenues	860.286	488.472	371.814	76,1	233	2.194.300	1.409.877	784.423	55,6	594
Construction Cost	485.383	373.468	111.915	30,0	131	1.628.854	955.624	673.230	70,4	441
<b>Construction EBITDA</b>	<b>374.903</b>	<b>115.004</b>	<b>259.899</b>	<b>226,0</b>	<b>102</b>	<b>565.446</b>	<b>454.253</b>	<b>111.193</b>	<b>24,5</b>	<b>153</b>
<b>Construction EBITDA Margin</b>										
Operating revenues	2.166.362	1.761.697	404.665	23,0	587	7.973.526	6.729.131	1.244.395	18,5	2.160
AOM	619.906	488.827	131.079	26,8	170	1.965.513	1.897.779	67.734	3,6	534
<b>Operating EBITDA</b>	<b>1.546.456</b>	<b>1.272.870</b>	<b>273.586</b>	<b>21,5</b>	<b>417</b>	<b>6.008.013</b>	<b>4.831.352</b>	<b>1.176.661</b>	<b>24,4</b>	<b>1.626</b>
<b>Operating EBITDA Margin</b>	<b>71,4%</b>	<b>72,3%</b>				<b>75,3</b>	<b>71,8</b>			
<b>Total EBITDA</b>	<b>1.921.359</b>	<b>1.387.874</b>	<b>533.485</b>	<b>38,4</b>	<b>519</b>	<b>6.573.459</b>	<b>5.285.605</b>	<b>1.287.854</b>	<b>24,4</b>	<b>1.779</b>
<b>Total EBITDA margin</b>										
(-) Provis. Depr. Amort.	248.710	222.683	26.027	11,7	66	996.830	825.304	171.526	20,8	269
(+) Net equity method	399.986	42.733	357.253	836,0	108	519.366	213.728	305.638	143,0	141
(+) Other revenues (expenses) net	9.772	52.153	(42.381)	-81,3	3	115.334	69.812	45.522	65,2	31
<b>Operating income</b>	<b>2.082.407</b>	<b>1.260.077</b>	<b>822.330</b>	<b>65,3</b>	<b>564</b>	<b>6.211.329</b>	<b>4.743.841</b>	<b>1.467.488</b>	<b>30,9</b>	<b>1.682</b>
<b>Operating margin</b>										
(+) Net financial	(443.049)	(301.597)	(141.452)	46,9	(120)	(1.372.872)	(1.212.664)	(160.208)	13,2	(371)
<b>Income before tax</b>	<b>1.639.358</b>	<b>958.480</b>	<b>680.878</b>	<b>71,0</b>	<b>444</b>	<b>4.838.457</b>	<b>3.531.177</b>	<b>1.307.280</b>	<b>37,0</b>	<b>1.311</b>
Income tax provision	247.189	139.191	107.998	77,6	67	1.074.232	772.816	301.416	39,0	292
<b>Income before minority interest</b>	<b>1.392.169</b>	<b>819.289</b>	<b>572.880</b>	<b>69,9</b>	<b>377</b>	<b>3.764.225</b>	<b>2.758.361</b>	<b>1.005.864</b>	<b>36,5</b>	<b>1.019</b>
Minority interest	745.669	378.623	367.046	96,9	202	1.705.034	1.119.629	585.405	52,3	461
<b>Net Income</b>	<b>646.500</b>	<b>440.666</b>	<b>205.834</b>	<b>46,7</b>	<b>175</b>	<b>2.059.191</b>	<b>1.638.732</b>	<b>420.459</b>	<b>25,7</b>	<b>558</b>
EBITDA margin	63,5%	61,7%				64,6%	64,9%			
Operating margin	68,8%	56,0%				61,1%	58,3%			
Income before minority interest	46,0%	36,4%				37,0%	33,9%			
Net margin	21,4%	19,6%				20,3%	20,1%			
<b>Excluding construction</b>										
EBITDA margin	71,4%	72,3%				75,3%	71,8%			
Operating margin	78,8%	65,0%				70,8%	63,7%			
Net margin	23,6%	22,6%				23,1%	22,4%			

## Table 7.

# Consolidated Statement of Financial Position

As of December 31, 2020 and 2019

FIGURES IN COP MILLIONS

	2020	Part. %	2019	Var. COP	Var. %	2020 USD
Cash and cash equivalents	3.781.713	7,0	2.487.201	1.294.512	52,0	1.102
Financial assets	5.171.007	9,6	6.337.727	(1.166.720)	-18,4	1.506
Current taxes	260.466	0,5	247.981	12.485	5,0	76
Inventories - net	100.645	0,2	151.527	(50.882)	-33,6	29
Non-financial assets	394.877	0,7	225.219	169.658	75,3	115
Loans receivable from related parties	77	0,0	126	(49)	-38,9	-
<b>Current assets</b>	<b>9.708.785</b>	<b>18,0</b>	<b>9.449.781</b>	<b>259.004</b>	<b>2,7</b>	<b>2.828</b>
Restricted cash	217.646	0,4	97.347	120.299	123,6	63
Non-current tax	5.156	0,0	6.174	(1.018)	-16,5	2
Investments in associates and joint ventures	3.124.526	5,8	3.119.350	5.176	0,2	910
Financial instruments	17.102	0,0	15.478	1.624	10,5	5
Financial assets	18.845.990	34,9	16.769.982	2.076.008	12,4	5.490
Inventory - net	64.521	0,1	64.808	(287)	-0,4	19
Property, plant, and equipment - net	11.954.611	22,2	11.095.458	859.153	7,7	3.483
Intangible assets - net	8.112.598	15,0	7.055.014	1.057.584	15,0	2.363
Non-financial assets - net	128.094	0,2	106.428	21.666	20,4	37
Deferred tax	1.608.436	3,0	791.388	817.048	103,2	469
Finance lease assets	224.569	0,4	220.311	4.258	1,9	65
Intangible finance lease assets	402	0,0	1.390	(988)	71,1	-
Loans receivable from related parties	17.287	0,0	335	16.952	5060,3	5
<b>Non-current assets</b>	<b>44.320.938</b>	<b>82,0</b>	<b>39.343.463</b>	<b>4.977.475</b>	<b>12,7</b>	<b>12.911</b>
<b>TOTAL ASSETS</b>	<b>54.029.723</b>	<b>100,0</b>	<b>48.793.244</b>	<b>5.236.479</b>	<b>10,7</b>	<b>15.739</b>
Financial liabilities	1.266.015	2,3	1.698.041	(432.026)	-25,4	369
Accounts payable	1.186.693	2,2	973.576	213.117	21,9	346
Employee benefits	120.979	0,2	101.658	19.321	19,0	35
Current taxes	376.021	0,7	268.197	107.824	40,2	110
Provisions	368.985	0,7	551.058	(182.073)	-33,0	107
Non-financial liabilities	84.348	0,2	82.557	1.791	2,2	25
<b>Current liabilities</b>	<b>3.403.041</b>	<b>6,3</b>	<b>3.675.087</b>	<b>(272.046)</b>	<b>-7,4</b>	<b>992</b>
Financial liabilities	21.202.820	39,2	16.059.516	5.143.304	32,0	6.177
Accounts payable	1.100.365	2,0	974.314	126.051	12,9	321
Non-current taxes	869.716	1,6	963.722	(94.006)	-9,8	253
Employee benefits	781.100	1,4	465.417	315.683	67,8	228
Provisions	247.877	0,5	211.188	36.689	17,4	72
Non-financial liabilities	663.257	1,2	499.037	164.220	32,9	193
Deferred tax	5.615.354	10,4	4.841.749	773.605	16,0	1.636
<b>Non-current liabilities</b>	<b>30.480.489</b>	<b>56,3</b>	<b>24.014.943</b>	<b>6.465.546</b>	<b>26,9</b>	<b>8.880</b>
<b>TOTAL LIABILITIES</b>	<b>33.883.530</b>	<b>62,6</b>	<b>27.690.030</b>	<b>6.193.500</b>	<b>22,4</b>	<b>9.872</b>
Subscribed and paid-in capital	36.916	0,1	36.916	-	0,0	11
Premium for placement of shares	1.428.128	2,6	1.428.128	-	0,0	416
Reserves	6.241.845	11,6	5.346.023	895.822	16,8	1.818
Cumulated income	3.207.681	5,9	3.212.454	(4.773)	-0,1	935
Income for the year	2.059.191	3,8	1.638.732	420.459	25,7	558
Other comprehensive income	194.014	0,4	779.923	(585.909)	-75,1	98
<b>Equity of controlling company</b>	<b>13.167.775</b>	<b>24,4</b>	<b>12.442.176</b>	<b>725.599</b>	<b>5,8</b>	<b>3.836</b>
<b>Non-controlling interest</b>	<b>6.978.418</b>	<b>13,0</b>	<b>8.661.038</b>	<b>(1.682.620)</b>	<b>-19,4</b>	<b>2.031</b>
<b>SHAREHOLDERS' EQUITY</b>	<b>20.146.193</b>	<b>37,4</b>	<b>21.103.214</b>	<b>(957.021)</b>	<b>-4,5</b>	<b>5.867</b>
<b>EQUITY AND LIABILITIES</b>	<b>54.029.723</b>	<b>100,0</b>	<b>48.793.244</b>	<b>5.236.479</b>	<b>10,7</b>	<b>15.739</b>
ROE= Net income/Equity without minority interest	15,6%		13,2%			
ROA= Income before minority interest/Assets	7,0%		5,7%			



## Table 8. Consolidated Cash Flow Statement

Periods ended as of December 31, 2020 and 2019

FIGURES IN COP MILLIONS

	2020	2019	Var. COP	Var. %	2020 USD
Collections from loans and operations portfolio, deposits, and enforceable amounts	400.206	100.809	299.397	297,0	117
Collections from the operation	7.887.505	8.460.960	(573.455)	-6,8	2.298
Payments from the operation	3.549.212	2.347.351	1.201.861	51,2	1.034
Payments to and on behalf of employees	916.637	810.865	105.772	13,0	267
Income tax paid	907.181	981.600	(74.419)	-7,6	264
<b>Net cash flows from operating activities</b>	<b>2.914.681</b>	<b>4.421.953</b>	<b>(1.507.272)</b>	<b>-34,1</b>	<b>850</b>
<b>Net cash flows used in investing activities</b>	<b>(4.454.775)</b>	<b>(1.572.157)</b>	<b>(2.882.618)</b>	<b>183,4</b>	<b>(1.298)</b>
Issuance (payments) of other equity instruments	9.886	(14.582)	24.468	167,8	3
Net proceeds from loans	2.373.219	573.529	1.799.690	313,8	691
Payment of finance lease liabilities	71.040	18.585	52.455	282,2	21
Dividends paid, classified as financing activities	1.252.876	1.169.797	83.079	7,1	365
Interest paid, classified as financing activities	1.335.788	1.140.122	195.666	17,2	389
<b>Net cash flows used in financing activities</b>	<b>(276.599)</b>	<b>(1.769.557)</b>	<b>1.492.958</b>	<b>-84,4</b>	<b>(81)</b>
<b>Incremento neto (disminución) de efectivo y equivalentes al efectivo, sin efecto cambiario</b>	<b>(1.816.693)</b>	<b>1.080.239</b>	<b>(2.896.932)</b>	<b>-268,2</b>	<b>(529)</b>
<b>Effects of exchanged variation rates on cash and equivalents</b>	<b>3.111.205</b>	<b>(115.098)</b>	<b>3.226.303</b>	<b>2803,1</b>	<b>906</b>
<b>Net cash and cash equivalents</b>	<b>1.294.512</b>	<b>965.141</b>	<b>329.371</b>	<b>34,1</b>	<b>377</b>
Cash and cash at the beginning of the period	2.487.201	1.522.060	965.141	63,4	725
<b>Cash and cash at the end of the period</b>	<b>3.781.713</b>	<b>2.487.201</b>	<b>1.294.512</b>	<b>52,0</b>	<b>1.102</b>

## Table 9.

### Income Statement - Individual ISA

Periods ended as of December 31, 2020 and 2019

FIGURES IN COP MILLIONS

	4Q20	4Q19	Var. COP	Var. %	4Q20 USD	2020	2019	Var. COP	Var. %	2020 USD
Income from joint account agreement	234.899	229.257	5.642	2,5	64	975.322	894.155	81.167	9,1	264
Energy transmission services	65.553	61.101	4.452	7,3	18	246.402	247.481	(1.079)	-0,4	67
Connection charges	598	591	7	1,2	-	2.372	2.313	59	2,6	1
Infrastructure projects	1.526	1.454	72	5,0	-	6.533	6.717	(184)	-2,7	2
Telecommunications	63	405	(342)	-84,4	-	418	1.618	(1.200)	-74,2	-
Other operating income	2.093	1.965	128	6,5	1	8.438	7.484	954	12,8	2
<b>Revenues from contracts with customers</b>	<b>304.732</b>	<b>294.773</b>	<b>9.959</b>	<b>3,4</b>	<b>83</b>	<b>1.239.485</b>	<b>1.159.768</b>	<b>79.717</b>	<b>6,9</b>	<b>336</b>
Operating costs	62.070	61.645	425	0,7	17	243.061	233.377	9.684	4,2	66
<b>Gross income</b>	<b>242.662</b>	<b>233.128</b>	<b>9.534</b>	<b>4,1</b>	<b>66</b>	<b>996.424</b>	<b>926.391</b>	<b>70.033</b>	<b>7,6</b>	<b>270</b>
Administrative expenses	33.033	21.092	11.941	56,6	9	98.382	95.082	3.300	3,5	27
Net equity method revenues/(expenses)	559.141	318.188	240.953	75,7	151	1.621.538	1.287.435	334.103	26,0	439
Other net revenues/(expenses)	(1.370)	17.123	(18.493)	-108,0	-	(5.866)	16.167	(22.033)	-136,3	(2)
<b>Net income from operating activities</b>	<b>767.400</b>	<b>547.347</b>	<b>220.053</b>	<b>40,2</b>	<b>208</b>	<b>2.513.714</b>	<b>2.134.911</b>	<b>378.803</b>	<b>17,7</b>	<b>680</b>
Net financial revenues/(expenses)	(64.600)	(74.285)	9.685	-13,0	(18)	(296.835)	(326.176)	29.341	-9,0	(80)
<b>Income before tax</b>	<b>702.800</b>	<b>473.062</b>	<b>229.738</b>	<b>48,6</b>	<b>190</b>	<b>2.216.879</b>	<b>1.808.735</b>	<b>408.144</b>	<b>22,6</b>	<b>600</b>
Income tax provision	56.120	31.199	24.921	79,9	15	153.929	165.230	(11.301)	-6,8	42
<b>Year-end income</b>	<b>646.680</b>	<b>441.863</b>	<b>204.817</b>	<b>46,4</b>	<b>175</b>	<b>2.062.950</b>	<b>1.643.505</b>	<b>419.445</b>	<b>25,5</b>	<b>558</b>
<b>Net Income</b>	<b>646.680</b>	<b>441.863</b>	<b>204.817</b>	<b>46,4</b>	<b>175</b>	<b>2.062.950</b>	<b>1.643.505</b>	<b>419.445</b>	<b>25,5</b>	<b>558</b>
<b>EBITDA</b>	254.098	249.623	4.475	1,8	69	1.074.828	1.003.423	71.405	7,1	291
EBITDA margin	83,4	84,7				86,7	86,5			
Operating margin <sup>7</sup>	88,8	89,3				87,9	87,2			
Net Margin <sup>8</sup>	74,9	72,1				72,1	67,2			

<sup>7</sup> Operating margin = Net income from operating activities/ (Operating revenues + Revenues from equity method)

<sup>8</sup> Net margin = Net income / (Operating revenues + Revenues from equity method)

## Table 10.

### Statement of Financial Position - Individual ISA

As of December 31, 2020 and 2019

FIGURES IN COP MILLIONS

	2020	Part. %	2019	Var. COP	Var. %	2020 USD
<b>Current assets</b>						
Cash and cash equivalents	542.198	3	541.371	827	0,2	158
Financial assets	158.541	1	121.792	36.749	30,2	46
Loans receivable from related parties	6.346	-	181	6.165	3406,1	2
Current taxes	68.105	-	41.135	26.970	65,6	20
Non-financial assets	12.676	-	7.798	4.878	62,6	4
<b>Total current assets</b>	<b>787.866</b>	<b>4</b>	<b>712.277</b>	<b>75.589</b>	<b>10,6</b>	<b>230</b>
<b>Non-current assets</b>						
Restricted cash	8.529	-	11.029	(2.500)	-22,7	2
Non-financial assets	900	-	1.000	(100)	-10,0	-
Financial assets	18.346	-	17.475	871	5,0	5
Loans receivable from related parties	187.208	1	96.102	91.106	94,8	55
Investments in subsidiaries, associates, and joint ventures	11.435.299	58	11.224.367	210.932	1,9	3.331
Investments in financial instruments	12.524	-	12.524	-	0,0	4
Property, plant, and equipment - Net	7.186.883	36	6.667.921	518.962	7,8	2.094
Investment property - Net	7.761	-	7.848	(87)	-1,1	2
Intangible assets - Net	156.725	1	157.983	(1.258)	-0,8	46
Non-current taxes	1.023	-	1.405	(382)	-27,2	-
<b>Total non-current assets</b>	<b>19.015.198</b>	<b>96</b>	<b>18.197.654</b>	<b>817.544</b>	<b>4,5</b>	<b>5.539</b>
<b>TOTAL ASSETS</b>	<b>19.803.064</b>	<b>100</b>	<b>18.909.931</b>	<b>893.133</b>	<b>4,7</b>	<b>5.769</b>
<b>Current liabilities</b>						
Financial liabilities	151.393	1	214.786	(63.393)	-29,5	44
Current taxes	62.985	-	38.109	24.876	65,3	18
Accounts payable	111.643	1	110.314	1.329	1,2	33
Provisions	-	-	1.715	(1.715)	-100,0	-
Employee benefits	14.041	-	11.689	2.352	20,1	4
Non-financial liabilities	3.570	-	3.798	(228)	-6,0	1
<b>Total current liabilities</b>	<b>343.632</b>	<b>2</b>	<b>380.411</b>	<b>(36.779)</b>	<b>-9,7</b>	<b>100</b>
<b>Non-current liabilities</b>						
Financial liabilities	4.670.715	24	4.461.883	208.832	4,7	1.361
Deferred tax liability	850.437	4	860.525	(10.088)	-1,2	248
Accounts payable to related parties	329.546	2	321.299	8.247	2,6	96
Employee benefits	241.713	1	234.046	7.667	3,3	70
Non-financial liabilities	143.464	1	158.331	(14.867)	-9,4	42
Accounts payable	13.377	-	12.490	887	7,1	4
Provisions	10.007	-	10.131	(124)	-1,2	3
<b>Total non-current liabilities</b>	<b>6.259.259</b>	<b>32</b>	<b>6.058.705</b>	<b>200.554</b>	<b>3,3</b>	<b>1.824</b>
<b>TOTAL LIABILITIES</b>	<b>6.602.891</b>	<b>34</b>	<b>6.439.116</b>	<b>163.775</b>	<b>2,5</b>	<b>1.924</b>
Subscribed and paid-in capital	36.916	-	36.916	-	0,0	11
Premium for placement of shares	1.428.128	7	1.428.128	-	0,0	416
Reserves	6.241.845	32	5.346.023	895.822	16,8	1.818
Accumulated income	3.236.320	16	3.236.320	-	0,0	943
Income for the year	2.062.950	10	1.643.505	419.445	25,5	558
Other comprehensive income	194.014	1	779.923	(585.909)	-75,1	99
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>13.200.173</b>	<b>66</b>	<b>12.470.815</b>	<b>729.358</b>	<b>5,8</b>	<b>3.845</b>
<b>TOTAL SHAREHOLDERS' LIABILITIES AND EQUITY</b>	<b>19.803.064</b>	<b>100</b>	<b>18.909.931</b>	<b>893.133</b>	<b>4,7</b>	<b>5.769</b>
Solvency - Assets / liabilities	2,98		2,94			
Liquidity - Current assets / current liabilities	2,29		1,87			

## Table 11.

### Separate Cash Flow Statement - Individual ISA

Periods ended as of December 31, 2020 and 2019

FIGURES IN COP MILLIONS

	2020	2019	Var. COP	Var. %	2020 USD
Collections from the operation	276.008	267.166	8.842	3,3	80
Collections from contracts held for intermediation or to trade	976.941	889.864	87.077	9,8	285
Payments from the operation	47.879	84.318	(36.439)	(43,2)	14
Payments on behalf of employees	80.435	82.573	(2.138)	(2,6)	23
Income tax paid	171.040	105.009	66.031	62,9	50
<b>Net cash flows from operating activities</b>	<b>953.595</b>	<b>885.130</b>	<b>68.465</b>	<b>7,7</b>	<b>278</b>
<b>Net cash flows from (used in) investment activities</b>	<b>(20.630)</b>	<b>9.928</b>	<b>(30.558)</b>	<b>(307,8)</b>	<b>(6)</b>
Net proceeds from loans	150.361	137.585	12.776	9,3	44
Dividends paid	747.683	608.320	139.363	22,9	218
Interest paid	333.842	319.257	14.585	4,6	97
<b>Net cash flows used in financing activities</b>	<b>(931.164)</b>	<b>(789.992)</b>	<b>(141.172)</b>	<b>17,9</b>	<b>(271)</b>
<b>Cash and cash equivalents net increase before exchange rate variation</b>	<b>1.801</b>	<b>105.066</b>	<b>(103.265)</b>	<b>(98,3)</b>	<b>1</b>
Effects of exchange rate variation on cash and cash equivalents	(974)	2.498	(3.472)	(139,0)	(1)
<b>Net increase in cash and cash equivalents</b>	<b>827</b>	<b>107.564</b>	<b>(106.737)</b>	<b>(99,2)</b>	<b>-</b>
<b>Cash and cash at the beginning of the period</b>	<b>541.371</b>	<b>433.807</b>	<b>107.564</b>	<b>24,8</b>	<b>158</b>
<b>Cash and cash at the end of the period</b>	<b>542.198</b>	<b>541.371</b>	<b>827</b>	<b>0,2</b>	<b>158</b>

## Glossary of Terms

- ANEEL: National Energy Agency of Brazil
- AOM: Operation, administration, and maintenance expenses
- CDI: Certificado de Depósito Interbancário (Interbank Certificate of Deposit)
- CVM: Comissão de Valores Mobiliários (Securities and Exchange Commission of Brazil)
- IGPM: General Market Price Index in Brazil
- IPCA: Broad Consumer Price Index in Brazil
- IPP: Producer Price Index in Colombia
- Ke: cost of own capital
- Equity method in the consolidated income statement: includes income from companies where ISA has joint control and significant influence.
- Equity method in the individual income statement: includes income from companies where ISA has control, joint control and significant influence.
- RBSE: Red Básica del Sistema Existente (Basic Network of the Existing System)
- RTP: Periodic Tariff Review Resolution.
- TRM: Tasa representativa del mercado (Representative Market Rate) in Colombia. USD-Colombian Peso Equivalence.



*This report may contain forward-looking statements regarding the performance of ISA and should be taken in good faith by institutions; said forward-looking statements reflect management's views and are based on currently-available information, which assumes risks and uncertainties, including economic conditions and those from other markets, as well as the exchange rate variations and other financial variables with respect to which ISA S.A. E.S.P. may not be held responsible, directly or indirectly, for financial operations that the public may conduct in reliance of the information herein presented.*

*The consolidation process means the inclusion of 100% of the companies where ISA has control through the global integration method, pursuant to the application of the Colombian Financial Reporting and Accounting Standards -NCIF- enacted by Law 1314 of 2009, regulated by Decree 2420 of 2015, modified by Decree 2420 of 2015, which was compiled in Decree 2270 of 2019, and all the legal provisions in force adopted by the Colombia's National General Accounting Office.*

*These accounting and financial reporting standards correspond to the International Financial Reporting Standards -IFRS-, officially translated, and authorized by the International Accounting Standards Board -IASB-.*

*The figures expressed in USD millions in this report are only for informative purposes and do not reflect the accounting conversion standards usually used. As of December 31, 2020, the exchange rate used for the rendering of figures in dollars of the financial position statement was USD 1.00 = COP 3.432,50 (closing rate) and the rate used for the income statement was USD 1.00 = COP 3.691,27 (cumulative average rate) (Source: Banco de la República).*