



corferias ^{CSB}

Generadores de
Oportunidades y Progreso

CORFERIAS PROGRESS COMMUNICATION REPORT

June 2017- June 2018

ÁGORA
BOGOTÁ

CENTRO
DE CONVENCIONES

OUR CORPORATE GOVERNMENT MANAGERS

Board of Directors



Andrés López Valderrama
Executive President



Mario Cajiao Pedraza
Planning Vice-President and
Corporate Matters



Mauricio Paredes García
Risk and Operations
Subdirector



Natalia Riveros Castillo
Legal Representative for Judicial and
Administrative Matters





MESSAGE FROM THE EXECUTIVE PRESIDENT

For me, as Executive President of the International Business and Exposition Center - Corferias, it is satisfying to share the June 2017 - June 2018 Progress Communication, which contains the initiatives and breakthroughs achieved in this period, and which corroborate the compliance of the 10 principles in the areas of Human Rights, Labor Standards, Environment and Fight Against Corruption. In a parallel manner, we initiated the implementation of a Sustainability Management System which has the main objective of improving the Corporation's environmental, social, cultural and economic performance, and in this way, contribute to the construction of society's sustainable development.

We will continue managing the fair-related activity and events under universally accepted principles and promoting these with our human talent and with the rest of Interest Groups. Likewise, we exalt the importance of applying good environmental and social responsibility practices in the administration of our business and we ratify our commitment in accountability and in providing truthful and transparent information regarding the Corporation's actions.

ANDRÉS LÓPEZ VALDERRAMA



ACKNOWLEDGEMENT

Corferias was acknowledged by Revista Semana with the support of Grupo Bolívar and Grupo Argos, as one of the 25 companies which contribute the most to the country. The selection was carried out by a panel of experts who defined measurement parameters in the following way: internal dimension - corporate government, human talent, human rights, safety and health at work; economic and productive dimension - idea management, structure, level of innovation and operational performance; Relations with the public sector; relations with the environment and legality.



OUR TRAJECTORY

Empresa Corferias was born around 64 years ago as a mixed economy company - State Trading Enterprise-, through the initiative of a group of entrepreneurs who were convinced of the need in fostering commercial exchange and invigorating national economy. The Government of that time created the Corporation with contributions from the State and the Asociación Nacional de Pequeños Industriales ACOPI (National Association of Small Scale Industry). In 1954, the First International Exposition Fair “I Feria Exposición Internacional” was carried out, receiving hundreds of visitors from Bogotá and from abroad, as well as businessmen who were interested in the first international competition in the country and which gathered 600 stands which exhibited the best representatives of the industry in consumer’s goods and in technological breakthroughs from that time. It was a 24-day event in which there were exhibiting participants from Germany, France, Swede, Belgium, Venezuela and of course, Colombia, who had the visible representation of Cundinamarca, Tolima, Caldas, Santander and Valle del Cauca departments. The companies Bavaria, Cervecería Andina, Flota Mercante Grancolombiana, Banco Cafetero, Coltejer and Avianca stood out because of the excellence in their presentation.



Posterior Years

In the 60s decade, Corferias initiated a new stage in which the appointing of the economist Óscar Pérez Gutiérrez as a CEO was decisive. He remained in that position for 31 years and at the end of his term, Dr. Hernando Restrepo Londoño was appointed. He managed to position and establish the events held every two years named International Agro-Livestock Fair FERIA INTERNACIONAL AGROPECUARIA - Agroexpo, and the International Exhibition Fair FERIA EXPOSICIÓN INTERNACIONAL - currently known as Bogotá International Fair, Industrial Exhibition FERIA INTERNACIONAL DE BOGOTÁ, EXPOSICIÓN INDUSTRIAL - events which surpassed expectations in terms of visitors and volume of commercial business transactions.

Corferias Privatization

In 1989 Corferias managed to transform itself from a Mixed Commercial Enterprise to a Private Law Corporation with Commercial Nature. In other words, from a mixed company (with State intervention) to a private company, and the Bogota Chamber of Commerce acquired the State's participation share as the majority shareholder of the Corporation.

Fair Activity

In its event calendar, Corferias has consolidated important fairs, some of which are own-brands, there are also fairs organized by third parties, and fairs carried out in association to guilds, private and public entities. Likewise, Corferias has become the ideal venue for the production of concerts, conventions, congresses, releases, corporate events, entrepreneurial gatherings and assemblies, among many others.



OUR CREED

*Possible is a word we use in
THE WORLD OF CORFERIAS
In order to live in it, daring to
use the power we have for
making the dreams of our
invitees come true. Possible is
not an opinion, it's AN OPEN
AND FLEXIBLE ATTITUDE for
doing everything in our power
to satisfy each requirement.
Possible is not a challenge, it's
a decision.*

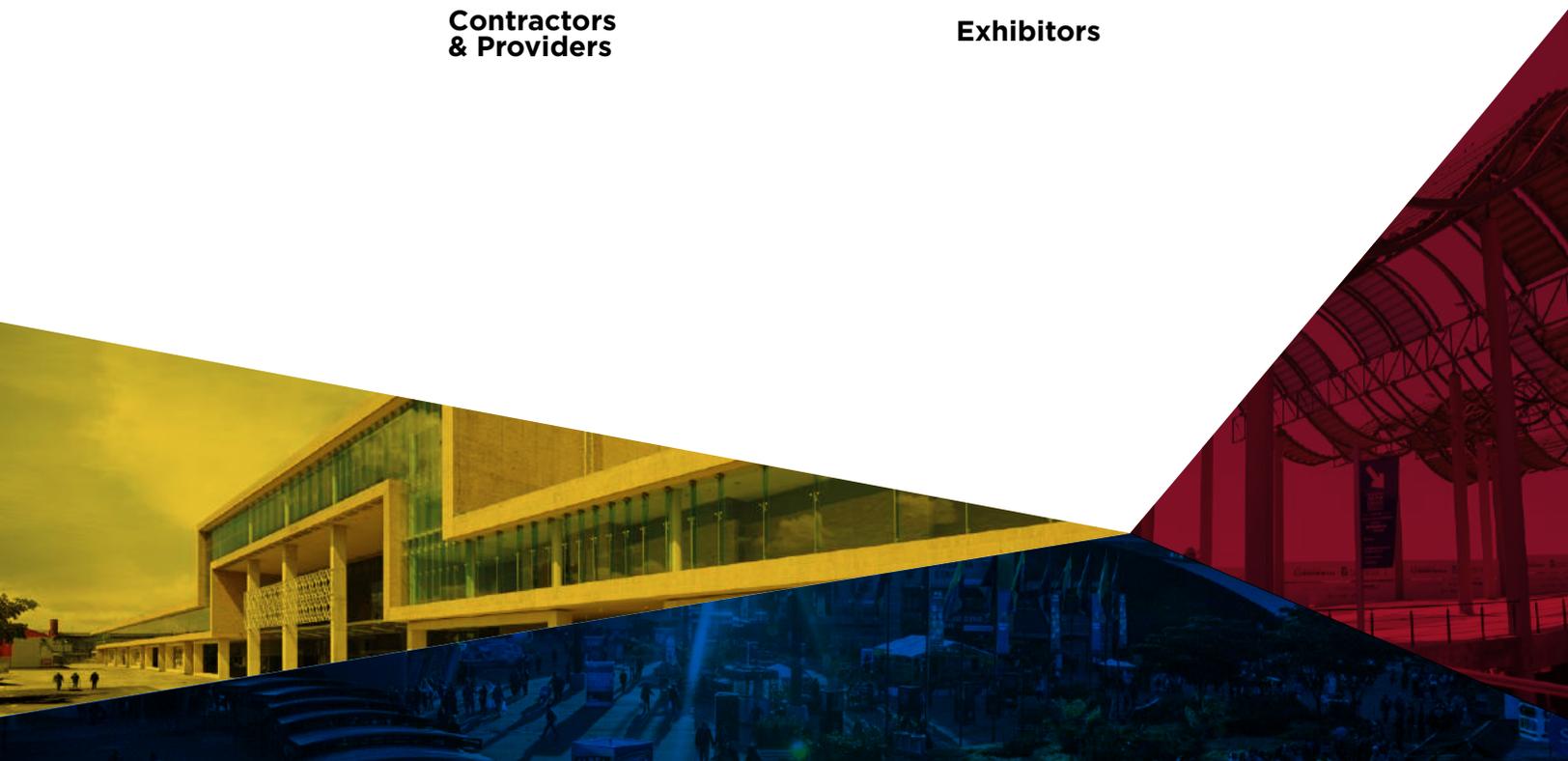
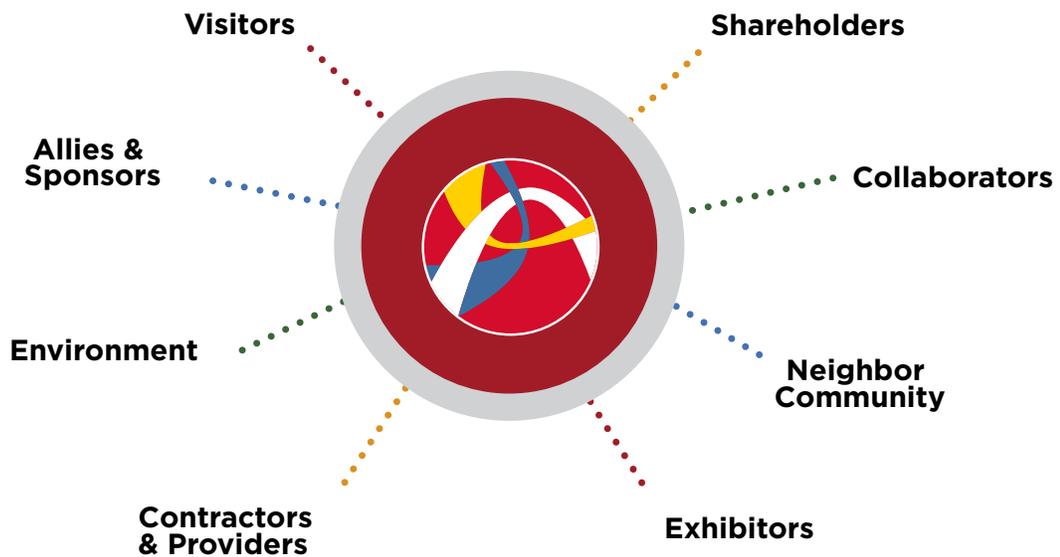
*Possible is passion for what we
do. Possible is planning in
action*

*Possible is VITALITY.
Corferias is the world of
possibilities*

I AM AN ENABLER!

OUR INTEREST GROUPS

In the year 2017, and after a reflection exercise carried out by several areas in the Corporation, the following Interest Groups were identified, and an Influence - Impact Matrix was elaborated, which includes the expectations and forms of interaction that exist with each and every one of them. In addition, those which are most critical for our management were prioritized.





Regarding the forms of interaction related in the matrix, we highlight the following channels, which have the main purpose of promoting an ongoing, two-way, effective, immediate and flexible communication: A



Internal Channels:

Corporate Intranet: Site through which novelties, well-being and development activities and birthdays of human talent are communicated. Personal and professional achievements of officers are exalted here as well.

Yammer: Social Network which provides human talent with a space for publishing self-written texts, videos, photographs and articles they consider interesting for everybody, as well as an opportunity for exchanging experiences and ideas.



External Channels:

Web Page www.corferias.com

Social Networks: Permanent interaction mechanisms for clients and users.





HUMAN RIGHTS

Principle 1:

Companies must support and respect the protection of universally acknowledged fundamental human rights within their area of influence

Principle 2:

Companies must insure not being accomplices of human rights violations



LABOR STANDARDS

Principle 3:

Companies must respect freedom of association and the effective acknowledgment of the right to collective negotiation.

Principle 4:

Companies must support the elimination of all forms of forced labor or work under coercion

Principle 5:

Companies must support the effective abolition of child work.

Principle 6:

Companies must support the abolition of discrimination practices at work and occupation.



OUR COMMITMENT

Corferias reaffirms its commitment and will for developing all of its activities within the framework of respect for Human Rights, thoroughly complying with national legislation and international treaties and agreements ratified by Colombia.

We reject any form violation of Human Rights and International Humanitarian Rights, furthermore, we do not authorize or in any way support abuse on behalf of our human talent, providers, contractors and business partners.

OUR MANAGEMENT

Donation of solidary spaces: We continue to foster social responsibility not only in Corferias, but also with those foundations and entities that develop a social labor in benefit of vulnerable populations, and who make their mission visible in the different fairs in which they participate, thanks to the free of charge spaces that the Corporation provides. Under this figure, and from the office of Community Relations, we have managed the presence in our fairs for massive entities such as: Instituto Colombiano de Bienestar Familiar - Aldeas Infantiles SOS Colombia - Personería de Bogotá - Hábitat para la Humanidad Colombia - Apoyo a Mujeres con Enfermedades del Seno AMESE - Fundación Red de Apoyo Social de Antioquia RASA - Fundación Hematológica Colombia - Hemolife - Fundación Taller A2S.



Likewise, some areas within the facilities have been made available to the local Mayor's Office in order to contribute to the development of its activities. In this report's period, Corferias held the following: Graduation ceremony for bachelors of Colegio Manuela Beltrán School; Public hearings for the election of Minor Mayor; the Horizontal Property Forum in Teusaquillo, and "Dialogues with Citizens", which is a discussion space regarding the execution and management of programs and projects set forth by the Mayor's Office of Teusaquillo during 2017.



Community Relationships:

Corferias diversifies the activities directed to the affiliates of Programa C-Buen Vecino with the purpose of offering, aside from entertainment, events which contribute to their well-being and quality of life. This way, among many other activities conducted, we held the Space for Education, Cohabitation and Citizen Safety in alliance with the Prevention Office of Teusaquillo Police; a Workshop of Social Network Management for the Impulse of Business and the Tools for Happiness Workshop.



- 6800 affiliates for the C-Buen Vecino Program
- 17 movies projected
- 2 theater plays
- 1 “Tuna Music” festival
- 2 folk dance presentations
- 1 Latin American music concert
- Christmas Celebration
- 2 formative workshops
- 1 Citizen Safety and Cohabitation Meeting
- Free entrance for titleholders and families for
- FILBo, Feria del Hogar, Belleza y Salud, Agroexpo, SOFA, Expopet and Expoartesanas.



EnlaC Newspaper



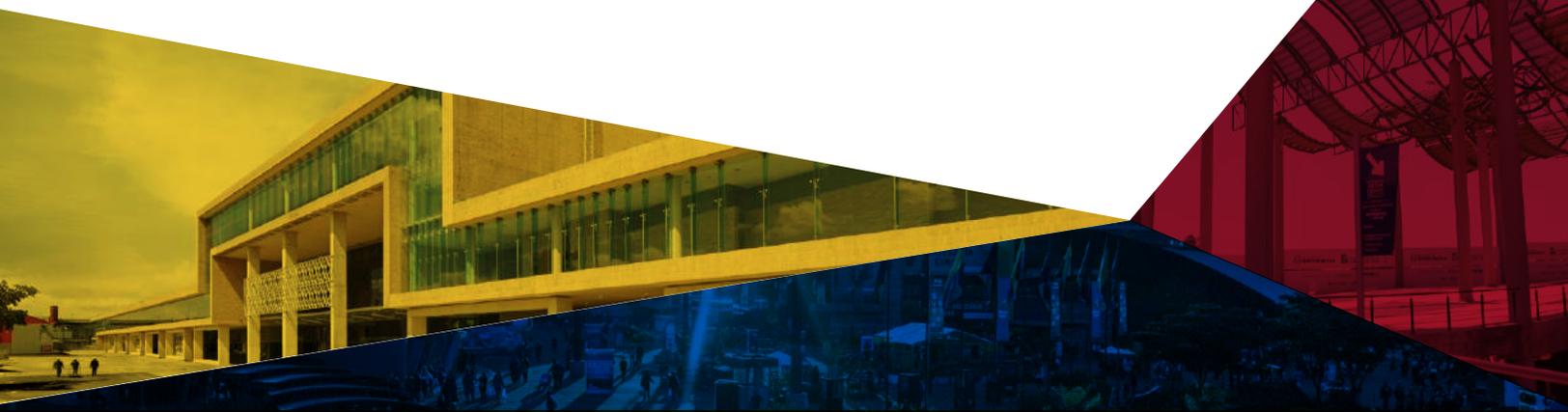
Communication media directed to the Neighbor Community in which we publish the advancement of Corferias infrastructure projects, Teusaquillo news and general topics of interest for the community which pursue healthy cohabitation, respect for others and

39 editions - 6 free circulation editions per year.
30.000 copies per year

Support for Foundations

Corferias maintained donations to Bogota's Social Foundations in order to collaborate in the continuity of programs that this entity develops in favor of senior age adults, children and teenagers of Soacha and Ciudad Bolivar who live in vulnerable conditions. Likewise, it economically contributes to the Colombia ProBono Foundation, a private non-profit organization which works as a bridge between those who do not count on resources for accessing high quality legal advisory, and a team of lawyers from different

entities, who are willing to offer their services for free. Finally, we maintained our status as contributing partners in the Fundación Dividendo por Colombia, a multi-corporate non-profit organization which is member of the United Way Worldwide network; which promotes the exercise of corporate social responsibility, channeling efforts towards the development of educational programs in alliance with the Government.

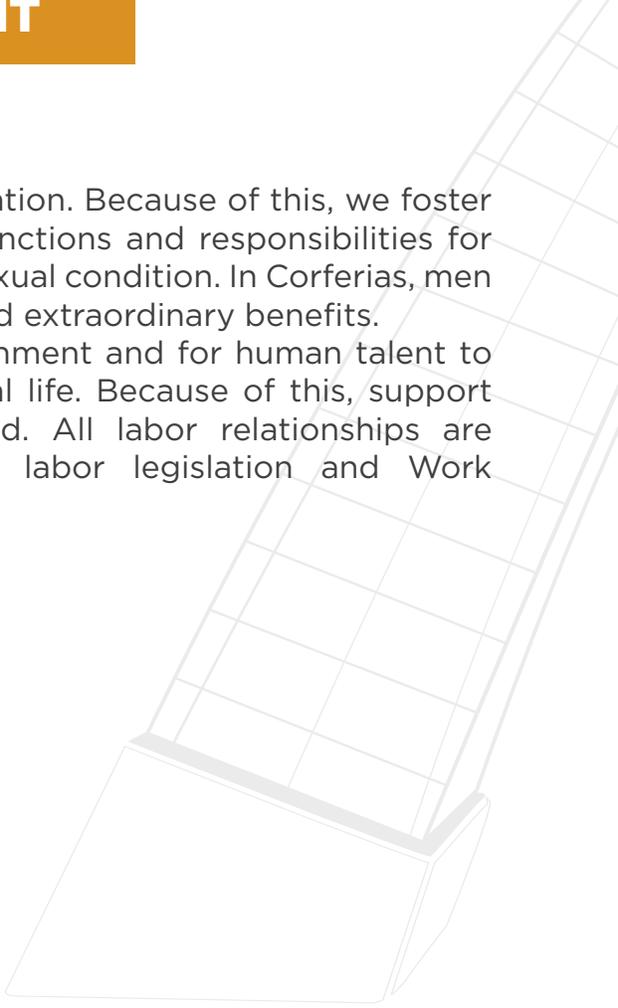




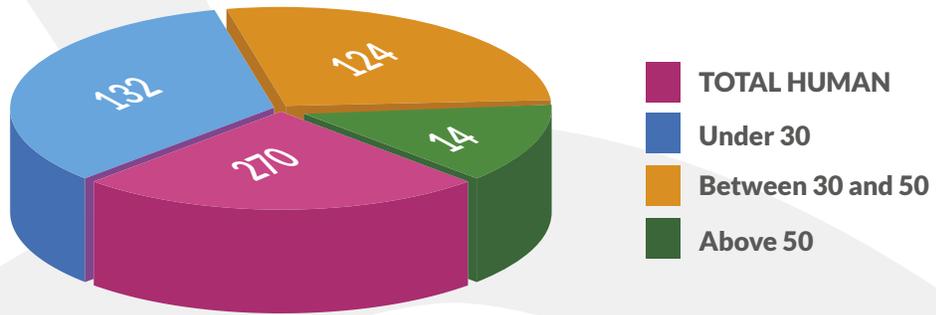
Corferias Human talent

OUR COMMITMENT

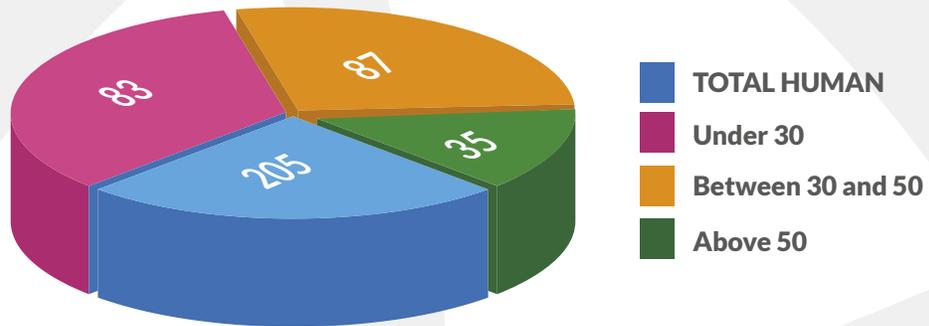
Human talent are one of the main assets of the Corporation. Because of this, we foster equity and equality in such a way that the profiles, functions and responsibilities for every position, do not depend on gender, age, race or sexual condition. In Corferias, men and women access the same conditions, labor rights and extraordinary benefits. We are interested in generating a healthy work environment and for human talent to attain balance between their personal and professional life. Because of this, support policies and well-being programs have been defined. All labor relationships are established by thoroughly complying with current labor legislation and Work Guidelines.



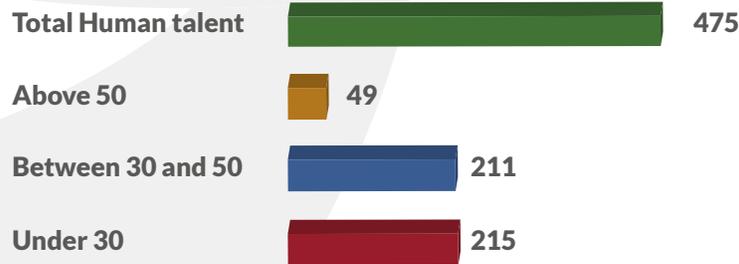
WOMEN



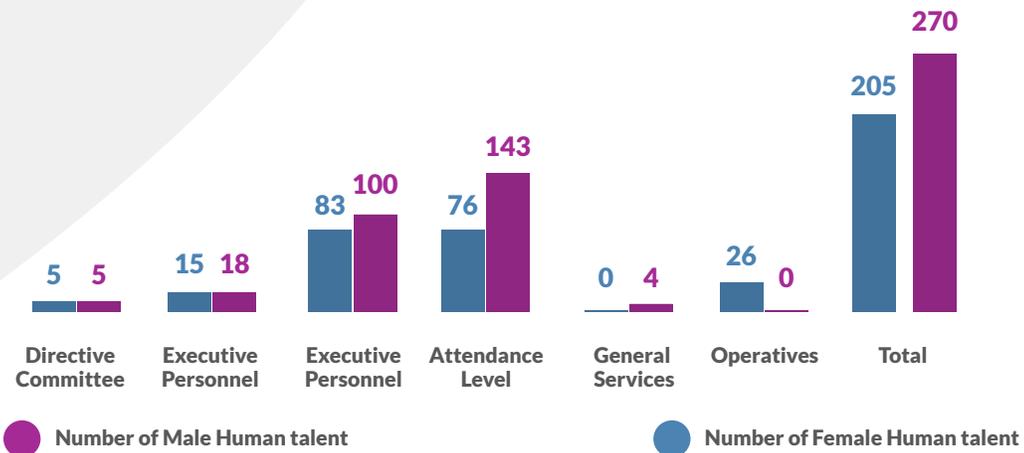
MEN



Distribution of Human talent According to Age Group



Composition of Government Organs according to Gender



CREDIT LINES

Corferias continues to economically support human talent and their families in favor of their well-being and the improvement of their life quality. Existing credit modalities in the Corporation are: Housing, vehicle, education and calamity.

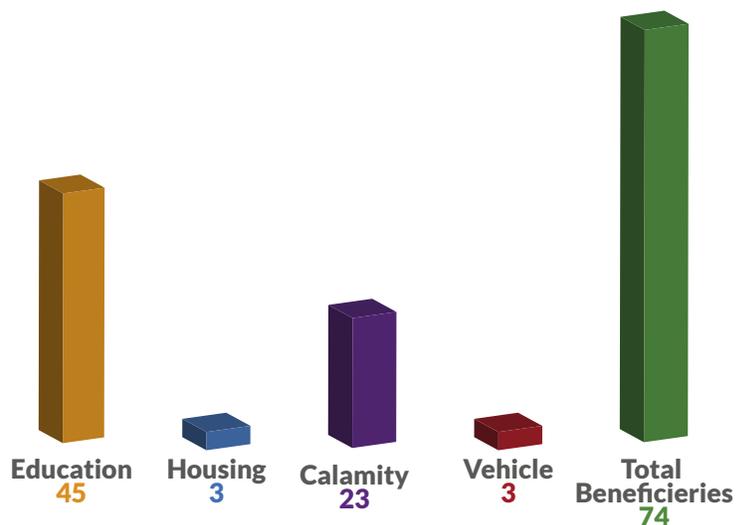
Education Credit: 45 Human talent accessed this benefit. The Corporation supported them in their professional and academic development, broadening coverage in 2017 in 4% more in comparison to the prior year. In this modality up to 100% of the semester value is financed for technical, technological, diploma programs and undergraduate programs. Up to 50% of semester value is financed for post graduate programs. Education credits are provided with no interest rates.

Housing Credit: 3 Human talent enjoyed this benefit by liberating their levies with other entities, which represents an economical saving in interest rates established in this credit line.

Calamity Credit: 23 Human talent were benefited under this modality. During this period, they faced diverse unforeseen situations in their family environment: purchase of high cost medications, damages in housing, floods, fires and medical treatments for family groups, among others.

Vehicle Credit: 3 human talent acquired a vehicle with a DTF rate of +2 points.

Credit Lines



Well-Being Plan

During 2017, the well-being plan focused on two main pillars: Promotion of the workers' physical health and the generation of interaction spaces which pursue the improvement of the internal work environment.

There were new sporting activities carried out through the course of the year: (i) Jenga Tournament in which 70 human talent competed; (ii) participation in Desafío Colsubsidio, a 3 km long obstacle course that registered the participation of 45 human talent which competed against other companies affiliated to the family welfare compensation company, and (iii) futbol 5-type soccer tournaments with close to 150 players; bowling tournament with the attendance of 100 participants; ping pong and Rana tournaments which had the participation of 60 persons in each modality.

Throughout the year, several social-work interaction spaces were undertaken. 2 lunch gatherings with artistic shows were held in Corferia's Arco restaurant. The adult Halloween celebration, a recreational day for human talent's children, new year's celebration and Christmas Carols. These activities generated a positive impact in the work environment of CORFERIAS.

Work Health and Safety System

According to the provisions the norm that regulate the issue of Work Health and Safety, during the year 2017, there was an initial assessment of the Management System under the guidelines of Resolution 1111 of 2017. Through the lessons found therein, a work plan which will allow to have 100% compliance in regards to 2018 requirements was designed

In the closure of 2017, the following actions were already being implemented as part of the formulated action plan: (i) The structuring of a position of Work Health & Safety Coordinator, (ii) the conformation of Emergency Brigades and the execution of their corresponding trainings, the filing of investigations regarding incidents and work accidents, (iii) the design and documentation of procedures and programs determined by the law, with a scope that encompasses the different areas of CORFERIAS, and the application of the psychosocial risk survey, providing 100% coverage to the targeted population.



Selection Process

During 2017, under the methodology of external recruitment and selection, there was coverage for the vacancies generated in the Corporation throughout the year. In order to continue the strategy of strengthening growth and development of human talent, there were 36 job promotions in internal positions, thus increasing this indicator an additional 24% in comparison to the prior year, and this way, fulfilling the commitment of CORFERIAS in granting opportunities for its personnel.

Performance Assessment

In the closure of 2017, the process of performance assessment was undertaken. As a novelty, within its items for evaluation, both in the manager-enabler as well as in the enabler-manager assessment, it included evaluation of Corferias cultural values (Producing Memorable Experiences, Teamwork, both Internally and Externally, Permanent Innovation, World Class Management and Commitment)

This process considers the individual delivery of results and the inventory of formation and training needs for work personnel, which will be a material for the development of the "Formation and Training Plan for next year 2018".

OUR SOCIAL INVESTMENT

During 2017, Corferias invested COP \$256'551.162, distributed in the following manner:

Donations in support of Vulnerable Populations	\$ 61.916.588
C-Buen Vecino Program	\$ 87.238.000
Solidary Donations and Lending of Spacess	\$ 90.396.574
EnlaC Newspaper	\$ 17.000.000





ENVIRONMENT

Principle 7:

Companies shall support a preventive approach in regards to environmental challenges.

Principle 8:

Companies must foster initiatives that promote a greater environmental responsibility.

Principle 9:

Companies must favor the development and disclosure of technologies that are respectful to the environment.



OUR COMMITMENT

We continue to undertake initiatives and programs pursuant to mitigate the environmental impact derived from fair and event related activity. We strive for a rational use of resources, and because of this, during the reporting period, we focus on making awareness campaigns not only in the interior of the Corporation, but to also extend them to our Interest Groups.

OUR ACTIONS

Sustainability Management System - SGS: Corferias initiated and documented the implementation of SGS with several purposes. The main purpose is to strive for the improvement of the Corporation's performance in the Environmental and Socio-Cultural areas, in addition, to reaffirm Corferia's commitment in contributing to sustainable development.



Up next, we will share some breakthroughs:

- Elaboration of a sustainability legal requirement matrix
- Identification of high relevance impacts and aspects for the SGS
- Elaboration and execution of the Basic Sanitation Plan
- Efficient energy use Campaign
- Efficient paper use campaign
- Improvements and local adaptations in the Waste Collection Center and Garbage “Shoot”
- Establishment of a color code
- Trainings in responsible solid waste management, separating at source, plague control, good manufacturing practices and hygienic manipulation of foods.
- Design and declaration of policies, programs and work plans that will allow to fulfill the system’s objectives in a medium term.

Post Consumption Programs:

With the objective of having an adequate environmental management for these elements, Corferias continued to be related to Post Consumption Programs:



511 Empty ink cartridges
60 kg. Of unused batteries
82 Kg. Of plastic bottle caps

A woman with long brown hair, wearing a patterned cardigan over a black top, is smiling and looking towards a laptop. She is standing in a meeting room with a whiteboard in the background. Another person is partially visible in the foreground, wearing a red jacket with 'PRO' on the back. The entire image has a green tint.

Waste Management:

Based on the Corporation's Basic Sanitation Plan, during 2017, we worked in optimizing processes of collection, classification, storage and disposal of generated waste. This way, we recovered 63.397 Kg. of recycling material which included glass, plastic, cardboard, wood and paper. On the other hand, regarding waste coming from activities related to the production of foods and beverages, 1.194 liters of used vegetable oil (UVO) were collected, which generated income for the Corporation, and more importantly, we avoided this residue to be spilled in the sewers or to be susceptible to bad management in the final disposal chain. Likewise, 40.400 Kg. of organic waste was converted into compost, and thus we avoided its arrival to the landfill, which would have increased the production of contaminating leachate and gasses.



ANTICORRUPT

Principle 10:

Companies must work against corruption in all of its forms, including extortion and bribery.





OUR COMMITMENT

CORFERIAS is a company who is permanently committed to the actions of the Corporate Government. Because of this, it has established a set of values, principles, policies, practices, processes and procedures through which it develops its business object, always striving for excellency, transparency and quality in its management, in order to fulfill its commitments with its different interest groups.

OUR ACTIONS

Audit and Risk Committee: This committee functions as a support organ for the Board of Directors in the Administration's management. Its main function is to support the Administration in the definition of policies and in the ordainment and design of procedures and internal control systems, as well as risk analysis, risk management and supervising the internal control structure and assessing the reasonableness of its existing procedures and controls in CORFERIAS.



Integral System for the Prevention and Control of Money Laundering:

In 2017, different activities and actions were set forth in order to comply with what was established in the SIPLA Ethical Code Manual. CORFERIAS continued to carry out trainings for new officers who entered into the company. The Compliance Officer duly presented compliance reports with SIPLA before the Audit Committee and the Board of Directors, without the aforementioned having existing actions or situations considered as suspicious or unusual and that should be reported. Periodic reports were handed to UIAF in compliance to what was ordered by the Law. Both Internal Audit and Tax Inspection effected audits in the system and found a satisfactory compliance in CORFERIAS.

Country Code:

Corferias annually processes and publishes a survey in relation to the adoption of the Best Corporate Practices of Colombian Code, and remits it to the Financial Superintendence. The survey evidenced Corferia's situation in regards to the recommendations established in the Country Code, and in this way allows shareholders, investors and the market in general to evaluate it and to know the level of adoption the mentioned code has. The survey may be consulted in [www.corferias.com /accionistas/gobierno corporativo](http://www.corferias.com/accionistas/gobierno_corporativo).



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