

CORFERIAS S.A.
Generadores de Oportunidades y Progreso

Second Quarter Results Presentation.

Welcome and presentation of the agenda.

AGENDA

1. Relevant Facts.
2. Financial situation.

1) RELEVANT FACTS

Corferias in alliance with various entities have come together to promote connections between companies, increase opportunities, facilitate updating for your business and encourage the reactivation of the national economy.

There are 5 ecosystems created for companies to participate in the industry and learn about various alternatives to apply in your company, venture or idea to develop.

Industry, Manufacturing and Environment Ecosystem: This ecosystem is responsible for integrating knowledge and technology with the most relevant issues for the present and future.

Lifestyle and Consumption Ecosystem: You will access content of interest and learn about the solutions for your life and well-being that companies and entrepreneurs have for you.

Fashion and Clothing Ecosystem: The Fashion system is one of the most dynamic in the Colombian economy, which has a consolidated and experienced production chain where what stands out most is its design, innovation and quality in its products and services.

Creative Industries and Orange Economy Ecosystem: Entrepreneurs and businessmen of the cultural and creative industries make up this ecosystem, which presents the value of creativity as a catalyst for the social and economic development of the country.

Agroindustry and Food Ecosystem: In which you can find trends and innovation in agriculture, livestock and food for your company.

In this space you can find:

- Space for entrepreneurs
- The presence of your industry and content related to

- Business meetings
- Inversion wheels
- Webinars with experts
- Virtual showcases where you can participate

2). FINANCIAL SITUATION

Given the measures of the National Government about mandatory preventive isolation, which was present during the second quarter of this year, it translates into not being able to carry out the fairs and events that we anticipated for this quarter. Therefore, our *Operating Income* had a 93% drop compared to the same period of 2019.

Since we did not have an operation, it is observed that our *Sales Expense* was lower compared to 2019, therefore, *administrative costs* were also reduced, this due to measures that the corporation took in order to alleviate a little the situation of not having income. *Non-Operating Income* corresponds to the difference in exchange rate and interest on the savings account held abroad. *Operating Expense* grows compared to 2019 due to the management of new projects Corferias accessed some loans and this is the result of the disbursement of those loans in the Profit and loss Statement. And finally, given the lack of income, we see that the Profit for this quarter fell by -259% compared to 2019.

Summing up the actions that Corferias took to address this situation, are:

- The corporation is advancing all the protocols regarding the adequacy of the enclosure and having biosafety issues in order to operate once the authorization for reopening is obtained.
- As mentioned, platforms such as Econexia are being implemented and developed.
- Regarding administrative expenses, some adjustments were made in the management of personnel such as no increase in salary, vacations for people who had time to take, no extension of fixed-term contracts.
- Suspension of new investments.
- Cost reduction, closure of unused facilities, reduction in surveillance and cleaning, renegotiation of suppliers and contractors, among others.

Compared to the balance sheet items, Corferias *Assets* are \$ 923,253 billion pesos, *Liabilities* \$ 428,999 billion pesos and *Equity* \$ 494,254 billion pesos. We see a debt structure focused on the long term, mainly caused by the obligations acquired for the projects investment and to mitigate a little the lack of income for the year 2020. The level of indebtedness is at the expected levels.