



CORFERIAS S.A.
Generadores de Oportunidades y Progreso

Third Quarter Results Presentation.

Welcome and presentation of the agenda.

AGENDA

1. Relevant Facts.
2. Third quarter fairs and events.
3. Financial situation.
4. Fairs to run

1) RELEVANT FACTS.

Corferias integration with the environment

Corferias bet to consolidate and provide the city with a large space for public use of approximately 23,700 sqm, which has tree-lined pedestrian streets, green areas, squares and urban furniture, that positively transforms the relationship of Corferias equipment with its immediate surroundings, adding value to the sector, providing safety, accessibility and comfort to the pedestrian around our properties.

The new public spaces are located in:

- Alameda Cra 37
- Alameda Avenida Pedro Leon Trabuchy
- Alameda Calle 25
- Public space green parking
- Alameda and small square on Avenida La esperanza, where it is possible to find 6 meeting rooms, ATMs and 7 stores which began operating since June of last year.

Hotel and offices project

It is a project that resulted in the pre-opening of the hotel in November 2018 and formally began operations in March of this year, classified as a 5-star hotel. The building has 17 floors, a swimming pool, a gym and 410 rooms. Corferias' new offices represent 4,590 m² distributed over 3 floors.

Agora

For the year 2018, 186 events took place, of which 18 were international and 4 of them categorized as ICCA events. The development of all these events brought together 97,228 visitors, 7,800 of them international.

New products

Interzum

This version was supported by **Interzum**, the world's leading trade fair for supplies for furniture production and interior design, organized by our partner Köelnmesse in Germany. This new version as a HUB fair for the industry in the region had 192 exhibitors, who occupied about 7,000 sqm net; high-level academic and technical activities for the industry.

Bicigo

The fair allows to be a platform for the exchange of knowledge where the experts, the specialized public and fans of the industry will enjoy a schedule of activities and demonstrations with athletes on wheels who will make outstanding presentations. **79 exhibitors** participated in the latest version, 29% of them international and it had **15,505 visitors**.

Chocoshow

Based on the high quality of Colombian Cacao, this first version had **77 exhibitors** who presented the most select chocolates and pastries, generating spaces for marketing and customer service. It had **15,820 visitors** and for this year an attendance of around 17,000 people is expected. This fair is developed in association with the Colombian Cocoa Federation.

Comic con

In association with Planet Comics, the first version in Bogotá and the sixth version in Medellín were developed in the same year, allowing to have around 74,000 visitors in the two cities and developing a set of experiences with production companies such as Disney, Warner, Cartoon Network, Sony and Universal, as well as having the presence of world-class artists.

Libraq

With the support of the Mayor's Office of Barranquilla and the Colombian Chamber of Books, it was possible to display a set-up inside the fairgrounds and extend the academic and cultural agenda. In the first version LIBRAQ managed to gather more than 32,000 people at the fairground, 78 exhibitors and registered traffic on the Great Boardwalk of about 100,000 people living a first-rate agenda.

Expo Agrofuturo

The 1st version was carried out in August in the city of Bogotá, by Corferias and in association with the Novoagro firm. It had 300 national and international exhibitors, and an attendance of more than

13,000 professional assistants. This acquisition strengthens the presence of CORFERIAS in the agro-industrial and livestock sector of the country and the region.
For the year 2019, there are the following events:

Sportfest

Specialized fair of sport, fitness culture and healthy life that will present the latest in the industry news in a 3-day setting.

Silverexpo

It is the first commercial and experiential space in Bogotá, where products and services aimed at the elderly population will be exhibited under one place, in order to promote the well-being and fun of this population.

THIRD QUARTER FAIRS AND EVENTS.

The most significant fairs.

Nextcar

The fair provides the public with the widest range of vehicles, with a fleet of more than 700 cars of different categories and brands, together with complementary services that will allow the visitor to complete the purchase process in a safe and agile way, in order to fulfill their dreams of acquiring a vehicle for the first time or improving the one they have.

Home Fair

Throughout its more than 30 editions, the Home Fair has established itself as the ideal space for its hundreds of thousands of visitors to find throughout the fairground all kinds of elements in the sector, with the most varied and wide quantity of exhibitors.

Real Estate Great Hall

It offers in one place all the value offer and complementary services, energizing the supply and demand of the real estate sector, generating effective contacts and conducting business in the short and medium term in a context where the investor has the possibility of conducting safe and reliable business.

Events

During the third quarter of 2019, 14 events were held.

The most significant.

- 1) Expovinos.
- 2) Registration of candidates and call.
- 3) Putumayo week
- 4) Fedopto
- 5) Expomedia marathon Bogotá

There were 6 events in **September**, 3 events in **August**, and 5 events in **July**.

EVENTS CARRIED OUT IN AGORA THIRD QUARTER.

- During the second quarter of the year, 37 events were held with more than 100 attendees.
- During the events held in the period, we had the attendance of approximately 21,745 people.

3. FINANCIAL SITUATION.

Number of Events and Fairs.

Compared to the third quarter of 2018, for this year an increase of 8 to 10 fairs has been shown, representing a variation of 25%. Regarding events, the same number of 14 has been maintained, with the distribution varying in the months compared to the previous cut.

INDICATOR EVALUATION.

OPERATING INCOME

The growth in operating income is due to the development of biennial fairs such as Agroexpo, F-Air and Boyacá in Corferias. These products were not developed in the same cut for 2019. It should be noted that the annual fairs such as the Home Fair, Sabor Barranquilla, Expodrinks and Libraq presented better results compared to their latest version. All this, together with the development of events such as Putumayo week, Expovinos and Fedopto generate a revenue growth of 19%.

SELLING EXPENSES:

The increase in sales expenses corresponds to fees for advisory services and technical assistance. In addition, due to the increase in equipment rentals, advertising services, auxiliary personnel for accesses and informants and adjustments to facilities, at fairs such as AGROEXPO, EXPOCONSTRUCCIÓN Y DISEÑO, F-AIR and the HOME FAIR.

ADMINISTRATIVE EXPENSES

The growth of these expenses is related to the increase in personnel in the company. From the perspective of taxes, the payment of the property is made and there was an increase in the payment of taxes on sales of industry and commerce for the development of the biennial fairs already

mentioned. In addition to this, the maintenance plan for machinery and equipment of the company and the remuneration for investors of the Ágora Convention Center were developed.

NON-OPERATING INCOME

The growth of this item is directly influenced by the returns generated in collective investment funds and autonomous equity. It is important to mention that there was a balance in favor of the exchange difference for this cut.

NON-OPERATING EXPENSES

The growth corresponds to the payment of interest of the bank loans requested to leverage the investment projects mentioned in the initial part of this presentation.

OCTOBER

CAFÉS DE COLOMBIA: It is the event that integrates the entire coffee value chain and offers a stage to expose and publicize market trends and innovations nationally and internationally. By having academic, commercial and cultural spaces, the fair fosters the constant exchange of knowledge between participants in the sector, establishing contacts and conducting business.

BEAUTY AND HEALTH: The most representative brands will meet to show visitors the latest products, new trends and advances related to comprehensive beauty for women and modern men, complemented by an academic agenda where conferences will be held; workshops; shows and experience areas.

SOFA: It is a hobby and entertainment fair that brings together communities involved with video games, science fiction, role-playing games and strategy, comics, fantasy literature, manga, anime and cosplay.

NOVEMBER

CHOCOSHOW: At this fair, visitors enjoy a family show around cocoa, with spaces to learn about the wonders and potential of chocolate in all its manifestations. It is a scenario of visibility, experience and knowledge of the cocoa and chocolate subsector of Colombia.

ANDINAPACK: It is the international exhibition of products, equipment and systems associated with packaging and high technologies for the food and beverage processing industry, pharmaceutical, cosmetics, personal hygiene and agro-industry.

EXPOPET: It is the commercial platform where the pet is the main protagonist, in an environment of business, updating, family, entertainment and fun. It will have various entertainment, fun and pet beautification scenarios, as well as academic and business spaces. In addition to the activities, there will be the presence of a select national and international commercial sample.

DECEMBER

EXPOARTESANIAS: it is the main craft fair held in Bogotá DC, which has become a platform for the promotion and dissemination of the Colombian craft sector, being a strategic program of Crafts of Colombia and Corferias, which seeks to promote the conservation of traditional crafts and allows artisans project themselves to national and international markets.

EXPODEFENSA: It is the international exhibition and reference point for Latin America in terms of technological development and innovation for the Defense and Security Forces.

GREAT CHRISTMAS SALE: it is a space to market your products at the best Outlet prices. A time when families look for Christmas gifts, decorate and remodel their home, beauty products, clothing, footwear, home appliances, toys, among other categories that will be present at the fair.