

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 Events.
3. Financial situation.
4. Fairs to run

1. RELEVANT FACTS.

In August, the **ECONEXIA** digital platform was launched, which will have five ecosystems: **Agroindustry and Food; Fashion and Clothing; Industry, Manufacturing and Environment; Orange Economy and Creative Industries; Lifestyle and Consumption.**

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

Industry, manufacturing and environment ecosystem: This ecosystem is responsible for integrating knowledge and technology with the most relevant topics 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 the 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 first stage, it is expected to develop professional business appointments in a structured environment to guarantee the intersection of supply and demand, access to commercial and professional content, networking scenarios, entrepreneurship and virtual showcases, all in a single platform.

Additionally, Corferias has been preparing with the biosecurity protocols to reopen the fairgrounds, it is for this reason that at this time the Corporation already has the **Safe Guard** seal granted by the

Bureau Veritas company, which includes an additional evaluation of measures preventive, associated with health, safety and hygiene; and the biosafety certification "**Check in certified**".

To obtain this seal, they carried out an initial documentary visit, which allowed them to see that we were documentary prepared and later made a physical visit to the Fairgrounds in Bogotá, Ágora and the Puerta de Oro venue in Barranquilla, where they validated that the spaces, capacities and processes were in accordance with the minimum requirements required by the biosafety standard.

2. THIRD QUARTER EVENTS.

Taking advantage of the fact that we had an important technological development to propose not only physical but virtual events, the commercial team has been offering this product to customers so that they do not stop holding their events, but can do them digitally. However, and as the pandemic evolves, more and more hybrid events will be held where there may be a physical and a virtual part and these hybrid events will be able to evolve to what were face-to-face events. From the commercialization of 2020 in this quarter, 3 totally virtual events could be developed. These events were:

- Camacol Assembly
- Fasesolda International Insurance Convention
- Colombian Construction Congress.

3. FINANCIAL SITUATION.

It is clear that the security and pandemic situation did not allow us to operate and carry out the events that were traditionally scheduled for this quarter and by not being able to do them we see a 97% decrease in *Operating Income*.

The above also explains the reduction in *Sales Expenses*, mainly the value in sales expenses, most of which are related to the commercial team since we maintain a team marketing the 2021 fairs since for that year we will have fairs in 2020 and the 2021 fairs, the *Administrative Costs* had a 30% drop, this as a result of all the measures that have been taken, the related measures are to execute fixed expenses such as surveillance, cleaning, in the case of personnel there was a reduction in working hours and renegotiation with suppliers all in order to generate the greatest possible reduction in expenses. *Non-Operating Income* corresponds to the difference in exchange rate and interest on the savings account held abroad. *The Operational Expense* grows compared to 2019 due to the management of new projects Corferias accessed some credits and this is the result of the disbursement of those credits in the P&G. And the result of all the previous components we see in a reduction of 166% in *Net Profit*, since this has been managed given the reality of 2020.

Compared to the balance sheet items, Corferias assets are \$ 896,665 billion pesos, liabilities \$ 418,830 billion and equity \$ 477,834 billion, within liabilities 89% is concentrated in the long term

and 11% in the short term. The level of indebtedness is at 47%, which shows that we have an important financial indebtedness health that has allowed us to maintain the Corporation in good financial health criteria.

4. FAIRS TO RUN

We are resuming events of the quarter, within the events that can be viewed for the remainder of the year, fortunately we are talking about a physical fair, it is a bet that the Corporation makes to reactivate not only Corferias but also the sectors that are around the fairs. And one of its representative fairs is the Home Fair, normally this is held in the month of September, but this year due to the situation it will be held from November 12 to December 6, 2020. It will be held in several pavilions of the enclosure and since the capacity will be lower, its hours will be from Wednesday to Sunday knowing that the traffic will not be very high on Monday and Tuesday. It is a fair that the same exhibitors asked to be held because of the importance of the fair for homes and since Christmas is close, it allows people to do their shopping, to buy things in an environment with biosafety criteria, this being the physical bet we have.

In the case of the other fair that is very traditional in Corferias, it is Expoartesanas in partnership with Expoartesanas de Colombia. This fair will be done 100% digitally because most of the exhibitors at this fair are artisans and are located outside the city. What is going to be done in this case is to allow these people who have been working all year long on handmade products to market their products. The dynamics of this version will be that the crafts will go physically to the venue and through the fair's website, people will be able to purchase the products. Once purchased, the logistics will be coordinated between the artisan and the fair to deliver the products to the buyers' homes and thus the artisan can sell their crafts without having to move to the store.

This is another fair highly anticipated by all since the quality of the products and the trajectory of the artisans who have been working in the manufacture and creation of their crafts during the year regardless of the pandemic, can find in this platform the way to sell and reactivate this very important sector and more at this time for the country and the city

These are the bets for the fourth quarter of 2020, we hope that you will be able to see it in the case of a home fair, in the case of Expoartesanas visit it virtually and get to know a little about what this change in transformation of Corferias from the digital world has been.