

**SECOND QUARTER 2014 RESULTS**  
**Medellín, Colombia**  
**July 31, 2014**



**Luis Fernando Alarcón, CEO**  
**Carlos Alberto Rodríguez, CFO**

## DISCLAIMER

### SECOND QUARTER 2014 RESULTS

Certain statements contained in this report constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995.

These forward-looking statements reflect our current views with respect to future events and are based on assumptions and subject to risks and uncertainties. Also, these forward-looking statements present our estimates and assumptions only as of the date of this report. Except for our ongoing obligation to disclose material information as required by federal securities laws, we do not intend to update you concerning any future revisions to any forward-looking statements to reflect events or circumstances occurring after the date of this report.

**Amounts expressed in US dollars are for information purposes only, and do not reflect accounting conversion techniques usually applied. As of June 30, 2014, the exchange rate was of USD 1.00 = COP 1,881.19 (Source: Banco de la República de Colombia).**

# AGENDA

---

## Operating Highlights

**ISA 2020**

**Second Quarter 2014 Results**

**Q&A**



- **ISA wins public bidding process in Peru:**
  - 220-kV La Planicie - Industriales Transmission Line and Associated Substations.
  - Design, financing, construction, operation and maintenance of project.
  - Annual revenues: USD 5.5 million
  - Entry into operation: 24 months after official awarding date
  - Term of Concession : 30 years.



- Fitch affirmed its AAA(col) Rating on ISA's Bond Program and 'F1+(col) ' Rating for Commercial Papers with outlook Stable.
- Fitch Ratings International upheld the international corporate BBB rating for local and foreign currency. Outlook remained Stable.



# AGENDA

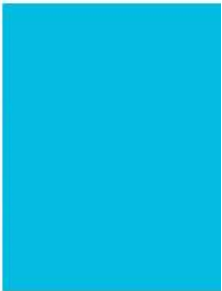
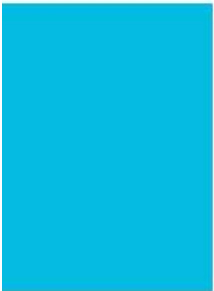
---

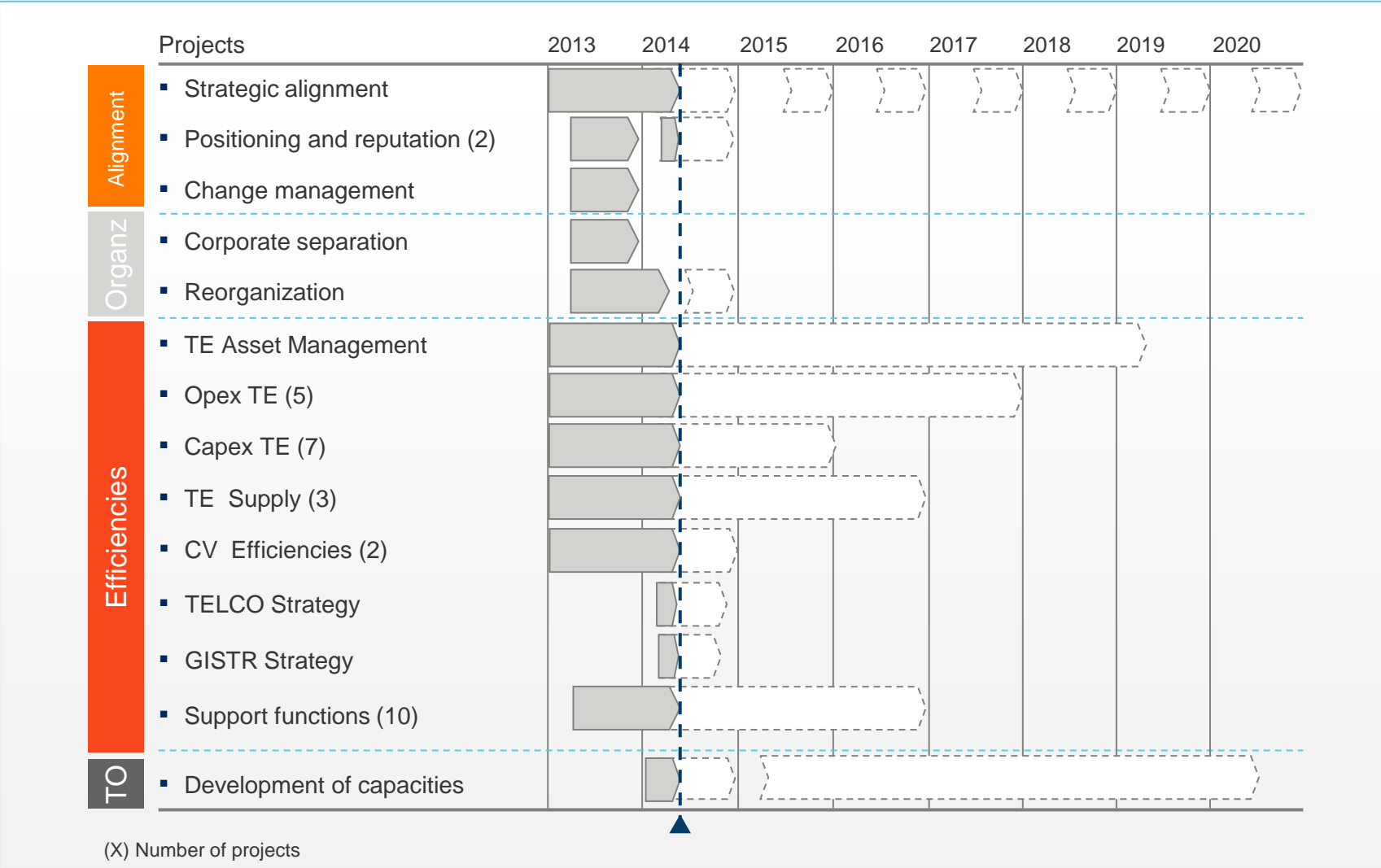
**Operating Highlights**

**ISA 2020**

**Second Quarter 2014 Results**

**Q&A**





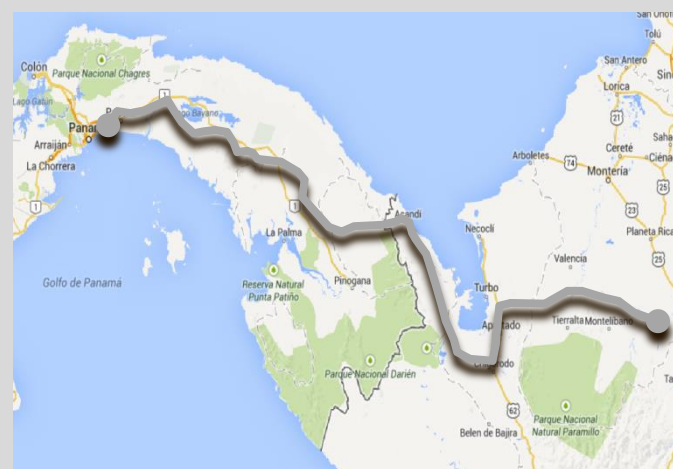
## Energy Transmission

- **Colombia**, UPME projects, 3Q & 4Q 2014.
  - 230 kV Suria Substation - USD 18.3
  - Reforma Substation – USD 3.5 (awarded to ISA)
  - 230 kV Tuluní Substation - USD 15.4 (awarded to a third party)
  - 220 kV Flores-Caracolí-Sabana - USD 20.6
  - 220 kV Chinú-Montería-Urabá - USD 65.2 (in awarding process to ISA)
  - 500 kV La Loma - USD 29.2
  - Ituango – USD 427.1
  - 500 kV Southwestern area reinforcement – USD 291.7
  - Caribbean area reinforcement - USD 225.88
  - Second Eastern reinforcement– USD 84.5
  - Porce III – USD 15.6
  - Tuluní – Ambeima 230 kV – USD 41.7
  - Córdoba River – USD 19
- **Peru**, Proinversión projects, 3Q & 4Q 2014.
  - Frispata–Mollepata transmission line – USD 43.5.
  - Línea Azangaro-Puno - USD 80
  - Nueva Lurín – USD 20
- **Chile**, CDEC-SIC. 3Q 2014 & 2015.
  - 4 expansion projects for transformer bank and new substations – USD 115
  - SING-SIC Interconnection – USD 400

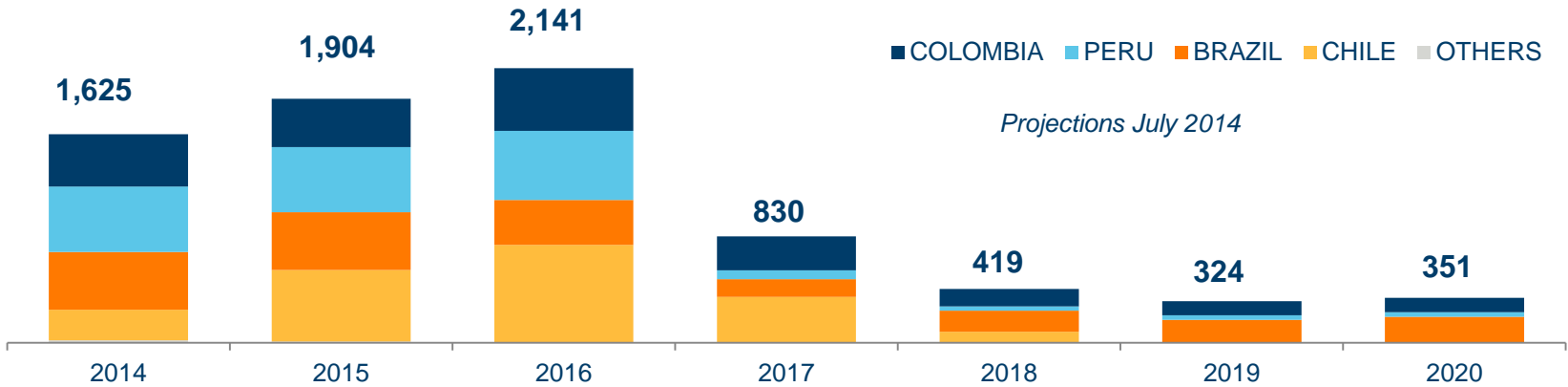
## Road concessions

- **Colombia**: ANI projects, Q4 2014. Design, construction, financing and operation of road concessions. ISA-CINTRA Consortium.
  - Girardot Neiva 400 km - USD 990
  - Cruz del Viso-Carreto-Palmar de Varela – USD 630
  - Santana-Mocoa-Neiva - USD 1,290
  - Bogota-Villavicencio (Sector 1) - USD 1,160
  - Popayán-Santander de Quilichao - USD 890

- **Colombia-Panama** Interconnection – USD 400



Investment in existing assets and awarded projects for the next 7 years is estimated at COP 7,593 billion, or approximately USD 3,817 million.



(in COP billions)

Investment by country	COP	%
Colombia	1,893	25
Peru	1,731	23
Brazil	1,929	25
Chile	1,999	26
Others	41	1

Investment by business	COP	%
Energy	6,435	85
Toll Roads	583	8
Telecommunications	395	5
SMRTS	181	2





# AGENDA

---

**Operating Highlights**

**ISA 2020**

**Second Quarter 2014 Results**

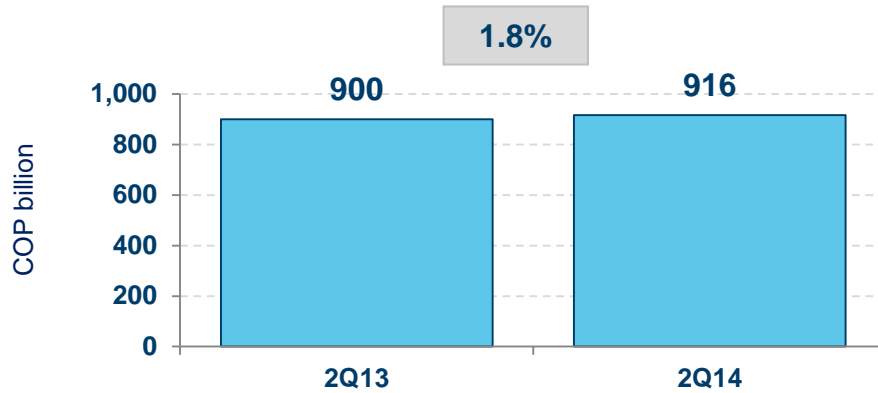
**Q&A**



**Second quarter financial results included the following relevant facts:**

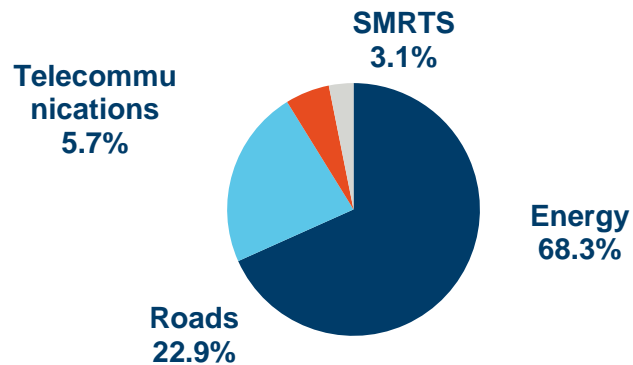
1. Lower operating expenses in Brazil.
2. Recognition as operating revenue at INTERCOLOMBIA of annuities from UPME projects in virtue of the ISA-INTERCOLOMBIA corporate separation.
3. Amortization completed for the goodwill of ISA Capital do Brasil.
4. Conversion effect of the foreign affiliates' financial information, which effect tends to be neutralized in the net result.

<b>EXCHANGE RATES</b>	<b>2Q13 aver</b>	<b>2Q14 Aver</b>	<b>Var %</b>	<b>2013 end</b>	<b>2Q14 end</b>	<b>Var %</b>
COP / USD	1,826.83	1,960.99	7.3%	1,926.83	1,881.19	-2.4%
REAL / USD	2.03	2.30	13.3%	2.34	2.20	-6.0%
CLP / USD	478.68	553.06	15.5%	524.61	552.72	5.4%
COP / REAL	898.41	853.79	-5.0%	822.52	854.12	3.8%
COP/ CLP	3.82	3.55	-7.1%	3.67	3.40	-7.4%



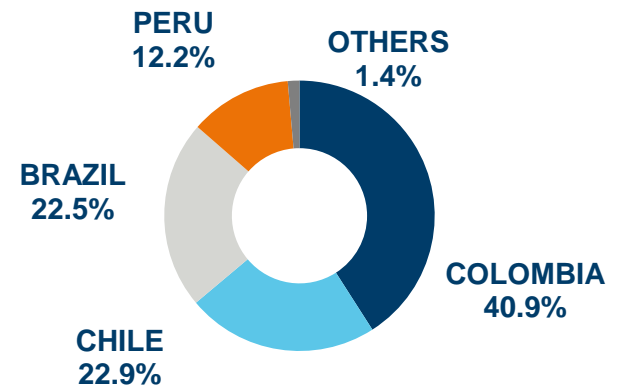
Total **operating revenues** reached COP 915,867 million / USD 487 millions in 2Q14.

### Breakdown by Business – 2Q14



SMRTS: Smart Management of Real Time Systems

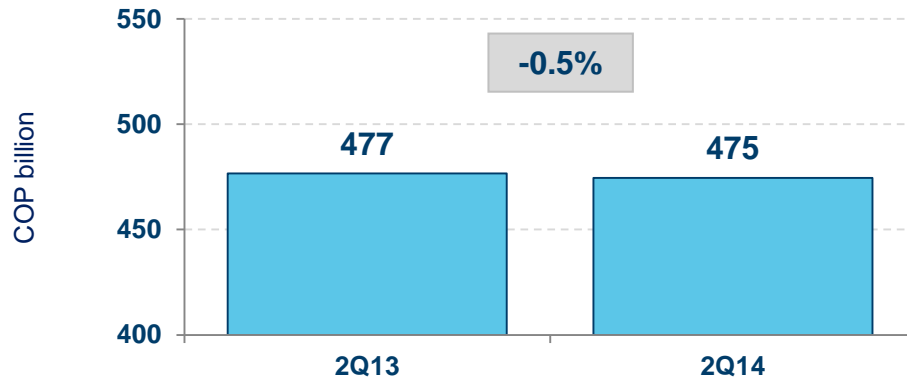
### Breakdown by Country – 2Q14



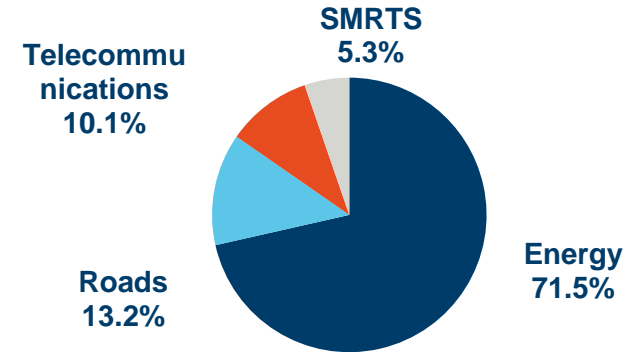


# CONSOLIDATED FINANCIAL RESULTS

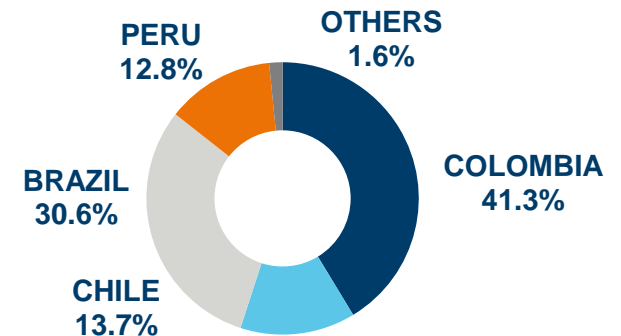
## COSTS AND OPERATING EXPENSES



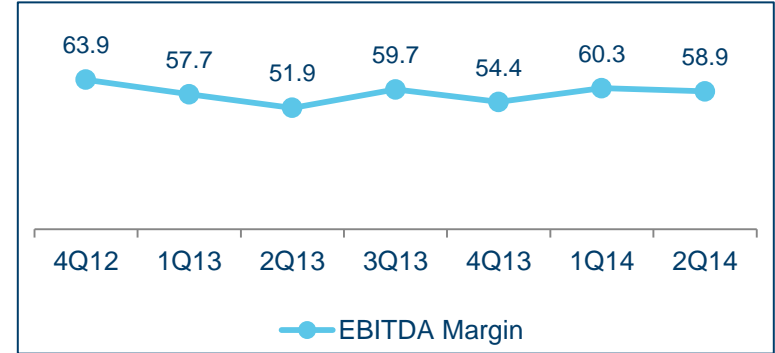
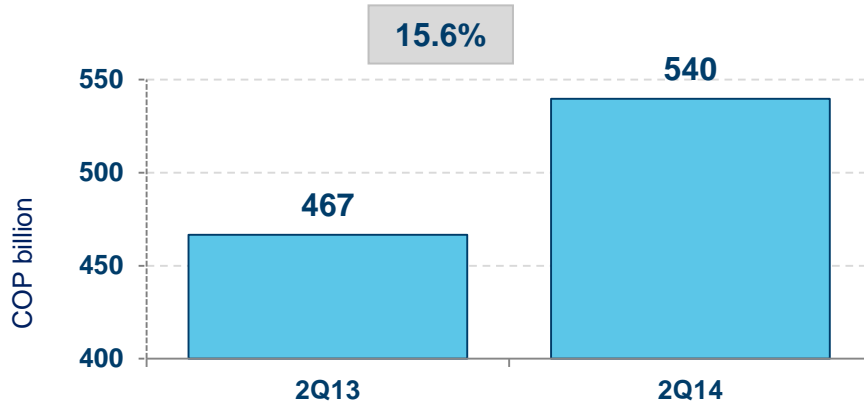
### Breakdown by Business – 2Q14



### Breakdown by Country – 2Q14

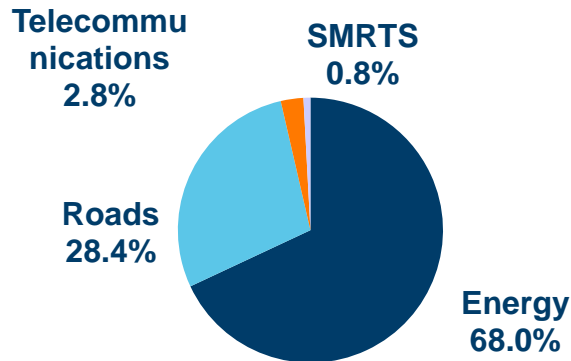


<i>(in millions)</i>	2Q13	2Q14	Change %
AOM Costs and Expenses (ex. Pensions)	376,208	433,346	-13.2%
Provisions, Depreciation, Amortization and Pensions	98,326	43,389	126.6%
<b>Total</b>	<b>474,534</b>	<b>476,736</b>	<b>-0.5%</b>

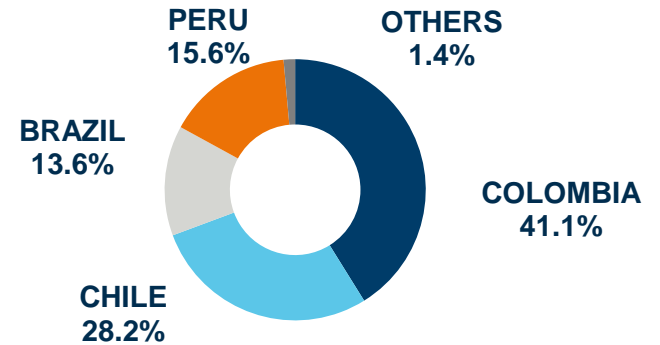


**EBITDA** reached COP 539,659 million / USD 287 million in 2Q14.

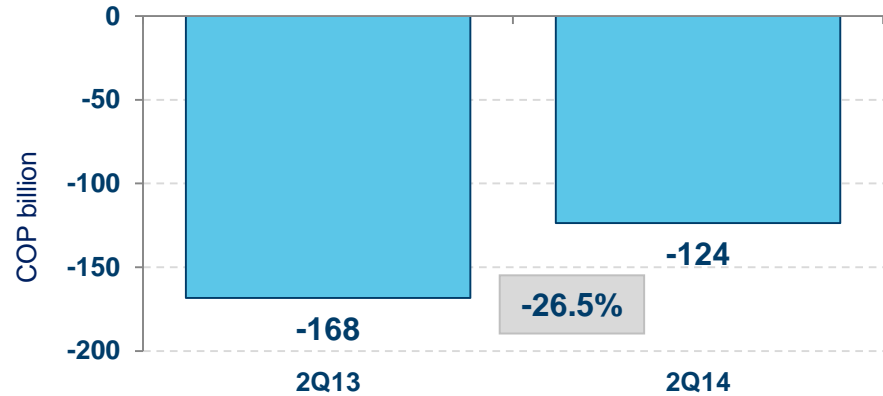
**Breakdown by Business – 2Q14**



**Breakdown by Country – 2Q14**



**Non-operating results**  
 was –COP 123,666 million /  
 –USD 66 million in 2Q14.

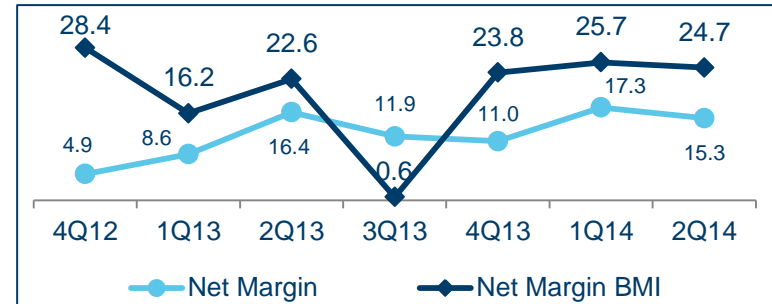
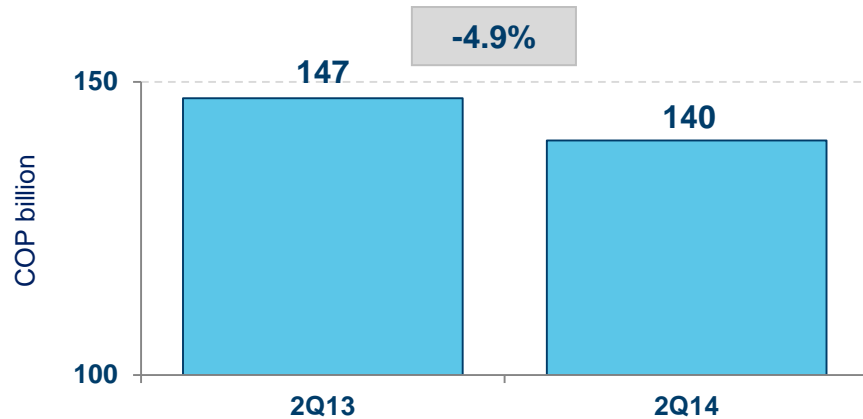


### Breakdown by Business

<i>(in millions)</i>	2Q14
Energy Transmission	10,402
Road Concessions	-133,941
Telecommunications Transport	-501
SMRTS	374

### Breakdown by Country

<i>(in millions)</i>	2Q14
Colombia	-30,944
Chile	-134,615
Brazil	50,344
Peru	-7,415
Other	-1,036



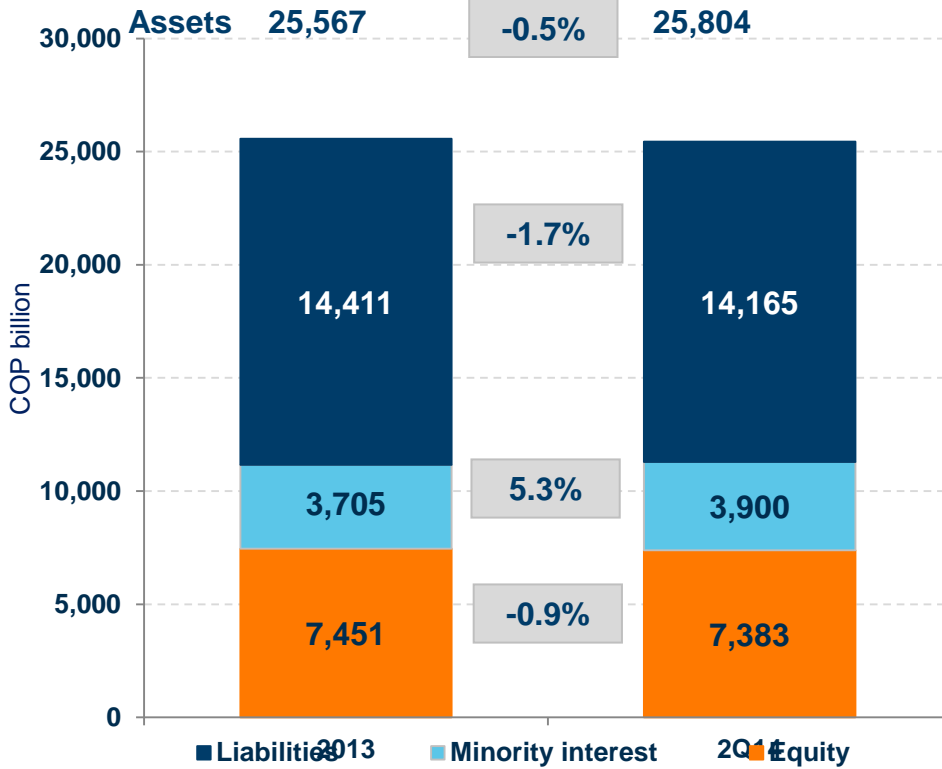
**Net Income** for 2Q14 reached COP 139,997 million / USD 74 million.

### Breakdown by Business

<i>(in millions)</i>	2Q14
Energy Transmission	117,318
Road Concessions	18,656
Telecommunications Transport	2,229
SMRTS	1,794

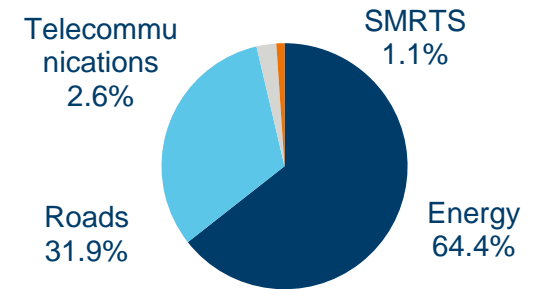
### Breakdown by Country

<i>(in millions)</i>	2Q14
Colombia	117,318
Chile	18,656
Brazil	2,229
Peru	1,794
Other	117,318

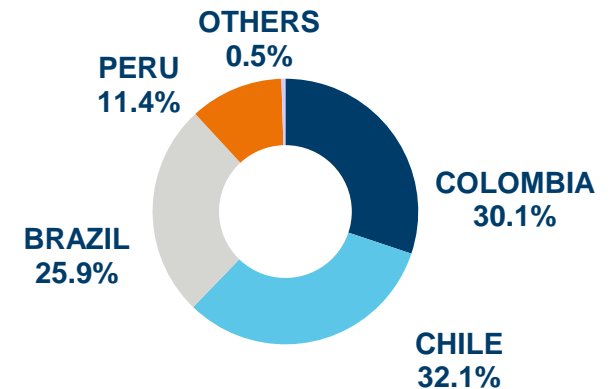


Assets in 2Q14 totaled \$25,447,424 million or USD 13,527 million.

### Assets by Business - 2Q14

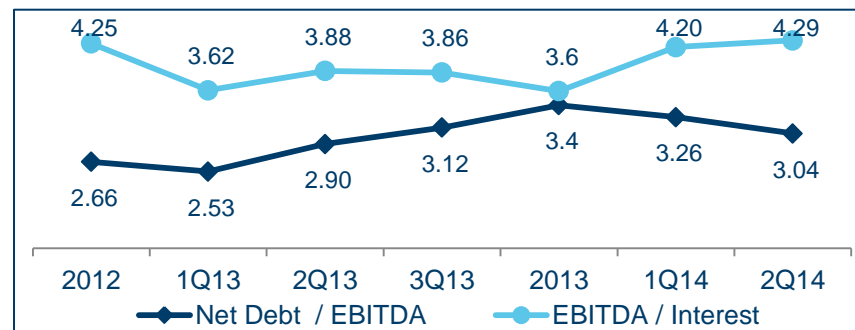


### Assets by Country - 2Q14

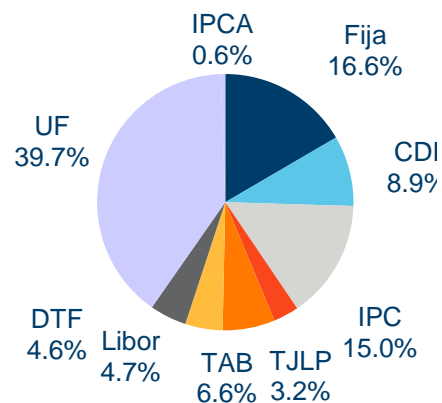




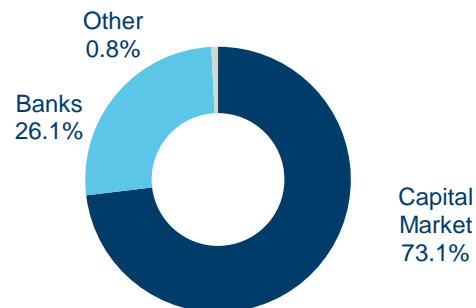
<i>In millions</i>	2013	2Q14	Var %	2Q14 USD
CHILE	4,217,278	3,932,967	-6.7	2,091
COLOMBIA	1,788,574	1,763,076	-1.4	937
BRAZIL	1,169,464	1,217,438	4.1	647
PERU	1,464,947	1,499,180	2.3	797
BOLIVIA	51,134	45,385	-11.2	24
ARGENTINA	7,071	4,924	-11.2	3
<b>TOTAL</b>	<b>8,698,468</b>	<b>8,462,970</b>	<b>-2.7</b>	<b>4,499</b>



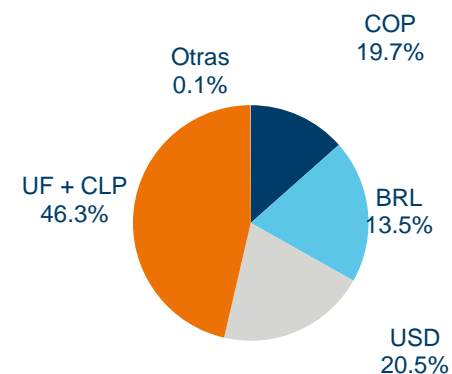
### Breakdown by Rate



### Breakdown by Source



### Breakdown by Currency





# AGENDA

---

**Operating Highlights**

**ISA 2020**

**Second Quarter 2014 Results**

**Q&A**



## CONTACT INVESTOR RELATIONS

**Email** [InvestorRelations@isa.com.co](mailto:InvestorRelations@isa.com.co)

**Website** [www.isa.co](http://www.isa.co)

**Twitter** [@ISA\\_Avanza](https://twitter.com/ISA_Avanza)



avanza