



Proindesa,
Corficolombiana & Aval's
corporate road infrastructure holding

July 2023

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Value proposal





Our value proposal



We belong to Grupo Aval, the largest financial group in Colombia.



We have extensive experience and a proven track record in planning and executing investments for road and airport infrastructure projects.



Our investments in the transport infrastructure sector (roads and airports), pave the way for the socio-economic and environmental development of various stakeholders



Corficolombiana (CFC) our shareholder, is the largest Financial Corporation in Colombia with over 60 years' experience, with presence in 22 Colombian departments and 6 Peruvian ones, through investments in the Energy & Gas, Hospitality, Agribusiness and Infrastructure sector.



We are Colombia's main infrastructure sector representative and a GDP-growth-driver around construction.



We put forth a strategy based on sustainability with strong Corporate Governance Principles.



A nighttime long-exposure photograph of a multi-lane highway. The image shows light trails from cars, with red and white streaks from taillights and headlights. The road is flanked by grassy areas and streetlights. In the background, there are some buildings and a large body of water, possibly a reservoir or a large pond, reflecting the lights. The overall scene is illuminated by streetlights, creating a high-contrast, vibrant image.

**Who we are
and what we do?**



We are proindesa

Company established in May 2012 to identify, structure and supervise infrastructure projects in the transport sector, with emphasis on private participation models for roads and airports, using good international practices in their planning and management.

Since 2019, Proindesa was appointed as Grupo Aval & Corficolombiana's Corporate Infrastructure Holding, whose main purpose has been to focus on activity monitoring and controlling the execution of the awarded projects, as well as those related to the management and administration of infrastructure investment vehicles.



Experience portfolio on Road and Airport Infrastructure





Our experience



Technical

- We plan project scope estimates, costs and timelines, based on good international practices.
- We manage the supervision of projects aimed at enhancing opportunities.
- We prioritize adequate and timely project risk management.
- We promote an adequate interaction throughout the different planning and supervision processes.
- We document our projects using tools and techniques that allow proper management traceability and identification based on learned lessons.
- We manage stakeholder by isolating actions to align expectations around the success of investments.



Financial



- We manage activities and teams to meet shareholder expected financial goals.
- We carry out the financial structuring of new projects (Brownfield or Greenfield), with the analysis of business generation, coverage, profitability, optimal debt-equity structures and valuations, among others.
- Project Finance, is carried out through an integral accompaniment to the financing processes by paying special attention to the financial part to evaluate the capacity of the project to generate its own resources that allow it to pay the debt contracted and remunerate the invested capital.
- We efficiently manage treasury resources to maximize return on capital.

Our Airport & Road projects

Road Concessions

- █ Bogotá - Villavicencio
- █ Villavicencio - Yopal
- █ CCFC
- █ Panamericana
- █ PISA
- █ Mulaló - Loboguerrero
- █ Pacífico 1

Airport Concessions

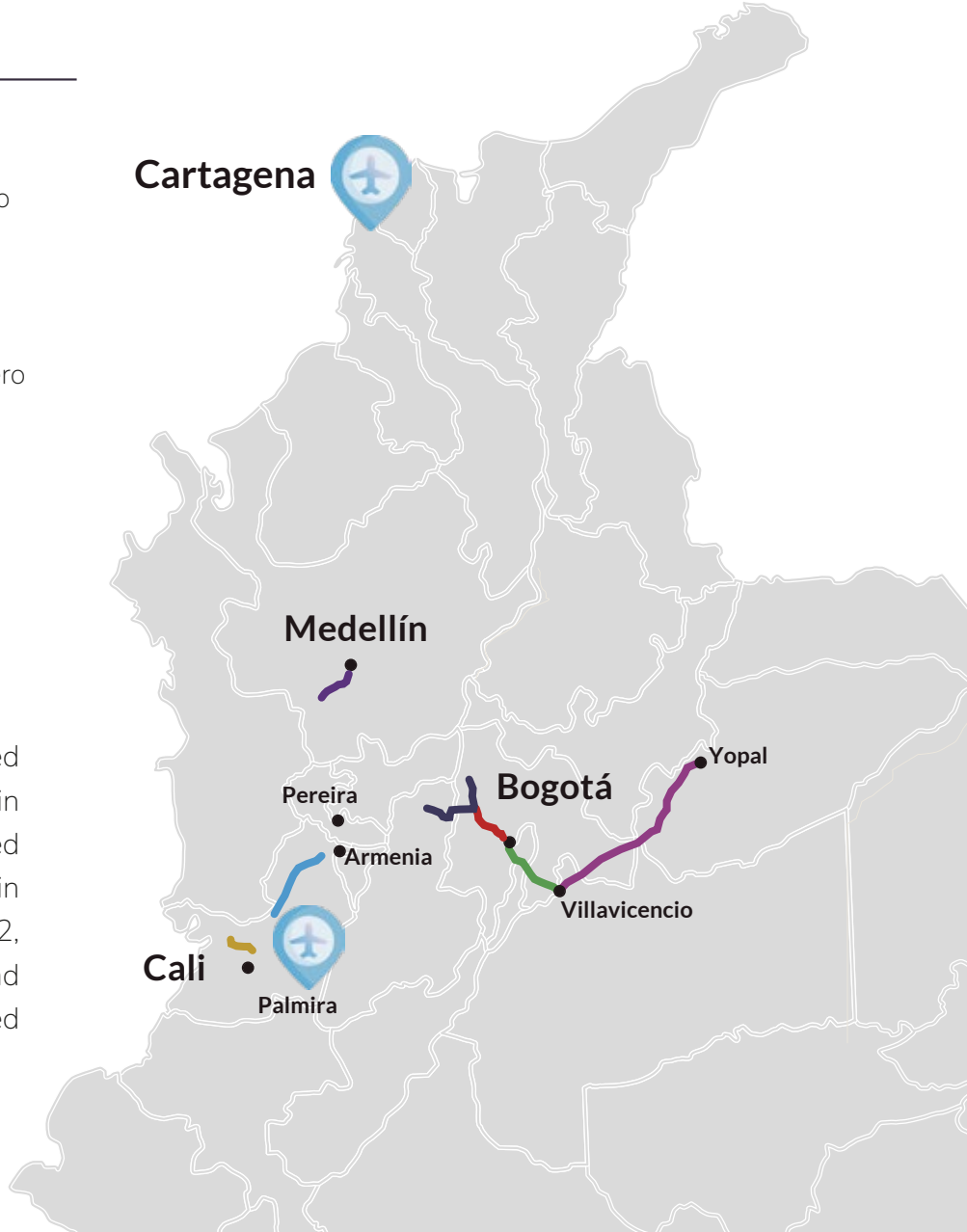
-  Cartagena Airport
-  Cali Airport

Cartagena

Medellín

Bogotá

Cali



From 2012 to 2014, Proindesa carried out the preparation of three (3) bids in public initiative projects and structured one (1) private initiative project within the framework of Law 1508 of 2012, highlighting that the four (4) road infrastructure contracts were awarded during 2014 and 2015.



8

Road Concessions



691 km

(Origen - Destination) in concession



17

Pay toll stations



2

Airport concessions



182 km

(Road) 4G construction



38

Tunnels



493

Bridges



we are development





Bogotá Villavicencio Chirajara Fundadores



* Length from start to finish

Generation

Fourth

CFC Participation

100%

Adjudication

20/04/2015

Concession end date

2054 (estimate)

Current stage

Operation and Maintenance

Concession Contract Value

(Operation included)
USD \$ 2641,9 MM (Dec 2013)

Construction

Km of new road construction (Final third): 22,6*

Tunnels: 6 (10,4 km)

Bridges and culverts: 27 (4,8 km)

Operation and Maintenance

Km double lane road: 51,5

Km single lane road: 34,1

Tunnels: 29 (33 km)

Bridges and culverts: 126 (14,9 km)

Tolls and ADT 2022

Boquerón 12.254 | Naranjal 10.206 | Pipiral 10.204





Bogotá Villavicencio



* Length from start to finish

Generation First	CFC Participation 100%	Adjudication 08/1994
Concession end date 2024 (estimate)	Current stage Liquidation contract	Concession Contract Value (without operation) USD \$ 1,044 MM (Dec 2008)

Construction

- Km of new road construction (Mid-third): 28,9*
- Construction/single lane road improvement 25,5
- Tunnels: 19 (17,2 km)
- Bridges and culverts: 53 (5,0 km)

Operation and Maintenance

- Km double lane road: 28,9
- Km single lane road: 56,7
- Tunnels: 23 (22,6 km)
- Bridges and culverts: 99 (10,1 km)



Villavencio Yopal

Note: The project includes the construction of new road sections (in UF1 and UF7) and the rehabilitation and/or improvement of the entire existing road.

Generation Fourth	CFC Participation 100%	Adjudication 02/06/2015
Concession end date 2042 (estimate)	Current stage Construction	Concession Contract Value (Operation included) USD \$ 1525,5 MM (Dec 2013)

Construction

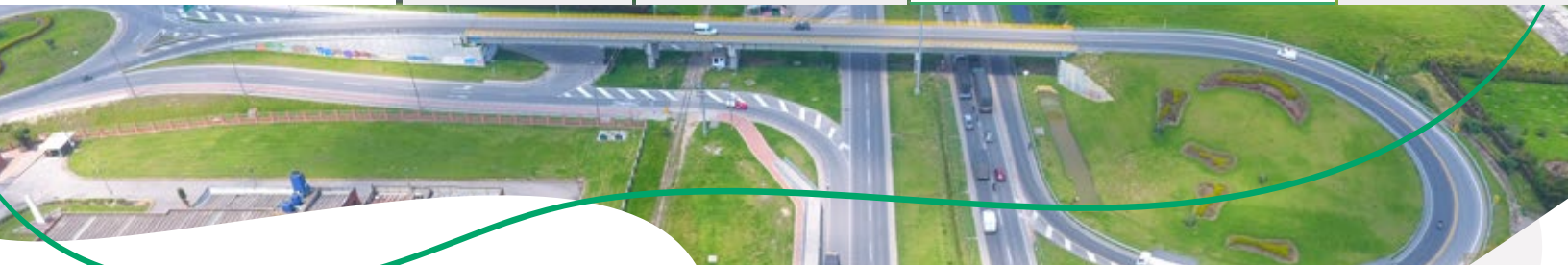
Km double lane road construction: 41,3
 Km single lane road construction: 7,3
 Km rehabilitation and improvement works on single lane road: 216,9
 Intervened bridges and culverts: 149 (6,1 km)

Operation and Maintenance

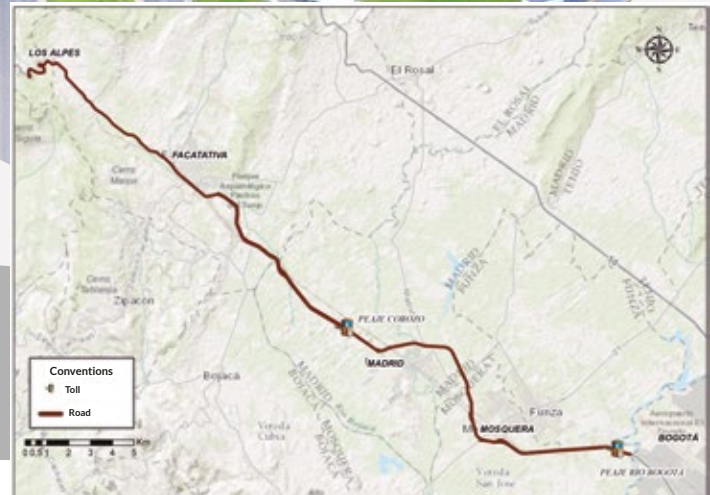
Km double lane road: 41,3
 Km single lane road: 224,2
 Bridges and culverts: 149 (6,1 km)

Tolls and ADT 2022

Puente Amarillo 11.152 | **Veracruz** 2.663 | **San Pedro** 2.632
Tacuya No operation started | **Yopal** under construction



Fontibón- Facatativá-Los Alpes



Note: The existing road had 11.3 km of dual carriageway between Bogotá and the end of the Mosquera bypass, plus the urban section in Facatativá.

Generation First	CFC Participation 100%	Adjudication 12/1997
Concession end date Mar 2024 (estimate)	Current stage Operation and Maintenance	Concession Contract Value (without operation) USD \$ 73 MM (sep 1994)

Construction

- Km double lane road construction: 6,7
- Km second lane road construction: 8
- Km double lane road rehabilitation: 11,3
- Km single lane road rehabilitation: 28,8
- Bridges and culverts:**
 - Construction: 18 (0,92 km)
 - Intervened: 1 (0,01 km)

Operation and Maintenance

- Km double lane road: 26
- Km single lane road: 14,1
- Bridges and culverts: 19 (0,93 km)**

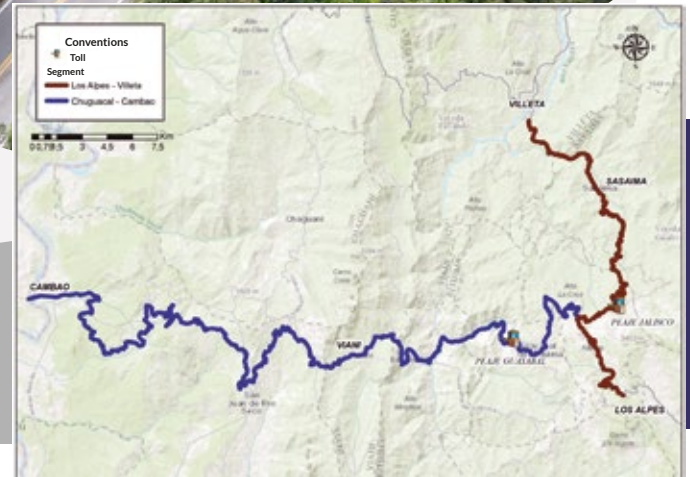
Tolls and ADT 2022

Rio Bogotá 21.864 | Corzo 8.354



Concesionaria
panamericana

Los Alpes-Villeta y Chuguacal-Cambao



Final third (single road)

Generation Third	CFC Participation 100%	Adjudication 12/1997
Concession end date 2035 (estimate)	Current stage Operation and Maintenance	Concession Contract Value (without operation) USD \$ 122,5 MM
Construction Km single lane road rehabilitation: 139,9 Bridges and culverts: 2 (0,12 km)	Operation and Maintenance Km single lane road: 139,9 Bridges and culverts: 8 (0,47 km)	

Tolls and ADT 2022

Jalisco 3.716 | Guayabal 2.127



Proyectos de Infraestructura

Buga-Tulúa-La Paila -La Victoria



* Length from start to finish

Generation First	CFC Participation 88%	Adjudication 11/1993
Concession end date 2033 (estimate)	Current stage Operation and Maintenance	Concession Contract Value (without operation) USD \$ 107,9 MM (sep 1993)
Construction Km double lane road construction (variants): 21,6 Km new lane road construction: 58,4 Km single lane road rehabilitation: 74,34 Bridges and culverts: 57 (1,7 km)		Operation and Maintenance Km double lane road: 80 Bridges and culverts: 74 (2,03 km)

Tolls and ADT 2022

Betania 22.380 | Uribe 17.619



Mulaló-Loboguerrero



Note: Greenfield Project

<p>Generation</p> <p>Fourth</p>	<p>CFC Participation</p> <p>100%</p>	<p>Adjudication</p> <p>11/12/2015</p>
<p>Concession end date</p> <p>2044 (estimate)</p>	<p>Current stage</p> <p>Pre-construction</p>	<p>Concession Contract Value</p> <p>(Operation included)</p> <p>USD \$ 898 MM (dic 2012)</p>
<p>Construction</p> <p>Km double lane road construction: 4,1</p> <p>Km single lane road construction: 27,7</p> <p>Tunnels: 5 (11, 3 km)</p> <p>Bridges: 47 (3,92 km)</p>	<p>Operation and Maintenance</p> <p>Km double lane road: 4,1</p> <p>Km single lane road: 27,7</p> <p>Tunnels: 5 (11, 3 km)</p> <p>Bridges: 47 (3,92 km)</p>	<p>Tolls and ADT 2022</p> <p>Pavas (Yet to be built)</p>



* Length from start to finish

Note: The National Infrastructure Agency (granting entity) delivers 18 km of dual carriageway to the Pacific Road Concessionaire.

covipacífico

Concesionaria Vial del Pacífico

Pacífico 1.

Generation Fourth	CFC Participation 100%	Adjudication 03/06/2014
Concession end date 2042 (estimate)	Current stage Construction	Concession Contract Value (Operation included) USD \$ 1180,3 MM (dec 2012)
Construction Km double lane road construction: 32,2* Tunnels: 4 (9,93 km) Bridges: 67 (7,45 km)		Operation and Maintenance Km double lane road: 50,2 Tunnels: 6 (10,2 km) Bridges: 99 (10,1 km)

Tolls and ADT 2022

Amagá 10.338 | Ancón Sur (shadow toll) 10.877



Cartagena Airport

Sociedad Aeroportuaria de la Costa S.A.



Administrador del Aeropuerto Internacional Rafael Núñez
Cartagena de Indias

CFC Participation

11,55%

Current stage:

Under Operation

Adjudication

26/09/1996

Finalization

02/2024

Total passengers mobilized in 2022:

7.211.274

Revenue in 2022:

USD \$ 62.1 MM



Cali Airport



Sociedad Concesionaria del Aeropuerto Internacional Alfonso Bonilla Aragón

CFC Participation

50%

Current stage:

Under Operation

Adjudication

01/06/2000

Finalization

10/2023

Total passengers mobilized in 2022:

7.394.071

Revenue in 2022:

USD \$ 62.5 MM



Sustainability and ESG



We are sustainable

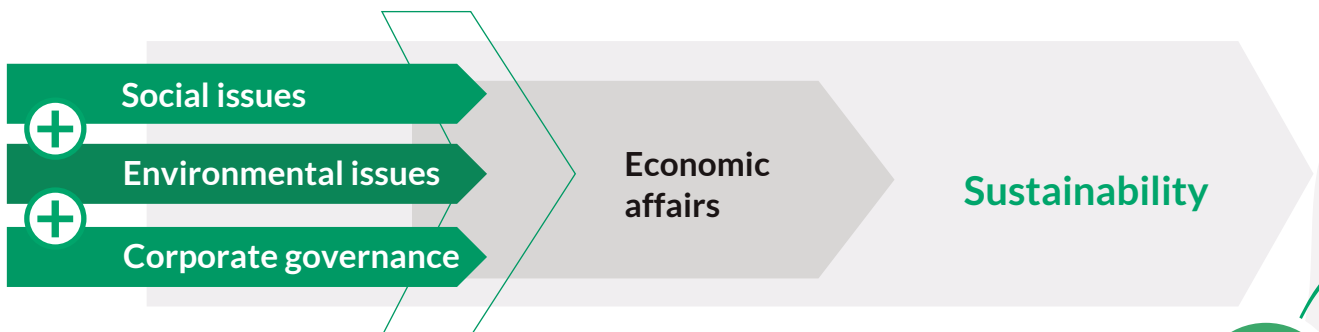
With the commitment to deal with positive & negative impacts and establish relations with all identified interest groups, Proindesa in 2022 defined a sustainability model with the purpose of generating economic, environmental and social value in the short and long term for all stakeholders involved.





Sustainability strategy

Manage the material issues of the infrastructure group's organizations to materialize the commitments assumed in the sustainability models to generate value in three areas of focus.





Policy

In pursuit of complying with our sustainability commitment through strategic management procedures, there is a policy that frames the guidelines for making conscious, ethical and responsible decisions to guarantee human rights, thus strengthening stakeholder relationships and communication.



Governance

The Board of Directors, Presidency and Vice Presidencies represent the bases and support of the strategic sustainability management, since their leadership allows the efficient integration of all areas and teams of the organization focusing efforts on specific objectives.



Sustainable Development Goals



The generation of safe, inclusive and formal local employment has a positive effect on the quality of life and economic growth of the community, which in turn translates into the protection of human rights and minimizes social risks.



The territorial interconnection achieved with the execution of infrastructure projects represents an important accelerator for a dynamic economy in all sectors and industries, giving way to technological progress and innovation. The commitment with this goal is to reach prosperity through an equitable access.



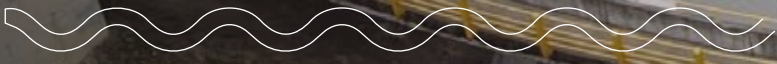
Committed to care for and protect the environment, we will strengthen our sustainable consumption practices to optimize natural resources more efficiently during the development of activities; as well as the reduction and correct management of waste generated in the processes through prevention, reduction, reuse and disposal initiatives.



It is not possible to address the issue of generation of value from sustainability being oblivious to the climate crisis that the world faces today; Therefore, it is important to strengthen the capacities to adapt processes and align them to possible climate and natural risks, in order to promote mechanisms capable of reducing, mitigating and compensating the impacts in terms of climate change, incorporating measures that support these actions.



we are future

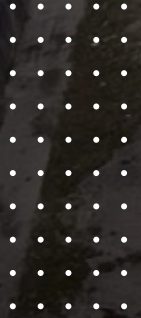


Our Executive Leadership Team

Alberto Mariño Samper
President

Vanessa Garay Guzmán
Vice-President of Finance and Administration

Luis Enrique Quintero de la Hoz
Vice-President of Engineering and New Projects





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