



**FINANCIAL RESULTS  
THIRD QUARTER  
2019**

## 1. Key figures

<b>Resultados financieros</b>	<b>Unidades</b>	<b>3T2019</b>	<b>3T2018</b>	<b>Δ</b>	<b>Acum. 2019</b>	<b>Acum. 2018</b>	<b>Δ</b>
Ingresos ordinarios	COP mill.	708.016	422.548	67,6%	1.850.106	1.277.201	44,9%
Ganancia bruta	COP mill.	241.154	136.813	76,3%	660.551	471.985	40,0%
Ebitda	COP mill.	257.851	137.568	87,4%	702.950	483.460	45,4%
Margen Ebitda	%	36,4%	32,6%	11,9%	38%	38%	0,4%
Ganancia neta	COP mill.	50.871	45.755	11,2%	218.976	191.055	14,6%
Gan. Neta atrib. a controladora	COP mill.	50.732	45.655	11,1%	218.597	190.673	14,6%
<b>Generación</b>							
Hidráulica	GWh	814	760	7,0%	2.711	2.694	0,6%
Solar	GWh	5,0	1,5	226,4%	14,9	8,4	77%
<b>Comercialización mayorista</b>							
Ventas en contratos	GWh	806	686	17,5%	2.379	2.128	12%
Transacciones en bolsa	GWh	366	356	2,8%	1.162	1.253	-7%
<b>Distribución</b>							
Pérdidas de energía	%	8,2%	8,5%	-3,2%	8,2%	8,5%	-3,2%
Recaudo	%	93%	98%	-5,5%	97%	98%	-1,2%
SAIDI - EPSA/CETSA	Horas	2,9	3,0	-3,2%	9,1	8,9	1,3%
SAIFI - EPSA/CETSA	Veces	2,1	4,5	-51,8%	6,6	13,5	-50,9%
<b>Comercialización minorista</b>							
Ventas mercado regulado	GWh	550	310	77,2%	1.303	901	44,5%
Ventas mercado no regulado	GWh	351	282	24,6%	921	798	15,4%
Usuarios (regulados y no regulados)	Número	1.144.340	617.901	85,2%	1.144.340	617.901	85,2%

## 2. Electricity Market in Colombia

Neutral conditions prevailed in the third quarter and, therefore, the warm weather of a weak El Niño phenomenon was officially declared over. The flow volumes were an average of 25% below the historical mean in all regions, except the area of the Orinoco. The areas most affected by the reduction were the Andes and Caribbean coast.

National Electrical Grid water levels were at 81% of the historical average, lower than the 95% recorded in the same period of last year. The aggregate level of National Electrical Grid reservoirs was 66% of their live storage, below the 78% reported in 3Q2018.

At the close of the third quarter, Epsa's reservoirs were at 42%, a decrease from the end of the second quarter, due to the normal reduction of water levels because of the second dry season, which was more pronounced in Valle del Cauca.

Average spot prices in the third quarter of 2019 were COP 185/kWh; 99% higher than the previous year's average price of COP 83/kWh. Regulated market contract prices reached an average of COP 207/kWh (+9.5% Y/Y).

The accumulated energy demand of the National Electrical Grid over the quarter was 18,181 GWh, a 2.5% increase from the same period in 2018. Out of this demand, the regulated market demand was 12,625 GWh; 4.7% higher than the same quarter in 2018, and the non-regulated market demand grew 2.3% to 5,742 GWh.

## 3. Electricity Market in Panama

In Panama, 2019 has been a dry year, thus affecting the generation by hydroelectric power plants and, therefore, thermal power plants have been used to generate energy. The water levels of the Fortuna Reservoir, upstream from our power plants in Chiriquí, decreased over the last three months from 68% to 24%. In turn, the level of the Bayano Reservoir decreased over the last three months from 20% to 18%.

The average marginal cost of energy was USD 86/MWh in the quarter; up 17% from the same quarter in 2018. The price of diesel reported by the thermal power plants in Panama decreased 13%, while bunker fuel was up 6% and coal dropped by 19%.

## 4. Operating Results

### 4.1. Consolidated Generation

The Organization's consolidated generation amounted to 1,263 GWh in the quarter. The consolidated generation in 3Q18 was 1,478.5 GWh and without including the generation of ZF in September last year, the consolidated generation was 1,337.6 GWh. Therefore, the consolidated generation decreased 5.6% from 3Q19, mainly due to the higher backup generation in the ZF power plant the previous year. The sale of the ZF thermal power plant was completed in September and so its operating and financial results were only applicable for two months of the

quarter. Without considering the generation of ZF throughout the whole quarter in both 3Q18 and 3Q19, generation only decreased 0.14% in the quarter.

Hydroelectric power generation decreased, especially in Panama, due to the dry weather in said country. A total of 72.9% of the generation was from hydroelectric power plants, 23.0% from thermal power plants, 3.4% from the wind farm in Costa Rica, and 0.6% (8 GWh) from the new solar farms (Yumbo, Bolívar and Divisa). The year-to date electric power generation is 4,158 GWh; a reduction of 14.2%.

#### **4.1.1. Power Generation in Colombia**

Generation in the quarter amounted to 988 GWh (-18.9% Y/Y). Hydroelectric power generation decreased 2.4% from the previous year and thermal power generation dropped 55.9%. It is important to mention that the generation of Zona Franca only covers the months of July and August, because the sale of said power plant was completed on September 19. In turn, solar power generation increased 233.3% with the operation of the Yumbo and Bolívar power plants.

To date, power generation in Colombia amounted to 3,349 GWh; down 15.3% from the same period of 2018.

During the quarter, 806 GWh (+8.9% Y/Y) were sold through contracts, including sales to the Company's own distributor. In the same period, 535 GWh (-27.7% Y/Y) were sold on the spot market, due to the lower dispatch of Zona Franca in backup generation during July and August; a period in which its transactions decreased 30.4% from the same months in 2018. The decrease in the amounts sold on the spot market was offset by the 99% increase in the average sales price during the quarter.

Contract sales in the first nine months of the year amounted to 2,385 GWh, increasing 4.5% while the spot market transactions amounted to 1,814 GWh; down 20.9%.

#### **4.1.2. Power Generation in Central America**

In Central America, 275 GWh (+25.0% Y/Y) were recorded in the third quarter with the thermal power plants increasing 177.3% to record 122 GWh in the quarter and the hydroelectric power plants down 15.7% in a dry year, amounting to 107 GWh.

The wind farm generated 43 GWh (-12.2% Y/Y). The low tariff and wind speed reduction season started in June. Divisa solar generated 3.1 GWh in the quarter.

A total of 318 GWh were sold through contracts; down 16.3% from the third quarter of 2018, mainly due to the expiration of the BLM contract in December last year. Spot market sales were 128 GWh in the quarter with a 332.4% growth. BLM stood out with the sale of 117 GWh, serving as backup for the Panama system. Although BLM has been dispatched on the spot market, the company continues the restructuring process that will enable the integration of the asset in the generation portfolio, with predictable income and a significant and stable contribution to the EBITDA.

The Company continues to invest in the Central American region and in the short and medium term, it plans to make investments in Honduras, Panama and Costa Rica.

## **4.2. Distribution**

### **4.2.1. Valle del Cauca**

The third quarter had a positive performance in distribution operations, due to the increased demand in the Local Distribution System and Regional Transmission System, the increase in the PPI and the assets of Plan5Caribe which are in operation.

In the quarter, the reported SAIDI was 2.9 hours, with a 3.2% decrease in the duration of interruptions, whereas the reported SAIFI was 2.2 times, a 51.8% reduction in the frequency of electric power interruptions compared to the same quarter in 2018. The SAIFI significantly improved thanks to the investments made in operational enhancements, the installation of reconnectors that facilitate the selectivity of faults in the grid and enhance the unplanned interruptions, and the change in weather conditions.

The retail reseller delivered 630.7 GWh of electricity in the quarter, up 6.1% Y/Y, with the regulated market increasing by 5.8% and the non-regulated market by 5.7%. The solar energy sold in 3Q19 was 4.7 GWh.

### **4.2.2. Tolima**

The operations in Tolima presented a performance in line with the budget. The energy losses during the quarter were 11.7%, in line with the estimated budget. The SAIDI was 11.0 hours and was 6.8% above the budget, while the SAIFI recorded 8.8 times; 12.8% above the budget. In losses, we hope that both the SAIDI and SAIFI record significant improvements in the upcoming quarters as some investments are consolidated that will enable us to improve the service for clients. These improvements also translate into the recognition of income for the Company through the new usage charge resolution.

In energy sold, the quarter had a significant performance and achieved 276 GWh, 12.6% above the budget; both the regulated market (+8.4%) and the non-regulated market (+34.5%) were above the budget. At the close of the quarter, more than 500,000 clients had been attended by the Company in the department of Tolima.

Tolima's operations recorded an EBITDA of COP 37,902 million during the quarter. This figure includes a one-off expense of COP 7,800 million, so when adjusting the indicator, Tolima's operations generated an EBITDA of COP 45,702 million.

Finally, the energy distributors continued to wait for the application of usage charges at the close of the third quarter, in accordance with Resolution 15/2018. It is important to mention that the term of the usage charge resolution is retroactive to April of this year.

## 5. Financial Results

### 5.1. Revenue

Consolidated revenue for the quarter amounted to COP 984,009 million, a 15.6% Y/Y increase. Year-to-date revenue amounted to COP 2,758,455 million; up 9.5% Y/Y. Revenue in Colombia accounted for 83% of the consolidated total, and in Central America, it accounted for 17%.

The quarter's consolidated revenue is explained by:

Revenue from generation amounted to COP 404,044 million; down 15.1% Y/Y. When comparing 3Q19 with 3Q18, excluding the revenue of September from ZF, consolidated revenue increased 1.7%.

- In Colombia, the revenue amounted to COP 243,858 million (-24.4% Y/Y). Excluding the revenue from ZF in September, there were no changes in 2018. The figures of revenue from generation in Colombia are provided below:

	3Q19	3Q18	Δ	3Q18 ex. Sep- ZF	Δ
Spot market	COP 138,381	COP 200,038	-30.8%	COP 141,083	-1.9%
Contracts	COP 18,024	COP 32,301	-44.2%	COP 32,301	-44.2%
Reliability charge	COP 87,453	COP 90,152	-3.0%	COP 70,486	24.1%
<b>Colombia total</b>	<b>COP 243,858</b>	<b>COP 322,491</b>	<b>-24.4%</b>	<b>COP 243,870</b>	<b>0.0%</b>

- When normalizing the figures of 3Q18 and comparing them with 3Q19, the revenue does not change, because in 2018, there was high backup generation in ZF and the 2.4% decrease in hydroelectric power generation during 3Q19 was offset with a better sale price on the spot market (+99%). The income from the Reliability Charge in the quarter was affected by the sale of ZF and the average increase of 12.9% in the representative exchange rate (TRM, for the Spanish original) compared to the same period in the previous year.
- In Central America, revenue from generation totaled COP 160,738 million; up 4.4% Y/Y, equivalent to USD 48.3 million (-7.5% Y/Y). The decrease in revenue in the quarter is mainly due to the energy sales contract of Cativá being indexed to the bunker price, which decreased 6.0% Y/Y. The lower revenue due to the termination of the contract in BLM in December 2018 was offset by the greater dispatch of said power plant on the spot market.

Grid use and connection revenue (distribution business) recorded COP 105,429 million, up 51.5% from the same period the previous year, mainly explained by the new revenue from the Tolima assets (+COP 15,700 million) and the income from the P5C assets (+COP 19,880 million). Excluding the Tolima assets, revenue grew 17.4%.

The retail sales revenue increased 64.3% in the quarter compared to the previous year, recording COP 436,334 million, which also benefited from the additional income from the Tolima assets (+COP 148,789 million). The increase in revenue excluding the Tolima assets was 8.3% Y/Y.

Other operating services increased by 117.5% to COP 28,626 million, to which Tolima contributed COP 4,448 million. This item's increase, excluding Tolima, was 83.7%, due to the good performance of the products and services portfolio that is being developed by the Company.

Revenue from gas sales and transportation amounted to COP 9,575 million; down 64.8% Y/Y, mainly due to less gas operations because of the sale of the Zona Franca Thermal Power Plant.

Year-to-date consolidated revenue amounted to COP 2,758,455 million; up 9.5% Y/Y.

## 5.2. Operating and Administrative Expenses

The consolidated cost of sales during the quarter was COP 694,841 million; up 11.4% Y/Y. Excluding the Tolima operations, the cost of sales was COP 560,127 million, and normalizing the cost, without Zona Franca, in September 2018, the cost of sales grew 1.7% Y/Y. The same analysis for the cost of sales in Colombia shows a 4.2% decrease in the quarter Y/Y. In Central America, the cost of sales in dollars increased 10.7% in the quarter, due to the purchase of fuel for the increased thermal power generation and energy purchases on the spot market, and their effect due to the greater amounts and higher price. The cost of sales in Central America in Colombian pesos increased 25% because of the effect of depreciation of the Colombian peso.

The variation in the fixed costs and consolidated variables is provided below:

	3Q19	3Q18	Δ	3Q19 ex. Tolima	3Q18 ex. Sep.-ZF	Δ
<b>Fixed costs</b>	COP 237,603	COP 185,816	27.9%	COP 202,562	COP 176,961	14.5%
<b>Variable costs</b>	COP 457,237	COP 437,670	4.5%	COP 357,564	COP 373,719	-4.3%

The 14.5% increase in fixed costs is due to the depreciation of some assets that we did not have in 3Q18, including Plan5Caribe, Solar Bolívar and Divisa Solar, which comprise an increase of COP 10,031 million.

To date, the consolidated cost of sales amounts to COP 1,981,096 million, an increase of 10.2%, and when excluding the Tolima operations and the cost of sales of ZF in September 2018, it increased 3.2%. The cost of sales in Central America remains controlled, with a 1.3% increase. However, it increased 13.8% in Colombian pesos due to the depreciation of the currency. The cost of sales in Colombia year-to-date increased 9.3% and with the correction of Tolima and ZF, it rose 0.4%.

Administrative expenses were COP 82,649 million; up 52.7% compared to the same period last year. The increase in this line is mainly explained by: i) the incorporation of Tolima, which had administrative expenses worth COP 4,406 million in the quarter; ii) the expenses related to the growth projects, including the acquisition of Tolima, the capitalization of Epsa, and the sale of Zona Franca, which comprised expenses of COP 13,041 million; and iii) the amortization of software and technology equipment of COP 4,181 million. Normalizing the administrative expenses, the increase was 12.8%, affected by the Central American figure and its effect because of the depreciation of the currency.

Year-to-date, administrative expenses amounted to COP 212,395 million, up 29.0%; an increase of 6.9% in normalized terms. The administrative expenses in Central America in dollars increased 3.1%, but they increased 15.7% in Colombian currency.

## 5.3. EBITDA

The consolidated EBITDA in the third quarter was COP 320,540 million; up 23.5% from the same period in 2018. So far this year, EBITDA amounts to COP 883,414 million; up 7.9%.

The estimated annual average of the EBITDA in ZF worth COP 130,000 million shall not be included in the Company's consolidated results. In this context, it is to be expected that a normalized annual EBITDA for operations in Colombia would be around COP 1.1 trillion.

Central American operations, which recorded USD 32.42 million this year, are affected by the situation of the dry period in Panama, which has reduced the EBITDA generation from Dos Mares, and by the partial expiration of Cativá contracts. We hope to return to normal operations in 2020 with the generation of an EBITDA of more than USD 60 million.

BLM has demonstrated that it is an important backup asset for Panama. In the past, it managed to generate USD 25 million per year and alternatives are being studied to keep the power plant running sustainably with a predictable income.

### 5.3.1 Tolima

The financial results of the Tolima operations during the quarter are provided below:

	<b>3Q19</b>
Revenue	COP 168,992
Cost of sales	COP 134,714
<b>Gross earnings</b>	<b>COP 34,278</b>
Administrative expenses	COP 4,406
<b>EBITDA</b>	<b>COP 45,702</b>

The Tolima operations had a good performance in the quarter. Both distribution and sales presented a performance within the budgeted parameters and an EBITDA of COP 45,702 million was generated without including a one-off expense of COP 7,800 million.

The contribution of the Tolima operations has become clear in the third quarter and we hope that with Resolution 015/2018 coming into effect, the quarterly EBITDA of said operations will be between COP 51,000 and COP 57,000 million.

## 5.4. Other Components of the Statement of Comprehensive Income

In the other income line, COP 314,262 million were recorded, of which COP 311,495 million are from the sale of ZF in September.

The financial expense was COP 109,196 million; an increase of 54.9% or COP 38,693 million more than the same period the previous year. In the difference, COP 25,510 million are from financial costs associated with the acquisition of Tolima and they are mainly comprised of: i)

COP 14,072 million for interest in the second issuance of bonds; ii) COP 9,398 million for the interest on the bridge loan and expenses associated with the hedging in dollars through options; and iii) COP 12,912 million of interest due to greater debt balances associated with the green bonds, leasing of Cucuana and P5C.

In the third quarter, the financial expenses normalized for the Tolima operations were COP 83,686 million; up 18.7% from the same quarter last year. The change is explained by an increase in debt balances associated with the financing of the Company's growth projects.

The net exchange difference expense of COP 21,695 million, up 187.5% Y/Y, is mainly due to the effect of the valuation of the bridge loan of USD 190 million to acquire the operations in Tolima. At the close of the third quarter, with the funds obtained from the sale of ZF, Celsia made a financial investment abroad, purchasing the short-term external debt of Epsa and, therefore, for the next quarter, there will be no effect of the exchange difference on this loan.

## 5.5. Taxes

The tax provision recorded COP 77,823 million (+149.4% Y/Y), of which COP 61,877 million correspond to the tax for the sale of ZF. Excluding the tax from the ZF transaction, the tax provision was COP 15,946 million (-48.9% Y/Y), because in the third quarter, a reversal of deferred tax was recorded of COP 10,313 million, due to the exchange difference for the bridge loan in dollars and the foreign exchange hedge held in Epsa.

Year-to-date, consolidated income tax is COP 172,836 million with a 63.0% increase; when eliminating the aforementioned effect of the tax on the sale of ZF, it is a 4.6% increase.

## 5.6. Net Profit

During the quarter, the Organization reported a consolidated net earnings of COP 315,613 million (+390% Y/Y). When subtracting minority interest, net income attributable to the controlling shareholders was COP 307,635 million (+570.8% Y/Y).

Excluding the net profit from the sale of ZF, the consolidated net earnings of the quarter was COP 65,995 million (+2.5% Y/Y) and the net income attributable to the controlling shareholders was COP 58,017 million (+26.5% Y/Y).

To date, net earnings amounted to COP 412,402 million (+70.0% Y/Y) and income attributable to the controlling shareholders was COP 357,606 million (+118.0% Y/Y).

## 6. Debt

The following is a summary of the debt at the close of September 2019:

	Amount (Figures in billions of COP)	Net debt	Leverage 3Q19
Celsia <sup>(1)</sup>	716	520	3.5x
Epsa	2,452	2,322	2.2x
Celsia CA	1,065	948	6.0x
<b>Consolidated debt</b>	<b>4,521</b>	<b>4,015</b>	<b>3.0x</b>
<b>Consolidated cash</b>	<b>506</b>		

- (1) Celsia has accounts receivable from Epsa for the sale/purchase of generation assets in 2018. The structure of payments of both principal and interest is in line with principal and interest payments on bonds issued by Celsia. Celsia's foreign investment with the purchase of the debt held by Epsa is equivalent to COP 660,250 million.
- (2) BLM has received waivers, which indicates the creditors' backing, based on the current status and the relevance of the asset for the system in Panama.

A total of 70% of debt exposure is denominated in Colombian pesos. The average life of consolidated debt is 8.0 years; the average cost of debt in Colombian pesos is 7.9% (-15 bps Y/Y) and the average cost of debt in US dollars is 6.5% (-22 bps Y/Y). The consolidated net debt / EBITDA as of the end of June was 3.0 times (+0.39 times Y/Y).

At the close of the third quarter, the consolidated net debt decreased COP 1.1 trillion from the second quarter. This was mainly due to Celsia applying the funds obtained from the sale of ZF to the consolidated deleveraging as follows: i) COP 43,500 million to pay a short-term loan of Colener; ii) COP 169,542 million to pay the second installment for the capitalization of Epsa, which paid short-term loans equivalent to said amount with these funds; iii) COP 660,250 million in the foreign financial investment for the purchase of the external debt held by Epsa; and iv) USD 90 million to pay the debt that ZF had prior to the sale of the power plant.

## 7. Cash Flow

Year-to-date, consolidated operations have generated COP 883,414 million in cash. The cash was primarily used for the following: i) operating net working capital requirements, ii) taxes, iii) CapEx (includes growth from the acquisition of the Tolima assets), iv) net financial transactions including financial expenses, and v) dividend payments.

At the close of the quarter, the Organization had COP 506,365 million in cash, which was invested in short-term investment funds.

## 8. Investment and Expansion Plan

At the close of the third quarter, consolidated investments amounted to COP 477,289 million (excluding the investment in Tolima worth COP 1.6 trillion). Investments of COP 452,698 million were made in Colombia and USD 7.6 million in Central America.

In Colombia, the main investments were the completion of the Plan5Caribe and solar power projects.

<u>By type of business</u>	<b>COLOMBIA</b>	<b>Central America</b>
	<b>Year-to-Date</b> <b>(millions of COP)<sup>(1)</sup></b>	<b>Year-to-Date</b> <b>(millions of USD)</b>
<b>Generation</b>	<b>137.341</b>	<b>3.01</b>
San Andrés Hydroelectric Power Plant Project	64.604	N/A
<b>Transmission and Distribution</b>	<b>276.179</b>	<b>3.83</b>
P5C, solar farms, solar power cities, companies, households	77.452	3.83
<b>Innovation</b>	<b>21.473</b>	<b>0.77</b>
<b>Administrative and other</b>	<b>17.706</b>	<b>N/A</b>

(1) The differences from the added value reported in the cash flow are for advance payments and others.

## 9. Celsia Separate Financial Statements

In the third quarter, Celsia separately reported revenue of COP 17,462 million, derived from the energy and capacity representation contract with Epsa for the Meriléctrica asset. This revenue is 72.2% lower than in 2018, due to the sale of generation assets to Epsa in December 2018.

The cost of sales was COP 6,174 million, down 82.5% Y/Y due to the sale of the generation assets. The remaining cost of sales is primarily related to fixed depreciation costs, personnel costs and maintenance costs, among others. A small proportion represents variable generation costs, associated with fuel consumption and connection charges. Administrative expenses recorded COP 12,371 million; up 20.7% Y/Y.

The EBITDA in the quarter was COP 2,454 million and to date, it amounts to COP 6,712 million. In other income, COP 311,500 million were recorded for the sale of the ZF Thermal Power Plant. The financial expenses of the quarter amounted to COP 19,141 million, mainly due to the interest

for the Company's bond program. The financial revenue of COP 10,834 million is from the interest related to the account receivable that Celsia has from Epsa for the purchase/sale of generation assets in 2018.

Net earnings in the quarter were COP 307,635 million (+570.8%) and are COP 357,606 million in the year to date (+118.0% Y/Y).

[1] EBITDA 12M adjusted: EBITDA last 12 months + dividends declared in the last 12 months

## 10. Financial ratios<sup>1</sup>

### 10.1. Celsia separately:

	Unit	2Q2019	Dec-2018	
<b>Solvency and debt indicators</b>				
Liability/Asset (Level of debt)	%	17%	16%	
Current liability/Total liability (short term)	%	46%	45%	
<b>Liquidity indicators</b>				
Current ratio (Current assets / Current liabilities)	Times	0,50	0,95	
Cash and cash equivalents	COP mill.	111.656	92.290	
<b>Profitability indicators</b>				
	Unit	2Q2019	2Q2018	
Gross Margin	%	67%	37%	Change in margins due to the sale of generation assets.
Operating margin	%	-4%	19%	

### 10.2. Celsia consolidated:

	Unit	2Q2019	Dec-2018	
<b>Solvency and debt indicators</b>				
Liability/Asset (Level of debt)	%	59%	49%	Financing growth: green bonds, plan5Caribe, among others.
Current liability/Total liability (short term)	%	32%	32%	
<b>Liquidity indicators</b>				
Current ratio (Current assets / Current liabilities)	Times	0,66	0,82	
Cash and cash equivalents	COP mill.	447.875	444.622	
<b>Profitability indicators</b>				
	Unit	2Q2019	2Q2018	
Gross Margin	%	27%	29%	
Operating margin	%	20%	22%	

## Financial Statements

**Celsia S.A. E.S.P.**  
**Consolidated Statement of Financial Position**  
**At June 30, 2019 and December 31, 2018**  
 (Amounts in thousands of COP)

	June 2019	December 2018
<b>Assets</b>		
<b>Non-current assets:</b>		
Property, plant and equipment, net	9.420.755.979	7.792.838.745
Right-of-use assets	76.502.726	-
Intangible assets, net	385.992.709	357.499.397
Investments reported using the equity method	10.081.947	10.921.581
Other financial investments	89.893.621	88.824.275
Other non-financial assets	6.512.640	9.769.920
Trade and other accounts receivable, net	6.983.316	6.291.569
Goodwill	967.587.313	952.737.149
Deferred tax assets	45.185.772	52.106.067
<b>Total non-current assets</b>	<b>11.009.496.023</b>	<b>9.270.988.703</b>
<b>Current assets</b>		
Cash and cash equivalents	447.875.379	444.621.688
Other non-financial assets	81.265.396	79.619.896
Trade and other accounts receivable, net	583.353.951	526.120.133
Inventories	311.873.630	255.699.907
Tax assets	155.867.835	75.360.637
<b>Total current assets</b>	<b>1.580.236.191</b>	<b>1.381.422.261</b>
<b>Total assets</b>	<b>12.589.732.214</b>	<b>10.652.410.964</b>
<b>Liabilities and shareholders' equity</b>		
<b>Equity</b>		
Subscribed and paid-in capital	267.493	267.493
Share issue premium	1.822.194.921	1.822.194.921
Reserves	2.498.009.878	2.467.050.747
Current period net profit	49.971.540	227.834.080
Other comprehensive income	304.078.450	316.132.012
Retained losses	(50.394.833)	(50.394.833)
Retained earnings in opening balance sheet	20.585.359	20.585.359
Other equity interests	(470.007.069)	(405.668.197)
<b>Equity attributable to controlling shareholders</b>	<b>4.174.705.739</b>	<b>4.398.001.582</b>
Non-controlling shareholders	927.813.705	1.006.354.153
<b>Total net equity</b>	<b>5.102.519.444</b>	<b>5.404.355.735</b>

## Liabilities

### Non-current liabilities

Financial liabilities	4.420.373.659	2.956.750.157
Financial liabilities for right-of-use assets	70.720.228	-
Trade and other accounts payable	95.806.878	92.411.309
Deferred tax liabilities	378.842.056	384.453.800
Employee benefits	137.180.588	134.247.615
Other liabilities	7.928.440	-
<b>Total non-current liabilities</b>	<b>5.110.851.849</b>	<b>3.567.862.880</b>

### Current liabilities

Financial liabilities	1.203.651.601	669.054.168
Financial liabilities for right-of-use assets	6.931.849	-
Trade and other accounts payable	701.026.780	627.645.568
Provisions	240.537.975	234.358.849
Tax liabilities	127.662.216	53.990.828
Employee benefits	40.623.857	46.128.262
Other liabilities	55.926.643	49.014.673
<b>Total current liabilities</b>	<b>2.376.360.921</b>	<b>1.680.192.348</b>
<b>Total liabilities</b>	<b>7.487.212.770</b>	<b>5.248.055.228</b>
<b>Total liabilities and equity</b>	<b>12.589.732.214</b>	<b>10.652.410.964</b>

**Celsia S.A. E.S.P.**  
**Consolidated Statement of Income**  
**At June 30, 2019 and 2018**

(Values expressed in thousands of COP)

	YTD		Q	
	2019	2018	2019	2019
<b>Revenue</b>				
Revenue from ordinary activities	1.774.446.560	1.667.305.314	913.207.244	820.506.680
Cost of sales	(1.286.255.213)	(1.174.118.622)	(663.405.322)	(582.075.984)
<b>Gross profit</b>	<b>488.191.347</b>	<b>493.186.692</b>	<b>249.801.922</b>	<b>238.430.696</b>
Other revenue	2.999.992	6.497.820	1.472.424	2.287.626
Administrative expenses	(129.745.680)	(110.539.245)	(71.023.604)	(54.335.905)
Other expenses	(21.360.381)	(13.162.890)	(10.920.854)	(2.530.561)
Equity method, net	(730.672)	91.149	(414.988)	(342.025)
<b>Profit before financial costs</b>	<b>339.354.606</b>	<b>376.073.526</b>	<b>168.914.900</b>	<b>183.509.831</b>
Financial revenue	11.853.579	5.451.976	7.002.415	1.599.773
Financial costs	(195.380.015)	(152.795.959)	(115.205.426)	(74.919.095)
Exchange difference, net	35.974.425	24.328.195	31.886.257	18.283.273
<b>Pre-tax income</b>	<b>191.802.595</b>	<b>253.057.738</b>	<b>92.598.146</b>	<b>128.473.782</b>
Income tax	(95.013.304)	(74.834.638)	(49.336.481)	(29.408.534)
<b>Current period net profit</b>	<b>96.789.291</b>	<b>178.223.100</b>	<b>43.261.665</b>	<b>99.065.248</b>
<b>Earnings attributable to:</b>				
Controlling shareholders	49.971.540	118.141.131	15.822.039	66.914.611
Non-controlling interests	46.817.751	60.081.969	27.439.625	32.150.637
	<b>96.789.291</b>	<b>178.223.100</b>	<b>43.261.664</b>	<b>99.065.248</b>

## Information by segment At June 30, 2019 and 2018

(Values expressed in thousands of COP)

<b>Colombia</b>	<b>June 2019</b>	<b>June 2018</b>
<b>Operating revenues</b>		
Operating revenues	1.462.794.226	1.303.060.346
Cost of sales	(1.008.101.764)	(918.677.296)
<b>Gross profit</b>	<b>454.692.462</b>	<b>384.383.050</b>
Other revenue	2.316.013	6.194.015
Administrative expenses	(107.411.143)	(89.747.717)
Other expenses	(18.390.614)	(11.745.986)
Equity method, net	(730.672)	91.148
<b>Profit before financial costs</b>	<b>330.476.046</b>	<b>289.174.510</b>
Financial revenue	10.956.294	9.633.453
Financial costs	(144.989.981)	(101.694.169)
Exchange difference, net	36.242.722	24.551.196
<b>Pre-tax income</b>	<b>232.685.081</b>	<b>221.664.990</b>
Income tax	(93.734.498)	(74.534.284)
<b>Net income</b>	<b>138.950.583</b>	<b>147.130.706</b>
<b>Earnings attributable to:</b>		
Controlling shareholders	77.068.872	93.395.814
Non-controlling interests	61.881.711	53.734.892
<b>Current period net income</b>	<b>138.950.583</b>	<b>147.130.706</b>
<b>Central America:</b>	<b>Junio 2019</b>	<b>Junio 2018</b>
Operating revenues	311.652.334	364.244.968
Cost of sales	(278.153.449)	(255.441.325)
<b>Gross profit</b>	<b>33.498.885</b>	<b>108.803.643</b>
Other revenue	683.979	303.804
Administrative expenses	(22.334.537)	(20.791.528)
Other expenses	(2.969.767)	(1.416.904)
<b>Profit before financial costs</b>	<b>8.878.560</b>	<b>86.899.015</b>
Financial revenue	897.285	385.994
Financial costs	(50.390.033)	(55.669.259)
Exchange difference, net	(268.297)	(223.001)
<b>Pre-tax income</b>	<b>(40.882.484)</b>	<b>31.392.749</b>
Income tax	(1.278.806)	(300.352)
<b>Current period net income</b>	<b>(42.161.289)</b>	<b>31.092.397</b>
<b>Earnings attributable to:</b>		
Controlling shareholders	(27.097.332)	24.745.318
Non-controlling interests	(15.063.958)	6.347.079
<b>Current period net income (loss)</b>	<b>(42.161.289)</b>	<b>31.092.397</b>

**Celsia S.A. E.S.P.**  
**Separate Statement of Financial Position**  
**At June 30, 2019 and December 31, 2018**  
 (Values expressed in thousands of COP)

	June 2019	December 2018
<b>NON-CURRENT ASSETS</b>		
Property, plant and equipment	161.014.074	167.383.671
Right-of-use assets	11.606.608	-
Intangible assets, net	1.394.591	989.074
Financial investments	5.065.863.082	4.980.808.626
Trade and other accounts receivable, net	79.865.386	81.861.153
Deferred tax assets	471.183.652	475.280.343
<b>TOTAL NON-CURRENT ASSETS</b>	<b>36.605.645</b>	<b>43.442.664</b>
<b>NON-CURRENT ASSETS</b>	<b>5.827.533.038</b>	<b>5.749.765.531</b>
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	111.655.916	92.290.392
Other non-financial assets	2.706.474	4.022.651
Trade and other accounts receivable, net	97.356.010	268.593.295
Inventories	2.395.178	2.120.725
Tax assets	29.164.593	27.573.502
<b>TOTAL CURRENT ASSETS</b>	<b>243.278.171</b>	<b>394.600.565</b>
<b>TOTAL ASSETS</b>	<b>6.070.811.209</b>	<b>6.144.366.096</b>
<b>EQUITY</b>		
Issued capital	267.493	267.493
Share issue premium	1.822.194.921	1.822.194.921
Reserves	2.812.927.191	2.467.050.747
Current period net income	49.971.540	542.751.394
Other comprehensive income	302.027.754	313.458.260
Retained losses	13.615.656	13.615.656
Retained earnings in opening balance sheet	20.585.359	20.585.359
<b>TOTAL NET EQUITY</b>	<b>5.021.589.914</b>	<b>5.179.923.830</b>
<b>NON-CURRENT LIABILITIES</b>		
Financial liabilities	451.911.488	451.849.287
Liabilities for right-of-use assets	10.670.928	-
Trade and other accounts payable, net	95.806.878	92.381.309
Employee benefits	3.541.408	3.541.408
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>561.930.702</b>	<b>547.772.004</b>
<b>CURRENT LIABILITIES</b>		
Financial liabilities	293.055.097	293.090.638
Liabilities for right-of-use assets	1.061.255	-
Trade and other accounts payable, net	170.718.887	91.376.880
Provisions	205.000	220.000
Tax liabilities	3.760.029	970.331
Employee benefits	3.259.965	5.219.797
Other liabilities	15.230.360	25.792.616
<b>TOTAL CURRENT LIABILITIES</b>	<b>487.290.593</b>	<b>416.670.262</b>
<b>TOTAL LIABILITIES</b>	<b>1.049.221.295</b>	<b>964.442.266</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>6.070.811.209</b>	<b>6.144.366.096</b>

**Celsia S.A. E.S.P.**  
**Separate Statement of Income**  
**At June 30, 2019 and 2018**  
 (Values expressed in thousands of COP)

	YTD		Q	
	2019	2018	2019	2018
Revenue from ordinary activities	30.683.473	129.015.971	17.148.162	68.571.920
Cost of sales	(11.890.561)	(84.324.055)	(5.743.438)	(43.068.999)
<b>Gross profit</b>	<b>18.792.912</b>	<b>44.691.916</b>	<b>11.404.724</b>	<b>25.502.921</b>
Other revenue	144.320	683.361	33.902	612.773
Administrative expenses	(21.585.290)	(23.964.245)	(12.136.070)	(12.416.666)
Other expenses	(4.709.551)	(4.778.132)	(258.402)	(295.078)
Equity method, net	77.938.284	105.742.155	31.766.014	44.186.478
<b>Profit before financial costs</b>	<b>70.580.675</b>	<b>122.375.055</b>	<b>30.810.168</b>	<b>57.590.428</b>
Financial income - financial revenue	25.591.276	13.168.206	11.691.150	7.429.770
Financial income - financial expenses	(36.113.953)	(38.695.502)	(18.709.474)	(18.228.012)
Difference in currency translation	1.372.840	23.125.560	141.331	20.833.449
<b>Pre-tax income</b>	<b>61.430.838</b>	<b>119.973.319</b>	<b>23.933.175</b>	<b>67.625.635</b>
Income tax	(11.459.298)	(1.832.188)	(8.111.136)	(711.022)
<b>Current period net income</b>	<b>49.971.540</b>	<b>118.141.131</b>	<b>15.822.039</b>	<b>66.914.613</b>