



Corporative Presentation



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1. | About Us



The Bogota International Center for Business and Exhibitions-Corferias is a private organization for the promotion of industrial, social, cultural and commercial development in the Andean region, Central America and the Caribbean. Its principal shareholder is the **Bogota Chamber of Commerce**, which represents the interests of the **corporate sector and of society in general**.

With over 60 years of experience, Corferias seeks to widen cooperation between Colombia and the world community through **the organization of fairs, exhibitions, events and conventions**, generating important contacts between visitors and exhibitors in facilities operated under international standards. Equally, it promotes and organizes Colombia's participation in fairs and exhibitions abroad and participates as a partner in companies that have the same objective of fostering the country's industrial and commercial development.

- The international quality infrastructure, whose exhibition area is the largest in the country and its service platform comprehensively satisfy the needs of customers.
- Innovative fairs that promote the generation of business contacts and interaction through a successful management of the call and promotion of exhibitors and buyers.

We offer an integrated portfolio of services for the development of fairs, events and conventions, from its conception to its realization. We propose and execute innovative ideas according to the needs of the client. The basic and value-added services platform represents a solution of excellence and the latest technology for holding any type of event, ensuring that these are a unique and innovative experience.

Integrated Platforms

- 60** Fairs
- Near **2'000.000** Visitors per year to the district (Corferias + Ágora + Hotel)
- Near **5.000** Exhibitors per year
- Near **7,100** International Visitors in the framework of the fairs
- More than **300** Events, Congresses and Meetings a Year (Ágora + Corferias + Hotel)
- 55%** Of the total group nights at Hilton contributed by events in Ágora and Corferias



Latin American versions in partnership with the world's No. 1 fairs:



Food



Health



Ei Packaging



Defense



Timber industry



Security



Plastic Industry



Hardware

ECONOMIC IMPACT ON THE CITY AND THE COUNTRY

As Corferias celebrates its **70th anniversary**, it has consolidated its position as a key player in the country's economic and social development.

Fedesarrollo attests to this, concluding that Corferias supports the generation of **4.7% of Bogota's GDP and more than 62,000 jobs annually.**



COMMEMORATION OF THE 70TH ANNIVERSARY OF CORFERIAS



BUSINESS

Opportunities for entrepreneurs and MiPyMes.

INOVATION

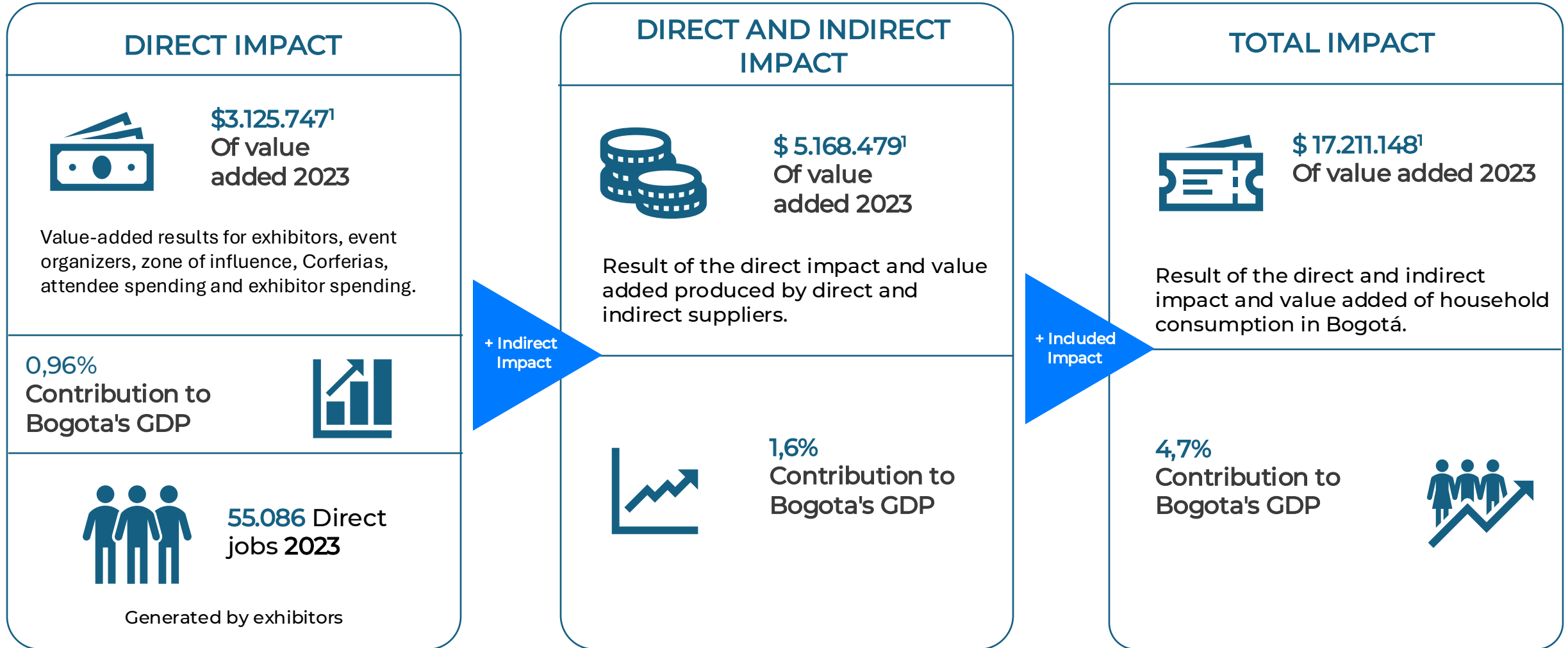
Connections with knowledge, the innovation, the science and the technology.

SUSTAINABILITY

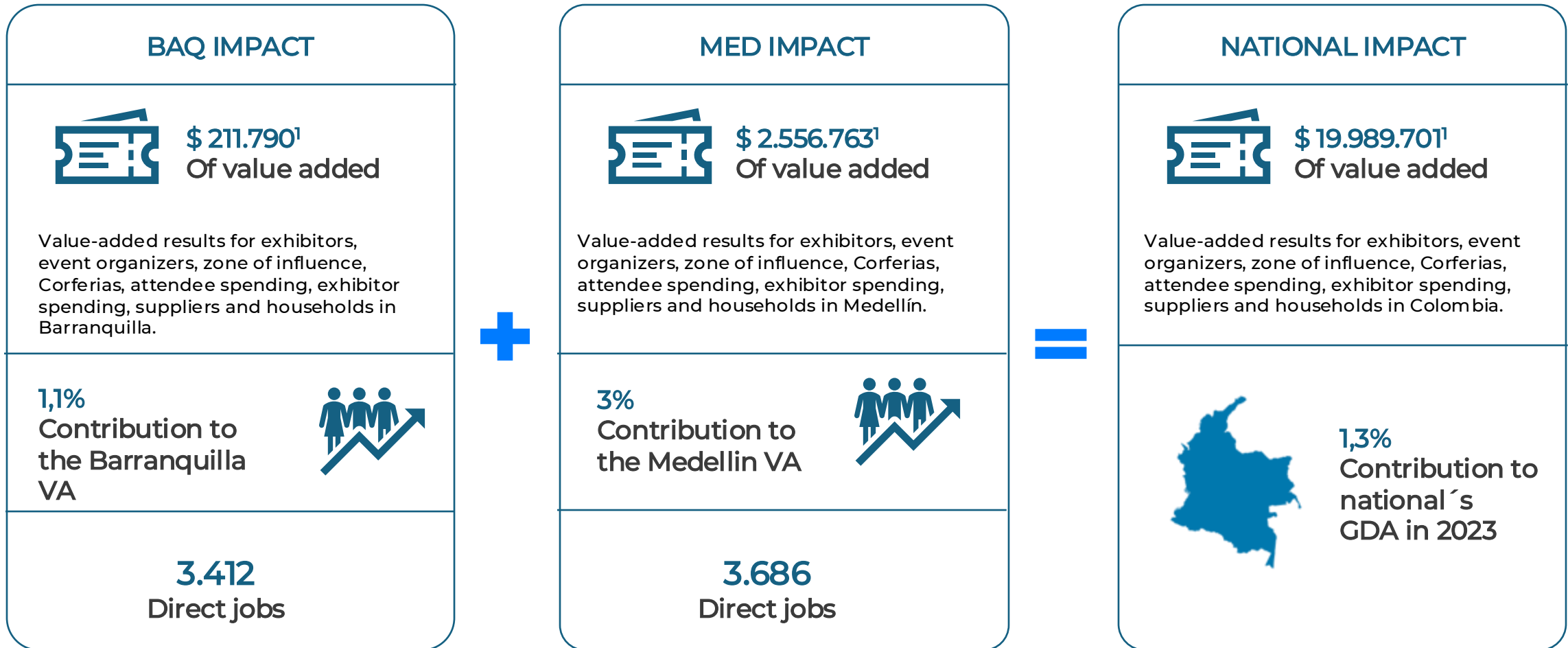
Business and national progress, with social, economic and environmental impact.



ECONOMIC IMPACT IN BOGOTÁ



ECONOMIC IMPACT ON BARRANQUILLA AND MEDELLÍN



ECONOMIC IMPACT ON THE CITY AND THE COUNTRY

JOBS



62.184
Total jobs

Generated by exhibitors.

69,3%
Sole proprietorships

Micro and small

55 mil In Bogotá

+3 mil
In Barranquilla y Medellín



SIZE OF THE COMPANY

5,6%
Sole proprietorships

37,1%
Micro companies

26,6%
small companies

25%
Medium – sized companies

5,6%
Large companies

	BOGOTÁ		MEDELLÍN		BARRANQUILLA		TOTAL
ADDED VALUE Related to trade fair, event and congress activities and other business services.	\$ 17,2 Billions in 2023	+	\$ 2,6 Billions in 2023	+	\$ 211,8 Thousand Millions in 2023	=	Near of \$ 20 Billions
CONTRIBUTION TO GDA	4,7%		3%		1,1%		1,3%

CONTRIBUTION TO GDA

IN BOGOTÁ

4% In 2004 ↑ 4,7% in 2023

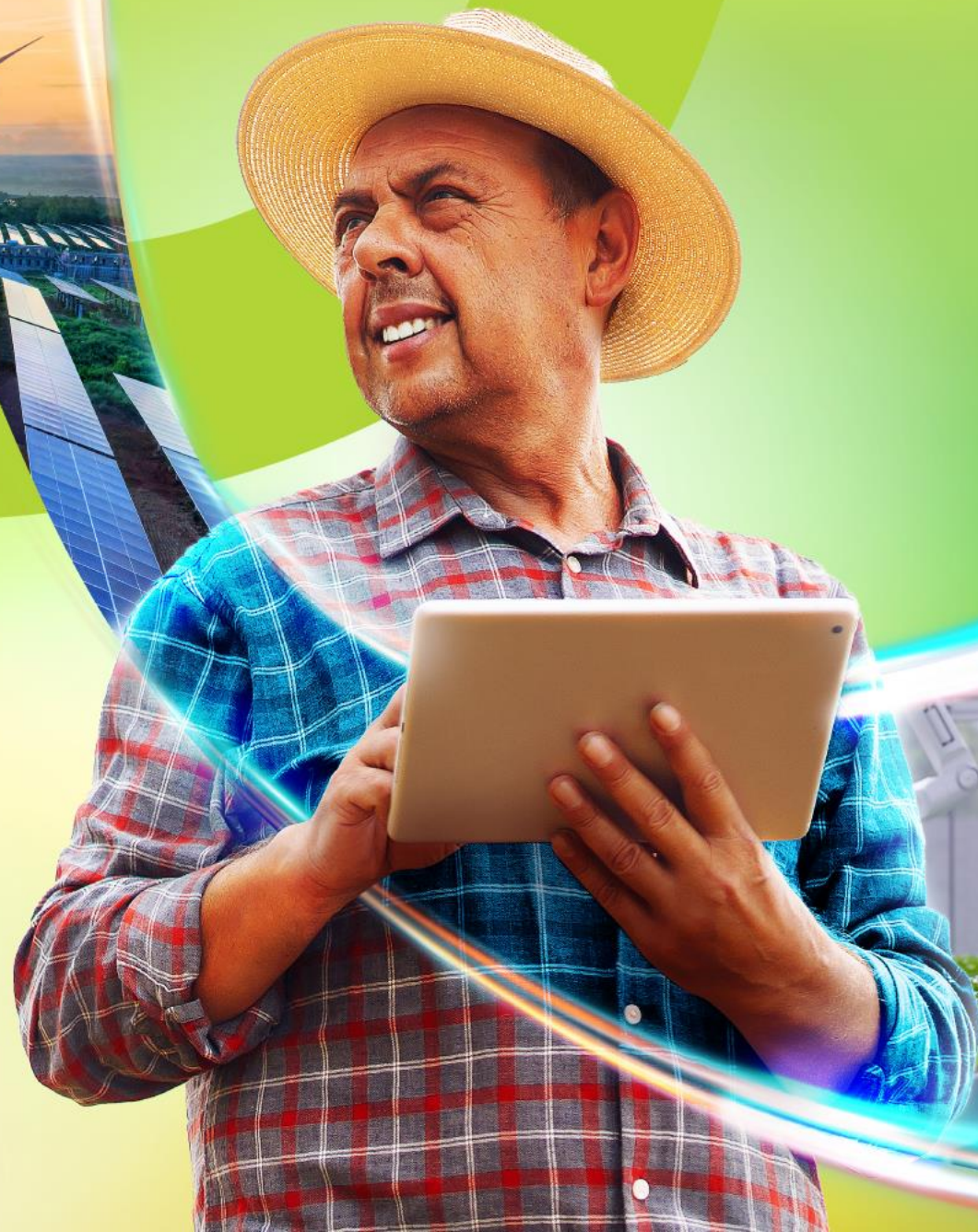
AT NATIONWIDE

1% In 2004 ↑ 1,3% In 2023

These impact figures are the result of accelerated growth over the past two decades. The corporation's total value added grew from \$7.1 billion in 2004 to \$19.9 billion in 2023 -both measured in real 2023 pesos-. This is equivalent to a nearly three-fold increase and an average growth of 5.6% per year, higher than the growth of the Colombian economy (4% per year) over the same period.

COMMITMENT TO SUSTAINABILITY

- Corferias was certified as a Carbon Neutral Company under ISO14064-1 and PAS 2060 standards.
- Important progress was made to continue on Corferias' path from BIC Company to B Company.
- The Corporation's portfolio of fairs included exhibits and topics related to sustainability in its trade show and in each of its technical and academic agendas.
- Corferias joined the project led by the Bogotá Chamber of Commerce and the Bogotá Mayor's Office in the pilot project Quinta Paredes Zona Segura: Free of Commercial Sexual Exploitation of Children and Adolescents and Human Trafficking.



Digital Connection and Business Solution for Our Community of Entrepreneurs



It is a new business unit that under the concept of a B2B digital business platform consolidates by industry ecosystems communities of entrepreneurs with similar interests through industry ecosystems 365 days a year around structured business opportunities (business rounds) and high-value content. It is seen as a new scalable, profitable and sustainable business model.



Digital Platform of Connections and Business



Participation of entrepreneurs in the Business and connections platform



AGRIBUSINESS
& FOOD
ECOSYSTEM



FASHION & CLOTHING
MANUFACTURE
ECOSYSTEM



INDUSTRY &
ENVIRONMENT
ECOSYSTEM



CREATIVE INDUSTRIES
& ORANGE ECONOMY
ECOSYSTEM



LIFESTYLE
& CONSUMPTION
ECOSYSTEM



Benefits for entrepreneurs



Business roundtables and appointment scheduling



Call for Entrepreneurs Nat./Int



Knowledge transfer and specialized content



Virtual Showcase



Infrastructure and Technical support



CONTACTS AND NETWORKING

Pilot phase

4.500 MiPymes and entrepreneurs Leveraged in 40 Fairs

Accompaniment and Advice for participation in Business Rounds in 5 ecosystems per industry cluster.

Appointment Scheduling with National and International Buyers.



AMPLIFICATION AND MARKETING PLATFORM

Positioning and visibility of entrepreneurs and businessmen in a platform that promotes business, relationship and technical commercial content.



BUSINESS

Virtual Showcase 365. a commercial channel amplification platform with MINISITE and publication of products for contact through WhatsApp button.



CONTENTS

Promote the economic development plan, and the **contents associated with** the Mypimes companies that promote **growth, development, competitiveness and business productivity**, by being part of this platform.

- A strategy that is committed to meeting the business needs of entrepreneurs by interacting with each ecosystem of the industries that bet on the economic reactivation of the country.
- Participation and 365 connections with potential national and international buyers.
- Advice and support in the development of the strategy.

Ecosistema Digital de Oportunidades y Negocios

Fairs Related to Econexia by Ecosystem

Agribusiness & Food

agroexpo, agroexpo caribe, EXPO AGROFUTURO, andina pack

CAFÉS DE COLOMBIA EXPO 2026, chocoshow, alimentec, Sabor antioqueño, Bogotá | madrid fusión

Fashion & Manufacture

createx, IFLSOEICI, BFW BOGOTÁ FASHION WEEKS

Creative industries & Orange Economy

digitech, edutechnia, expoartesanas, filbo, COMICCON, SOFA, 4.0

Industry, Manufacturing and Environment

fib, fica, construferia del caribe 2020, expoconstrucción expodiseño, meditech, ODONTOTECH 2021, infereum bogotá, FERIA FORESTAL NUEVA NARIÑA, ESS+, SILAMÉRICAS, EXPOCAIRE - FIB, COLOMBIAPLAST, andina pack, vive andigráfica, FERIA DE LAS ARTES Y OFICIOS, digitech, fima

Lifestyle and Consumption

feria del hogar, gran salón inmobiliario, vimo, silverexpo, expopet colombia, belleza y salud, salón internacional del automóvil, autofest, nextcar, MotoGO, biciGO



Finance Results

BALANCE STATEMENT SHEET

Amounts in thousands of Colombian pesos	2024	2023	Var \$ 24-23	Var % 24-23	
ASSETS	777.042	785.486	-8.444	-1%	
Cash and cash equivalents	39.515	76.595	-37.080	-48%	(1)
Accounts receivable	42.627	36.026	6.601	18%	(2)
Investments in associates	91.258	83.693	7.566	9%	(3)
Intangibles	12.806	9.535	3.271	34%	(4)
Property and equipment	494.443	482.557	11.886	2%	(4)
Investment properties	81.410	78.549	2.861	4%	(5)
Other non	14.982	18.531	-3.549	-19%	(6)
LIABILITIES	240.209	278.846	-38.637	-14%	
Financial Obligations	27.139	31.145	-4.007	-13%	(7)
Accounts payable	53.608	65.646	-12.038	-18%	(8)
Employee benefits	1.609	1.577	32	2%	
Other non-financial liabilities	5.849.197	6.731.205	-882.008	-13%	
Anticipated income	26.761	23.978	2.783	12%	(9)
Financial debt (long term)	75.975	101.312	-25.337	-25%	(7)
Deferred tax liability	54.812	54.356	456	1%	
Other non-financial liabilities	305	383	-78	-20%	
EQUITY	536.833	506.640	30.193	6%	(10)
LIABILITIES + EQUITY	777.042	785.486	-8.444	-1%	

(1) The decrease in available funds is due to disbursements to meet payment commitments to partners, suppliers, contractors and financial obligations.
(2) Accounts receivable reflect the increase in trade fair activity related to the participation of public entities in the last quarter and anticipated invoicing for the 2025 trade fairs.
(3) The increase due to the effect of the valuation of the investment property of the Convention Center and the result of the 2024 operation of the Hotel Operator and Agora Bogota.
(4) Corresponds to the acquisition of the CTIB project and the acquisition of the Gran Salón Ferretero brand.
(5) The increase is due to the effect of the valuation of the investment property of the Hilton Bogotá Corferias hotel in which the Corporation has a 30% interest.
(6) The changes correspond mainly to the payment of the income tax credit balance for the year 2022.
(7) Changes in financial obligations correspond to capital payments made in 2024 with the end of grace periods and maturities of loan installments.
(8) Represents the accounts payable to suppliers and contractors in December and the profits of the partners provisioned considering the settlements of the events pending to be paid.
(9) This item is increased due to the increase in revenues and advance payments for fairs 2025.
(10) Shareholders' equity is increased by the consolidated income of Ch\$48,548 million and decreased by dividends distributed for the period 2023.

EVOLUTION OF INDICATORS

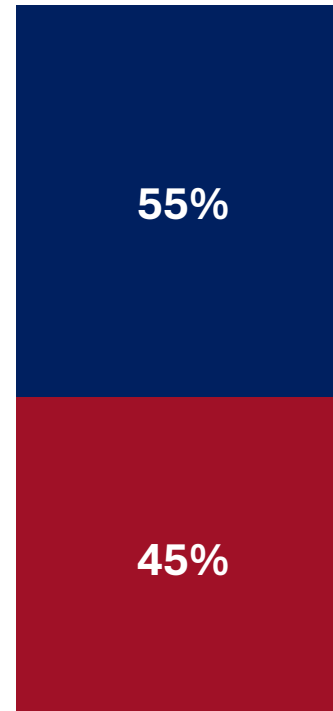
	2024	2023	VAR%
INCOME FROM ORDINARY ACTIVITIES	\$ 286.301	\$ 264.950	↑ 8 %
SELLING EXPENSES	\$ 156.407	\$ 147.092	↑ 6,3 %
ADMINISTRATIVE EXPENSES	\$ 75.220	\$ 64.779	↑ 16 %
NON – OPERATING INCOME	\$ 24.352	\$ 25.355	↓ -4 %
NON-OPERATING EXPENSE	\$ 18.808	\$ 26.277	↓ -28,4%
NET PROFIT	\$ 48.496	\$ 46.447	↑ 4,4 %

*Cifras expresadas en millones de pesos

KPIS



Liabilities Distribution 2024



Long Term
Short Term



*Amounts expressed in millions of pesos

CONTACT

Corferias General Secretary's Office- Natalia Alexandra Riveros
Castillo

Carrera 37 No. 24-67 Bogotá - 3810000 ext. 5044 – 5041

Office hours :

Monday to Friday 8:30 a.m. – 1:00 p.m. / 2:00 p.m. – 5:30 p.m.

If you are a shareholder of Corferias you can

contact: nriveros@corferias.com