

COLOMBIA INVESTMENT ROADSHOW



WWW.GREAT.GOV.UK | IT'S TIME TO INVEST IN COLOMBIA.COM.CO



COLOMBIA INVESTMENT ROADSHOW

The Colombia Investment Roadshow is a business platform created in the UK in 2018, which aims at promoting and attracting Foreign Direct Investment into Colombia, as well as creating business opportunities for UK and other global companies in Colombia.

The 3rd version of the Colombia Investment Roadshow in 2020, brings together a portfolio of opportunities for British and European investors as well as UK product and services providers in the infrastructure, energy and technology sectors, among others, and provides the possibility to join a series of e-conferences about trending topics such as:

- Colombia's prospects for economic recovery and opportunities for Foreign Direct Investment.
- Infrastructure and energy as key economic sectors for economic recovery.
- Colombia as a major player in the shifts of Global Supply Chains.
- Updates on the key Colombia - UK trade and investment facilitation tools.

EVENT ALLIES



P R O J E C T I N D E X

COLOMBIAN INFRASTRUCTURE PROJECTS.....	Pages 8 - 38
COLOMBIAN REAL ESTATE PROJECTS.....	Pages 40 - 43
COLOMBIAN ENERGY PROJECTS.....	Pages 45 - 49
COLOMBIAN TECHNOLOGY PROJECTS.....	Pages 51 - 68
COLOMBIAN AGRIBUSINESS PROJECTS.....	Pages 70 - 82
COLOMBIAN IMPACT/ WASTE MANAGEMENT PROJECTS..	Pages 84 - 85



WHY IS IT THE PERFECT TIME TO INVEST IN COLOMBIA?



HERE ARE SOME REASONS WHY:

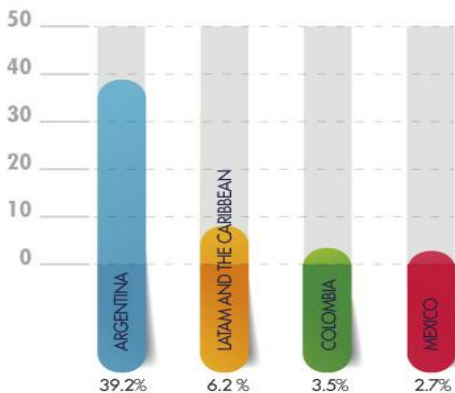
- ▶ Because it is now consolidated as a world-class economy with strong institutions and outstanding human capital.
- ▶ Due to its political and economic stability it stands out within other economies in LATAM demonstrating important opportunities for investors.
- ▶ The whole world is looking at Colombia as a platform for businesses, services and operations in LATAM.
- ▶ Colombia is strategically located to centralize business opportunities for America, Europe and Asia.



» - 2.4% «

POTENTIAL GDP (2020)
GROWTH IN COLOMBIA.
(SOURCE: IMF 2020)

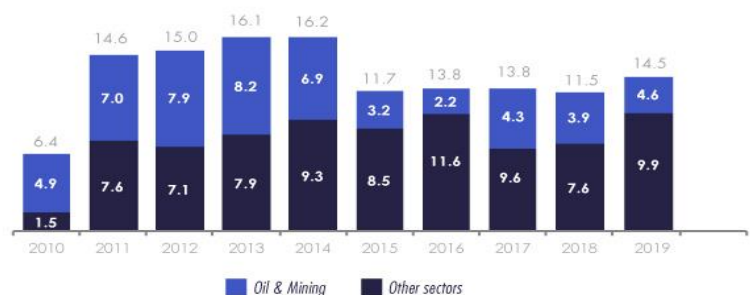
INFLATION RATES FOR 2020



Fuente: FMI 2020

In 2019, 68% of Colombia's FDI was mainly focused on the non-mining sectors.

FDI Inflows. (2010-2019) USD Billion



Source: Balance of Payments - Banco de la Republica.

The IMF estimates that inflation in Colombia will be around 3.5% in 2020.

The growth of some sectors, as well as external factors such as the mass migration, increased unemployment in 2019, to 10.5%.

The IMF forecasts that the unemployment rate in Colombia will increase to 12.2% in 2020 and it will be around 11.9% in 2021.



Inward Foreign Direct Investment / Inward FDI	2018 (USD billion)
Brazil	61.2
Mexico	31.6
Argentina	12.2
Colombia	11.0
Chile	7.2

Source: UNCTAD

CREDIT RATINGS



The three most important risk assessment agencies (S&P, FitchRatings and Moody's) have rated Colombia with an investment grade.



Colombia is competitively located, with easy access to global markets.

Colombia, an investment grade country

	STANDARD & POOR'S	FitchRatings	MOODY'S
TERM	Long Term- Foreign currency	Long Term- Foreign currency	Long Term- Foreign currency
RATING	BBB-	BBB-	Baa2



OECD

COLOMBIA BECAME A MEMBER OF THE OECD



The country's middle class increased and accounted for around 30.8% of the Colombian population in 2018 narrowing inequality gaps in the country. It is expected that Colombia's middle class will represent 37% of the population in 2020 (19 million inhabitants) and 46% in 2025 (24.7 million inhabitants).

Colombia offers a Free Trade Zone Regime where companies obtain a reduction of Income Tax from 32% to 20% No import duties. VAT exemption for goods sold from Colombia to FTZ.

Colombia has multiple development centers: 14 cities with a population of over 500,000 inhabitants and 27 cities with more than 250,000 inhabitants, which has helped to redistribute the country's growth and economic development in intermediate cities. It is expected that by 2023, 15 new cities will have over 500 thousand inhabitants each.



Colombia is the 28th most populated country in the world and the 3rd in Latin America (50.4 million inhabitants) and the second among Spanish-speaking countries.

Colombia has more than 4,300 maritime export routes and has access to 650 ports around the world.

Colombia has 17 trade agreements in force, enabling preferential access to more than 60 countries and reaching nearly 1.5 billion consumers across markets, including the United States, the European Union, Brazil, Mexico, Chile, Peru, Costa Rica and South Korea.

In February 2020, Colombia registered 1,142 direct international frequencies per week, connecting 27 international destinations worldwide. 27 international airlines operate in the country.





COLOMBIAN INFRASTRUCTURE PROJECTS



Company Name: National Infrastructure Agency (ANI)
 Sponsors: ODINSA and Conecta Caribe

Project Name: Cartagena de indias
 Airport citadel

CONTACT PERSON : Diana Cardona



Project information

Seeks to design, build, manage and operate a new airport infrastructure in the capital of the Bolívar department.

Name person responsible for investmen pitch

Diana Cardona

Project Location: Cartagena

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



Investment

Required Investment (USD):
 987,6 million

Project Stage: Feasibility study

Use Of Funds: CAPEX → USD 987,6 MN
 OPEX → USD 1.349,5 MN



Additional information

- 1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
- 2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
- 3. Does The Project Contemplates Environmental Impact Analysis YES NO



Other comments about the project

PPP – Private initiative , Consultations on operational feasibility and convenience to Aerocivil, Start of Approval: Dec – 20
 Third parties expressions of interest: Aug-Sep 2020, Selection Process: Oct-Mar 2021, Award: May 2021



Company Name: Consorcio Iceacsa - Bonus

Project Name: BUGA – BUENAVENTURA Highway

CONTACT PERSON: Diana Cardona



Project information

Infrastructure Project located in Buga- Loboguerrero-Buenaventura, Colombia.
Pre-construction Term: 1 year. Construction Term: 5 years

Name person responsible for investment

DIANA CARDONA (ANI)

Project Location: Buga, Colombia – Buenaventura, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



investment

Required Investment (USD):
825,2 million

Project Stage: In process
of structuring

Use of funds:
CAPEX: 825,2 MN
OPEX: 534,4 MN



Additional Information

1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
3. Does The Project Contemplates Environmental Impact Analysis YES NO



Other comments about the project

Type of project: PPT without public resources. **Current situation:** It is pending to make 6 previous consultations. Lack of geotechnical studies in the village of Loboguerrero. Preliminary consultations and geotechnical studies will begin once the Covid-19 emergency has passed. **Relevant dates:** Previous consultations – Sep 20, Complete technical structure – Sep 20, Complete legal and financial structuring – Oct 20, Start of approvals – Oct 20.



Company Name: Cormagdalena

Project Name: Recover the Navigability of the Magdalena River

CONTACT PERSON : Diana Cardona



Project information

Execution of construction works, canalization and dredging of 900km of navigable canal of the Magdalena River, as well as maintenance, equipment and provision of other operational and navigation services.

Name person responsible for investmen pitch

Diana Cardona

Project location:

Magdalena, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



Investment

Required Investment (USD):
700 million

Project Stage :technical, social and environmental specifications review, in order to finalize the structuring phase.

Use Of Funds: CAPEX USD 198,6
OPEX USD 268,1



Additional information

1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
3. Does The Project Contemplates Environmental Impact Analysis YES NO



Other comments about the project

The prequalification process was opened on October 31, 2019.

 **Company Name:** Consorcio Estructural 2017 **Project Name:** Ruta del Sol 2 Highway (Pto. Salgar- Barrancabermeja)

CONTACT PERSON: DIANA CARDONA (ANI)

 **Project information**

Infrastructure Project located in Santander, Colombia. Pre-construction term: 1 year, construction term: 4 years, concession term: 25 years.

Name person responsible for investmen pitch
 DIANA CARDONA

Project Location: Santander, Colombia

Sector

Energy Infraestructure Technology Agribusiness Oil & gas other: (please specify)

 **Investment**

Required Investment (USD):
 662,9 million

Project Stage: Technical, financial and legal structuring

Use Of Funds:
 CAPEX: 662,9 MN
 OPEX: 544,5 MN

 **Additional Information:**

- 1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
- 2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
- 3. Does The Project Contemplates Environmental Impact Analysis YES NO

 **Other comments about the project**

Type of project: PPT with public resources. **Current situation:** Finishing structuring to start the procedures with other entities.
Relevant dates: Start of approvals: - May 20,, end of approvals – Oct 20.



Company Name: ANI – FA - Cormagdalena

Project Name: PPP Dique Canal

Contact Person : Diana Cardona



Project information

Origin and destination lenght: 117 km. Navigable Canal Width: 52-60 m. Construction term: 51 months.

Name person responsible for investmen pitch

Diana Cardona

Project Location:

Calamar - Barranquilla

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



Investment

Required Investment (USD):
659,5 Million

Project stage

Update CAPEX and OPEX investment values. Search of financing mechanisms for the project.

Use Of Funds: CAPEX USD 659,5
OPEX USD 229,7



Additional information

1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
3. Does The Project Contemplates Environmental Impact Analysis YES NO



Other comments about the project

The prequalification process was opened on May, 2020.



Company Name: Consorcio Estructural 2017

Project Name: Ruta del Sol 2 Highway (Barranca – San roque)

CONTACT PERSON: DIANA CARDONA (ANI)



Project information

Infrastructure Project located in Antioquia, Colombia - Santander, Colombia. Pre-construction term: 1 year, construction term: 4 years, concession term: 25 years.

Name Person Responsible For Investmen Pitch

DIANA CARDONA (ANI)

Project Location: Antioquia, Colombia - Santander, Colombia

Sector

Energy Infraestructure Technology Agribusiness Oil & gas other: (please specify)



Investment

Required Investment (USD):

551,3 million

Project Stage: Technical, financial and legal structuring

Use Of Funds:

CAPEX: 51,3 MN
 OPEX: 615,6 MN



Additional information:

- 1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
- 2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
- 3. Does The Project Contemplates Environmental Impact Analysis YES NO



Other comments about the project

Type of project: PPT with public resources. **Current situation:** Finishing structuring to start the procedures with other entities. **Relevant dates:** Start of approvals: - May 20,, end of approvals – Oct 20.



Company Name: National Infrastructure Agency (ANI)

Project Name: North Access II

CONTACT PERSON : Diana Cardona



Project information

Design, studies, operation, environmental, social and land management plus rehabilitation in "Autopista Norte (Street 182 – Street 245)" one of the main corridor to Access Bogota city.

Name person responsible for investmen pitch

Diana Cardona

Project Location: Bogota

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



Investment

Required Investment (USD):
448,5 million

Project Stage: Technical structuration

Use Of Funds: CAPEX → USD 448,5 MN
OPEX → USD 173,2 MN



Additional information

1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
3. Does The Project Contemplates Environmental Impact Analysis YES NO



Other comments about the project

PPP without public resources , Finishing structuring, to start the procedures with other entities.
MHCP1 Approval* may-20, End of Approvals3 oct-20



Company Name: FDN – ANI

Project Name: Railway – La Dorada - Chiriguana

CONTACT PERSON : Diana Cardona



Project information

Rail Profi 90 Lb/Yd
 100% long welded bars, Concrete sleeper, Replacement of sleepers, Alignment and leveling, Bridge reinforcement, Signaling and control

Name person responsible for investment pitch

Diana Cardona

Project Location:

La Dorada - Chiriguana

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



Investment

Required Investment (USD):
 365,6 million

Project stage
 End of structuring process: July 2020
 Awarding Process: February 2021

Use of funds: CAPEX USD 365,6
 OPEX USD 776,9



Additional information

1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
3. Does The Project Contemplates Environmental Impact Analysis YES NO



OTHER COMMENTS ABOUT THE PROJECT

End of structuring process: July 2020



COMPANY NAME: IDU (Urban development Institute in Bogota)

PROJECT NAME: ALO SUR

CONTACT PERSON : Diana Cardona



PROJECT INFORMATION

Construction of urban speedway of 19.5km (approx.), 4 lines, BTR system and bike exclusive lines to facilitate the transit within the city of Bogota. Additionally, complementary civil works: phase 1 new line of 8km and phase 2: rehabilitation of 11.5Km

Name person responsible for investmen pitch
 Diana Cardona

Project Location:
 Bogota, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



Investment

REQUIRED INVESTMENT (USD):
 335 million

PROJECT STAGE
 Reviewing final feasibility documents for the tender .

USE OF FUNDS: CAPEX USD 224,7
 OPEX USD 137,5



Additional information

- 1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
- 2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
- 3. Does The Project Contemplates Environmental Impact Analysis YES NO



Other comments about the project

Approved. Beginning of the approval process at the MHCP. 7 April.



Company Name: National Infrastructure Agency (ANI)
Sponsors: AENA/ Corficolombiana

Project Name: Southwest Airports

CONTACT PERSON : Diana Cardona



Project information

Renovation, expansion, operation, maintenance and reversal of 5 airports in southwestern Colombia (Cali, Neiva and Buenaventura)

Name Person Responsible For Investment Pitch

Diana Cardona

Project Location: Palmira, Neiva and Buenaventura

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



Investment

Required Investment (USD):
304.4 Million

Project Stage: Feasibility analysis

Use Of Funds: CAPEX → USD 304,4 MN
OPEX → USD 676,4 MN



Additional information

1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
3. Does The Project Contemplates Environmental Impact Analysis YES NO



Other comments about the project

PPP Private initiative with public resources
Pending protocolization 2 previous consultations Buenaventura Airport
Start of Approval: Jul - 20

 **Company Name:** Sociedad Aeroportuaria de la Costa S.A. - **Project Name:** Cartagena Airport "Rafael Nuñez"
 SACSA S.A. – AENA - Corficolombiana

CONTACT PERSON : Diana Cardona

 **Project information**

Structuring, design, construction and supply of the Rafael Núñez international airport in Cartagena, intervention, operation and maintenance of all the airport infrastructure.

Name person responsible for investmen pitch
 Diana Cardona

Project Location: Cartagena

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)

 **Investment**

Required Investment (USD):
 159.7 million

Project Stage: Feasibility study

Use Of Funds: CAPEX → USD 159.7 MN
 OPEX → USD 215.8 MN

 **Additional information**

- 1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
- 2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
- 3. Does The Project Contemplates Environmental Impact Analysis YES NO

 **Other comments about the project**

PPP – Private initiative without public resources, Project settled at MHCP: 16 April , Start of Approval: apr – 20
 Project award: Oct 20



Company name: Coolture Investments

Project name: ADN San Felipe

Contact person: Juan Diego Ortiz



Project information

Strategic national interest project for the urban regeneration of a neighbourhood through creative class and industries fostering aligned the orange economy policy.

Name person responsible for investment pitch:

Juan Diego Ortiz and Camilo Zea

Project location:

Bogotá, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify): urban renewal special district



Investment

Required investment (USD):

1.25 billion

Project stage

A) Land bank
 B) Development

Use of funds

Land bank: USD 250K
 Development: USD 1 billion



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

The project is the first to achieve the status of "strategic national interest project" of its kind in history. It has to be developed under the president's prioritization of the "orange economy" or creative and cultural industries. It's aim is to revitalize an area of the city into a special live, work and play district for the new creative, technological and smart economy.



Company Name: Financiera de Desarrollo Nacional(FDN)

Project Name: Light Train 80th Avenue- Medellín

CONTACT PERSON : Juan Camilo Pantoja

EMAIL: jpantoja@fdn.com.co



Project information

At level light train construction of 13.25 km long and 17 stations (1 underground) over 80th Avenue in Medellín. The project will be integrated with metro line B and the 30th street BRT.

PROJECT LOCATION: 80th Avenue - Medellín, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



Investment

REQUIRED INVESTMENT (USD):
around 650.000.000

PROJECT STAGE: technical feasibility of the Project is ready. Legal and financial studies are planned to start in 2 months. Procurement process will start by the end of 2020 or starting 2021

USE OF FUNDS:
Design, build and rolling stock acquisition



Additional information

- 1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
- 2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
- 3. Does The Project Contemplates Environmental Impact Analysis YES NO



OTHER COMMENTS ABOUT THE PROJECT

Medellín's Metro Company has decided that the project will be carried out as a public work. Administration, operation and maintenance will be done by the Metro Company, as the general public transport operator of the city (2 metro lines, 1 Tram, 2 BRT lines and 5 cable car lines)



Company name : ALCALDÍA DE MEDELLÍN

Project name : RED NEUTRA- Aburrá Valley Broadband

Contact person: Pablo Andres Rojas Cubides



Project Information

Broadband Network for closing gaps in Internet access. Deploying the required infrastructure in Medellín to guarantee connectivity and high-speed internet and decrease social inequity, allow the development of innovative projects based on fourth industrial revolution technologies, promote data-based decision-making and open transparent and participatory government.

Name of the person responsible for investmen pitch
 Pablo Andres Rojas Cubides

Project Location: Medellin , Colombia

Sector

Energy Infraestructure Technology Agribusiness OIL & GAS OTHER: (Please specify)



Investment

Required Investment (USD):
 1.1 bn

Project stage : Pre – feasibility
 Analysis

Use of funds
 IT infrastructure



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project

Due to burdensome price structures and supply-side constraints, few businesses, institutions and residents can't currently access fixed internet services in Medellín. Residents and businesses with fixed internet are largely served by copper cables that can only support download speeds under 200 MBps. A high-speed broadband network is needed to unlock access to critical technologies, essential to business growth, skilled workforce and to position Valley of Aburra as a regional center for the Fourth Industrial Revolution. This is even more relevant now for economic reactivation after Covid-19. There is an opportunity to connect over 1.3 million residential and business users, from which 1 million has no fixed internet today.

 **Company Name:** PPP Agency (Mayor's Office of Medellin) **Project Name:** Atanasio Girardot Sports Complex

Contact person : Juan Manuel Mejía Salazar

 **Project information**

Design-Build-Finance-Operate-Maintain (DBFOM), Establishing commercial strategies to finance structural and functional improvements to the Atanasio Girardot sports complex, in order to turn it into a sporting, cultural and entertainment arena of international status.

Name person responsible for investmen pitch
 Juan Manuel Mejia

Project Location:
 Atanasio Girardot Sports Complex is located in Medellín, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)

 **INVESTMENT**

Required Investment (USD):
 CAPEX \$117,813,937

Project stage : Pre-feasibility studies completed

Use of funds: Design-Build/Rehabilitate-Finance-Operate-Maintain (DBRFOM) of Infrastructure

 **Additional information**

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO

 **Other comments about the project**

Benefits of the project: • More than 8000 people benefited, • Greater cultural, recreational or entertainment vocation. • Greater economic development in the area. • Better areas of recreation and healthy fun. • A nice place to share with the family. • Greater income for the Municipality.



Company name : ALCALDÍA DE MEDELLÍN

PROJECT NAME: CEDEZOS Software Valley Centers

Contact person: Pablo Andres Rojas Cubides



Project Information

These city spaces are designed for promoting the creation of technology-based ventures and companies, as well as accelerating BPO business models in the territories. It will strengthen public and private Spin-offs, creating "Red Futuro" a network to connect human skills with companies and institutions.

Name of the person responsible for investmen pitch
 Pablo Andres Rojas Cubides

Project Location: Medellin , Colombia

Sector

Energy Infraestructure Technology Agribusiness OIL & GAS OTHER: (Please specify)



Investment

Required Investment (USD):
 105.000.000

Project stage: Planning

Use of funds: It Infraestructure, innovation, formation, networking,



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project

This project will contribute to the consolidation of Science, Technology and Innovation Systems in the municipality and will allow companies in the city to specialize and contribute to a successful economic recovery after COVID-19. This is an opportunity to accelerate changes and unleash transformations to reactivate, modernize and transform the economy of Medellín. Our main goals are : New Job Vacancies focused in STI: 27.000; STI entrepreneurship: 3150; Companies that improved their productivity through adoption of digital technologies: 888; People trained in Job Skill for industries 4.0; People trained in English: 100.000



Company name: Di Desarrollo Inmobiliario

Project name: Element

Contact person: Mateo Berrio



Project information

This is a land of 6 hectares which has been designated for development of social interest housing. It has the potential to build 3.600 housing units. Located in the "development triangle" in Cartagena, near its massive transportation system.

Name person responsible for investment pitch:

Mateo Berrio

Project location:

Cartagena, Bolívar.

Sector

Energy Infraestructura Technology Agribusiness Oil & gas Other: (please specify)



Investment:

Required investment (USD):
75.000.000

Project stage:
Structuring

Use of funds:
Construction and urbanism



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

Project with a social interest, housing in Colombia are supported by subsidies from the national government, local authorities and family wealth fare fund allowing people with lower incomes to affordable housing. In addition, throw these kind of projects, the government is looking to boost the construction industry because it has suffered a significant downturn over the last few years.



Company name: Di desarrollo Inmobiliario

Project name: San Miguel

Contact person: Mateo Berrio



Project information

Project/ company description:

This is a social interest housing project of 2200 housing unit completely structured project. We need financial backing to start the project.

Name person responsible for investment pitch:

Mateo Berrio

Project location:

Caldas, Antioquia.

Sector

Energy Infrastructure Technology Agribusiness Oil & gas OTHER: (please specify)



Investment

Required investment (USD):
70.000.000

Project stage:
Presales

Use of funds:
Construction



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

Projects social interest housing in Colombia are supported by subsidies form the national government, local authorities and family wealth fare fu25nd, allowing people with lower incomes to affordable housing. In addition, the government is looking to boost the construction industry with has suffered a significant downturn over the last few years.



Company name: Gobernación de Risaralda

Project name: Plataforma logística del Eje Cafetero

Contact person: Javier Monsalve Castro



Project information

Project/ company description: construction of "Plataforma Logística del Eje Cafetero", whose objective is to promote intermodally in transport, facilitate trade, promote human capital and promote value-added processes in logistics in the industry and agriculture sectors.

Name person responsible for investment:

Risaralda's Government

Project location:

The project will be located at the east of the urban area of the municipality of la Virginia, Risaralda's department (Colombia)

Sector

Energy Infraestructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
60.547.000

Project stage:
1 "construction"

Use of funds: Construction of "Plataforma logística del Eje Cafetero"



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project? Yes No
- 2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
- 3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project



Company name: Inversores Bermont

Project name: Clinica Centenario

Contact person: Mateo Berrio



Project information

Project/ company description: Clínica Centenario is the first project in Quindío for a fourth-level clinic. It has the backing of local authority and has generated interest with several international health operators. The land it's owned by the company who have also commissioned the design. We need financial backing to start the project.

Name person responsible for investment pitch:

Mateo Berrio

Project location:

Armenia, Quindío.

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
50.000.000

Project stage:
Structuring

Use of funds:
Construction



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project



Company Name: ALCALDIA DE MEDELLÍN

Project Name: Medellin Prison

Contact Person : Juan Manuel Mejía Salazar



Project information

Design-Build-Finance-Operate-Maintain (DBFOM) a prison for deprived of freedom people. A new space that allows the integral re-socialization of inmates and provide solutions to the serious prison problems currently facing the city.

Name person responsible for investment
 Juan Manuel Mejia

Project Location:
 San Cristóbal – Medellín

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



Investment

Required Investment (USD):
 CAPEX: USD 39 MILLION

Project Stage: Feasibility studies
 completed

Use of funds: Design-Build/Rehabilitate-
 Finance-Operate-Maintain (DBRFOM) of
 Infrastructure



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project

Some Benefits of the project:

The project will help reduce overcrowding in prisons, achieve effective re-socialization, generate job opportunities, and adequate spaces for for 2200 prisoner. The contract is expected to be awarded in 2021 and construction to begin in 2022



Company name: Gobernación de Norte de Santander

Project name: Inbarí, Innovation and Productivity (R&D) Center

Contact person: Julián Camilo Rodríguez Artunduaga



Project information

Inbarí Center offers a wide portfolio of services including competitive intelligence, interactive science spaces, think-tank labs, co-working and entrepreneurship offices, applied science laboratories, cultural and creative industry spaces, own consulting methodologies and advices on according to demand, consolidating the triad of private enterprise, academy, society and state. This center will strengthen all productive sectors, small-medium-large-sized enterprises, clusters, startups and spin offs

Name person responsible for investmen pitch:

Julián Camilo Rodríguez Artunduaga

Project location:

Cúcuta, Norte de Santander, Colombia

Sector

- Energy Infraestructure Technology Agribusiness Oil & gas Other: BPO,KPO,ITO, Agritech, shared service centers



Investment

Required investment (USD):
22.500.000

Project stage:
Feasibility

Use of funds:
Bulding construction, equipment and recruitment of work team.



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

It will work on topics that contribute to accomplishing the sustainable development goals, taking into account the strengths of bio-economics, circular economy and environmental sustainability. With all this, it will bring short, medium and long-term results to the regional, national and border innovation, as well as competitiveness system with 5 laboratories (microbiology- biology, bioprospecting and biomass growth, human molecular biology, molecular agricultural and environmental biology, physicochemical of agro-industry products and bioactive compounds). Finally, it would be generating around 2500 direct and indirect jobs in the execution phase of the project.



Company Name: Alcaldía de Medellín

Project Name: North to south bike path

Contact person: Santiago Franco Cardona



PROJECT INFORMATION

A 14 kilometers bike lane that will connect the north to the south of Medellín and its metropolitan area. This bicycle path will be innovative, tech oriented and highly sustainable. The project aims to integrate the existing walking/cycling infrastructure and decrease social by generating access to active transportation.

Name person responsible for investmen pitch
 Lina Marcela López Montoya

Project Location: Medellín, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



Investment

Required Investment (USD):
 17.000.000

Project stage
 Prefeasibility

Use of funds
 Construction



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project

This bike path will allow at least 79.000 potential travels, generate 42.000 squared meters of public space and benefit at least 750.000 people. We are aiming to fully build and implement the project by 2022 at the latest. The bike path will have a significant impact on the city's economic recovery after the COVID-19 crisis due to its potential of capturing travels formerly done by other more traditional means of transport.



Company name: Sociedad de Mejoras

Project name: Airport city – Pereira

Contact person: Juan Pablo Sarmiento



Project information

Ospinas & CIA and the Sociedad de Mejoras have structured a mixed use project, next to the Matecaña International Airport, on a location of more than 100,000S QM and with a potential of more than 90,000 SQM of GLA. It would provide complementary services to the airport such as logistics, hospitality, offices, commerce and events, creating the largest business cluster in the coffee axis.

Name person responsible for investment pitch:

Lucas Botero

Project location:

Pereira – Risaralda

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
 \$8.000.000

Project stage:
 Master plan

Use of funds:
 Coinvestment



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project? Yes
- 2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes
- 3. Does the project contemplates environmental impact analysis? Yes



Other comments about the project



Company name: Metropolitan Area of Valle de Aburra

Project name: Municipal Administrative Center

Contact person: Pablo Marcelo Maturana Guzmán



Project information

The project consists of a semi-basement + 6 levels and a public space that integrates the public with the private. Existing trees of the land were incorporated into the design, which allowed creating green areas within the building. The building has bioclimatic studies that help create comfort in the spaces.

Name person responsible for investment pitch:

Aura Camila Giraldo

Project location:

Copacabana Municipality, Antioquia

Sector

Energy Infrastructure Technology Agriculture Oil & gas Other: (please specify)



Investment

Required investment (USD):
4.800.000

Project stage:
Pending Bidding

Use of funds:
50% - Metropolitan Area of Valle de Aburra
50% - Investor



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

The need is received by the municipality of Copacabana to build a new equipment with administrative character. It is required to group the fundamental services that must function in the mayor's office, with an optimal distribution in the design of their spaces, with an infrastructure according to the occupying population, with adequate accessibility to the building that allows attention to users, concepts that are they are currently quite limited at the current headquarters.



Company Name: Envigado

Project Name: " Construction of the second Stage of the Technological School of Arts, Debora Arango, in Envigado"

Contact Person : Gabriel Londoño



Project information

Ensure the construction of new educational infrastructure increasing the number of classrooms available. Also keep the existing educational infrastructure in good condition. Is a school that went from offering 6 to 24 programs. It will cease to be a Technological Institution to become a University.

Name person responsible for investmen pitch
 Gabriel Londoño

Project Location: Envigado

Sector

Energy Infraestructure Technology Agribusiness Oil & gas other: (please specify)



Investment

Required Investment (USD):
 4.391.373

Project Stage: stage 3

Use Of Funds: Construction of new infrastructure worth 9,154 m2



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project

The Municipality needs to build a headquarters that meets the necessary conditions to offer students of the Aburrá Valley adequate and safe spaces. The work has 83.35% progress, and the implementation of this phase is necessary to complete it by 100%.



Company name: San Pablo Clinic

Project name: New Rehabilitation Clinic

Contact person: Lucia Duarte



Project information

Project/ company description: private psychiatric clinic which offers mental well-being treatments based on scientific methods, also emergency services; inpatient and outpatient care. In addition, it has two authorship specialized programs: trad: "addiction treatment and rehabilitation" y tral: "treatment of eating disorders". The project involves building a new location.

Name person responsible for investment pitch:

Lucia Duarte, Manager

Project location:

Bucaramanga, Santander, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other:



Investment

Required investment (USD):
2.500.000

Project stage: financial information, sales, prefeasibility studies ready.

Use of funds: construction, installation and start-up of the operation, reacting to the demand of patients of trad and tral.



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

New headquarter for the relocation of all services provided in the actual medical center. The land is already owned, and the construction plans, the permits and licenses are ready and approved. The financial information has also been submitted and evaluated from local banks to approve the credit lines. The clinic is open to other investment options including equity, credit and merger. The project includes emergency, inpatient and outpatient services, located in the city outskirts, which allows a retiring and reserved treatment.



Company Name: Alcaldía de Medellín

Project Name: University citadel Nuevo Occidente

Contact Person : Valeria Peláez Cardona



Project information

The University citadel Nuevo Occidente aims to be at the heart of the economic transformation of Medellín towards a digital economy. Such infrastructure will serve as an innovation Hub for the city's universities, companies and any other stakeholder that would like to join in fostering career development, technology and science.

Name person responsible for investmen pitch
 Juan Carlos Upegui Vanegas

Project Location: Medellín, Colombia

Sector

Energy Infraestructure Technology Agribusiness Oil & gas other: **education & technology**



Investment

Required Investment (USD):
 2.400.000

Project stage
 Planning & execution

Use of funds: Innovation, teaching
 and technology development



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project

The project is expected to be fully implemented and running by 2022. We are welcoming stakeholders from the private sector in this endeavour. We want to have at least 8.000 students in the facility at the peak of its capacity. The project will foster the city's economic transformation to benefit from the innovation and drive of the fourth industrial revolution, something that will have a positive impact on the current COVID-19 economic and social crisis.



Company Name: LA ESTRELLA CITY HALL

PROJECT NAME: Construction Of A Child Development Center In The Centro Poblado Mayor De Pueblo Viejo

CONTACT PERSON : VIVIANA CASTAÑO



Project information

Pueblo Viejo child development center will be built in the Municipality of La Estrella - Antioquia, on a terrain of approx 4300 m2. It could impact around 300 children between 0 and 5 years old, from a high social, familiar and psychological vulnerability

Name person responsible for investmen pitch
 MARIA CAMILA HERRERA

Project Location: La Estrella Municipality

Sector

Energy Infraestructure Technology Agribusiness Oil & gas other: (please specify)



INVESTMENT

Required Investment (USD):
 1,600,000

Project Stage:
 Investment

Use of funds : construction of the child development center



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project



Company Name: Envigado

Project Name: " Construction OF EL DORADO URBAN PARK IN THE MUNICIPALITY OF Envigado"

Contact Person : Gabriel Londoño



Project information

There is a high quantitative and qualitative deficit of effective public space in Envigado. Green areas, parks, places for enjoyment do not have proper equipping and furnishing. The purpose is the construction of a network of public spaces in El Dorado Urban Park

Name person responsible for investmen pitch
 Gabriel Londoño

Project Location: Envigado

Sector

Energy Infraestructure Technology Agribusiness Oil & gas other: (please specify)



Investment

Required Investment (USD):
 1.564.269

Project Stage: stage 3

Use Of Funds: construction of the Park with an area of 10,531 m2



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project

The municipality of Envigado has an accelerated population growth and low quality existing public spaces . Therefore, the project is proposed for the construction of the El Dorado Urban Park as an urban, sustainable space. It promotes landscape, cultural and recreational attributes of the municipality, increasing by 1.15m2/hab the effective public space.



Company Name: Envigado Municipality

Project Name: Eco-Zones

Contact Person : Juan Jose Orozco Valencia



Project information

Envigado implements the local Climate Change Plan through the proposal "EcoZones, territories for life", to reduce the amount of CO2 emissions . They do so by implementing participatory interventions (civil society, organized groups, public sector, private sector, education) include the following components: mobility, habitat, biodiversity, agriculture, forestry, renewable energy and waste management.

Name person responsible for investmen pitch
 Gloria Ines Uribe

Project location: Envigado

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



INVESTMENT

Required Investment (USD):
 250.563

Project Stage III

USE OF FUNDS: support staff, logistic support ,system of 93 solar panels / design and implementation of energy savings plan, Dorado ecological park: alternative energy pilot, solar-powered Luminaires and autonomous solar plant system



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project

It seeks to prioritize the component of alternative energies and energy efficiency in public equipment, within the framework of ecozones

COLOMBIAN REAL ESTATE PROJECTS



Company name:
Di Desarrollo Inmobiliario

Project name: Acquamarina

Contact person: Mateo Berrio



Project information

This is a development of hotels and luxury housing soituated in Barú, located to the south of Cartagena. The hotel should have 150 rooms and 250 apartment close to Cartagena and the sea.

Name person responsible for investment pitch:

Mateo Berrio

Project location:

Barú, Bolivar.

Sector

Energy Infraestructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment **(USD):**
70.000.000

Project stage:
Structuring

Use of funds
Construction and urbanism



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project



Company name: Serena del Mar

Project name: Hestia

Contact person : Nicolás Gómez



Project information

Multipurpose real estate development of 1.000 hectares (108,000m sq ft/10m m²) located in Cartagena, Colombia. The project comprises an opportunity to invest in the land banking business with the option of participating in the vertical development of specific projects with the country's most recognized developers. Over 15 residential projects completed or under construction and over 2,000 units sold, reaching ~27% market share in the residential market in Cartagena in 2019. Already more than 600 families are living in Serena del Mar.

Name person responsible for investmen pitch:

Nicolás Gómez

Project location:

Cartagena

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: Real estate / land banking



Investment

Required investment (USD):
60mm - 100mm

Project stage:
Phase I completed (~15 projects developed). Phase II under development.

Use of funds:
Phase ii infrastructure investments, as well as capital structure optimization



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project? Yes No
- 2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
- 3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

First phase of development, includes a I) 158-bed state of the art hospital in partnership with Fundación Santa Fe de Bogotá, a leading healthcare services provider, II) a satellite facility for Universidad de los Andes, the most prestigious and recognized university in Colombia and III) the agreement for the development of a 400-key hotel resort, with Decameron, a successful hotel operator in Latin America. Currently entering phase II of construction which will feature the development of 43 residential projects, 10 commercial projects, 8 corporate projects, 4 hotels, the construction of all the water ways and an 18-hole golf course.



Company name:
 Morales Vicaria Arquitectura

Project name: Punta Caiman

Contact person: Carlos Humberto Restrepo



Project information

Project/ company description: an ecoturistic and sustainable complex based in the biggest dam named Topocoro, full of biodiversity and adventures to experience around the environment and culture, near the international airport. This project redefines the trends and perspective of nature and let you decide how you want to live it.

Name person responsible for investment pitch:

Andres Ardila

Project location:

Betulia, Santander. Colombia. Topocoro dam.

Sector

Energy Infrastructure Technology Agribusiness Oil & gas OTHER: (please specify)



Investment

Required investment (USD):

40.8 million USD

Project stage:

Structuring phase

Use of funds:

Pre-operational phase and development of the project, includes purchase of land.



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

Four types of products which you decide how to live it, including: country houses, apartments, suites, and hotel. Great alliances for renewable energies, avia hotels from aviatur, different activities that you can find in the same place for the whole family to enjoy the water for nautical activities, the nature for bird watching or trekking, the atvs- utvs adventure, to get in contact with the peacefull environment, spa, cultural activities and more. Commercial zone with national brands that offer typical products of the region, just a few steps ahead.



Company name: Quindio Ventures, LLC

Project name: Vista Verde SAS - Filandia

Contact person: Julian Mejia



Project information

Project/ company description: we have a mission to create the first eco luxury hotel in the Coffee Region of Colombia, where sustainability is the core of our values, culture and vision. To put the environment first, creating authentic experiences for the travelers and never forgetting to give back to the local communities.

Name person responsible for investment pitch:

Julian Mejia

Project location:

Filandia, Quindio. Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: hospitality / real estate



Investment

Required investment (USD):
2.500.000

Project stage:
Land has been secured / purchased.
Design face.

Use of funds:
Finish design phase, construction and operations



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

COLOMBIAN ENERGY PROJECTS



 **Company Name:** PROMOTORA MIEL II S.A. E.S.P **Project Name:** PROYECTO HIDROELÉCTRICO MIEL II

Contact Person : ORLANDO MICOLTA GONZALEZ

 **Project information**

Promotora Miel II SAS ESP aims to develop and execute the Miel II hydroelectric project with a capacity of 120 MW that captures water from La Miel for the generation and commercialization of electrical energy.

Name person responsible for investmen pitch
 Orlando Micolta Gonzalez

Project Location: Caldas, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other

 **Investment**

Required Investment
 (USD):240.000.000

Project stage
 Ready to build and start operations

Use of funds: Construction, operation and maintenance of the hidroelectric power station.

 **Additional information**

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO

 **Other comments about the project**

On March 1,2019, the Miel power generation plant was assigned 203,885 KWH/day as a firm energy (obligación de energía en firme) from December 1,2022 to November 30, 2023.



Company name: Technoelite Green Energy S.A.S.

Project name: Atlántico Solar La Baranoa and Atlántico Solar II Polonuevo

Contact person: Andrés Picalúa / Giancarlo Caputo



Project information

TGE has developed two photovoltaic energy generation projects referred to as Atlántico Solar I (19,3) MW and Atlántico Solar II (9,9 MW).

Name person responsible for investment pitch:

Giancarlo Caputo

Project location:

Municipalities of Baranoa and Polonuevo in the Department of Atlantico, Republic of Colombia.

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):

24.000.000

Project stage:

Ready to build

Use of funds:

EPC, operation and maintenance.



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project



Company Name: GICON GmbH

Project Name: Biogas production and organic fertilizer as sustainable treatment of organic solid waste in Cali, Colombia

Contact Person: Javier Cangas



Project information

The project contributes to mitigate GHG emissions coming from a non-sustainable waste management incl. an alternative energy source and organic fertilizers production. GICON is an independent engineering and consulting company, founded in 1994 in Dresden, Germany. GICON is active in Colombia since 2014 developing sustainable concepts for organic waste treatment.

Name person responsible for investmen pitch
 Javier Cangas

Project Location: Cali, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: waste management and organic fertilizers



Investment

Required Investment (USD):
 5 Million (biogas) + 1 Million (fertilizer facility)

Project Stage:
 economic and technical feasibility

Use Of Funds: Engineering, Procurement, construction, commissioning



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project

Nowadays almost 93 % of the household waste in Colombia is being transported to the landfill without any treatment. Cali household waste is composed 50% organic waste, causing landfill soil and water contamination, besides high GHG emissions. This project offers an alternative for a sustainable waste management generating biogas from renewable source and organic fertilizers for closing the waste loop. We are working since 2018 together with the city hall of Cali and local waste management companies as well as with possible partners such as construction companies, lawyers etc. Such a project for sustainable waste management is included in the developing plan of Cali for the period of governance 2020-2023, but we are looking for financial support.



Company name: Guayacanal Foundation

Project name: Power generation through nopal biomass

Contact person: Catalina Camargo.



Project information

The purpose of the project is to replicate as a pilot, the bio-digester (production of biogas through nopal plant fermentation), to take advantage of Colombian varieties of nopal, which are efficient in the production of energy (biogas). It would be sold to local poultry companies that adjoin the land owned by the Guayacanal foundation, where the plant would be built and operated.

Name person responsible for investment pitch:
 Catalina Camargo Ponce De León, Executive Director of Meepza Foundation

Project location:

Los Santos, Santander, Colombia.

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
 1.500.000

Project stage:
 Nopal plants ready, assure energy demand from locals.

Use of funds:
 Infrastructure, biodigester, equipment and an electric generator.



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

The performance of nopal biogas is comparable to regular gasoline but costs up to 33% less than traditional gasoline. In addition, it is environmentally friendly, and it does not pollute like fossil fuels. From the nopal biogas industry even waste is used, the liquid that remains after production is used as a natural organic fertilizer. Actors such as EPM, Bucaramanga Chamber of Commerce and CDMB have been supporting the R&D and joint initiatives such as the Mesa de Bosques. They all are in the search for solutions that contribute to the reduction of emissions and poverty, friendly solutions to the environment, technical support model for the cultivation and harvest of nopal and based on good agricultural practices and sustainable production.



Meridian energy: Asociación Empresa Servicios Públicos Alternativos Sin Animo Lucro

Project name: Granja Solar Cimarrones 34

Contact person: Esteban Moncayo Guerrero



Project information

Solar instalation with capacity from 1 to 10 mw in a working area of 750.000 sm . Solar energy is needed in Colombia and we need investor for one MW of production. We have experience, working area, and to start with one USD million for working capital ito use in solar panels.

Name person responsible for investment pitch:

Esteban Mocayo Guerrero

Project location:

Municipio Chachagúi, Nariño, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
1.000.000

Project stage:
Beginning

Use of funds:
Working capital



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project? Yes No
- 2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
- 3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

Our settled company has the experience to develop a solar area for solar panels in 750.000 sm meters in the equatorian area,. We have working experience of 30 years, we require working capital.

COLOMBIAN TECHNOLOGY PROJECTS





Rapicredit

Project Name: Consumer lending platform

CONTACT PERSON : Lina Usuga



Project information

Rapicredit is a leading Colombian Fintech providing consumer loans to the underbanked population. Our in house developed decision model ensures loan quality with average default rates below market. The Company has been able to double its growth every year. With a team of over 80 people the company is looking to launch new products and scale its business in the region

Name Person Responsible For Investmen pitch

Lina Usuga

Project location:

Headquarters in Bogota, Colombia.

sector

energy infrastructure technology agribusiness oil & gas OTHER: (PLEASE SPECIFY)



Investment

Required investment (usd):
 Equity: 5mm, Debt: 10mm

Project stage
 Growth stage

Use of funds
 Equity: Balance sheet management
 Debt: Working capital for loans



Additional information

- 1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
- 2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
- 3. Does The Project Contemplates Environmental Impact Analysis YES NO



Other comments about the project

The company offers short term loans, with an average of USD75, to individuals who do not have access to financing from the banking industry. Our platform allows automatic disbursements in less than 3 hours, with a fully digital experience. Since 2014 we have disbursed over USD 34 mm loans. In 2019 we generated USD5,8 mm revenues, 30% EBITDA margin. In Q1 2020, vs Q1 2019 our revenues increased 1.8x and our EBITDA 2.6x. With an estimated target market size of 8mln adults we are looking to deploy further products to promote the financial inclusion of the Colombia population. Our new product, Rapiplazo will provide longer term financing and the opportunity to our clients to pay back their loans in instalments.



Company Name: Ualet SA

Project Name: Ualet

CONTACT PERSON : Leopoldo Forero



Project information

Ualet is The first regulated financial technology and financial services company for nano investments to help users invest without deep financial knowledge in a simple and delightful way, 100% digital onboarding it allows accounts as low as 3 USD.

Name person responsible for investmen pitch
 Leopoldo Forero

Project Location: Bogota - Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



Investment

Required Investment (USD):
 5.000.000

Project Stage: Scaling

Use Of Funds: Client acquisition and regional expansion



Additional information

- 1. Is the company project interested in receiving information about uk products or services for this project YES NO
- 2. Is the company interested in receiving information about uk credit lines (ukef) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project

ualet is the result of a powerful ecosystem including a broker license, seamless technology and regulatory know-how and the top regional asset managers (credicorp capital , btg pactual , old mutual , larrainvial and alianza –australis-, fiduoccidente) to give access to a diversified portfolio of funds regardless of income level and savings capacity



Company name: Smart Crop Consulting Group

Project name: Implementation of precision agriculture in regions affected by the armed conflict

Contact person: Jesús David Quintero Caleño



Project information

The project is based on the implementation of Amelia (artificial intelligence) to optimize all agricultural processes, through field sensors (IOT), soil analysis and satellite images, in a single software. Making planting cheaper and more organic (reducing agrochemicals), with traceability and guaranteed effectiveness in rural areas that need it.

Name person responsible for investment pitch:

Camilo Andrés Padilla Arevalo

Project location:

Norte de Santander Department (Cúcuta, Tibú, Zulía) and Antioquia Department (Urabá).

Sector

Energy Infrastructure Technology AGRIBUSINESS Oil & gas OTHER: (please specify)



Investment

Required investment (USD):
4.807.000

Project stage:
Monitoring and control

Use of funds: Buy agro-climatic equipment and sensors, increase our web servers and hire collaborating staff.



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project? Yes No
- 2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
- 3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

Amelia calculates the best route (steps to follow) for the farmer to reduce production costs by up to 25%, while increasing the profitability of his crop. Similarly, the use of chemical fertilizers and pesticides decreases, thanks to the fact that Amelia predicts the appearance of pests and diseases. The first stage will be to install the project in 11366.848 acres of the Catatumbo region in oil palm, cocoa, rice and rubber crops. The second stage will be to install the project in 6177.635 acres in Antioquia (Urabá) in plantain, banana, cocoa and forestry crops. To improve agricultural production in these regions that need this technology so much.



Company name: Koibanx

Project name: Koibanx

Contact person: Leo Elduayen



Project information

We are building the next generation of financial infrastructure. Our payments & financial assets processing platform acts as a middleware, that enables financial institutions process transactions faster at significantly lowering costs and transforming all of their assets into liquid, leveraged by blockchain tech

Name person responsible for investment pitch:

Leo Elduayen

Project location:

Argentina - Uruguay - Colombia. Opening Mexico 2020

Sector

Energy Infrastructure Technology Agribusiness Oil & gas OTHER: (please specify)



Investment

Required investment (USD):
3.000.000

Project stage:
Pre A / series A

Use of funds:
15% open, 35% product development, 50% business development & acquisition, 50% business development & acquisition



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project? Yes No
- 2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
- 3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

We connect with financial institutions (layer3 - layer2 & banks + governments) and we tokenize their assets under management (fiat currency and invoices). These digital blockchain assets can now be transacted within seconds and up to 10 times lower commissions than traditional railways (credibanco or redeban for instance). Financial institutions still use their wallets (or other front tools) but process with our platform. This allows financial institutions to reach sub-attended segments. We are currently working with +15 financial institutions and +100k active users in the region.



company name: Dexon Software

project name: Dexon BPM – Global expansion

CONTACT PERSON : Luis B. Chicaiza



Project information

Dexon Software manufactures software tools for process digitization, which allow any non-technical user to model, simulate and automate the processes of their company, because our software automatically does, in minutes, what other tools need engineers and experts working for months. Dexon BPM is Zero-code business process automation to fuel digital transformation.

Name person responsible for investmen pitch
 Luis B. Chicaiza

Project Location: Bogotá

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



Investment

REQUIRED INVESTMENT
 (USD):\$3.000.000

PROJECT STAGE: Seed

USE OF FUNDS: 18 months runway to reach 100.000 paid users, from current 2000



Additional information

- 1. Is the company project interested in receiving information about uk products or services for this project YES NO
- 2. Is the company interested in receiving information about uk credit lines (ukef) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



OTHER COMMENTS ABOUT THE PROJECT

Dexon BPM allow our clients to focus in their business purpose and mission letting all bored and repetitive task to be automated by our software. Using Dexon BPM every job is meaningful, relevant and funDexon is already a GEP company, moving its HQ to the UK.



Company name: Finaktiva

Project name: Online small businesses lending platform

Contact person: Jorge Vollrath



Project information

Finaktiva is the fintech ally for companies with more future than history. We offer secured online financing and technical assistance tools for Colombian small businesses. Our self-developed platform (pladik) enables 100% online loan requests www.finaktiva.com, flexible and agile approvals through a specialized credit score, in a risk-controlled environment. Finaktiva was founded in 2017 and its certified as a B corporation (<https://bcorporation.net/>).

Name person responsible for investment pitch:

Jorge Vollrath

Project location:

Headquarters in Medellín, Colombia, operating 100% remotely, with clients in 30 cities of Colombia (no branches)

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
 Equity: 2 mm, debt: 5 mm

Project stage:
 Growth stage (operating 100% remotely)

Use of funds:
 Equity: portfolio management and technology
 Debt: portfolio growth



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

It offers secured loans from \$10,000 USD to \$150,000 USD (its equivalent in Colombian pesos) and terms from 6 to 48 months to small companies, with at least one year of formal operation and positive economic, social or environmental impact in their communities. Our platform allow us to approve and disburse the loans in less than 5 days. In three years, we have disbursed USD 14 mm (90% with a federal government guarantee) with a non-performing loans rate (+30 days) 2,8% in January 2020, and in 2019 we won the best new business model award in Colombia (Premio Ingenio 2019) from the National Software Association (Fedesoft).



Company Name: PACKEN

Project Name: PACKEN

Contact Person : STEVEN BRANDWAYN



Project information

Packen is a digital platform marketplace which connects supply and demand for the ground logistics industry. We are a UX-first organization driven by data analytics and smart technology solutions obsessed with customer service. We bring all of these together to innovate and create clear value for all ecosystem users.

Name Person Responsible For Investmen Pitch
STEVEN BRANDWAYN

Project location: Colombia, global expansion by stages

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify): logistics



Investment

Required Investment (Usd):
\$2,000,000

project stage: PRE-SERIES A

Use of funds: team/top level talent
Brand penetration/marketing
Expansion & operational growth



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project

Never before has there been a better time to be in our fields of technology and logistics. In this Covid-19 crisis our lives go on with some level of normality thanks to modern day technology and efficient logistics. At Packen we have grown into our next stage going from a shipment marketplace to a full-stack delivery platform which continuous our UX-first customer service obsession delivering high value to all users through smart tech (AI, algorithms, data anlitics and predictive programing, among others) becoming the largest network of deliveries and delivery vehicles which will change the way we have seen ground logistics and deliveries so far.



Company Name: PARKUR GROUP SAS

Project Name: TWO TO TANGO (In short: TTT)

Contact Person : ANDRÉS RICO-GRISALES



Project Information

Global Business Networking Tool (Advanced analytics and Machine Learning for business) Based on machine learning and advanced analytics, we created an easy-to-use business tool that gives professional the chance to do effective business networking anywhere anytime. : 3rd version launch: Jun. 2020 / High product demand during/post covid-19 / People and organizations are searching for ways to connect with potential clients and partners.

Name person responsible for investmen pitch
 ANDRÉS RICO-GRISALES

Project Location:
 COLOMBIAN HQ with users in 26 countries

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



Investment

Required Investment (USD):
 2.000.000 . Round A

Project stage: growth

Use of funds: working capital: operations,
 sales/mktg and product optimization.



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project

From April to June 2020, thousands of users have demanded TTT's business networking services. Thus, we are launching our new versión on the 1st week of Jul 2020 to cover freemium and premium accounts in order to connect thousands of users eager to meet potential clients and partners (across many sectors and geographies) ... Users mindset from all over is changing (for good), and this is the perfect timing for a digital networking tool to sprint for its global scalability.



Company name: Croper S.A.S

Project name: Croper.com

Contact person: Ricardo Jaramillo G.



Project information

Marketplace that allows farmers to control their main processes: sell their products with farm and table technology, buy supplies directly from providers and control the production process.

Name of the person responsible for investment pitch:

Ricardo Jaramillo G.

Project location:

Latin America

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
1.500.000

Project stage:
Scaling

Use of funds:
Technology and expansion in Latin America



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

Croper is the main agri-marketplace in Colombia with a community of 350.000 farmers, 50.000 visits monthly, 830 providers selling their supplies, 834 associations and cooperatives aggregating more than 8.000 farmers, allowing Croper to control their processes.



Company name: Abaco Latam

Project name: Ábaco

Contact person: Victoria Blanco Alegria



Project information

Financial inclusion tool in Latin America. The company has developed a data analysis platform that generates a new credit score for unbanked and self-employed people (gig-economy workers). The model has been tested with their balance sheet in phase 1. In phase 2, they will receive **a debt** to continue testing and become **a lending** as a service platform.

Name person responsible for investment pitch:

Victoria Blanco Alegria

Project location:

Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
1.000.000

Project stage:
Early - stage

Use of funds:
Tech development & model testing



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project



Company name: Alameda

Project name: Building the largest furniture marketplace in Latam

Contact person: Juan Felipe Uribe



Project information

Project/ company description: Alameda is the first regional omni-channel marketplace focused on furniture and home decor, operating in Mexico and Colombia. We have one of the largest catalogues in Latam with 35,000+ products and have delivered more than 30,000 orders. Our goal is to become the leading, go-to marketplace for furniture in Latam.

Name person responsible for investment pitch:

Juan Carlos Velásquez

Project location:

Mexico (City of Mexico) and Colombia (Bogotá)

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
1,000,000

Project stage:
Series B

Use of funds: 29% team and vendor expansion, 22% tech (infrastructure, systems, automation), 31% marketing, 9% working capital, 9% other.



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

Alameda's (www.alameda.co and www.alameda.mx) purpose is to help our clients transform their places, into their homes. We achieve this by partnering with over 400 vendors in Mexico and Colombia to publish their products via an omni-channel marketplace model (e-commerce and retail) to serve our customers. For 2021, Alameda's goals are to cement our position as the go-to, specialist marketplace for furniture in the countries we operate, and to become EBITDA positive. To achieve this, we plan to invest heavily on growth, technology and our team.



Company name: VU security

Project name: VU security

Contact person: Gaston Gene



Project information

Cybersecurity company focused on fraud prevention and identity protection. It provides robust citizen identity verification through the combination of traditional cybersecurity controls with geolocation, machine learning, ID recognition and user behavior analysis. The company provides modular solutions for fraud prevention that include voice recognition, facial recognition and multiple options of authentication.

Name person responsible for investment pitch:

Gaston Gene

Project location:

Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
1-2 million

Project stage:
Series B

Use of funds:
LATAM & UK expansion – developers & sales



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project? Yes No
- 2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
- 3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project



Company Name: Bioprocol

Project Name: IDONA

CONTACT PERSON : German Schäfer, Founder & CEO



Project information

Bioprocol is a purpose-built life sciences company, dedicated to advanced plants' research to discover and develop unique, natural, sustainable products for health, beauty and wellbeing. We have discovered and patented two state of the art natural ingredients for skincare and cosmetics, which we have registered in the International Nomenclature of Cosmetic Ingredients (INCI).

Name Person Responsible For Investmen Pitch

German Schäfer

Project location:

Colombia and the UK

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Biotech & personal care



Investment

Required Investment (USD):
1,000,000

Project stage
Pre-Product launch for commercialisation
Post-Prototype and Proof-of-Concept

Use of funds
To launch and market our facial skincare brands in Colombia and the UK with our unique ingredients



Additional information

- 1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
- 2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
- 3. Does The Project Contemplates Environmental Impact Analysis YES NO



Other comments about the project

Bioprocol's extensive research of Colombian's biodiversity and ecosystems has led to the technological development and innovation for distilling the essence of the Love Apple and the Wild Lulo fruits into two powerful *natural* ingredients, Solanum Complex and Sopex, to replace *synthetic* and oil derived materials for skincare and cosmetics, while taking care of the planet and the community. Our technology has been patented in Colombia, USA and Europe. We have developed our first facial skincare product IDONA, in Colombia, with our unique ingredients. IDONA, short for ideas of nature, is a 4 in 1 bio-revitalizing cream, with proven anti-wrinkle efficacy. Our next goals are: 1) to refine IDONA, as a brand and formulation, following our proof-of-concept in Colombia, 2) commercially launch IDONA and 3) to build a new UK-based brand and product launch it to European consumers, in partnership with a UK contract manufacturer



Company name: Look App

Project name: Ojo a la tienda (Watch the store)

Contact person: Mauricio Cajiao



Project information

Thousands of retails and mom-and-pop store owners doing tasks into their stores, that benefits the brands of their suppliers and in exchange they make a profit out of it. Lookapp is revolutionary way of doing market reaserch and loyalty programs leveraging on technology and crowd sourcing.

Name person responsible for investment pitch:

Mauricio Cajiao

Project location:

Colombia and Mexico

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
750.000

Project stage:
Implementation

Use of funds: creation of a community of more than 40.000 retails and also mom and pops in Colombia and Mexico



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project



Company name: Farming Data

Projectname: Listo – agro-marketplace

Contact person : Dr Jacqui Poon



Project Information

Our company has developed an integrated digital platform (Listo), where farmers trade easily with local buyers, accessible to sellers with either basic phones via SMS / voice menus or smartphones. The platform enables users to make data-driven decisions for agro-commercialisation based on real-time, location-specific information.

Name of the person responsible for Investment pitch
Jacqui Poon

Project Location: Colombia

Sector

Energy Infrastructure Technology Agribusiness OIL & GAS OTHER: (Please specify)



Investment

Required Investment (USD): 500.000

Project Stage: Post-pilot,
 Ready to commercialise

Use Of Funds: Commercial launch and
 scale-up to expand user base



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project

Our pilot trials have been funded by the UK-Colombia Prosperity Fund, an innovation grant for the research and development of agri-technologies applied in development areas. Unlike other agro-digital solutions, we prioritise user-centricity throughout the design and implementation of our platform, ensuring that it is fit for use in rural areas of Colombia for faster uptake. We have gained public-private partnerships with key organisations, with whom we have alignment in their strategy of using our digital platform in the commercialisation of agricultural products.



Company Name: Xertify SAS

Project Name: Xertify SAS

CONTACT PERSON : Sebastian Gomez



Project information

We are an Enterprise software Company that automatates the issuance, request, and storage of digital certificates. We provide blockchain, self sovereign identity and Data Analytics to the eudcation sector.

NAME PERSON RESPONSIBLE FOR INVESTMEN PITCH
 Sebastian Gomez

PROJECT LOCATION: Bogota - Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas other: (please specify)



Investment

Required Investment (USD):
 500.000

Project Stage: Seed

USE OF FUNDS: Technology, sales and Marketing



Additional information

- 1. Is The Company Project Interested In Receiving Information About Uk Products Or Services For This Project YES NO
- 2. Is The Company Interested In Receiving Information About Uk Credit Lines (Ukef) YES NO
- 3. Does The Project Contemplates Environmental Impact Analysis YES NO



Other comments about the project

Students / Workers: We offer a digital wallet in which they can request, hold and share digital certificates/ digital credentials/ verifiable credentials. **Educational Institutions:** We offer a tool that automates the issuance of digital certificates upon completion of a course/program or upon request. of the student. Also, we give these educational institutions data analytics related to the location and the jobs of their former students so then they can improve their internal academic programs. **Third Parties / Verifiers:** For third parties we allow the verification of academic information free and instantly. We give third parties market research about academic trends.



Company name: Gulungo

Project name: Gulungo Investment

Contact person: Juan Reyes



Project information

Fintech lender to small and medium size companies without credit history. The company lends money to other companies that are rejected by the traditional players

Name of the person responsible for investment pitch:

Juan Reyes

Project location:

Medellin, Colombia.

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
350,000

Project stage:
Scaling the MVP (minimum viable product)

Use of funds:
Operational expenses and growth



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

80% of the small companies in Colombia cannot access the formal credit market. Our mission is to build a credit risk model that does not depend on credit history, but takes into consideration other variables.



Company name: Parq Colombia SAS

Project name: Parq

Contact person: Richard Marchlewski



Project information

Project/ company description: PARQ is a technology company delivering a solution for car parking which focuses on environmental and social distancing benefits. We have completed MVP and are looking to further develop the app to meet market needs and promote its use for operators and drivers alike.

Name person responsible for investment pitch:

Richard Marchlewski

Project location:

Bogotá

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
250,000

Project stage:
Product launch

Use of funds:
Further development and
Promotion for covid use cases



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

COLOMBIAN AGRIBUSINESS PROJECTS



Company name: Scellec Teca Esp Investments SL.

Project name: Colombian Teak Investment Project

Contact person : Michael Hayden



Project Information

Specialist Teak forestry investment vehicle for institutional, family office, and impact investors. Acquiring quality freehold grassland, and planting Teak. Using three local forestry companies vetted with proven on the ground Teak experience, supervised by an experienced management and Teak forestry technical specialist team. A 15 year term evergreen sustainable investment (10%IRR).

Name of the person responsible for investmen pitch : Michael Hayden

Project Location : Carribean Region

Sector

Energy Infrastructure Technology Agribusiness OIL & GAS OTHER: (Please specify)



Investment

Required Investment (USD):110.000.000

Project stage: Implementation

Use of funds: Acquiring quality freehold grassland, and establishing, managing and maintaining FSC certified 'Best in Class' commercial Teak plantations.



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project YES NO
- 2. Is the company interested in receiving information about UK credit lines (UKEF) YES NO
- 3. Does the project contemplates environmental impact analysis YES NO



Other comments about the project

This is a sustainably managed, climate positive investment project. In addition to being an offset to the degradation and deforestation of the natural tropical hardwood forests, it generates a high IRR. Teak plantations constantly compound in value from natural tree growth in times of recession, volatility and low interest rates. It is a real asset backed investment which provides limited downside with clear upside. The location provides an attractive window of opportunity to acquire land at this time. Community development and working with the communities is important and the local Colombian forestry companies chosen have proven experience.



Company name: Porcicola Ceiba

Project name: Porcicola La Ceiba

Contact person: Natalia Sotomayor



Project information

Establish a pig production company that reaches local, national and international consumers with pork and processed products. The production will comply with high production volumes, with sustainable environmental management, development of the area of influence and employment generator. This requires a high production genetics with proliferative maternal lines and fattening pigs with high weight gains and good conversions. It will have a concentrate production plant with which the most optimal diets for pigs would be achieved. Production will be done on a farm for 8,000 full-cycle sows with modern facilities that can be housed in pigs in conditions of well-being, efficient in resource consumption and that swine is used as a fertilizer and energy generator through biogas.

Name person responsible for investment pitch:

Luis Alberto Gonzalez

Project location:

Córdoba, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas OTHER: (please specify)



Investment

Required investment (USD):
42.000.000

Project stage:
Definition

Use of funds:
Construction and operation



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

The quantity of sows to lodge is an agreement with the capacity of sacrifice of the plant of benefit. The location of the farm will be in the department of Córdoba, this location is strategic due to its proximity to the ports of Tolú and Cartagena, reducing the costs of transportation of raw materials and delivery of the meats produced, improving competitiveness. The project has the construction of a feed plant for animals and a plant that benefits pigs and their processing.



Company name: Colombianbreed-Californian knowledge applied in Colombia S.A.S.

Project name: Breedco

Contact person: Sebastián Gámez

Email: sebastian.gamez@colombianbreed.com



Project information

Breedco is a company focused on producing GMP certified pharmaceutical products and active pharmaceutical ingredients (APIs) derived from cannabis. The company has obtained all the licenses required for cultivation, extraction, national distribution and export. We are located only 20 minutes from the international airport of Cali, Colombia.

Name person responsible for investment pitch:

Sebastián Gámez

Project location:

Cali-Valle del Cauca

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
\$16.000,000

Project stage:
Startup

Use of funds:
Execution



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project



Company name: Starline Food Canada-
Anix Produce

Project name: Berries production plant in Santander

Contact person: Luis Hernández

Email: luishertra@hotmail.com



Project information

creation of a production plant for berries in Colombia, strategically located property is ideally suited for the packing of blueberries and the handling of other agricultural products. Close access to North American, European and Asian markets by land, air and sea transport. Ability to service, provides immediately deliver of products within a 24hr period. Interested in creating its production plant in Colombia because of several benefits for the company and quality production that the country can offer to international markets.

Name person responsible for investment pitch:

Luis Hernández

Project location:

Santander, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify): berries plant project



Investment:

Required investment (USD):
10.000.000

Project stage:
Planning and structuring .

Use of funds:
Machinery, infrastructure, working capital, other expenses.



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

This operation contains several guarantees such as land, company know how, trade guaranteed and experience.



Company name: Confidential

Project name: Project Pop

Contact person: Gustavo Soto Franky



Project information

It is an opportunity to become a shareholder in a Colombian company engaged in the production and distribution of healthy food and beverages. It has more than 22 years of history and commercial presence in Colombia and 8 other Latin American countries. Historical sales and EBITDA margin showed an average value of USD 7mm and 16%, respectively.

Name person responsible for investment pitch:

Iván Hoyos or Gabriel Restrepo

Project location: operation consists of a production facility located in Barranquilla free trade zone and 4 regional distribution centers in Bogotá, Medellín, Barranquilla and Cali.

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: Consumer goods



Investment

Required investment (USD):
6 – 7 millions

Project stage:
Business model developed

Use of funds:
Working capital, marketing and operational efficiencies.



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

In 2020, the company is experiencing a time of growing demand. Between January and April, there was a 28% increase in orders compared to 2019. For the months of March and April, this effect is even more relevant, experiencing an order growth of 75%. However, in 2020 only 42% of orders have been met due to lack of working capital. The invested capital will allow to strengthen the company's working capital to attend lost orders and increase sales mainly in traditional channel and exports channel. The objective is to reach USD 15 million sales in 5 years.



Company name: Ecocacao - C&C

Project name: Cacao crops under wood

Contact person: Omar Chadid



Project information

Project/ company description: Cacaos de Colombia C&C and Cooperative Ecocacao, both with high experience on the cocoa industry made a partnership in order to develop a project. It seeks for the sowing and sustainable production of 1,400 hectares of special cocoa "fine aroma" and native tropical woods of high commercial value, both products with high demand on the international markets .

Name person responsible for investment pitch:

Omar Chadid

Project location:

Carmen de Chucuri, Santander, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
5.000.000

Project stage:
Stage I- 400 hectares

Use of funds:
sowing, technical expertise, payroll of farmers, farmers bonus, indirect expenses.



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

The stakeholders of the project combine technical, social, administrative, financial and commercial expertise to develop a special cocoa and tropical fine wood business, with responsibility, sustainability and profitability. Cocoa is produced in small units and with a low level of productivity and sustainability due to the lack of financing strategies and access to the latest technologies. Revenue per hectare for investors: TIR 16,19%, amortizations from year 7, revenue per hectare \$ 356m COP, return/investment: 15 years.



Company name: Farmfolio

Project name: Burroteka SAS

Contact person: Oscar Baracaldo



Project information

Project/ company description: in order to increase efficiencies at Burroteka SAS' sawmill facility, Farmfolio is seeking additional capital to expand its inventory of raw material. By acquiring additional teak round logs, Burroteka SAS' facility will be able to operate at a higher velocity and increase its monthly outputs. This will allow the business to spread its fixed costs over higher volumes of production, increasing margins and allowing Burroteka SAS to focus on long-term deals with its international customers.

Name person responsible for investment pitch:

Oscar Baracaldo

Project location:

Km 11 via Monteria - Planeta Rica, Monteria, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify)



Investment

Required investment (USD):
5,000,000

Project stage:
Cashflowing

Use of funds:
Receivables, export , trade & inventory, financing, extraction & forestry aquisition.



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

Burroteka SAS is an established business that has transformed the teak supply chain in the Córdoba region of Colombia. Its model of in-country, value-added processing is helping the world discover the exquisite quality of Colombian teak. With a secondary infusion of capital, Burroteka SAS will be able to increase efficiencies, eliminate bottlenecks, and streamline its operations.



Company name: Farmfolio

Project name: Valle Verde SAS

Contact person: Oscar Baracaldo



Project information

Valle Verde SAS is a top of the line packing facility near to opening doors in Apartado, which is located in Colombia's largest port and road development. With a total 1M ton projected mechanical output capacity of the Valle Verde operation will be unique in it's kind with an agronomical prom enclosing over 900 ha of tahiti lime farms to boot. The company has a comprehensive program guiding producers towards exelency by unboarding practices such as those of Global gap. Valle Verde seeks to ensure better efficiencies by aqiring farms and expanding to avocado.

Name person responsible for investment pitch:

Oscar Baracaldo

Project location:

Zona franca uraba, cr 100#43-770. Antioquia, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas OTHER: (please specify)



Investment

Required investment (USD):
3,000,000

Project stage:
Development

Use of funds: receivables, export , trade & fruit purchase financing. Farm acquisitions and avocado packing house development capital.



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

Market analysis indicates that the profitability of lime in many cases can exceed that of orange. Tahiti lime, especially, has become a true trend with the substantial headroom for upside profit given strong appetite for this cross border fruit from key consumer markets like: the US, Germany, Netherlands, France and recently China. It is in fact the most commonly grown variety of lime in the world. It is the intention that the tahiti lime being packaged will be marketed under farmfolio's La Dona brand (www.ladonafruit.com) and backed by the quality, consistency & traceability that the brand stands for.



Company name: Real del Sur SAS

Project name: avocado hass, lemon taiti and uchuva in Pasto



Project information

This project could help around 600 families, 300 hectares planted. It has the following components: 1. Productive: to give specialized technical assistance to crops 2. Associative: the project provides training in crop management, handling and care of fruit trees, accounting basic, teamwork and certification in BPA and GLOBAL GAP. 3. Processing plant: to provide a value added to the product, such as choosing, classification, wash and packet fruits 4. Marketing: use the fair price model. The project has partners such as real del sur SAS, CAMPEXO SAS and SAN LUIS COMPANY SAS, the project proponents, have been working with farmers' associations in the department, establishing commercial alliances in Colombia and European marketing.

Name person responsible for investment pitch:

President Company Real of South SAS

Project location:

Department of Nariño, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas OTHER: (please specify)



Investment

Required investment (USD):
2,5 million

Project stage:
Investment

Use of funds:
Investment in the 4 components of the project.



Additional information

- 1. Is the company project interested in receiving information about UK products or services for this project? Yes No
- 2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
- 3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

Do the activities of your company make a quantifiable impact? Yes. The social impact of working directly with associations of 600 producer families belonging to communities, farmers and indigenous people of this department, which allows them to improve their standard of living. Participation of the company to be assigned. The investment partner's participation would be 30%. A second level company is created, made up of farmer organizations, marketing companies and investors.



Company name: Ecobravo Coffee Asoc.

Project name: Coffee "El Recuerdo"

Contact person: Robinson Nino



Project information

Ecobravo Association was established in 2018 on the Zomac area, made up of 34 families. Produced pergamino coffee and sold to coffee cooperatives, roasters, and coffee exporters. It has developed a coffee export type, through the use of BPA, BPM and good practices. The project aims to place the coffee on international markets, merging more associations and gaining community well-being and environmental impact.

Name person responsible for investment pitch:

Robinson Nino, Legal Representative

Project location:

Matanza, Santander, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other:



Investment

Required investment (USD):
2.000.000

Project stage: sales, business and financial plan. The association's state of maturity is high maturity level.

Use of funds: investment in machinery, labs and reach 3 associations (≈100 families) to transfer the good practices, BPA and BPM.



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

By implementing BPA, BPM and other practices, there is an increase of profitability per coffee load by 50% on average. Coffee is marketed as a load (equivalent to 125 kg load) as pergamino coffee, which is a type of grain sold by coffee growers. Which is the coffee seed protected by a yellow peel or cuticle (pergamino). This is an export coffee type, rated 85-89 per cup.
 Current production (pilot crop) 8 monthly loads (125 kg / load) = 1,000 kg monthly. Expected growth 56.25%
 Projection: 12.5 monthly loads (125kg / load) = 1,562.5 kg monthly



Company name: Pitash SAS

Project name: Maranta

Contact person: Natalia Sotomayor



Project information

Project/ company description: Pitash S.A.S. is the first microbrewery of Córdoba region. Its current monthly production capacity is 18.000 liters. With our brand Marantá® we are looking to be known as the Colombian Premium beer. Differentiating in our authenticity and high-quality products.

Name person responsible for investment pitch:

Daniel Taboada

Project location:

Montería, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas OTHER: (please specify)



Investment

Required investment (USD):
1.200.000

Project stage:
Operating

Use of funds: A) warehouse: 168,000 USD B) quality control's equipment 17,000USD C) plant's equipment: 420,000USD D) renewable energy project 65,000 E) sales and distributions' equipment 210,000USD F) CAPEX: 250,000USD



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project



Company name: Almacenes la 14 S.A.

Project name: Project Alma

Contact person: Nicolás Gómez



Project information

La 14 is the leading retail player in Colombia's southwestern region, with strong brand recognition, and a successful track record of over 55 years in the retail market. The company is currently exploring strategic alternatives, including the total or majority sale of the company's retail business. Inverlink has been retained as the company's exclusive financial advisor.

Name person responsible for investment pitch:

Nicolás Gómez

Project location:

Southwestern region of Colombia (including Cali, Popayán, Pereira, Armenia, Manizales, Buenaventura, among others)

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: retail



Investment

Required investment (USD):

Not disclosed.

2020 company sales: \$290mm

Project stage:

Roadshow to prospective investors

Use of funds:

Cash out and capital contribution for finance growth and working capital.



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

The company is a leading retailer in Colombia, considered a love-mark in Valle del Cauca and Pacific Region with ~28% market share. With presence in 7 departments throughout the country, La 14 has 27 multi-format stores with ~211k m2 of retailing areas. La 14 is currently implementing several key initiatives such as store resizing, new distribution center and portfolio optimization, amongst others. That will boost 2020's results in terms of sales and profitability growth. As part of its strategic plan, the company is now looking to enter a long-term partnership to incorporate know-how, best practices and additional resources for growth.



Company name: Familia Agrosol SAS

Project name: Sell of the company Familia Agrosol SAS

Contact person: Maria Ximena Schuster



Project information

Familia Agrosol SAS produces and sells functional foods based on 100% natural, organic superfoods and minerals (own formulations) hand in hand with personalized nutrition, health, care and sustainability coaching; and home-farming for therapeutic, prevention and food sovereignty purposes.

Name person responsible for investment pitch:

Maria Ximena Schuster

Project location:

Calarca, Quindio, Colombia

Sector

Energy Infrastructure Technology Agribusiness Oil & gas Other: health/care



Investment

Required investment (USD):
 \$92.500.000

Project stage: the company is currently active, researching, developing, selling, coaching, and growing.

Use of funds: Company for sale



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

Project/ company's motivation of sale: the founders are in advanced age and their retirement is imminent. We can generate a social and environmental knock-on impact by improving the world food system and nutrition; and the knowledge of interculturality, local support, and food sovereignty are the tools of peoples to live in synergy with the planet.



COLOMBIAN IMPACT AND WASTE MANAGEMENT PROJECTS



Company name: Envigado

Project name: Innovation of the hydraulic underground containment systems in the Municipality of Envigado

Contact person: Gabriel Londoño



Project information

Currently in Envigado there is a problem with the inadequate disposal of solid waste since these are taken out by the community in inappropriate places and at times that do not correspond to the collection. The purpose is to implement hydraulic waste containing systems to improve the disposal of waste in non-relevant places and times

Name person responsible for investment pitch:

Gabriel Londoño

Project location:

Envigado

Sector

Energy Infrastructure Technology Agribusiness Oil & gas OTHER: (please specify)



Investment

Required investment (USD):
590.000

Project stage:
Stage 3

Use of funds:
Implementation of hydraulic Underground containing systems



Additional information

1. Is the company project interested in receiving information about UK products or services for this project? Yes No
2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
3. Does the project contemplates environmental impact analysis? Yes No



Other comments about the project

Improve waste disposal in public spaces and unsuitable schedules. Contribute to the beautification of Envigado. Decreased medical consultations due to respiratory problems arising from environmental pollution due to inadequate management of solid waste.

 **Company name:** LUP Colombia S.A.S BIC **Project name:** Transforming glass waste into low-carbon products

Contact person: Benedicte Faure & Caitlin Oliver

 **Project information**

Project/ company description: the company's mission is to harness the resource potential of trash to provide economic value, social opportunities, and environmental benefits in Colombia and Latin America. They will develop a recycling-based manufacturing plants that process glass waste into a powder to be used as a concrete additive which reduces CO₂ emissions.

Name person responsible for investment pitch:
 Caitlin Oliver

Project location:
 Caribbean Coast of Colombia

Sector
 Energy Infrastructure Technology Agribusiness Oil & gas Other: (please specify):
 Recycling & manufacturing

 **Investment**

Required investment (USD):
 \$300,000

Project stage:
 Execution

Use of funds: market-ready product, team expansion and complete project development for pilot recycling plant (1st).

 **Additional information**

- 1. Is the company project interested in receiving information about UK products or services for this project? Yes No
- 2. Is the company interested in receiving information about UK credit lines (UKEF)? Yes No
- 3. Does the project contemplates environmental impact analysis? Yes No

 **Other comments about the project**

We have an exclusive distribution agreement with Krysteline Technologies (UK) for the machinery that will be utilized in the recycling plants. We are working with a Canadian research institute to test and transition the glass powder application (recently approved as an ASTM international construction standard) for cement and concrete markets in Colombia & Latam. See our attached one-pager for more information or our website- www.lupcolombia.com



COLOMBIA 
INVESTMENT
ROADSHOW