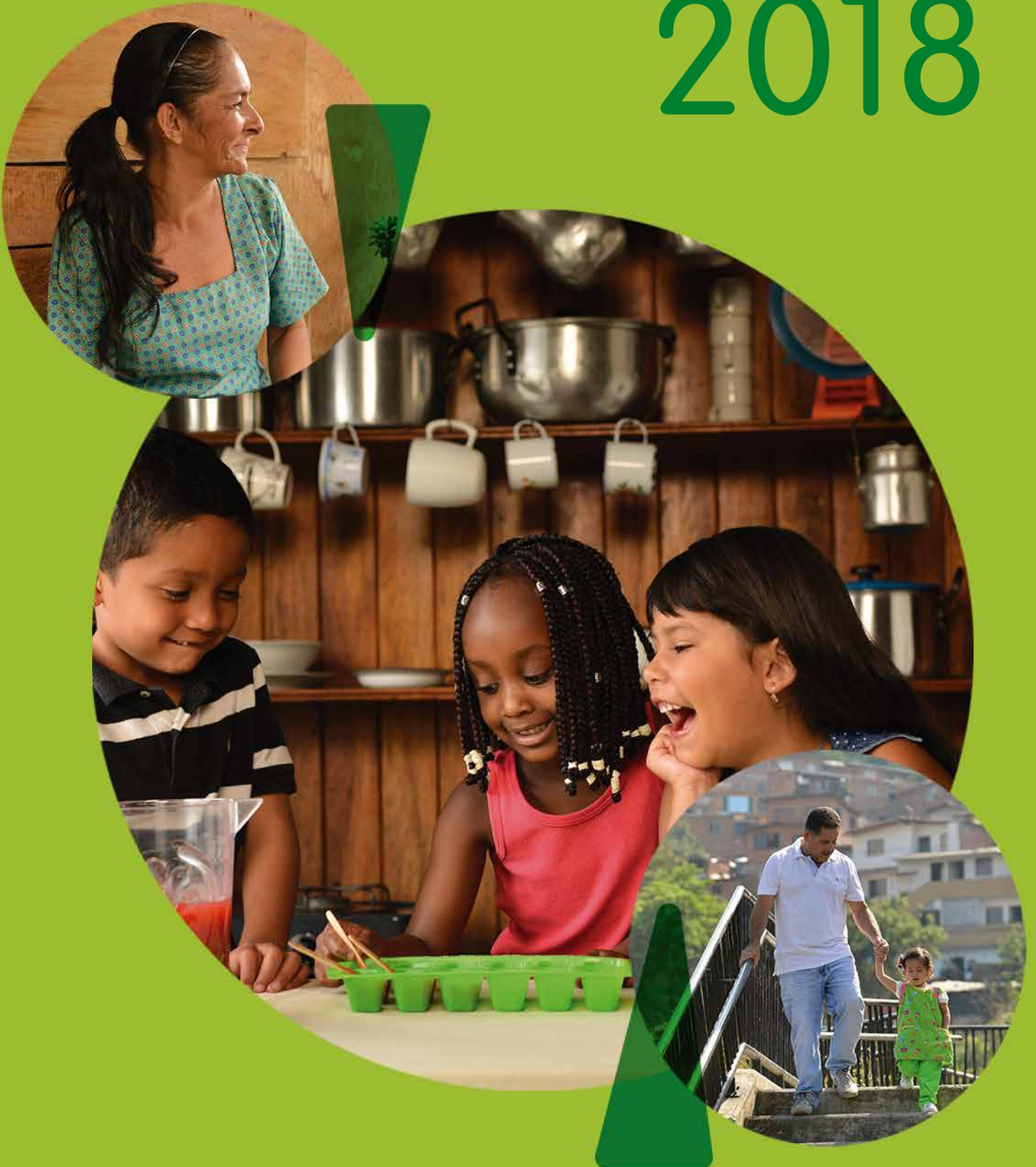


# Grupo EPM Presentation December 2018



Grupo·epm

We are inspired by contributing  
to a better quality of life

## 1

***Growing together with people***

- 1.1 Presence in Colombia
- 1.2 Presence in America
- 1.3 Grupo EPM Key figures

## 2

***Be the development promoter in the territories where we operate***

- 2.1 EPM
- 2.2 Energy companies in Colombia
- 2.3 Water companies in Colombia
- 2.4 Solid waste management companies
- 2.5 Energy companies in Central America
- 2.6 Grupo EPM Companies in Chile
- 2.7 Grupo EPM Companies in Mexico
- 2.8 Other Grupo EPM companies

## 3

***Utilities for everyone***

- 3.1 Close and Innovative Solutions

## 4

***Embrace the planet fully aware***

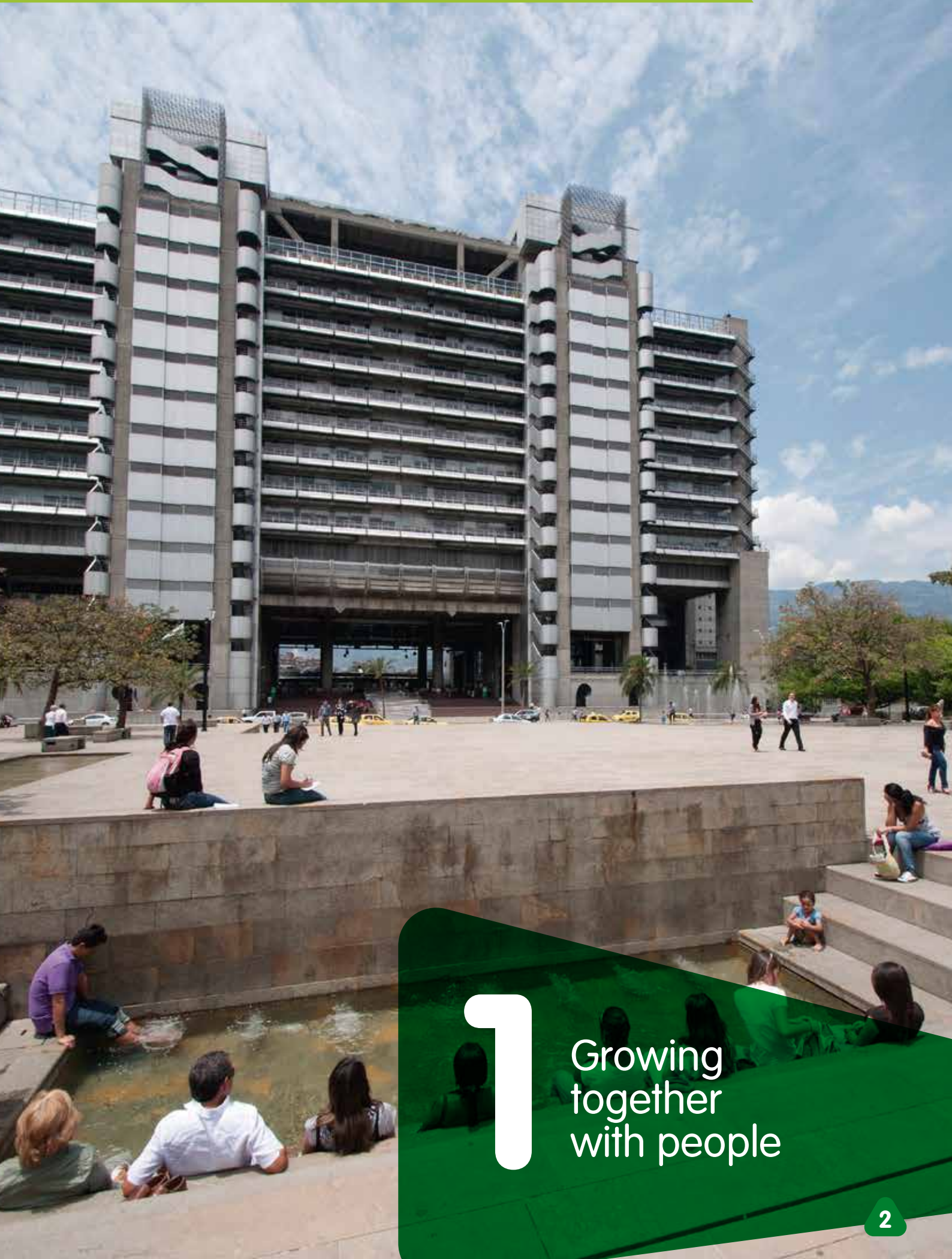
- 4.1 Water protection
- 4.2 Medellín River Sanitation and Discharge Management Plan
- 4.3 Sustainable mobility

## 5

***Energy for the Colombian people***

- 5.1 Ituango Hydroelectric Project

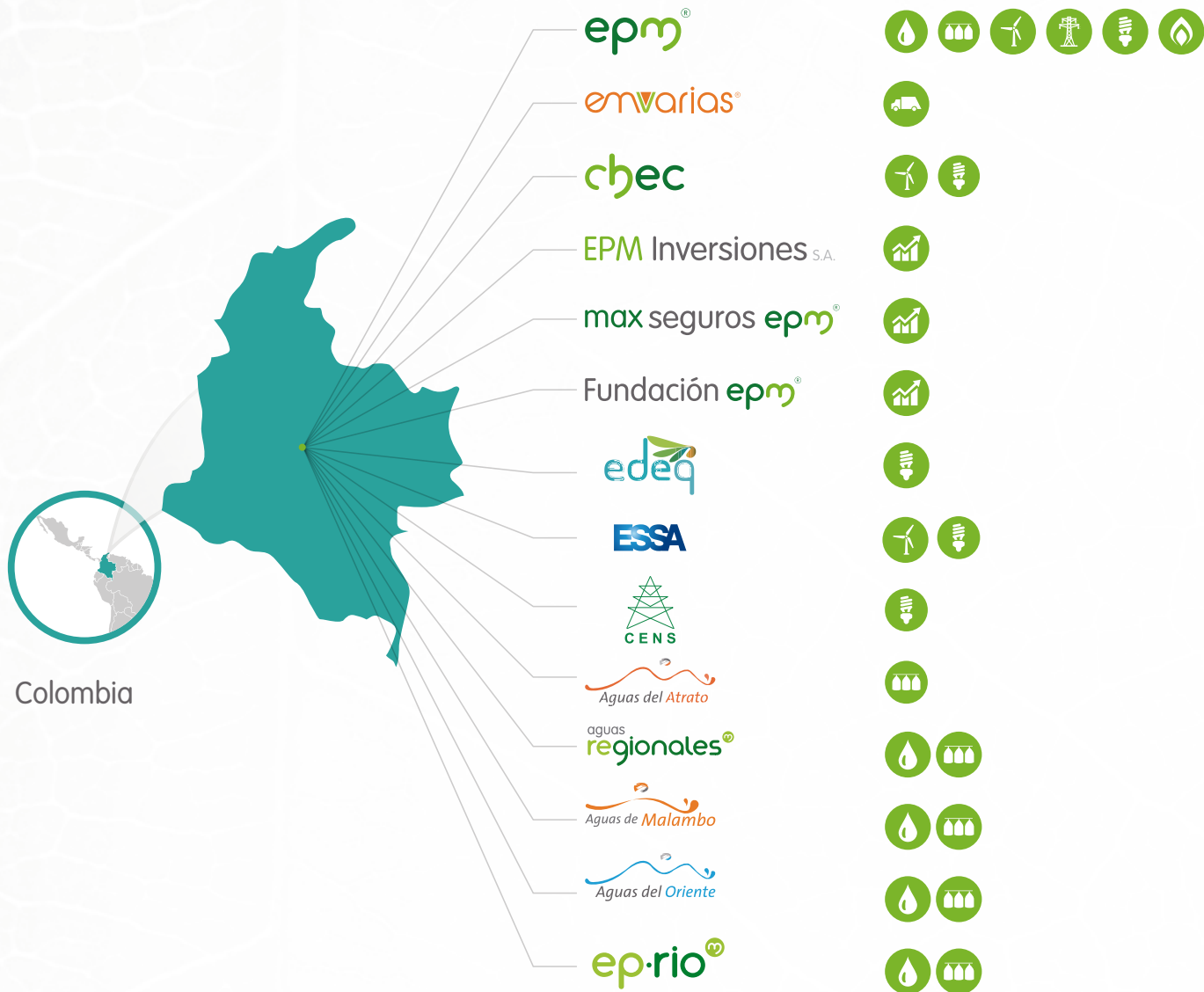




1

Growing  
together  
with people

## 1.1 Presence in Colombia



6 Business  
7 Countries  
47 Companies



## Sewage management



## Energy generation



## Energy transmission



## Energy generation



Water supply



## Energy distribution

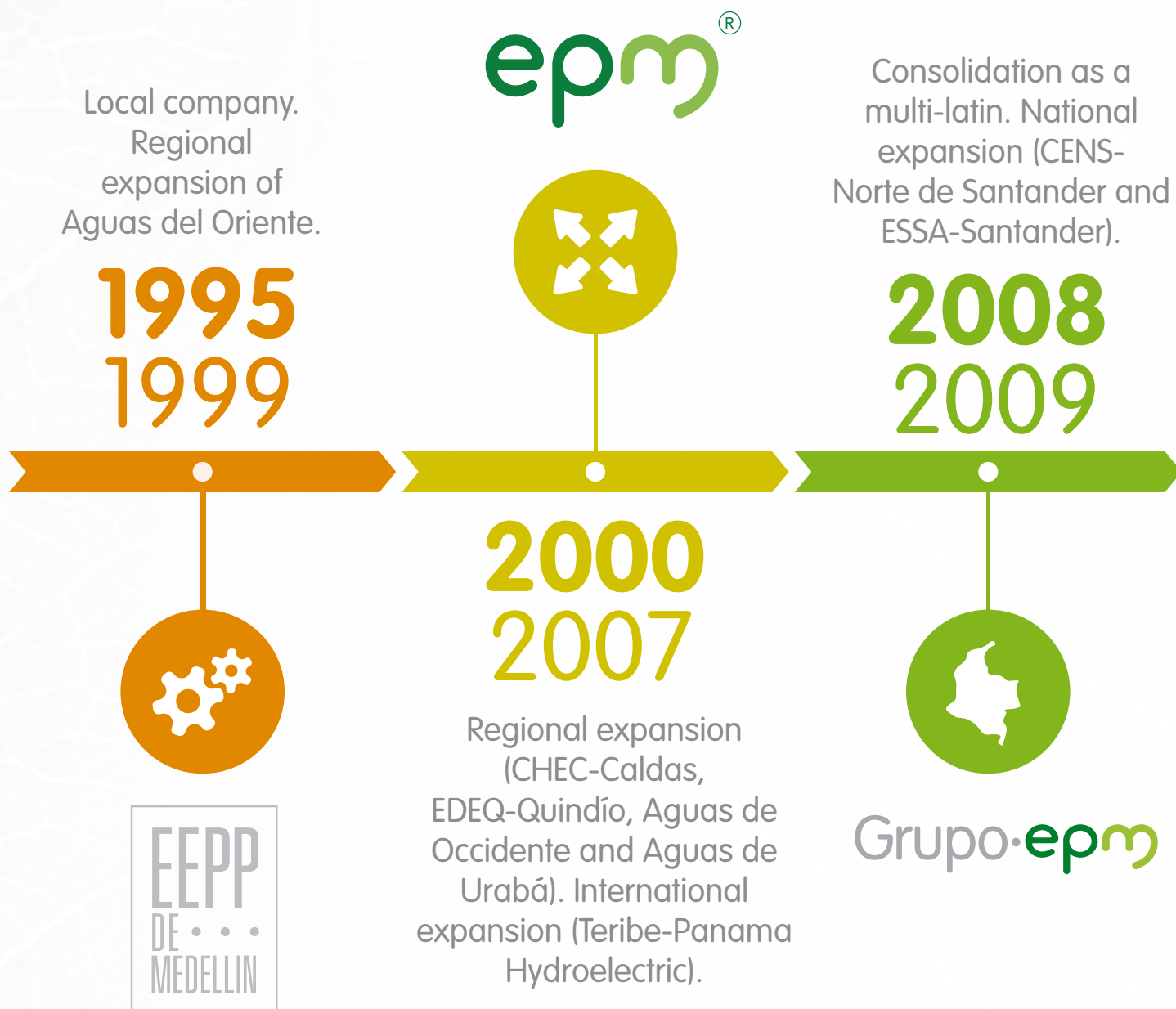


Gas

# 1.2 Presence in Latin America









## 1.3 Grupo EPM Key Figures

up to December 2018



**13.478** people working in the Grupo EPM.

### Our Values

Warmth

We like to be in the heart of the people. It's a story we build together.

Openness

with respect we take care of the community's cultural heritage.

Responsibility

To fulfill the dream that motivates us to transform the world and make possible, every day, a better quality of life.

### Statement of the financial position

in COP Colombian peso:

Total assets:  
\$52.5 billion  
COP (Colombian peso)

Liability:  
\$30.5 billion  
COP (Colombian peso)

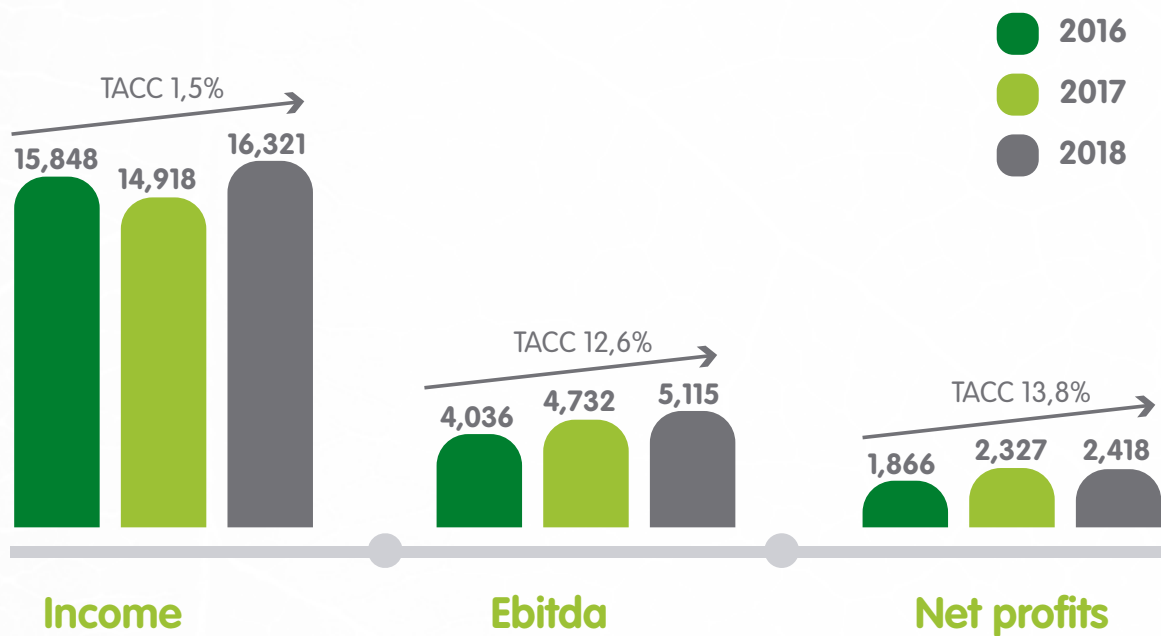
Patrimony:  
\$22 billion  
COP (Colombian peso)



## Statement of consolidated integral result



Amounts in billions of pesos





2

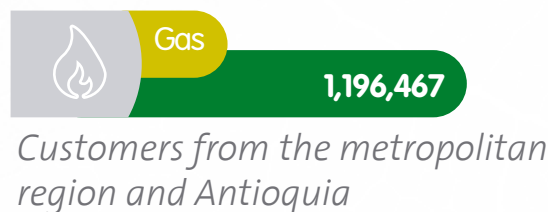
Be the  
development  
promoter in the  
territories where  
we operate



## 2.1 EPM

Provides wellness by supplying electric power, gas by network, aqueduct and sewerage services.

### Assisted population:



### Water

#### Drinking water



283 km of primary distribution networks and 3.627 km of secondary distribution

**3,910 km**



Storage containers with a capacity of 440.102 m3

**120**



Water purification plants with a capacity of 16.45(m3/s)

**12**

### Sanitation



Collectors and interceptors  
**392 km**



Collection and transport networks  
**4,228km**



Sewage treatment plants  
**2**

**Total 4,620**



## Natural gas

In 1993 the construction, operation and maintenance of the distribution gas pipeline began in the Valle de Aburrá, in the municipalities of:

Barbosa, Girardota, Copacabana, Bello, Medellín, Envigado, Sabaneta, Itagüí, La Estrella and Caldas.



Polyethylene  
networks  
**8.154 Km**



Participation  
in the national  
market  
**13%**



Regulating  
stations  
**31**



Decompression  
stations  
**60**



Compressor  
stations  
**2**

## Electric energy

EPM participates in the chain of generation, transmission, distribution and commercialization of energy in Colombia.



We are the main generator of electrical energy in Colombia,  
with a net effective capacity of 3,266 megawatts.

We have 26 plants in operation

**24 hydraulics**

**1 thermic**

**1 eolic**

## Transmission and Distribution



Customers/Users:  
**6'600.000**

**91.000km**  
Of networks

### Coverage:

124 municipalities (123 in  
Antioquia, 1 in Chocó  
138 of energy substations)



## 2.2 Colombian Energy Companies



Central  
Hidroeléctrica  
de Caldas



**Services:** electricity (distribution and commercialization).

**Geographical coverage:**

40 municipalities, 63 townships and 14 indigenous reservations in the departments of Caldas and Risaralda, except for Pereira.



**Assisted population:**

**496,855**

customers in the residential, commercial, industrial, official and other sectors.



Energía  
del Quindío



**Services:** electricity (distribution and commercialization).

**Geographical coverage:**

the municipalities of Armenia, Calarcá, Circasia, Salento, Filandia, Montenegro, Quimbaya, Genova, Buenavista, Córdoba, Pijao and La Tebaida. It covers an area of 1,962 km<sup>2</sup> in that region of the country.



**Assisted population:**

**192,030**

customers in the residential, commercial, industrial, official and other sectors.



Centrales Eléctricas  
del Norte de Santander



**Services:** electricity (transmission, distribution and commercialization).

**Geographical coverage:**

Cúcuta, Pamplona, Ocaña, Tibú and Aguachica. It serves 47 municipalities distributed in three Colombian departments: 40 in Norte de Santander, 6 in the south of the department of Cesar and 1 in the south of Bolívar.



**Assisted population:**

**519,533**

customers in the residential, commercial, industrial, official and other sectors.



Electrificadora  
de Santander



**Services:** electricity (generation, transmission, distribution and commercialization).

**Geographical coverage:**

87 municipalities in Santander, 1 in Norte de Santander, 4 in Cesar and 2 in Bolívar. It includes an area of 30,537 km<sup>2</sup>. The urban area of Bucaramanga and Barrancabermeja concentrates 77.78 % of the total of the customers



**Assisted population:**

**814,697**

customers in the residential, commercial, industrial, official and other sectors

## 2.3 Water companies in Colombia



**Services:** aqueduct and sewerage.

**Geographical coverage:**

municipality of Malambo, department of Atlántico.



**Assisted population:**

**23,408**

in aqueduct and 20,502 in sewerage.



**Services:** aqueduct and Sewerage in the West and Antioquian Urabá.

**Geographical coverage:**

Municipalities of Santa Fe de Antioquia, San Jerónimo, Sopetrán and Olaya in the west; Apartadó, Turbo, Chigorodó, Mutatá and Carepa in Urabá.



**Assisted population:**

**93,409**

in aqueduct and 68,931 in sewerage.

### Aguas del Oriente



**Services:** aqueduct and sewage

**Geographical coverage:**

municipality of El Retiro, eastern department of Antioquia.



**Assisted population:**

**5,426**

in aqueduct and 5,506 in sewerage.

## ep·rio<sup>®</sup>



**Services:** aqueduct and sewerage.

**Geographical coverage:** municipality of Rionegro, eastern department of Antioquia.



**Assisted population:**

**32,754**

in aqueduct and  
29,371 in sewerage.



*Aguas Nacionales*

**Services:** aqueduct, sewerage, cleaning and treatment and utilization of solid waste.

**Geographical coverage:** Quibdó (Aguas del Trato) and municipality of Puerto Caicedo in the department of Putumayo with sanitation service



**Assisted population:**

under the Aguas del Atrato brand, 11,000 clients in aqueduct, 6,500 clients in sewerage, and more than 31,000 clients provide solid waste collection services.

## 2.4 Solid waste management companies

### envarias<sup>®</sup>



**Services:** cleanliness.

**Geographical coverage:** municipality of Medellín, residential customers; for the Metropolitan Area and the Near East, are generator customers.



**Assisted population:**

**818,098**

users



## 2.5 Energy companies in Central America



**Services:** electric energy (transmission, distribution and marketing).

**Geographical coverage:**

Central-South zone of El Salvador, including the departments of San Salvador, La Libertad, La Paz, San Vicente and Cuscatlán, in an area of 4,287 km<sup>2</sup>.



**Assisted population:**

**394,477**

customers in the residential, commercial, industrial and other sectors.



**Services:** electric energy (generation and distribution).

**Geographical coverage:**

Guatemala City, Sacatepéquez and Escuintla. More populated and economically active regions



**Assisted population:**

**1,265,286**

customers in the residential, commercial, industrial and other sectors.



**Services:** electric energy (distribution and commercialization).

**Geographical coverage:**

provinces of Panama, Colon, Darien, La Comarca Guna Yala and Pacific Islands.



**Assisted population:**

**459,075**

customers in the residential, commercial, industrial and other sectors.



**epm**<sup>®</sup>  
Panamá

**Services:** generation.

**Geographical coverage:** northwestern zone of the Republic of Panama, in the province of Bocas del Toro, district of Changuinola.



## 2.6 Companies in Mexico



**Services:** Sewage treatment.

**Geographical coverage:**

Ticsa is a holding constituted by 13 companies, 11 of them dedicated to the design, construction and operation of residual plants, which have presence in the states of Durango, Coahuila, Colima, Michoacan, Morelos, Guanajuato, Hidalgo, Chiapas and Tamaulipas.



**Assisted population:**

**1,332,720**

customers assisted in an indirect way.



*México*

Its purpose is to serve as a platform for the different investment projects in this country, such as gas, drinking water, sewerage and sanitation services.

## 2.7 Companies in Chile



**Services:** production and distribution of drinking water, and collection and disposal of sewage. Sea water represents 30% of the treated water, and for this purpose it uses desalination plants.

**Geographical coverage:**

provides services in the populations of Antofagasta, Calama, Tocopilla, Taltal, Mejillones, Sierra Gorda y Baquedano, in the extreme north of Chile, in the region of the Atacama Desert.



**Población atendida:**

**177,476**

in aqueduct and 176,945 in sewerage.



Develops infrastructure projects including energy, lighting, gas, telecommunications, sanitation, drinking water treatment plants, sewerage, wastewater treatment plants and wells.

**Services:** transmission and generation of wind energy ("Los Cururos" wind park).



**Assisted population:**

**109,6**

megawatts (MW) of installed capacity, feed the Central Interconnected System (SIC), equivalent to the electricity consumption of about 30,000 Chilean homes.

## 2.8 Other companies part of the Grupo EPM

### EPM Inversiones

Its corporate purpose is to invest capital in national or foreign companies organized as companies providing utilities such as energy, water supply, sewerage, sanitation and fuel gas distribution, as well as in those entities whose purpose is to carry out the complementary activities inherent to each and every one of these public services.

### max seguros EPM

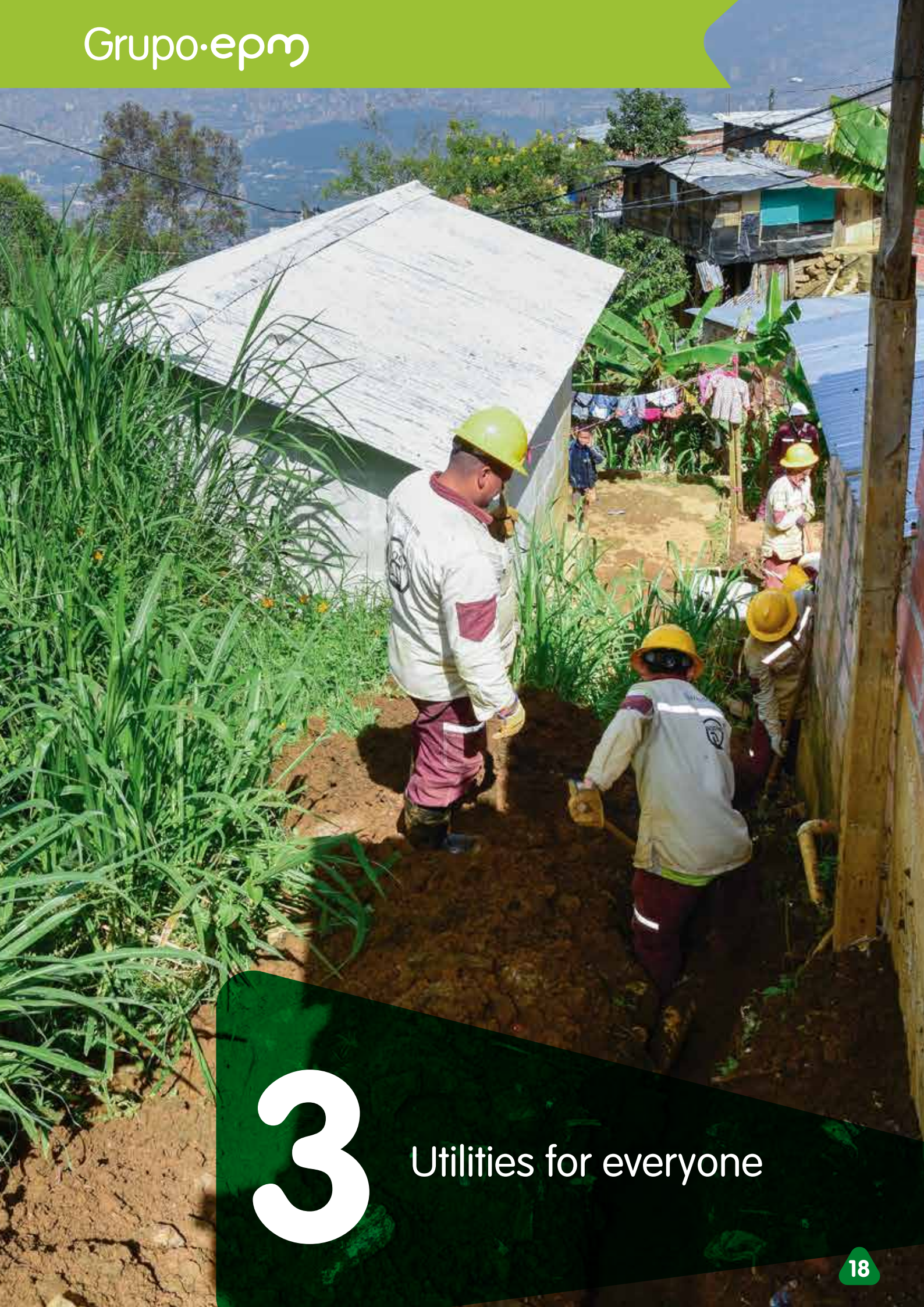
Its purpose is to negotiate, contract and manage the reinsurance required by the insurance policies that protect the equity of EPM, its subsidiaries and affiliates.

### promobiliaria<sup>®</sup>

100% owned by EPM Latam, based in Panama and a subsidiary of EPM. It operates in countries where the Grupo EPM has presence. Creates synergies for the management of real estate assets not associated with the operation of Grupo EPM companies.







# 3

Utilities for everyone



## Customers/users of the Grupo EPM:



Coverage over 96%



Coverage over 96%



84.63% coverage at the regional level



Coverage over 93.30%



99.21% coverage in Medellín

## 3.1 Close and innovative solutions

### Rural electrification



New households  
**15.839**

Total households:  
**181.701**



Total benefited customers:

**776.534**

### Aqueduct and sewage service



Hogares vinculados en 2018:  
**11.742**

Total:  
**23.068**





## Customize your payment



Households linked to EPM  
in Antioquia in 2018:  
**42.375**

Total  
since 2014  
**163.083**

Related customers  
to CENS and ESSA:

**6.057**

## Prepaid energy



Customers linked to EPM  
in Antioquia in 2018:  
**15.550**

Total  
since 2007  
**258.506**

Related customers  
to CENS and ESSA:

**13.456**

## Prepaid waters



Clients linked to EPM  
in the Valle de Aburrá:  
**2,168**

Total  
since 2007  
**22.070**

## Somos Credit Program



**31,866**

benefited families in Antioquia in 2018  
**Total: 214.000**

## Grupo EPM Card



**4,688**

New Families  
at CHEC  
**Total: 40,489**

**171**

New Families  
at EDEQ  
**Total: 2,156**

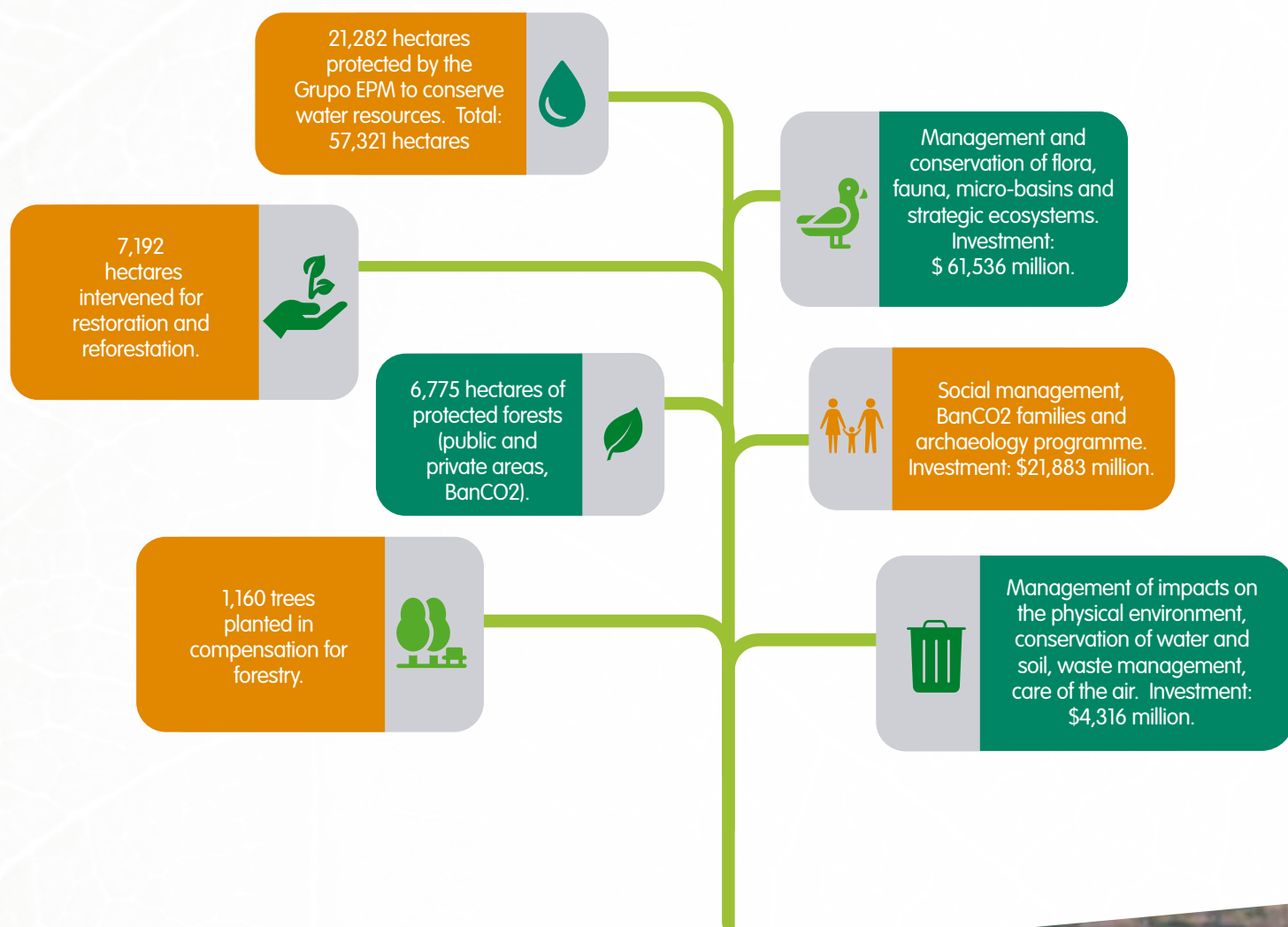
# 4 Embrace the planet fully aware



## 4. Embrace the planet fully aware

The Grupo EPM is aware of its mutual interdependence with the environment; accordingly, in its Environmental Policy it is committed to the implementation of integral environmental management in a proactive manner, with criteria of business competitiveness and environmental, economic and social sustainability.

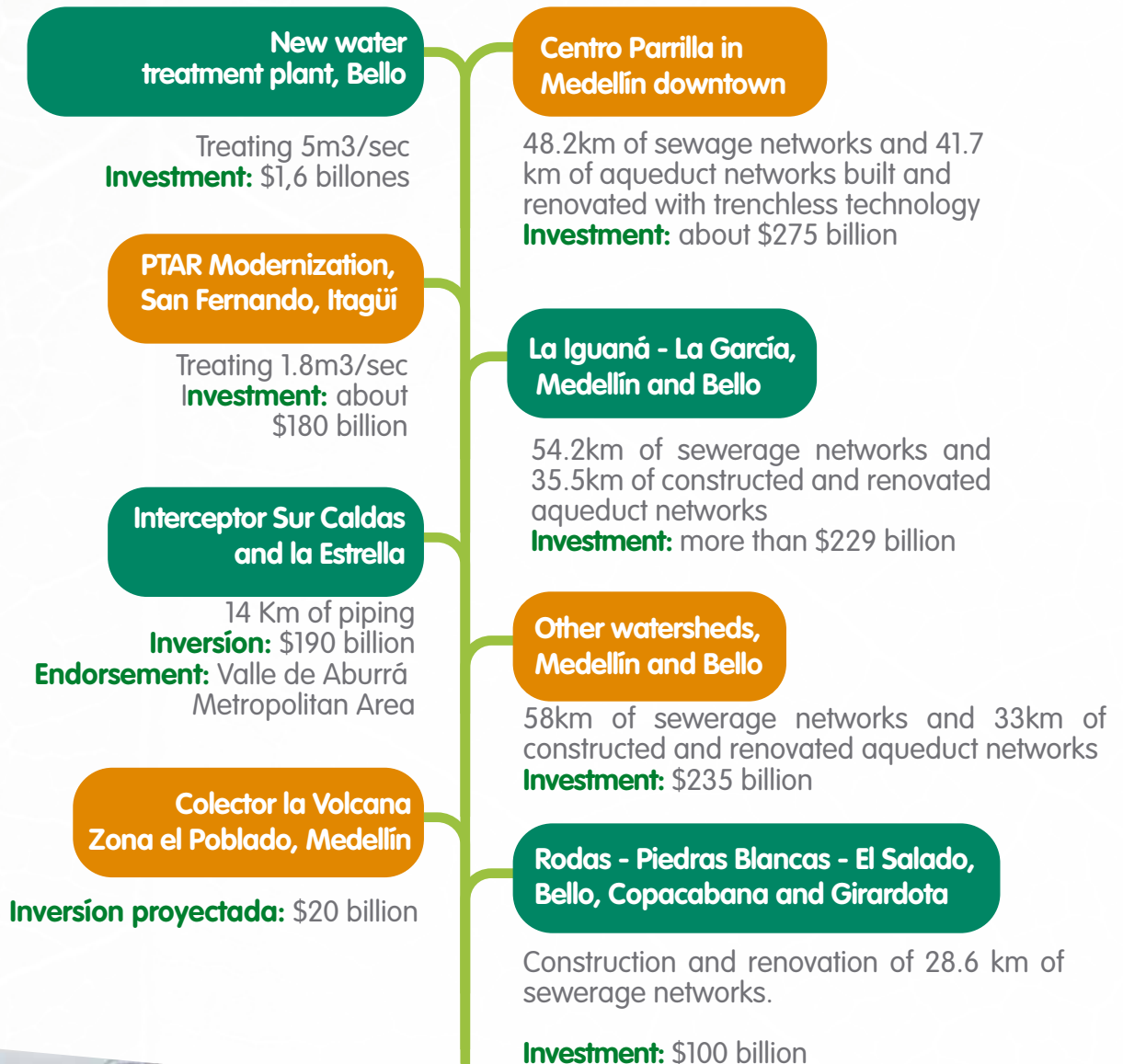
### 4.1 Water protection



## 4.2 Sanitation and discharge management plan for the Aburrá-Medellín River

We clean up more than 84% of the wastewater in the Valle de Aburrá

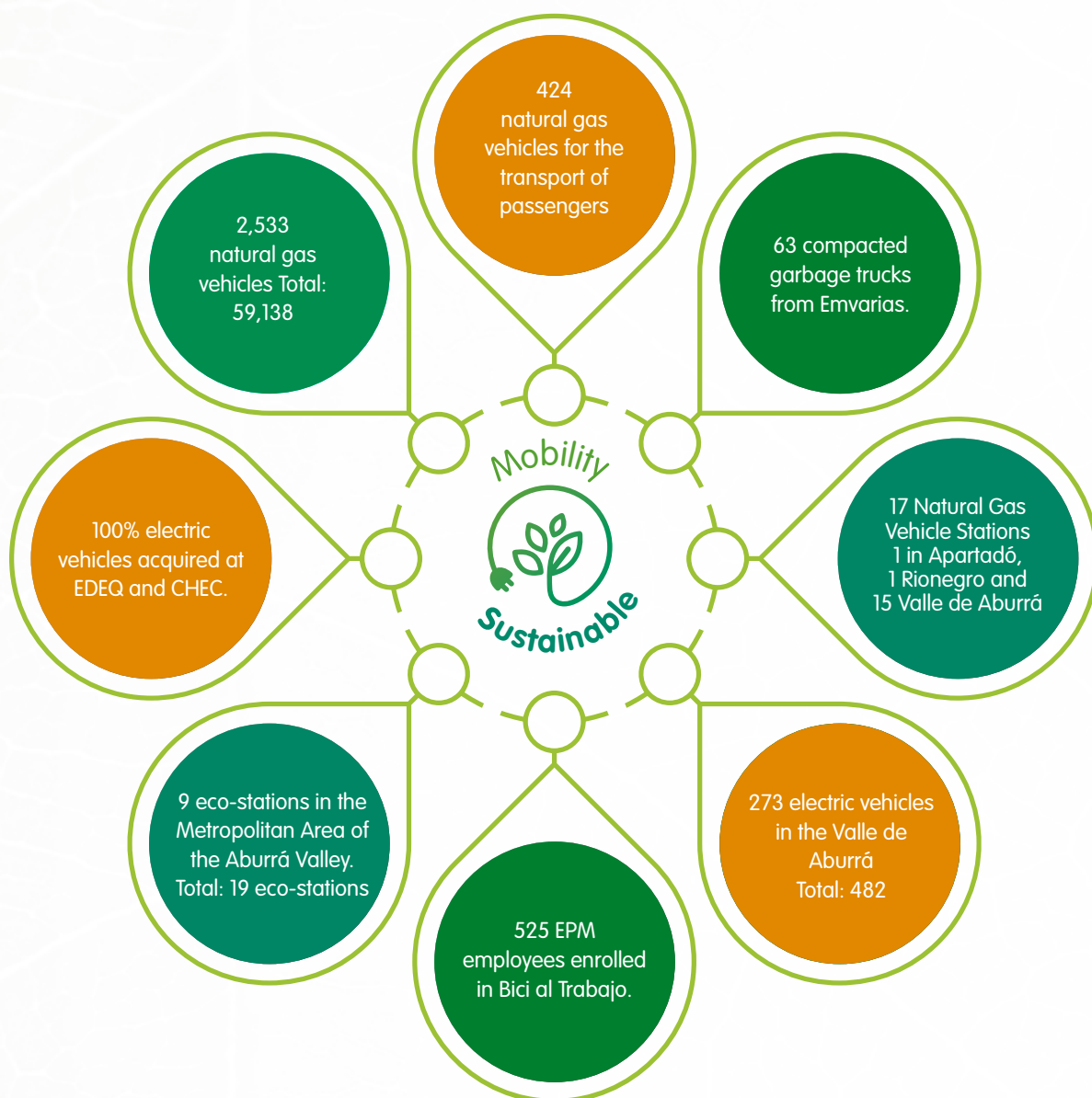
**Investment:** more than \$2.7 billion





### 4.3 Sustainable mobility

EPM reaffirms its commitment to the Air Quality program, with the sustainable mobility strategy and with initiatives that include Natural Gas Vehicles (NGV), slow internal refueling and public refueling eco-stations for electric vehicles, generating a decrease in CO2 emissions, a more efficient use of energy and opportunities in the country by diversifying and optimizing its clean energy matrix.



# 5

Energy for the  
Colombian people



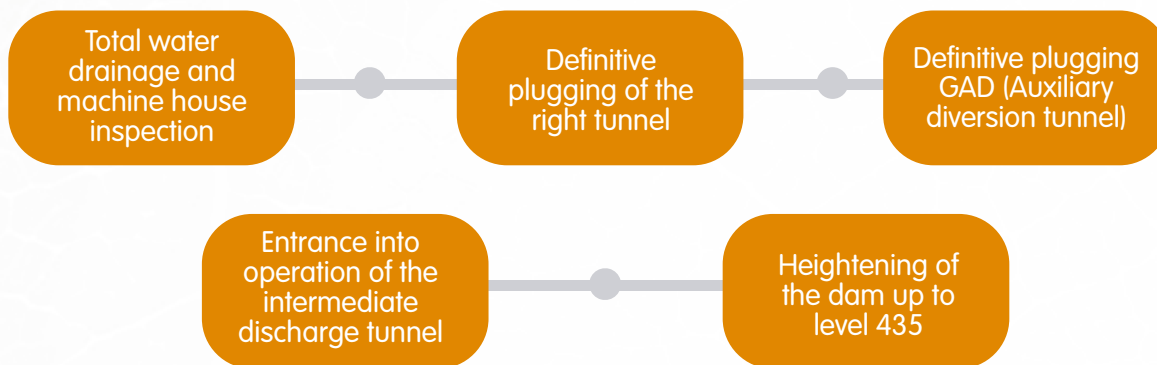
## 5.1 Ituango Hydroelectric Project

A project that directly benefits 12 municipalities and more than 160,000 people in its area of influence.

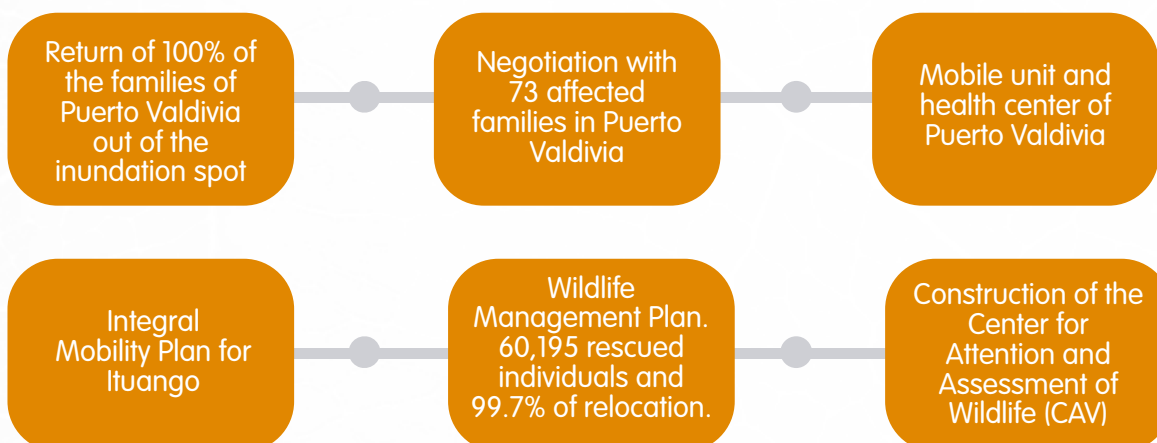
**Investment:** \$1,4 billons

**Total investment:** \$9,8 billons

### Technical Management (priorities)



### Social and enviromental managment



**Social and environmental investment:** \$123,310 millions

**Total:** \$640,071 millions

# Grupo·epm

[www.grupo-epm.com/site/](http://www.grupo-epm.com/site/)