



**EPM**  
**J.P. Morgan 2022 Global  
Emerging Markets  
Corporate Conference**

*March 07-09*

# epm<sup>®</sup> Team



**Juan Carlos Sampedro**

Head of Debt and Capital Markets

- 30 years with EPM

[Juan.sampedro@epm.com.co](mailto:Juan.sampedro@epm.com.co)



**Carla Meza**

Senior Financial Analyst

- 15 years with EPM

[Carla.meza@epm.com.co](mailto:Carla.meza@epm.com.co)



**Edison Lara**

Senior Financial Analyst

- 10 years with EPM

[Edison.lara@epm.com.co](mailto:Edison.lara@epm.com.co)

# Agenda



- 1. EPM Group Highlights**
- 2. Ituango Hydroelectric Project**
- 3. ESG Highlights**
- 4. Financial results as of November 2021 (unaudited)**
- 5. Liquidity and Debt Strategy**

# 1. EPM Group Highlights

Colombia's largest multi-utility Company with presence and leadership across LatAm



6 Countries  
44 Companies  
7 Business Lines

- Power Generation
- Power Transmission
- Power Distribution
- Natural Gas Distribution
- Water
- Wastewater Treatment
- Solid waste management

## Ratings:

- **Moody's: Baa3**, negative outlook
  - **Fitch:**
    - Local **AAA**
    - International **BB+**
- Rating watch negative

15,498 Employees

26 million Beneficiary people in Latin-America

8%

**Assets**  
COP 68.7 billion  
(USD 17,128 million equiv.)

32%

**Revenues**  
COP 22.8 billion  
(USD 5,696 million equiv.)

28%

**EBITDA**  
COP 6.9 billion  
(USD 1,724 million equiv.)



Figures as of Nov.30, 2021

# 1. EPM Group Highlights



*EPM is a relevant player among LatAm utilities*



## EPM Group Infrastructure Colombia and LatAm

<b>Power Generation</b>	36 hydro power plants 3 thermal power plants 1 Wind park
<b>Installed Gen. Capacity</b>	3,514 MW
<b>Power Distribution</b>	T&D lines: 294,565 Km Substations: 609 Transformers: 413,874
<b>Natural Gas</b>	Distribution network: 8,448 Km
<b>Water</b>	Drinking water network: 6,602 Km Sewage network: 6,539 Km

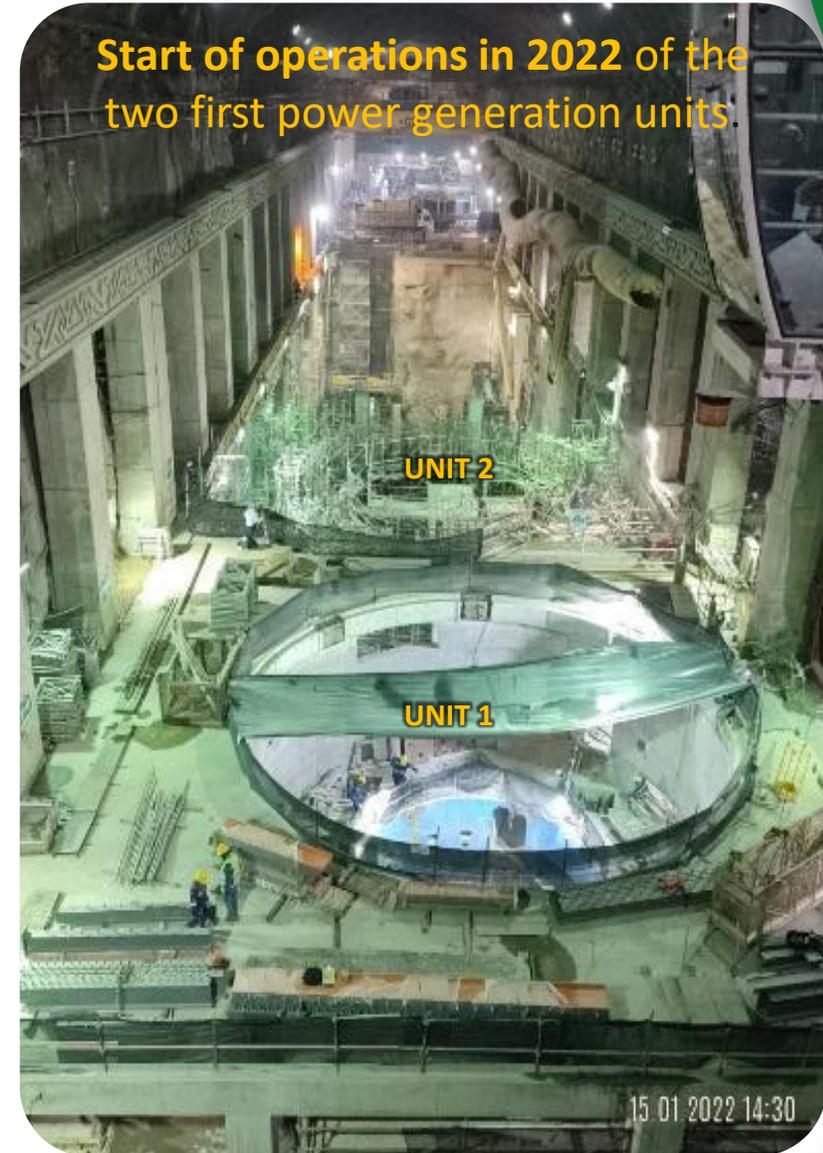
EPM Group Customers (in millions)	2020	2021	Var. %
Total	13.9	14.4	3.6%

## 2. Ituango Hydroelectric Project Update

*Largest hydro-generation power plant in Colombia*

Significant total work progress:

- ✓ 86.9% as of December 2021
- ✓ **87.03%** as of January 2022



## 2. Ituango Hydroelectric Project Update

Largest hydro-generation power plant in Colombia



 **17% of the country's electricity demand once fully operational (8 power generation units)**

**2400 MW** Total net effective capacity  
**8** power generation units  
 of **300MW each**

**5,708 GWh/Year** Firm Energy for Reliability Charge

Firm Energy Obligations (GWh/Year)	Deadline to start operations	Firm Energy for Reliability Charge	Jul-22	Sep-22	Jan-23	Oct-23
3,482	Nov. 2022	<b>By Power Generation Unit</b>	1 Unit	2 Units	3 Units	4 Units
1,141	Nov. 2023	<b>(GWh/Year)</b>	2,234	4,468	5,708	5,708
<b>4,623</b>						

**100%** of the 1<sup>st</sup> Firm Energy Obligation will be fulfilled with 2 power generation units.

# 2. Ituango Hydroelectric Project Update

Start of operations scheduled for 2<sup>nd</sup> half 2022



Highlights	Civil Work	Milestones Achieved	Pending Completion	% of Completion
<ul style="list-style-type: none"> <li>The Ituango Project is expected to generate an average of 13,930 GWh of energy per year.</li> <li>Total Work Progress as of January 31, 2022 <b>[87.03%]</b></li> <li>The impacts that the health emergency caused by COVID-19 may generate in the current schedule continues to be monitored.</li> </ul>	<b>Dam and Spillway</b>	<ul style="list-style-type: none"> <li>Fully operational Dam</li> <li>Fully operational Spillway with two channels</li> </ul>	<ul style="list-style-type: none"> <li>Final stage of abutment injections</li> </ul>	<b>99.7%</b>
	<b>Powerhouse</b>	<ul style="list-style-type: none"> <li>Stabilization of access tunnel</li> <li>Extraction of sediments</li> <li>Works on north zone vault</li> <li>Cleaning and removal of damaged equipment from units 1 to 4</li> <li>Assembly of 300-ton bridge cranes</li> </ul>	<ul style="list-style-type: none"> <li>Recovery and stabilization of tunnels and caverns</li> <li>Reconstruction of the control building</li> <li>Assembly of generation units</li> </ul>	<b>83.3%</b>
	<b>Pressure Wells</b>	<ul style="list-style-type: none"> <li>Completed works in-between pressure wells 1 and 2</li> </ul>	<ul style="list-style-type: none"> <li>Shielding of pressure wells</li> <li>Underwater work in intake structures</li> </ul>	<b>80.1%</b>
	<b>Intermediate Discharge Tunnel</b>	<ul style="list-style-type: none"> <li>Partial reinforcement with concrete lining in selected areas</li> <li>Reinforcement of downstream walls</li> <li>Enlargement of Plug 12</li> </ul>	<ul style="list-style-type: none"> <li>Gate completion and shielding</li> <li>Concrete coating</li> </ul>	<b>66.3%</b>
	<b>Right Diversion Tunnel (RDT) and Auxiliary Diversion Tunnel (ADT)</b>	<ul style="list-style-type: none"> <li>Closing of both gates to the ADT</li> <li>Concrete pouring in said gates was completed.</li> </ul>	<ul style="list-style-type: none"> <li>Pre-plug 2 and final plug RDT</li> <li>Final plug ADT</li> </ul>	<b>95.6%</b>

## 2. Ituango Hydroelectric Project Update

Figures in COP thousand million

### Project Cost

Figures subject to variation based on technical findings and design adjustments

Concept	Project Cost		
	Before	Current	Variation
Direct Cost	9,993	15,671	5,677
Financial Expenses	1,500	2,648	1,148
<b>Total Cost</b>	<b>11,493</b>	<b>18,319</b>	<b>6,826</b>

**Direct Cost:** \$5.7 billion increase, mainly in recovery of the main works and equipment.

**Financial Expenses:** \$1.1 billion increase, due to a greater period of construction (accounting effect, does not correspond to additional debt).

**Total invested as of Dec.2021:** \$15.8 billion.

The cost of \$18.3 billion corresponds to the latest version approved by the Board of Directors in July 2021.

### Third party costs

Concept	Amounts accrued	Payments
Shelters Support	53	52
Affected Care and Compensation	80	38
Backup cost and Reliability Charge Guarantee	213	213
Contingency and environmental sanction	155	63
Payment to transmitter	216	0
Contingency attention	72	72
<b>Total</b>	<b>789</b>	<b>438</b>

# 3. ESG highlights

Balance between profitability, care of the environment and social development



## Targets

- Carbon neutral operations by 2025
- Protection of 137,000 hectares of water supply basins
- **Greater availability of utility services** through conventional and unconventional solutions
- **Climate change mitigation:** energy efficiency, renewable energy, sustainable mobility and emissions management.
- **Annual emission factor below National Interconnected System** since 2012
- **Contribution to Sustainable Development Goals**
- **Continuity of the corporate governance framework**

## 2021 Accomplishments

Universal Access (Colombia)	<b>97.2% coverage in Energy</b>  6.5 M customers equiv.	<b>85.9% coverage in Gas (Antioquia)</b>  1.4 M customers equiv.	<b>97.6% coverage in water provision</b>  1.5 M customers equiv.
Environmental Focus	<b>35 million m<sup>3</sup> of water were reused</b> in the hydroelectric power generation process  <i>(2020 figure)</i>	<b>Protection of 9,246 new hectares</b> totalizing 106,773 <b>protected hectares</b> since 2016	<b>EPM sold 2.36 M international renewable energy certificates (I-REC)</b> , which are equivalent to 269,232 tCO <sub>2</sub> e avoided.
			<b>EPM's emission factor</b> in 2020 was <b>0.0797 tCO<sub>2</sub>e/ MWh</b> , while the national electricity factor was <b>0.2034 tCO<sub>2</sub>e/MWh</b>  <i>(2020 figure)</i>

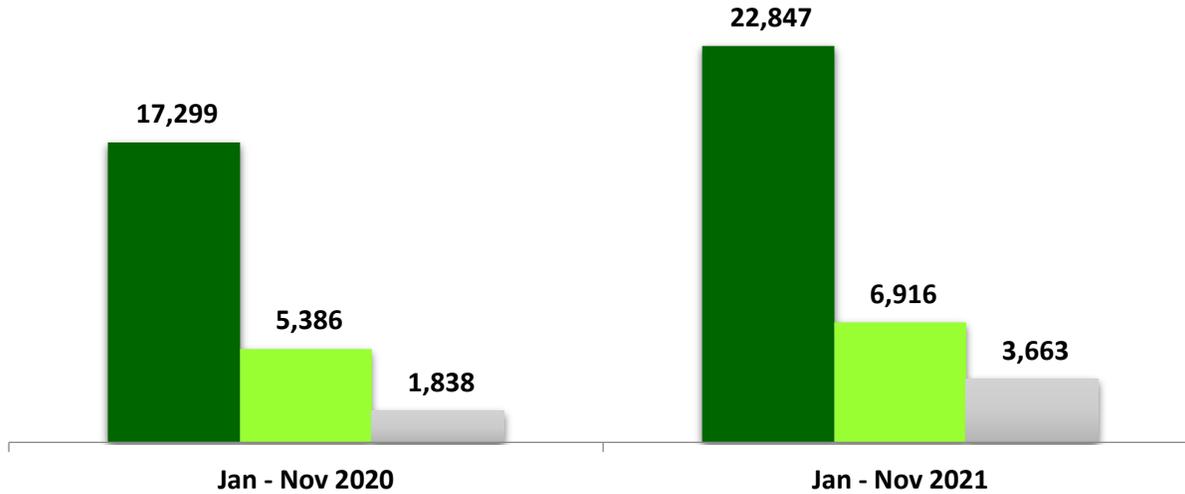
# 4. Financial Results as of November 30, 2021 (unaudited)

## EPM Group Income Statement

Figures in COP thousand million



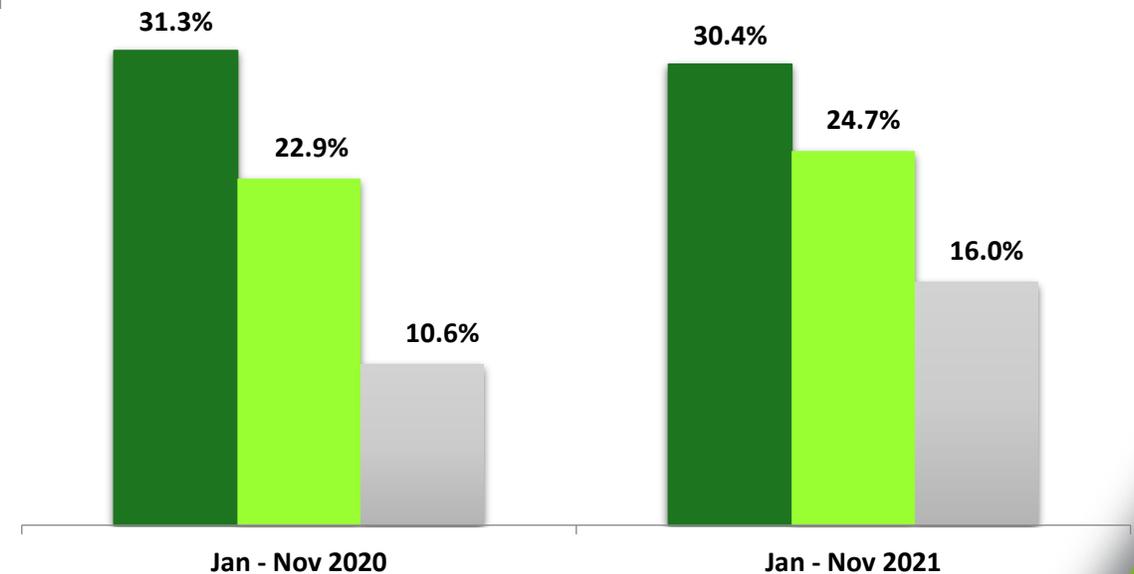
■ Revenues ■ EBITDA ■ Comprehensive income



Var. Jan - Nov 2021 - 2020

■ Revenues: 32%  
 ■ EBITDA: 28%  
 ■ Comprehensive income: 99%

■ EBITDA margin ■ Operational margin ■ Net Margin



- Revenues increased COP 5,548, 32% (12% without Afinia), explained mainly by higher revenues from de new subsidiary Afinia, energy sales in the Distribution and Generation businesses, and for sales to the thermals in the Gas business.
- Costs and expenses increased COP 3,863, 29% (6% without Afinia), explained by Afinia and its incorporation to the Group in the last quarter 2020.
- EBITDA increased COP 1,530, 28% with respect to previous year, standing out the contribution of the EPM parent company, ESSA, Aguas Nacionales, ADASA, DECA and TICSA.

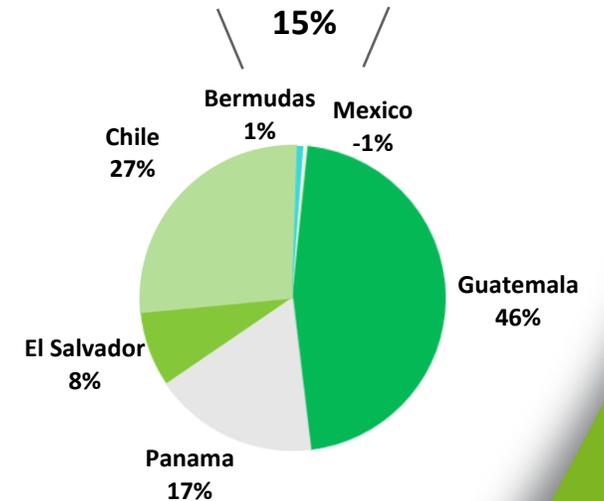
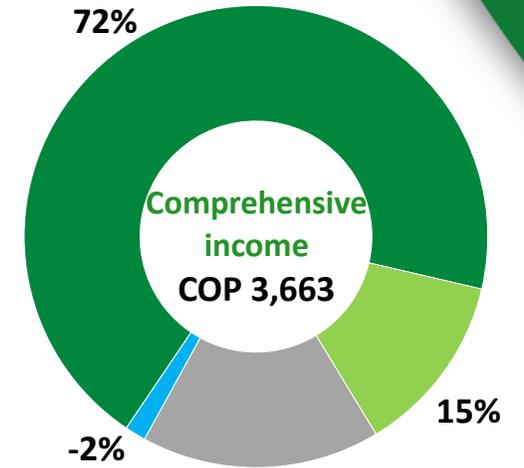
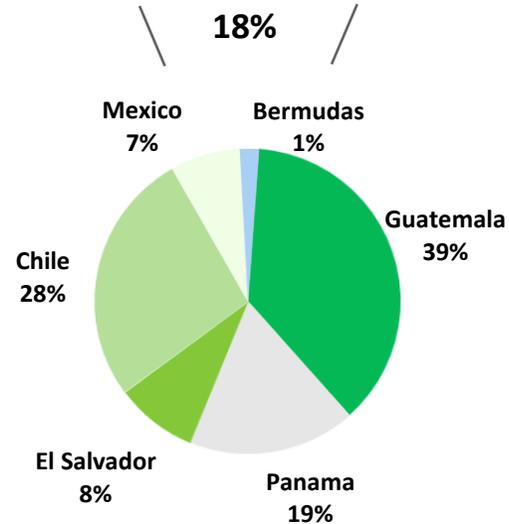
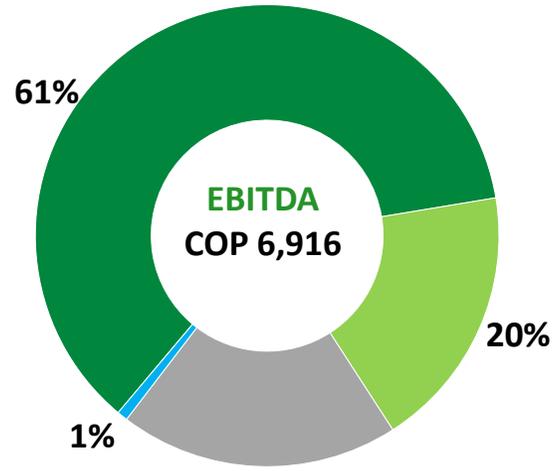
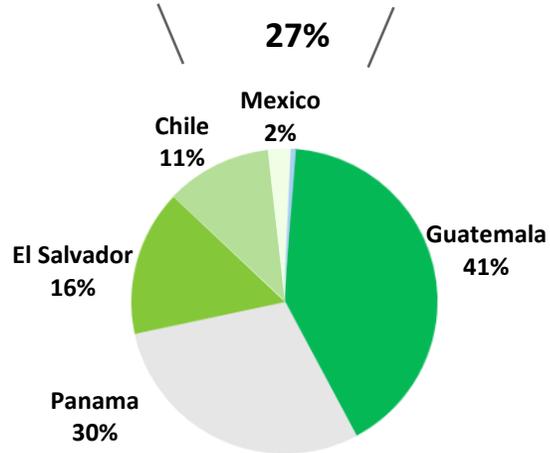
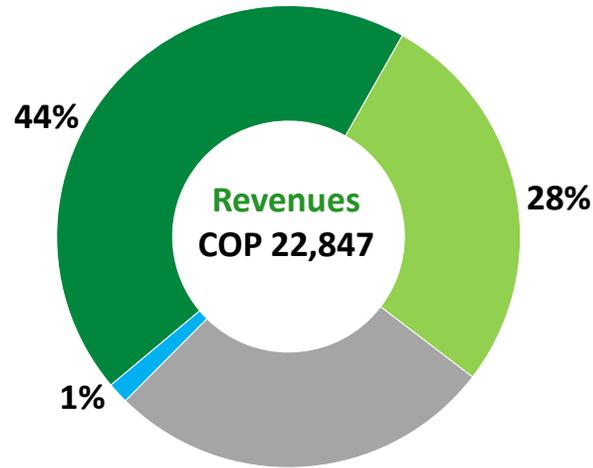
# 4. Financial Results as of November 30, 2021 (unaudited)

## EPM Group by Colombian and International Subsidiaries

Figures in COP thousand million



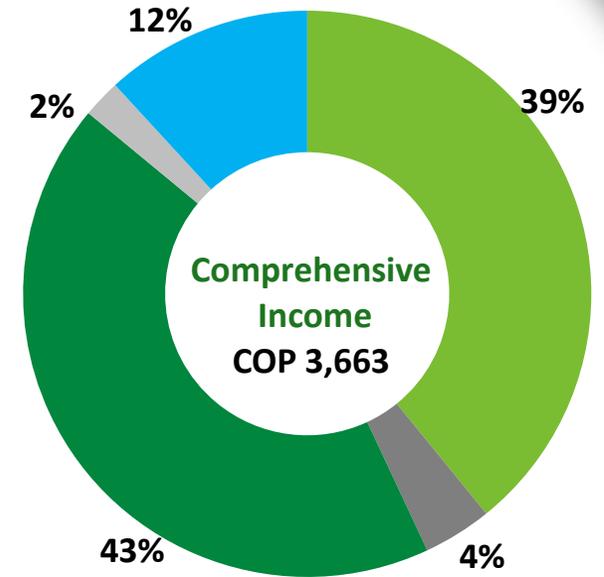
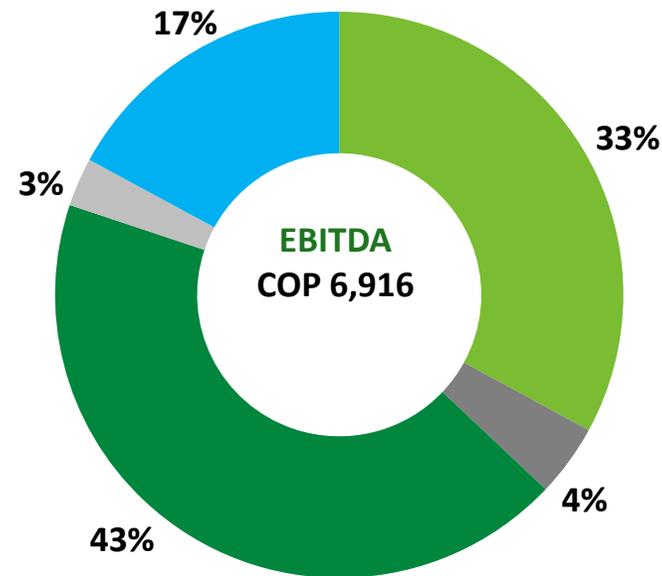
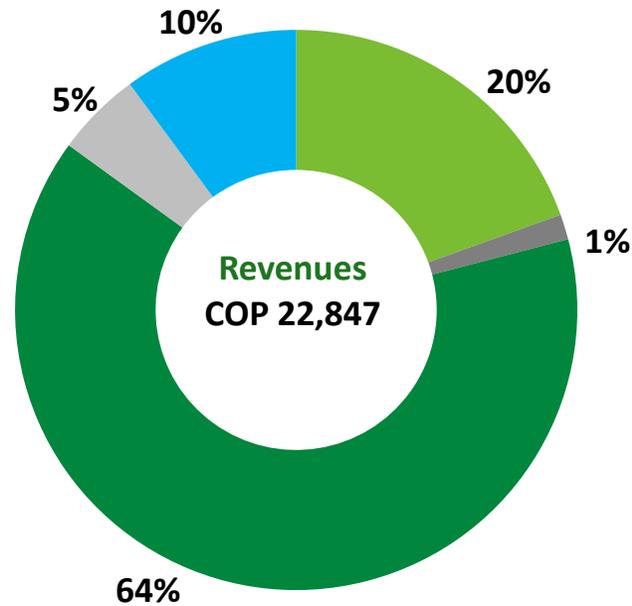
■ EPM Parent Company    ■ Colombian Power Subsidiaries  
■ International Subsidiaries    ■ Colombian Water Subsidiaries



# 4. Financial Results as of November 30, 2021 (unaudited)

## EPM Group by Segments

Figures in COP thousand million

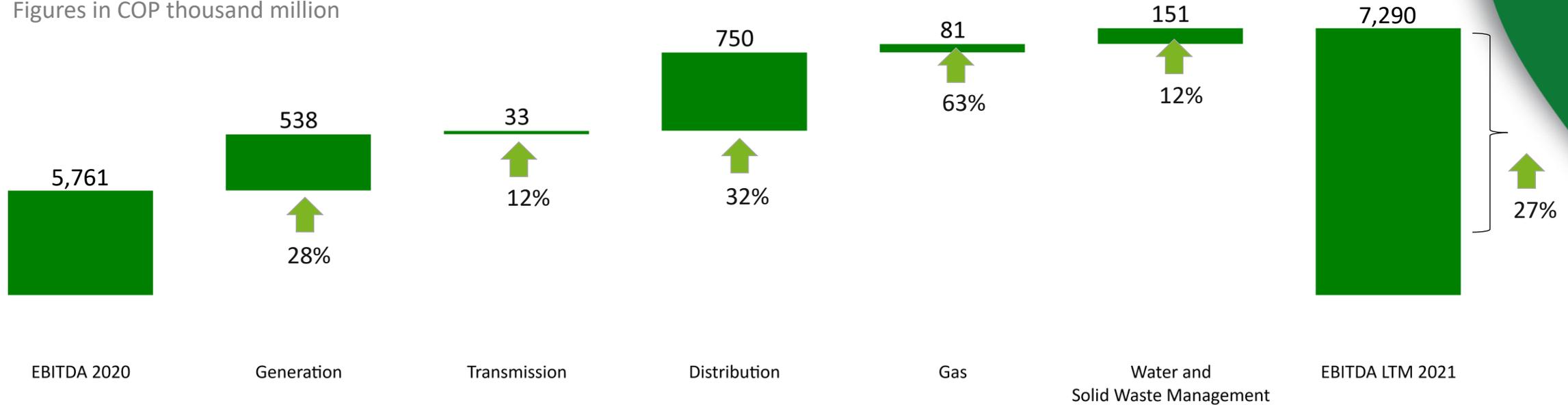


- Generation
- Distribution
- Water and Solid Waste Management
- Transmission
- Gas

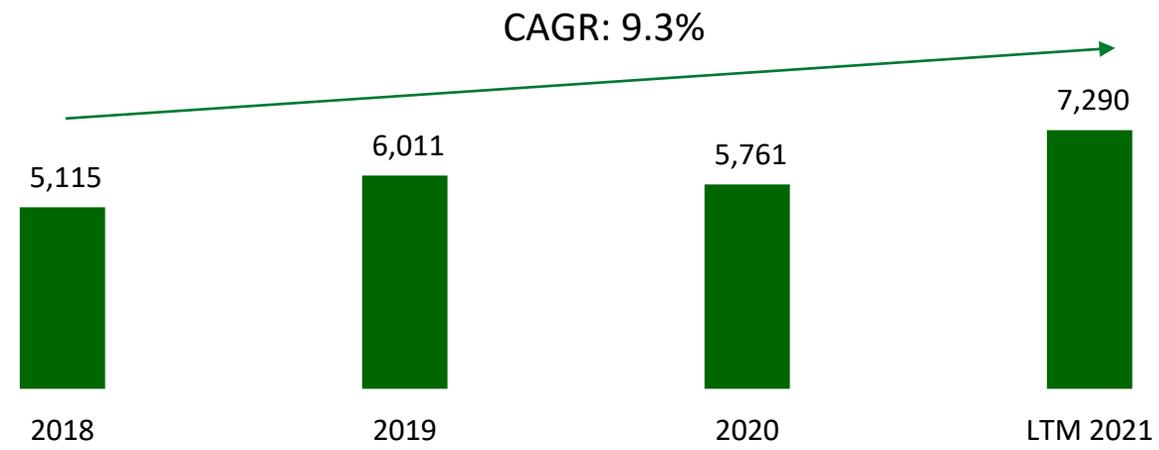
# 4. Financial Results as of November 30, 2021 (unaudited)

## EPM Group EBITDA LTM

Figures in COP thousand million



It does not include the other segments and eliminations.

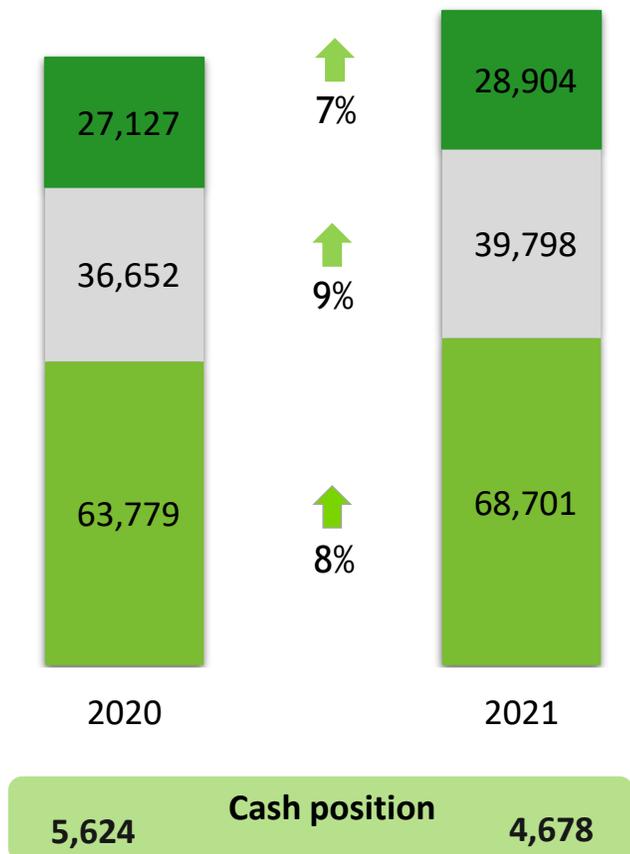


# 4. Financial Results as of November 30, 2021 (unaudited)

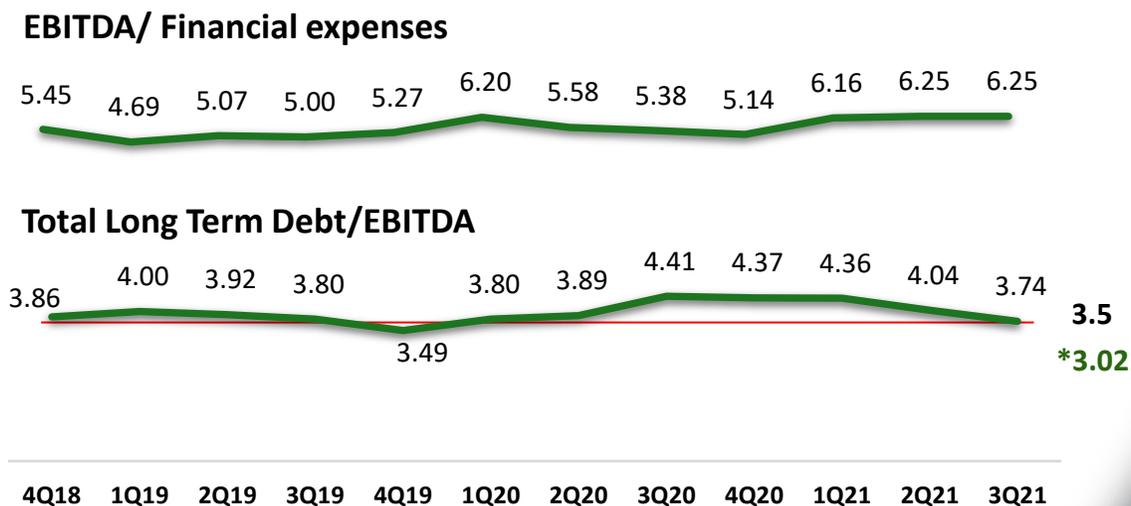
## EPM Group Statement of Financial Position

Figures in COP thousand million

■ Assets ■ Liabilities ■ Equity



Ratios	2020	2021
Total debt	58 %	58 %
Financial debt	43 %	41 %
EBITDA/financial expenses	5.33 X	6.32 X
Total Long Term Debt/EBITDA	4.23 X	3.71 X
Net Debt/EBITDA	3.40 X	3.02 X



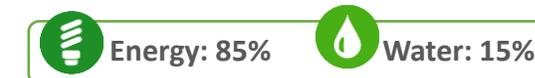
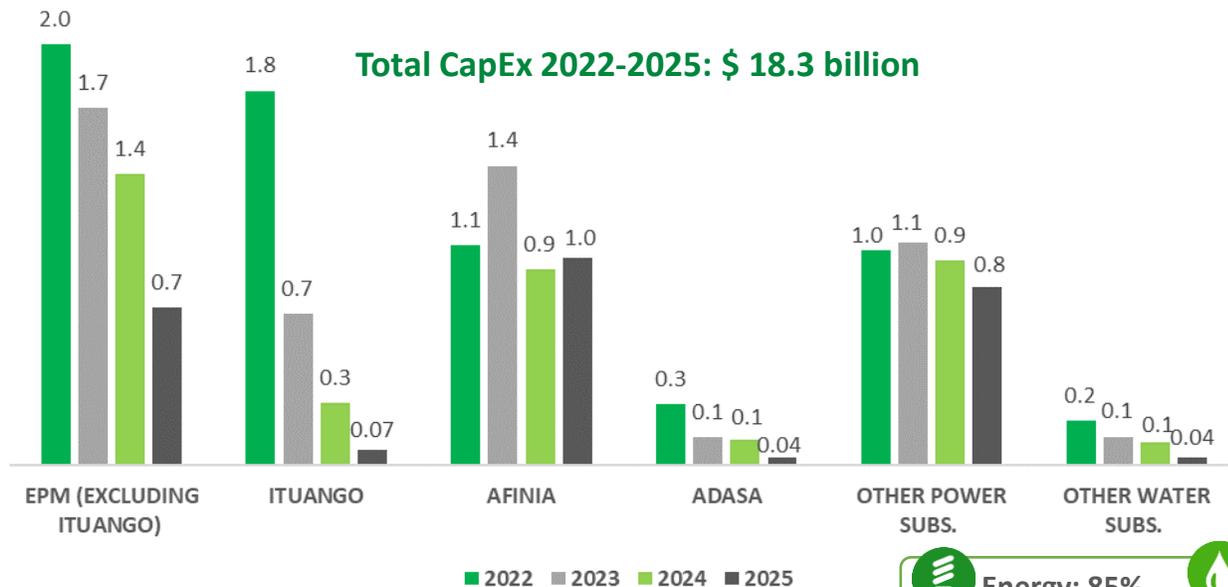
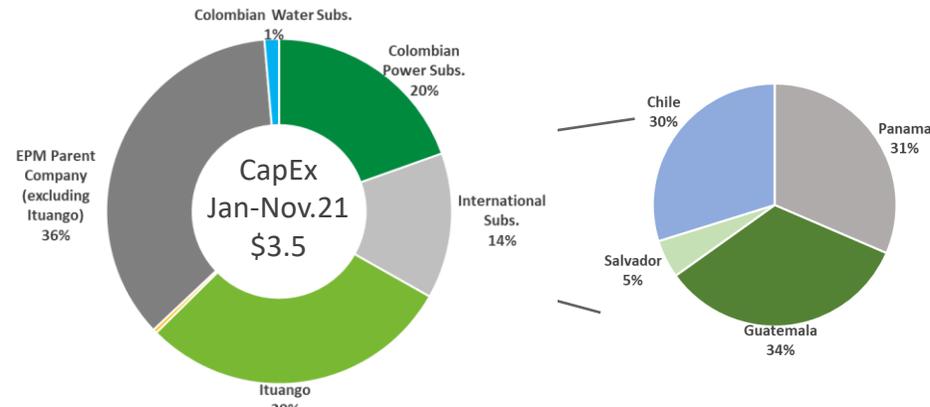
(\*) Net Debt/EBITDA

# 4. Financial Results as of November 30, 2021 (unaudited)

## CapEx EPM Group

Figures in COP billion

EPM Group	Jan - Nov 21
Ituango	1.03
EPM Parent Company (excluding Ituango)	1.25
International Subsidiaries	0.47
Aguas Claras WWTP	0.01
Colombian Power Subsidiaries	0.68
Colombian Water Subsidiaries	0.04
<b>Total</b>	<b>3.51</b>



# 4. Financial Results as of November 30, 2021 (unaudited)

## EPM Group Debt Profile

Figures in COP thousand million



# 5. Liquidity and debt strategy



Cash position as of January 2022 COP 5.9 billion – EPM Group

## Committed Lines

### Development bank

Amount: USD 111 MM

Balance to be disbursed: USD 41 MM

Term: 6.5 years

Maximum date: Dec.2022

## Banking facilities

### Development bank

Amount: around USD 200 MM

Term: 10 years

Use of proceeds: *General Capex plan in Power Distribution and Water*

### International banks

Amount: USD 700 MM

Term: 4/5 years

Use of proceeds: *General Capex plan in Power Distribution and Water.*

## Other financing sources of interest

- Local Capital Market
- International Capital Market
- Local Banks

*Sources in permanent monitoring to identify market opportunities*

## Divestment Plan

- Une-Tigo



## Disclaimer

- *Below is a general information presentation about Empresas Públicas de Medellín ESP and its Subsidiaries, as on the date of presentation. The materials herein contained have been summarized and do not intend to be complete.*
- *This presentation contains forward-looking statements which are subject to several risks, uncertainties and circumstances relative to the operations and business environments of EPM. These factors could cause actual results to materially differ from any future result, expressed or implied, in such forward-looking statements. Accordingly, EPM cannot guarantee any results or future events. EPM expressly states that it will be under no obligation to update the forward-looking statements, or any other information herein contained.*
- *This presentation does not constitute any offer or invitation to offer, or a recommendation to enter any transaction, agreement or contract with EPM. This presentation is for debate only and shall be referred to considering only the verbal information supplied by EPM, otherwise it would be incomplete. Neither this nor any of its contents may be used for any other purpose without the prior written consent of EPM.*
- *Only for information matters and reader's convenience, figures in COP were translated in this presentation into their USD equivalent using the exchange rate of COP/USD 4,010.98 as of November 30, 2021, issued by the Colombian Financial Superintendence. Such translations do not agree with US GAAP and have not been audited. Also, they shall not be interpreted as representation of the amounts in Colombian Pesos, which could be translated into US Dollars at this or at any other rate.*



# Thank You!

[Investorelations@epm.com.co](mailto:Investorelations@epm.com.co)

<https://www.epm.com.co/site/inversionistas>