

Dear team-members,

I wish to share with you some very important news since it speaks clearly about what we are building together at EPM Group, with a vision for the future and the present.

Most surely you have all heard about “energy efficiency”, one of the main mechanisms to counter the increase in global energy demand, to reduce greenhouse emissions that increase the planet's average temperature, and to improve the companies' competitiveness and efficiency.

Last June, we subscribed an alliance with Grupo Veolia, a world paradigm in optimized resource management, in order to develop energy efficiency services in Latin America. As part of this process, **today we have subscribed a Framework Agreement** through which the parties commit themselves to establish in Panama an ESCO (Energy Services Company)-type corporation. This corporation, to be controlled by EPM, will have as its purpose developing, installing, financing, operating and maintaining projects to enhance energy efficiency and competitiveness of companies in the region, mainly in Mexico, Chile, Brazil and Colombia and also in Peru, Guatemala, Costa Rica, Salvador and Panama.

This is a new business line in which we commit ourselves to continuously work in a joint manner. As part of the strategy, it was decided that Veolia and EPM will establish a corporation to provide exclusive services in engineering, supplying and construction of technical solutions as well as operation and maintenance of each of the energy efficiency projects. For this reason, **from now on, any projects to be undertaken in these areas must be channeled through this corporation.**

This is a fundamental step in our aim to open innovative spaces for the advancement of both our organization and the society in which we live. We want to keep promoting environmental care, and through this very sustainability route, contributing to strengthen the competitiveness of our customers in Colombia and in every other geography where we are present.

With this new portfolio line of EPM Group we carry on with our diversification endeavors always innovating to the service of people.

Juan Esteban Calle Restrepo Gerente
EPM CEO and EPM Group Leader