

Grupo·epm[®]

1Q2015 Report



Disclaimer

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Only with informational purposes and for the convenience of the reader, figures in COP were converted in this presentation to its equivalent in USD (dollars of the United States) using the foreign exchange rate COP/USD 2,576.05 as of March 31, 2015 issued by the Superintendencia of Finance of Colombia (*Superintendencia Financiera de Colombia*). These convenience translations are not in accordance with U.S. GAAP and have not been audited. These translations should not be construed as a representation that the Colombian peso amounts were, have been or could be converted into U.S. dollars at those or any other rates.



Agenda






-
- > Relevant Facts
 - > Electricity Market
 - > Main projects
 - > Financial results
 - > Subsequent events
-


Financial

-  Placement of **EPM domestic bonds for COP 630,000 million** at 5, 8, 12 and 20-year terms.

Operations

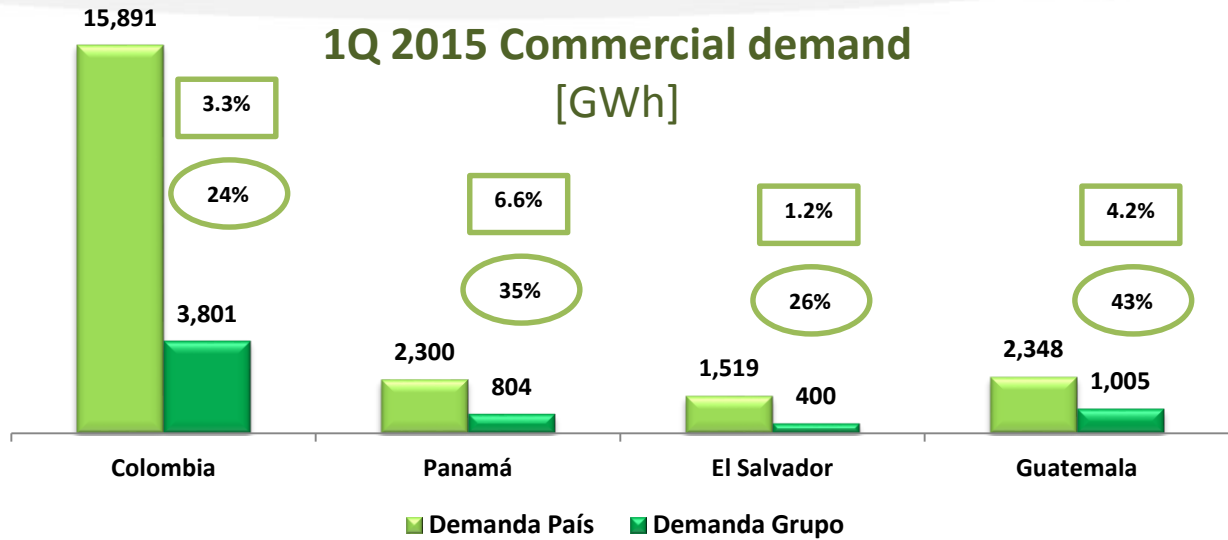
-  **TRELEC** won bid to build a new power transmission line in Guatemala.
-  **TICSA** in Mexico will execute a water reuse project for PEMEX and COMAPA with an investment of USD 45 million.
-  EPM Group's **Bonyic** Hydroelectric power plant **is already delivering energy** to Panama's power system

Corporate Social Responsibility

-  For second year in a row **EPM has been included in "The Sustainability Yearbook 2015"** and has been awarded the **bronze medal** in the Multi-services and Water Sector.

Electricity Market

EPM Group Commercial Demand

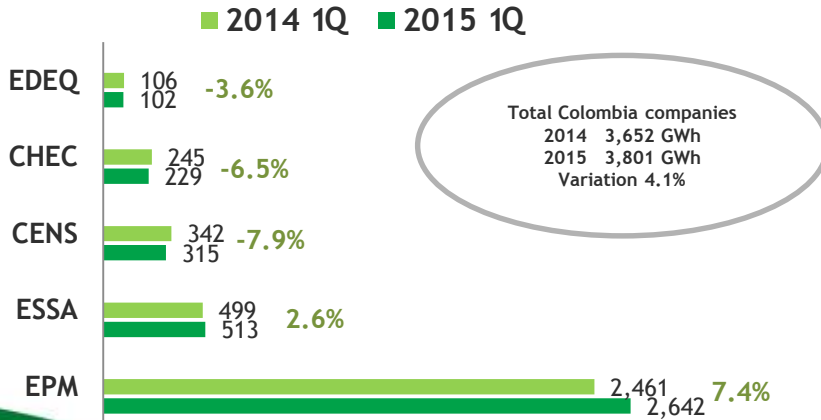


□ % Country's demand variation 2015 vs 2014

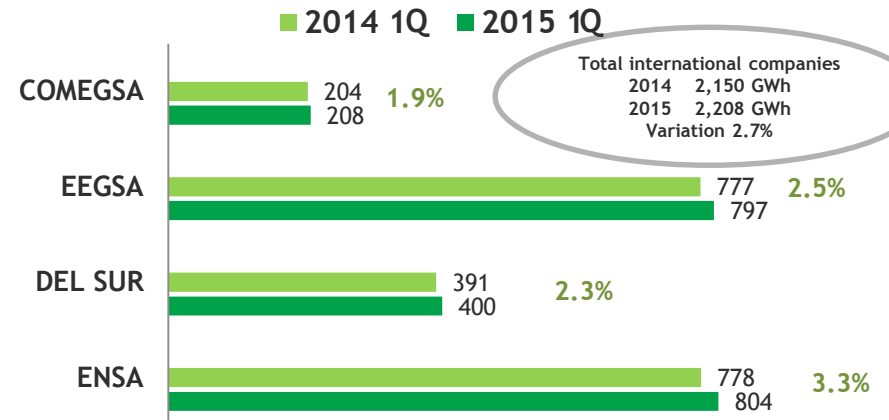
○ % EPM Group country demand's share

Note: We report the commercial demand that depends on customers served directly by each company regardless of the distribution network to which the users are connected. The country's demand reported does not include energy exports.

Colombian companies GWh



International companies GWh

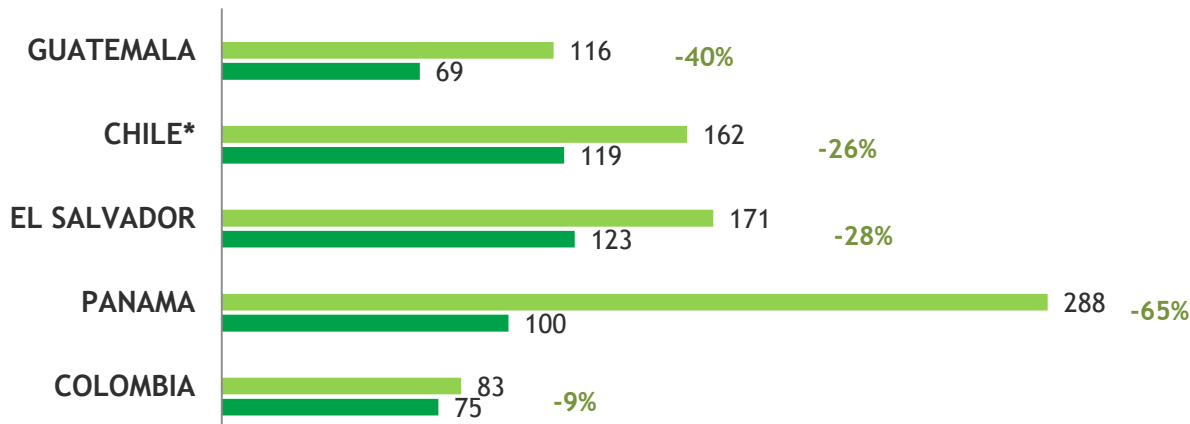


Electricity Market

Spot Price USD/MWh and EPM Power Generation (GWh)

Spot Price USD/MWh

■ 2014 1Q ■ 2015 1Q

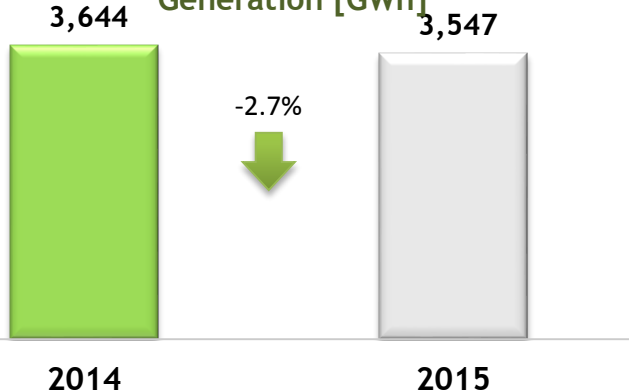


*In Chile, Pan de Azucar node's price, the closest to EPM's Los Cururos plant.

Note: Colombia and Guatemala are the countries where hydraulic generation is the largest component of the energy matrix; their spot prices are comparatively lower and more volatile.

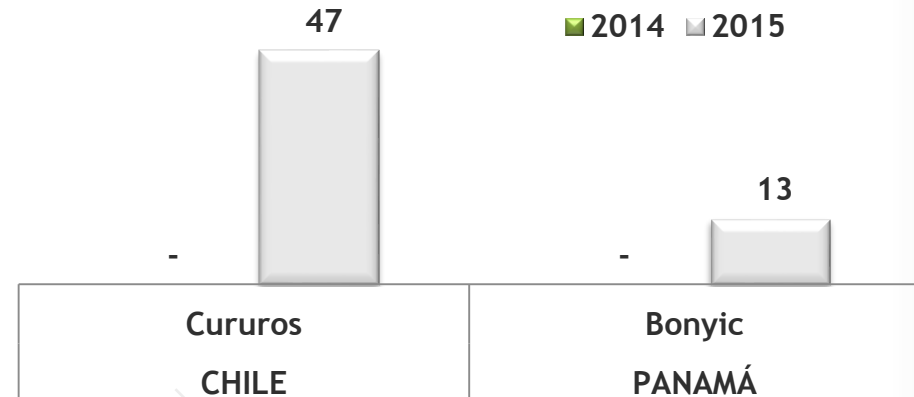
Quarterly average spot prices.

Colombia subsidiaries 1Q2015 Generation [GWh]



Since 2015, electricity generation from Colombian subsidiaries was transferred to EPM Matrix

International subsidiaries 1Q2015 Generation [GWh]



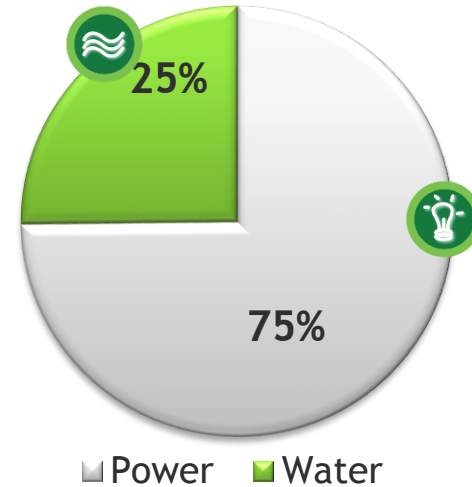
Main Projects - Capex 1Q2015

Figures in USD million



Power

- Ituango USD 81



Water

- PTAR Bello USD 27



Comparative Consolidated Financial Results

NIIF vs COLGAAP

Figures in COP billion

Statement of comprehensive income

	NIIF		COLGAAP	
Revenues	COP 11.4		COP 11.5	
EBITDA	COP 3.6		COP 3.5	
Comprehensive income	COP 2.6	↑ 40%	COP 1.8	

Excluding the extraordinary income from the transaction of UNE in 2014, income for the period would be COP 1.6

Comparative Consolidated Financial Results

NIIFvs COLGAAP

Figures in COP billion

Statement of financial position

	NIIF		COLGAAP
Assets	COP 35.9	↓ -7%	COP 38.7
Liabilities	COP 18.5	↑ 11%	COP 16.6
Equity	COP 17.4	↓ -21%	COP 22.1

Financial Results

1Q2015 Macroeconomic Scenario



Concept	Colombia	Panamá	Salvador	Guatemala	México	Chile
CPI	2,40%	0,12%	-0,37%	0,17%	0,51%	1,06%
PPI / WPI	2,45%	N.A.	0,81% Feb	N.A.	0,26%	-2,79%
Exchange Rate	2.576,1	N.A.	N.A.	7,64	15,26	626,9
Depreciation	7,67%	N.A.	N.A.	0,63%	3,56%	3,21%



CPI: Consumer Price Index

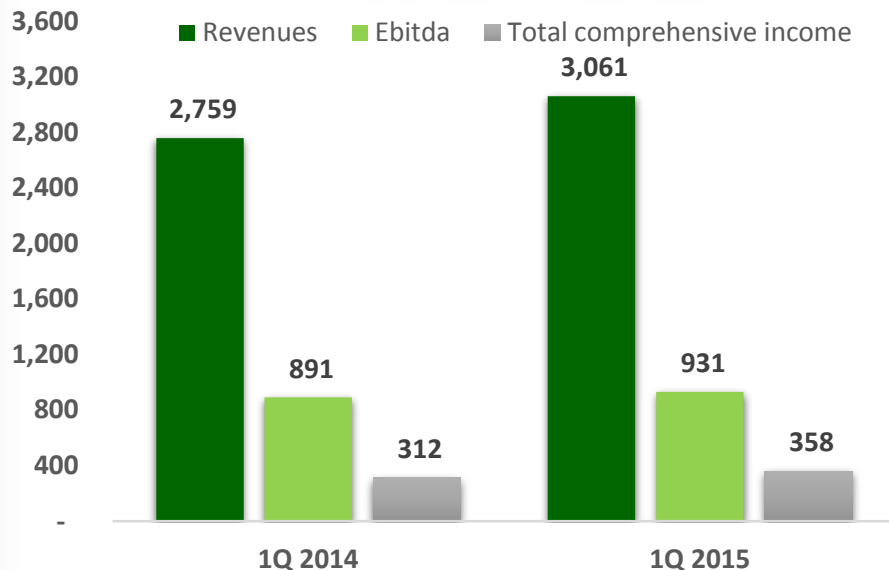
PPI: Producer Price Index

WPI: Wholesale Price Index (Panama and El Salvador)

Financial Results

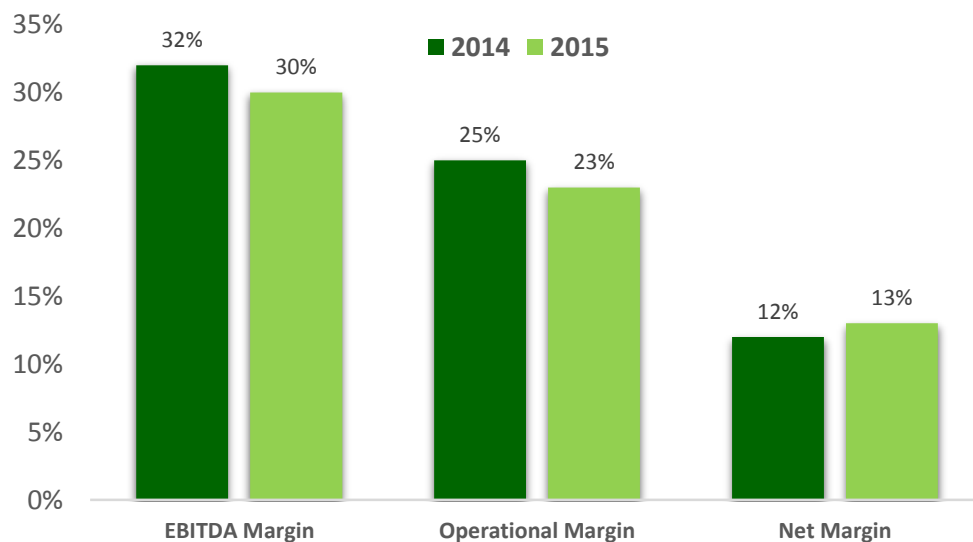
EPM Group Income Statement

Figures in COP thousand million



COP variation 2014 - 2015

- Revenues: 11%
- Ebitda: 4%
- Total comprehensive income: 15%

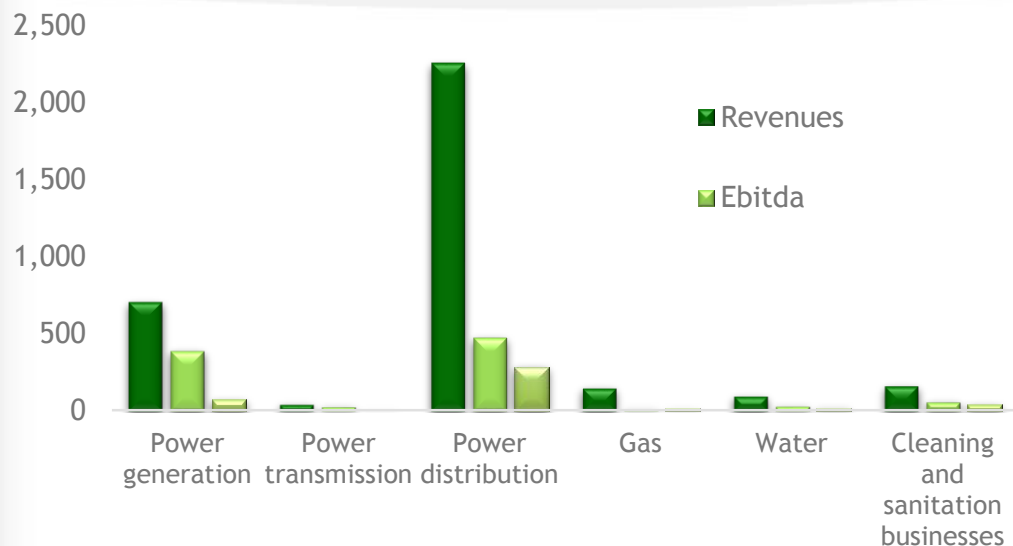


* 2014 without the effect of the telecommunications subsidiaries

Financial Results

By Segments and Countries

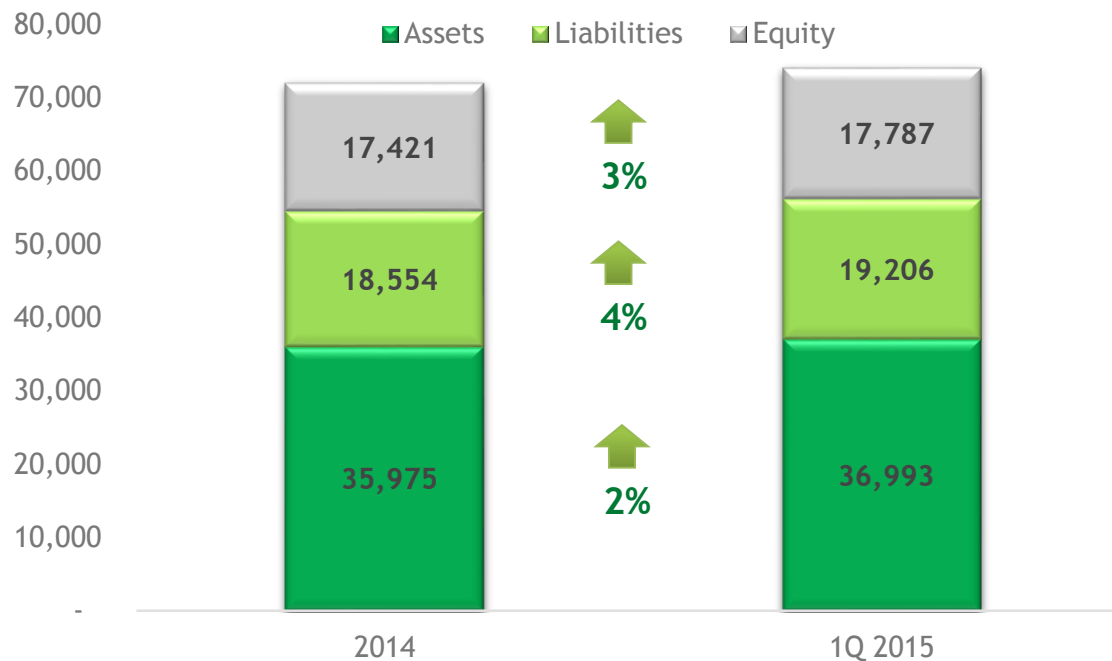
Figures in COP thousand million



Financial Results

Statement of financial position

Figures in COP thousand million



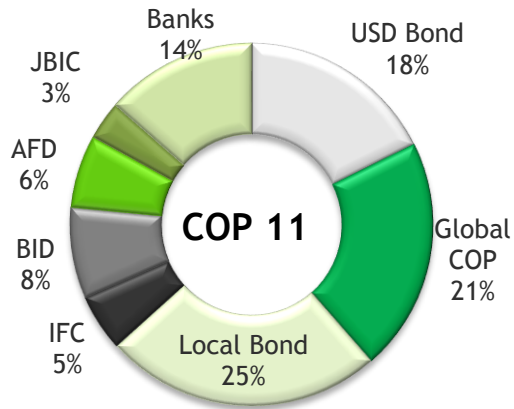
Ratios	2014	2015
Total debt to total assets	50%	52%
Financial debt to total assets	26%	30%
Ebitda/Financial expenses	6.96	6.18
Debt/Ebitda	2.37	3.23

Financial Results

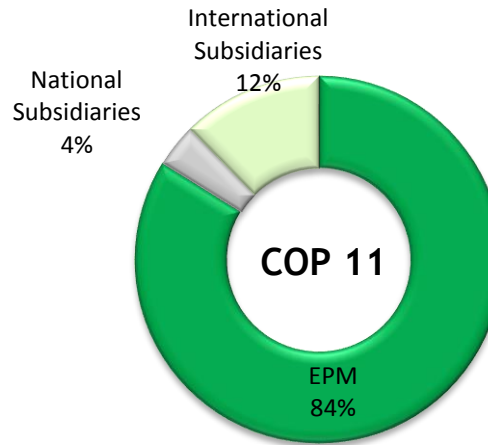
Debt Profile

Figures in COP billion

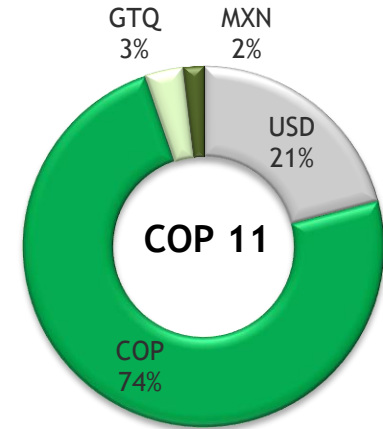
Source



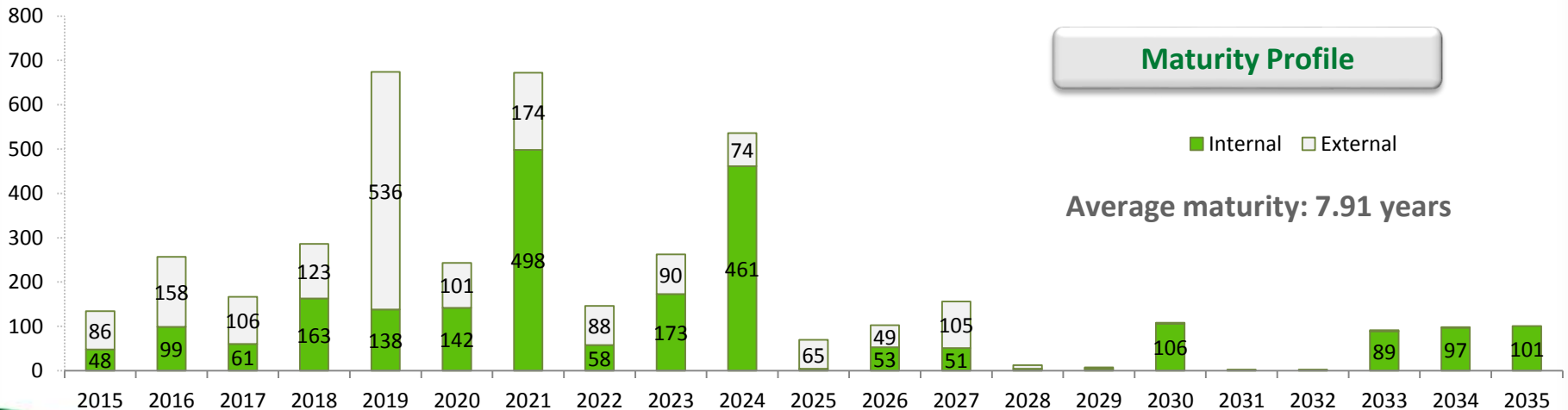
Subsidiary



Currency



Maturity Profile



Events subsequent to the closing



EPM Group, through its subsidiaries in Chile, signed an agreement to acquire 100 % stake in Aguas de Antofagasta SA, Adasa .



aguas
antofagasta

Acquisition of the Chilean company Aguas de Antofagasta, **ADASA**, for USD 965 million



The largest investment to date made by EPM Group abroad



We entered the water purification technology **Sea**



Strengthens our presence in the sector of **water and sanitation**



ECONSSAchile
Empresa Concesionaria de Servicios Sanitarios S.A.

The transaction is **subject to approval** by Empresa Concesionaria de Servicios Sanitarios S.A. (ECONSSA)

ADASA is a leader company in the production of water in the driest desert in the world, Atacama

Best in Applied Technology

- 10 years of experience in desalination treatment plants with capacities for the design, construction and operation thereof.
- The largest desalination plant of sea water in Latin America, 600 lps.
- High standards in the supply of drinking water with national and international quality certifications

Operational efficiency

- 2.11 M3 production per second (30% seawater).
- Best indicator of losses (26.5 %) than the industry average (33.7 %).
- 100% coverage in drinking water and 99.6 % in sewage.
- Service coverage for 7 populations of about 560,000 inhabitants.

Stable and predictable returns

- Concession until 2033.
- Stable regulatory framework for over 25 years.
- 65% of revenues come from regulated market.
- 35 % of revenues come from the block sale of water to mining companies.
- 4.8 % growth in m3/client in the last four years.

Financial soundness

- Revenue: USD 122 million
- Ebitda: USD 71 million
- Net Income: USD 44 million
- 398 Direct jobs
- 365 Indirect jobs

ADASA is a leader company in the production of water in the driest desert in the world, Atacama



- Second investment in Chile after Los Cururos Wind Park.
- Venture in the water and sanitation sector in Chile with a safe and profitable operation.
- Improvement of the risk profile and diversification of EPM's investment portfolio.
- An increase of 33 % and 37% in revenues and EBITDA respectively in relation to the water business of EPM parent company.
- Growth opportunities in the markets of Peru and Chile with the business of desalination.

Gracias

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