



EPM **JTSX Latam Energy Investor Day**

December 7, 2021

Juan Carlos Sampedro

Head of Debt and Capital Markets





Agenda

1. EPM Group Highlights
2. ESG highlights
3. Ituango Hydroelectric Project
4. Afinia
5. Financial results as of Sept. 2021
6. EPM Group CapEx 2022-2025

1. EPM Group Highlights

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



Investment Grade Ratings

> Fitch:

- > Local **AAA**
- > International **BB+**

Rating watch
negative

> Moody's: **Baa3**, negative outlook

2. 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**

2020 Accomplishments

| | | | |
|--------------------------------|--|---|--|
| Universal Access (Colombia) | 97.1% coverage in Energy 8.5 M customers Equiv. | 85.3% coverage in Gas (Antioquia) 1.3 M customers Equiv. | 96.9% coverage in water provision 1.4 M customers Equiv. |
| | 35 million m³ of water were reused in the hydroelectric power generation process | Protection of 21,022 new hectares totalizing 97,527 protected hectares since 2016 | EPM sold 1.7 M international renewable energy certificates (I-REC) , which are equivalent to 280,000 tCO ₂ e avoided. |
| Environmental Focus | | | EPM's emission factor in 2020 was 0.0797 tCO₂e/ MWh , while the national electricity factor was 0.2034 tCO₂e/MWh |

3. Ituango Hydroelectric Project

Largest hydro-generation power plant in Colombia



17% of the country's electricity demand

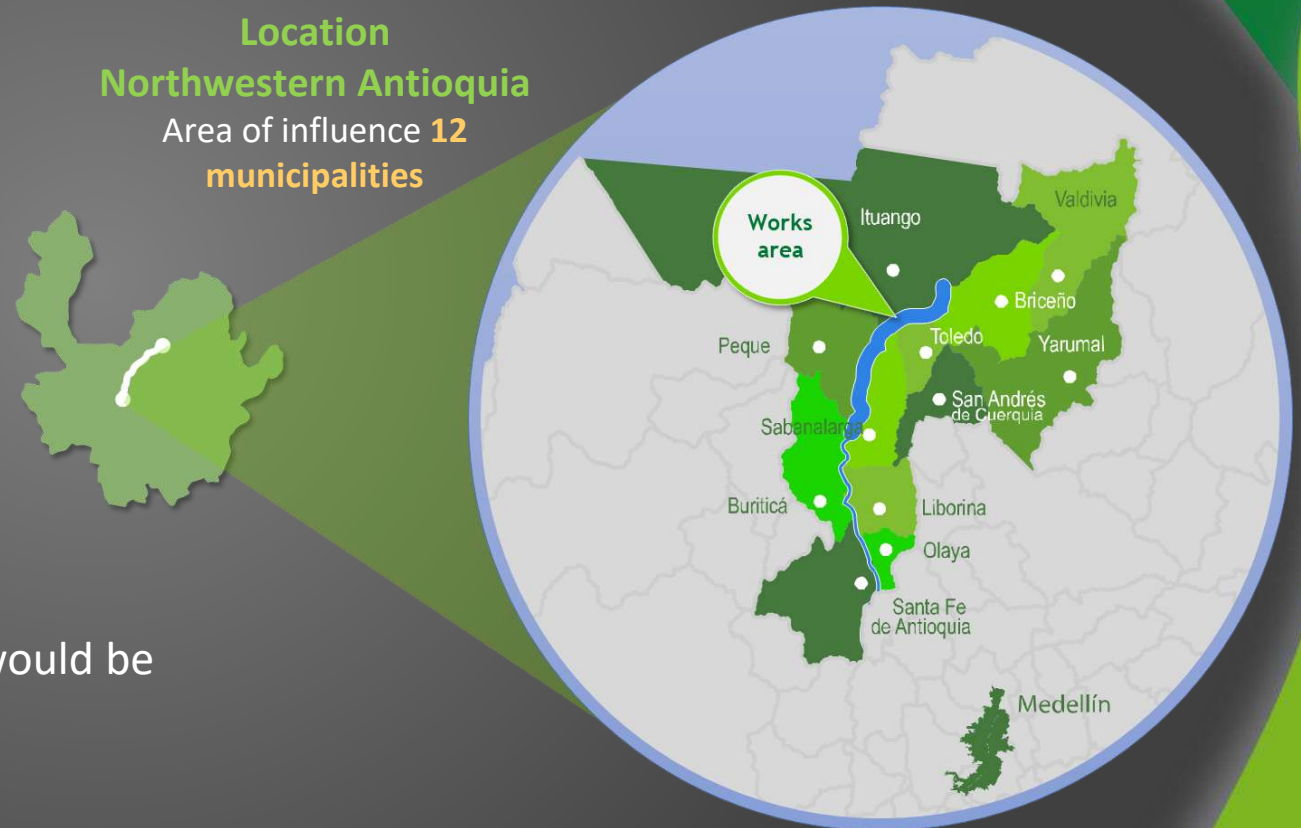
2400 MW Total Net effective capacity
8 Power Generation Units
of **300MW each**

5,708 GWh/Year Firm Energy for Reliability Charge

| Firm Energy Obligations (GWh/Year) | Limited date to start operations |
|------------------------------------|----------------------------------|
| 3,482 | Nov. 2022 |
| 1,141 | Nov. 2023 |

97% of the 2 Firm Energy Obligations of the project would be fulfilled with **2 power generation units**.

Location
Northwestern Antioquia
Area of influence **12 municipalities**



3. Ituango Hydroelectric Project

Start of operations scheduled for July 2022 - fully operational in 2025



Panoramic view of the dam and spillway

Significant total work progress to date:

85.8% as of **October 2021**

85.3% as of September 2021

84.1% as of June 2021

83.7% as of April 2021



Powerhouse: Assembly of the first two turbines

3. Ituango Hydroelectric Project



| Highlights | Civil Work | Milestones Achieved | Pending Completion | % of Completion |
|--|--|--|---|-----------------|
| <ul style="list-style-type: none"> The Ituango Project is expected to generate an average of 13,930 GWh of energy per year. Total Work Progress as of September 30, 2021 [85.3%] Total progress of the project when it starts to generate with the first unit [91%] The schedule continue with entry into operation in 2022 of the two first power generation units. | Dam and Spillway | <ul style="list-style-type: none"> Fully operational Dam Fully operational Spillway with two channels | <ul style="list-style-type: none"> Final stage of abutment injections | 99.2% |
| | Powerhouse | <ul style="list-style-type: none"> Stabilization of access tunnel Extraction of sediments Works on north zone vault Cleaning and removal of damaged equipment from units 1 to 4 Assembly of 300-ton bridge cranes | <ul style="list-style-type: none"> Recovery and stabilization of tunnels and caverns Reconstruction of the control building Assembly of generation units | 82.4% |
| | Pressure Well | <ul style="list-style-type: none"> Completed works in-between pressure wells 1 and 2 | <ul style="list-style-type: none"> Shielding of pressure wells | 78.5% |
| | Intermediate Discharge Tunnel | <ul style="list-style-type: none"> Partial reinforcement with concrete lining in selected areas Reinforcement of downstream walls Enlargement of Plug 12 | <ul style="list-style-type: none"> Gate completion and shielding Concrete coating | 68.8% |
| | Right Diversion Tunnel (RDT) and Auxiliary Diversion Tunnel (ADT) | <ul style="list-style-type: none"> Closing of both gates to the ADT | <ul style="list-style-type: none"> Pre-plug 2 and final plug RDT Construction of additional bypass system from the ADT and RDT to the final closing of the RDT. | 93.4% |

3. Ituango Hydroelectric Project

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 |
| Total Cost | 11,493 | 18,319 | 6,826 |

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 September 2021: \$13.3 billion (including financial expenses), of which \$3.4 billion correspond to investments derived from the contingency (considers the removal of assets and insurance payments effect).

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

Third party costs

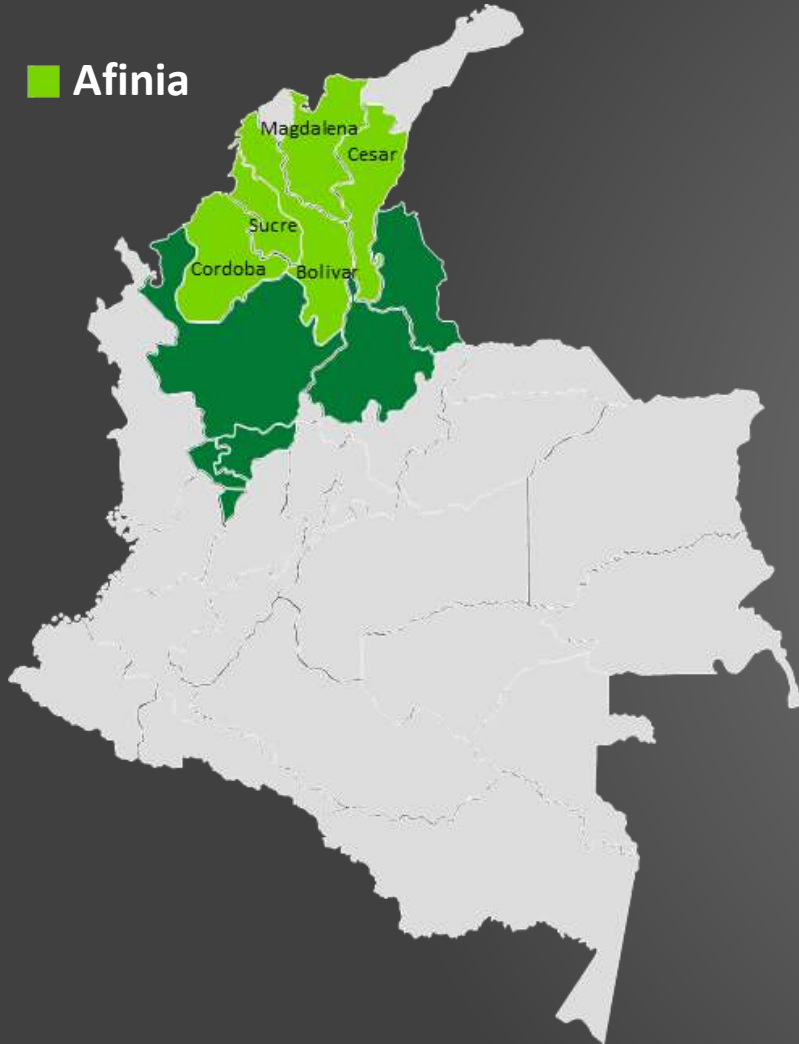
| Concept | Amounts accrued | Payments |
|--|-----------------|------------|
| Shelters Support | 53 | 52 |
| Affected Care and Compensation | 80 | 37 |
| Backup cost and Reliability Charge Guarantee | 213 | 213 |
| Contingency and environmental sanction | 155 | 57 |
| Payment to transmitter | 216 | 0 |
| Contingency attention | 77 | 77 |
| Total | 794 | 436 |

4. Afinia

Power service supply in the Caribbean Region



■ Afinia



Highlights

- Start of operations: **October 1st, 2020**
- **12%** Colombian energy market share
- Customers: **1.6 million**
- Collection percentage: **83%** (from 75% in 2020)
- Energy loss indicator: **29%** (from 35% in 2020)
- Accumulated commercial demand: **6,243 GWh** (2021)

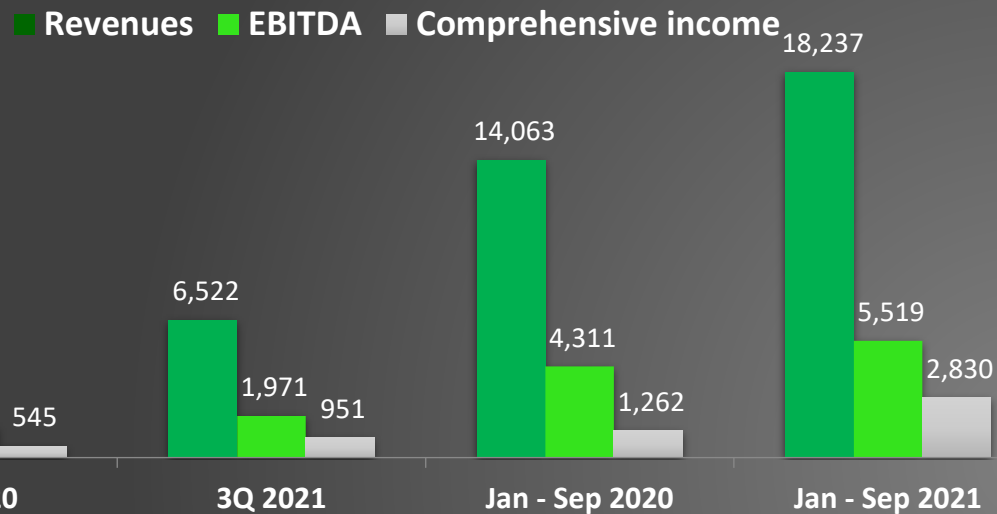
Financial information as of Sept. 30, 2021

- **Assets:** COP 3.3 billion
- **Liabilities:** COP 1.3 billion
- **Revenues:** COP 2.6 billion

5. Financial Results as of September 30, 2021 (unaudited)

EPM Group Income Statement

Figures in COP thousand million



Var. 3Q2021 – 3Q2020

Jan - Sep. 2021 – 2020

■ Revenues: 38%

■ Revenues: 30%

■ EBITDA: 33%

■ EBITDA: 28%

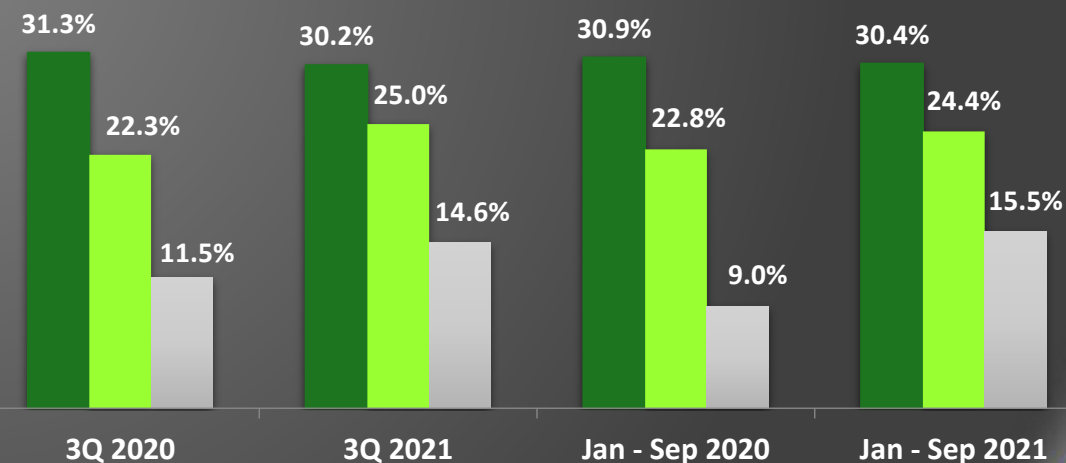
■ Comprehensive income: 74%

■ Comprehensive income: 124%

■ EBITDA margin

■ Operational margin

■ Net Margin



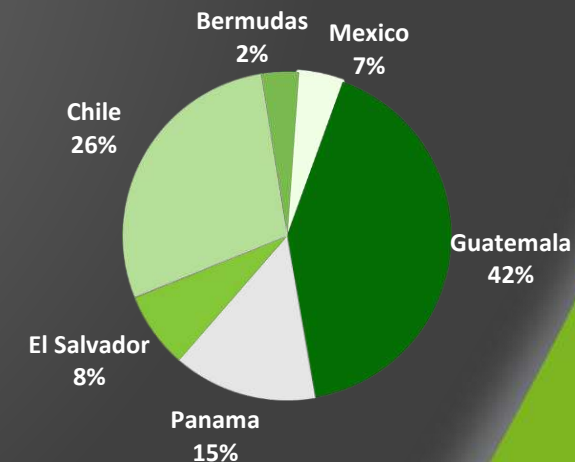
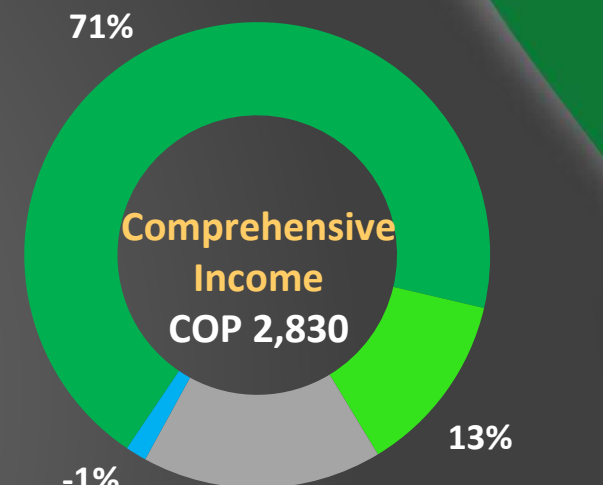
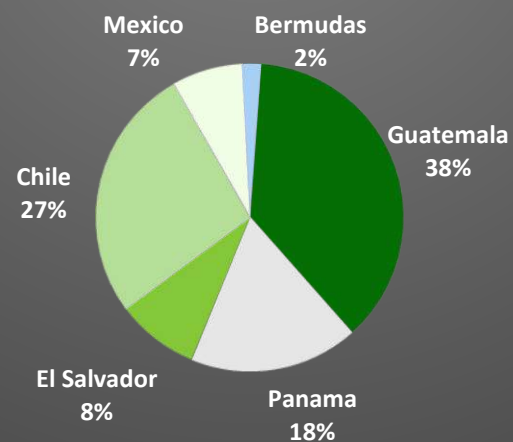
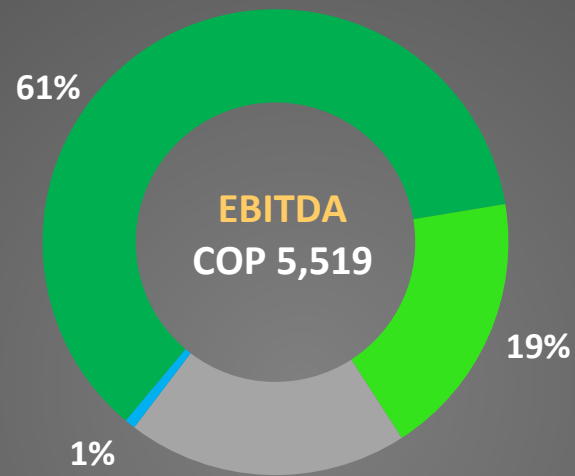
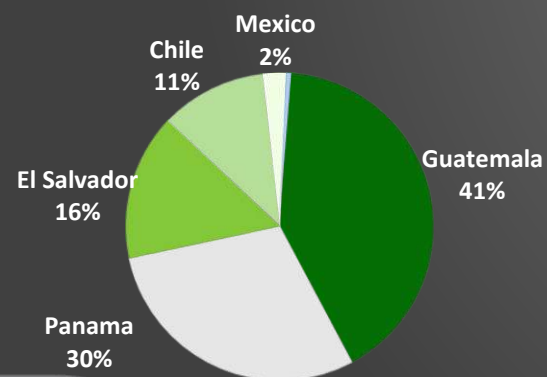
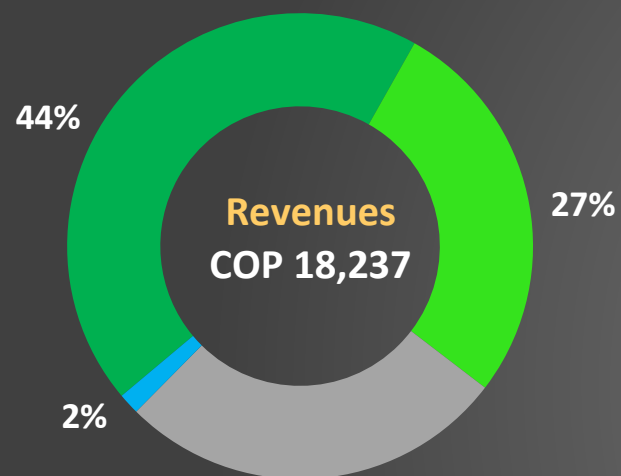
- **Revenues** increased COP 4,175, 30% (8% without Afinia), explained mainly by higher revenues from de new subsidiary **Afinia**, **energy sales** in the **Distribution and Generation businesses**, and **greater sales** to the **thermals** in the Gas business.
- **Costs and expenses** increased COP 2,936, 27% (7% without Afinia), explained by **Afinia** and its incorporation into the Group in the last quarter 2020.
- **EBITDA** increased COP 1,208, 28% with respect to previous year, standing out the contribution of the **EPM parent company**, **Aguas Nacionales**, **ESSA**, **CHEC**, **ADASA**, **DECA** and **TICSA**.

5. Financial Results as of September 30, 2021 (unaudited)

EPM Group by Colombian and International Subsidiaries

Figures in COP thousand million

■ EPM
■ International Subsidiaries
■ Colombian Power Subsidiaries
■ Colombian Water Subsidiaries

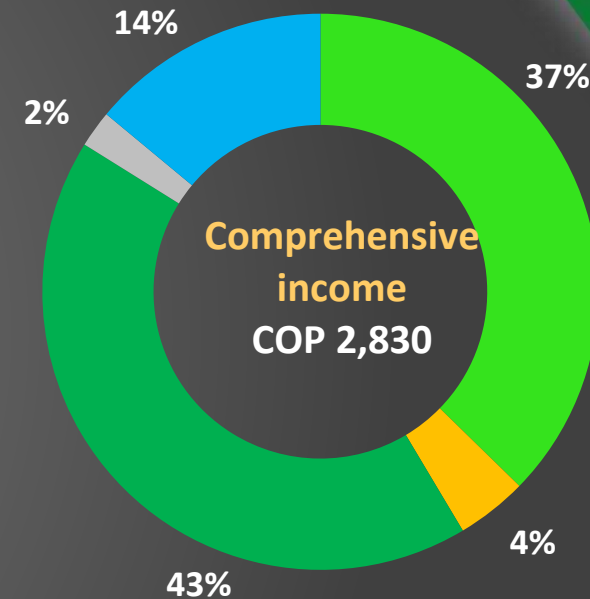
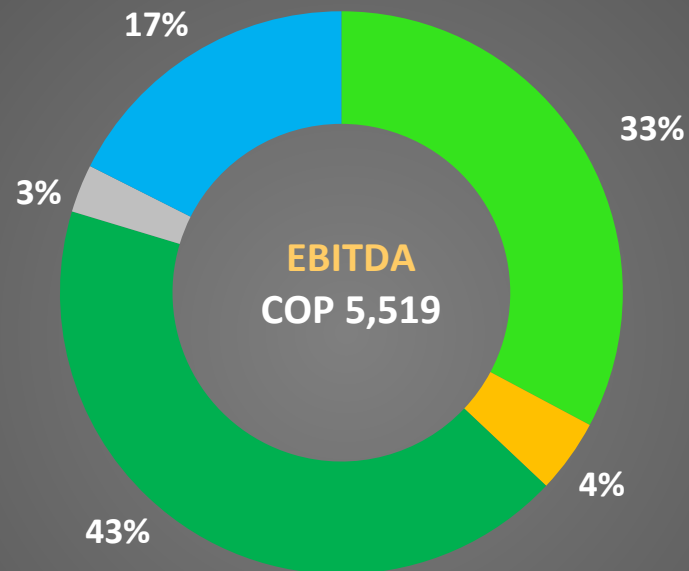
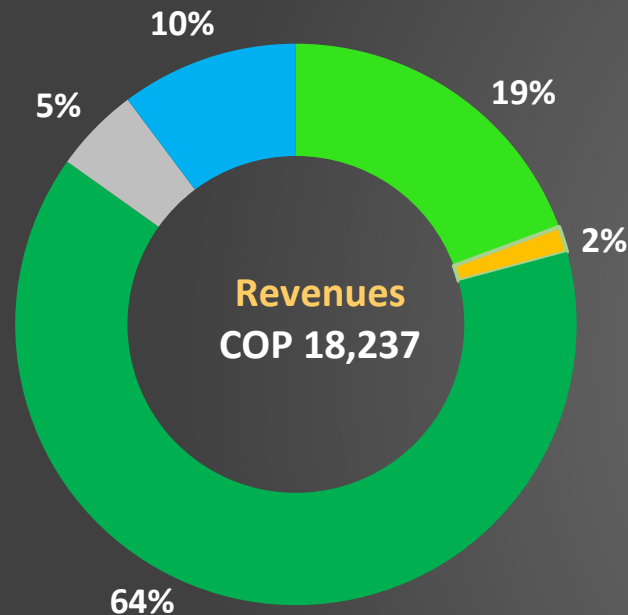


The percentages do not include the Other Segment and Eliminations.

5. Financial Results as of September 30, 2021 (unaudited)

EPM Group by Segments

Figures in COP thousand million

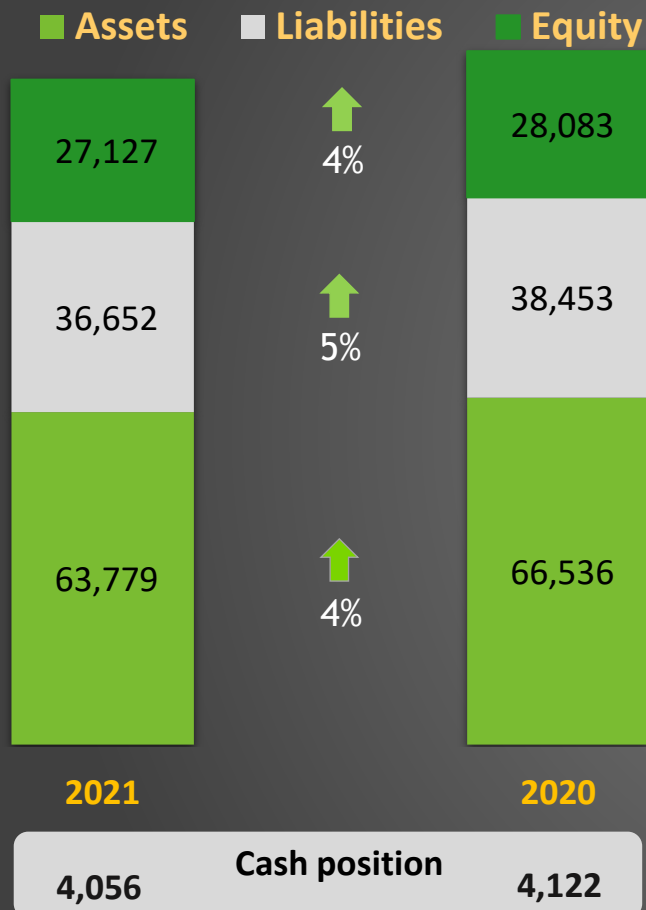


Generation
Distribution
Water and Solid Waste Management
Transmission
Gas

5. Financial Results as of September 30, 2021 (unaudited)

EPM Group Statement of Financial Position

Figures in COP thousand million



| Ratios | 2020 | | 2021 | |
|-----------------------------|------|---|------|---|
| Total debt | 60 | % | 58 | % |
| Financial debt | 45 | % | 41 | % |
| EBITDA/financial expenses | 5.38 | X | 6.25 | X |
| Total Long-Term Debt/EBITDA | 4.40 | X | 3.74 | X |
| Net Debt/EBITDA | 3.40 | X | 3.10 | X |

EBITDA/ Financial expenses



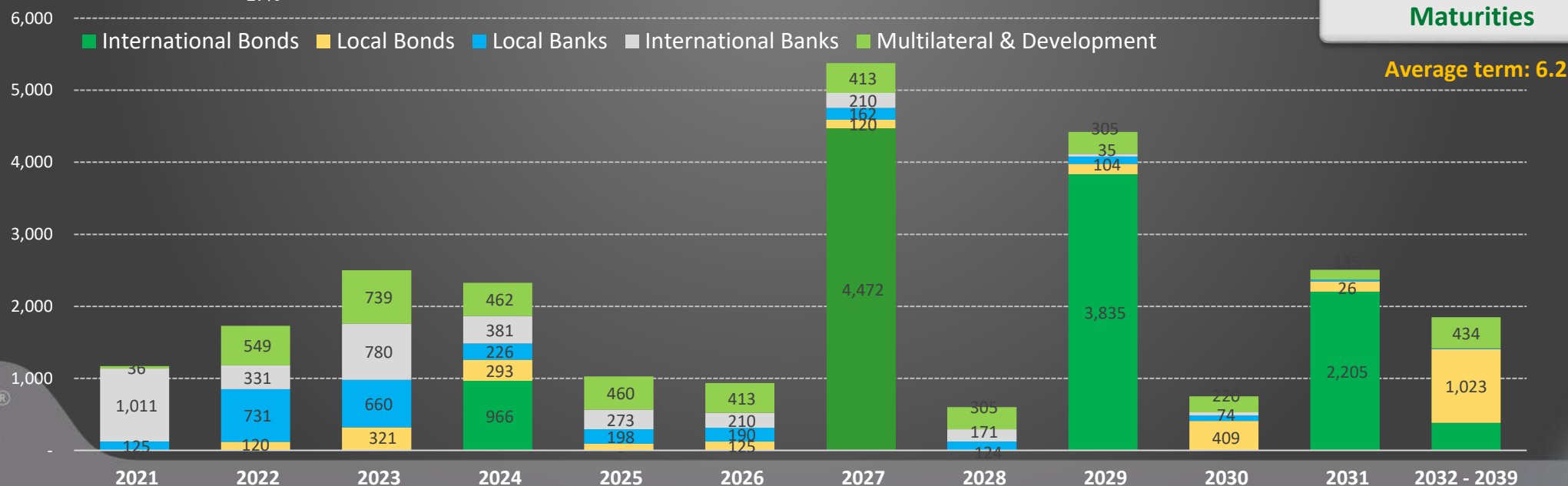
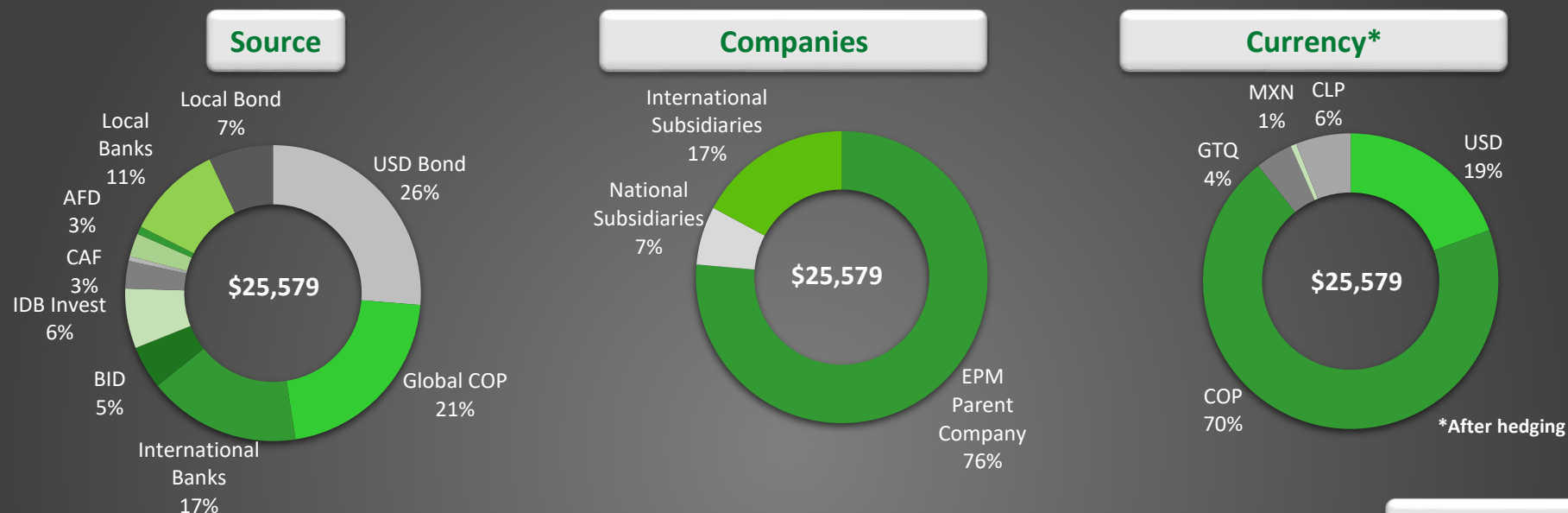
Total Long Term Debt/EBITDA



(*) Net Debt/EBITDA

5. Financial Results as of September 30, 2021 (unaudited)

EPM Group Debt Profile



6. EPM Group CapEx 2022-2025

Figures in COP billion

CapEx 2022 - 2025

COP 23 billion

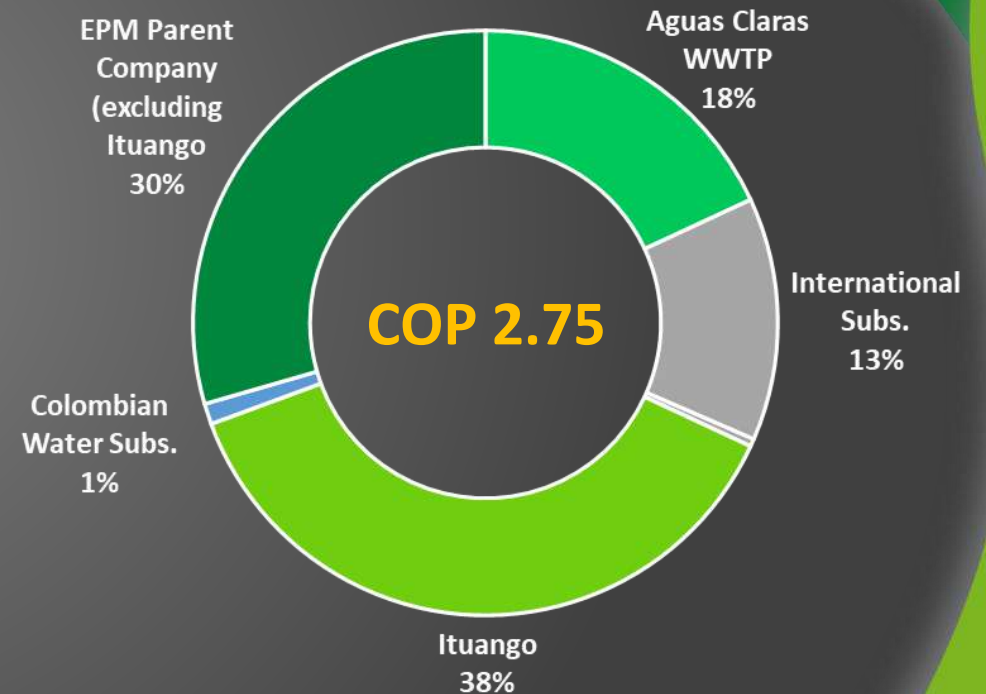
in infrastructure and operating assets

EPM Parent
Company
COP 13.62

Colombian
Subsidiaries
COP 6.33

International
Subsidiaries
COP 3.05

CapEx 2021



Energy: 80%



Water: 20%



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 into 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 3,834.68 as of September 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

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