

Medellín, April 24, 2014

**The Group's leader, Juan Esteban Calle R., to investors in Bogotá:
"A whole universe of opportunities to keep on making progress and sharing
value with society awaits
Grupo EPM EPM group"**

Satisfied with the social, environmental and financial results achieved by Grupo EPM in 2013, and optimistic with the new strategic direction just defined by the organization for the next decade, Juan Esteban Calle, Chief Executive Officer and leader of Grupo EPM, met this Thursday in Bogotá with national and international investors and bankers to brief them about the main achievements of EPM and its subsidiaries during the past fiscal year, as well as the opportunities, works, projects and challenges the Group faces in the short and medium term.

During his traditional annual meeting with the sector's main representatives, this year in its eighth version, and within the framework of his governance policy, Calle Restrepo presented to the audience Grupo EPM's investment plan and figures for the business units of Energy, Gas, Water and Telecommunications, results which today make of it one of the most solid business conglomerates in the country. "Grupo EPM has ahead a whole universe of opportunities to keep on making progress and sharing value with society; everything is in its favor to become, within its internationalization strategy, and before the year 2022, one of the first 50 highly recognized multi-Latin organizations."

Calle highlighted the new organizational model designed for Grupo EPM along its ambitious transformation and internationalization process, committed to a management style focused on propitiating development in competitive and sustainable territories with the conviction that the company's growth is deeply linked to the viability and competitiveness of the milieus where the Group's companies are present.

"Inspiration at EPM comes from the utmost purpose of helping improve the life quality and increase competitiveness in all the regions where it operates. We understand that without sustainable and more equitable territories, countries and societies, it is not possible to survive as business concern in the future. This is the premise of our social responsibility model, itself the basis of our sustainability."

Among the achievements of 2013 in this field, the CEO highlighted the arrival of EPM to Chile with a new wind-energy generation project that will start operations this year, the arrival to Mexico through purchase of a company dedicated to designing, building, operating and commissioning waste-water treatment plants, and the renewal for 15 years of the energy distribution concession of ENSA in Panama. "The arrival to two new countries enhances the Group's portfolio of future growth opportunities. We continue analyzing options in some countries in Central America as well as in Peru, Brazil and Chile."

Mega-projects and corporate citizenship

During his dialogue with representatives of the banking and investment sectors, Calle Restrepo detailed the progress of works like the Ituango hydroelectric power plant (the biggest and most important in the country), the Nueva Esperanza energy transmission project in Cundinamarca, and the waste-water treatment plant in the municipality of Bello. Among the strategic decisions, he highlighted the progress in the search for an operating partner to provide sustainability for UNE's telecommunications business, and the acquisition of Emvarias, an expert in solid waste management.

Of the Corporate Social Responsibility work carried out during 2013 in order to create and maintain options that facilitate access by communities to the quality of public utilities offered by EPM, he mentioned programs such as *Habilitación Viviendas*, *Aldeas*, *Energía para el Retorno*, *Antioquia Iluminada*, *Energía y Agua Prepago*, *Gas sin Fronteras* and *Financiación Social*, among many others. And within the concept of "corporate citizenship", he mentioned projects, such as the UVAs, *Unidades de Vida Articulada*, to promote development, culture and recreation in the surrounding areas of EPM's water tanks located in Medellín's most underprivileged neighborhoods. The first two UVAs have already been made available to their beneficiary communities.

In the fronts of entrepreneurship, innovation, science and technology Calle Restrepo reminded that EPM has created a COP 100 million Private Capital Fund to leverage and enhance the growth of Colombian enterprises working in processes related to domiciliary public utilities.

Lastly, the leader of Grupo EPM thanked the continued assistance and support by the national and international financial sector. "Your support gives us tranquility to undertake and execute new projects and to develop new practices, programs and solutions that improve our customers well-being while permitting us to continue boosting Grupo EPM in its path of growth and internationalization.

- **Consolidated net income of Grupo EPM totaled USD 869 million**
- **EPM Group obtained consolidated operating revenue for USD 6.95 billion**
- **Subsidiaries in Central America participated with 26% of total revenue**
- **Dividends received from the subsidiaries amounted to COP 697,216 million**
 - **EPM Group remains one of the top employers in the region**

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