

The Cartagena Substation is part of Plan 5 Caribe, through which the National Government is strengthening the Energy Transmission System



Our Strategic Business Groups

In 2018, we were awarded the Colectora Project; we started up the Río Córdoba and Bolívar-Cartagena projects (in the photo); we achieved a record number of users in Peru and we made progress in our Electric Energy Transportation Expansion Plan (PET, for the Spanish original) project in Guatemala.



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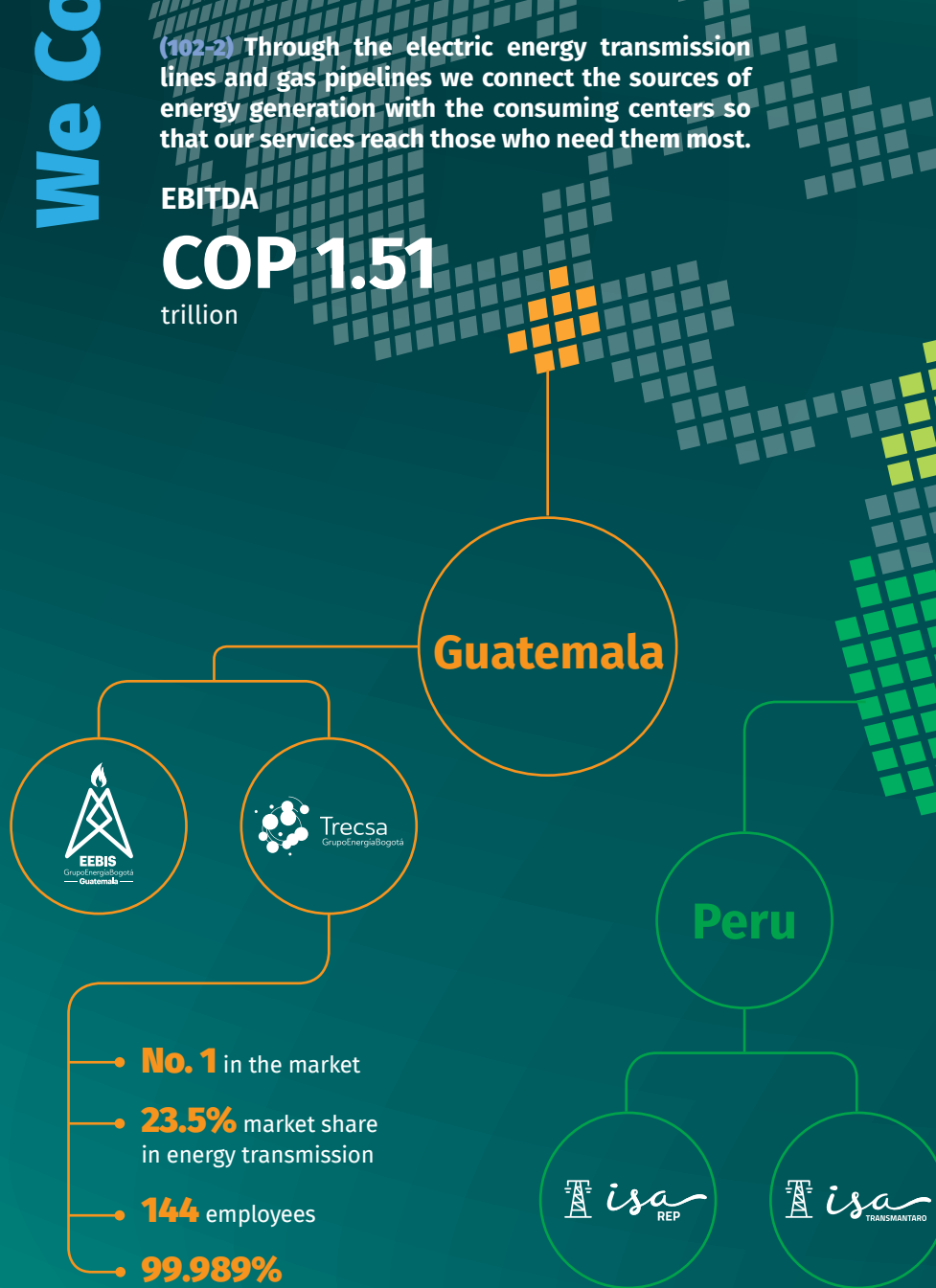
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Transmission and Transportation Strategic Business Group

(102-2) Through the electric energy transmission lines and gas pipelines we connect the sources of energy generation with the consuming centers so that our services reach those who need them most.

EBITDA

COP 1.51
trillion



- **No. 1** in the market
- **23.5%** market share in energy transmission
- **144** employees
- **99.989%** of availability in energy transmission assets

Note: ISA REP and ISA Transmantaro are non-controlled companies.

Colombia



- **No. 2** in the market
- **18.84%** market share in the energy transmission sector
- **531** employees
- **1,523** km of transmission lines
- **55** municipalities with presence in 2018. By 2023, we will reach 177 municipalities
- **99.951%** of availability in energy transmission assets
- **99%** of completion of the Maintenance Plan

- **No. 1** in the market
- **54%** market share of the natural gas transport
- **47** customers
- **424** employees
- **3,994** km of gas pipelines
- **16** departments are covered by our natural gas services
- **8** thermal power plants connected with 1,299 MW of effective power
- **99.250%** of availability in gas transport assets
- **99.6%** of completion of the Maintenance Plan

Brazil



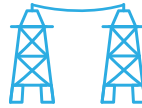
- **1,094.5** km of transmission lines
- **0.75%** of the transmission market

Colombia - Transmission Business

Our achievements in 2018



We were awarded Colectora. This project will enable us to transport energy from the wind farms in La Guajira to the National Interconnected System through a 480 km-transmission line and two 500 kV substations: Cuestecitas and La Loma.



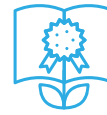
We started up the second circuit of **Bolívar-Cartagena**, with 20 km of transmission lines. As well as the project **Río Córdoba NTS and Río Córdoba RTS**, in Magdalena, with a 220 kV substation.



We launched the new transmission control center.



We completed the works at the substations **La Loma**, in Cesar, and **San Fernando** in Meta.



We obtained the environmental license for section I of the Refuerzo Suroccidental Project.



We achieved a 70% reduction in work accident severity indicators.



We strengthened the occupational safety and health culture.



We implemented the Asset Management System.

Our challenges



Ensure profitable growth for our business through new expansion project awards by the National Transmission System (NTS) and Regional Transmission System (RTS).



Implement social investments and shared value initiatives in line with the scope of the projects and our business objectives.



Continue to advance in the occupational safety and health culture in all processes to care for our employees.

We are expanding



We have **1,523 km** of transmission lines in place. We will reach over **3,800 km by 2023**.



Norte-Chivor II Project:

Construction of the Norte and Chivor substations of 230 kV and 162 km of transmission lines.



Sogamoso Project: Construction of the 500 kV Norte Substation and 383 km of transmission lines.



Armenia Project: Construction of a 230 kV substation and 38 km of transmission lines.



Tesalia Project: Construction of a 230 kV substation and 263 km of transmission lines, among other works.



La Loma 500 kV and La Loma 110 kV substations, as well as their associated transmission lines in Cesar.



— Infrastructure in operation and projects under development



San Fernando Project:

Construction of a 230 kV substation and 34 km of transmission lines. Expansion of the **La Reforma Substation** of 230 kV.



Mocoa Substation of 230 kV.



Refuerzo Suroccidental:

Construction of a 500 kV substation and 421 km of transmission lines, among other works.



Make progress in execution of the Tominé Sustainability Project, to set an example of risk management and as a contribution to the environmental quality of neighboring populations.



Include innovation and complementary technologies in all our projects.



Ensure operations of the projects in progress and obtain the environmental licenses for the Suroccidente, Sogamoso, Norte and San Fernando projects.



Implement the Asset Management System.

**Archaeological findings of the
Calima and Quimbaya cultures
during construction of TGI's
Zarzal-La Tebaida Loop**



Colombia - TGI

Our achievements in 2018



We started up two new stations for gas compression: **Cusiana-Apiay-Ocoa-CAO**, in Meta, and **Paratebueno**, in Cundinamarca.



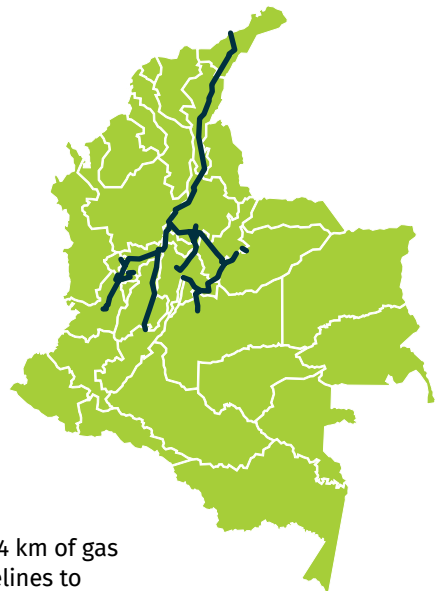
We changed the way in which we relate with the natural gas industry, becoming promoters of the agenda for this type of energy in the country, through activities such as TGI's 2018 Forum "**Gas para el Progreso (Gas for Progress)**" and the campaign "**Usa Gas, es Natural (Use Gas, It's Natural)**".



We performed **maintenance of the underwater crossing of the Magdalena River** to maintain the reliability of gas supplies to southwestern Colombia.



We successfully performed an international bond issue for USD 750 million, 3.5 times the initial offer.



— 3,994 km of gas pipelines to transport natural gas



We started up the **Zarzal-La Tebaida Loop**, a 37 km gas pipeline in Valle del Cauca and Quindío.



We promoted the use of **natural gas in 741 buses** of the new fleet of **Transmilenio**.



We strengthened the occupational safety and health culture and achieved **none fatal accidents at work**.



We expanded our gas transport capacity by **57 million ft³**.

Our challenges



Reduce work accidents of employees and contractors to reach zero by 2027.



Submit justification to allow the development of projects to import and manage liquefied gas.



Develop an agenda to promote regulatory changes that enable surpassing the limits imposed on vertical integration and promote the development of natural gas demand in the country.



Implement expansion projects under the new Sourcing Plan of the Mining and Energy Planning Unit (UPME).

Guatemala - TRECSA

Our achievements in 2018



We built **43 km of transmission lines** for the PET, reaching a total of **526 km**, for a completion rate of **74%**.

— APS Project
 — National Transmission System
 — PET Project



We have **released 1.39% of rights of way** and have **established 81% of the rights of way conveyance**.



We performed a **first survey on organizational climate and culture**, and obtained a score of **80% satisfaction**.



We **restarted** activities at the **Guate Oeste Substation**.



We completed **19** of the **23** substations of the PET project. **16 have been powered up**.



We acquired the property and obtained the environmental license for construction of the **substation at Chiantla**.



We implemented a **new organizational and leadership structure**.

We are under construction



The **PET project**, which covers **863 km** of transmission lines, will benefit **359 communities** and **will reduce CO₂ emissions by 21%**, because thousands of families will stop burning wood.

Our challenges



We will continue to engage in strategic community relations.



We will continue to manage the project and to meet the construction milestones of the PET project.



We will implement the required strategy to pay the funds related to the rights of way.

In 2018, our completion rate reached 74% in the Electric Energy Transportation Expansion Plan in Guatemala, thanks to our employees' commitment



Guatemala - EEBIS



TRECSA and EEBIS General Manager, Mauricio Acevedo, during works inspection

We completed **Anillo Pacífico Sur**

One of the greatest achievements of EEBIS in 2018 was completion of works at the Anillo Pacífico Sur (APS) Project. It involved construction of seven substations and 95 km of transmission lines that will enable transportation of the energy generated by the sugar mills Magdalena, Madre Tierra, Pantaleón, La Unión and Santa Ana, to make it available to the National Interconnected System (SIN, for the Spanish original).

Completion of these works enables broadening the electric energy transmission network, ensuring a high level of reliability and security.

In addition to the economic benefits, construction of the APS created 77,000 direct jobs and 385,000 indirect jobs, contributing to the well-being of numerous Guatemalan families.

One of the challenges for EEBIS in 2019 will be to request recognition of the toll for APS from the National Electric Energy Commission, as well as payment of the margin by the sugar mills.

Brazil - Gebbras

Gebbras carries electric energy to the population of São Paulo through 1,100 km of transmission lines

Our achievements in 2018



We reduced costs in the structure of our companies.



We audited the services of operation and maintenance with a transmission expert.

Our challenges



Promote the growth and positioning of Grupo Energía Bogotá in Brazil.



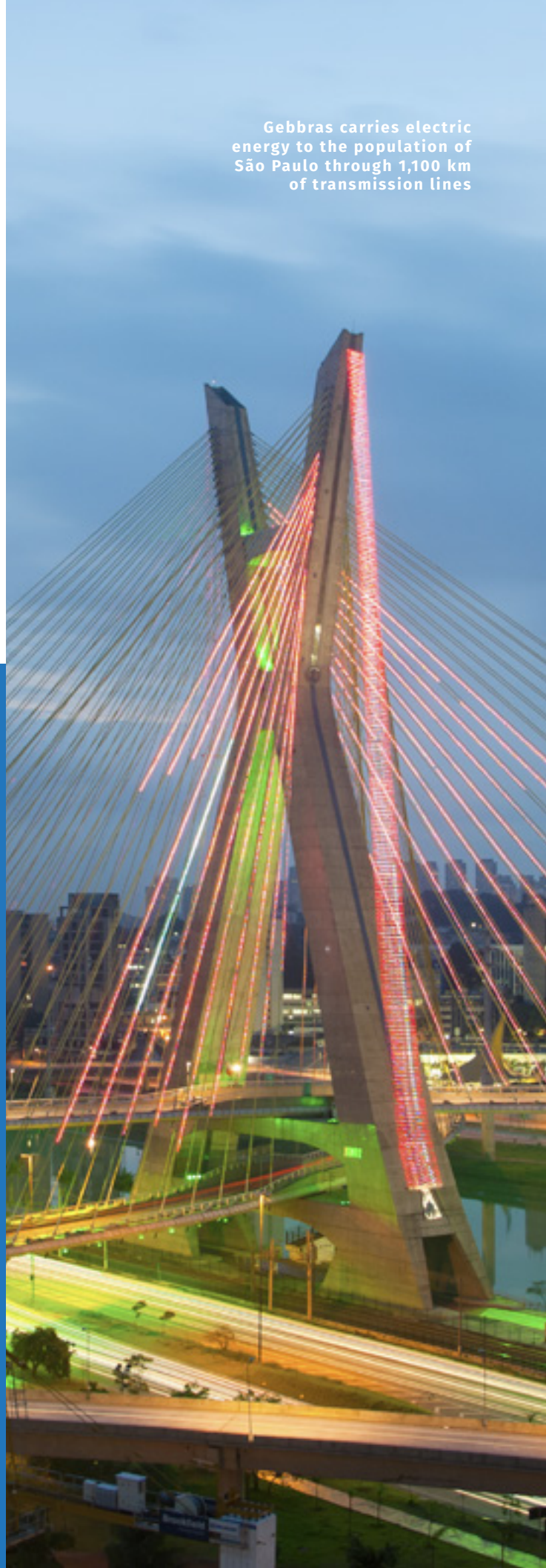
Complete the Cost Reduction Plan.



Enter into partnerships with strategic partners in order to focus on organic growth.



Improve the capital structure.



We are an industry mover

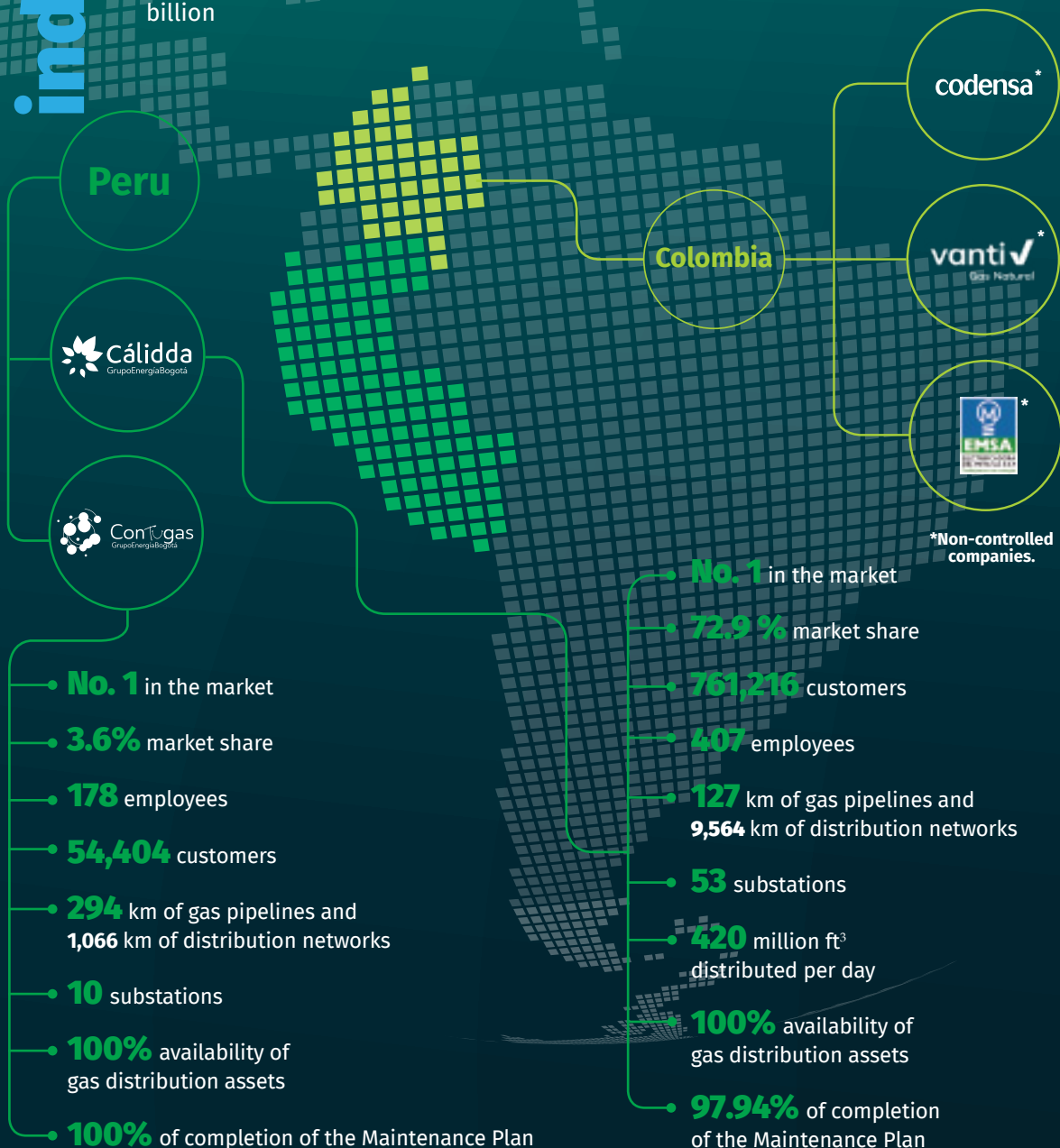
Distribution Strategic Business Group

(102-2) Through the development of electric energy and natural gas distribution services we promote cleaner mobility, the efficient use of energy and caring for the environment.

EBITDA

COP 0.81

billion



Peru



• **No. 1** in the market

• **3.6%** market share

• **178** employees

• **54,404** customers

• **294** km of gas pipelines and **1,066** km of distribution networks

• **10** substations

• **100%** availability of gas distribution assets

• **100%** of completion of the Maintenance Plan

Colombia

codensa*

vanti*
Gás Natural



*Non-controlled companies.

• **No. 1** in the market

• **72.9%** market share

• **761,216** customers

• **407** employees

• **127** km of gas pipelines and **9,564** km of distribution networks

• **53** substations

• **420** million ft³ distributed per day

• **100%** availability of gas distribution assets

• **97.94%** of completion of the Maintenance Plan

Peru - Contugas

Our achievements in 2018



10 of the 35 **buses** of the La Calera Company switched over from diesel fuel to **natural gas**.



We achieved savings of over **10% in contracting processes** through the implementation of the strategic sourcing model of Grupo Energía Bogotá.



We continue to process approval of the **environmental impact study** that will enable us to supply natural gas to **the Humay Thermal Power Plant**.



We negotiated terms of reference for credit and guarantees and a syndicated loan for **USD 355 million** was arranged through international banks, with a demand of **1.7 times**.



— Kilometers of gas pipelines



84% was the result of the **trust indicator** among our **employees**.



We completed the **invoicing project** of the **Electrodunas Thermal Power Plant**.



We started up operations at **La Calera**, the first **co-generation project** of the agro-industrial sector.



We fulfilled and reached our target ahead of time of **50,000 customers**, established for 2020.

Our challenges



Monitor the commissioning of generation projects to enable fulfillment of the established business plan.



Manage and monitor our projects.



Consolidate our sustainable development strategy.



Increase the value of our Company with profitability above the industry average in order to remain financially solid.



Assure our culture of prevention and self-care.

Peru - Cálida

Our achievements in 2018



A record of **184,000 natural gas connections**, 33% more than in 2017.



Moody's, the credit rating agency, upgraded **the risk rating on our debt** in foreign currency from Baa3 to Baa2, with stable outlook, acknowledging the **successful implementation of investments** and the **positive financial results**.



We were ranked in **42nd place** among the 100 companies with **best reputation in Peru** in the **Merco ranking**.



We issued bonds worth **USD 61.2 million**, with 10-year maturity, to finance our medium-term Investment Plan.



We have over **750,000 customers** and we reach close to **three million Peruvians**.



We incorporated **17,000 new vehicles** powered by **natural gas**.



1,623 urban businesses and **44 new industries** began to use gas for their operations.



We serve **800 soup kitchens**, which benefit 68,000 people.

Our challenges



Promote service stations dedicated to natural gas for vehicles (NGV).



Reach over 880,000 customers.



Continue to develop energy-efficient solutions for industry and promote self- and co-generation at large shopping centers.



Consolidate new non-bank financing solutions to sell gas appliances and hot water plumbing.



Maintenance work at the City Gate of Lurin, in Peru





We solve

Generation Strategic Business Group

(102-2) We cover needs and opportunities related to electricity generation, searching for low-emissions energy solutions to facilitate the transition towards a diversified and sustainable energy mix.

EBITDA

COP 0.32

trillion

Our achievements in 2018

To help counteract the effects of climate change, many countries are changing their energy mix, turning to cleaner technologies. At Grupo Energía Bogotá, we are no strangers to this reality.

Colombia has one of the cleanest energy mixes in the planet: 70% of its energy is derived from hydraulic power generation and approximately 1% from non-conventional renewable energy sources, which implies that there are great opportunities to develop and transform the sector.

Given this outlook, in 2018 we redefined the Generation Strategic Business Group and moved towards a pipeline methodology to identify opportunities in Latin American target markets.

Our challenges

In 2019, this Strategic Business Group will further develop its current portfolio in the Colombian market and we will explore growth opportunities in Latin America, in order to develop our full potential in low-emission generation sources.

Windmills in La Guajira, in the Ballena Gas Pipeline's area of influence