

Operator: Good morning, ladies and gentlemen. Welcome to the Grupo Energia de Bogota results conference call Q4 2018.

My name is Richard and I will be your operator during today's call.

Right now, participants are in listen only mode.

Let me remind you that this conference call is being recorded.

In the "Download" tab, you will find today's presentation.

Now I would like to put you through to Valeria Marconi, Investor Relation Manager of Grupo Energia Bogota.

Valeria Marconi: Good morning and welcome to this results conference call Q4 2018 of Grupo Energia Bogota.

Today's presentation will be given by Astrid Alvarez, CEO of GEB, and Felipe Castilla, VP of Finance of GEB.

Today we are also with Andres Baracaldo, VP of Distribution, Transport and Transmission; Alvaro Villasante, VP of Generation; and Camila Merizalde, acting Legal VP.

This presentation is threefold: first, our CEO will introduce the noteworthy facts of 2018, as well as the relevant updates.

Then, our VP of Finance will explain GEB's operating and financial performance for Q4 2018.

And we will wrap this conference call up with the questions and answers session.

Now, I will put you through to Astrid Alvarez.

Please, go ahead.

Astrid Alvarez: Good morning and welcome to this results conference call Q4 2018 of Grupo Energia Bogota.

As you may know, we are one of the largest energy groups in Latin America, with operations throughout the low-emission energy chain, including energy generation, transmission and distribution, and natural gas transport and distribution.

For our 2018 results, we may say that today the most relevant ones are found in Colombia, Peru, Guatemala and Brazil.

These businesses are currently impacting 7+ million consumers across these countries, particularly in Colombia and Peru.

2018 was a year with good financial, operating and social results for the group.

We have achieved our set goals and purposes and we have made significant progress in the financial area, with our capital structure and debt cost being optimized, and we have also reached greater operating efficiencies.

Our income amounted to 4 trillion, for a 12% increase compared to 2017; while EBITDA grew by 7.7%, for 2.6 trillion, and net profit increased by 13%, exceeding 1.7 trillion.

Such a good performance will enable us to deliver 1.2 trillion to our shareholders, accounting for dividend per share in the amount of 130 Colombian Pesos.

In Colombia, we launched two major electrical energy transmission projects: Rio Cordoba, Bolivar-Cartagena, which will render the electrical energy service provision more reliable in the Costa Caribe region.

In addition, we have been awarded for the Colectora Project through the Mining-Energy Planning Unit of the Colombian Government, a milestone in the country's history because eventually this transmission line will help transport for the first time ever energy produced by wind farms in the northern region of the country – Guajira – to the rest of the country.

We have also created a stand-alone organizational structure for our new transmission branch. This stand-alone functional unit of Grupo Energia Bogota started its functional operations in January 2019 for the group's electrical energy transmission business, and so we continue to consolidate this transmission process we have undertaken; all of this is clearly in line with the corporate strategic plan launched back in September 2016.

We currently have 12 electric power transmission projects under way.

For our natural gas business, we can show our outstanding results, especially in Transportadora de Gas Internacional, TGI, in Colombia; our 40 million cubic feet transport capacity increased, and our two new compression plants were put into service – Cusiana-Apiay-Ocoa in Villavicencio, Meta, and Paratebueno in Cundinamarca. Both in the center region of the country.

Another significant milestone with TGI was the international note placement on the fixed-income market for USD750 million for its debt replacement, which operation had a 3.5x demand vs the initial offering.

This means that we are finally significantly trusted in the market with our operations.

We finally got to drive natural gas in the Bogota mass transit system.

Each of our purposes reflects the gas massification in the urban transit system across Colombia.

749 buses fueled by this type of energy were added to the TransMilenio fleet, which will allow for cleaner air in the capital city of the country. This was also completed in alliance with another company in which we held a 25% interest, which is today known as Vanti, formerly Gas Natural Fenosa, our gas distribution company in Bogota.

In Peru, Cálidda was outstanding upon reaching a record of 184,000 natural gas connections, as never experienced before in Lima and Callao. And Contugas did not only surpassed our goals, but also additionally has already achieved our goal for this concession, 50,000 clients expected to be reached by 2020.

This being the case, in Peru, with the installation records and goal achievement in the concession, we have had a good year with both companies.

In Guatemala, TRECSA reported to have made 74% progress in the country's transmission plan, which started nine years ago; and, as you all know, this electric power expansion project is one of the largest in Central America, because it is a ring around Guatemala.

Additionally, our company EEBIS finished the South Pacific Ring, which is one of the most important electrical transmission components to energy generation in the entire production zone of Guatemala plants.

Then, Engebras, in Brazil, continues to pursue new business and we continue with our stable electrical transmission operations in that country.

In 2018, we followed this Capital District's mandate, where the democratization of the Group's shares was the most important operation in the country over the past four years; 10.6% of the company's shares, Grupo Energia Bogota, were sold for 1.96 trillion Colombian Pesos, leading to a 60% increase in the number of shareholders. We currently have roughly 7,300 shareholders.

As a result of this process, a shareholders' agreement was also implemented to protect non-controlling interest holders; also, better corporate governance standards were put in place at the meeting held on October 2 last year, in which all of the procedures and articles developed in the articles of incorporation were very successfully completed, as a result of that shareholders' agreement.

We are thus fully committed and currently comply with 92% of the OECD guidelines, as advised by the Financial Superintendence – one of the entities monitoring us.

Another very significant fact is the implementation of a culture that favors life. To us, as Grupo Energia Bogota, a highly operating group, life is highly important, with all of the employees, contractors and suppliers joining forces in a huge campaign, a five-year course for a purpose called *Vision Cero* [Vision Zero].

In 2018 we felt also rewarded with the recognition of our trust recovery in the territories where we operate, working with the communities on the course we have set, which is the

authentic community outreach, bringing progress and welfare to them – this is our motivation every day.

Therefore, we have designed various projects – first, internally encourage the social work volunteering we have in place in all of our companies. Second, in Colombia, the big *Energía para la Paz* project [Energy for Peace], with more than 280 kilometers being de-mined effectively, and additionally the humanitarian demining, a program actually in place in three large Colombian departments and in over 11 municipalities impacted for 54 years by the Colombia guerrilla.

Therefore, we, as Grupo Energía Bogotá, are very committed to bringing progress to our communities, and to having social investment plans along our green transmission corridors, the green corridors for gas transport, mainly in Colombia.

I would like to share certain other achievements with you:

In addition, we were included in the RobecoSAM Sustainability Yearbook 2018 as promoters of the gas industry and, clearly, for sustainability related matters.

We continue to hold our Dow Jones Corporate Sustainability Indices, Dow Jones Sustainability; we been a member for seven consecutive years.

For five consecutive years, we have been recognized by the IR program of Colombia Stock Exchange – the investor relations program – under which we have been recognized again for our market disclosure standards, as well as this information relevant to the market and time-to-market, and any further information as required by the market.

All these good results would not have been achieved without all of our shareholders' commitment, their questions, interest in the talks we have at different periods during the year, and that you will see we will be implementing throughout 2019; this has been very important to us and we clearly take it in a very healthy and respectful manner, since it is very important to carry on that conversation with shareholders.

In 2018, we moved through new opportunities; we carried out very important studies in Latin America, and obviously this is reflected in the announcement we made earlier this year of the acquisition of ElectroDunas, the energy distribution company of Peru, located in the southern region of Peru, where we are completing, now we are completing the legal procedure of the Public Acquisition Offering [OPA, acronym in Spanish] over there in Peru.

We continue to grow into the best; we are fully satisfied that we will stand out in the market, not only our financial results, for which have very important growth goals for the years to come, but also additionally our community relations, our brand positioning in Guatemala, Colombia, Peru and Brazil will certainly enable us to achieve this goal we have to become the largest energy utility in Latin America.

Thank you, I will give Felipe Castilla the floor, the VP of Finance of Grupo Energía Bogotá.

Felipe Castilla: Astrid, thank you.

Good morning everyone. We will now present the results.

Well, the index we will develop includes a part with an overview, relevant facts regarding the group and its main affiliates, the corporation's consolidated financial performance, expansion projects that have been run within the company, and forecast for our visualization of investment for the next five years and, finally, we will have a question and answer session at the end of this presentation.

We will start on page 5, with the overview, a very quick review of how we are organized.

We are divided into three strategic groups: the first group is about distribution activities, including the electricity and natural gas distribution parts. In this group, we currently have 3.8 million clients connected through our controlled and non-controlled companies, and we have a bit more than 3 million natural gas clients in Colombia and Peru in the aggregate.

The second strategic group – with presence in all four countries where the Group currently operates: Colombia, Peru, Brazil and Guatemala – is about the electricity transmission and natural gas transport activities. In this group, which also consolidates all controlled and non-controlled interests, we have about 13,700 kilometers of transmission lines and nearly 4,300 kilometers of gas pipelines.

Lastly, we have the generation group. The only asset we currently have here is Emgesa, with an installed capacity of 3,500 megawatts and an electricity generation capacity of 14,000 gigawatts/hour.

Looking at the gross numbers showing our performance for the Q4 last year and, in some cases, the financial results for the period, we see that income in Q4 last year was 1.38 trillion Colombian Pesos, for an increase of more than 16% compared to the same period of the preceding year.

Our closing operating profit was about 299,000 million Colombian Pesos, for a 30% increase, and net profit only for controlled activities in the amount of 477,000 million.

If we already want to see our closing results of last year, the group has, at a consolidated level, operating income in the amount of 4 trillion Colombian Pesos, accounting for an 11.8% increase vs 2017.

We closed with 1.3 trillion Colombian Pesos in operating profit, an 18.2% increase and net profit for the period in the amount of 1.7 trillion Colombian Pesos, the highest seen in the Group's history, for a 13.6% increase.

Looking at the reality of our Group, we have market capitalization for nearly 19 trillion Colombian Pesos if we take the numbers as of yesterday, which correspond to roughly 6 trillion American Dollars.

During the previous year, in Q4, as for controlled business, there were investment projects in the amount of 147 million American Dollars, and for the entire year we nearly reached 400 million.

We are submitting a profit distribution project to our General Meeting, under which we will have a dividend payout of 70%, which will account for a distribution of nearly 1.2 trillion, which, as Astrid said before, means 130 Colombian Pesos per share, with an increase of over 13%, compared with distributions made in 2017.

If this will be seen as dividend yield in relation to the share price, then we are talking about 6.2%, the most attractive profitability for the Colombian market.

Let's now go into the relevant facts of the group and its main affiliates, let's see page 7, beginning with the relevant activities carried out in Q4 last year.

In Grupo de Energia de Bogota, a relevant fact, the approval given at our extraordinary shareholders' meeting for the approval of the statutory reform and the meeting's rules, the Board of Directors nomination and compensation and succession policy, which resulted from the majority shareholder's statement made about the sale of shares held by the Capital District in July.

This is a very relevant event in managing the company's corporate governance.

On October 12, we announced to the market our differences with our partner Enel Americas over the assets in Colombia, and based on this we have decided to submit such disagreements to a court of arbitration, which is the mechanism provided for in the agreements signed with our partner.

On October 25, we made the second dividend payment corresponding to 2017 dividend, in the amount of 57.50 Colombian Pesos per share.

And we had two capitalizations in December. In the case of Contugas, there was a capitalization for 3.8 million American Dollars; and in the case of our affiliate in Guatemala, EEBIS, there was a 6 million capitalization.

As for TGI, as Astrid said before, on October 17, the pricing of the debt replacement notes was completed, which maturity will now be in 2028, and the rate was set at 5.55%, reaching a 3.5x demand.

On October 24, the final payment of dividend paid by TGI to the Group was made, equivalent to 50 million American Dollars, or roughly 150,000 million Colombian Pesos.

On November 1, the debt replacement operation I mentioned before was finally completed, and so did the group, and given that TGI is a shareholder in Contugas, there was a 1.8 capitalization in its interest, and during this quarter investment was made in the amount of 17 million American Dollars.

As regards Cálidda, certain awards were granted against the company and in favor of two electric power companies, Fenix Power and Engie, for 12 million American Dollars, which were recorded in its financial statements.

A record number was established with the acquisition of 54,300 new clients, for a current grid penetration of 79%.

400 additional kilometers of the polyethylene grid, and the company also set an investment record for that quarter in the amount of 47 million American Dollars.

Finally, we have Contugas. This company, given the portfolio that the company had been managing, with certain seniority, and following the IFRS, we decided to report a 25% impairment item for these accounts receivable, equivalent to 16 million American Dollars.

Also, by the end of the year, given this write-off situation regarding these accounts receivable, and some other projects that were postponed for a while, an impairment test was done, resulting in 33 million impairment for this affiliate.

During the quarter, works were carried out for 6 million American Dollars.

Now let's see the consolidated financial accounts, in income, we see the evolution of income during each quarter in 2018 and the comparison between Q4 2018 and 2017.

In income, as you may see, we experienced significant growth in 2018 and, as we had already shown, we would be closing the year with 4 trillion income, for an increase of roughly 12% compared to 2017.

As to expense, we went during the last quarter from 962,000 million to 1.085 trillion, and for the period we saw a 9% increase, and closed with 2.7 trillion in this item.

As for operating profit, we saw a closing increase in Q4 of 229,000 million against 298,000 million, nearly 299,000 million, an increase of 18.2%.

Continuing with the consolidated financial results, on the left pie chart on page 10, you can see our income by business line.

In this quarter, we see that natural gas distribution generated approximately 892,900 million. The natural gas transport item, 358,000 million, and the electricity transmission item, 133,000 million.

As for operating expense, the highest share corresponds to natural gas distribution with 935,000 million.

In the part you can see, we have the main variations compared to the preceding year.

In the electricity transmission case, in income, we see an increase compared to the same quarter in 2017, a nearly 33% increase. Here, what generates that higher increase is income from certain projects, as mentioned before, Bolivar-Cartagena, Bolivar-Santa Rosa Project,

UPME 01-2013 Sogamoso Project. These projects are generating more income compared to the same quarter in the immediately preceding year.

As for natural gas, we have an increase of 14.1%, roughly 44,000 million, with an outstanding increase in fixed charges in both American Dollars and Colombian Pesos, as a result of adjustments of the indexes to the rate estimate formulas.

In natural gas distribution, there is a 15% increase, accounting for nearly 115,000 million, mostly coming from Cálidda given a higher number of installations carried out in that company over the last quarter, as previously stated.

In the next column, we see the increase in electricity transmission related expense. There is a 28.6% increase; therefore, most increases in the transmission lines in Colombia occur as new projects are included, because contributions are reflected in both income and expense, and this thus represents a significant part in this growth.

Also in EEBIS, we have a higher share in contributions and depreciations; and in TRECASA we have strengthened the organizational structure, which has higher personnel expense; and we also have an increase in depreciations and amortizations as project portions are put into operation.

In natural gas transport, there is an increase of 9%, roughly 14,000 million. Here, over the past two years, the company has undertaken gas pipeline maintenance and safety plans, which is why we have such expense in both the preceding year and this year.

In natural gas distribution, concerning Cálidda, we have the aforementioned non-prevailing rulings regarding those electric power companies with the corresponding awards.

As for Contugas, we have the impairment recognition we have already referred to.

On the next page, in operating profit, how did we get it? Operating profit corresponds to 298,000 million, financial income that has decreased compared to the same quarter in the preceding period; this primarily results from the fact that the group marginally acquired new financing and this thus causes the excess seen in the preceding period to be lower, with therefore a decrease compared to the figures presented in 2017.

In financial expense, there are two effects here; on the one hand, we have some prepayment made at the TGI level of the current debt, for nearly 42 million American Dollars, but there is also an increase in the financial cost, resulting from the exchange rate differential, because when figures are denominated in American Dollars, the item is thus higher.

A net exchange difference in the amount of -10,000 million Colombian Pesos.

We have an equity method according to which we collect from our non-controlled companies, in this case 251,000 million Colombian Pesos.

A relevant tax item, here we need to mention that during the last quarter of the preceding period, there were deferred tax reversals, resulting, you know, from a change in the depreciation method used at the TGI level, and also because of the incorporation of the impact of the Financing Law with lower forecast corporate rates, which results in that differential.

Finally, with net profit for the year in controlled and non-controlled companies in the aggregate in the amount of 558,000 million Colombian Pesos.

Let's see the next slide. Here we see the Group's EBITDA.

On the left pie charts, you will see how in EBITDA for the last quarter the highest contribution comes from natural gas transport, primarily TGI, accounting for 61%, with such 434,000 million EBITDA regarding the natural gas distribution, mostly Cálidda, showed a 24% share, and finally, the most relevant point, the other electricity transmission part with 11.5%.

If we have already seen it as consolidated EBITDA on a strategic group level, our transport and transmission group would be contributing nearly 75%, while the distribution part would be contributing nearly 25%.

On the bar charts you will find on the right side, you will see that we are closing 2018 with EBITDA standing at nearly 2.643 trillion Colombian Pesos, and if we translated that at the average rate of the preceding period, this would be roughly 894 million American Dollars.

It is important to mention here that the blue bar corresponds to the cash we get paid for dividend from non-controlled companies.

If we could consolidate the proportional EBITDA of our non-controlled affiliates, well that figure would go from 900 million, as shown on the chart, to roughly 1.4 trillion, in part reflecting the reality, and in part the contribution from these companies regarding the group.

On page 13, we have the main financial indicators.

On the chart on the upper left side, you will see the behavior of the net debt indicator relating to EBITDA, we would be thus closing 2018 with a value of 3.17.

It is worth mentioning here that the value has certain impact for exchange rate purposes, considering that the acquired debt in 2018 was very marginal.

The following indicator is thus the consolidated EBITDA over net interest. There, we have a sort of restriction by the rating agencies being above 2.25, we are at 7.36, it is an indicator that currently concerns us.

On the chart on the left, you will see that the group would be closing the period with a 2.9 trillion American Dollar debt here, and given the programs undertaken over the preceding

years, we already have a share of 16% in local borrowings, which tries to create a better match between how the group manages income and its acquired debt.

The following chart shows the maturity profiles.

Here we have also tried to extend the current debt maturities to something more in agreement with the projects of the companies we have and the flow generation of the group.

We will continue in this process of profiling indebtedness; something that is, you know, more compatible with how income is generated at the group level.

Now, on page 15, we have the presentation of the transmission projects that are still under way. Some of these projects that are included in the bracket, as you can see, are projects that are still under way, but that, which delays in their execution have been justified, are already generating income, but they are still in the execution phase. As you can see, the forecast income, once all of the projects are operating, is roughly 100 million American Dollars.

Let's see page 16, there is a distribution of investments made in the Q4 of the year, as well as throughout the year. As previously mentioned, in the last quarter investments, were made in the amount of 150 million American Dollars, with the transmission business and Cálidda being the highest commitments we have worked on, followed by Trecca and TGI. Overall, for the entire period, we have an investment made in the amount of 400 million American Dollars, in which the transmission business, part of the group, would be executing 35%; Cálidda, 30%; followed by TGI with 18%.

On page 17, we have the investment basis scenario forecast, with which we project at the moment. We have a projected investment for the next five years, with the 2018 period being included, of nearly 2.426 million American Dollars. The transmission business, to finish with the aforementioned projects, will still have a pending investment of approximately 825 million American Dollars. As for TGI, we have included the investments in the Pacific import terminal, and the infrastructure improvement, after this plant is put into service, in the amount of 739 million American Dollars. As for Cálidda, we are including the investments relating to the current performance, which is to incorporate between 120,000 and 150,000 new clients annually, in a moderate scenario. We have also included a share in renewable projects that you see as other projects in the last line of this forecast.

This completes the presentation; we will leave the final part of the presentation for a question and answer session. Thank you very much.

Operator: Thank you. We will now begin with the questions, which may be asked either in English or in Spanish. If you have any questions, please press start (*), 1 on your phone. If you wish to be removed from the waiting list, please press hash (#). Please remember, if you have any questions, please press start (*), 1.

And we have Ricardo Sandoval, of Davivienda Corredores, on the line with a question.

Ricardo Sandoval: Yes, Felipe, thank you for this presentation. I have a few questions; here is my first one: Last year, when you provided your results, in April 2018, as of the end of 2017, we had in mind income in the amount of 936,000 million, and net profit for 270,000 million approximately. However, for this period, I can see some revisions to these figures, and income is no longer standing at 937, but 1.19 trillion, and the net profit I had in mind was 270,000 million and went to -275,000. If you could please perhaps shed light on these changes in the Q4 figures. This would be my first doubt.

The second one is about EBITDA, I would like to know, because quarterly, the change or fall in EBITDA was significant, about 20%, as well as the margin, the EBITDA margin contracted significantly. I would like to know whether from now on we might have a seasonal fourth quarter in which the EBITDA margin of the company is about 35% or something like that, or is this a specific effect of these results?

And, finally, if Felipe could please tell me more about the Pacific regasification plant. I heard that capex would be about 739 million American Dollars, and I would like to know if you could please give more details. Thank you very much.

Felipe Castilla: Thank you, Ricardo. With respect to your first question, I suggest that we directly provide you with the new information, between what was shown in the previous results and the current results, and explain such differences to you. You know, through our investor relation office we would be able to send you that conciliation.

As for the second question, the quarterly EBITDA variation, please keep in mind that we have a significant share of income in the local currency. Depending a bit on the presented exchange rate, this may have some sort of impact on the EBITDA contribution in a given quarter. Our business is very stable as long as it is regulated, and variations aren't very significant, except for topics related more to accounting adjustments than to operations related matters. So, in this context, I would say that the greatest variation may be resulting from this increase in the exchange rate seen in Q4 2018.

Finally, I will let my partner Andres Baracaldo tell you more about the Pacific regasification plant related matters.

Andres Baracaldo: Good morning. I think that what we can say about the Pacific regasification plant is, firstly, that we have been working on getting ready for the bidding process to be launched by the National Government, and we are almost ready for when that time comes. Secondly, as Felipe said before in the presentation of results, the included investment plan includes this infrastructure plus the infrastructure required in TGI current infrastructure, mostly to reinvest the flow of these gas pipeline stretches. And as regards the Government advance, well, we have obviously been holding discussions with different players involved in this matter, but to date the bidding process hasn't been formally launched by that National Government, and we are waiting for that.

Ricardo Sandoval: OK, thank you.

Operator: Thank you, if you have any questions on the line, please press start (*), and then 1.

The next question comes from Diego Buitrago from Bancolombia.

Diego Buitrago: Good morning, thank you for this presentation. I have three questions; the first one is about the ElectroDunas acquisition process. I would like to know if you could please elaborate on the information about the Public Acquisition Offering process in Peru; and if there is any chance another competitor would be in this operation, what about the expected times to complete this transaction? Is this company currently listed? If you could please give more information about ElectroDunas, that would be great.

The next question is about the mandate you had last time, by the district, for the transfer process regarding the 20% share of the district. I would like to know if this time you have this mandate in force, if for a next phase, to sell the rest of that 10.6 that has been already sold, the remainder. If there is any schedule by the district given to GEB.

And my last question is about the divestment matter previously mentioned, a couple of years ago or a year ago, regarding the possibility to sell the interest in Promigas. I would like to know if there are news about the next phase in this process. Thank you very much.

Andres Baracaldo: OK. This is Andres Baracaldo speaking, I will particularly answer the ElectroDunas question. You know, you saw the relevant information released by the company, we are committed to launching a Public Acquisition Offering for this asset. Once certain conditions precedent are met, typical in this type of operation, the main condition precedent is the authorization of the competent entity in Peru – Indecopi – we are now in the process of applying for that authorization.

You know, they have established periods over there; we believe that this process should take about two to three months, but obviously there is no exact date to obtain that authorization, and we believe, you know, we are optimistic about the result of this process. This is a common Public Acquisition Offering, so potentially there may be a competitor submitting a proposal, and we, although we don't consider such a scenario as highly likely, it's theoretically potential under the Peruvian regulations.

Felipe Castilla: Hello Diego, this is Felipe Castilla speaking. As regards your question, your second question, about the democratization mandate, you have put it clearly, we have a mandate, the shares are held by the Capital District. The previous year, well, the process has two phases; in the first phase, 1.2% of those shares were sold; and in the second one, 10.4%. This leads to a remainder of 9.4% of shares to transfer. At the moment, you know, there isn't a definition, let's say that this has to be a bit based on the definition set by the shareholder. This doesn't mean that some other options have been looked into, but right now there is no such definition in the process, so we have nothing to add here.

Finally, about your last question, the Promigas related divestment, this is an asset that, as noted in the previous periods, is held for sale. Last year, our Board of Directors decided to extend the accounting held-for-sale status for one more year, but no decision has been made

on whether we will continue with the transfer process or a decision to the contrary will be made. At this time, let's say this is a suspended process.

Operator: Thank you. The next question is from Mark's line,

>>Good morning. Andres, Felipe, thank you for this presentation. I have three questions. The first one is about whether you could give more details about the portfolio and Contugas associated concession asset impairments, as well as the future expectations, and what we should expect from that concession, as well as some potential, capitalizations, if necessary, I would like to learn more details about this.

The second question is about the question asked before by Diego Buitrago. I would like to better understand the rationale for the ElectroDunas acquisition, what are the potential opportunities in the company that you can leverage on? And, in addition, could you please give further information about this?

And my third question, could you please give more details about the Arbitration Court with Enel, in respect of Emgesa and Codensa? How about this proceeding? And, you know, how have this matter evolved considering that Codensa and Emgesa has again a 70% payout, as announced recently? Thank you very much.

Felipe Castilla: Thank you, Mark. I'll begin with the first question. In the case of the portfolio impairment in Contugas, adjustments were made as of the end of the year. First, as I said in the presentation, we have accruing accounts receivable that have, you know, certain seniority, and according to the IFRS, what we did was to write off a portion of such accounts receivable.

A little bit, these matters are being disputed, in the judicial area, but our lawyers have given us a high probability to prevail, above 75%. What we did in this connection was to write off the remaining portion of that success chance, which would be 25%, and that resulted more or less in a write-off in the amount of 16 million American Dollars.

The second effect that is also impacting the company is related to the fact that one of the projects that were under way and would in a way generate a significant amount of income, has been postponed a little bit because it is still in its financial closing phase. This causes income expected to be received in 2019 to be moved forward a couple of years and, in this context, when testing for impairment, and considering the incomplete recovery of the accounts receivable, we had a write-off of roughly 33 million American Dollars. This causes the company, as of the end of the year, to see loss in the operating part plus the accounts receivable portion, which were carried to P&L, plus the test for impairment, loss in the amount of nearly 50 million American Dollars, recorded in the Group's financial statements.

I will leave the second question for Andres, so he can tell you about the rationale for the ElectroDunas acquisition.

Andres Baracaldo: Well, as regards ElectroDunas, I believe we have, from our point of view, several relevant points, which make this asset so attractive to us. I will go from the general to the particular.

One is the geographic matter. As you know, today, about 20% of EBITDA for the Group is in Peru, and this is a country where we feel quite comfortable; we are familiar with the regulator; we know how it acts; we see how stable regulations in Peru are; so, this adds value, in addition to the fact that it's an asset that, anytime a pricing review is carried out, which various pricing variables for electric power distribution in Peru are determined in American Dollars.

The second point is: The electric power distribution in Peru basically has three private companies, two of them from Lima, currently held by Senfra and Enel, and ElectroDunas. The rest of the Peruvian electrical distribution sector is government-owned, and are a company, all of these government-owned companies, which are regional companies, outside Lima, have quite fair operating indicators for both power outage and portfolio; they have quite fair operating levels, and part of the elements we see for the future, because that's the potential to continue to grow in the electric power distribution segment in Peru, primarily in such regional electric power distribution companies which possibly, you know, probably isn't a short-time matter, but possibly the Peruvian Government will decide to do something with them, and some processes are under way in this connection.

The other relevant element is that ElectroDunas, the geographic area served by ElectroDunas, well it's virtually the same as that served by Contugas; thus, synergies have been identified preliminarily and we believe that there is a relevant power factor to analyze in depth once, if we take over the company, because of that synergy potential.

The following factor making this operation so attractive to us is it's a mature company, it already has pretty good operating standards, you know, regarding power outage, collection SAIDI, SAIFI; it's a company good enough, and has a good administrative team, you know, it is our intention to keep the current administrative team, because those people have extensive experience in the sector in Peru, and we are very optimistic that, with them, we will be able to continue to grow in this segment.

And finally, in the company, you know, the company has 250,000 users in the distribution segment, but it also has nearly 40 megawatts in distributed generation, and that's also a factor making this asset so attractive to us.

So, I believe that these are the key factors in why we find ElectroDunas is a very interesting opportunity.

Camila Merizalde: As regard your third question... This is Camila Marizalde speaking, acting Legal VP. As reported in October, through the relevant reporting mechanism, Grupo Energia Bogota, by virtue of the Framework Investment Agreement entered into with Enel, an arbitration proceeding was commenced, which is currently, well the relevant procedure is been followed; arbitrators are being appointed now; our lawyer for the arbitration proceedings is Brigard y Urrutia. Well, up until now, let's say we are still appointing the

arbitrators and, as you know, this process takes time to be completed before the corresponding procedural authorities.

Operator: Thank you. The next question comes from Diana Mosquera from SURA Asset Management.

Diana Mosquera: Good morning, thank you. I only have one question. You have just said that you were interested in Peru as an expansion focus. I would like to know whether the characteristics of those in the south are engaging characteristics falling within the growth view that GEB might have. Thank you very much.

Andres Baracaldo: Ma'am, this is Andres Baracaldo speaking. Indeed, you know, the asset, as an asset, well it clearly meets the requirements we would be looking for in an investment. This is a process that hasn't been formally launched yet, and we are now reviewing our potential to participate or not. Obviously, a key factor found in those in the south is the investment size, but as I said before the overall sale process for the Senfra assets is something we are currently reviewing.

Operator: Thank you. The next question comes from Juan Trujillo, from Porvenir.

Juan Trujillo: Good morning, thank you for this presentation. I would like to ask about leverage. What were you expecting? What's next? And could the expansion project financing and capex growth be completed with the company's cash or with borrowings? Thank you.

Felipe Castilla: Thank you, Juan, for your question. As you could see in the indicators, we, the rating agencies, you know, for us, keeping the investment rating is a strategic asset, and we understand a bit that our margin is to be able to stand at 3.5, 4 maximum, and in a way be able to correct as go we, which would give us room to leverage growth from now on.

As regards indebtedness, we are also now looking for a way to extend the loan maturity so as not to have concentration in the next five years. If you remember the chart, we have significant concentration in 2023; we are working a bit on profiling it a bit forward, but for the new debt we would try to get longer terms.

As also mentioned by our CEO in her speech, well, we have significant relevance in all of the sustainability topics, and one of the things we have analyzed and look forward to start working on is green financing. We are analyzing this matter, and we are very likely to be working on this in the near term.

Operator: Thank you. The next question comes from Andres Duarte from Corficolombiana.

Andres Duarte: Good morning, thank you for this presentation, for letting me ask my questions, and particularly for the results. I have three questions to ask. First, could you please explain a bit more how the exchange difference between OCI and what is carried to P&L? And I am asking this because the amount I see in OCI is very high for this year, almost half a trillion Colombian Pesos.

The other question is about the results of Q4 2017, and I say this because the table shown in yesterday's release, comparing Q4 2017 with the Q4 of the preceding year, shows this result as loss, which I see is related to tax and that wasn't the case before. I would like to learn what the adjustment you made was.

And finally, I would like to learn your view or the assessment you make of Vanti's results over the past two years. On an income level, over the past two years, there is no nominal growth indeed, and then on an EBITDA and profit level, what we see is impairment. I would like to learn what explains that evolution, and what you're expecting from now on from Vanti. Thank you very much.

Felipe Castilla: Thank you, Mr. Andres. Let's start with the OCI question, well, you know that OCI is all of the unrealized variations not carried to P&L, these fluctuations we have in the different assets are those we include. I do believe that we would have to send more specific aggregations of all of the generated impact, then...

And I believe that the second question is very related to Ricardo Sandoval's question, so what will do here is to extend the details about the profit behavior for Q4 to you so that you can clearly see the relevant explanations.

I will let my partner Andres tell you about the Vanti situation.

Andres Baracaldo: Well, regarding Vanti, our view, you know, as you know, Vanti is a company with a high level of penetration in the Bogota market, so growth in demand, particularly in the residential, industrial and commercial sectors, is more organic growth associated with the business expansion in the city of Bogota and this is obviously reflected in the company's figures. And it's also important to take into account that there's relevant activity within Vanti corresponding to marketing in the secondary market or of the transport capacity or supply capacity; and that's actually an unlikely predictable activity, you know, and it has significant YOY fluctuations, and this is also reflected in a way in the company's results.

I believe that we, an overview of Vanti, well we are very optimistic about the growth potential of the company, about the partnership with our new partner Brookfield, about the new management now at Vanti, you know, we fully trust in and believe that the capacity to continue to grow in that company exists.

Operator: Thank you. And the last question comes from Juliana Garcia from Ultraserfinc.

Juliana Garcia: Good morning, first, I would like to thank you for this conference call. I would like to ask about the other projects you haven't mentioned that are renewable and that you plan to launch in 2020. Is this planned based on the award of the Arbitration Court? Do you think these projects are in the generation field? And regarding Enel Green Power, what will happen with this? And if already, with this scenario, what do you think the result will be?

Alvaro Villasante: Good morning, Alvaro Villasante, nice to meet you. Thank you for your question. Well, the group, today, as we have mentioned, as regards the Colombian generation market, well, our discussions are addressing other matters, we have previously explained this, but, in addition, the group's strategy doesn't only gather, as you already know, the activity in Colombia, but also the group's actively assessing opportunities in other markets across the region. And what you see reflected here is in line with the group's strategy in place right now in other markets, you know, taking into account the point we've already mentioned regarding the Colombian market.

Operator: There are no questions in queue at this time, because the group will now have the floor to wrap this presentation up.

Valeria Marconi: Well, we would like to thank all of our shareholders' representatives for their interest. We will continue to meet, obviously, on March 28, 8:00 a.m., Hall 74, in Bogota, for our Meeting. Thank you very much.

Operator: Thank you. This concludes today's conference. If you would like to listen to this conference call again, please contact the company. Thank you for participating, you may now disconnect.