

RETAIL COMMERCIALIZATION

Electricity Sales	2018			2017		
	Colombia	Central America	Total	Colombia	Central America	Total
Regulated market sales (CWB)	208	0	208	1,188	0	1,188
Unregulated market sales (CWB)	886	0	886	893	0	893
Electricity sales (CWB)	2,101	0	2,101	2,101	0	2,101

Electricity Sales	2018			2019		
	Colombia	Central America	Total	Colombia	Central America	Total
Regulated market sales (CWB)	1,213	0	1,213	1,778	0	1,778
Unregulated market sales (CWB)	1,089	0	1,089	2,011	0	2,011
Electricity sales (CWB)	2,225	0	2,225	3,001	0	3,119

Other Income Associated with the Electric Power Supply in Colombia (COP Millions)			
	2018	2019	2020
Energy solutions	6,314	2,209	10,811
Checking service	7,229	6,887	13,847
Utility and maintenance	1,707	1,028	1,099
Security and maintenance rate	66	66	105
Public Utility Service Operating and Maintenance (SOSM)	230	46	0
Total	15,466	19,795	35,729

WHOLESALE COMMERCIALIZATION

Sale of Electricity, Gas and Fuel (*)	2018			2017		
	Colombia	Central America	Total	Colombia	Central America	Total
Sale in wholesale contract (CWB)	4,146	1,877	6,023	2,025	1,838	4,863
Sale in wholesale short market (CWB)	2,095	0	2,095	2,251	0	2,251
Export sales (Export market)	0	0	0	0	1	1
Total electricity sales	6,241	1,877	8,118	4,276	1,839	6,115
Natural gas sales (OTB0-year)	11,392	0	11,392	1,381	0	1,381

Sale of Electricity, Gas and Fuel (*)	2018			2019			2019 Target		
	Colombia	Central America	Total	Colombia	Central America	Total	Colombia	Central America	Total
Sale in wholesale contract (CWB)	3,279	1,800	5,079	3,112	1,188	4,300	3,151	1,192	4,343
Sale in wholesale short market (CWB)	3,006	0	3,006	2,361	0	2,361	2,472	0	2,472
Export sales (Export market)	0	0	0	0	0	0	0	0	0
Total electricity sales	6,285	1,779	8,064	5,473	1,188	6,661	5,623	1,192	6,815
Natural gas sales (OTB0-year)	6,178	0	6,178	242	0	242	0	0	0

NUMBER OF CLIENTS BY TYPE

Number of Clients by Type	2017			2018			2019		
	Colombia	Central America	Total	Colombia	Central America	Total	Colombia	Central America	Total
Residential clients	568,884	0	568,884	588,458	0	588,458	1,072,499	0	1,072,499
Industrial clients (in Regulated category)	1,911	0	1,911	2,459	0	2,459	5,712	0	5,712
Commercial clients (in Regulated category)	28,282	0	28,282	28,282	0	28,282	68,302	0	68,302
Other clients	9,362	0	9,362	9,319	0	9,319	9,319	0	9,319
Non-regulated clients	0	0	0	149	10	159	763	0	763
Subtotal of regulated and non-regulated clients (A)	608,049	0	608,049	626,368	10	626,378	1,156,295	0	1,156,295
Non-utility clients	292	0	292	1,038	0	1,038	2,314	0	2,314
Subtotal of non-utility clients (B)	292	0	292	1,038	0	1,038	2,314	0	2,314
Wholesale market clients	42	0	42	48	0	48	34	0	34
Wholesale energy supply across companies	0	0	0	0	0	0	0	0	0
Subtotal of Wholesale clients (C)	42	0	42	48	0	48	34	0	34
Total of (A) + (B) + (C) clients	609,026	0	609,026	634,473	10	634,483	1,184,691	0	1,184,691