



PRESS RELEASE

ENEL PARTNERS WITH SCOTIABANK COLPATRIA TO EXPAND FINANCIAL SERVICES OFFERING IN COLOMBIA

- *The partnership is aimed at providing new financial services through credit cards to customers in Colombia*

Bogotá, November 5th, 2019 – Enel in Colombia, through its advanced energy services business line Enel X and its distribution company Enel-Codensa, will work with banking group Scotiabank Colpatría to develop new financial services in the country, namely expanding the credit card offering available to residential customers and small and medium-sized enterprises (SME).

This initiative will broaden the range of services provided through Credito Facil Codensa (CFC), a programme launched in 2009 by Enel-Codensa and Colpatría to offer closed-loop credit cards, leveraging on Enel-Codensa's ability to collect credit card payments through electricity bills.

*"This partnership is an important step forward to position our company as a relevant player in Colombia's credit card market and as a leading provider of financial services, by leveraging on the expertise of our partner, Scotiabank Colpatría, as well as on the know-how acquired by Enel-Codensa over the years through the successful experience of CFC," said **Francesco Venturini**, Head of Enel X. "The initiative exemplifies Enel X's commitment to offer new and innovative services tailored to the diverse needs of its customers, through solutions that go well beyond the traditional energy commodity model and are built upon a customer centricity approach."*

*"For Scotiabank Colpatría, this partnership is very important, as it allows us to meet the specific needs of a very relevant segment of our customers, providing them with an efficient and quality service. We are sure that with Enel we will strengthen our offer for the benefit of Colombian customers," said **Jaime Alberto Upegui**, Chairman of Scotiabank Colpatría.*

Over the past ten years, CFC helped extend conventional credit and financial services to users who previously did not have access to these services, by issuing and providing closed-loop credit cards for purchases in more than 7,000 sale points in Bogotá and Cundinamarca. To date, CFC has registered more than 850,000 active credit cards, reaching a 5% market share in the country in 2019. Thanks to the the management of payments through electricity bills, CFC features the lowest bad debt rate level in Colombia's credit card market, registering a satisfaction rate of around 70% among its customers.

The partnership is aimed at expanding the financial services offered in the Colombian market, adding an "open-loop" credit card, which customers will be able to use for any kind of expenses inside Colombia and abroad. In addition, it will be possible to use the card for a wider range of services, including public transportation, allowing customers to easily pay for tickets of the Integrated Public Transport System and the TransMilenio network in Bogotá. Through this programme, Enel and Scotiabank Colpatría will offer a competitive and simple solution to support the day-by-day needs of its users.



The **Enel** Group is one of the main private investors in Colombia's energy sector, operating through Enel-Emgesa and Enel Green Power (EGP) Colombia in generation, in distribution through Enel-Codensa and in the advanced energy service business through Enel X. Enel-Emgesa is the country's largest generation company with a total capacity of around 3.6 GW, of which approximately 3.1 GW from 15 hydro facilities and over 400 MW from two thermal power plants. Last April, EGP Colombia inaugurated El Paso, the country's largest PV plant with an installed capacity of 86.2 MW. Enel-Codensa distributes and sells electricity to around 3.5 million end users in Bogotá and more than 100 municipalities in the departments of Cundinamarca, Boyacá, Tolima, Caldas and Meta, across 72,510 km of high, medium and low voltage networks. **Enel X in Colombia** offers innovative, digital solutions to public, corporate and residential customers, with over 400,000 efficient public lighting points and working in the electric mobility sector, with 357 public and private charging points installed in Bogotá and several projects to promote e-mobility for public transport (e-taxi, electric bike and vehicles sharing programmes, charging infrastructure for e-buses).

Enel X is Enel's global business line dedicated to developing innovative products and digital solutions in sectors in which energy is showing the greatest potential for transformation: cities, homes, industries and electric mobility. Enel X holds the leading position in demand response programmes globally, with over 6 GW of demand response capacity currently managed and assigned in the Americas, Europe, Asia and Oceania.

Scotiabank Colpatria is one of the largest banks in Colombia, with a portfolio covering consumer loans, mortgage loans, companies, SMEs, among others. It is the country's main issuer of credit cards (including co-branded) and one of the leaders in revolving credit. It has a presence in more than 35 Colombian cities, a network of 188 offices and more than 800 ATMs nationwide. To access its diverse portfolio of products: www.scotiabankcolpatria.com.

Scotiabank is a leading international bank in Canada and a foremost provider of financial services in the Americas. It has more than 25 million clients offering a complete range of advisory services, personal and commercial banking products and services, wealth management, private, corporate and investment banking as well as capital markets. Scotiabank trades its shares on the Toronto Stock Exchange and on the New York Stock Exchange.

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