



TGI Results Presentation

2Q21 and 1H21

August 24, 2021



TGI
Grupo Energía Bogotá



1 † Key Updates

2 † Financial, Commercial and Operational Performance

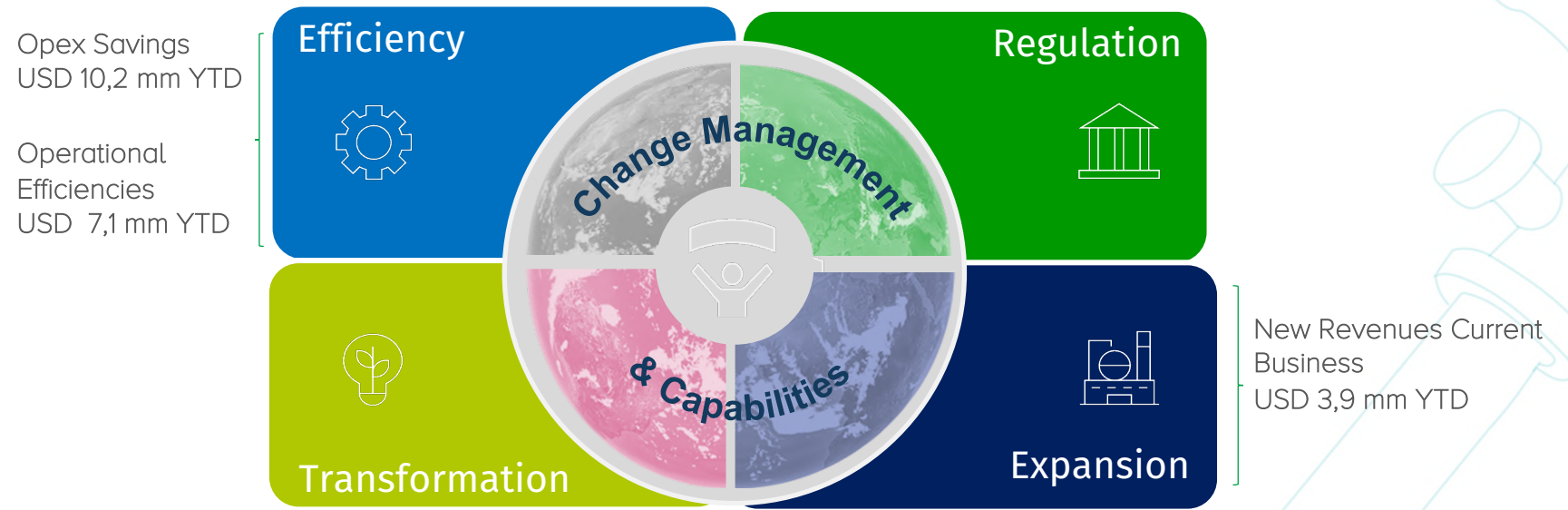
3 † Regulatory Update and ESG insides

4 † Questions and Answers



TGI delivers results, with EBITDA margin of 79.6% and a Net Income of USD 51 mm at 2H21.

During 2021, results reflect the focus on operational and financial efficiencies, as well as new revenue management within the existing business.



1 | Key Updates



Focused on results, TGI continues its transformation path, committed to the sustainability of its business

Efficiency:

- i) Portfolio of operational efficiency initiatives advances with the capture of USD 7,1 mm (contractual strategy, internal vs outsourced services, optimization of internal processes)
- ii) Renegotiation of the intercompany loan with GEB was successfully concluded, with a rate reduction of 110,5 bps

Transformation:

- i) Portfolio of 18 initiatives that will generate efficiencies and/or revenues in 2022 was defined
- ii) Support to National Government in the preparation of the Colombia hydrogen roadmap together with GEB (storage, transportation and gas - H2 blending)

Expansion:

- i) Development of new products for the industry, thermal park, and NGV with incremental volumes of 2,7 MPCD
- ii) Signed MOU with Ecopetrol and agreement with Shell for midstream business development
- iii) Progress with Minenergía on regulations for Micro LNG vehicle pilot

Regulation:

- i) Development of agendas with the regulator and government entities on WACC, Res. 160
- ii) Studies and coordination with other gas transporters looking for the best alternative for the parties

1 | Key Updates

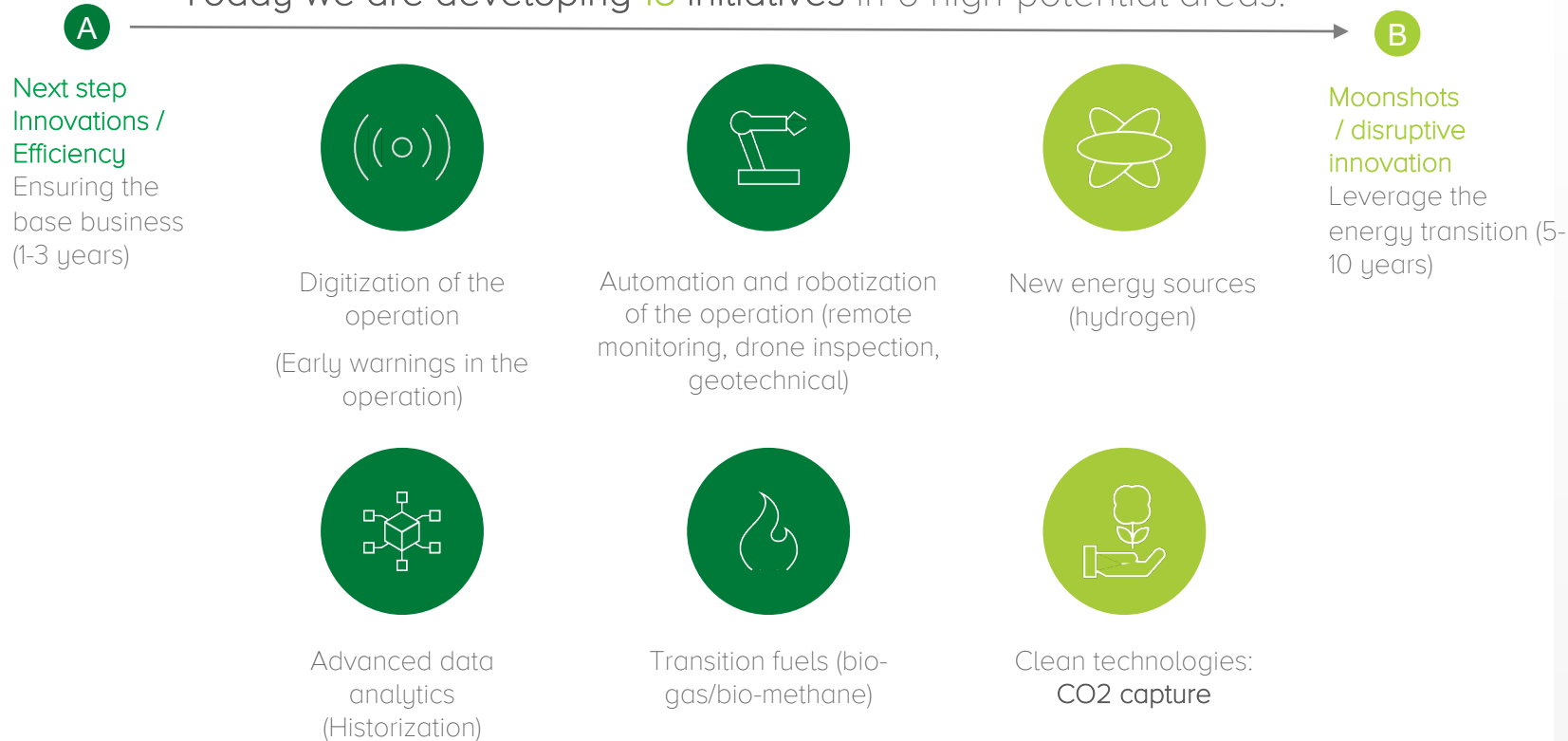
1 Key updates: TGI transforms

Supporting the pillars with the ideation and conceptualization of innovation initiatives

José Alejandro García
TGI Vicepresident Transformation



Today we are developing 18 initiatives in 6 high-potential areas:



TGI, together with GEB and in line with the Government's roadmap, is building a hydrogen future that includes three lines of action

1. Value chain opportunities research plan
2. Research with Minciencias for H2 storage
3. Specialized studies on blending Hydrogen with Natural Gas in TGI pipelines

TGI seeks to generate innovations that will bring an annualized impact on EBITDA of **USD 20-50 mm by 2027**

Hidrogen

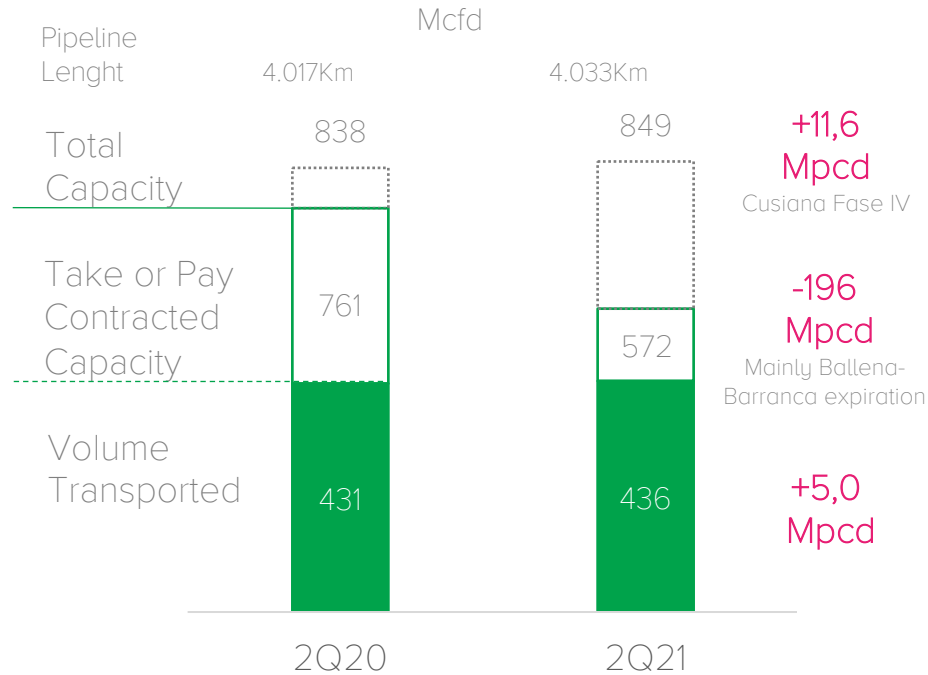
2 Financial, Commercial and Operational Performance

Reactivation of productive sectors and new contracts boost gas volumes

Adriana Munévar
TGI CFO

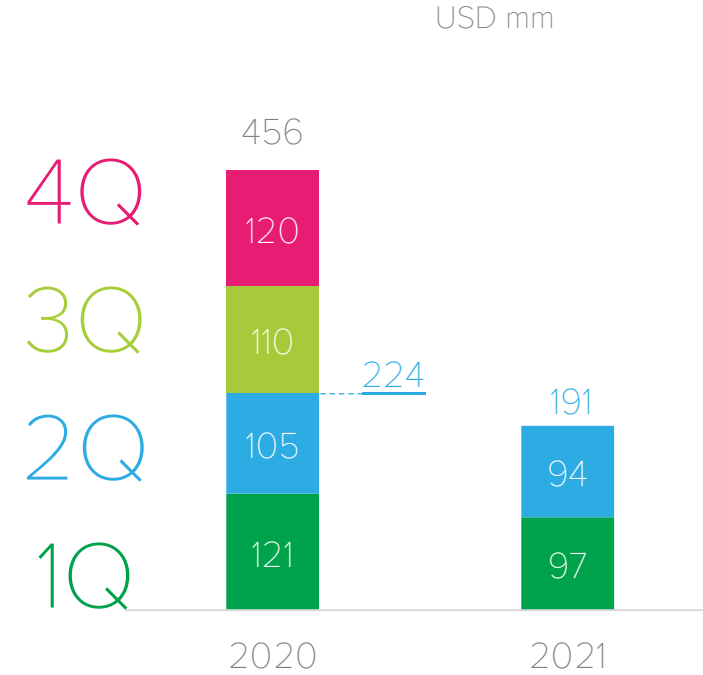


Operational



Use of Contracts
56% **76%**

Revenue



YoY Variation
 2Q20-2Q21
-10,2%
 USD -10,7 mm

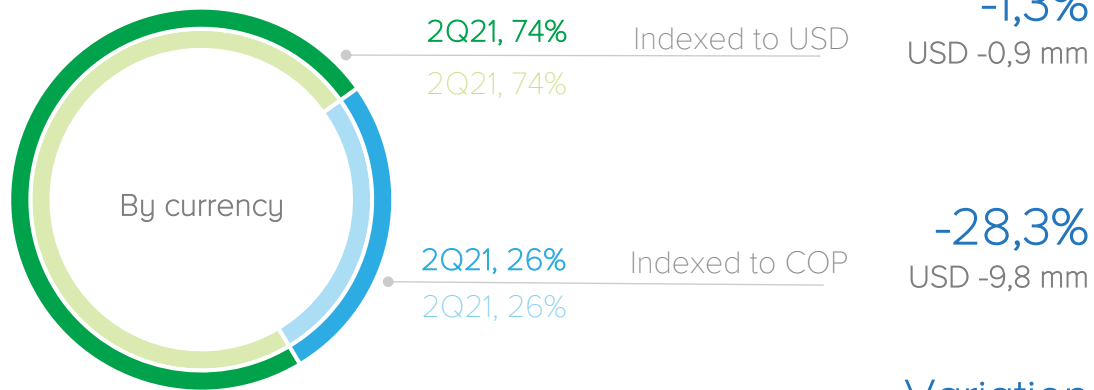
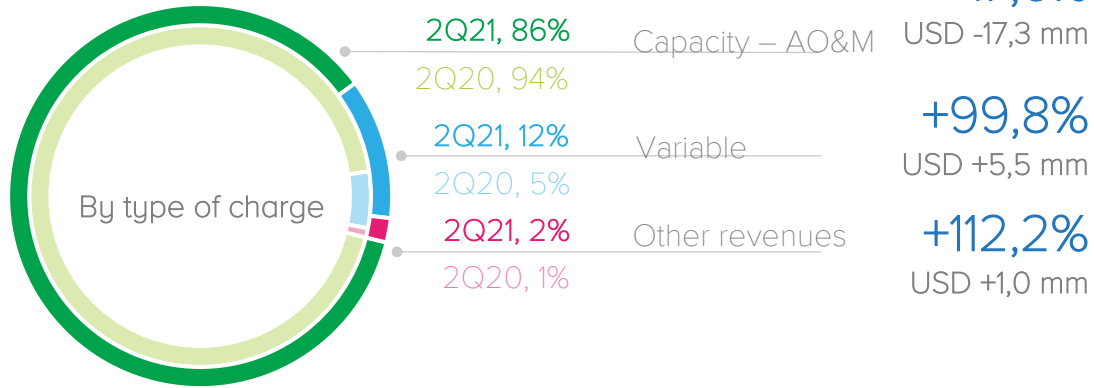
2 Financial, Commercial and Operational Performance

Normalization in capacity charges and higher gas volumes support revenues

Adriana Munévar
TGI CFO

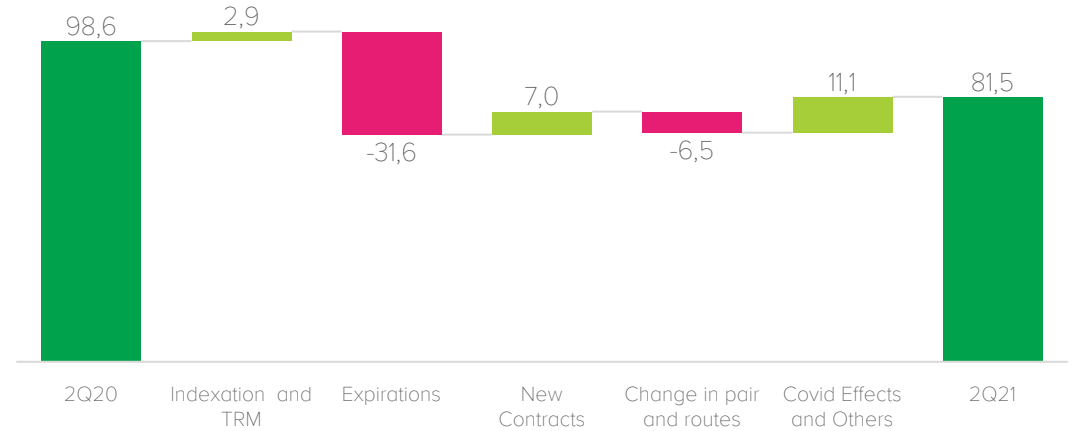


Revenue Composition

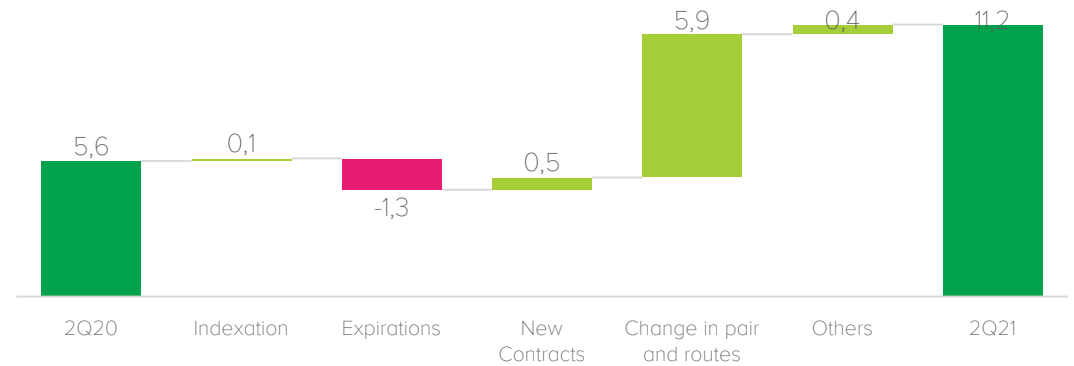


Variation
2Q20-2Q21

Capacity and AO&M Revenues



Variable Revenue



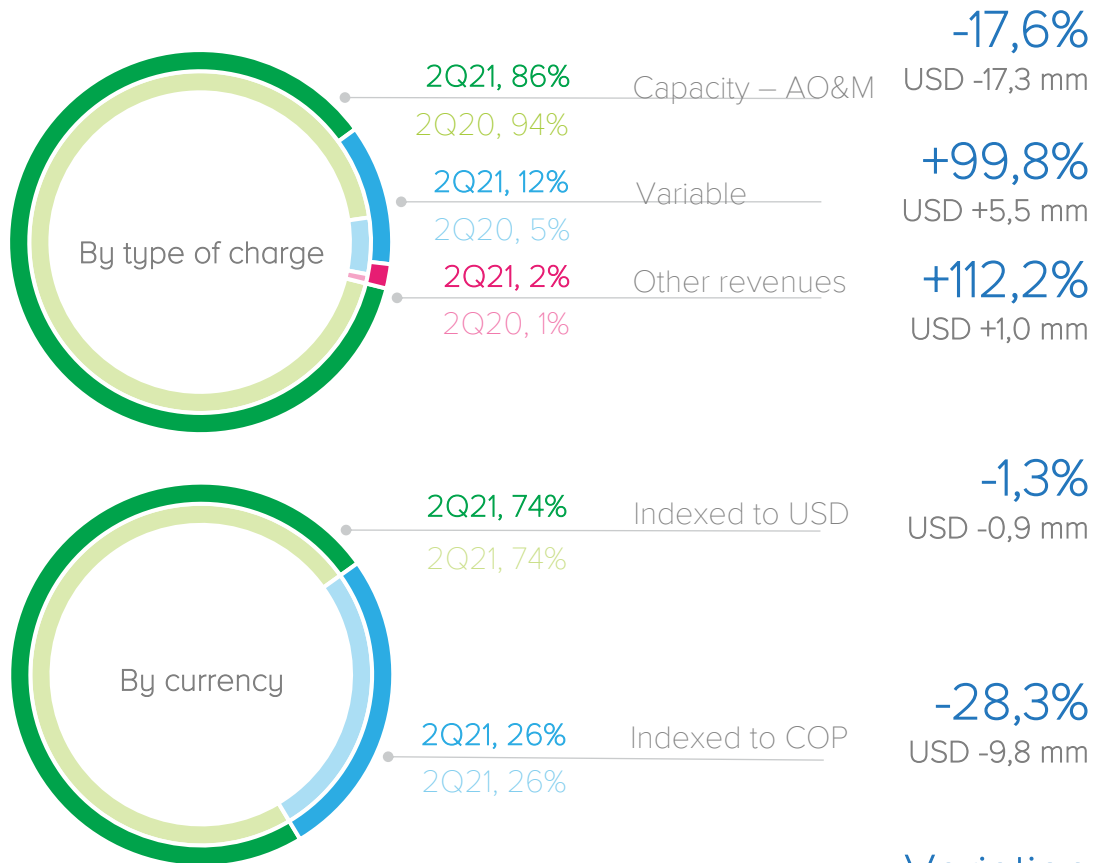
2 Financial, Commercial and Operational Performance

Industrial sector shows positive signs in demand

Adriana Munévar
TGI CFO

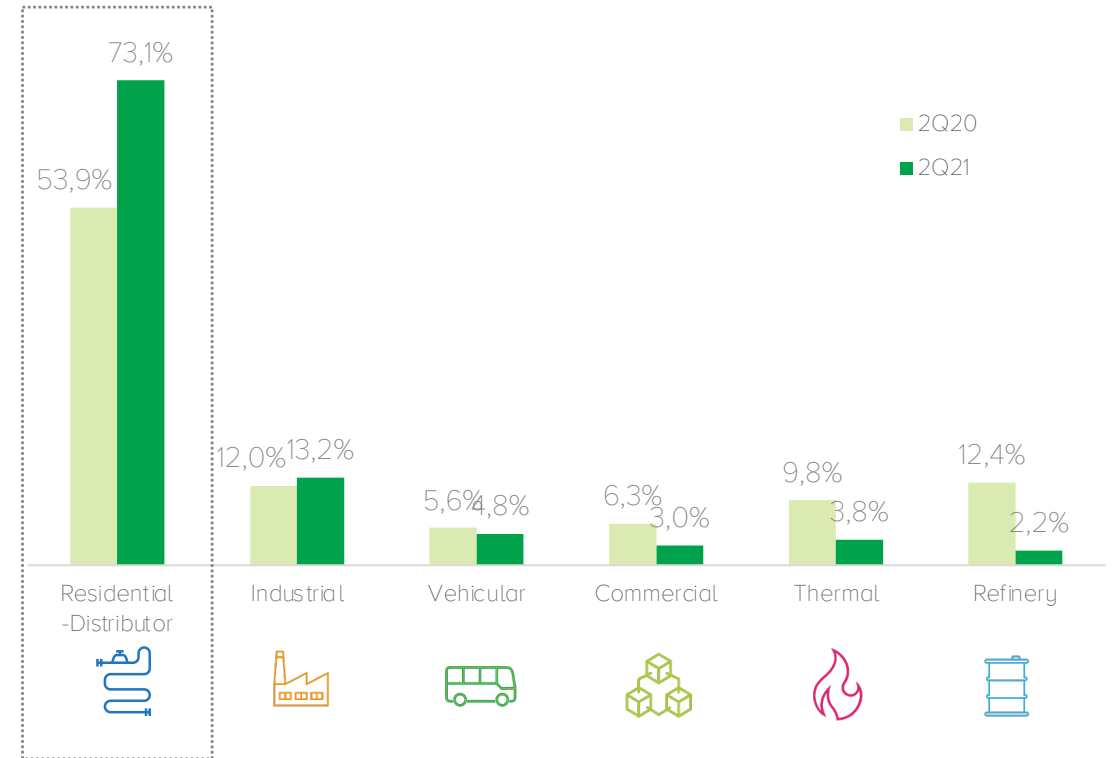


Revenue Composition



Variation
2Q20-2Q21

Revenue Composition by Sector



- Lower contracting base effect
- Some distributors now serve refinery contracts

2 Financial, Commercial and Operational Performance

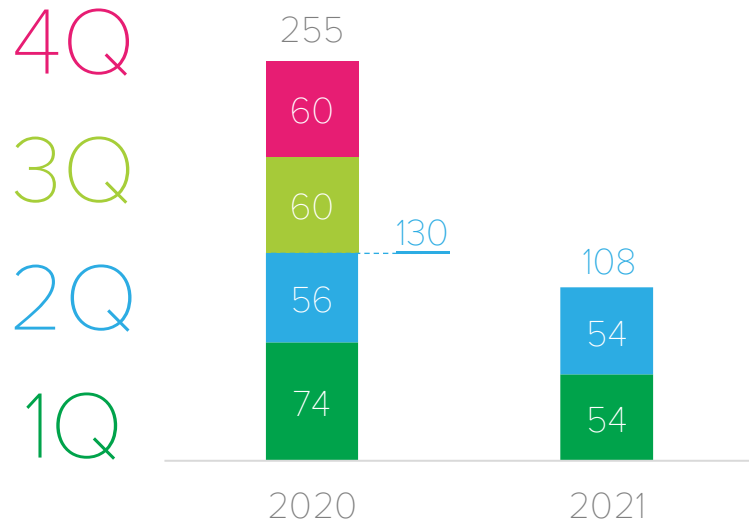
Committed to efficiency and the search for new revenues, margins are improving

Adriana Munévar
TGI CFO



Operating income

USD mm

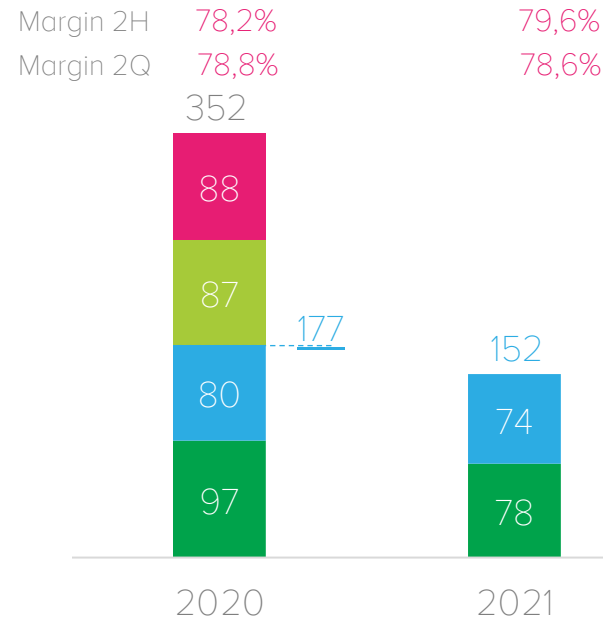


Variation
2Q20-2Q21

-3,0%
USD -1,7 mm

EBITDA

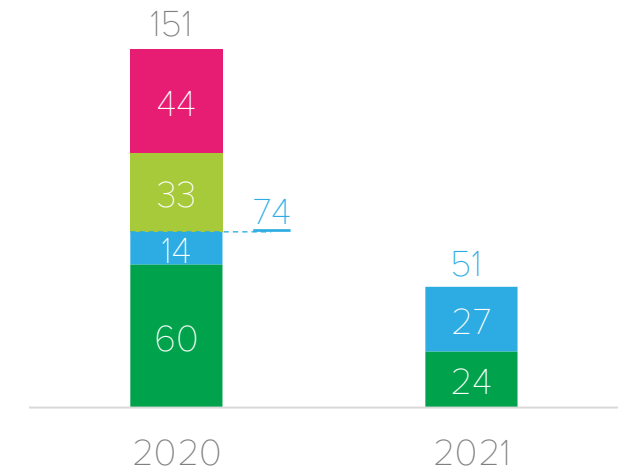
USD mm



-7,2%
USD -5,8 mm

Net Income

USD mm

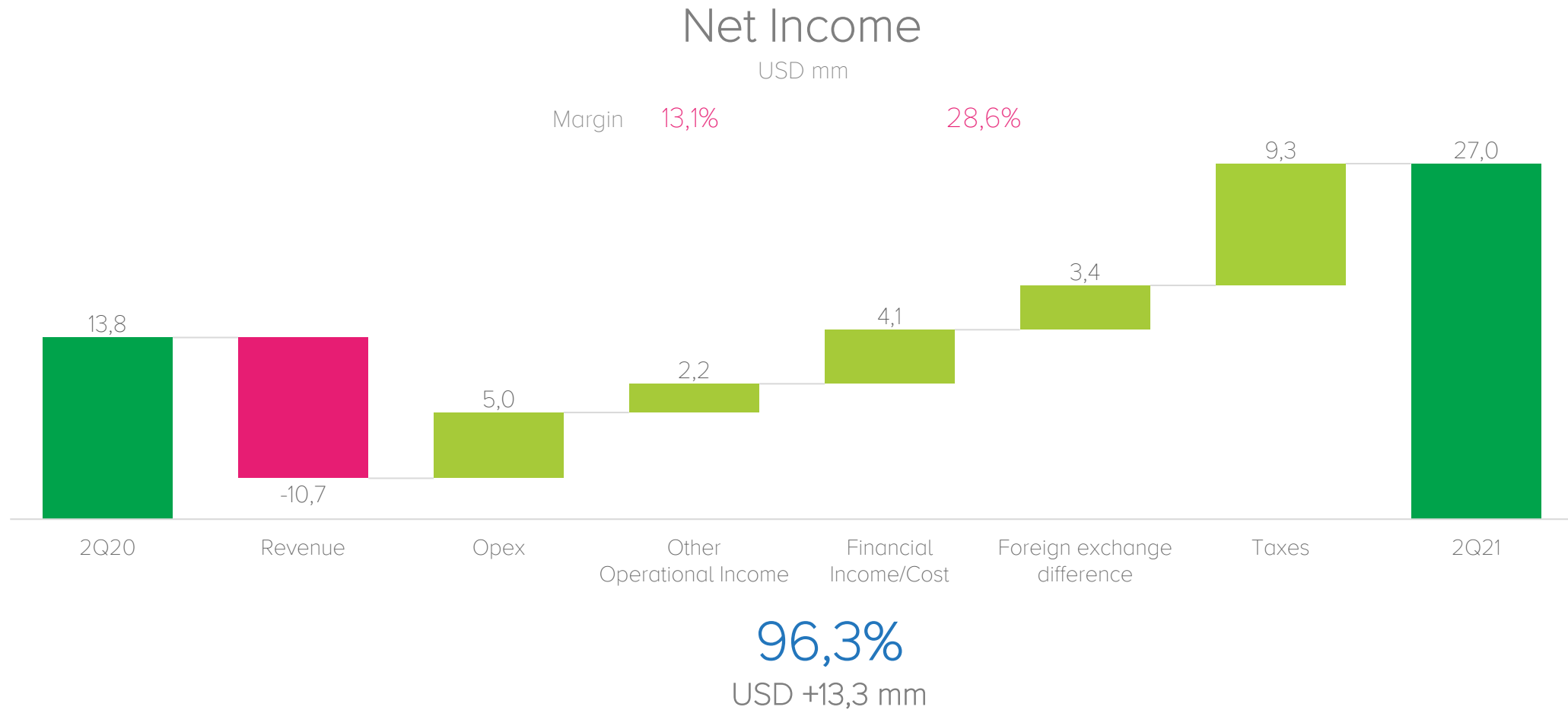


96,3%
USD +13,3 mm

2 Financial, Commercial and Operational Performance

Operating and financial efficiencies, and non-operating effects drive quarterly earnings

Adriana Munévar
TGI CFO



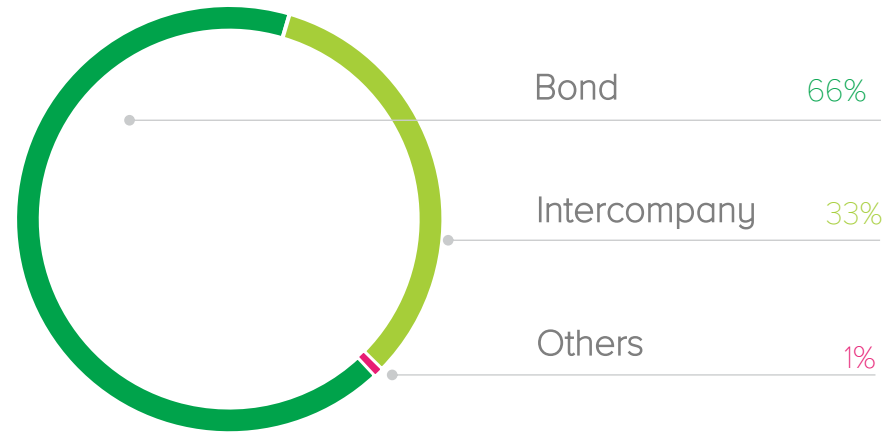
2 Financial, Commercial and Operational Performance

Renegotiation of intercompany loan reduces our cost of debt

Adriana Munévar
TGI CFO



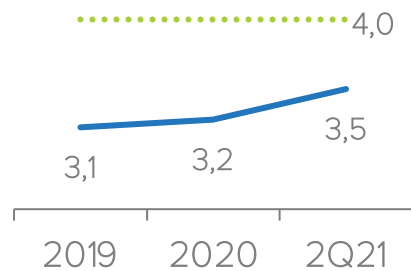
Debt **USD 1,1 Bn**
Jun-21



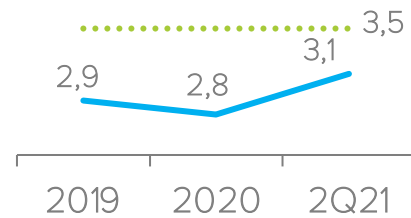
Cost of Debt **5,38%**
Weighted average

*5,74% in 1Q21

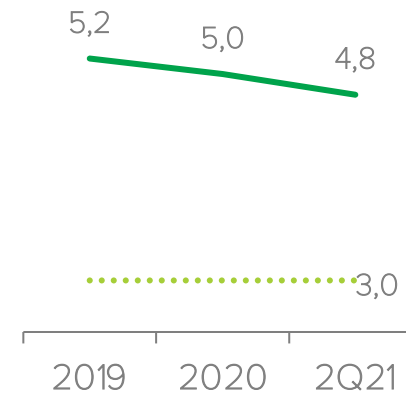
Gross Total Debt/EBITDA



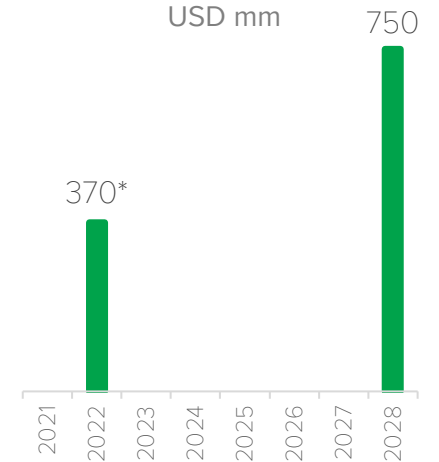
Net Debt/EBITDA



EBITDA/ Financial Expenses



Maturity Profile
USD mm



* Inter-company subordinated

3 Regulatory Update

We expect the regulator to move forward with its agenda during 2H21.

Luis Alfredo Serrato
TGI Regulation Manager



Normative Useful Life
Update for assets that have
already completed their VUN
Resolution expected in 2H21



Double-digit WACC
Would operate under the new
tariffs that would come into
operation in 2022



Gas Transportation
Remuneration Methodology
Change from USD to COP
Aggregation of tranches (stamp)

3 ESG insides

Achieving sustainable results with our management of territories

Ángela Rodríguez
TGI Sustainable Development Manager



Climate change actions and clean energy solutions



Environmental

- Climate change - 2% reduction in fugitive emissions
- Rational use of water - Rainwater collection for operations by 30%
- Biodiversity - 100% update of management measures in strategic areas
- Energy efficiency. Measurement ISO50001 certification of 30% of the operating centers - 100% compliance with risk management
- Reforestation 10% of compensation in strategic areas - Capture of 15.840 tons of CO2 equivalent
- Waste management 100% management
- Circular economy

Social transformation in territories through progress corridors



Social

- Customer satisfaction- Dialogue with stakeholders
- Gender equality and diversity. Recognition program. Sexual and labor harassment protocol
- Support for vulnerable groups and social assistance - Development of 80% of productive projects for resettlement and with indigenous communities
- Health and safety FI TA 0.2
- Contribution to the community. Contribution to improving the quality of life of the communities, development of 80% of agreements with social impact
- Training of leaders 130 municipalities 63%
- Due diligence system at 80%
- Social investment USD 1,35 mm -42.500 beneficiaries

Strong and integrated alliances at all levels of the value chain



Governance

- Corporate governance system
- Remunerations
- Cybersecurity
- Responsible supply chain. Responsible consumption training for suppliers
- Compliance systems
- Creation of dialogue channels with stakeholders

Participation in SAM's corporate sustainability assessment for DJSI 2019-2021 - 134 action plans in progress.



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4 | Questions and Answers



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