



TGI Results Presentation

4Q21 and 12M21

March 9, 2021



TGI
Grupo Energía Bogotá



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1 ▶ Relevant Facts

2 ▶ Financial, Commercial and Operational Performance

3 ▶ Outlook 2022

4 ▶ Questions and Answers



TGI closes 2021 with a Net Profit of USD100mm, 28% above initial projection

	✓	✓	✓	✓	✓
	Revenue	EBITDA	Cash	Gross leverage	Efficiency + Opex Savings
Performed	385 mm	301 mm	141 mm	3,8x	20 mm
	Revenues	EBITDA	Cash	Gross leverage	Opex efficiency target for 2021
Forecast	~370 mm	270-280 mm	~90 mm	4,1x	>18 mm

Focus on margin protection and robust transformation process ensures long-term business sustainability



Transformation Process ensures better financial results and a leading role in the energy transition



Efficiency

USD +20 mm

Opex efficiencies
USD 11 mm recurrent

+80 initiatives

of Efficiency and
Optimization through Lean

+ USD 4 mm

Claims recovery



Expansion

USD +13,6 mm

Parking and bypasses

+ 12,6 MPCD*

5 gas projects in industry
+650 dedicated NGV vehicles

4 alliances

and strategic
agendas in
Midstream



Proactive regulatory management, as well as innovation and digitalization initiatives, bring us closer to the development of our purpose.



Regulation

+ de 60 mm
annual income VUN
Res 099

WACC 10,94% pesos
before taxes

Vertical integration and
Micro LNG
Government regulatory agenda
for 2022



Transformation

+ 15 initiatives / EBITDA
2023 +USD 5 mm
of digitization and innovation

5 energy transition initiatives
Solar, self-generation, hydrogen and biogas

Achievements that translate into Sustainability 2021

Our results allow us to be increasingly sustainable and contribute to the SDGs.



Environmental

100%

of risk management and disaster response in our areas of operation.

15%

From baseline carbon footprint decrease 2019

Definition

Decarbonization Roadmap



Social %

100%

Local labor
local labor



17% Women



83% Men

1091

Dialogue sessions with communities

Definition Guidelines for intercultural relations

Zero

occupational and pandemic-related fatalities

USD 512K

Social Investment



Government

1st

Place in the evaluation of Due Diligence of Human Rights Veeduría Distrital

40%

Women in Our Board of Directors

Ranked second in the industry worldwide in the Dow Jones Sustainability Index, entering the S&P Global Sustainability Yearbook.

Sustainability Yearbook
Member 2022

S&P Global

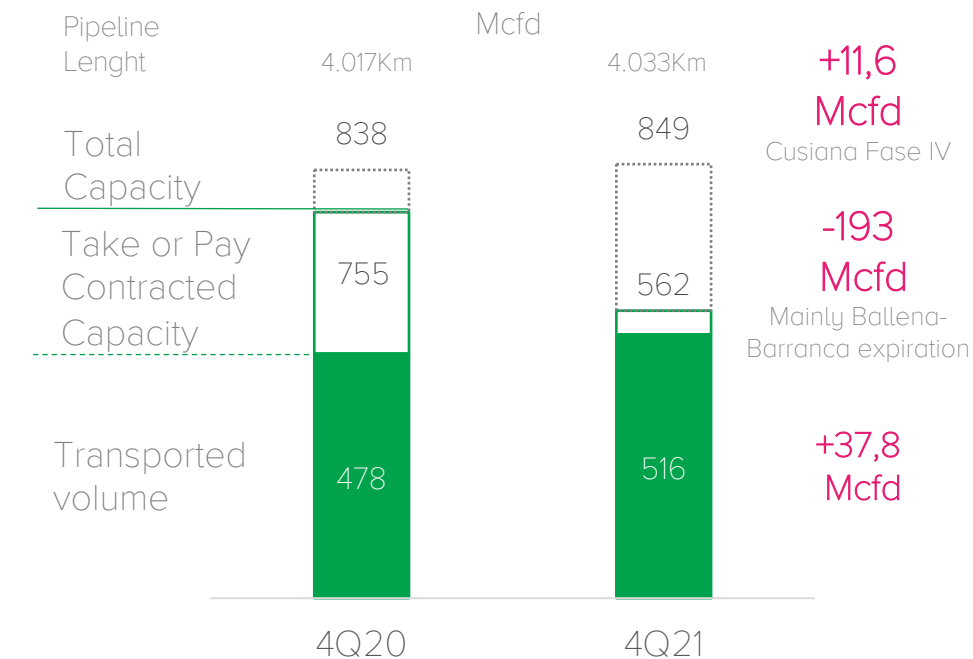
2

Financial, Commercial and Operational Performance

Improved volumes increase contract usage and partially mitigate lower fixed revenues

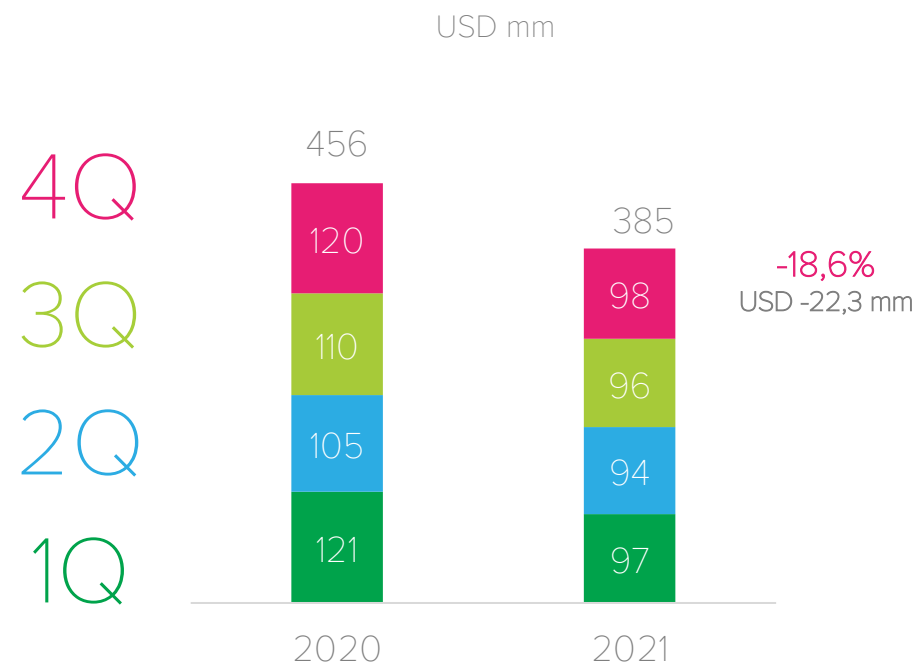


Operational



Use of Contracts
63% 92%

Revenue



Variation 4Q20-4Q21
-15,6% USD -71,0 mm

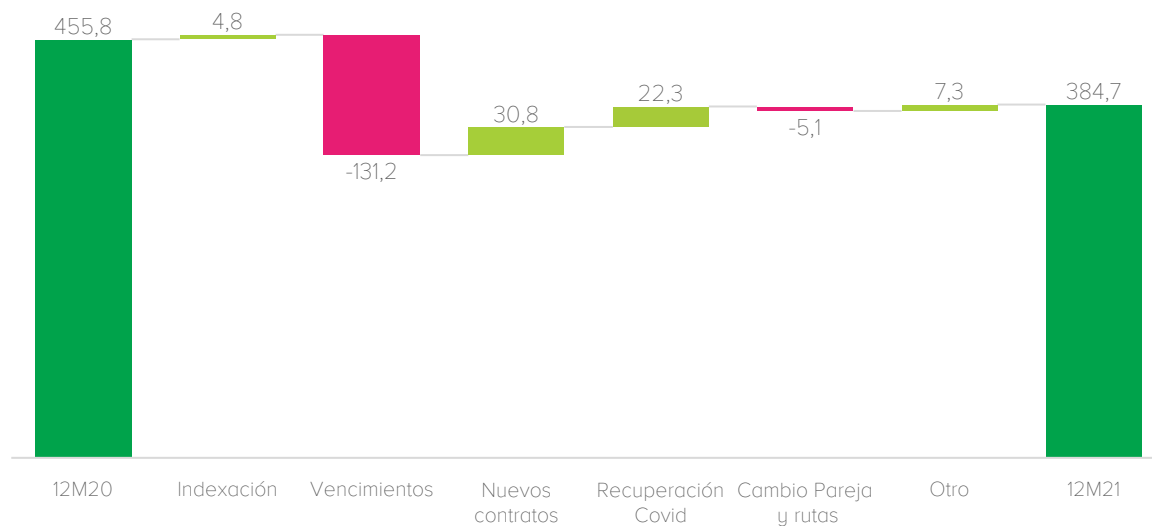


Financial, Commercial and Operational Performance

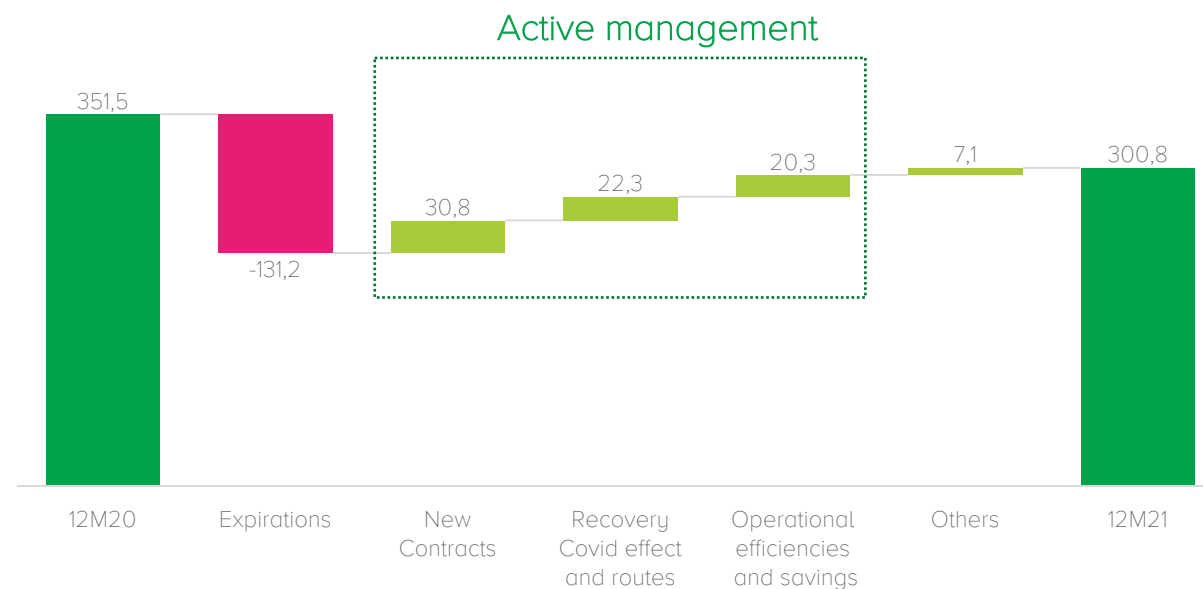
New Contracts and Opex Efficiencies recovered ~39% of the impact of contractual maturities



Revenue



EBITDA



2 Financial, Commercial and Operational Performance

Focus on margin protection evidenced by an EBITDA margin of 78% vs. 77% in 2020



Operating Income

USD mm

4Q

3Q

2Q

1Q

255



2020

209



2021

-16,8%
USD -10,0 mm

Variation
4Q20-4Q21

-18,3%
USD -46,8 mm

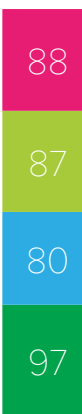
EBITDA

USD mm

Margin 12M
Margin 4Q

77,1%
73,6%

352



2020

301



2021

-18,4%
USD -16,3 mm

-14,4%
USD -50,8 mm

Net Income

USD mm

151



2020

100



2021

-43,9%
USD -19,2 mm

-33,4%
USD -50,4 mm



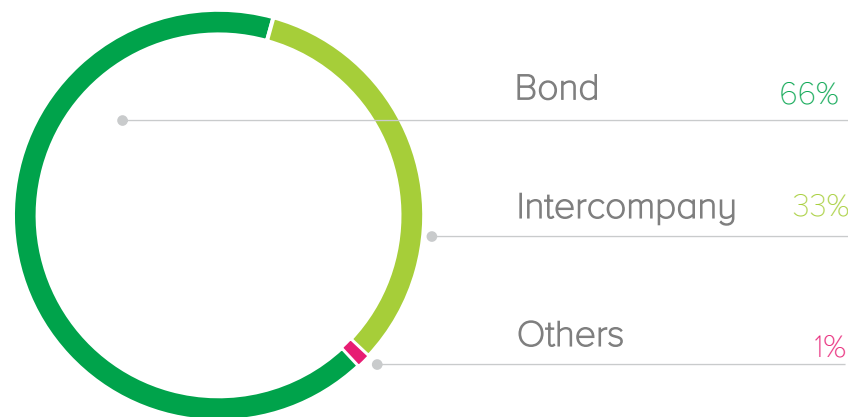
Financial, Commercial and Operational Performance

Better-than-estimated leverage metrics at year-end



Debt
Dec-21

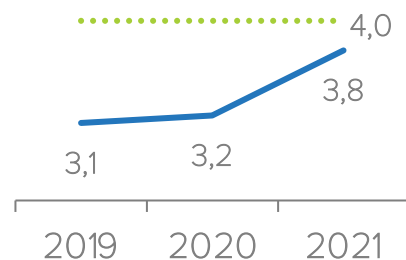
USD 1,1 Bn



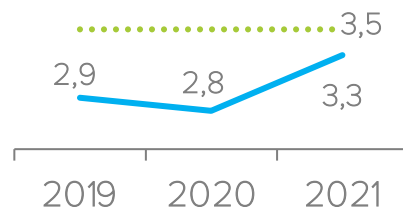
Cost **5,38%**
Weighted average of cost of debt

*5,74% in 1Q21

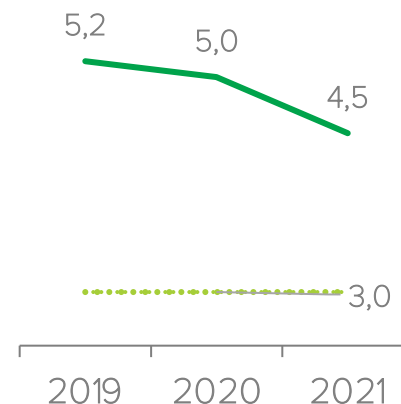
Gross Total Debt/EBITDA LTM



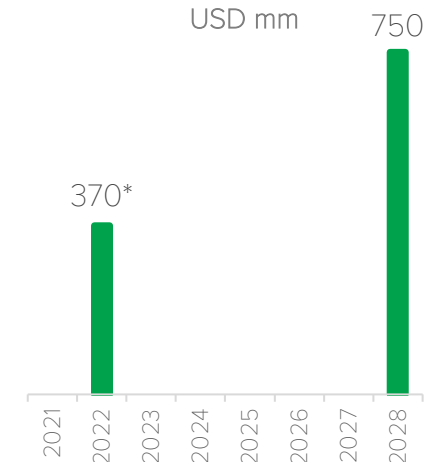
Net Debt/EBITDA LTM**



EBITDA LTM/Financial Expenses



Maturity Profile
USD mm

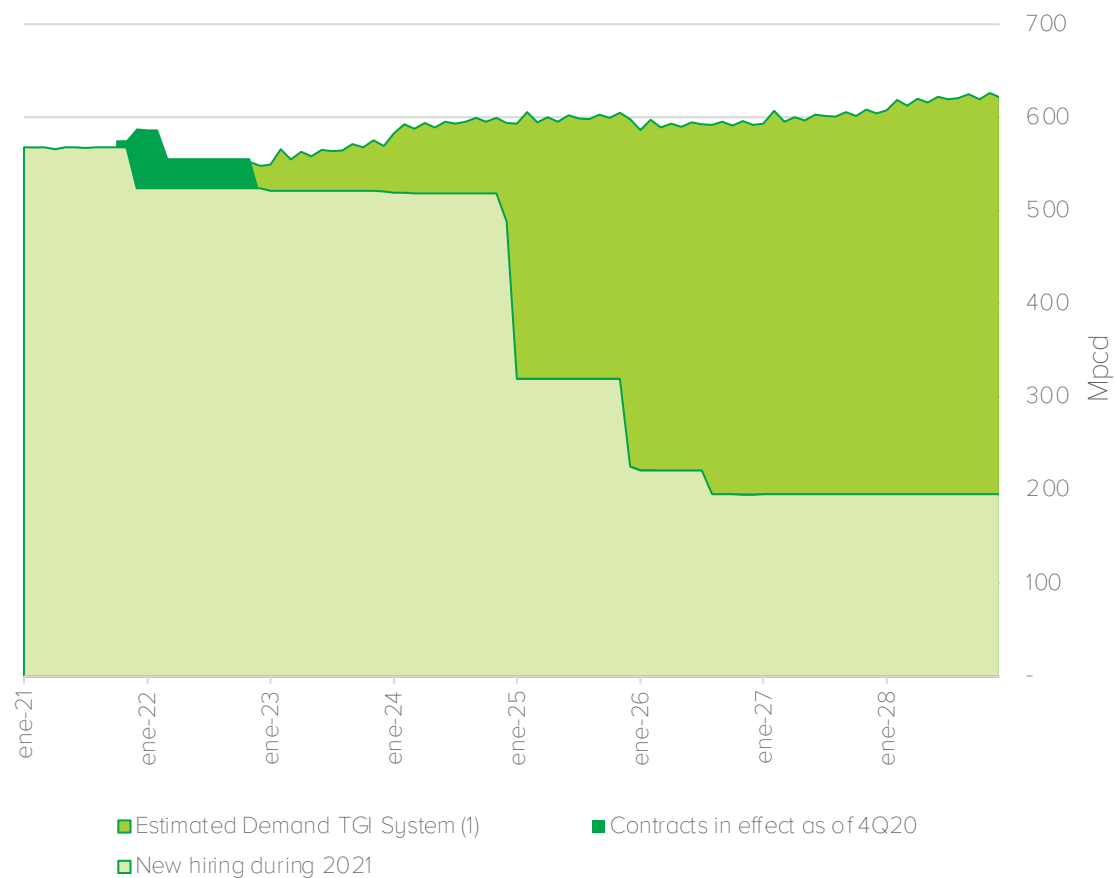


*Intercompany subordinate

** Last twelve months



Structural demand supports hiring



- (1) TGI system demand calculated based on 2021 consumption and UMPE demand growth estimates (2019 base).
- (2) Natural gas supply plan -UPME 2020 - Years calculated with estimated 2020 production and 0% RRR (2019 reserve base).

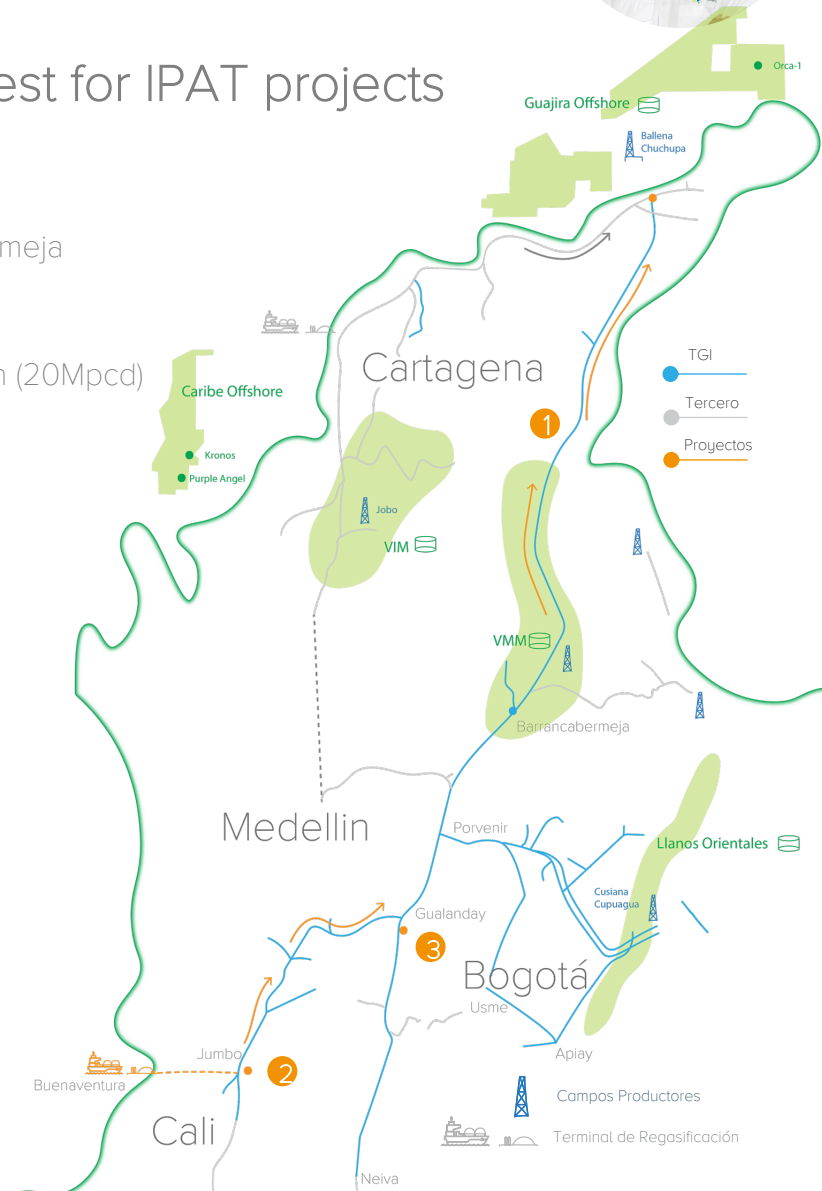
Declaration of interest for IPAT projects

- 1 Bidirectionality Ballena - Barra/meja
- 2 Jamundí Expansion (3 Mcfpd)
- 3 Mariquita-Gualanday Expansion (20Mpcd)

20 USD mm

Estimated CAPEX IPAT projects
Financed with cash

These projects expand
business opportunities



3 Regulatory Update

Relevant terms defining the remuneration of the gas transportation activity



Regulatory Useful Life

Updating for assets that have already completed their RUL

- ✓ Expert appraisal
- ✓ Value at 60%



WACC

- ✓ 10,94% in COP before taxes (2022: 11,5%)



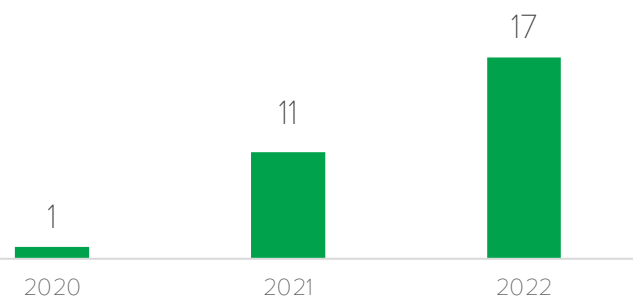
Gas Transportation Remuneration Methodology

- ✓ Implementation date Jun-22
- ✓ USD to COP exchange rate (TRM 2021)
 - ✓ Reliability charge
- ✓ Regulatory Useful Life - future
 - ✓ Others

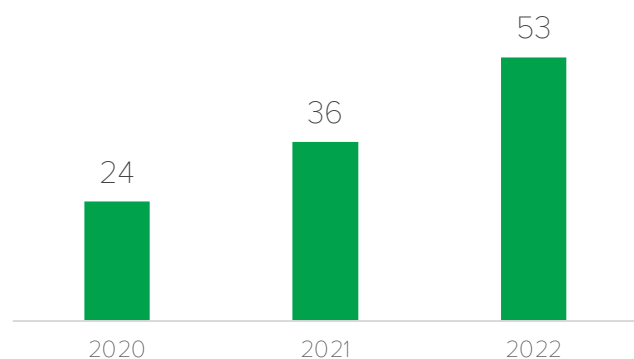
3 Guidance 2022



Initiatives Efficiencies Implemented USD mm



MCFPD Demand Development



Efficiencies

1. Sustainability and consolidation to capture recurring efficiencies of US\$17mm
2. Implementation of Shared Services Center
3. Efficient Financial Structure: Foreign Exchange Risk Management by Res.175



Expansion

1. USD 11-14 mm higher revenues from Commercial Management and increased contracting.
2. Demand Development:
 - +15 industries
 - +1,000 units of dedicated vehicles
3. Field connection and O&M services
4. Progress in development of Micro LNG business with producers and Mobility pilot.
5. With strategic partner structuring business case for Caribbean Regasification Plant.

Proactive regulatory management

Guidance 2022

EBITDA

311-335 mm

CaSH

160-180 mm

CAPEX

40-55 mm

Gross leverage

3,6x

Interest Coverage

3,5x



TGI consolidates in 2022 its 2.0 strategy as a relevant midstream player, thanks to the innovation and the development of its human resources.



Transformation

1. 3 use cases in Digitization in the operation.
 - Compressor Predictive Maintenance
 - Predictive Maintenance Lines
 - Operational Rounds and historization
2. + 1% of revenues in R&D&I investment for future business in the energy transition
 - Research and partnerships for H2 and Biogas technologies.
 - Financing lines and investment funds for H2 production, transport and blending and CCUS (Carbon Capture, Storage and Use) projects.



Change and Capabilities

1. Cultural Transformation Strategy and Strengthening of Leadership Style
2. Enabling the company's teams in the necessary capabilities for transformation.
3. Diversity and Inclusion Strategy with a focus on gender.

3 Sustainability Goals 2022-2025



Environmental

Nuestras metas:

Reducción de emisiones Gases Efecto Invernadero

año
2030
-51%

año
2050
Balance **0**

*Línea base 2019



1.Eficiencia operacional

Línea base de
emisiones fugitivas
de nuestra
infraestructura al
50% en 2022

Eliminar
el **100%** de teas
a **2025**

Climate
actions

- a. Risk management
- b. Climate change
- c. Decarbonization pathway



Social

Growth and
development
of the
territories

Social investment alternatives and
philanthropy focused on:

- Education
- Rural gasification
- Gender

Management
and diversity of
human capital
and safety at
work

Entrepreneurship and women's
leadership initiatives in the
region

Increase female participation in
the local workforce to 22%.

Plan to attract women in
operational roles and become a
benchmark company in terms of
equity and diversity.

0 Workplace accidents



Government

Constructive and
collaborative
relationships with
regulatory and
governmental
bodies

Stakeholder perception
measurement and TGI
positioning

Human Rights and
Due Diligence

Strengthening of the human
rights and sustainability
management system, including
actions with contractors.



TGI
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4 | Questions and Answers



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