# TGI Earnings Presentation 102025 May 13, 2025



# **01** Significant events and main achievements

### 02 Operational and Commercial Performance

03

Financial Performance

# Jorge Andrés Henao General Manager



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## Q1 Financial Highlights - 2025

**Better results** are achieved **in revenue and EBITDA than expected**, taking into account the impact (in 2025) of contracting limited to structural demand and the increase in the cost of fuel gas......

## Financial Management 1Q2025 vs. 1Q2024

### Revenues

COP 496.1 B

-5.6% (-29.5 B) vs 1Q 2024 +3.3% (\$16.0 B) vs. 1Q 2025 budget Ebitda COP 375.5 B -10.7% (-45 B) vs 1Q 2024

+4.9% (17.5 B) budget vs. 1Q 2025

### **Operating Income**

- Extraordinary income from compensation for gas losses and parking in 1Q24 (\$11 B)
- Reduction due to a decline in thermal demand and lower volumes contracted by shippers adjusted to structural demand (\$ -29 B)
- Increase in contracted volumes by shippers (\$ 12 B)

#### **Opex** COP 120.6 B (+15.4 B vs 1Q 2024)

- 32% increase in the value of fuel gas (\$9.3 B)
- Increase in personnel costs and expenses due to salary increase and collective bargaining agreement (\$ 3.6 B)
- Payroll reduction efficiencies (\$ 1.5 B 1Q25)



## Q1 Financial Highlights - 2025

...... Offset by the reduction of financial expenses, as a result of appropriate debt management and an **improved net income result of \$5.6 B.** 



## Net Financial Expenses COP 105.1 B

### -30.8% (-46.8 B) vs 1Q 2024

- 51.4% Club Deal (- \$28.1 B)
- Prepayments \$ 472 B
- o IBR -340 bp
- Spread -83 bp
- 30.8% Derivative (\$ 19.1 B)

The CREG continues to process the approval of charges with tariff file. Favorable conditions have been achieved for TGI

# | Regulation |

✓ 30-Jan-25 Resolution MME 40031 with the new Natural Gas Supply Plan 2023-2032:

• 8 potential **IPAT projects for TGI** and 3 competitive projects of interest.

✓ 30-Jan-25 Resolution CREG 102 015 regulates commercial aspects of supply in the Wholesale Market

- **Priority allocation of fuel gas** for compressors in commercialization processes, in shortage scenarios.
- Flexibilities for the sale of imported gas and offshore gas, enabling future sales of natural gas. In the elaboration of product type for the sale of capacities in Ballena - Barrancabermeja and other sections, in order to facilitate the entry of new supply (MME Decree 1467 of 2024 and R.CREG 102 015 of 2025).

#### **Resolution of charges with Dossier (Some recent relevant milestones)**

2025 (	Jan-2025	4-Feb-2025	3-Mar-2025	21-Apr-2025	May-2025				
2023	Completion of the audit stage and adjustments to the dossier	Res <sub>t</sub> 702 012 of 2025 ERPCs value for comments	Appointment of new Minister of Energy	R. CREG 102 016 of 2025 and Circular 146 ERPCs Valuation	Expedition of charges with Tariff Dossier				
Permanent meetings with Ministry and CREG. Special emphasis on repeated conversations with the new Minister and team (Ministry, Naturgas, CREG, other instances).									

# Expansion |

#### 1. **New Natural Gas Supply Plan**

• Structuring of technical, socio-environmental and financial feasibility information for the first 4/11 projects to be submitted to UPME and CREG in July-25.

• We are looking for the CREG to assign the IPAT projects in 2025 and start their execution in 2026.

### 2. Caribbean Regasification Project

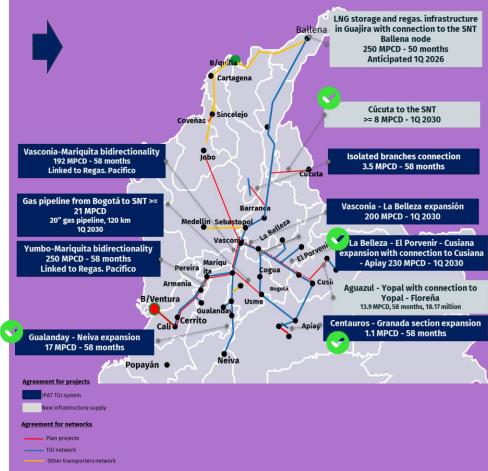
We are moving forward with the review of technical and environmental studies, which will help determine the **best** solution for the country.

#### **Expansion Projects in Execution** Progress without delays, ensuring early entry into operation to 3.

respond to market needs.

IPAT	Estimated investment	Physical Progres s	Capacity	FPO
Capacity Mariquita - Gualanday	COP 38.6 B	66%	Up to 20 MPCD	14 Oct 2025
Capacity Branch line - Jamundí	COP 31.9 B	56%	Up to 3 MPCD	11 Oct 2025

### Resolution MME 40031 of January 2025 2023- 2032 Supply Plan Estimated investment 2026-2030: USD 650 M



For 2025, we maintain the challenges with relevant goals from the strategic pillars to further consolidate the transformation.

| Efficiency |

### COP 20.0 B Opex COP 26.0 B Capex Impact Targets to be captured in efficiencies and savings by 2025

#### We are making progress in:

- Energy efficiency, reduction of fuel gas consumption.
- Improved maintenance strategy for rotating equipment
- Reduction of project execution costs
- Maintain efficiency in administrative management.

# **Transformation**

## COP 6.10 B

#### Target Impacts proposed through Innovation and Digitalization initiatives

#### We are making progress in:

- Implementation of Gas Quality Tracking for SNT gas energy calculation.
- Strategy Scaling Optimization Predictive Maintenance
- Through AI:
- Implementation of tools to optimize administrative processes
- o Optimization of technological infrastructure

# Sustainability



## 89% Climate Change adaptation plans in infrastructure

implementation of the APs

#### Educational institutions with implementation of the Guardians of Biodiversity program

Goal: Implement Biodiversity Guardians in at least 3 educational institutions.

**42%** Progress of the disability line plan Goal: To hire 1 person with a disability taking into account the company's vacancies, including the SENA quota.



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Gasification agreement signed to impact 388 people in Miraflores Boyacá Goal: 3,000 Beneficiaries with rural gasification projects

Suppliers enrolled in the first steps in CSR program with the Universidad Externado

#### Actions fulfilled from the work plan defined for the Supply Chain ESG program Goal: Achieve 9 actions of the Supply Chain ESG Program Work Plan.

## Beatriz Arbeláez Chief Financial Officer

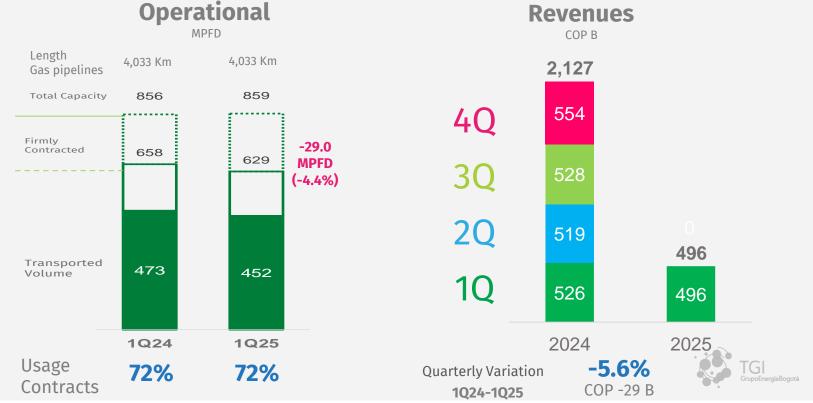




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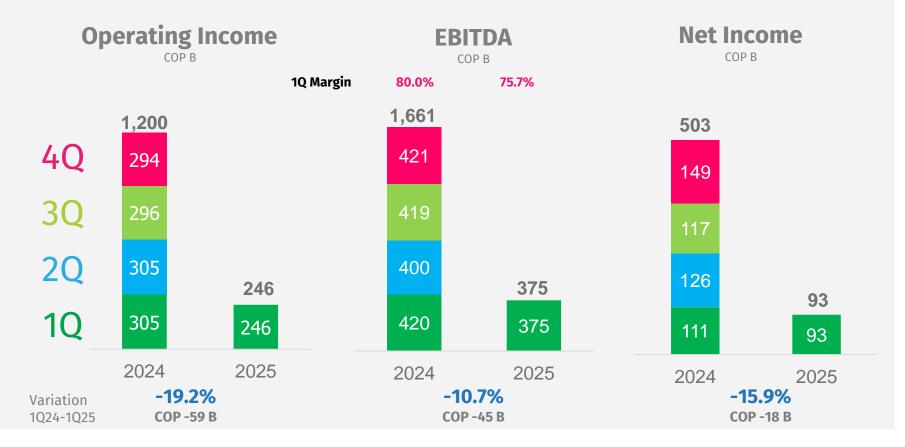
## **Operational and Commercial Performance**

The reduction in the volume transported due to the lack of thermal generation and the adjustment to structural demand is offset in terms of revenues by higher fixed charges for flexibility in contracting terms and transport routes with longer distances.



### **Financial Performance**

Decrease in 1Q25 net income vs 1Q24 due to lower operating income offset by lower financial expenses



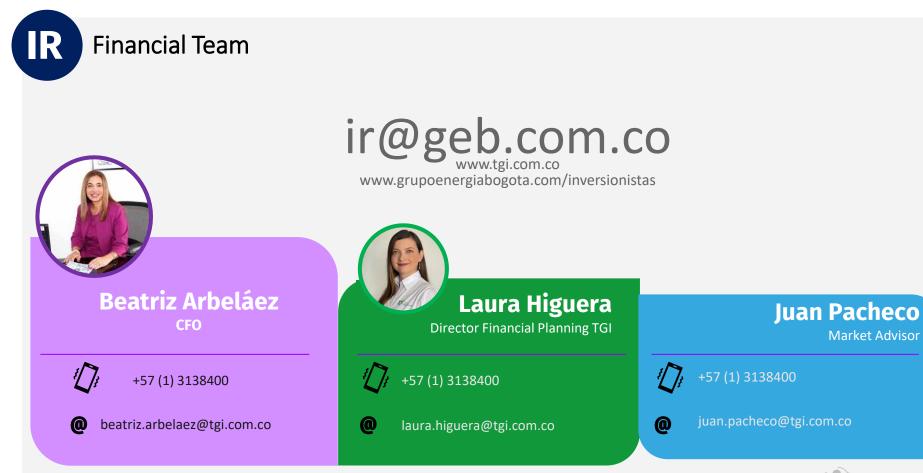
# 03

### **Financial Performance**

The partial repurchase of the bond, together with extraordinary principal repayments and interest rate reductions on the Club Deal facility, have improved the debt profile and indicators.



\* Last twelve months \*\* Debt limits consistent with TGI's revenue profile and risk rating







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