



PROMIGAS

2021

GOOD
ENERGY
ALWAYS



More than 45 years connecting markets to sources of energy and generating value through environmentally-responsible management and by being committed to sustainable development. That is how we have led the natural gas revolution in Colombia and Peru.

Today, we guarantee energy security in Colombia and are growing continuously so that we can take good energy to more places. We have taken on board innovation and energy diversification by investing in the development of renewable energy business as key to transforming the industry and the way to ensure a suitable management of resources in favor of human and environmental wellbeing.



PROMIGAS

OUR BUSINESSES

We develop energy markets directly and through our strategic transportation and distribution business groups, with passion and in an efficient and responsible manner.

Natural gas transportation

Promigas
Promioriente
Transmetano
Transoccidente

Gas pipeline: 3,292 km

Availability: 99.8%

Capacity: 1,153 MMSCFD

48% of Colombia market

LNG

Sociedad Portuaria El Cayao (SPEC)

Regasification capacity: 400 MMSCFD

Storage capacity: 170,000 m³

Capacity to meet 60% of natural gas thermal generation demand in Colombia (2,000 MW)

Integrated solutions for industry and electricity generation

Promisol
Zonagen

48 MW of electricity generated

2,756 km of gas pipeline maintained

108 MMSCFD of natural gas treated

Availability: 99.7%

21 companies

3,300 employees, Colombia, Peru



Natural gas distribution

Surtigas
GdO
Gases del Caribe
Gases de La Guajira

Efigas
Cálidda
Quavii

38% of market in Colombia and 93% in Peru

Accumulated users: 5 million

Gas sales: 10,849 Mm³

Electricity distribution

Compañía Energética de Occidente (CEO)

Customers: 409,393

Electricity demand: 996 GWh

Towns served: 38

Non-banking financing

Brilla

Number of users: 364 million

Loans placed: 353.666

Shared services

Enlace Versa

9 processes

14 companies served

AAA for issues in Colombia

BBB- at international level

Baa3 by Moody's

bv **ir**

Sustainability Yearbook Member 2021

S&P Global



And we continue to look for new business opportunities that will enable us to be the best energy company in the region, one that is diversified in terms of types of energy and geography.

As a result of concentrating our energy transformation efforts on more environment-friendly business initiatives, we now have an installed capacity of 15.5 MW of photovoltaic solar energy.

We have encouraged the use of vehicular natural gas, VNG, for more than 30 years, with positive economic and environmental results. This fuel is cheaper and less polluting than traditional ones, and can be used in every type of vehicle: light, utilitarian, cargo, and in mass transportation systems.



NATURAL GAS TRANSMISSION

Natural gas transporters



PROMIGAS



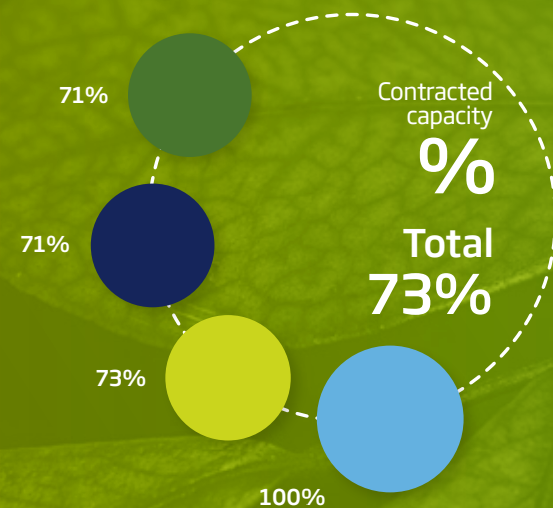
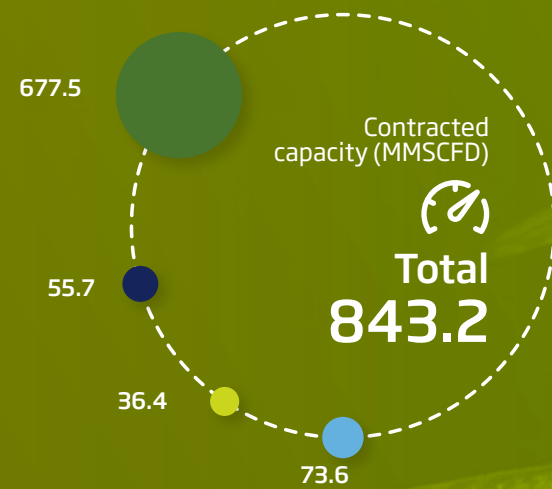
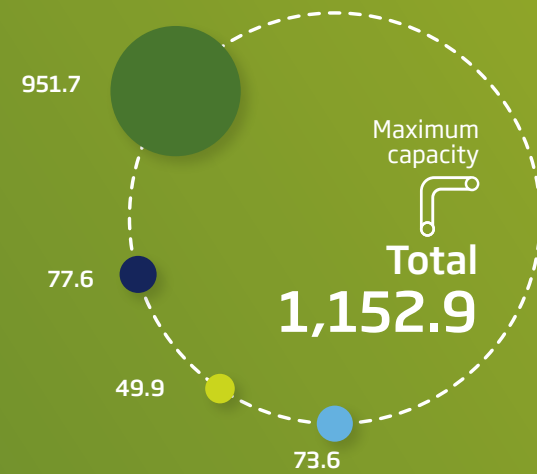
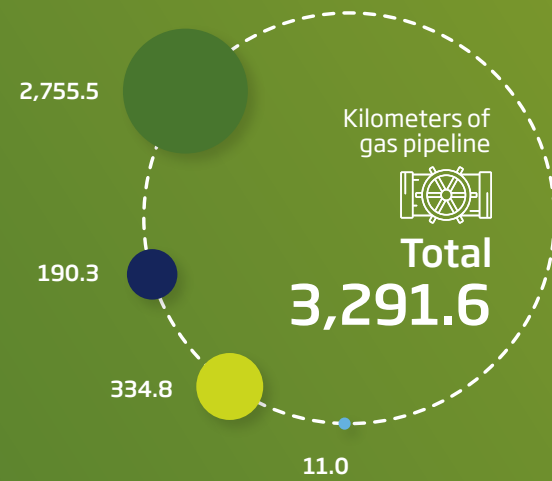
TRANSMETANO



PROMIORIENTE



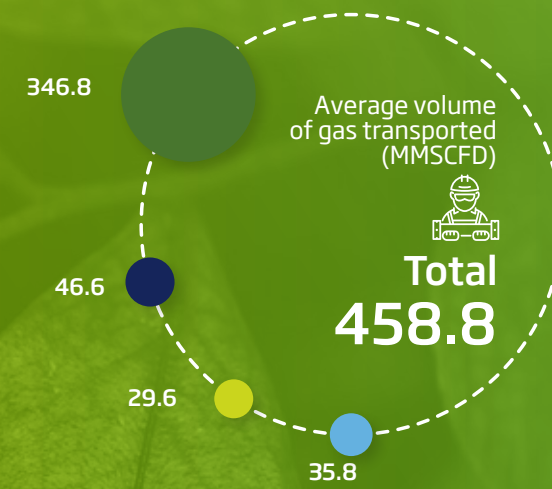
TRANSOCCIDENTE



3,292 km of gas pipelines with **1,153 MMSCFD** capacity

48% of all gas transported in Colombia

99.8% continuity index





LIQUEFIED NATURAL GAS (LNG)



Sociedad Portuaria El Cayao

SPEC LNG is Colombia's only LNG Terminal allowing the connection with LNG international sources strengthening National's energy system reliability

Our infrastructure allows Colombia to competitively access international LNG markets due to its strategic location



HÖEGH GRACE
floating storage and regasification unit (FSRU)



Pier **733 m** long



Onshore natural gas measurement and filtering station

LNG storage capacity: **170,000 m³**



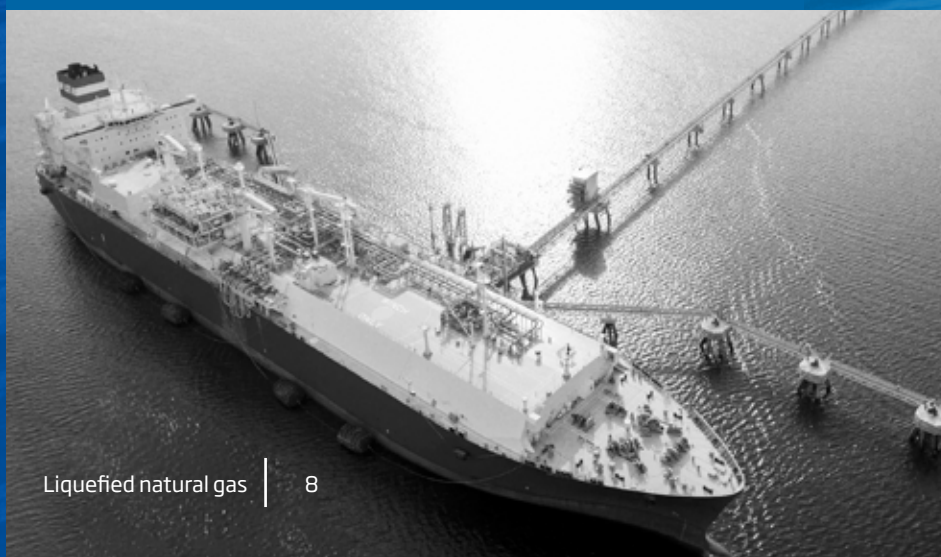
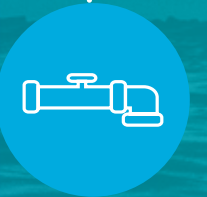
Capacity of regasification **400 Mpcd**



Capacity to meet **20%** of Colombia's electricity demand (2,000 MW).



18" inch gas pipeline 9.2 km long linking our port terminal to Colombia's National Natural Gas Transportation System



SPEC LNG has installed capacity to load and unload LNG to small-large vessels



INTEGRATED SOLUTIONS FOR INDUSTRY AND ENERGY GENERATION

Promisol: Human talent, technology and experience



Dehydration capacity (millions of cubic feet per day)

35

Average dehydration volume (millions of cubic feet per day)

997

Compression capacity (hp)

10,000

Average hours available per month

732

Generatio capacity (MW)

47

We create value from reserves. We make the incorporation of hydrocarbons into the market under the necessary conditions viable **by lowering costs, reducing risks, and improving productivity.**



Upstream connection: •
We build, operate and maintain hydrocarbon transportation lines (gas and refined products)

Services for early production: •
We provide, install, operate and maintain infrastructure for upstream connections, natural gas compression, and natural gas conditioning

On-site generation (self-generation/ cogeneration) for industries

O&M generation/cogeneration plants. Distributed generation projects, or on-site at hydrocarbon production fields

Distributed generation for industrial customers in Barranquilla and La Cayena free zones

Confiabilidad: **99.4%** availability

We carry out engineering, construction and maintenance for gas pipelines, dehydration plants, compression, and flow lines

We provide technical, advisory and work supervision services

Environment-friendly new technologies and efficient alternatives at lower cost

High HSE standards: **0 accidents**

Highly qualified team with project management, Project Manager (PMP) with Project Management Institute training



NATURAL GAS TREATMENT

Services from wellhead to gas pipeline



ENERGY SOLUTIONS

Generation and cogeneration



O&M HYDROCARBON INFRASTRUCTURE

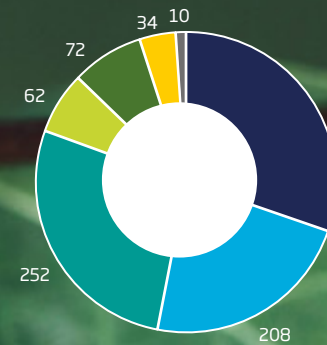
Gas pipelines, interconnection lines



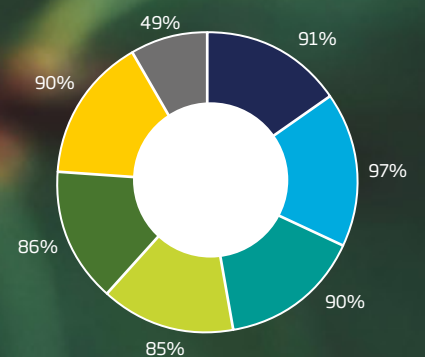
NATURAL GAS DISTRIBUTION



Towns served
Total: 917



Effective coverage (%)
Total: 89%



38%
of Colombian market

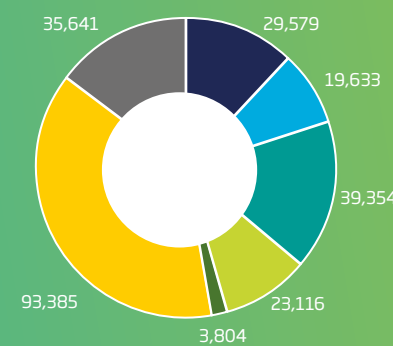
93%
of Peruvian market



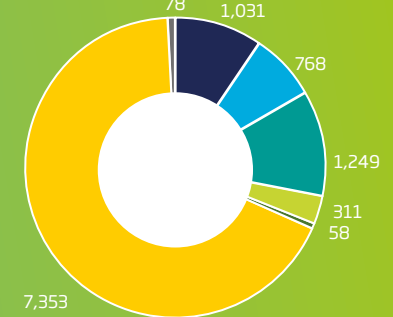
5 million users



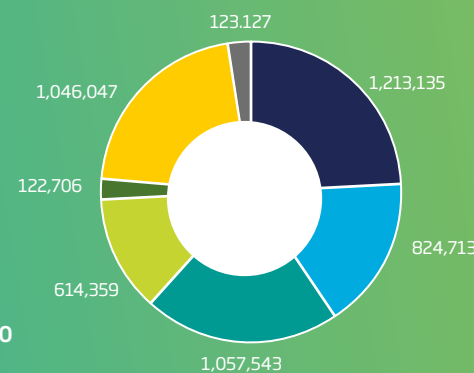
Users in the period
Total: 244,512



Natural gas sales (MMm³)
Total: 10,849



Accumulated users
Total: 5,001,630



Effective Promigas share

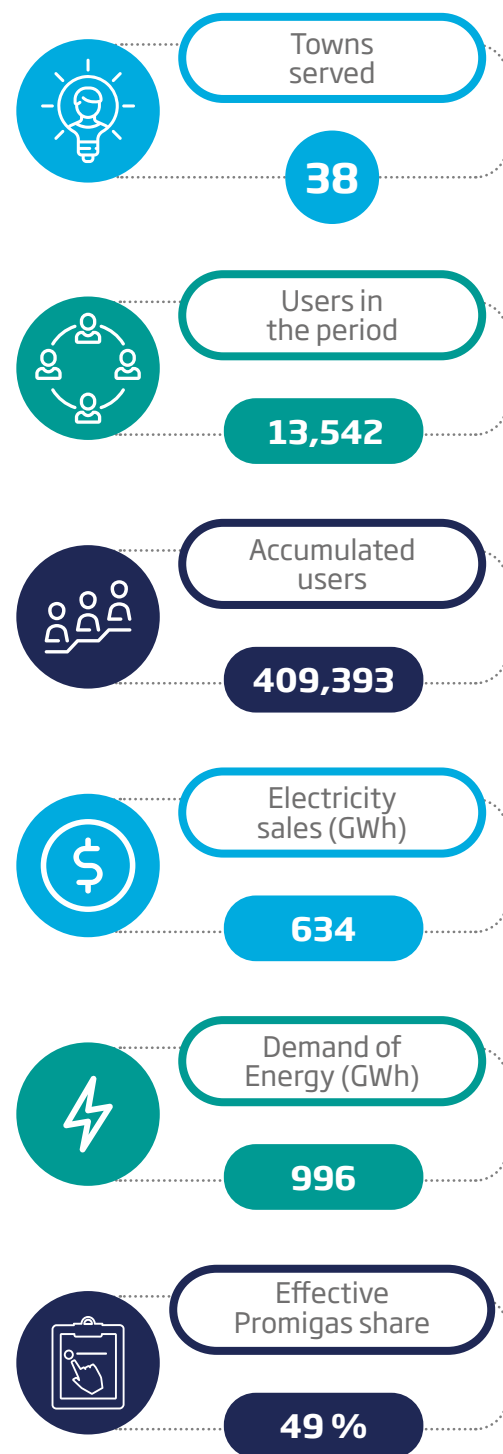
GdO	94%
Surtigas	99%
Caribe	31%
Efigas	76,27%*
Guajira	86,94%*
Cálidda	40%
Quavii	99,9%



* Corresponds to the Gases del Caribe and Efigas share in Gases de la Guajira.



ELECTRICITY DISTRIBUTION AND MARKETING

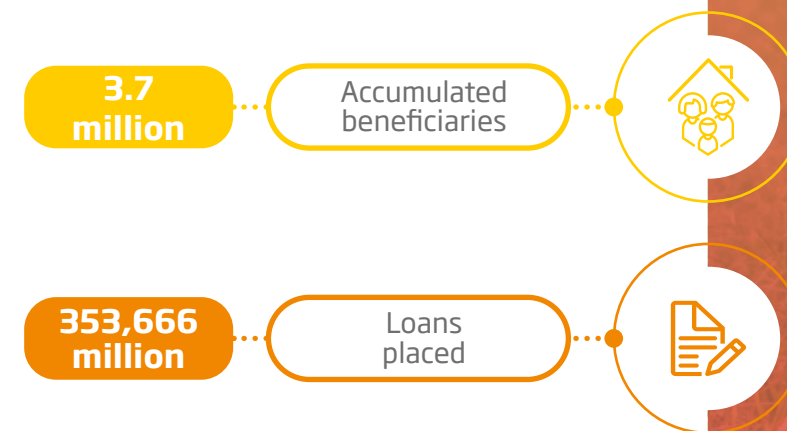


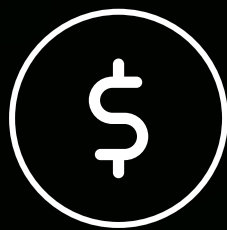
NON BANK FINANCIAL MODEL



Brilla commenced operations in 2007, when distribution companies in the Promigas portfolio began, at the request of Promigas itself, to grant approved credit quotas to users with a good payment record for their natural gas service connection.

The program has been noted for its low overdue portfolio index, which ratifies user responsibility and loyalty in response to the company's vote of confidence.





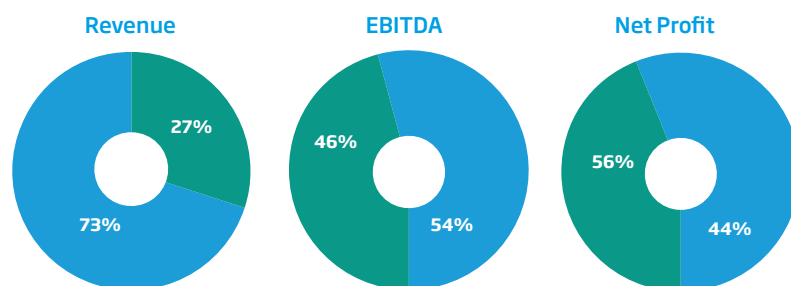
FINANCIAL STATEMENTS (CONSOLIDATED)

GEN TRANSPORTATION
GEN DISTRIBUTION

GENERAL BALANCE SHEET (Figures in millions of USD ⁽¹⁾)					
	2016	2017	2018	2019	2020
Assets	3,088	3,229	3,208	3,587	3,837
Liabilities	2,103	2,163	2,151	2,417	2,506
Equity	985	1,065	1,057	1,170	1,330

PROFIT AND LOSS STATEMENT (Figures in millions of USD ⁽²⁾)					
	2016	2017	2018	2019	2020
Revenue	1,087	1,145	1,206	1,204	1,292
Costs	682	693	723	757	745
Operating expenses	96	101	114	122	109
EBITDA ⁽³⁾	358	408	433	420	516
Net profit	202	219	245	247	308

2020 indicators by business



(1) Consolidated IFRS figures stated in dollars at the final representative market exchange rate each year.
 (2) Consolidated IFRS figures stated in dollars at the average representative market exchange rate each year.
 (3) EBITDA: Operating profit + depreciations and amortizations + provisions.

NOTE: Revenue and NIIF EBITDA include revenue from financial assets and participation method, and exclude concession construction cost and revenue.
 GEN Distribution financial figures do not include companies that do not consolidate: Gases del Caribe (Efigas and Gases de La Guajira) and Cálidda.



OUR VALUE PROPOSAL

Leader in the Colombian Liquefied Natural Gas (LNG) business.
 The terminal belonging to SPEC, one of our controlled companies, is in a privileged position for supplying LNG on a small and medium scale, thus enabling it to serve regional markets.

Development of new market niches in order to increase natural gas service coverage.

Pioneers of vehicular natural gas (VNG) in Colombia.

Development of business at the base of the pyramid.
 For example, non-banking financing (Brilla) for people without access to banks.

Experience in administering users in adverse economic conditions, with a consequent improvement in living conditions in marginal settlements.

Promigas is a long-term investor with a high level of social awareness and a strategic partner for developing energy markets.

Coordinated strategies with government to increase gas service coverage (mass use, cross-subsidies, regional gas pipelines, etc.).

Natural gas regulation experience.

Development of energy efficiency programs in conjunction with industry, in order to improve competitiveness.

Innovation in order to strengthen our value proposal to customers and other interest groups by developing businesses that enable us to reach our targets and contribute to the transition toward a decarbonized economy.

Sustainability: operations enshrined in the best environmental, social and corporate governance practices.



COMPREHENSIVE MANAGEMENT WITH A SUSTAINABLE APPROACH

We foster sustainable development based on ethics and transparency, and we treat opportunities and risks deriving from our management in a responsible and effective manner. We view sustainability with a transverse approach in our efforts to generate lasting economic, social and environmental value for interested parties.

We as an organization are committed to performing actions which seek to contribute to the United Nations Sustainable Development Goals. Our business activities thus contribute to initiatives 8, Decent Work and Economic Growth, and 9, Innovation and Infrastructure.

Our consolidated social investment in 2020 was **USD 8.7 million**.

More than **400,000** direct beneficiaries in 400 communities with 134 social programs implemented.

FOR OUR VOLUNTARY WORK, WE HAVE DETERMINED THAT THE FOLLOWING SDG ARE A PRIORITY FOR PROMIGAS.



Promigas is working to develop more efficient energy markets, with a view to increasing the share of the national market that these enjoy.

15.7 MW installed capacity for solar energy generation



We are committed to implementing measures that will mitigate risks associated with climate change. We have set in motion a plan consisting of measuring greenhouse gas emissions in order to reduce our carbon footprint, and

we have guaranteed a 10% reduction by 2025.



Promigas has promoted the first Green Route for urban public transportation in cities in its area of influence, and it encourages the conversion to natural gas of heavy cargo vehicles, in order to have cities with better air.



We establish measures for minimizing areas that are to be intervened and for restoring biodiversity through reforestation activities.

Environment investment of **USD 2 million**

New gas pipelines constructed with **20% fewer trees affected** and routes chosen that do not come into any protected area category.



INNOVATION

We innovate in order to build a sustainable future, one where our energy services play a vital role. Through excellence and entrepreneurship, we seek to decarbonize our business, to operate in a safer and more efficient way and to diversify our portfolio of services.

Innovation enables us to reinforce our value proposal and to diversify and enrich our portfolio of products and services on the energy market, in order to contribute to the economic growth, sustainability and overall development of our customers, our environment, and our organization.

Typically, innovation actions are based around digital technologies and data sciences. Our focus:



Innovation in products: distributed generation and green gases.



Innovation in business processes: flexibility, efficiency and safety.

I+D+i investment:

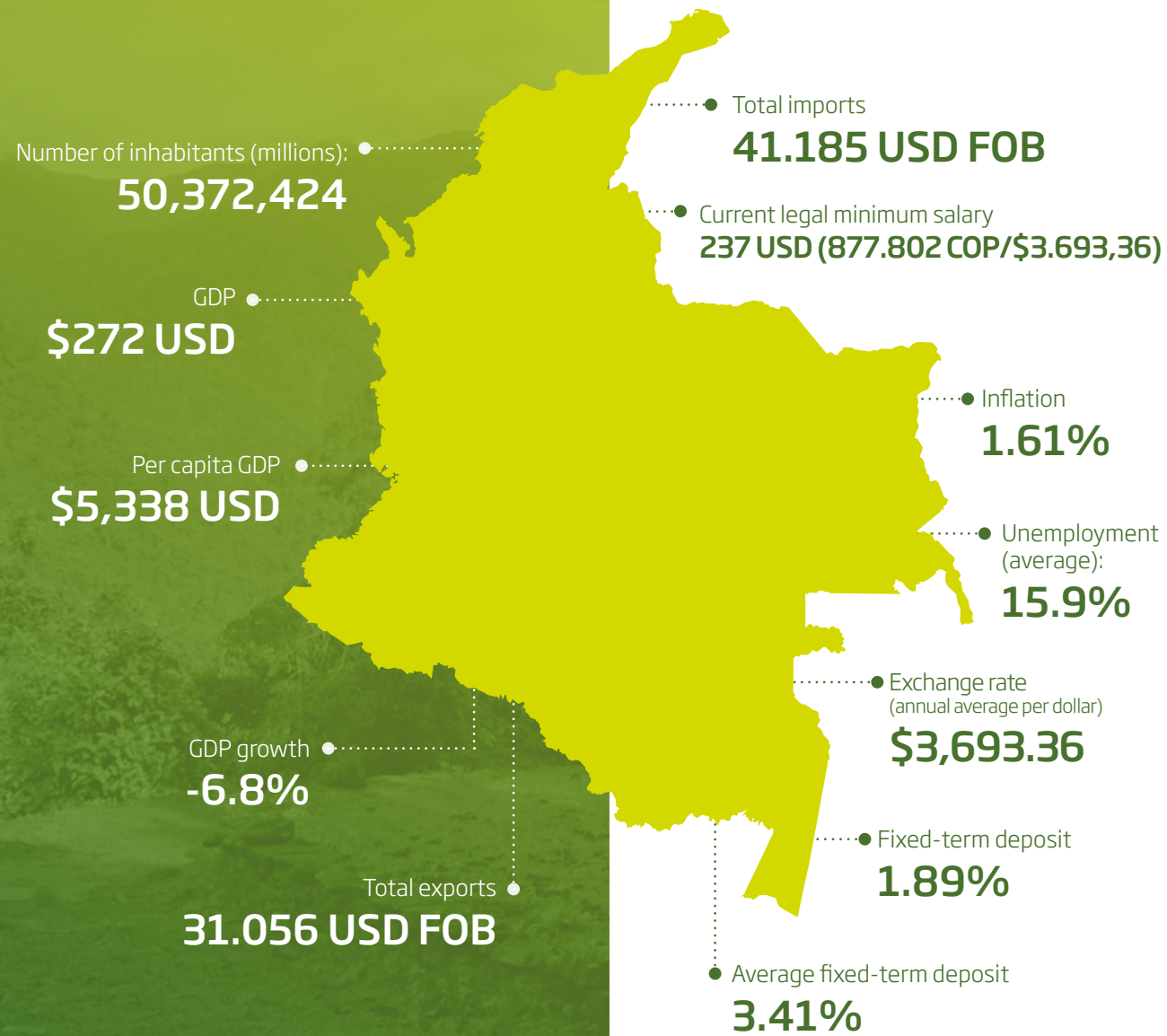
0.9% of revenue



Colombia's Ministry of Science, Technology and Innovation recognized the fact that we are the first gas sector company in the country to have a specialist RDI unit.



ABOUT COLOMBIA



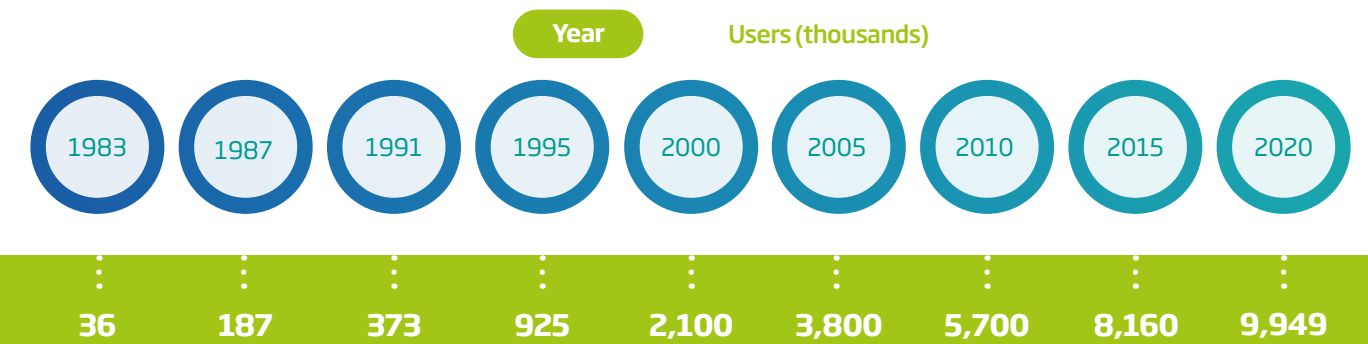
Sources: DANE, Banco de la República, FocusEconomics.



THE NATURAL GAS SECTOR IN COLOMBIA

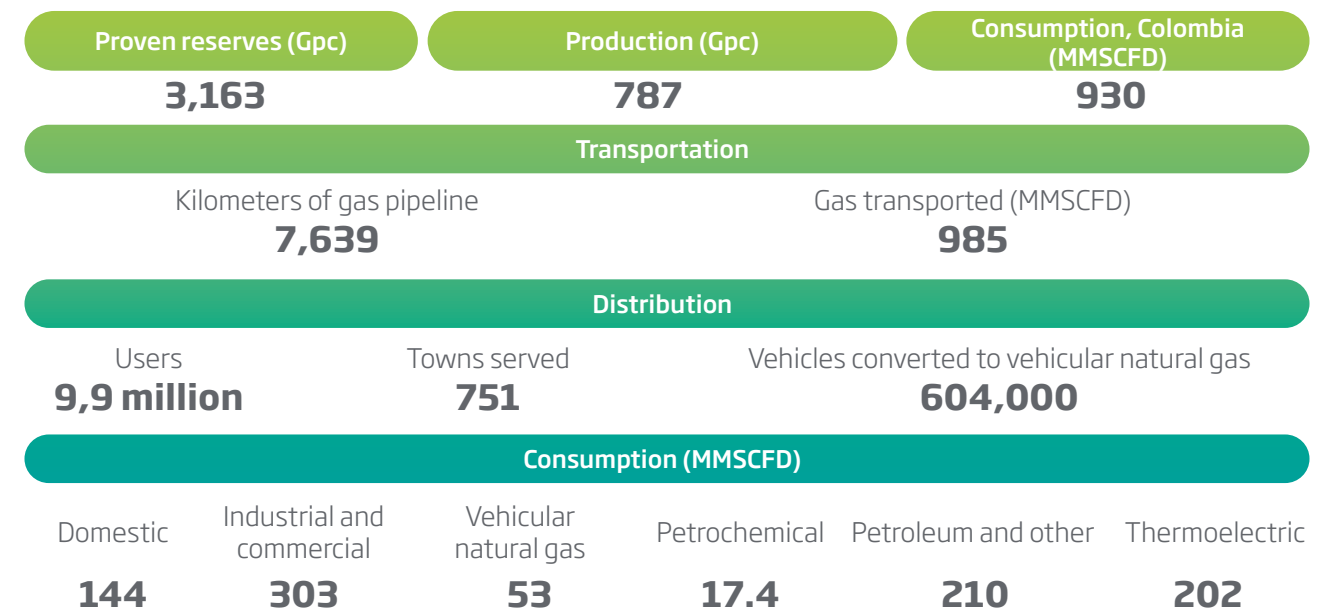
The mass use of natural gas in Colombia dates back to the 1980s and was the result of a joint initiative between government and private enterprise. Continued work since then has made gas the preferred fuel in the country's homes and industries.

Promigas has been present throughout this successful process and has participated actively in it and being part of the social revolution that the mass use of this fuel has brought about has brought it great satisfaction.



Natural gas continues to be an extremely important fuel in Colombia's energy basket, especially in the industrial and domestic sectors, where consumption remains stable.

It is also used by thermal-electricity generators to meet peaks in demand.



Source: Natural Gas Sector Report, 2020 - figures 2019.



ENERGY IS CONNECTION,
CONNECTION IS PROGRESS

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