



# QUARTERLY RESULTS

Q3 2024





#### **DISCLAIMER**

Promigas, S.A., E.S.P. ("Promigas") is a securities issuer in Colombia listed in the National Registry of Securities and Issuers. As such, it is subject to compliance with the applicable securities regulations in Colombia. Moreover, as an issuer accredited with IR Recognition by the BVC (Colombian Stock Exchange), Promigas has committed to maintaining high standards of corporate governance, risk management, and procedures for identifying, managing, and disclosing conflicts of interest, which also apply to its related companies.

Promigas primarily operates under Act 142 of 1994, which establishes the Regime for Public Utility Services, and CREG Resolution 071 of 1999, which sets the Unified Natural Gas Transportation Regulations (RUT) in Colombia. It also adheres to subsequent amendments, sector regulations, current concession contracts, its corporate bylaws, and other provisions contained in the Code of Commerce.

The separate financial statements have been prepared in accordance with the Colombian Financial Reporting Standards (CFRS), established by Act 1314 of 2009 and regulated by the Unified Regulatory Decree 2420 of 2015, as amended by Decrees 2496 of 2015, 2131 of 2016, 2170 of 2017, 2483 of 2018, 2270 of 2019, 1432 of 2020, and 938 of 2021. The CFRS applicable in 2021 are based on the International Financial Reporting Standards (IFRS) and their interpretations, issued by the International Accounting Standards Board (IASB). These standards correspond to those officially translated into Spanish and issued by the IASB in the second half of 2020. The company adopted the option allowed by Decree 1311 of October 20, 2021, to recognize for accounting purposes against retained earnings and only for the year 2021, the change in deferred income tax resulting from the increased income tax rate, as established in the Social Investment Act 2155.

These separate financial statements were prepared to comply with the legal requirements applicable to the Company as an independent legal entity and do not include the adjustments or eliminations needed for the presentation of the consolidated financial position and consolidated comprehensive income of the Company and its subsidiaries. Therefore, these separate financial statements should be read in combination with the consolidated financial statements of Promigas S.A. E.S.P. and its subsidiaries. For legal purposes in Colombia, the primary financial statements are the separate financial statements.

This report may include forward-looking statements. In some cases, you can identify these forward-looking statements by terms such as "may," "will," "should," "expects," "plans," "anticipates," "believes," "estimates," "predicts," "potential," or "continue," or the negative of these terms and other comparable terminology. Actual results may materially differ from those projected in this report as a result of changes in general current conditions, economic and business conditions, interest rate and exchange rate fluctuations, and other risks described from time to time in our filings with the National Registry of Securities and Issuers.

Recipients of this document are responsible for assessing and using the information provided herein. The matters described in this presentation and our understanding of them may change significantly and materially over time; however, we expressly state that we are not obligated to revise, update, or correct the information provided in this report, including forward-looking statements, nor do we intend to provide updates for such material events prior to our next earnings report.

The content of this document and the figures included herein are intended to provide a summary of the topics discussed rather than a comprehensive description.

## KEY FIGURES

#### Financial Results - Summary

#### **SEPARATE**

Cumulative as of September 2024



 $<sup>1\ \</sup>textit{Income from ordinary activities ($774,195\ M)} + \textit{Income from domestic concession construction contracts ($125,096\ M)}.$ 

#### **CONSOLIDATED**

Cumulative as of September 2024

REVENUE1	GAS TRANSPORTATION LNG AND SERVICES GAS DISTRIBUTION, E.P., NBF AND ES	<sup>7</sup> 31% 69%	Budget \$5.23 Tn	Real \$5.25 Tn Execution: 100% A 11% vs. 2023
COSTS AND EXPENSES	GAS TRANSPORTATION, LNG AND SERVICES GAS DISTRIBUTION, E.P., NBF AND ES	20% 80%	Budget \$3.82 Tn	Real \$3.49 Tn  Execution: 91% Δ 8% vs. 2023
EBITDA <sup>2</sup>	GAS TRANSPORTATION, LNG AND SERVICES GAS DISTRIBUTION, E.P., NBF AND ES	45%	Sudget \$1.73 Tn	Real \$1.91 Tn  Execution: 110% Δ 12% vs. 2023
NET	GAS TRANSPORTATION, LNG AND SERVICES GAS DISTRIBUTION, E.P., NBF AND ES	43%	\$0.75 Tn	Real \$0.85 Tn Execution: 113% Δ 13% vs. 2023

<sup>1</sup> Income from ordinary activities (\$4,762,890 M) + Income from domestic concession construction contracts (\$160,989 M) + Income from concession construction contracts abroad (\$324,816 M)

<sup>2</sup> Income from ordinary activities (\$899,291 M) – cost of sales (\$315,791 M) – selling and administrative expenses (\$169,870 M) – concession construction costs (\$125,096 M) + dividends received (\$1,050 M) + depreciation, amortization, provisions and impairment (\$156,839 M) + share of profits from subsidiaries (\$504,945 M) + share of profits from subsidiaries (\$217,790 M) + other, net (-\$7,438 M) - impairment in losses from credit activities (\$2,517 M).

<sup>2</sup> Income from ordinary activities (\$5,248,695 M) - cost of sales (\$3,330,153 M) - selling and administrative expenses (\$456,849 M)

<sup>+</sup> depreciation, amortization, provisions and impairment (\$300,563 M) + share of profits from associates (\$217,561 M) + other, net (\$4,492 M) + dividends received (\$2,894 M) - impairment on losses from credit activities (\$81,374 M).

#### **OUR POWER 2040**



**GEOPOLITICAL** CONTEXT

MACROECONOMIC **ENVIRONMENT** 

ENERGY TRANSITION

#### **CUSTOMER FOCUS**

REGULATORY ENVIRONMENT

**CORE BUSINESSES, RESILIENT AND COMPETITIVE** 



**Natural Gas Transportation** 



Value Added Services, **Construction and O&M** 



**Natural Gas Distribution** 



Regasification

**LOW-EMISSION BUSINESSES TO SUCCEED IN ENERGY TRANSITION** 



**Energy Solutions** 



**Sustainable Mobility** 



**Electric Power** Distribution



**Non-Bank Financing** 

#### **ASPIRATIONS:**

Diversification and growth in other geographies





**Natural Gas Transportation** 



Regasification



Energy **Solutions** 



**Natural Gas and Electric Power Distribution** 

#### **ENABLERS / HOW WILL WE DO IT?**



**ESG** 





**INNOVATION & ALTERNATIVE ENERGIES** 



**DIGITAL TRANSFORMATION** 



**SYNERGIES AND EFFICIENCIES** 

# KEY FIGURES

Consolidated Results - Cumulative as of September 2024

#### **CORE BUSINESSES**

EBITDA: \$ 1,616,855 M 85%

#### **NG** transportation

Natural Gas
Transportation

651,503 M 34%

LNG regasification 257,836 M 14%

Value-added services

\$20,158 M 1%

NG distribution<sup>1</sup>

\$ 687,358 M 36%

#### **LOW-EMISSION BUSINESSES**

EBITDA: \$ 288,973 M 15%

Electric Power **\$ 148,015** M **8%** 

Brilla

\$ 59,705 M

3%

Mobility \$ 22,176 M

Finan. connections

\$ 55,669 M

**Energy Solutions** 

\$ 3,409 M

U%

#### **Environmental, Social and Governance**

- We have become adopters of the TNFD (Taskforce on Nature-related Financial Disclosures).
- Transparent disclosure of risks and opportunities related to nature is a fundamental step in continuing to actively contribute to biodiversity conservation and ecosystem health.

#### **Innovation and New Energies**

- 11,456 M COP and +66,000 hours: incremental (bottom-up) innovation savings implemented.
- 30 Generative AI initiatives selected for implementation.
- 71 prospects in the new energy pipeline (5x growth compared to 2023).

#### **AI and Digital Transformation**

 70% progress in the development of the digital transformation roadmap.

#### **Culture and Human Talent**



**ENABLERS** 

1,937

225

Direct employees (Colombia)

Direct employees (Peru)

<sup>1</sup> Includes the equity method of Gases del Caribe and Cálidda.

# HIGHLIGHTS



#### **CREDIT RATINGS**



Fitch Ratings reaffirms Promigas' AAA rating with a stable outlook.



#### **OPERATIONAL EXCELLENCE AND DISCIPLINE**



Promigas signed an agreement with Grupo Ecopetrol – Cenit to enhance the reliability of natural gas transportation systems in Colombia.



We achieved **100 LNG "Ship-to-Ship" transfer operations**, enabling us to continue supporting gas-powered electricity generation in Colombia.



In Q3, we transported up to **650 MMcf/d**, the highest volume transported in the past five years.



Through bidirectionality, we supplied up to **66 MMcf/d** to meet demand in the country's interior, primarily for thermal energy needs.



As part of **Misión La Guajira**, Promigas delivered the first access solutions for water and food security to **4,000 people across 13 communities**.



#### **ACKNOWLEDGMENTS**



SPEC LNG was recognized as the **Best Regasification Terminal of 2024** by LNG Global.



Promigas was a finalist in 3 of the 29 categories at the Gulf Energy Excellence Awards held in Houston, USA: Energy Leader of the Year, Best Energy Project of the Year, and Best Pipeline Integrity Technology.



We ranked as the **9th most innovative company in the country** in the ANDI innovation ranking.



We are included in Forbes Colombia's ranking of the 25 leading companies in sustainability in the country.







O1
CORE BUSINESSES

# TRANSPORTATION OF NATURAL GAS

Our strategic transportation and regasification assets remain key to ensuring energy supply during the hydrological challenges and low local gas availability experienced in Colombia throughout 2024.







PIPELINE:

3,284 km

**TOTAL CAPACITY:** 

1,165 MMcf/d

**Contracted Capacity** 

897 MMcf/d Budget

**879 MPCD** 

Exec. 98%

**Volume Transported** 

608 MMcf/d Budget

**574 MPCD** 

Exec. 94%

99.99 %

Continuity of operation

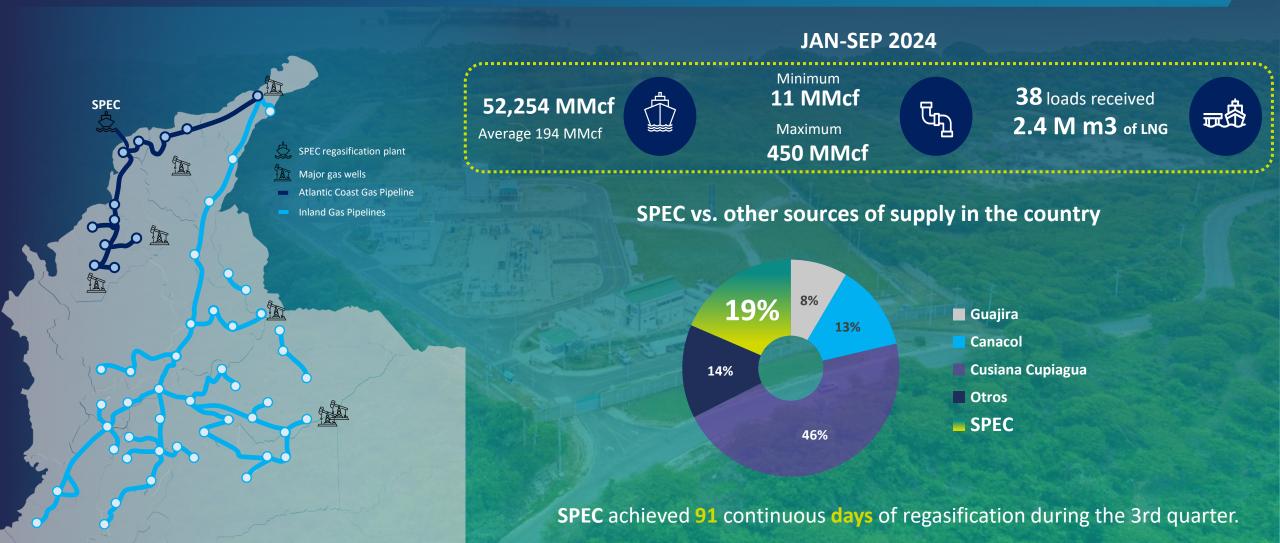
**AVERAGE LENGTH OF CONTRACTS** 

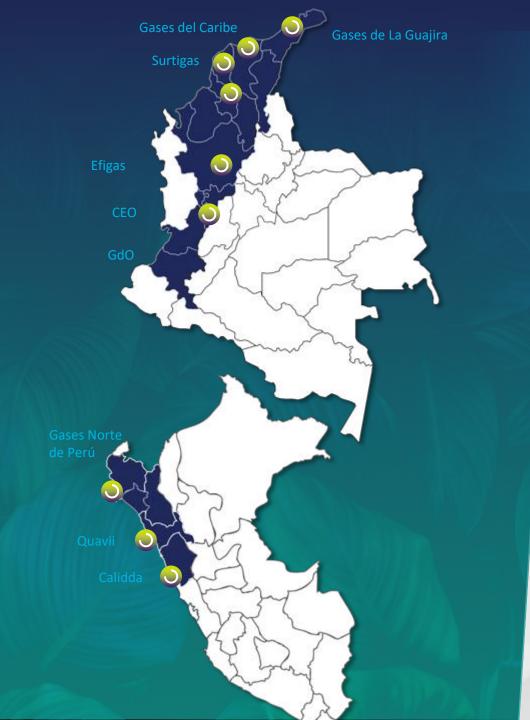
**6.20 YEARS** 

# LIQUEFIED NATURAL GAS - LNG



**SPEC** continues to play a vital role as a gas supply source in the country during critical moments of local supply shortages caused by demand peaks.







Positive impact on the quality of life of more than ~24 million people in 1,034 communities in Colombia and Peru.

CONNECTED
CUSTOMERS IN Q3 2024

314,146

105,836 customers connected vs. Q3 2024



**ACCUMULATED CONNECTED CUSTOMERS:** 

6.62 million

4.37 Million in Colombia

38 % of the Colombian market

2.26 Million in Peru

96 % of the Peruvian market

**Gas Sales** 

9,205 Mm3

xec. 103% (8,925 Mm3 Budget)

KM of network

75,855

Var. 5% vs June 2023







02

LOW-EMISSION BUSINESSES

# **ENERGY**SOLUTIONS



We reached a capacity of **130.6 MW** in self-generation projects using solar technology and gas-based cogeneration, representing a **64% growth** compared to the capacity reported at the end of Q3 2023.



During Q3, we began implementing the first Battery Energy Storage Systems (BESS) with Grid Forming technology, totaling 1,600 kWh.



We highlight the start of energy solutions activities in Peru with the launch of 29.5 MW in gas self-generation. This reaffirms our commitment to the Peruvian energy market and our growth projections in the region.



Portfolio of projects with a capacity of

130.6 MW(\*)

+51.1 MW vs. Q3 24



**Solar Capacity** 

82,5 MW

Operational 39.46 MW

Construction

**Commercial closure** 

MW 30.67 MW 12.37 MW



Self- and Cogeneration Capacity

48.1 MW

Operational 15.3 MW

Construction

**Commercial closure** 

29.6 MW 3.2 MW



Present in the 5 regions of Colombia; **20 departments** 

# ELECTRIC POWER DISTRIBUTION



Positive impact on the quality of life of more than 1.5 million people in 38 communities served in the Department of Cauca.

> **CONNECTED CUSTOMERS** IN Q3 2024

8,262

+3,879 customers vs. 2T24



ACCUMULATED CONNECTED CUSTOMERS



**Energy demand** 

780 GWh Budget

770 GWh

Exec. 99%

**Energy sales** 

445 GWh Budget

452 GWh

Exec. 101%

# SUSTAINABLE MOBILITY **COLOMBIA AND PERU**



**Volume CNG** 741.7 M m<sup>3</sup>

Exec. 103% Exec. 93%

**EBITDA** 184,534 M COP

Exec. 112% Exec. 97%

Active vehicles by type\* **Dedicated cargo** 



1,508

7,805

\*Active: Vehicles using CNG in our areas of influence.

Lightweight converted

63,138



313,503

#### **HIGHLIGHTS**



93 dedicated CNG units belonging to power generators, freight carriers, and passenger transport operators have entered operation in our areas of influence in Colombia. Projected consumption: over 3.4 million cubic meters per year.



The Gastrack project has begun with the delivery of the first 10 NGV trucks nationwide in Q3; two of them will operate within Promigas' area of influence.



Brilla represents **shared value** that enables vulnerable populations to access a better quality of life and strengthens the Promigas value chain.





Sep-2024:

COP\$ 994,898 M

94%

loan disbursement

Strata 1, 2 and 3.

**388,352** Loans granted in 2024

**5.9 million** loans granted accumulated since 2007

**812,368 CUSTOMERS** 

+400 MUNICIPALITIES

PRESENT IN PERU

active in portfolio

12 departments

**SINCE 2021** 

# DISBURSEMENTS BY CATEGORY \* 19% Building Materials 22% Mobility 8% Education and Computers

#### **HIGHLIGHTS**

- Brilla reached a consolidated portfolio of \$2.4 trillion, representing a 17% growth compared to 2023.
- The implementation of the Brilla 2.0 strategy has begun, including B2C/B2B pilots and the acquisition of capabilities in digital transformation and advanced analytics.







03 ENABLERS

### **SOCIAL FOOTPRINT**

#### NATURAL GAS AND ELECTRIC POWER

Drives social change and a progressive and fair energy transition

During 2024 we have impacted close to 1.2 M

additional people.



7.1 million customers served

68% in Colombia and 32% in Peru

#### **NEW GAS AND ELECTRIC POWER CUSTOMERS**

322.408

New customers Q3 2024: residential, industrial and commercial

314.146

NG in Colombia and Peru

#### **INCLUSIVE BUSINESS: BRILLA**

Shared value: improved quality of life and strengthening of the value chain



26,9% of Brilla customers do not have other financial or credit products, thereby promoting Financial Inclusion

Of our \$994,898 disbursements

Intermediate and small municipalities, and rural areas

Women

More than 1.5 million beneficiaries of our inclusive insurance lines. (+420,000 policies).



# **DECARBONIZATION**STRATEGY

**ABATEMENT** as of Q3 2024



As of the third quarter of 2024, an abatement of **32,663 tons of CO2e** has been recorded in scopes 1 and 2.

The abatement is associated with the following initiatives:



- Prevention of third-party damage breakages (GdO and Surtigas)
- Venting control at NGV stations in Peru (Promigas Peru)
- Energy purchase contracts (CEO)
- Compressor venting control (Promioriente)
- Leak prevention and control (Promigas)



# **EFFICIENCY** PROGRAM

#### PERFIL DE CAPTURA DE EFICIENCIAS



# EFFICIENCY-GENERATING PRACTICES IMPLEMENTED

\$26,382 M

Operational Excellence \$9,115 M

Administrative Efficiencies

\$645 M

\$27,061 M

Strategic Sourcing

\$1,162 M

IT/OT Platform
Excellence

Digital Transformation



# KEY ACHIEVEMENTS AND ACTIONS IN IT/OT AND DIGITAL TRANSFORMATION

- Optimization of licensing for mission-critical and business support technologies (TOA, SCADA, SAP, MSFT).
- Optimization of fuel consumption in compressor stations based on data.
- Efficiency gains from using drones for maintenance management based on asset condition.
- Greater efficiencies are projected starting in 2025 due to the modernization of the digital core.



# **CAPEX**

Q3 2024

Jan - Sep

**587,218** 81% -**137,751** 

**ECA** 

**924,259** 93% -73,706



**449,343** | 79% | -**121,820** 

**719,206** 91% -**71,503** 

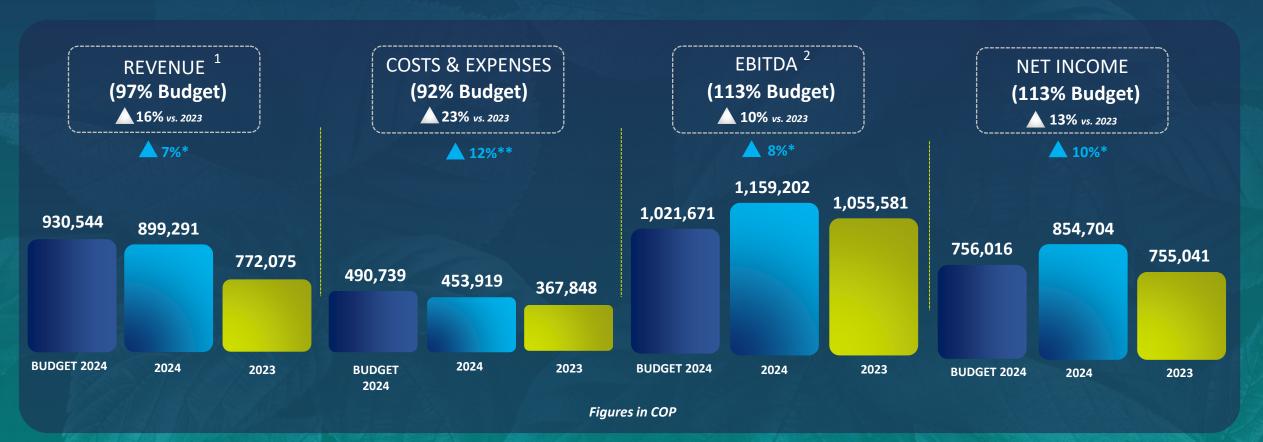


**137,875** 90% -15,931

**205,054** 99% -2,202

PROMIGAS PROFIT AND LOSS STATEMENT | Separate

CUMULATIVE 2024 - CUMULATIVE 2023



<sup>1</sup> Income from ordinary activities (income from ordinary activities from contracts with customers) + Income from domestic concession construction contracts.

Budget 2024

2024

2023

<sup>2</sup> Income from ordinary activities - Cost of sales - Administrative and selling expenses + Depreciation, amortization, provisions and impairment + Share of profits from subsidiaries + Share of profits from associates + Other, net - Impairment in losses from credit activities

<sup>\*</sup>Change excluding revenue/costs from concession construction contracts.

<sup>\*\*</sup>Change excluding revenue/costs from concession construction contracts and leasing costs for Energy Solutions.

#### PROMIGAS PROFIT AND LOSS STATEMENT | Separate

**CUMULATIVE 2024 - CUMULATIVE 2023** 





Figures in COP

#### Revenue: \$899,291 (Δ16%) – 97% of Budget

Budget-wise, under-execution was mainly due to lower transportation revenue in September, resulting from the arbitration award between Canacol and Promigas (-\$36.7 billion, tax-deductible).

Compared to the previous year, revenue increased primarily due to higher consumption by the thermal sector in 2024, driven by the impact of the El Niño phenomenon during the first quarter.

Additionally, in 2024, revenue was recorded for the financial lease recognition of ongoing Energy Solutions projects amounting to \$26.467 billion, compared to \$8.571 billion recorded in Q3 2023.

Growth was observed due to contracts signed between Promigas and distribution companies for services previously provided by Enlace,

Finally, increased revenue in the Non-Banking Financing business, resulting from the franchise agreement for the Brilla program with Gases del Caribe, Efigas, and Gases de la Guajira, with revenues starting in Q2 2023.

Change excluding concession construction contract revenue: 7%.

#### PROMIGAS PROFIT AND LOSS STATEMENT | Separate

**CUMULATIVE 2024 - CUMULATIVE 2023** 





Figures in COP

#### **Equity Method: \$722,735M (Δ11%) – 122% of Budget**

Transportation, Regasification, and Services:  $$205,071M (\Delta-1\%) - 135\%$  of Budget Gas and Electricity Distribution and Brilla:  $$523,861M (\Delta19\%) - 119\%$  of Budget

Budget-wise, a 22% over-execution was recorded, primarily due to:

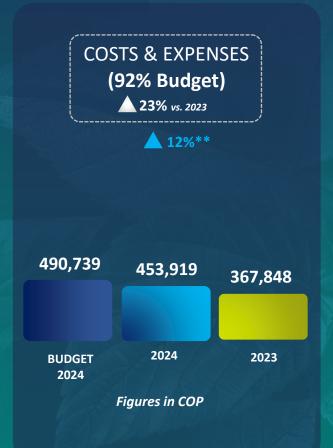
- **SPEC:** Increased regasification revenue from higher volumes (+24,040 MMcf) and higher tariffs resulting from increased LNG costs reported by the client. Additionally, \$775,000 USD was recorded from the temporary contracting of an additional 50 MMcf/d capacity with the Thermal Group.
- **GdO:** Improved results in the Secondary Market due to increased gas sales to the thermal sector and industries as a consequence of the El Niño phenomenon; and better performance in the Non-Banking Financing business.
- **GdP:** Increased revenue from the "Con Punche Perú" program to accelerate natural gas adoption, resulting in higher residential connections. Additionally, over-execution was recorded due to higher Concession Construction margins, driven by the execution of CAPEX for connection pipes and networks.
- **Gasnorp:** Higher Concession Construction margins from CAPEX execution in steel networks and the capacity expansion project in Chimbote and Malabrigo.

Additionally, there was under-execution of AO&M in subsidiary companies, driven by initiatives from the Operational Excellence Program and scheduling changes that shifted some activities to the second half of 2024.

<sup>1</sup> Income from ordinary activities (income from ordinary activities from contracts with customers) + Income from domestic concession construction contracts.

<sup>\*</sup>Change excluding revenue/costs from concession construction contracts.

# PROMIGAS PROFIT AND LOSS STATEMENT | Separate CUMULATIVE 2024 - CUMULATIVE 2023



#### Costs and Expenses: \$453,919M (Δ23%) – 92% of Budget

Budget-wise, under-execution in Costs and Expenses was primarily associated with:

- Lower gas consumption at the Filadelfia and Paiva stations due to reduced usage.
- Specialized consultancy services pending execution, rescheduled for Q4 2024 and 2025.
- Postponed IT services, with execution delayed to later months
- Lower renewal rate for all-risk insurance (3.59%) compared to the budgeted rate (4.5%).

Additionally, strict control over Costs and Expenses, driven by the Operational Excellence Program, has allowed us to remain below expected levels.

With respect to 2023, the variation corresponds mainly to:

- Recognition of the cost associated with financial lease accounting for ongoing Energy Solutions projects, totaling \$25,269M, compared to \$8,469M recorded in Q3 2023.
- Higher fuel consumption due to the need for additional compressor stations to support high electricity dispatch and transport gas to the interior. Additionally, continuous operation of the Caracolí station was reactivated.
- Annual salary adjustment of 11.08% (CPI 9.28% + 1.8%).
- Launch of the Rise with SAP service for \$4,296M, replacing Ariba and SAP services, in alignment with our IT/OT strategy. While these services were recorded monthly in 2023, the full cost was recognized in April 2024.
- Outsourcing of operational and technology services starting in January 2024.

# PROMIGAS PROFIT AND LOSS STATEMENT | Separate CUMULATIVE 2024 - CUMULATIVE 2023



#### EBITDA: \$1,159,202M (Δ10%) – 113% of Budget

Budget-wise, a 13% over-execution was recorded, driven by higher equity method income, mainly from increased regasification revenue and the temporary contracting of 50 MPCD additional capacity with the Thermal Group (SPEC); improved results in the Secondary Market and Non-Banking Financing (GdO); and successful execution of the Con Punche Perú program (GdP).

Additionally, as previously mentioned, the under-execution of Costs and Expenses (92%) contributed to better EBITDA performance.

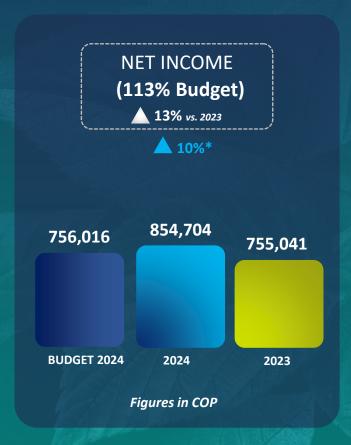
With respect to the previous year, the increase is due to better results in revenues (16%) as a result of the higher volume consumed by the thermal sector in 2024 due to the impact of the El Niño phenomenon.

Change excluding concession construction contract revenue: 8%.

2 Income from ordinary activities - Cost of sales - Administrative and selling expenses + Depreciation, amortization, provisions and impairment + Share of profits from subsidiaries + Share of profits from associates + Other, net - Impairment in losses from credit activities

<sup>\*</sup>Change excluding revenue/costs from concession construction contracts.

# PROMIGAS PROFIT AND LOSS STATEMENT | Separate CUMULATIVE 2024 - CUMULATIVE 2023



#### Net Income: \$854,704M (Δ13%) – 113% of Budget

In the final line of our financial statements, the stronger performance of subsidiary companies stood out at the budgetary level, offsetting \$21,565M in late payment interest from the arbitration award with Canacol. Without this impact, execution would have reached 119%.

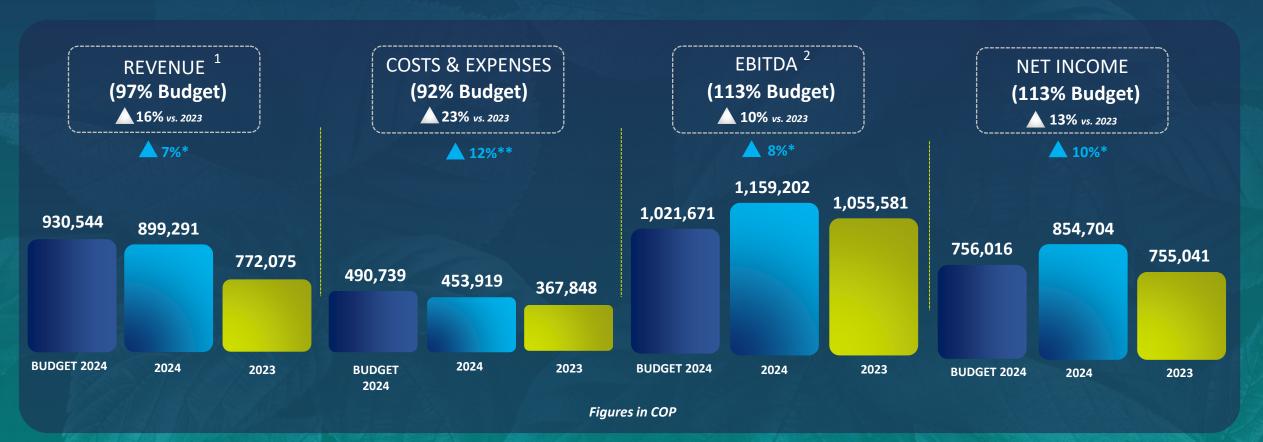
The Net Income growth with respect to the previous year reflects the improved results from transportation revenue and the Equity Method, alongside a reduction in financial expenses due to a lower average interest rate (11.34% in 2024 vs. 14.03% in 2023). This mitigated the effect of the late payment interest from the arbitration award with Canacol.

Change excluding revenue/costs from concession construction contracts: 10%.

<sup>\*</sup>Change excluding revenue/costs from concession construction contracts.

PROMIGAS PROFIT AND LOSS STATEMENT | Separate

CUMULATIVE 2024 - CUMULATIVE 2023



<sup>1</sup> Income from ordinary activities (income from ordinary activities from contracts with customers) + Income from domestic concession construction contracts.

Budget 2024

2024

2023

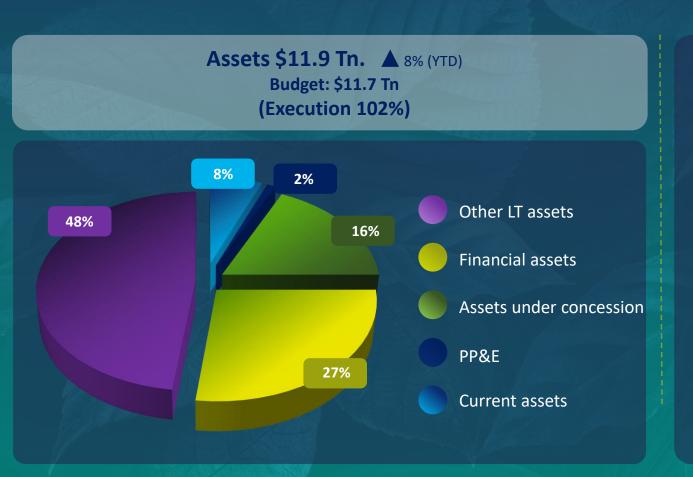
<sup>2</sup> Income from ordinary activities - Cost of sales - Administrative and selling expenses + Depreciation, amortization, provisions and impairment + Share of profits from subsidiaries + Share of profits from associates + Other, net - Impairment in losses from credit activities

<sup>\*</sup>Change excluding revenue/costs from concession construction contracts.

<sup>\*\*</sup>Change excluding revenue/costs from concession construction contracts and leasing costs for Energy Solutions.

#### PROMIGAS BALANCE SHEET | Separate

SEPTEMBER 2024 vs. DECEMBER 2023



Current Assets (Δ35%): The increase is due to the dividends declared by affiliated companies and the renewal of insurance policies in June.

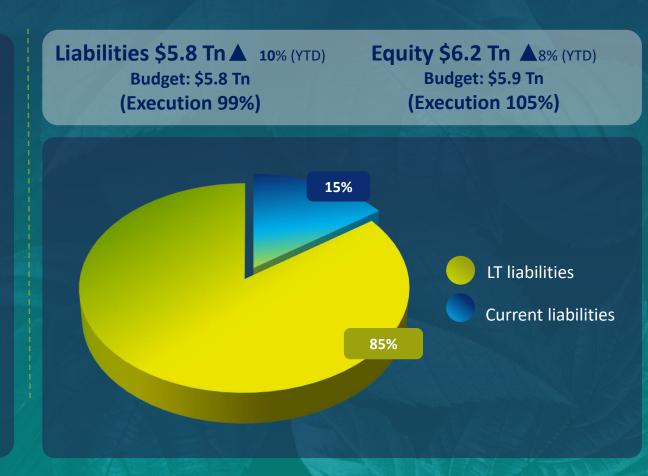
Other Long-Term Assets ( $\Delta 8\%$ ): The increase is primarily driven by long-term investments through the Equity Method, adjustments for currency conversion in foreign investment hedges, and the recognition of financial leases in the Energy Solutions business.

# PROMIGAS BALANCE SHEET | Separate

SEPTEMBER 2024 vs. DECEMBER 2023

**Current Liabilities (Δ7%):** The increase is due to the ordinary dividends declared by Promigas for its shareholders in Q1 2024, partially offset by the repayment of short-term debt, which was replaced with long-term debt.

Long-Term Liabilities (Δ10%): The growth is attributed to the increase in long-term debt for refinancing short-term obligations and the exchange rate difference affecting dollar-denominated debt, as the closing exchange rate in September was higher than that recorded in December 2023.



# PROMIGAS PROFIT AND LOSS STATEMENT | Consolidated CUMULATIVE 2024 - CUMULATIVE 2023



#### Revenue: \$5,248,695M (Δ11%) – 100% of Budget

Budget-wise, a 100% execution was achieved, driven mainly by higher regasification revenue and the recognition of \$775k USD from the temporary contracting of additional capacity with the Thermal Group. This compensated for the lower transportation revenue recorded in September due to the arbitration award between Canacol and Promigas (-\$36,700M, tax-deductible).

Comparison to 2023:

<u>Income from ordinary activities (Δ9%):</u> The increase is primarily due to higher consumption by the thermal sector in 2024, driven by the El Niño phenomenon in Q1. Additionally, SPEC recorded higher revenues from regasification, indexation-based availability, TUA extension, and the contracting of additional capacity (50 MMcf/d). Distribution companies, GdO and GdP, reported growth from better results in the Secondary Market and increased connections under the "Con Punche Perú" program, respectively.

Income from concession construction (Δ44%): The growth is attributed to better results in Gasnorp (Peru) due to higher margins from Concession Construction, driven by the execution of CAPEX in steel networks and the capacity expansion project in Chimbote and Malabrigo.

<sup>1</sup> Income from ordinary activities (income from ordinary activities from contracts with customers) + Income from domestic concession construction contracts.

<sup>\*</sup>Change excluding revenue/costs from concession construction contracts.

# PROMIGAS PROFIT AND LOSS STATEMENT | Consolidated CUMULATIVE 2024 - CUMULATIVE 2023



Costs and Expenses: \$3,486,439M (Δ8%) – 91% of Budget

Under-execution was primarily due to:

#### **Promigas**

• Lower gas consumption at the Filadelfia and Paiva stations due to reduced usage. Also, postponed execution of various IT services and specialized consultancy services, which were rescheduled to Q4 2024 and 2025.

#### SPEC

• OG provision recovery (US \$3M), achieved by restocking for the Thermal Group at an average cost of \$6.9 USD/MMBTU compared to the previous provision of \$9.5 USD/MMBTU.

Additionally, across Promigas and its subsidiaries, strict control of Costs and Expenses under the Operational Excellence Program has allowed costs to remain below expected levels.

<sup>\*</sup>Change excluding revenue/costs from concession construction contracts.

# PROMIGAS PROFIT AND LOSS STATEMENT | Consolidated CUMULATIVE 2024 - CUMULATIVE 2023



#### **EBITDA: \$1,905,829M (Δ12%) – 110% of Budget**

Budget-wise, a 10% over-execution of EBITDA was primarily driven by the strong performance of Promigas and its subsidiaries, as well as the responsible management of Costs and Expenses, achieving efficiency gains as expected (91% execution).

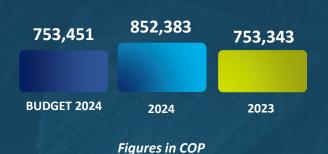
Compared to the previous year, EBITDA grew as a result of higher revenues obtained from the intense regasification activity and temporary contracting of additional capacity (SPEC). Also, due to better results from the Secondary Market and FNB (GdO) and greater connections from the Con Punche Perú (GdP) program.

Change excluding concession construction contract revenue/costs: 8%.

<sup>2</sup> Income from ordinary activities - Cost of sales - Administrative and selling expenses + Depreciation, amortization, provisions and impairment + Share of profits from subsidiaries + Share of profits from associates + Other, net - Impairment in losses from credit activities

# PROMIGAS PROFIT AND LOSS STATEMENT | Consolidated CUMULATIVE 2024 - CUMULATIVE 2023





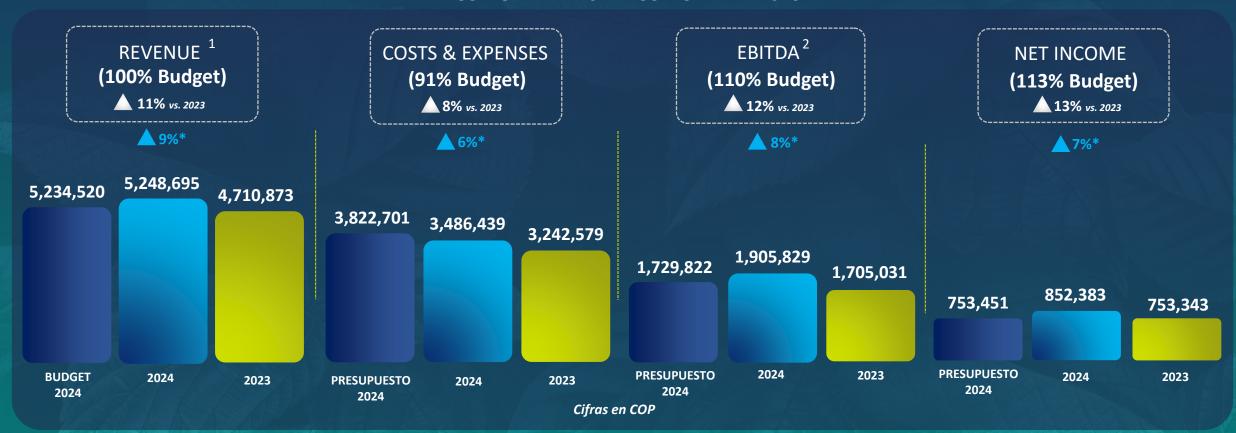
#### **Net Income:** \$852,382M (Δ13%) – 113% of Budget

13% over-execution is highlighted at the budgetary level, driven by higher revenues and lower execution of Costs and Expenses. These factors offset the \$21,565M in late payment interest from the arbitration award with Canacol. Without this impact, execution would have reached 119%.

This figure reflects the impact of higher EBITDA, resulting from increased net income and improved performance by subsidiary companies compared to 2023. Additionally, the decrease in financial expenses due to a lower average interest rate (11.34% in 2024 vs. 14.03% in 2023) helped mitigate the impact of the late payment interest from the Canacol award.

Change excluding concession construction contract revenue: 7%.

# PROMIGAS PROFIT AND LOSS STATEMENT | Consolidated CUMULATIVE 2024 - CUMULATIVE 2023



1 Income from ordinary activities (income from ordinary activities from contracts with customers) + Income from domestic concession construction contracts.

2 Income from ordinary activities - Cost of sales - Administrative and selling expenses + Depreciation, amortization, provisions and impairment + Share of profits from subsidiaries + Share of profits from associates + Other, net - Impairment in losses from credit activities

\*Change excluding revenue/costs from concession construction contracts.

Budget 2024

2024

2023







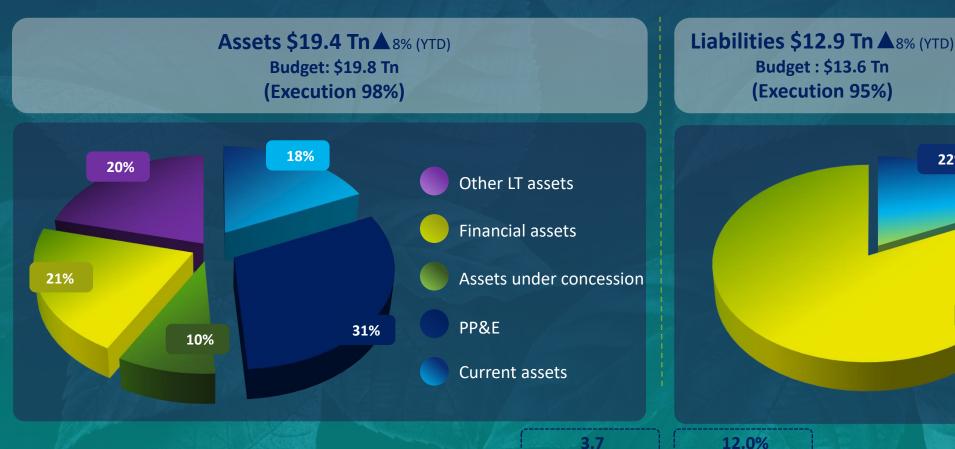
Q&A

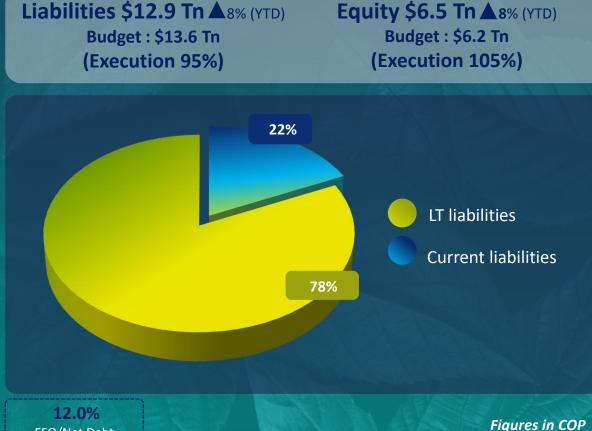


# PROMIGAS BALANCE SHEET | Consolidated SEPTEMBER 2024 vs. DECEMBER 2023

Debt/EBITDA

FFO/Net Debt





CONSOLIDATED

DEBT \$8.55 Tn

PROMIGAS:  $\triangle$  5% vs Sept-23

Average Cost of Debt:

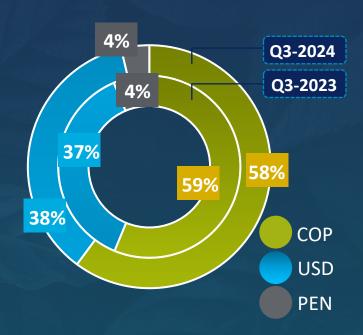
Sep 2024: 9.42%

Sep 2023: 12.07%

#### **Debt by product**



#### **Debt by currency**



#### **Debt by company**

	2023	2024
PROMIGAS	50.51%	47.80%
QUAVII	20.51%	20.05%
GDO	8.25%	7.68%
SURTIGAS	6.35%	6.32%
SPEC	2.57%	2.48%
PROMIORIENTE	2.04%	2.18%
CEO	2.78%	4.97%
GASNORP	5.95%	7.19%
TRANSMETANO	0.81%	0.25%
PROMISOL	0.23%	0.34%
PROMIGAS PERÚ	0.00%	0.75%
ZONAGEN	0.00%	0.01%

Interest Rate	% Debt
Fixed Rate	35.32%
IBR	29.02%
IPC	17.42%
SOFR	11.96%
UVR	5.86%
DTF	0.42%





# WE ARE ENERGY THAT **DRIVES DEVELOPMENT**

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