

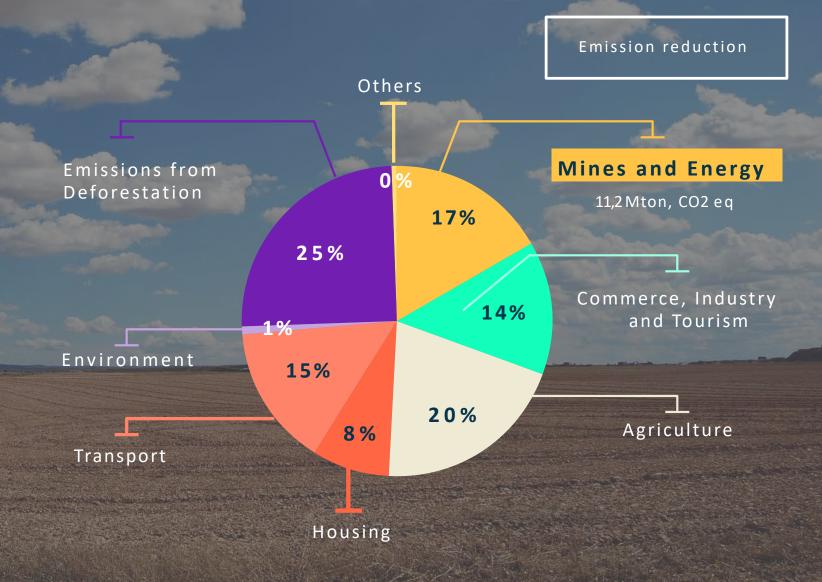
- 1. Focused on our environmental commitments
- 2. Electrify the Colombian economy in a sustainable way
 - 3. key factors for Energy transformation in Colombia

Focused on our environmental commitments

Paris Agreement Colombia will reduce 20% its emissions to 2030 through mitigation actions

Projection to 2030 (baseline): 332,4 Mton CO2 eq

Emission reduction goal: **66,4 Mton CO2 eq**



Colombia does not move away from the world scene, with transport being the consumer of 40% of energy sources. We must promote the replacement of liquid fuels Diesel 43% Final energy consumption in Colombia Gasoline 41% Jet fuel 8% **Transport** 40% Natural gas 3% Industrial EV 3430 - January 2020 24% Cars 1634 **Bus 124** Residential 20% Motorcycle 1558 Truck 114 MinTransporte Others 10% 'The mining-energy sector Plan for Climate Change Management (PIGCCM-E)" Source: UPME This plan has 3 strategios foucsed in energy Efficiency 1,21 Mton, electricity Generation matrix 4,74 Mtons demand management 2,01 Mtons and other. COMPROMISE 11,2 MTONs

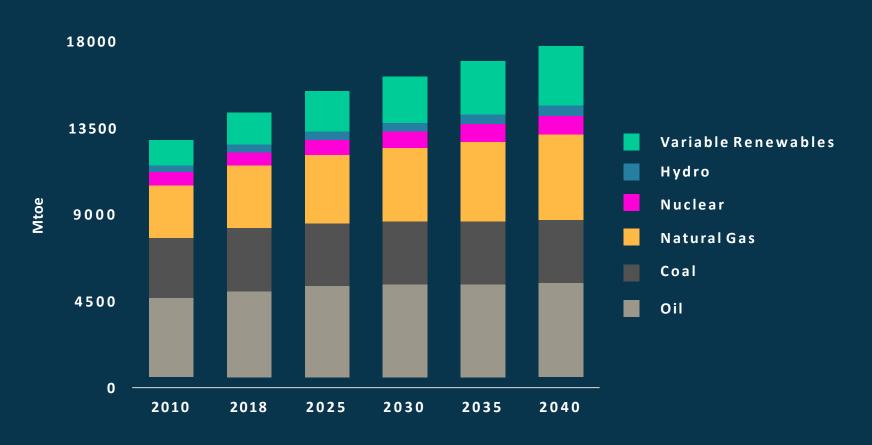


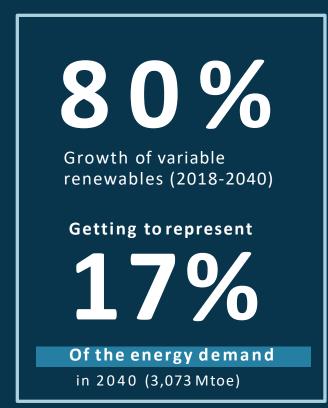


El futuro es de todos

Gobierno de Colombia

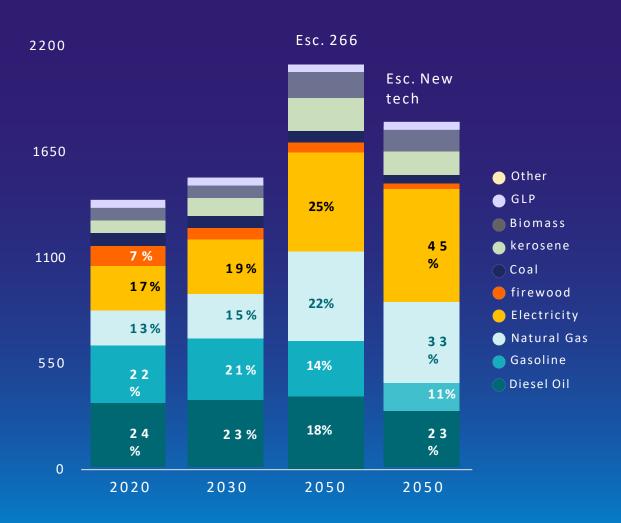
The world's energy demandis changing





Source: WEO, New Policies Scenario, IEA

COLOMBIA WILL TRANSFORM ITS ENERGY BASKET, BUT ALSO WILL REQUIRE AN ENERGY MIX



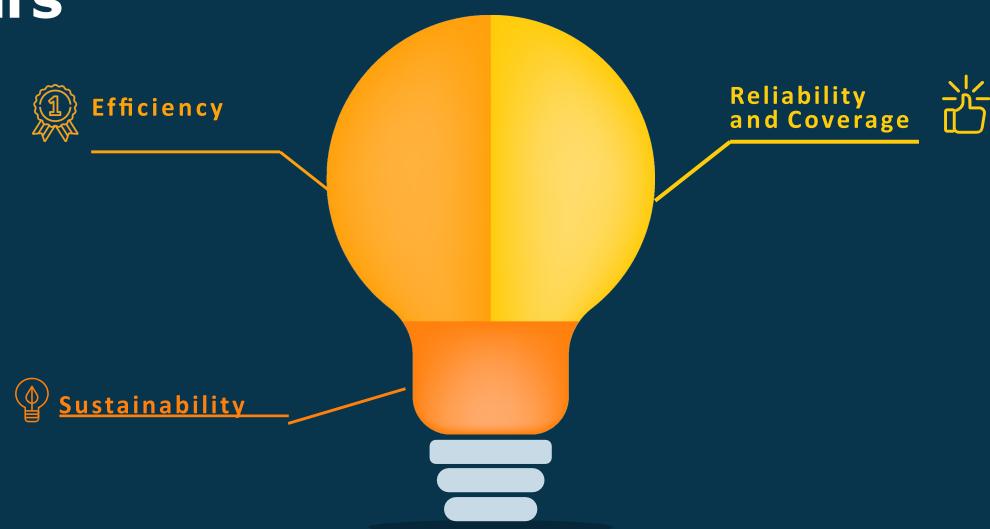
IN 2050

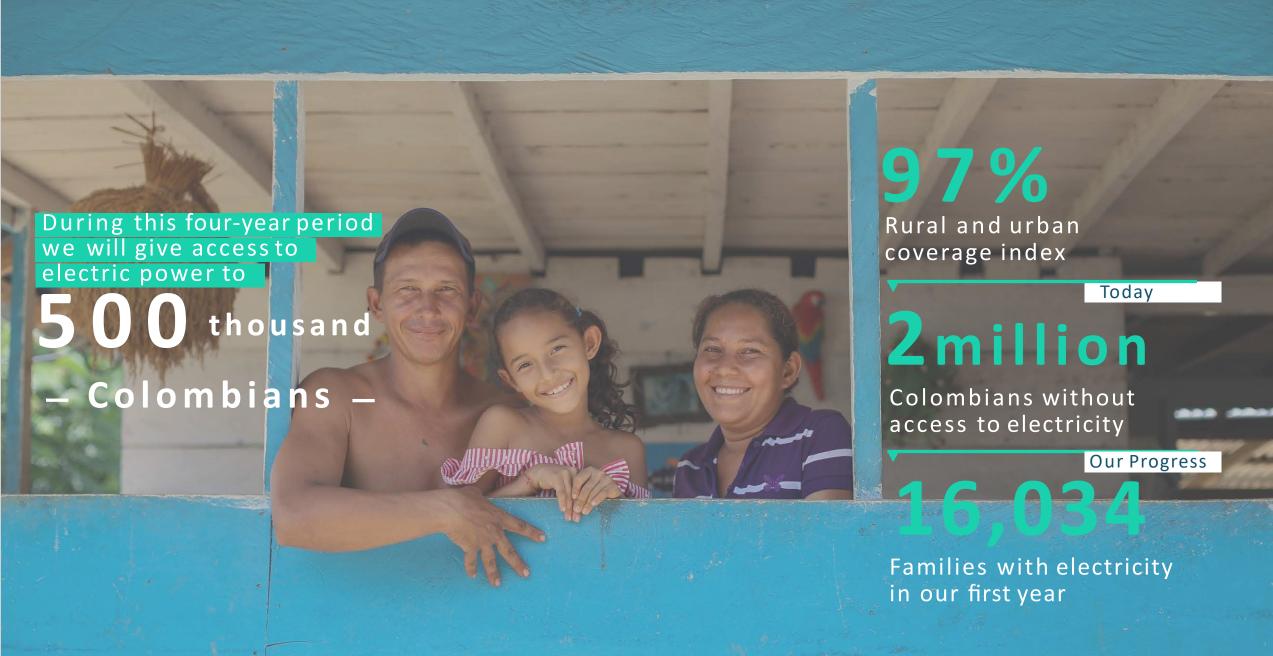
- ★ Electricity and natural gas will add 47%, surpassing liquid fuels
- ★ The transport sector will be the great driver for changes in demand. 30% of the country's vehicles, including motorcycles, will be electric
- ★ The big drivers, at the supply level, will be electricity, natural gas and jet fuel

Our goal

Electrify the Colombian economy in a sustainable way

Energy Strategic Pillars

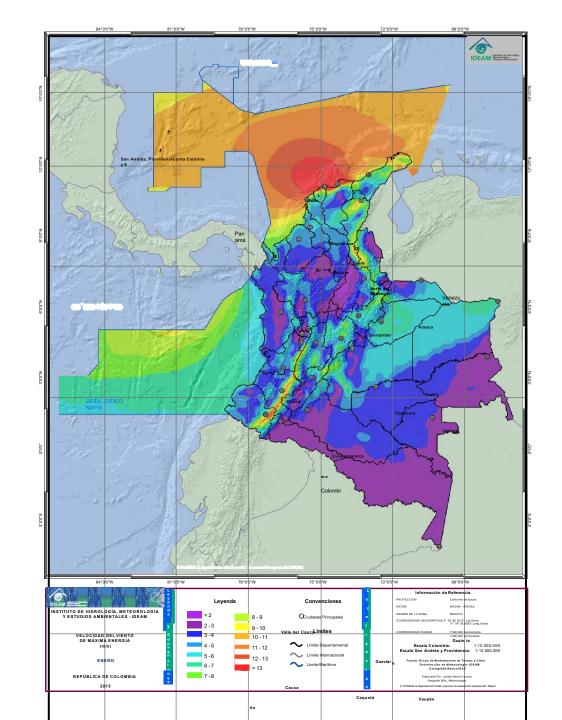






High potential for wind power generation

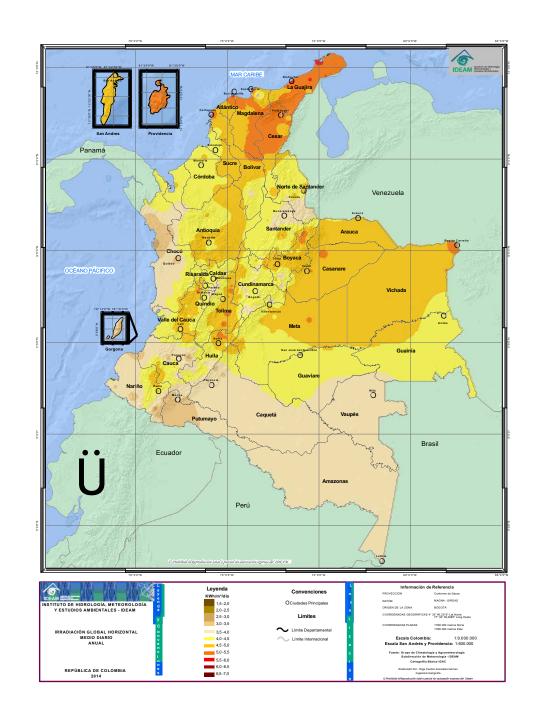
Wind speed in La
Guajira is two times
faster than the world
average - 9
meters/second at a
height of 80 meters



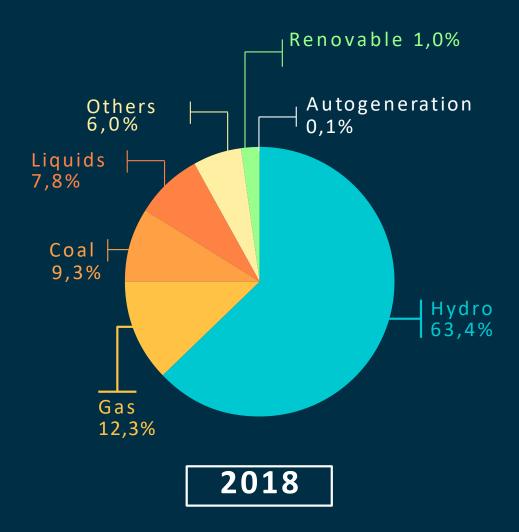


High potential for solar energy

Solar radiation in La Guajira is 60% above world average



Our electric generation matrix in 2019



High dependence on water sources

Vulnerability during "El niño" Phenomenon

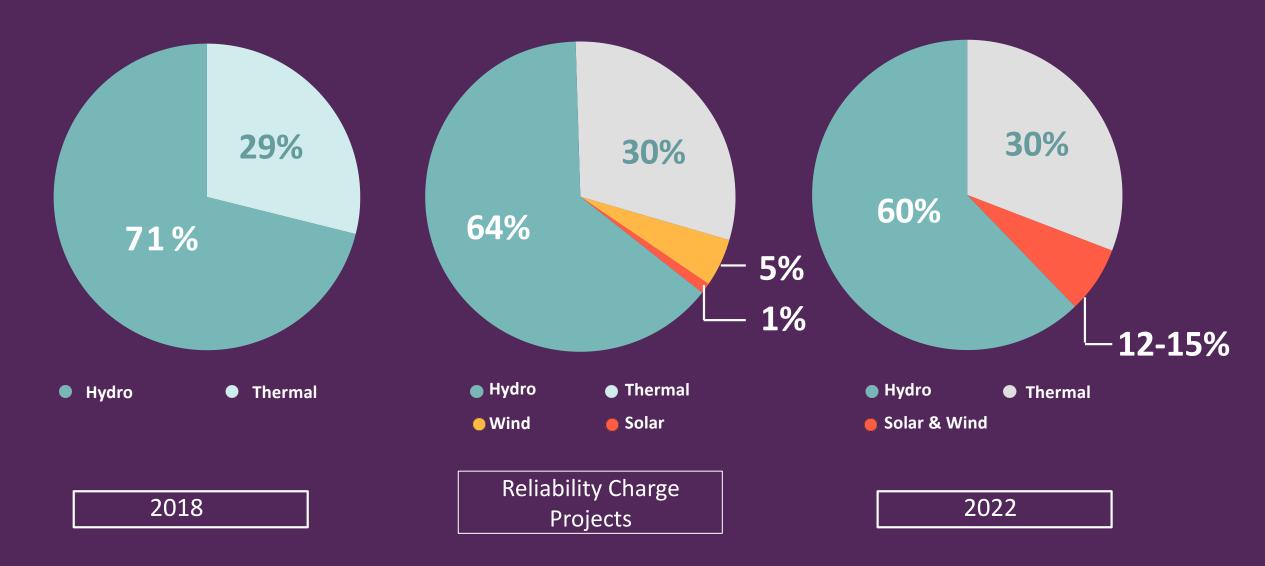
PND goal

Pass from 50 M W

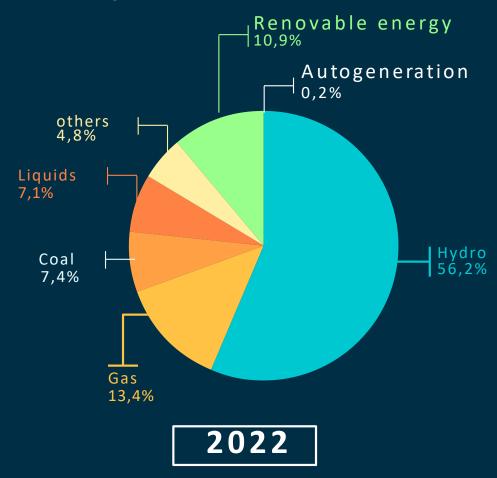
to 1500 M W

of installed capacity in alternative resources sources

Our Power Generation Mix



Our electrical matrix in 2022



With the results of market mechanism Auction, we exceed the proposed goal

We reach 2200 MW

of installed capacity in 2022 equivalent to ~10.9% of the electric matrix

National Development Plan 2018-2022

Extension of 50% income tax reduction on investments made in renewable energy projects from 5 to 15 years. Removal of the authorization process at the environmental agency (ANLA).

Automatic exclusion of VAT in the acquisition of solar panels and electric equipment for solar systems. Speeds up the process to harness the benefits stablished in Renewable Energy Law (1715-2014).

Electricity project's contribution to communities: 1% of the gross sales from renewable energy projects will be destined to improve the community's life standards.

Renewable Energy purchase: 8%-10% of the energy purchases of retailers must come from renewable energy projects.

Exclusion of Environmental Procedure

Decree 2462 - 2018 excludes renewable energy projects with capacity higher than 10 MW of carrying out the Alternative Environmental Assessment (DAA) process.

Electric Vehicles Tariff

0% Tariff for electric vehicles: This incentive will be extended indefinitely.

Renewable Energy Auctions Program

The long-term contract auction program seeks:

Emissions reduction Complementarity Competitive to strengthen prices energy security

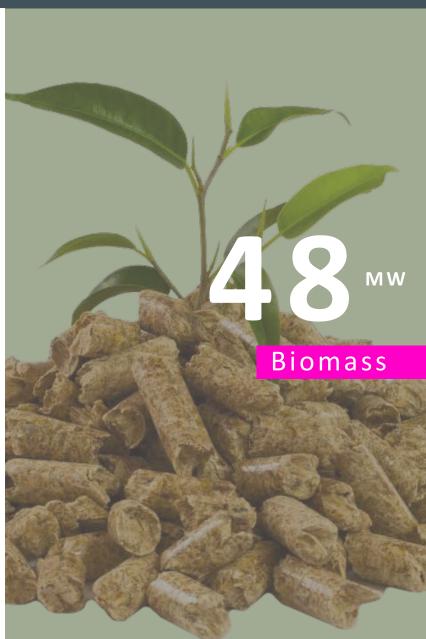
In the second half of 2019 we will have the second auction

Power Sector * 7700 MW

In renewable Energy Projects (129) with approved grid connection







2.500 MW

Of install capacity in 2022, this represents near



Through two auctions, self-generation projects of Ecopetrol and the Alliance between EPM and Invenergy

9 millions
of CO2 tons

¡WE ALREADY HAVE RESULTS!

14 projects + self-generation projects!



The National Strategy for Electric Mobility will provide an additional reduction of 3.7 Mton of CO₂ by 2030





Cooperation: UNI







Ministry of Mines and Energy Actions

1

2

3

<u>况</u>

Definition of Strategy for low and zero emission fuels in transport sector



Energy efficiency and labeling regulations

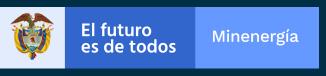


Analysis of charging infrastructure for electric vehicles

Hourly rate



Technical regulations for chargers



¿How are we going to make it?

National Development Plan (NDP) 2018 - 2022 Promote sustainable transport

Official fleet replacement program

Regulations for energy labeling and EE

Electric Mobility Strategy – August 2019

Promote the transition to zero emission technologies.

Facilitate the entry of electric vehicles to the market.

Create and strengthen the regulatory, political and institutional framework.

Develop recharge infrastructure

Our goals

6600

Electric vehicles 2022

600 mil

Electric vehicles 2030

Law 1964 – July 2019

Promote use of electric vehicles

Law 1964 - July 2019 Promote use of electric vehicles



Tax: 5 %

Customs Tariff: 0%

Consumption tax:0%



Discounts on mandatory insurance, technical mechanical review and exemption of "Pico y Placa"



By 2035 all new buses will be electric or zero emissions Preferential parking



Bogota 20 EV charging stations
Other cities 5 EV charging stations

Key factors

Global emissions The energy sector represents 80% Global emiss of CO2de las emisiones

FOCUS OUR ENERGY INENERGY

90%

of the necessary CO2 emissions reduction for 2050 would be achieved with

- * Renewable energy
- Energy efficiency
- ★ Electrification

Alternative energy cost: competitive with other technologies

Solar Energy

78% less

in 2018 than 2010

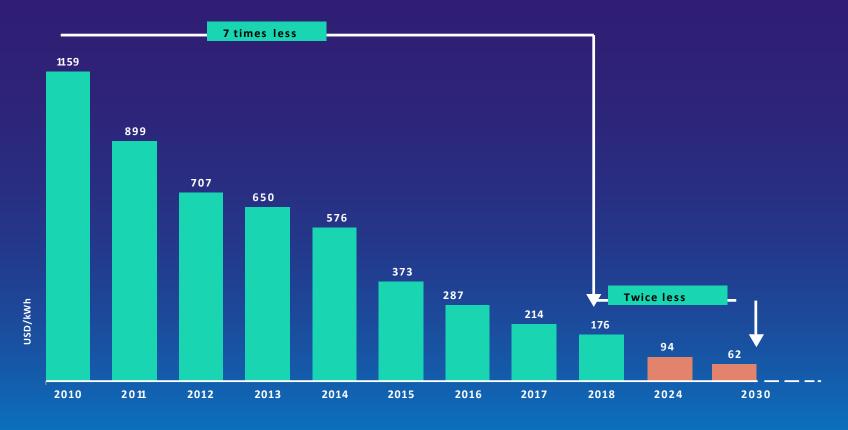
Wind Energy

24% less

in 2018 than 2010

BARRIERS TO GO THROUGTH

The cost of batteries is decreasing at a rapid rate



Fuente: BloombergNEF.

Renewable Energy Auctions Program

The long-term contract auction program seeks:

1

Complementarity to strengthen energy security

2

Emissions reduction

3

Competitive prices

Second auction: October 22nd

Regulatory Agenda: competitiveness, efficiency and transparency in the power sector

Energy Restrictions

Grid Connections

Self Generation with Renewable Energy

Market Behavior Rules

Geothermal

And we are working on other elements...

- ▶ Gas transport
- ► Analysis of regulated demand limits



Energy Transformation Mission

Through the Mission we willdevelop the roadmap for the energy of the future, with 5 strategic focuses:

22

3

4

5



Competition, participation and structure of the electricity market



The role of gas in energy transformation



Decentralization, digitalization and efficient management of demand



Electric power coverage and efficient targeting of subsidies



Review of the institutional and regulatory framework





Hugh Rudnick



Udi Helman



Diego Jara



Pablo Corredor



David Madero



Ana María Ferreira



Carmenza Chahin



Fernando Barrera Rey





Manuel Maiguashca



Rutty Paola Ortiz



Miguel Juan Révolo



Marcela Eslava



Miguel Vázquez



Carlos Battle



Thomas Mach



Andrés Escobar

Andrei Romero Grass



Luiz Barroso



Ignacio Pérez

Experts



Manuel Baritaud



Juan Pablo Zárate



Luisa Lafaurie



Andrés Romero



Janice Lin



David Coady



Juan Ricardo Ortega



Jean Michel Glachant



Luis Ernesto Mejía

Peer Reviewers



5%
Of national GDP

Comes from Oil & Gas Industry

Earnings from
Oil industry
represented nearly

12%

Of the nation's current revenues 2015-2018

Oil & Gas Represented

18%

Of foreign investment (II quarter 2019)

Oil & Gas Industry will contribute

15

Billion COP

Of royalties between 2019-2020

Colombia has oil reserves that represent **6.2 years of self-sufficiency**

2008

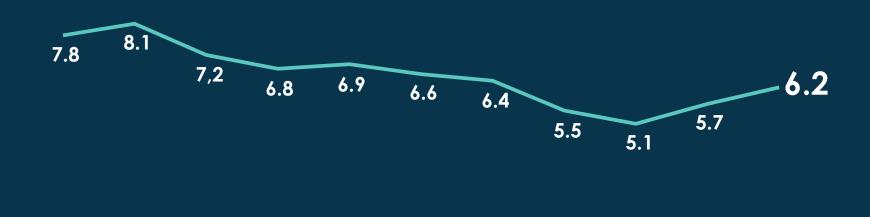
2009

2011

Years of

self-sufficiency

of oil reserves



2013

2014

2015

2016

2017

produces 900 kbpd, we consume 40% for refineries, and the rest is exported

Today, Colombia

Source: MME, ANH

2018

The role of natural gas

 \star \star \star

Energy transition

Gas reserves are at 3.8TCF and represent 9.8 years of self-sufficiency



Today, Colombia produces around 1000 mcfd, and we consume all of it

Source: MME, ANH

To expand hydrocarbon self-sufficiency we have established four strategic axes

Exploration of continental basins

- ▶ 11 contracts
- ► 500 million USD Investment

3

Enhance oil

existing fields

recovery in

Development of offshore potential

- ► 5 contract conversions to E&P
- ▶ 900 million USD Investment

4

Possibility of exploring and producing unconventionals

- ► Committee of Experts
- ► Pilot /Investigation projects

Complement of the first of the second

Unconventional **Deposits**

Represent a huge opportunity for our energy security

GDP could grow

Foreign Investment could grow

Our reserves would increase between

Years/Oil

Years/Gas

8-22 | 35-50

450

Thousand New Jobs

kbd



Minenergía