



# Corporate Presentation

2023

**terpel**



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# Our Purpose

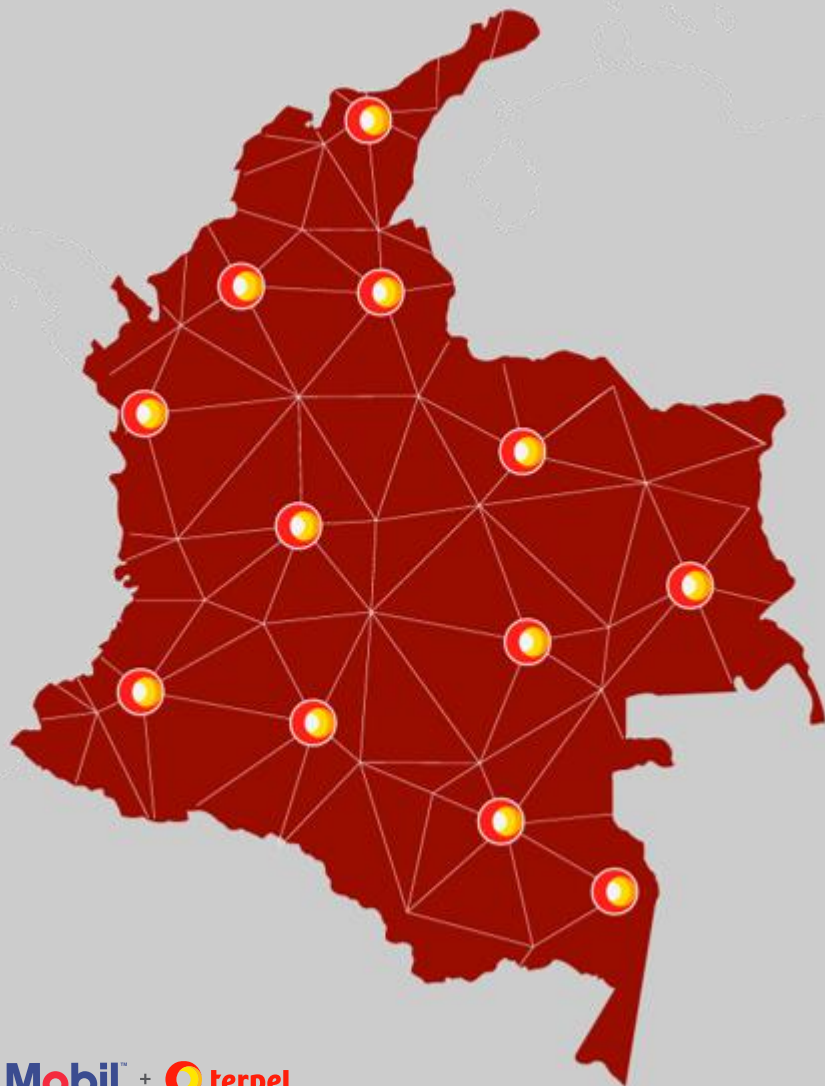
To power people, companies, and the country with the best energy, keeping them on the move.



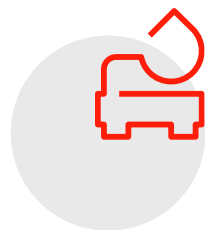
Organización Terpel

**A company that stands out  
in its category**

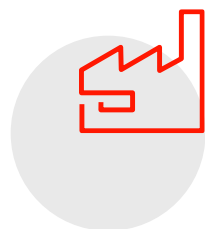
# #1 fuel distributor in Colombia



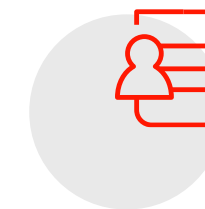
\* **Mobil** + **terpel**



**Leader in** lubricants  
distribution\* in Colombia



**31 Supply**  
plants in Colombia

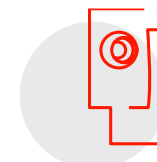


**+7,000** shareholders  
stock listed  
in the **BVC**

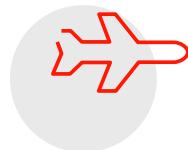
# 5 countries where Terpel operates



**+6,200** direct  
Jobs in Latin America



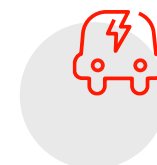
**2,384** service  
stations in Latin America



**32** airports  
served in Latin  
America



**+550** convenience  
stores in Latin America

















































**1st** electric energy  
distributor on the  
highways of Colombia,  
Ecuador and Panama



# A Colombian company with a regional presence



|                                                                                       | No.  | No.  | No.  | No.  | Business lines                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|---------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|    | 2,005                                                                                   | 21                                                                                      | 351                                                                                     | 14                                                                                      |          |
|    | 168                                                                                     | 5                                                                                       | 140                                                                                     | 1                                                                                       |                                                                                                                                                                                                                                                                   |
|    | NA                                                                                      | 5                                                                                       | NA                                                                                      | NA                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|    | 101                                                                                     | NA                                                                                      | 14                                                                                      | 2                                                                                       |                                                                                                                                                                                                                                                                                                                                                      |
|  | 29                                                                                      | 1                                                                                       | 12                                                                                      | NA                                                                                      |                                                                                                                                                                                                                                                       |

|                                                                                                        |                                                                                                       |                                                                                                            |                                                                                                              |                                                                                                               |
|--------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|
|  Service Stations |  Voltex stations |  Convenience services |  Compressed natural gas |  Liquefied petroleum gas |
|  Industry         |  Lubricants      |  Aviation             |  Marine                 |                                                                                                               |



# Mission

Terpel with all its brands  
**creates memorable  
experiences** and keeps the  
country on the move.





# Vision

By the year 2025, a highly inspirational team will make Terpel the #1 brand in service, recognized as a Country Partner.





# Our corporate values



Integrity



Respect



Reliability



## MORE THAN 50 YEARS OF HISTORY

**1971 - 88**

**Terpel is founded in different regions:**

- Center
- Antioquia
- South
- North
- Western savannah



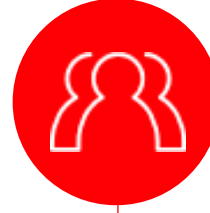
**2000**

**Power investment company** created (agreement between majority shareholders)



**2004**

**Terpel Foundation** is founded. Integration is consolidated.



**1968**

Terpel is **founded** in Bucaramanga



**1994**

Ecopetrol sells its shares.



**2001**

**Organización Terpel S.A.** is constituted to standardize processes and policies.



**2006**

Terpel begins operations in **Ecuador**





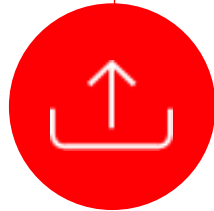
MORE THAN 50 YEARS OF HISTORY



**2007**  
Terpel begins operations in **Panama**. **Gazel** company acquired.



**2009**  
Terpel begins operations in **Peru** with the **Gazel** brand.



**2010**  
**Copec** becomes majority shareholder of Terpel.



**2011**  
Terpel begins operations in the **Dominican Republic** with the Aviation business.



**2013**  
Convenience services are launched: **Altoque** and **Ziclos**.



**2013**  
First bonds are issued in the Colombian Stock Exchange (BVC).  
  
First **IR** (Investor Relations) recognition from the BVC.





## MORE THAN 50 YEARS OF HISTORY

**2014**

SIE, Proenergía and Terpel Centro merge with **Organización Terpel**

Second **IR** Recognition (BVC)



**2016**

Terpel recognized by RobecoSAM (DJSI) as the best company in the sector (Oil and Gas) in the social dimension, and one of the three companies with the highest scores in comprehensive sustainability management.



**2018**

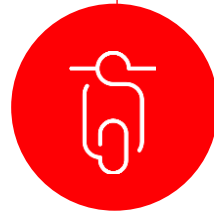
Terpel celebrates **50 years** of serving the Colombian people



**2014**

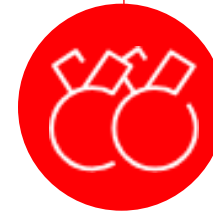
**Terpel Foundation** celebrates its 10-year anniversary, working on behalf of education in the country.

Organización Terpel is officially listed in the Colombian Stock Exchange



**2015**

Specialized **pump islands launched** for motorcycles; unique in the world, with a modern design and state-of-the-art pumps



**2017**

Terpel is included, for the second consecutive year, in **RobecoSam's** Yearbook as one of the world's most sustainable companies in retail.



## MORE THAN 50 YEARS OF HISTORY

**2018**

Terpel acquires the lubricant business from **ExxonMobil** in Colombia, in addition to their downstream operations in Ecuador and Peru.



**2019**

For the third time, Terpel is included in the **SAM\*** Sustainability Yearbook 2019, as one of the world's top 10 companies in sustainability in the retail sector.



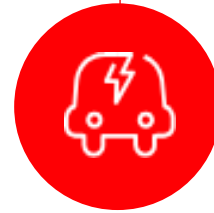
**2019**

The Terpel Foundation celebrates 15 years, and reached the milestone of **one million program beneficiaries.**



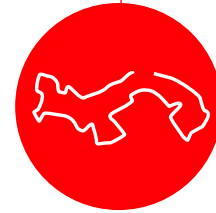
**2018**

Operations inaugurated at Lima's main airport, Jorge Chávez.



**2019**

Terpel launches its electric mobility strategy through its **Terpel Voltex** brand.



**2019**

**Terpel begins** its commercial aviation operations in Panama





MORE THAN 50 YEARS OF HISTORY

2020

Terpel is once again included in the **SAM\*** Sustainability Yearbook, as one of the world's most distinguished companies in sustainability in the retail sector.



2021

For the fifth consecutive year Terpel is included in the **Sustainability Yearbook**.



2021

We inaugurated the first LPG service station open to the public.



2022

For the **sixth consecutive year**, Terpel is included in the **Sustainability Yearbook**, as one of the world's most sustainable companies.

We inaugurated our Centre of Innovation and technology, which provides specialized services for the Industry. We launched Terpel Voltex's app, and our loyalty program: ViveTerpel

We defined our environmental stance



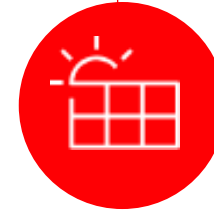
2020

Terpel receives the Portafolio Magazine Award 2020, for Human Resources Management.



2021

**We launch GT 98**, the highest quality extra fuel in the country.



2021

Terpel enters Colombia's energy storage market through its affiliates Ampere and Stem.





Our  
commitment  
as a  
Country Partner

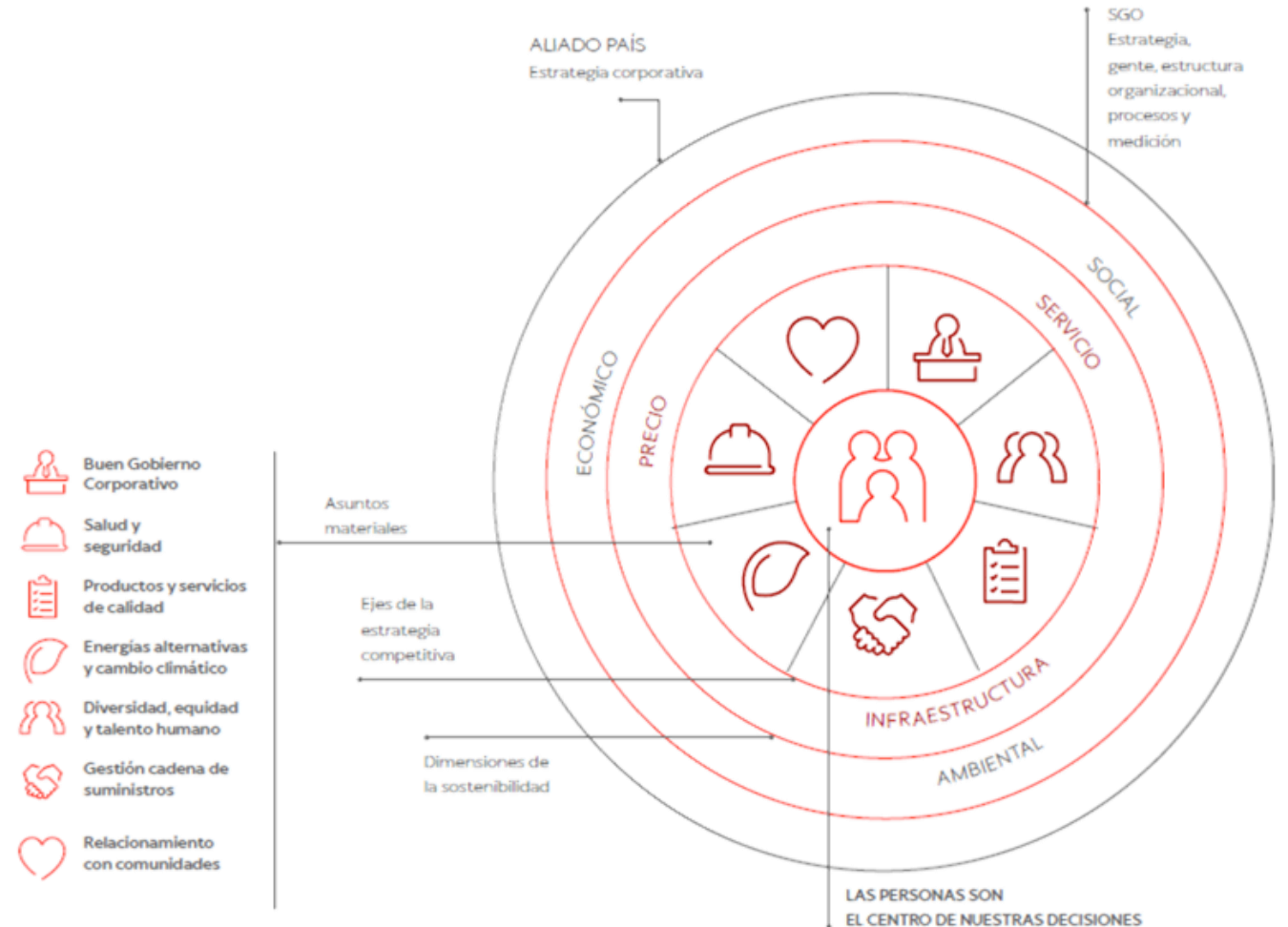




# Terpel is committed to sustainable development

Terpel's commitment is to inject energy into each component of its sustainable business model.

## Sustainable Business Model





Sustainability Yearbook  
Member 2022  
**S&P Global**

**For the sixth consecutive year, Terpel has been included in the Dow Jones Sustainability Yearbook, the world's best-recognized and most complete publication on corporate sustainability.**

We work to be the #1 brand in the hearts of the consumers, by offering memorable experiences. We grow alongside of our partners and employees, contributing to the well-being of the communities where we operate, protecting the environment, and helping improve the quality of education.



# SUSTAINABILITY



## Environmental Dimension

We properly use and protect natural resources.



We promote best environmental practices.



We work on disaster-prevention.



We measure our carbon footprint.



# SUSTAINABILITY



## Economic Dimension



We build trust in favor of the development of our suppliers.



We are the safest investment for our shareholders and clients.



of our suppliers are local.



We incorporate best practices for corporate governance.



# SUSTAINABILITY



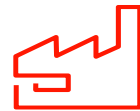
## Social Dimension



We contribute to the well-being of society and of our neighboring communities.



We promote talent through the Terpel Seal.



We act with good ethics, transparency, and respect for human rights.



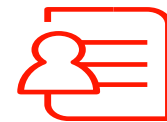
We educate to transform lives.

We give opportunities to people with cognitive disabilities, victims, former combatants, former inmates, and victims of Colombia's armed conflict.



Restoring Dreams

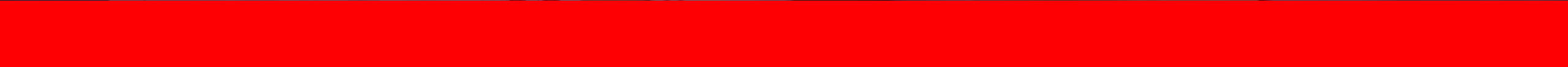
# We offer second chances



Our Restoring Dreams Program benefits more than 200 people including victims, former combatants, and former inmates.



Terpel Foundation



More  
than 19  
years  
educating  
to transform lives



Through the **Terpel Foundation** we have consolidated our position as a country partner, by improving the quality of education across the nation.



Our high-impact programs have benefited more than **one million** people.

# Our Programs

## Adventure with Letters

We donate libraries to schools.



## Design for Change

We empower students to stimulate change in benefit of their communities.



## Leader in Me

We train teachers and students in Franklin Covey's 7 habits of effective management.



## Interactive Classrooms

We deliver innovative educational spaces that integrate education, infrastructure and technology.



## Schools that Learn

We improve basic skills in math and language for elementary students through a comprehensive program with secretaries of education, principals, teachers, and parents.



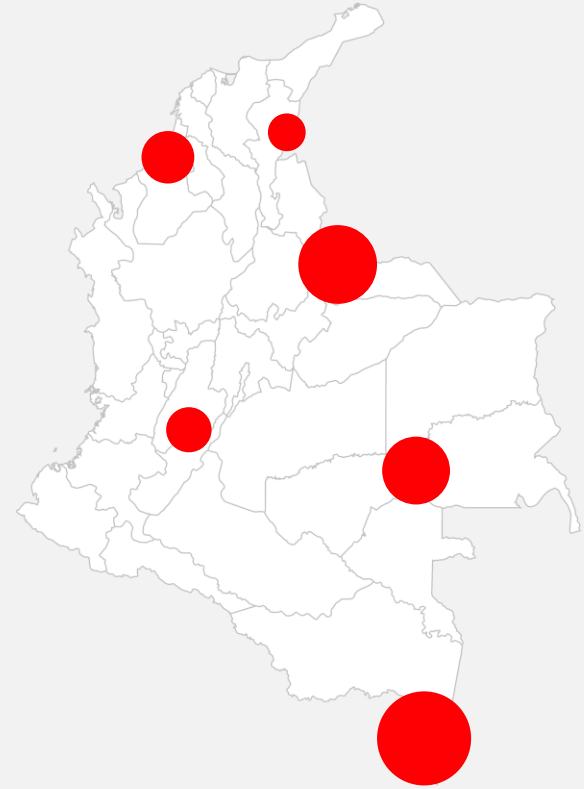
## My Future Now

We support technical, technological, and job training for Terpel service station promoters, Altoque store hosts, and their children.



Civil Air Patrol

We take healthcare  
to the country's most  
remote regions



**By donating fuel,** Terpel has fulfilled the dream of voluntary physicians and pilots to transform the health and the lives of vulnerable population groups in hard to access areas.

Support for  
ABACO

# We move food

We help mobilize food products for vulnerable population groups in different areas of the country, by **donating fuel to the Association of Food Banks of Colombia - ABACO.**





# Lines of business



# Service stations

Our service stations have a unique and innovative design, and **provide the type of energy the consumer needs.**

Market share Colombia: diesel 44,7% GNV 47,1%



Fuel

GNV

CNG

GLP

LPG AutoGas



Electricity



**Lubricants**

**We produce and sell**

We distribute **Mobil** and **Terpel** lubricants, offering the best quality products.



**Mobil™** + **terpel**

Specialized for each segment



# Convenience services

Our services go far beyond filling up the tank.

More than 570 points of sale in Latin America\*

Our network of convenience services includes



Stores



Carwashes



Refreshment kiosks

\*Figures from Management and Sustainability Report 2021



# Aviation

We are the main fuel supplier in Colombia.

Market share\*



\*Figures from Management and Sustainability Report 2021



## Marine

16,5

million  
gallons  
sold in 2022 in Colombia\*

\*Figures from Management and Sustainability Report  
2022

We provide **marine diesel** for passenger ships, fishing vessels, tuna seiners, dredges, general cargo ships, tugboats, and logistics support vessels on high sea.



## Industry

Fuel supply for the internal fueling stations  
of **industrial customers**

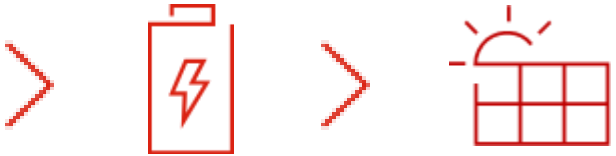
\*Figures from Management and Sustainability Report  
2022

**187** million  
gallons sold in 2022 in  
Colombia\*



# New Energy Sources

We're preparing to implement energy storage projects (**smart batteries**) and we have self-generation projects using power from **solar panels** at our work centers.



Smart batteries

Solar panels

We are responsive to consumers' **new demands for energy.**



## New mobility

We have developed a strategy for new mobility.

We make it possible for electric vehicle users to travel the country's main highways without limits on their independence. We also offer electric charging services for public transportation.

TerpelVoltex

14

points in Colombia

TerpelVoltex

3

1 point in Panama and 2 in Ecuador



# Terpel in Colombia



# Service Stations

Our service stations have an innovative and unique design, and supply the energy the consumer requires.

# 2.005

Service stations

Leaders in the market

# 1.794

millions of gallons sold in 2022

# 44,7%

Gasoline Market

# 87

Exclusive islands for motorcycles



The largest network of service stations in Colombia

# Compressed natural gas and Autogas (LPG)

We are pioneers in Colombia, in the provision of compressed natural gas (CNG) for vehicles and liquefied petroleum gas.



**47,1%**

share, leaders in the market

**64**  
MM  
gallons

Sales volume 2022

**223**  
Service  
stations

We have the most extensive network of CNG fueling stations, the only one with national coverage.

# Convenience services

Restrooms, an extensive network of ATMs, air pumps and vacuums, a tire repair shop and additives all complement the services Terpel offers.

**120** Altoque stores

**253** Deuna refreshment kiosks, where customers have access to a wide variety of snacks and beverages while they fill up their tanks

**14** Ziclos make it possible to wash your car in three and a half minutes

Source: 2022 Management Report figures.

# Convenience stores



The Altoque brand supports local businesses by selling their products, and urban artists by having them share the beauty of their regions in their murals.



Agua Madre, Terpel Altoque's brand of **bottled water**, supports entrepreneur mothers through the donation of 4% of all sales.



# We move industry and support the country's development



Rumbo is a program for liquid fuel and CNG supply management and control for transportation fleets.



The program provides value-added services and benefits to SMEs that manage fleets, to help them monitor fuel consumption.

**187MM**  
Gallons sold in 2022

**36,4%**  
Market share

# We are a company that flies high

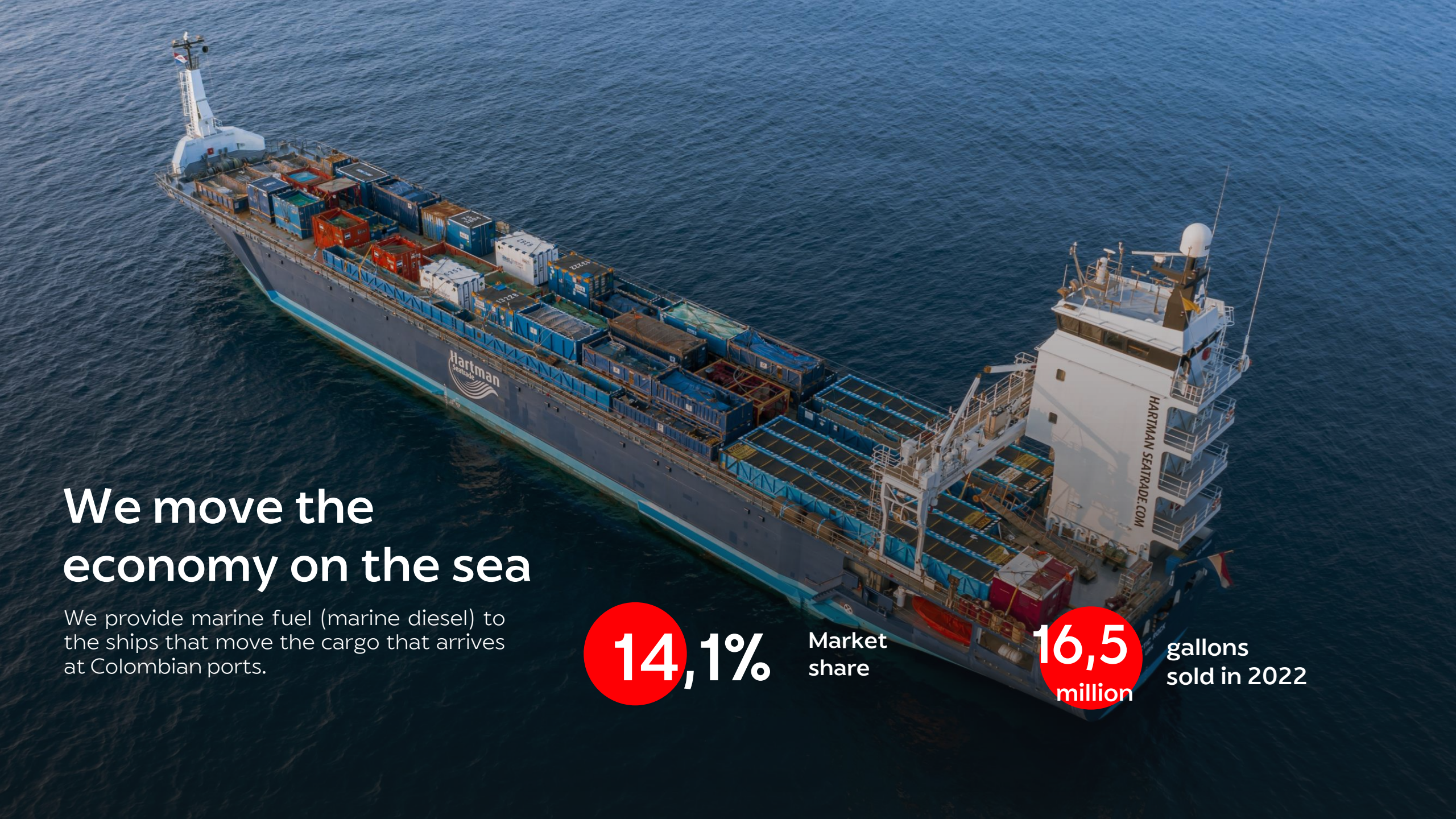
We are a strategic partner of IATA (International Air Transport Association), ALTA (Latin American and Caribbean Air Transport Association) and ACILAC (Airports Council International).

**407,6** million gallons sold in 2022

**78,9%**

market share, leader in the aviation industry.

Value proposition  
(i) Best Service,  
(ii) Operational excellence,  
(iii) A smart network.



# We move the economy on the sea

We provide marine fuel (marine diesel) to the ships that move the cargo that arrives at Colombian ports.

**14,1%**

Market share

**16,5**  
million

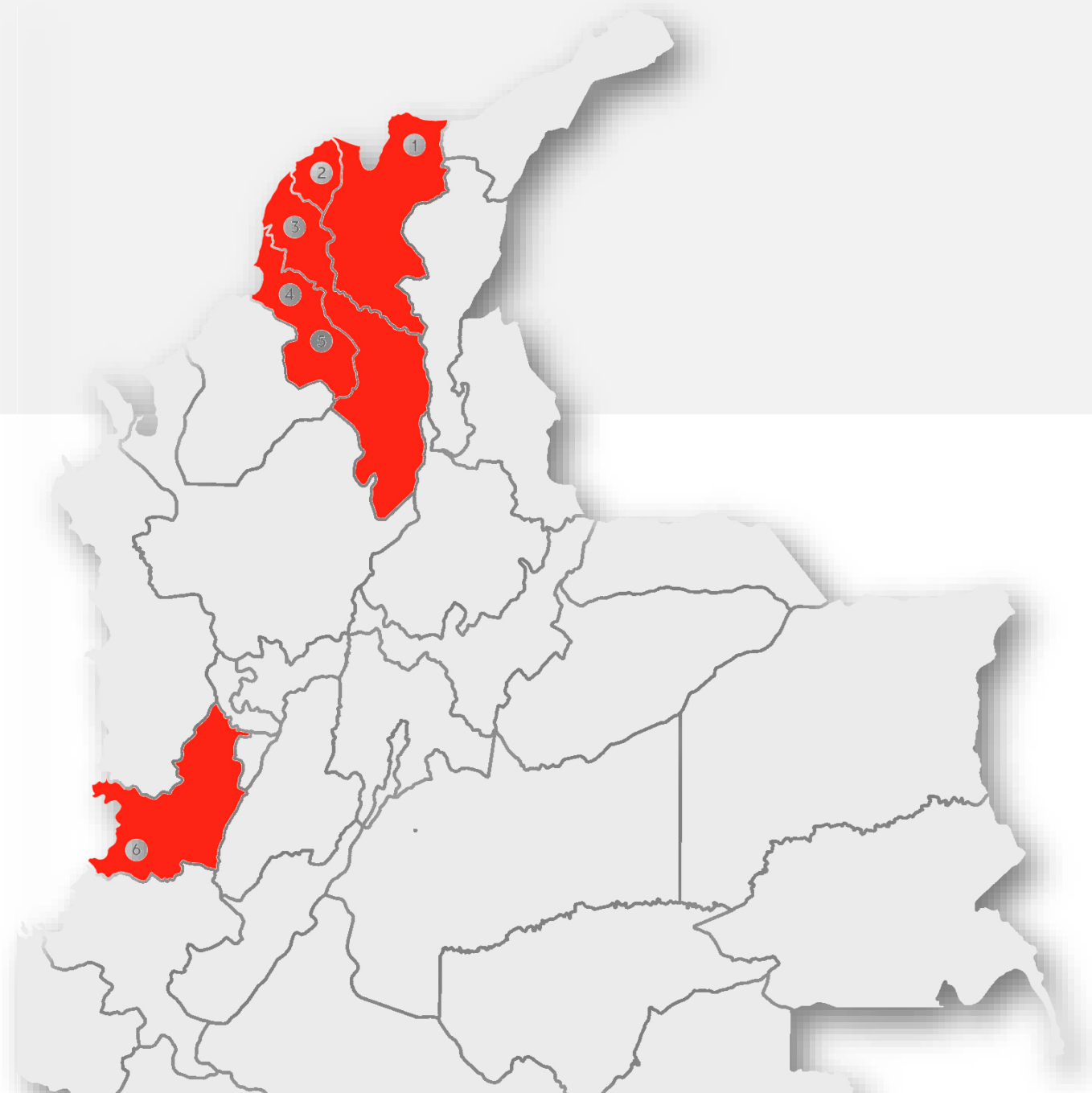
gallons sold in 2022



# Ports in Colombia

1. Cartagena
2. Santa Marta
3. Barranquilla
4. Coveñas
5. Tolú
6. Buenaventura
7. Barrancabermeja
8. Calamar
9. La Gloria
10. Puerto Wilches
11. Sabanagrande
12. Salamina
13. Santa Lucía
14. Sitionuevo
15. Suan

Source: 2021 Management Report figures.



# Lubricants, a unification of the leaders.

Through the **Mobil** and **Terpel** brands, we offer the consumer the most complete and balanced line of lubricants in Colombia.

# 26,9

millions gallons sold 2022



We produce lubricants in Cartagena, with a capacity of 2.7 MM gallons per month.

# 38,8%

Market share

# +38.000

Points of sale

Source: 2021 Management Report figures.

# New mobility

We are the first fuel distribution company to offer electric vehicle charging services at our stations, in addition to providing gasoline, diesel, and CNG.



13

Recharging stations  
in Colombia



We provide the energy for  
the operation of 650 electric  
buses

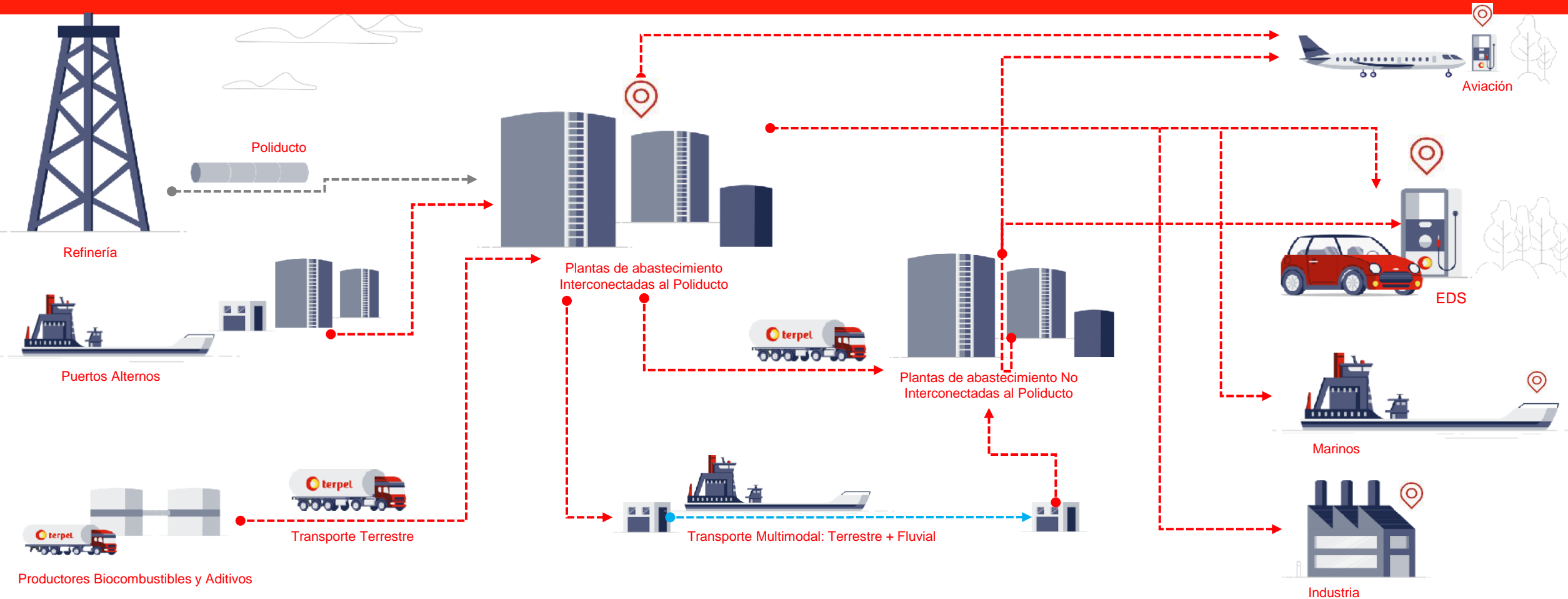


# Our Value Chain



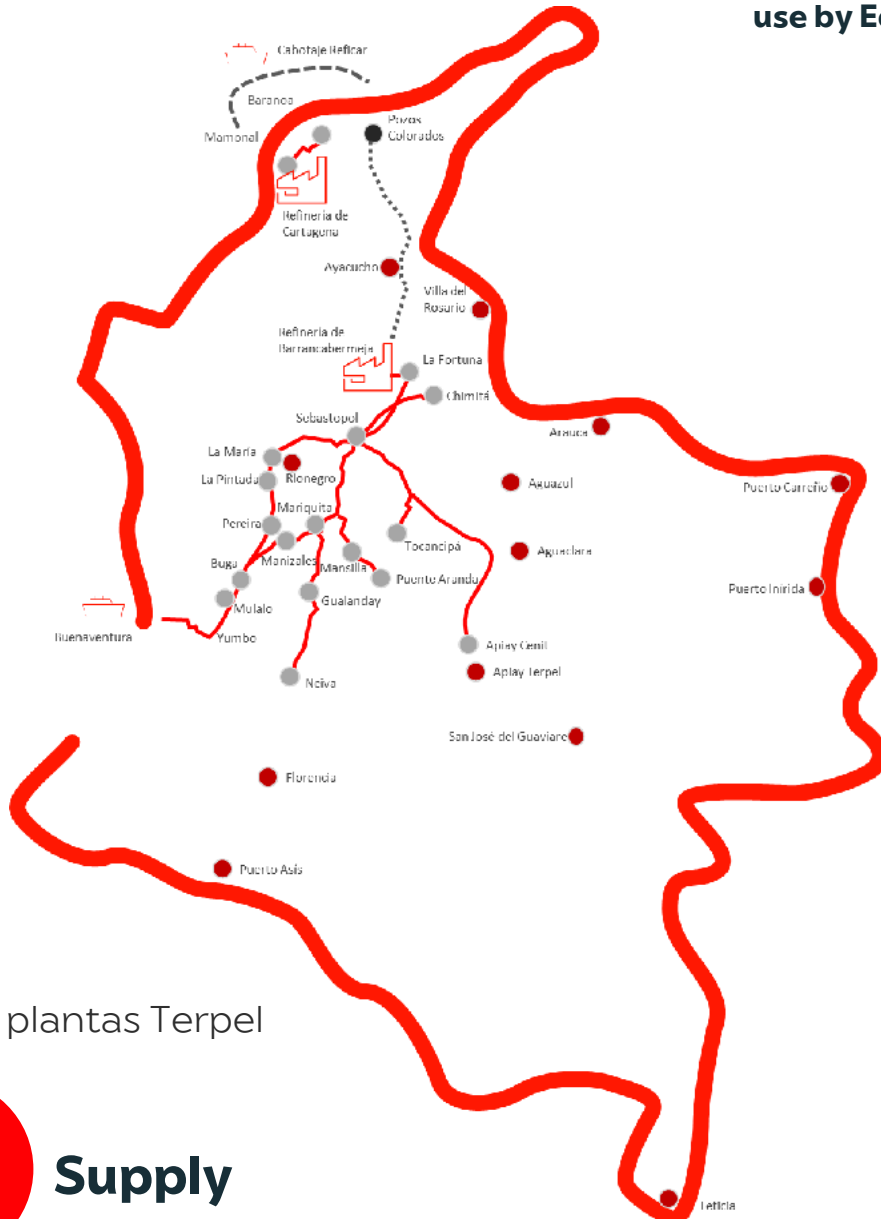
# Fuel

OPERATION



———— Polyduct Network

..... Polyduct for exclusive use by Ecopetrol



Red de plantas Terpel

31

Supply Plants

18

Plants Interconnected to the Polyduct

13

Plants are not Interconnected to the Polyduct

315

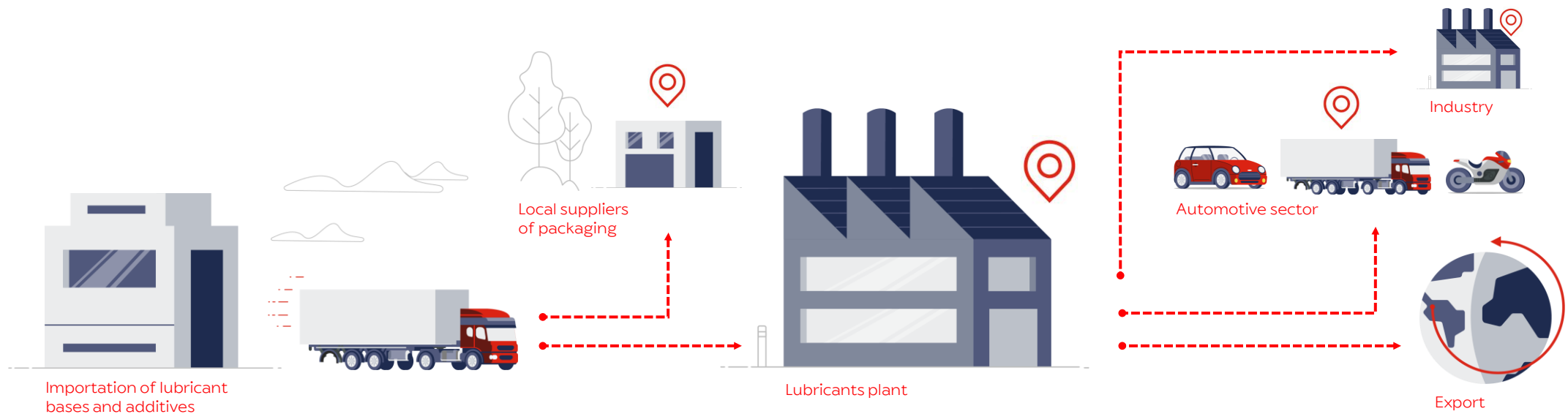
Storage tanks in plants

Storage capacity: 83,5 MM GAL

# Lubricants



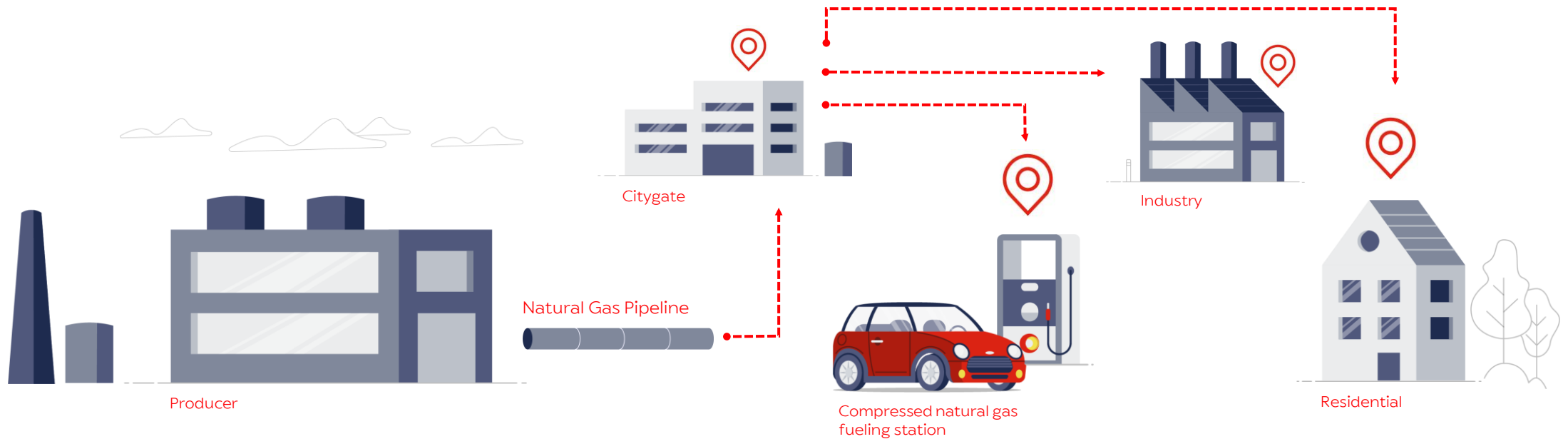
## OPERATION



# Compressed natural gas

OPERATION

GNV





**Terpel**  
**the multi-latin**  
**company**

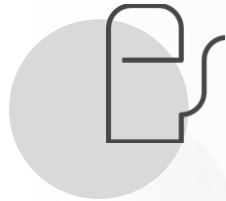


# Panamá



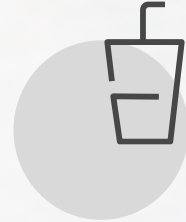
**193,7 MM**

gallons in sales volume 2022\*



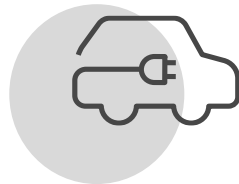
**168 EDS**

Service stations



**140 points**

with complementary services



**1**

Electric charging station



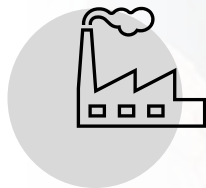
**5**

Airports



**1.286**

Direct employees



**111**

Industry customers



**1.340**

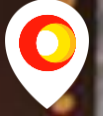
Lubricants Points of sale

## Market Share

**37,1%**  
Service Stations

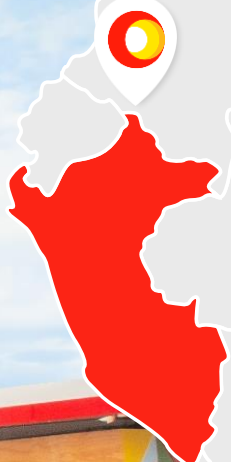
**21,2%**  
Industry

**11,5%**  
Aviation



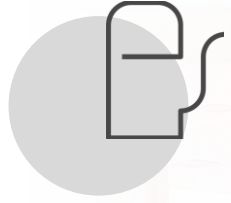


# Perú



**19,3 MM**

gallons in sales volume 2022

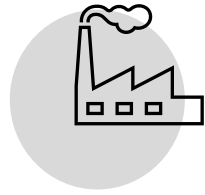


**29 EDS**

Service stations

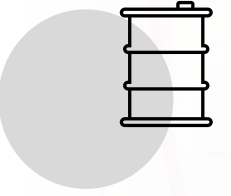


**12 Convenience store**



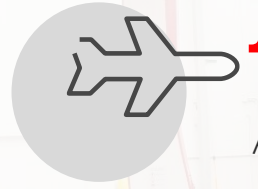
**11**

Industry customers



**+8.800**

Lubricants Point of sale



**1**

Airport



**705**

Direct employees



**7,3%**

Share Market

## Market share

**7%**

Service Station

**10%**

Aviation

**32%**

Lubricants

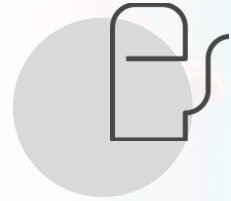




# Ecuador



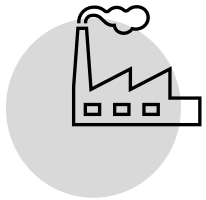
**235 MM**  
gallons in sales  
volume 2022



**101 EDS**  
Service  
stations



**14 points**  
with complementary  
services



**150**  
Industry  
customers



**554**  
Direct  
employees



**2**  
Recharging stations

**Market share**  
**10,5%**  
Service  
stations

**9,5%**  
Lubricants





# Dominican Republic



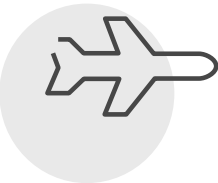
**59,9 MM**

gallons in sales  
volume 2022



**5**

Airports



**150**  
**customers**



**79**

Direct employees

**Market Share**

**30,4%**

Aviation\*



# We are the safest investment for our shareholders and clients.

The best partner to our customers

The best customer for our suppliers

The best place to work and the best neighbor



A close-up portrait of a man with a goatee, wearing a red cap and a red polo shirt with yellow trim. He is smiling and looking slightly to the right. The background is a bright blue sky with a blurred red and white structure, possibly a building or sign.

# At your service!

Join us as we continue to fulfill our dream of being the

**#1** brand in the heart of consumers.