SECOND QUARTER 2023 EARNINGS CONFERENCE CALL

August 8, 2023 – TECNOGLASS INC.
(NYSE: TGLS)



Safe Harbor

FORWARD LOOKING STATEMENTS

This presentation includes certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding future financial performance, future growth and future acquisitions. These statements are based on Tecnoglass' current expectations or beliefs and are subject to uncertainty and changes in circumstances. Actual results may vary materially from those expressed or implied by the statements herein due to changes in economic, business, competitive and/or regulatory factors, and other risks and uncertainties affecting the operation of Tecnoglass' business. These risks, uncertainties and contingencies are indicated from time to time in Tecnoglass' filings with the Securities and Exchange Commission. The information set forth herein should be read in light of such risks. Further, investors should keep in mind that Tecnoglass' financial results in any particular period may not be indicative of future results. Tecnoglass is under no obligation to, and expressly disclaims any obligation to, update or alter its forward-looking statements, whether as a result of new information, future events, changes in assumptions or otherwise.

FINANCIAL PRESENTATION

Certain of the financial information contained herein is unaudited and does not conform to SEC Regulation S-X. Furthermore, it includes EBITDA (earnings before interest, taxes, depreciation and amortization) which is a non-GAAP financial measure as defined by Regulation G promulgated by the SEC under the Securities Act of 1933, as amended. Accordingly, such information may be materially different when presented in Tecnoglass' filings with the Securities and Exchange Commission. Tecnoglass believes that the presentation of this non-GAAP financial measure provides information that is useful to investors as it indicates more clearly the ability of Tecnoglass to meet capital expenditures and working capital requirements and otherwise meet its obligations as they become due. EBITDA was derived by taking earnings before interest, taxes, depreciation and amortization as adjusted for certain one-time non-recurring items and exclusions.

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Eastlight

New York, United States

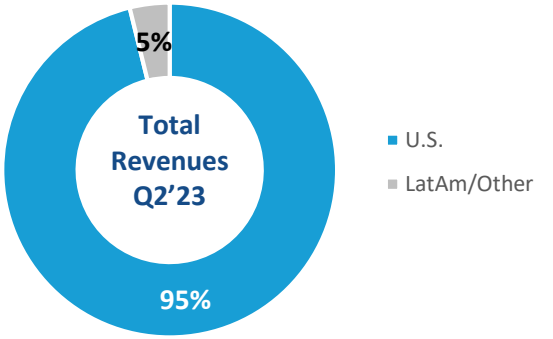
SUMMARY & HIGHLIGHTS

TECNOGLASS

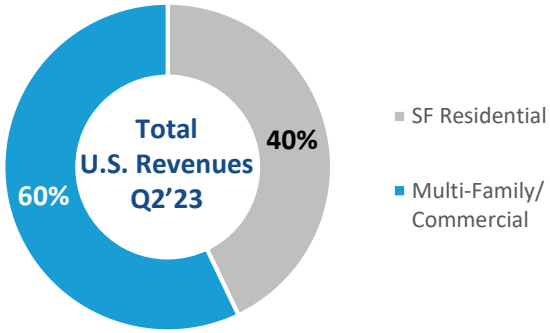
Q2 2023 Key Takeaways

- ✓ Record revenue increased 33.2% to $225.3 mm, fueled by continued strong performance in all end markets and entirely organic
- ✓ Accelerated growth in multifamily and commercial activity, up 48% year-over-year to $138.3 mm, through continued execution of expanding backlog; Ramping U.S. single-family presence, with sales up 15% to a record $86.9 mm, through dealership growth, geographic expansion and innovative products oriented toward homebuilders
- ✓ Gross profit increased 48.9% to $109.7 mm, with gross margin up 520 bps to 48.7%, attributable to operating leverage on higher sales, favorable pricing and ongoing efficiency and automation efforts
- ✓ Strong operating income of $74.5 mm with margins improving by 620 bps to 33.1%, reflecting operating leverage on higher revenues
- ✓ Adj. EBITDA of $85.0 mm, with margins up 540 bps to 37.7% on higher sales, gross margin expansion and operating leverage
- ✓ Adj. net income and Adj. EPS increased 61.9% to $53.5 mm and $1.12 respectively; compared to $0.69 in the previous year quarter
- ✓ Excluding annual income tax payment, generated strong cash flow from operations at ~$57 mm
- ✓ Record backlog of $797 mm, up ~19.4% YoY, representing ~1.6x LTM multifamily and commercial revenues

Sales By Geography Q2'23



U.S. End Market Mix Q2'23



Q2'23 Gross Margin	48.7%
Q2'23 Adj. EBITDA[1] Margin	37.7%
Q2'23 Net Leverage	0.2x

Notes:

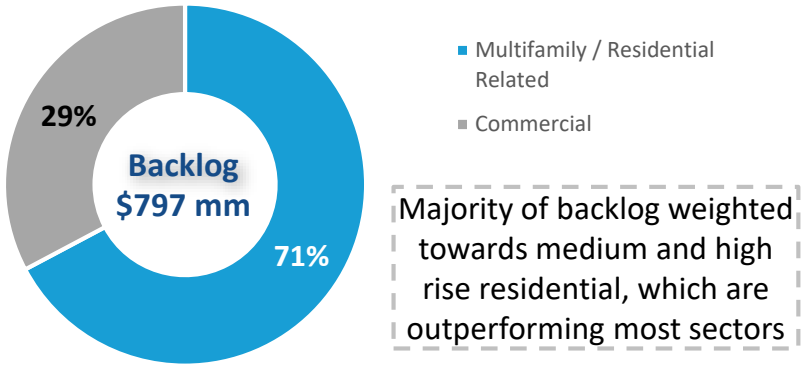
1. *Adjusted EBITDA excludes non-recurring and non-cash expenses mainly associated with our bond issuance and respective extinguishment of former debt, withholding taxes associated with payments to bondholders, acquisition related costs and other non-recurring items*

U.S. Growth Driving Resilient Backlog

Backlog Overview

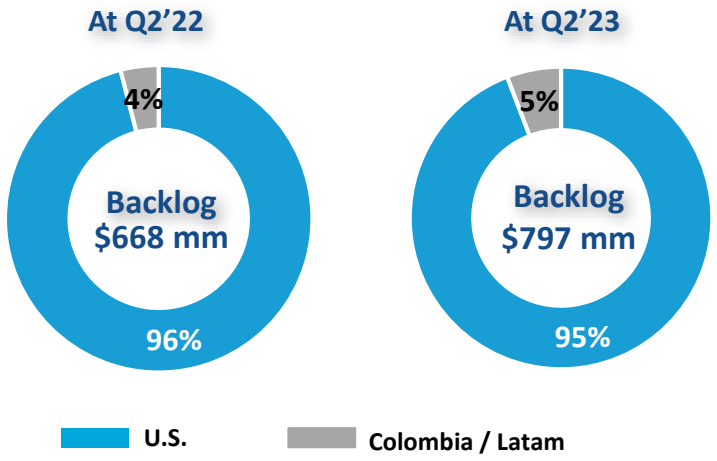
- ✓ Our track record of successfully delivering high profile projects and maintaining consistent lead times has earned us an increasing number of opportunities across the U.S., demonstrated by our expanding backlog, up 19% YoY to a record $797 mm
- ✓ U.S. backlog of $755 mm, representing 95% of total backlog, led by increased geographical diversification and strong activity in the Southeast U.S., our strongest region, currently outperforming most of the country
- ✓ ABI score for June 2023 at 50.1 with the South region in a positive position above 50.5
- ✓ While interest rates remain high, favorable secular and demographic trends continue to propel backlog growth, including "pent-up" activity from projects formerly on hold during the pandemic
- ✓ Solid single-family residential growth trajectory not fully captured in backlog given shorter term "spot" duration of projects

Backlog as of Q2'23 by End Market



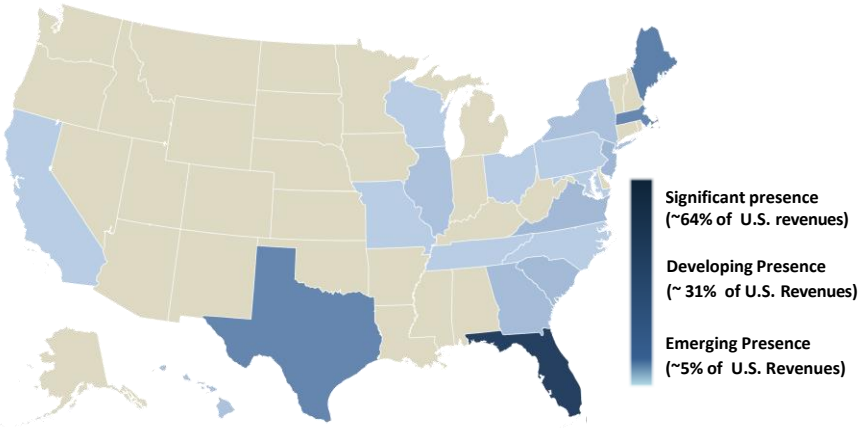
Majority of backlog weighted towards medium and high rise residential, which are outperforming most sectors

Geographic Mix

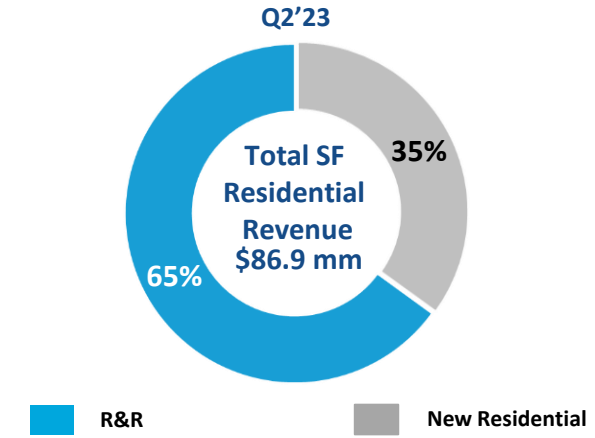


Single-Family Residential Business Expanding

Geographic Exposure



End Market Exposure



- ✓ Q2'23 single-family residential sales up 15% YoY to a record $86.9 mm; accounting for 40% of U.S. revenues, compared to 3% in 2017
- ✓ Market share upside to single-family revenues exists through an expanding dealer base, geographic expansion within the Southeast and Southcentral U.S., internal record low lead times, the introduction of innovative new products specifically catering to a growing opportunity with production homebuilders and the opening of new showrooms in expanding geographies (NYC and Charleston now operational)
- ✓ Favorable demographics support secular trend of population migration into southern states
- ✓ Approximately 65% of single-family residential revenues are tied to R&R demand

Vertically-Integrated & Well-Situated Operations Create Structural Advantages



Tecnoglass integration across the architectural glass and window value chain provides significant control over a substantial portion of costs and structural advantages relative to industry peers

Raw Materials

- ✓ Stable glass supply and costs resulting from JV with St. Gobain
- ✓ Majority of aluminum costs hedged through fixed price contracts

Labor

- ✓ Investments in automation initiatives and commitment to workforce providing production efficiency and low turnover
- ✓ While TGLS pays 15% above minimum wage, this is 7-10x below U.S. peers

Transportation

- ✓ U.S./Colombia trade imbalance mitigates marine transportation costs
- ✓ Connected supply chain keeps intercompany transport costs <5% of revenues

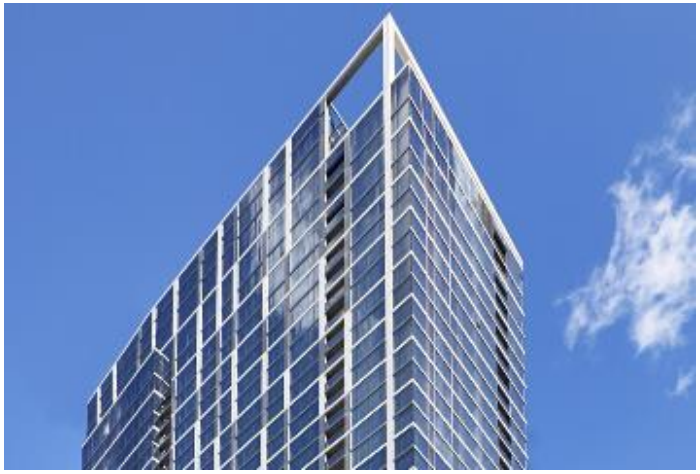
Energy

- ✓ 15% energy savings from prior investments in renewables (solar panels)
- ✓ Utilizing co-generation through on-site natural gas emissions

Structural advantages resulting in substantially shorter lead times than industry, unlocking opportunities for continued expansion and market share gains







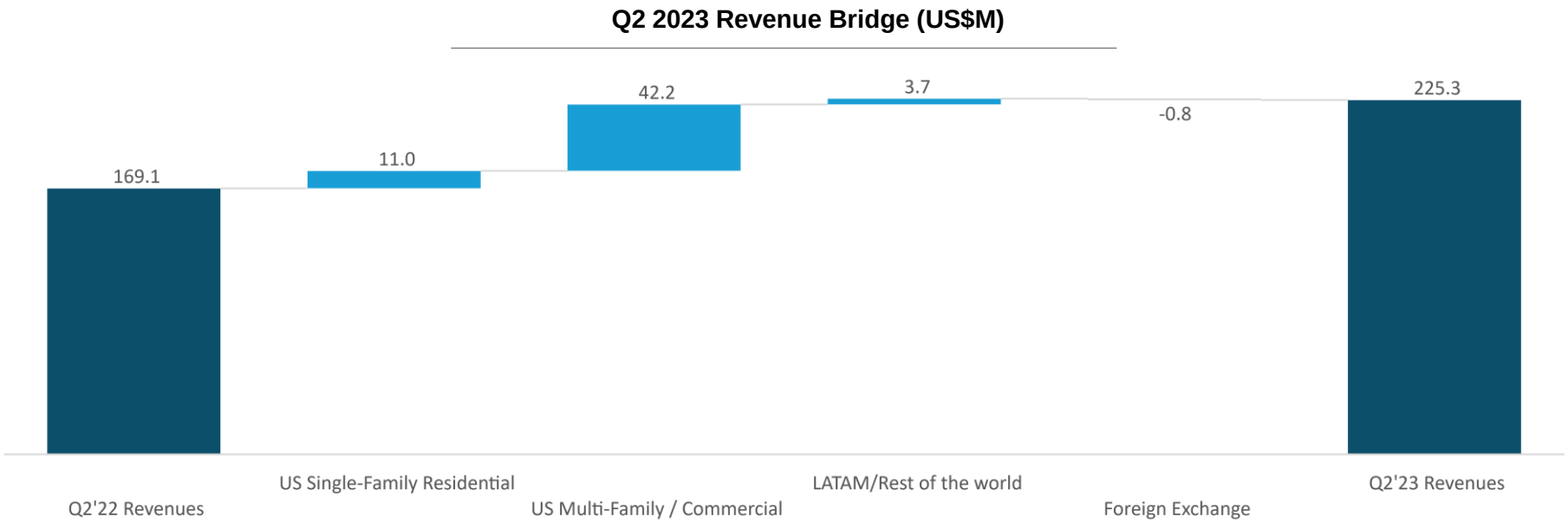
Hub50House

Massachusetts, United States

FINANCIAL UPDATE

TECNOGLASS

Revenue Bridge Q2 2023 vs. 2022

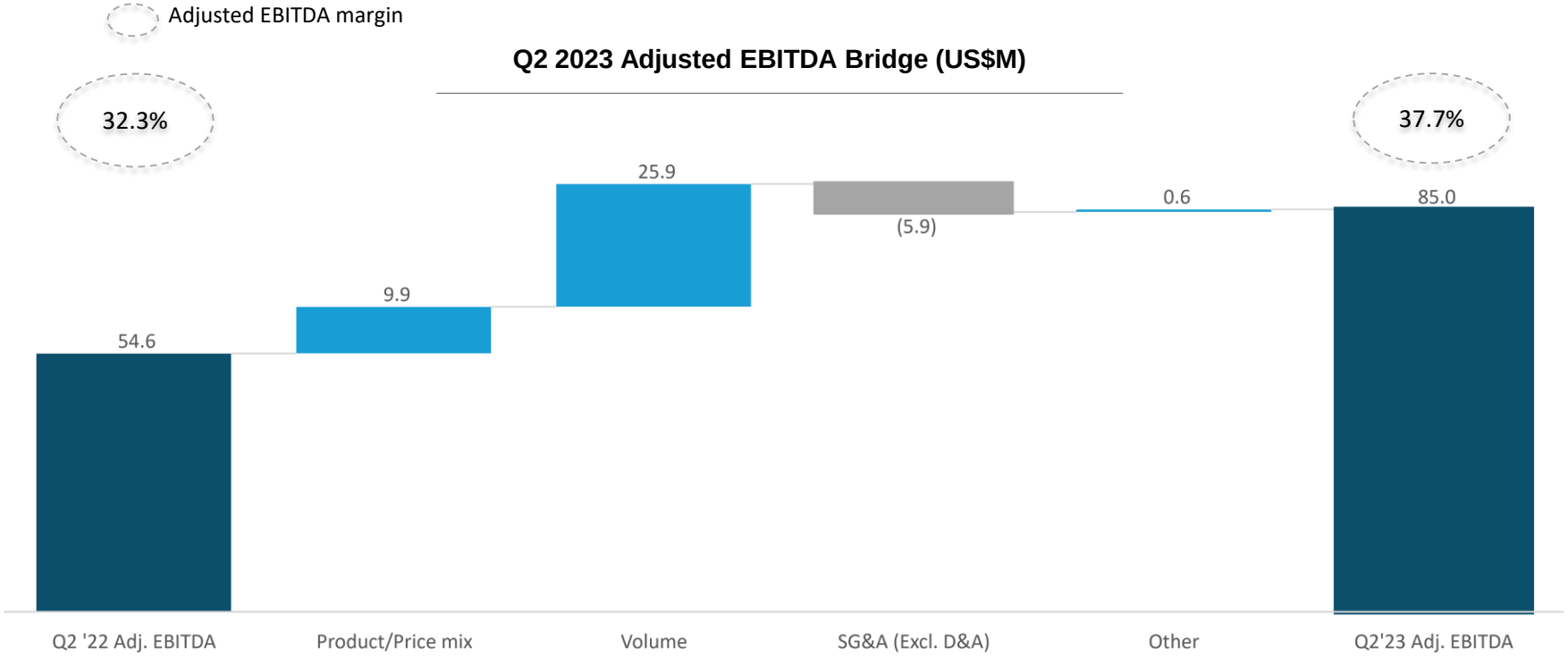


- ✓All organic revenues growth of 33.2% to $225.3 mm in Q2'23 driven by higher single-family residential sales and strong multifamily/commercial revenues, reflecting market share gains in all end markets
- ✓Single-family residential revenues increased $11.0 mm, or 15%, to $86.9 mm in Q2'23, and accounted for ~39% of total sales or 40% of the U.S. sales, on market share gains and the continued positive demographic trends in the company's main markets
- ✓Multifamily and commercial construction in the U.S. increased $42.2 mm, or 49.3%, to $127.8 mm, accounting for 60% of U.S. sales in Q2'23, through continued execution of expanding backlog

TGLS LTM revenue mix from U.S. of ~95% is higher than average of 77% for U.S.-based peers[(1)]

1. *Peer average includes APOG, AWI, DOOR, FBIN, JELD, MAS, MHK, OC, PGTI, ROCK, SSD, TILE, WMS, as of latest annual SEC filings; Sourced from FactSet*

Adjusted EBITDA Bridge Q2 2023 vs. 2022[(1)]



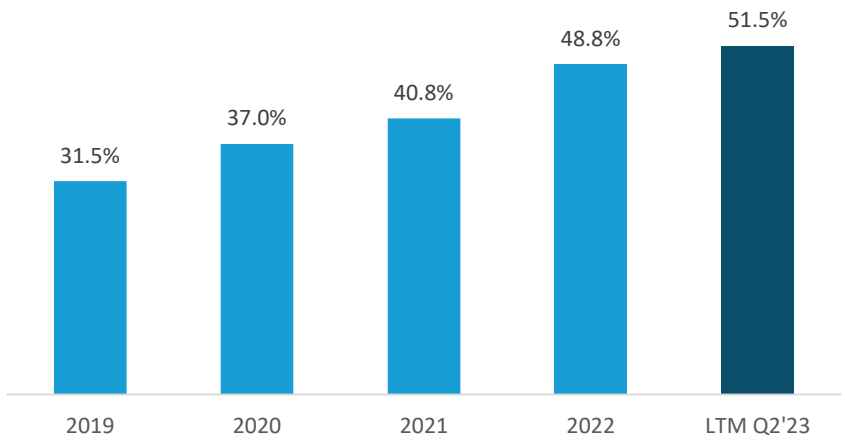
- ✓ Strong gross margin of 48.7%, up 520 bps, attributable to higher sales, greater operating efficiencies, favorable product pricing dynamics and a higher mix of revenue from manufactured products vs. installation
- ✓ SG&A as a percent of total sales was 15.6% compared to 16.6% in the prior year quarter on better operating leverage
- ✓ Strong Adjusted EBITDA on a dollar and margin basis, resulting from higher revenues, stronger gross margin and better operating leverage

Notes:

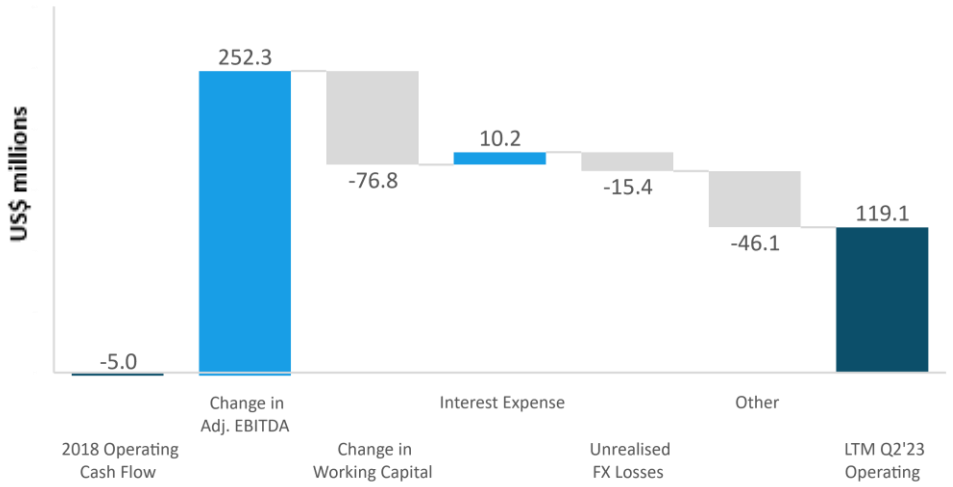
1. *Adjusted EBITDA excludes non-recurring and non-cash expenses mainly associated with our bond issuance and respective extinguishment of former debt, withholding taxes associated with payments to bondholders, acquisition related costs and other non-recurring items*

Structurally Improved Margins & Cash Flow

Improved Gross Margin



Operating Cash Flow Bridge (2018 – LTM Q2'23)



- ✓ Gross margin increased to 51.5% as of LTM Q2'23, up from 31.5% at the end of 2019. Three main factors have contributed to the improved margin profile:
  - ➢ Step-up in gross margin from structural and sustainable operational improvements related to automation initiatives
  - ➢ Shift of business strategy to expand into the single-family residential end market is accretive to margins given the higher mix of manufacturing vs. installation revenues
  - ➢ Operating leverage on higher revenues have more than offset depreciation, labor, and other indirect manufacturing costs

- ✓ Tecnoglass has established a strong record of cash flow generation as a result of increased profitability, better working capital management, reduced interest expense and a more favorable mix of revenues
- ✓ Significant DSO improvement, from 90 in 2018 to 80 as of Q2'23, driven by improved collection efforts and a higher mix of revenues from single-family residential, which includes upfront payments, shorter sales cycles and no retainage; Company allows for 10-15 day transit times in addition to typical 60 day terms
- ✓ Interest expense savings achieved through reduction in both debt outstanding and weighted average interest rate

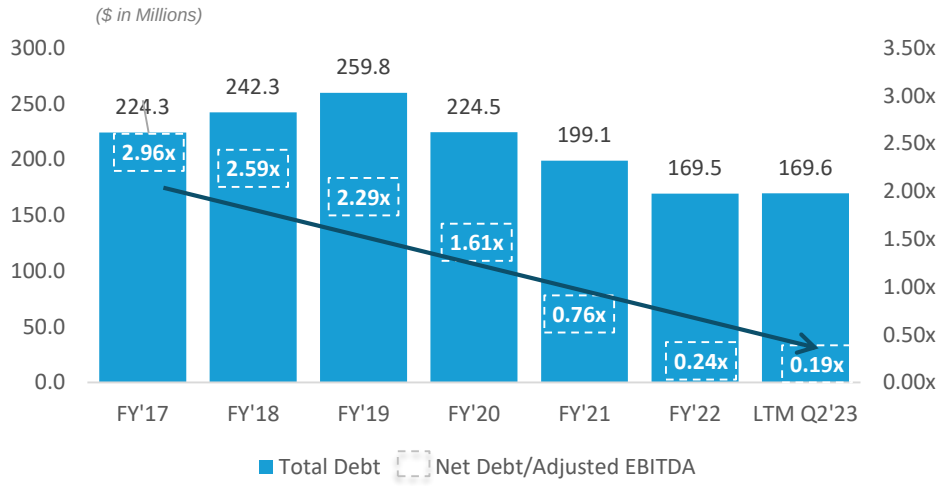
Stronger profitability and significant improvement in working capital metrics driving significant cash flow generation and low net leverage (Net Debt / LTM Adjusted EBITDA) levels

Notes:

1. *Prior periods retroactively adjusted to include the historical financial results of Ventanas Solar, given the acquisition of VS was deemed to be a transaction between entities under common control.*

Continued Balance Sheet & Leverage Profile Improvement

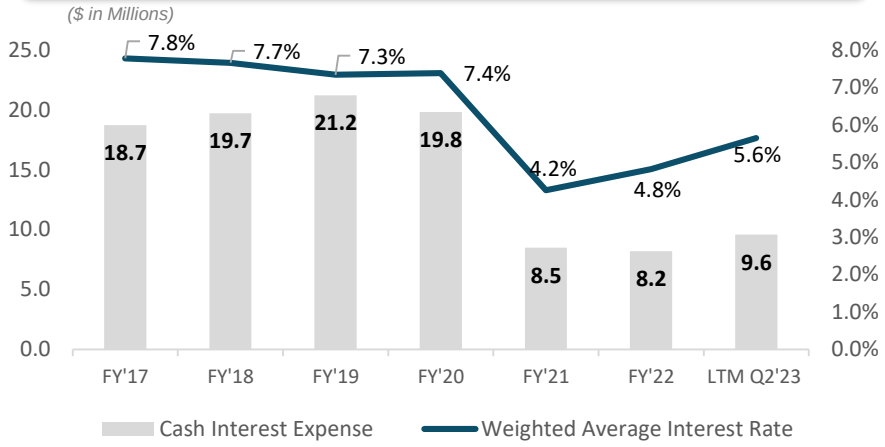
Improved Leverage



- ✓Improved weighted average interest rate remains well below pre-2020 historical levels
- ✓Company at lowest interest rate tier under debt agreement at SOFR + 1.50%
- ✓No significant debt maturities until the end of 2026
- ✓Variable rate debt hedged through 2026 at low rates, mitigating interest rate fluctuations

- ✓Strong cash conversion of Adj. EBITDA[(1)] in Q2'23, excluding annual income tax payment during quarter
- ✓Continued deleveraging, with low net debt / LTM Adj. EBITDA[(1)] at 0.2x
- ✓Liquidity of ~$275 mm[(2)], including cash of $105 mm and $170 mm availability under revolving credit facility and working capital lines
- ✓Significant financial flexibility to execute growth, invest in business and return cash to shareholders

Weighted Average Interest Rate [(3)]

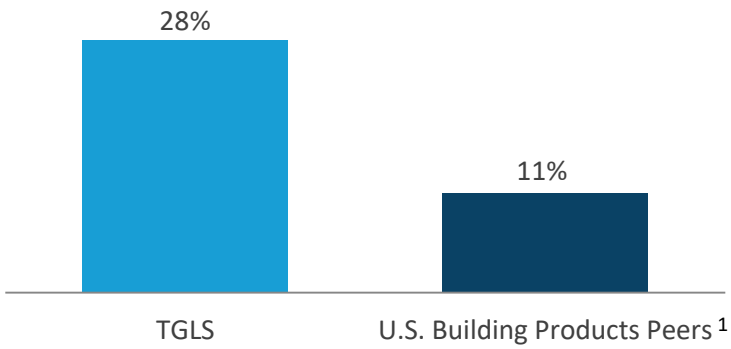


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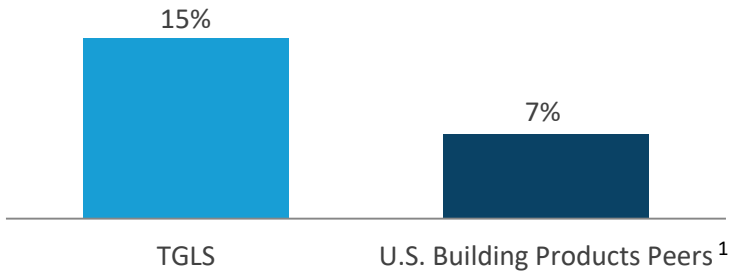
1. *Adjusted EBITDA excludes non-recurring and non-cash expenses mainly associated with our bond issuance and respective extinguishment of former debt, acquisition related costs and other non-recurring items*
2. *On a pro forma basis as of September 30, 2022 giving effect to the addition of the new $350 mm senior secured facility and pay down of previous facilities*
3. *Calculated based on current nominal amount of financial debt and assuming a Libor + 1.50% interest rate based on projected leverage profile*

Track Record of Strong Returns Above Peers

3 Year Average ROE



3 Year Average ROIC



Stronger profitability and significant improvement in working capital driving strong returns

Notes:

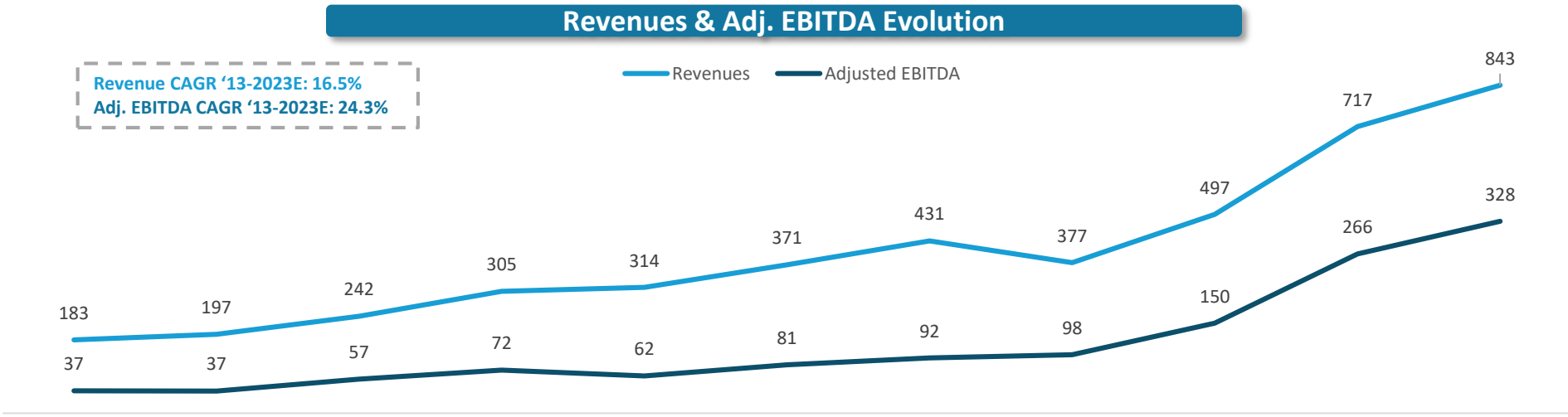
1. U.S. Building Products Peers include AMWD, APOG, AWI, AYI, AZEK, DOOR, JBI, JELD, NX, PGTI, ROCK, SSD, and TILE for the three year period from Q1 2020 to Q1 2023.



Residential Project,
United States

OUTLOOK UPDATE

Evolution of Revenue & Adjusted EBITDA



- **2013** — Became public
- **2015** — Investment in Top-class manufacturing facility to produce high-spec insulated glass
- **2017** — Entered into the Single-family Residential Market in the U.S., now accounting for 43% of total U.S. sales
- **2019** — Entered into Joint Venture Agreement with Saint Gobain for secure float glass supply; Investments in automation began, US$25mm of Capex invested during 2019
- **2020** — Automation investments became operational; COVID-19 Pandemic
- **2021** — Introduction of Multimax products oriented towards production homebuilders; Sales reps in expanding geographies building relationships with targeted GC´s, developers, architects & glazers
- **2022** — Opening of new showrooms in expanding geographies (NYC & Charleston now operational); Revenue increase of 44% YoY at the higher end of guidance; gross margin up ~790bps
- **2023E** — Geographic Diversification and Dealership Expansion; Installed capacity reaches approx. US$950mm

Improved 2023 Double-Digit Growth Outlook

- Expected revenue growth led by continued geographical expansion and market share gains into single-family residential, coupled with stronger momentum from multifamily and commercial backlog
- Adjusted EBITDA outlook incorporates expectation for full year gross margin to be in the 48%-50% range, mainly attributable to strong operational leverage and factoring in FX impacts throughout the reminder of the year
- Based on the schedule and timing of projects, Q3'23 revenues to step down sequentially followed by an uptick in Q4'23; Prior year comps more challenging in H2'23
- Cash flow from operations and free cash flow expected to be stronger in H2'23 given the seasonal timing of tax payments in Q2'23 and most growth capex having been completed through June

Revenue
$830-$855 MM
+16-19% YoY

Adj. EBITDA
$320-$335 MM
+20-26% YoY







APPENDIX

3ELEVEN
New York, United States

ESG Strategy

Outstanding Achievements

Environmental

Leading Eco-Efficiency and Innovation

- National Carbon Neutrality Program
- +15,000 Solar Panels Installed Generating Over 32.443,19 MWh
- Waste Management and Utilization
- Container and Packaging Environmental Management Plan
- Automation and Innovation

Social

Enhancing Our Environment

- Employee Training and Education Programs
- Program for Prevention and Care of COVID-19
- Occupational Health and Safety
- Tecnoglass ESWindows Foundation
- Social Intervention Campaigns

Governance

Promoting Continuous, Ethical and Responsible Growth

- Ethics and Compliance Program
- Efficient Supply Chain Security Management
- Continuous Improvement of Our Products Through Our Quality Management System “QMS”
- Communication Strategies In-Line With the Company’s Objectives and Specially Designed for Each Audience

ESG Strategy

Our Sustainability Strategy contains the Company's guidelines and value propositions to meet the expectations of our stakeholders

Environmental

Leading Eco-Efficiency and Innovation

- Encourage the energy efficiency of the operation and the products
- Prevent, mitigate and compensate environmental impacts of the business
- Promote the efficient use of materials and technologies, respectful with the environment
- Responsible management of the value chain and the product cycle
- Position an innovation and quality approach within all of the Company`s processes

Social

Enhancing Our Environment

- Generate quality work opportunities
- Promote and adopt the best labor and Human Rights
- Build and develop a comprehensive teamwork with innovating mentality
- Achieve an accident-free labor environment, supported by culture of health and safety
- Generate value for the communities in the areas of influence

Governance

Promoting Continuous, Ethical and Responsible Growth

- Adapt our offer and operation to new markets
- Conduct our business with integrity, ethical and transparency
- Adopt best corporate governance practices that facilitate decision making and accountability
- Consolidate and protect our brand
- Strengthen risk management as strategic factor for the organization

Leading Eco-efficiency and Innovation

Over 85% of Tecnoglass' total revenues are considered Green Revenues, including low emissivity and impact-resistant glass and windows, contributing to reducing global emissions and mitigating climate change effects

68%

of our revenues are Impact Resistant (Hurricane), reflecting the increasing demand for resilient solutions in regions vulnerable to extreme weather events

65%

of our revenues are Energy Efficient, including IGUs and low emissivity glass, providing greener and more efficient cooling or heating energy usage

84%

of our Low-E products are equipped with double or more coatings, providing superior performance sought in sustainable building solutions

Non-GAAP Reconciliation[(1)]

Adjusted EBITDA and adjusted net (loss) income attributable to parent reconciliation
Figures in U.S. $k

	Three months ended June 30,		Six months ended June 30,	
	2023	2022	2023	2022
Net (loss) income	**52,565**	**33,413**	**100,937**	**54,366**
Less: Income (loss) attributable to non-controlling interest	(120)	(219)	(257)	(319)
(Loss) Income attributable to parent	**52,445**	**33,194**	**100,680**	**54,047**
Foreign currency transactions losses (gains)	(889)	(2,503)	211	406
Non Recurring expenses (non-recurring profesional fees, capital market fees, provision for bad debt, other non-core ítems)	2,421	1,324	5,696	4,811
Joint Venture VA (Saint Gobain) adjustments	(43)	936	392	972
Tax impact of adjustments at statutory rate	(476)	73	(2,016)	(1,857)
Adjusted net (loss) income	**53,457**	**33,024**	**104,963**	**58,379**
Basic income (loss) per share	1.10	0.70	2.11	1.13
Diluted income (loss) per share	1.10	0.70	2.11	1.13
Diluted Adjusted net income (loss) per share	1.12	0.69	2.20	1.22
Diluted Weighted Average Common Shares Outstanding in thousands	**47,675**	**47,675**	**47,675**	**47,675**
Basic weighted average common shares outstanding in thousands	47,675	47,675	47,675	47,675
Diluted weighted average common shares outstanding in thousands	47,675	47,675	47,675	47,675

	Three months ended June 30,		Six months ended June 30,	
	2023	2022	2023	2022
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Less: Income (loss) attributable to non-controlling interest	(120)	(219)	(257)	(319)
(Loss) Income attributable to parent	**52,445**	**33,194**	**100,680**	**54,047**
Interest expense and deferred cost of financing	2,321	1,715	4,594	3,183
Income tax (benefit) provision	23,248	14,692	47,919	25,250
Depreciation & amortization	5,147	5,211	9,914	10,462
Foreign currency transactions losses (gains)	(889)	(2,503)	211	406
Non Recurring expenses (non-recurring profesional fees, capital market fees, provision for bad debt, other non-core ítems)	2,421	1,324	5,696	4,811
Joint Venture VA (Saint Gobain) EBITDA adjustments	313	936	1,828	1,761
Adjusted EBITDA	**85,006**	**54,569**	**170,842**	**99,920**

Notes:

1. Adjusted EBITDA, Adjusted EBIT and Adjusted Net Income are not measures of financial performance under generally accepted accounting principles ("GAAP"). Management believes Adjusted EBITDA, Adjusted EBIT and Adjusted Net Income, in addition to operating profit, net income and other GAAP measures, is useful to investors to evaluate the Company's results because it excludes certain items that are not directly related to the Company's core operating performance. Investors should recognize that Adjusted EBITDA, Adjusted EBIT and Adjusted Net Income might not be comparable to similarly-titled measures of other companies. These measures should be considered in addition to, and not as a substitute for or superior to, any measure of performance prepared in accordance with GAAP. Because GAAP financial measures on a forward-looking basis are not accessible, and reconciling information is not available without unreasonable effort, we have not provided reconciliations for forward-looking non-GAAP measures.

Non-GAAP Reconciliation[1]

Net Debt, Leverage and Total Investment Reconciliations
Figures in U.S. $k

	As of June 30,	
	2022	**2023**
Short Term Debt and Current Portion of Long Term Debt	591	645
Long Term Debt	184,268	169,003
Gross Debt	**184,859**	**169,648**
Cash at the end of the period	98,620	104,686
Net Debt	**86,239**	**64,962**
LTM Adjusted EBITDA	182,087	336,588
Net Debt / LTM Adjusted EBITDA	**0.47x**	**0.19x**

Notes:

1. *Total Investment and Free Cash Flow are not financial measures under generally accepted accounting principles ("GAAP"). Management believes this measurements are useful to investors to evaluate the Company's performance. Total Investment includes Capex or cash acquisition of property and equipment, assets acquired under capital lease and assets acquired with debt. Free Cash Flow is calculated as cash (used in) provided by operating activities (-) Capex or cash acquisition of property and equipment. Free Cash Flow do not include assets acquired under capital lease or debt. Investors should recognize Total Investment and Free Cash Flow might not be comparable to similarly-titled measures of other companies. These measures should be considered in addition to, and not as a substitute for or superior to, any measure prepared in accordance with GAAP. Because GAAP financial measures on a forward-looking basis are not accessible, and reconciling information is not available without unreasonable effort, we have not provided reconciliations for forward-looking non-GAAP measures.*