THIRD QUARTER 2019 EARNINGS CONFERENCE CALL

November 6, 2019 – TECNOGLASS INC. (NASDAQ: TGLS)

AE'O Tower
Honolulu, HI



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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This announcement is not intended to and does not constitute an offer to sell or the solicitation of an offer to subscribe for or buy or an invitation to purchase or subscribe for any securities or the solicitation of any vote or approval in any jurisdiction, nor shall there be any sale, issuance or transfer of securities in any jurisdiction in contravention of applicable law. No offer of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act of 1933, as amended.







Paramount Miami Worldcenter
Florida, United States

SUMMARY & HIGHLIGHTS

TECNOGLASS

Q3 2019 Key Take-Aways

- ✓ Revenues at $108.5 mm, up 12% from prior year quarter, resulting from robust U.S. activity and Colombian growth
- ✓ U.S. sales up 13% to $92.8 mm in Q3'19, representing 86% of overall sales, through further expansion into the single-family residential sector and key markets beyond Florida
- ✓ U.S. single-family residential sales continue increasing at a rapid pace, up ~60% from prior year quarter, through new products and solid execution
- ✓ 140bps of SG&A improvement driven by continued growth and efficient cost controls
- ✓ Adjusted EBITDA of $24 mm, growing 5% year over year, including the St Gobain JV contribution of $1.2 mm
- ✓ Record backlog of $532 million, up 5% YoY, representing 1.2x LTM total revenues
- ✓ Completed aluminum expansion project in July 2019 which is now fully operational. Automation projects to be completed by year end. The Company has deployed ~80% of its total anticipated $20 mm high return investments to increase production capacity and automate operations



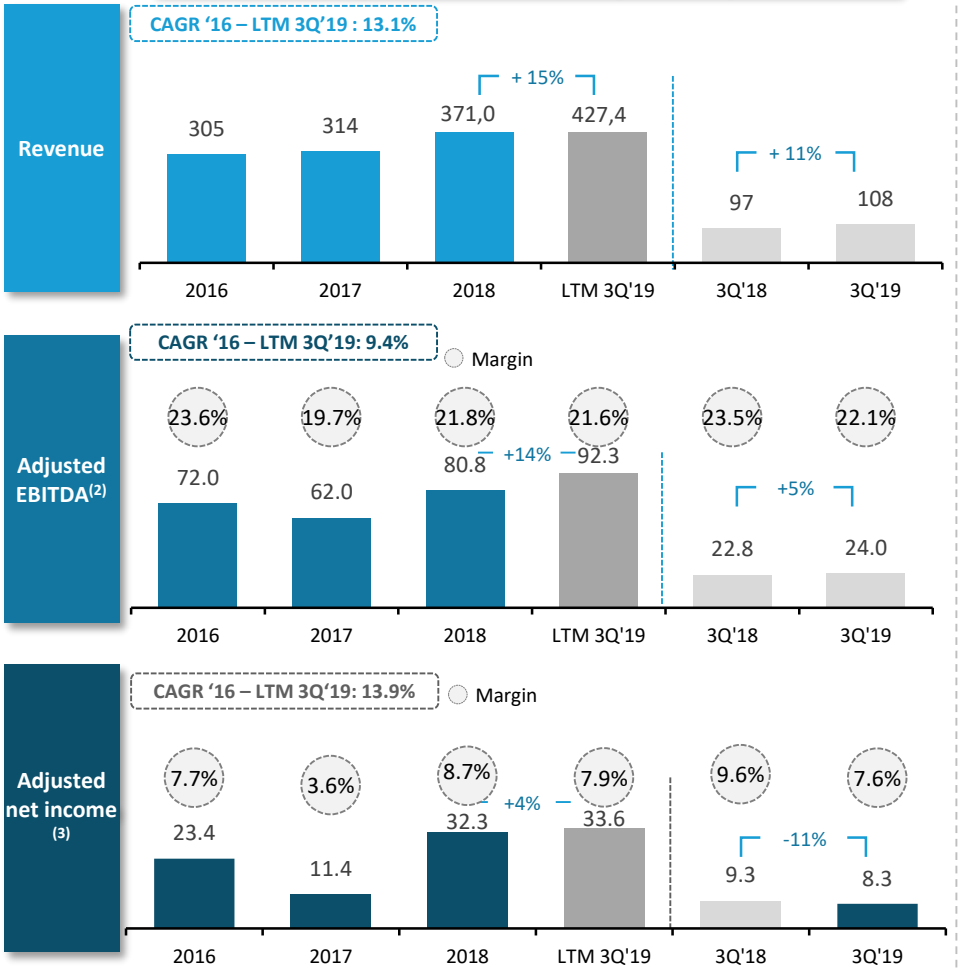
1010 Brickell
Florida, US

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*

Q3 2019 Summary[1]

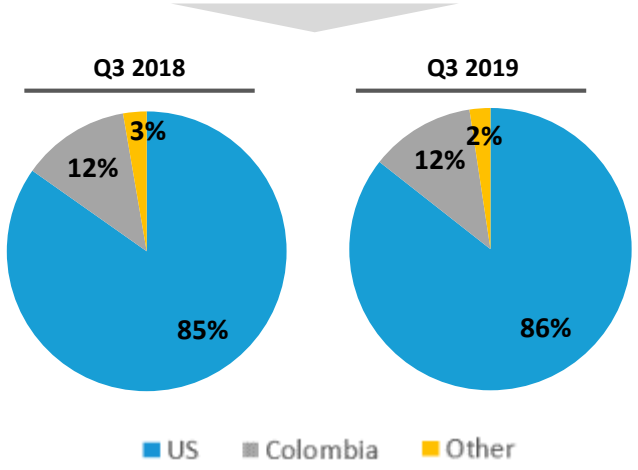
Key Financial Metrics (US$mm)



Sales Performance By Geography

	Q3		´18 vs ´19		3Q LTM		´19 vs ´18	
Revenues US$mm	2018	2019	$Δ	%Δ	2018	2019	$Δ	%Δ
United States	82,2	92,8	10,6	13%	278,8	365,7	86,9	31%
Colombia	12,1	13,0	0,9	7%	67,8	51,1	(16,7)	-25%
Other Countries	2,6	2,6	(0)	0%	10,8	10,6	(0,2)	-2%
Total	97,0	108,5	11,5	12%	357,4	427,4	70,0	20%

- Solid U.S. revenue growth driven by favorable trends in commercial construction and rapid growth in single family residential



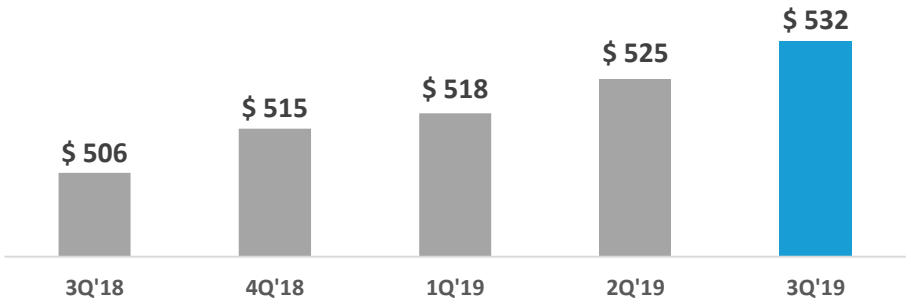
Notes:

1. *Prior-period financial information from 2016 has been retroactively adjusted for ES Windows, acquired under common control. 2017 Financials includes GM&P since March 1, 2017.*
2. *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*
3. *Adjusted net income is estimated as net income (loss) attributable to parent (+) income gain/loss on change in fair value of warrants and earnouts, FX exchange gain/loss, non-core items and tax impact of adjustments at statutory rate.*

Continued Record Levels of Backlog

Backlog Evolution at Quarter End (US$mm)

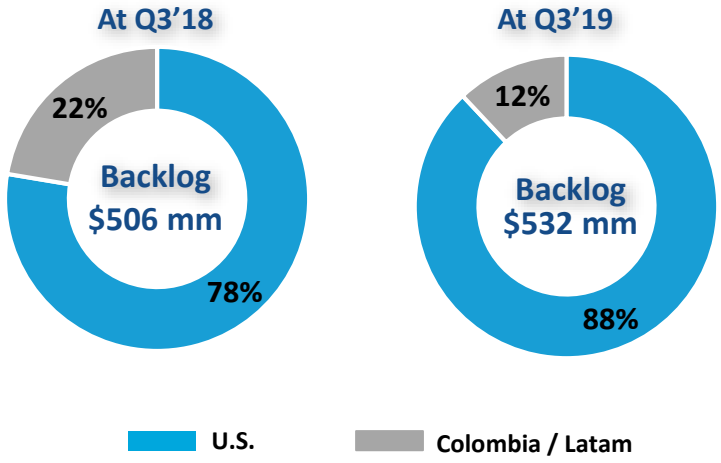
Business conditions stronger YoY with visibility beyond first half 2020



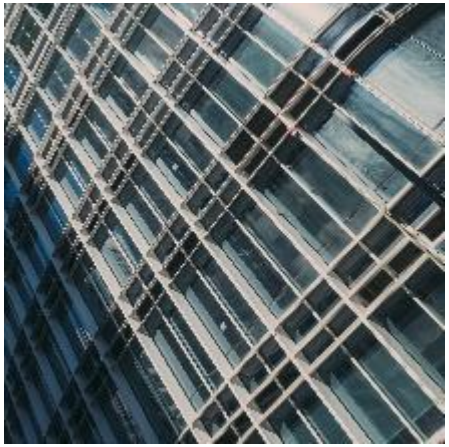
Backlog Overview

- Backlog expanded to a record $532 million; up 5% from prior year quarter mainly driven by stronger activity in the U.S.
- U.S. backlog increased 20% to $470 million YoY, representing 88% of total backlog given successful geographical expansion in the U.S. and healthy bidding activity in key markets
- Backlog level equates to 1.2x LTM 3Q'19 revenue. Continued growth despite record invoicing at US$427 mm on an LTM basis
- Single-family residential is not captured in backlog given shorter term "spot" duration of projects

Geographic Mix









Salesforce Tower

Florida, United States.

FINANCIAL UPDATE

Financial Highlights Q3 2019 vs Q3 2018

	Q3		2018 vs 2019		Year to Date 2019 vs 2018			
Key financial results (US$mm)	2018	2019	$Δ	%Δ	3Q 2018	3Q 2019	$Δ	%Δ
Revenues	97,0	108,5	11,5	12%	273,1	329,5	56,4	21%
Adjusted EBITDA	22,8	24,0	1,2	5%	59,3	70,9	11,6	19%
Adjusted net income	9,3	8,3	(1,1)	-12%	22,1	23,4	1,2	6%
Cash at end of period	28,0	41,7	13,8	49%	28,0	41,7	13,8	49%
Capex (1)	2,3	6,1	3,8		7,2	19,9	12,7	
Paid cash dividends	0,7	1,5	0,9		2,0	3,7	1,7	
Operating Cash Flow					(9,5)	7,5	17,0	
Leverage (2)					2,7	2,4		

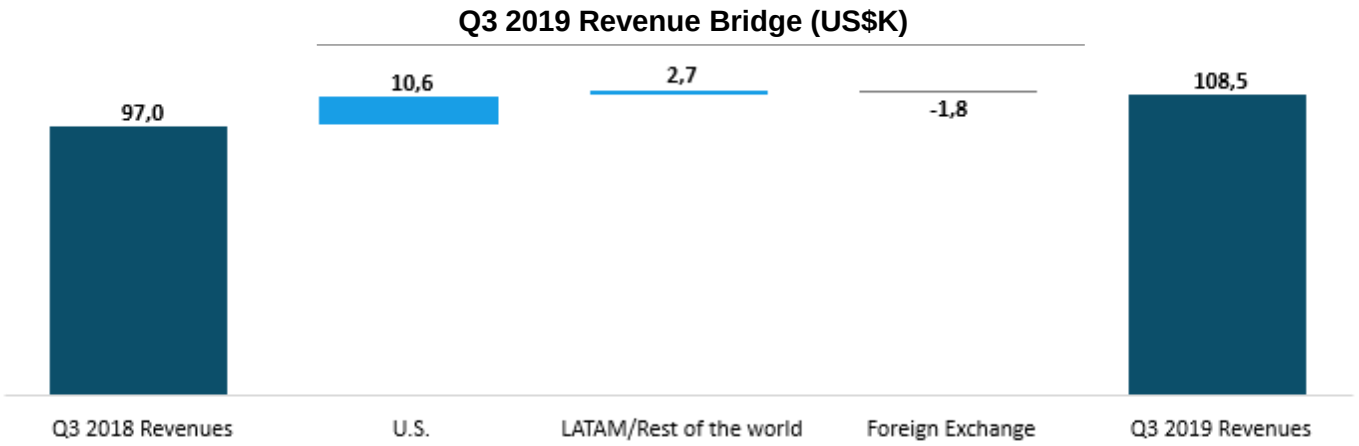
Third quarter results

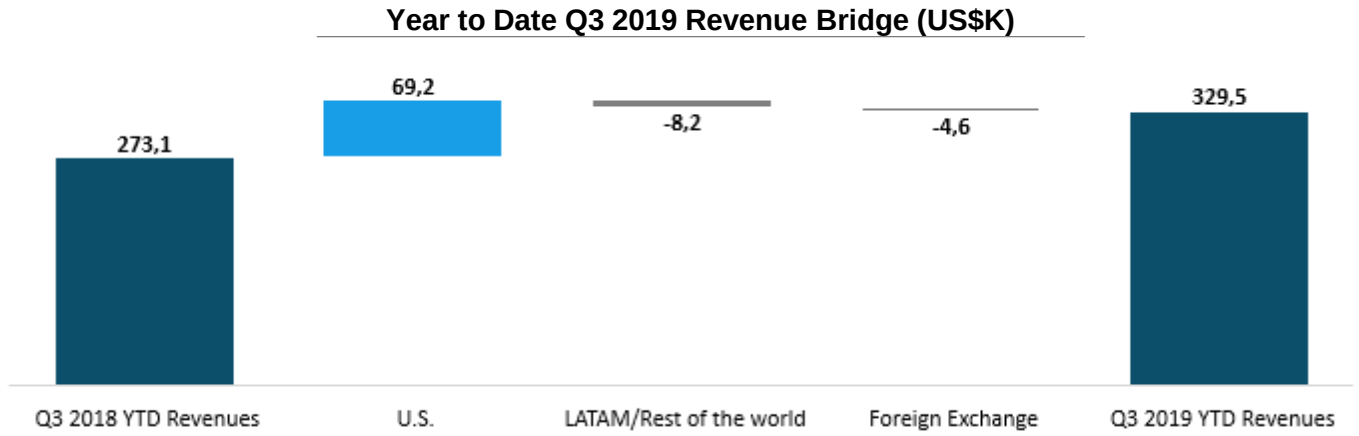
- Revenues up 12% YoY to $108.5 mm on incremental U.S. sales primarily attributable to a further geographical penetration into new U.S. markets as well as a strong residential activity
- U.S. revenues grew 13% YoY, from $82 mm to $93 mm on solid commercial and residential construction activity. Single-family residential increased ~60% from prior year quarter
- Q3 Adjusted EBITDA of $24 mm, up 5% year-over-year
- Adjusted net income of $8.3 mm, or $0.18 per diluted share
- Strong cash balance at $41.7 mm
- Positive cashflow from operations despite working capital needs to support substantial growth of over 20% year-over-year
- Capex of $19.9 mm YTD, in line with expectation and primarily attributed to high return investments, supporting growth and efficiencies
- Continued year-over-year improvement of net debt leverage ratio, which stands at 2.4x from 2.7x in Q3'18

Notes:

1. *Capex refers to acquisition of property and equipment with cash. Do not include assets acquired under capital lease and debt.*
2. *Leverage is calculated as Net Debt to Adjusted EBITDA*

Revenue Bridge Q3 2019 vs Q2 2018



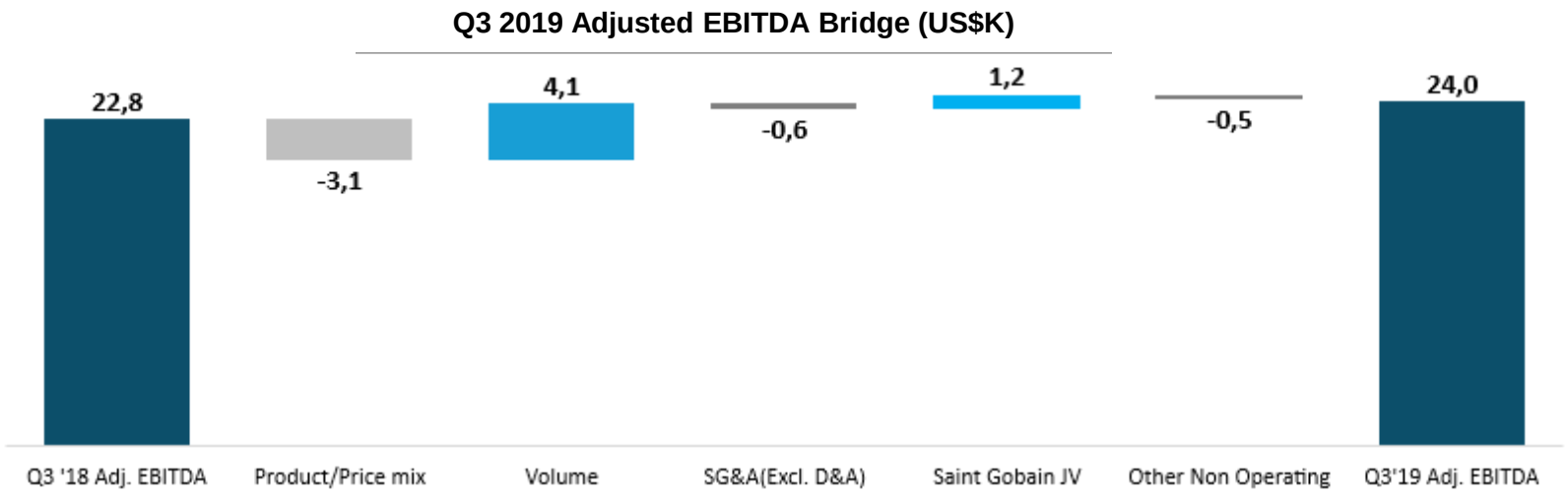


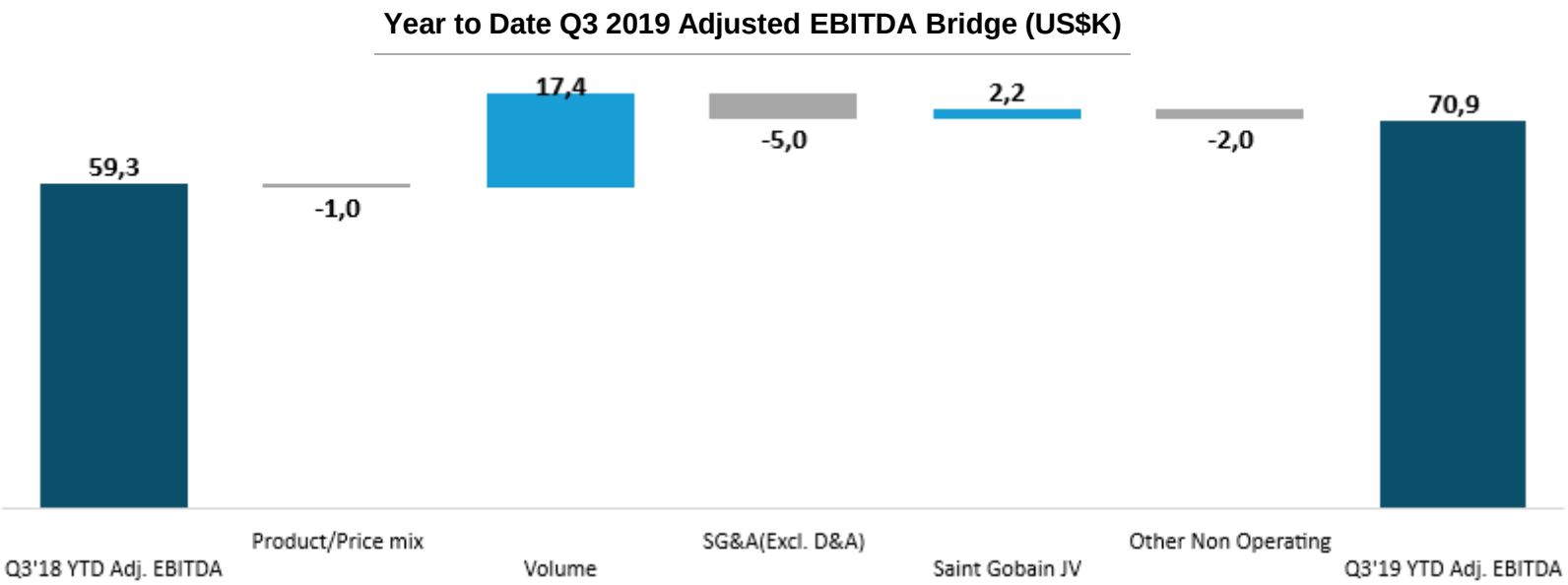
TGLS LTM revenue mix from US at 86%, higher than median of 79% for U.S.-based building product peers[1]

Notes:

1. *Peer median includes AFI, APOG, AWI, CBPX, DOOR, FBHS, FRTA, JELD, MAS, MHK, OC, PGTI, ROCK, SSD, TILE, WMS, as of twelve months ended third quarter 2019; Sourced from FactSet*

Adjusted EBITDA Bridge Q3 2019 vs Q3 2018[1]





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*



Embassy Suites by Hilton

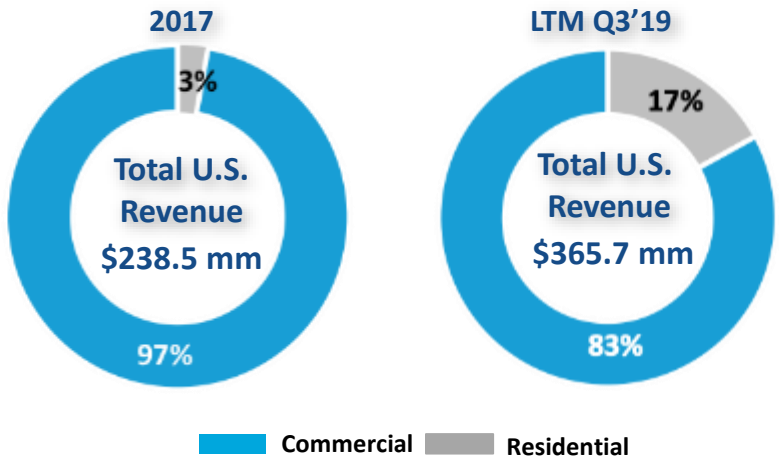
Texas, United States.

UPDATE ON STRATEGIC INITIATIVES

Continued Expansion Into U.S. Residential Market



U.S. Residential Mix



- ✓ U.S. single-family residential penetration continues to surpass expectations through share gains, new products and solid execution
- ✓ As of YTD Q3'19, residential has doubled when compared to the first nine months of 2018
- ✓ Residential represented 17% of US sales as of LTM Q3'19, compared to 3% in 2017
- ✓ Fastest growth category for TGLS since 2017 with continued growth expectations based on current performance

ELITE by ESWINDOWS LINE

Prestige by ESWINDOWS

Update on Joint Venture & High-Return Capex Investments

Aluminum Operation Expansion

- ✓ In July 2019 the Company completed its previously announced aluminum production capacity expansion
- ✓ Expanded aluminum production capacity by 25% within certain new lines
- ✓ Expected to benefit the Company through production efficiencies and higher output
- ✓ Already funded through cash on hand

Efficiency Investments

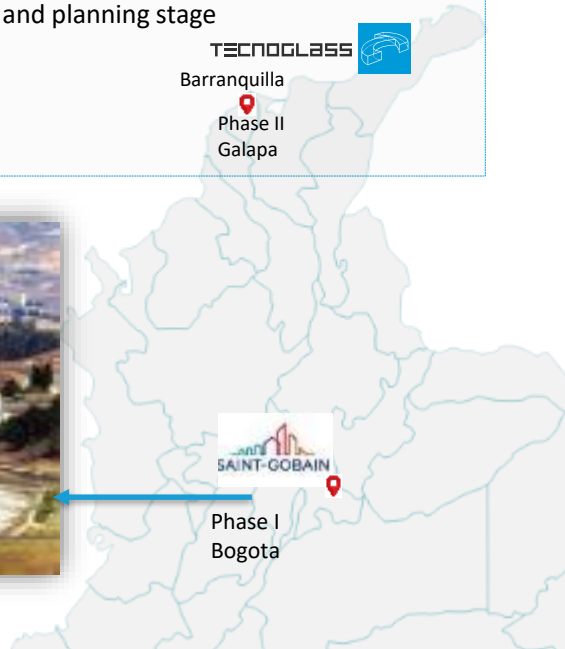
- ✓ High-return initiatives at glass and aluminum facilities to automate key operations
- ✓ Investments expected to optimize production and improve efficiency on an end to end basis
- ✓ Expected 2.5x capacity increase on automated lines with improvement in lead times. Expected reduction in labor and material waste costs
- ✓ Already in testing stage to start operations by year end

Joint Venture with St. Gobain

- ✓ Closed transaction on May 3rd and began contributing to results in Q2'19
- ✓ New plant expected to be operational by 2022
- ✓ JV reinforcing vertical integration strategy and providing ample access to float glass supply
- ✓ In the process of completing permits and planning stage













UMASS Dartmouth SMAST

Massachusetts, United States

OUTLOOK UPDATE

Increased Guidance

Revenues
$430 to $440 Million
Midpoint +17.3% YoY

- Outlook formed through "bottoms up" approach, analyzing backlog timing on a project-by-project basis. Solid execution YTD with strong backlog for the rest of the year and better than projected residential
- Increase in revenue guidance resulting from 2H'19 enhanced backlog visibility and better than expected residential trends
- 1H'19 year-over-year growth higher compared to 2H'19 year-over-year growth based on anticipated timing of invoicing; unchanged

Adjusted EBITDA
$93 to $97 Million
Midpoint +17.6% YoY

- Continue to expect favorable operating leverage on higher revenues and improved mix of sales from manufacturing operations
- Lower expected SG&A as a percent of sales based on favorable leverage attained through ongoing cost control efforts
- Incorporates Tecnoglass share of Adjusted EBITDA from the Saint Gobain joint venture which closed at the beginning of May 2019







Audi North

Florida, United States

APPENDIX

Non-GAAP Reconciliation[(1)]

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

	Three months ended				
	September 30, 2018	December 31, 2018	March 31, 2019	June 30, 2019	September 30, 2019
Net (loss) income	**6,152**	**(4,415)**	**7,331**	**7,660**	**(1,319)**
Less: Income (loss) attributable to non-controlling interest	145	116	7	(181)	144
(Loss) Income attributable to parent	**6,297**	**(4,299)**	**7,338**	**7,479**	**(1,175)**
Interest expense and deferred cost of financing	5,140	5,636	5,587	5,757	5,876
Income tax (benefit) provision	2,261	(211)	4,879	3,977	(266)
Depreciation & amortization	6,025	5,674	5,841	5,717	5,631
Foreign currency transactions losses (gains)	2,494	13,633	(3,286)	1,201	12,006
Non Recurring expenses (extinguishment of debt, bond issuance costs, provision for bad debt, acquisition related costs and other)	495	983	744	681	963
Director Stock compensation and provision for obsolete inventory	71	69	-	-	-
Joint Venture VA (Saint Gobain) EBITDA adjustements				973	929
Adjusted EBITDA	**22,783**	**21,485**	**21,103**	**25,785**	**23,964**
Net (loss) income	**6.152**	**(4.415)**	**7.331**	**7.660**	**(1.319)**
Less: Income (loss) attributable to non-controlling interest	145	116	7	(181)	144
(Loss) Income attributable to parent	**6.297**	**(4.299)**	**7.338**	**7.479**	**(1.175)**
Foreign currency transactions losses (gains)	2.494	13.633	(3.286)	1.201	12.006
Deferred cost of financing	372	390	393	415	405
Non Recurring expenses (extinguishment of debt, bond issuance costs, provision for bad debt, acquisition related costs and other)	495	983	744	681	963
Joint Venture VA (Saint Gobain) adjustements	-	-	-	273	490
Tax impact of adjustments at statutory rate	(321)	(508)	688	(822)	(4.436)
Adjusted net (loss) income	**9.337**	**10.199**	**5.877**	**9.227**	**8.253**
Basic income (loss) per share	0,15	(0,11)	0,18	0,17	(0,03)
Diluted income (loss) per share	0,15	(0,11)	0,18	0,16	(0,03)
Diluted Adjusted net income (loss) per share	0,23	0,26	0,14	0,20	0,18
Diluted Weighted Average Common Shares Outstanding in thousands	**40.888**	**39.968**	**40.541**	**46.774**	**46.113**
Basic weighted average common shares outstanding in thousands	40.295	39.968	39.948	46.181	45.519
Diluted weighted average common shares outstanding in thousands	40.888	40.561	40.541	46.774	46.113

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 US $k

Leverage Reconciliation

	As of Sept 30,	
	2018	**2019**
Short Term Debt and Current Portion of Long Term Debt	16,069	16,168
Long Term Debt	15,819	41,378
Corporate Bond	204,101	206,398
Gross Debt	**235,989**	**263,944**
Cash at the end of the period	27,951	41,739
Net Debt	**208,038**	**222,205**
Adjusted EBITDA	76,490	92,337
Net Debt / Adjusted EBITDA	**2.72x**	**2.41x**

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.*