FIRST QUARTER 2022
EARNINGS CONFERENCE CALL

May 4, 2022 – TECNOGLASS INC.
(NASDAQ: 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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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.







165 Main Street

Massachusetts, United States

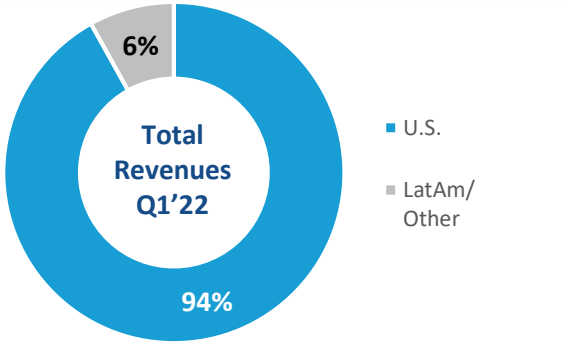
SUMMARY & HIGHLIGHTS

TECNOGLASS

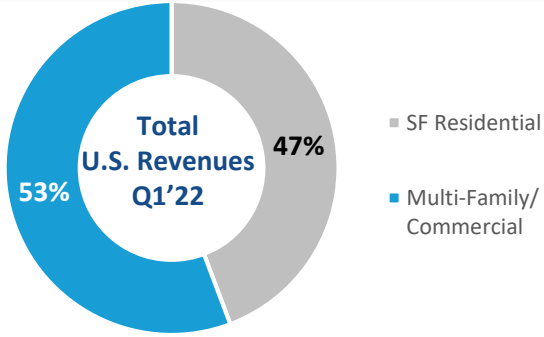
Q1 2022 Key Takeaways

- ✓ Continued strong execution in Q1'22 drove record results across revenues, gross profit, operating income, net income, Adj. EBITDA and free cash flow
- ✓ Q1'22 revenues increased 21% to a record $134.5 mm. Growth continues to be fueled by record US performance, up 26.0% to $127.0 mm, now representing 94% of total revenue mix, on continued healthy single-family residential activity
- ✓ Accelerated growth into the residential market, with Q1'22 sales up 155.1% to a record $59.7 mm, through dealership expansion, geographic diversification and Multimax products oriented toward homebuilders
- ✓ Record Q1'22 gross profit increased 33.2% to $60.3 mm, with gross margin up 420 bps reaching a record 44.8% attributable to higher revenue mix from manufacturing vs installation activity and operating leverage on higher sales
- ✓ Q1'22 Adj. EBITDA of $45.4 mm, with margins up by 360 bps to a record 33.7%
- ✓ Strong cash flow from operations of $27.1 mm driven by higher profitability YoY and enhanced working capital management; producing record free cash flow of $17.9 mm for the quarter
- ✓ Continued deleveraging, with the lowest net debt / LTM adj. EBITDA in the company´s history at 0.6x
- ✓ Backlog of $651.1 mm, up ~17.9% YoY, representing ~1.3x LTM total revenues

Sales By Geography



U.S. End Market Mix



Gross Margin	**44.8%**
Adj. EBITDA[1] Margin	**33.7%**
Operating Cash Flow	**$27.1 mm**
Net Leverage	**0.6x**

Notes:

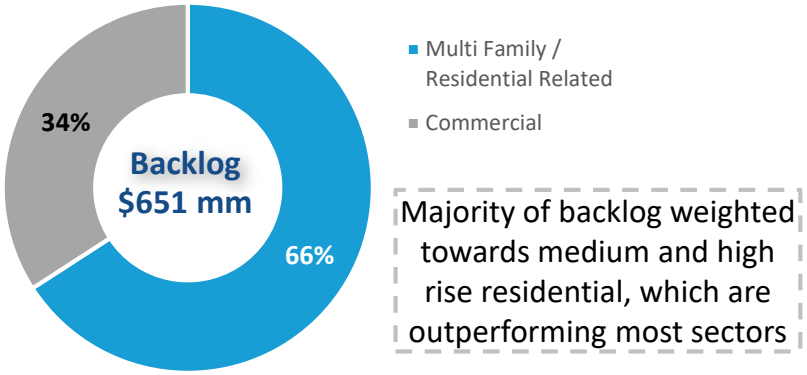
1. *Adjusted EBITDA excludes non-recurring and non-cash expenses mainly associated with our bond issuance and respective extinguishment of former debt, withholding taxes associated with payments to bondholders, acquisition related costs and other non-recurring items*

U.S. Growth Driving Resilient Backlog

Backlog Overview

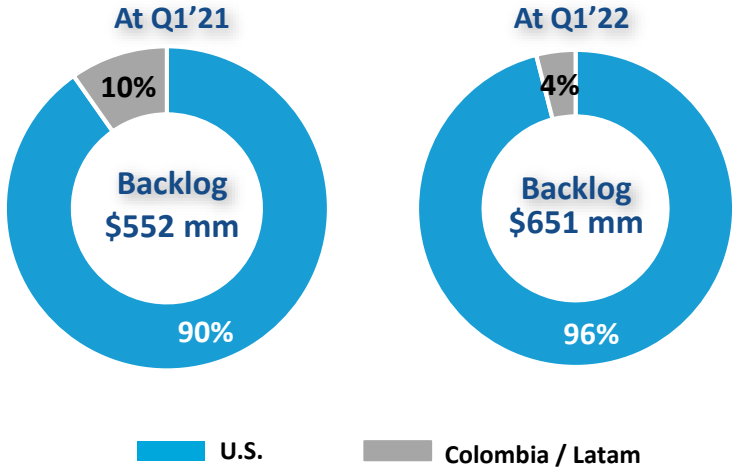
- ✓ Our track record of successfully delivering high profile projects has earned us an increasing number of opportunities across the U.S., demonstrated by expanding backlog, up 17.9% YoY to a record $651 mm, including 20 of the 22 Tallest Towers Under Planning and Construction in South Florida
- ✓ U.S. backlog of $624 mm, representing 96% of total backlog with increased geographical diversification; very strong activity in the Southeast U.S., the region with our deepest presence
- ✓ Strong ABI[(1)] score for March at 58.0, up from 51.3 in January, one of the highest scores seen since the economic recovery began and remaining in expansion territory. Strongest reading in the South region.
- ✓ Solid single family residential growth trajectory not fully captured in backlog given shorter term "spot" duration of projects

Backlog as of Q1'22 by End Market



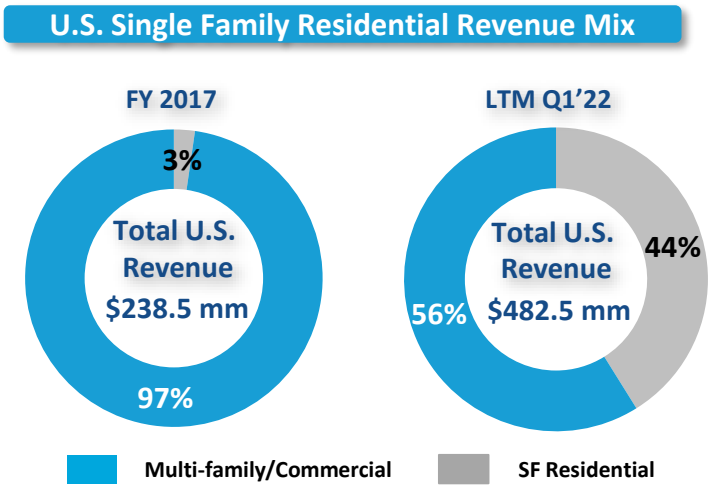
Majority of backlog weighted towards medium and high rise residential, which are outperforming most sectors

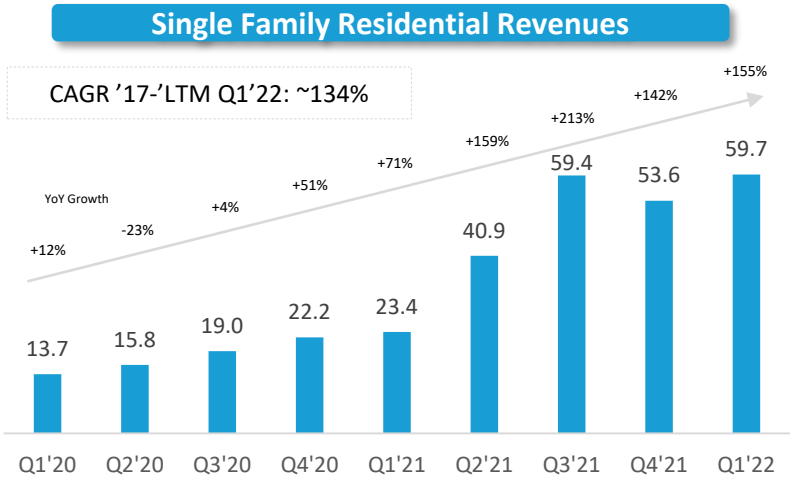
Geographic Mix



•Source:
1. The American Institute of Architects (AIA) reported the Architecture Billing Index

Continued Expansion in Single-Family Residential





- ✓ Q1'22 single-family residential sales up 155% YoY, reaching a historic high at $59.7 mm in Q1'22
- ✓ Single-family sales segment accounts for 44% of LTM U.S. revenues, compared to 3% in 2017 (47% at Q1'22)
- ✓ Biggest revenue upside to the business exists through an expanding dealer base, geographic diversification in the Southeast and Southcentral U.S., robust housing demand and the introduction of new products specifically catering to untapped opportunity with production homebuilders
- ✓ Approximately 65% of single-family residential revenues are tied to R&R business, which carries a lower correlation with interest rates
- ✓ Performance continues to be supported by secular trends of strong population migration into southern states driven by Covid-related factors, more favorable tax environments and corporate relocations

•Source:
1. Thousand of Units. U.S. Census Bureau

Vertically-Integrated & Well-Situated Operations Driving Step-Change in Results



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 US 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







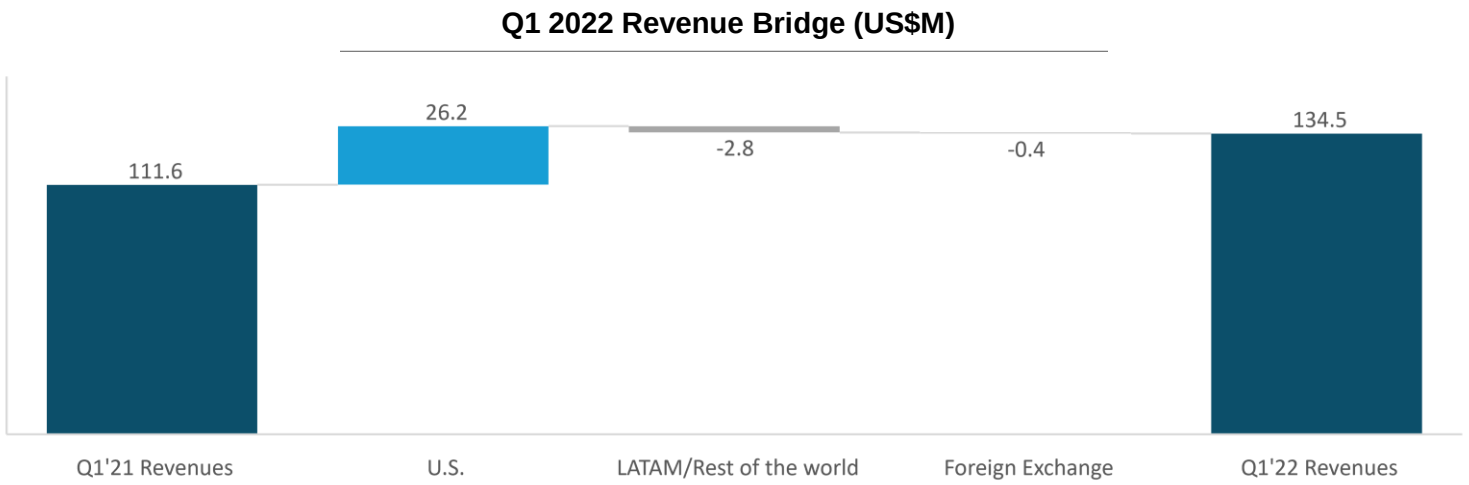
Paramount Miami Worldcenter

Florida, United States

FINANCIAL UPDATE

TECNOGLASS

Revenue Bridge Q1 2022 vs Q1 2021



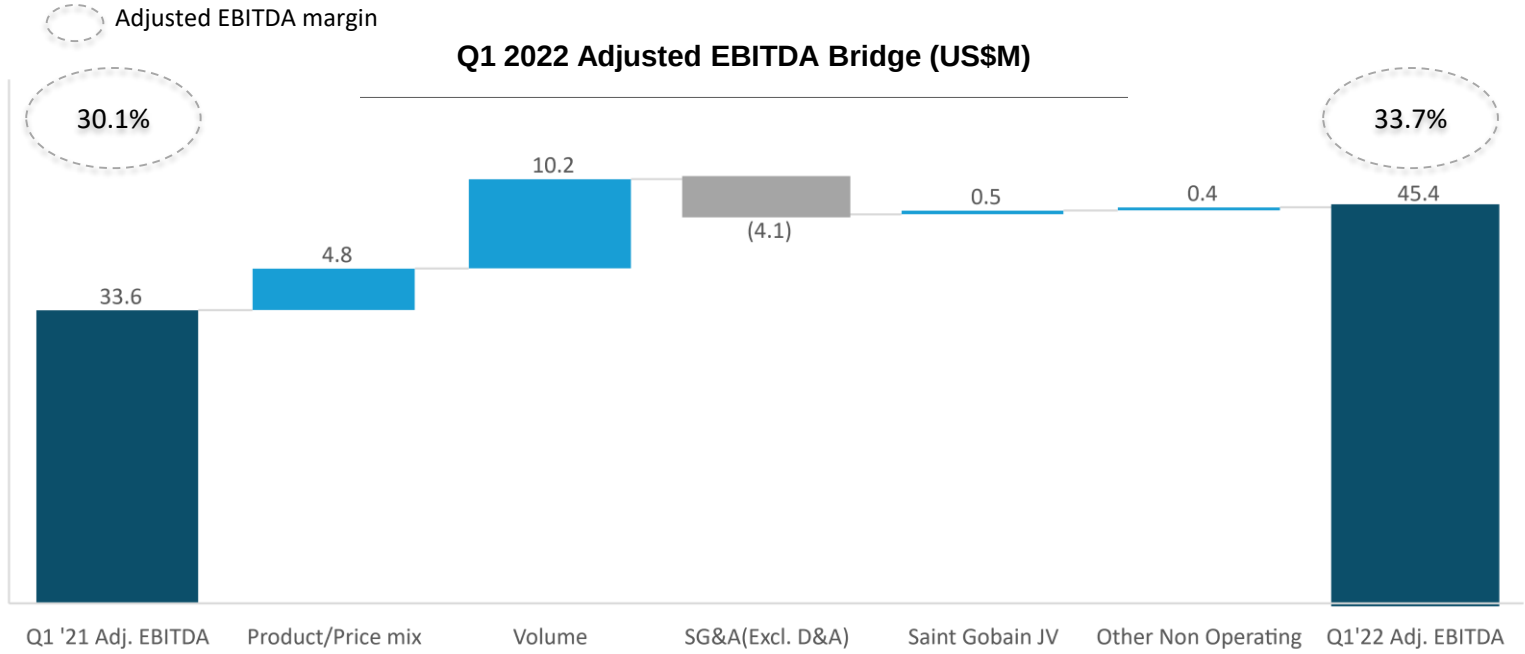
- ✓Total revenues increased 20.6% to $134.5 mm in Q1’22 driven by a strong performance in the U.S. market
- ✓U.S. revenues of $127.0 mm, which represented 94% of total revenues, grew 26.0% compared to $100.8 mm in Q1’21 on higher single-family residential sales and market share gains
- ✓Single-family residential revenues increased $36.3 mm, or 155%, to $59.7 mm in Q1’22, and accounted for ~44% of total sales
- ✓Commercial construction saw sequential growth each month within the quarter with continued momentum expected throughout the year

TGLS LTM revenue mix from U.S. +90%, higher than average of 78% for U.S.-based building product peers(1)

Notes:

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

Adjusted EBITDA Bridge Q1 2022 vs Q1 2021[1]



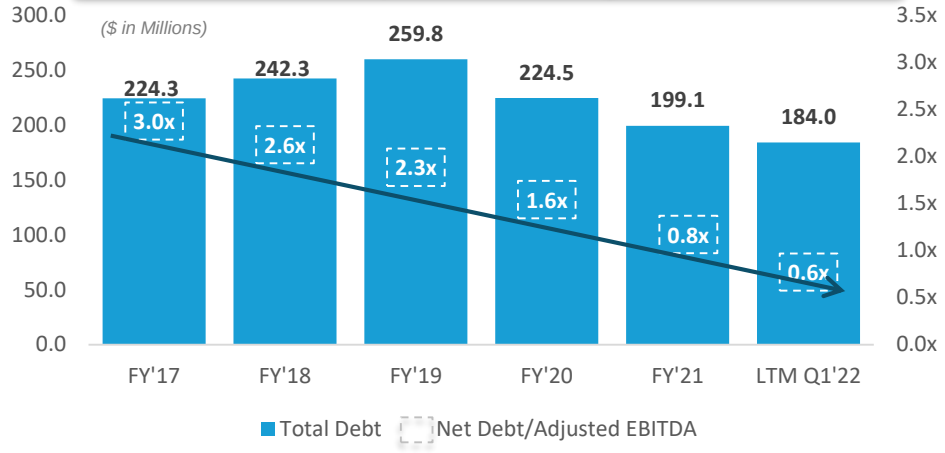
- ✓Record gross margin of 44.8%, up 420 bps, attributable to higher sales, greater operating efficiencies and a higher mix of revenue from manufactured products vs installation
- ✓SG&A as a percent of total sales was 19.6% compared to 17.8% in the prior year quarter given $2.7 mm in non-recurring professional fees as well as higher transportation costs
- ✓Record Adjusted EBITDA on a dollar and margin basis, resulting from higher sales, stronger gross margin and operating leverage on higher revenues

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*

Improved Balance Sheet & Leverage Profile

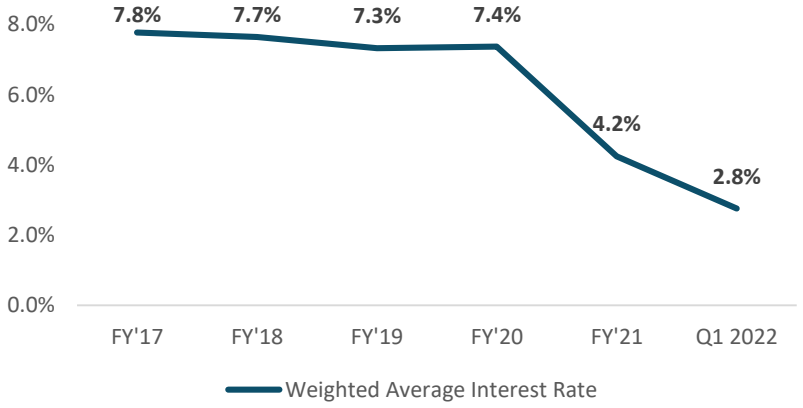
Improved Leverage



- ✓Solid cash conversion of adj. EBITDA[1] driving $27.1 mm of cash flow from operations in Q1'22
- ✓Continued deleveraging, with lowest net debt / LTM adj. EBITDA[1] in the Company's history at 0.6x
- ✓Liquidity of ~$250 mm[2], including cash of $84.4 mm and $165 mm availability under its committed revolver facility and working capital lines
- ✓Significant financial flexibility to execute growth

- ✓In October 2020, entered into $300 mm credit facility consisting of a $250 mm term loan plus $50 mm revolver
- ✓In November 2021, upsized revolver from $50 mm to $150 mm, extended initial maturity by one year to the end of 2026 and reduced borrowing costs by ~130 bps
- ✓Continued to use excess cash flow to re-invest in growth Capex to address expected demand. We also prepaid $15 mm in debt during Q1, putting the Company at the lowest interest rate tier of Libor + 1.50%

Weighted Average Interest Rate [3]

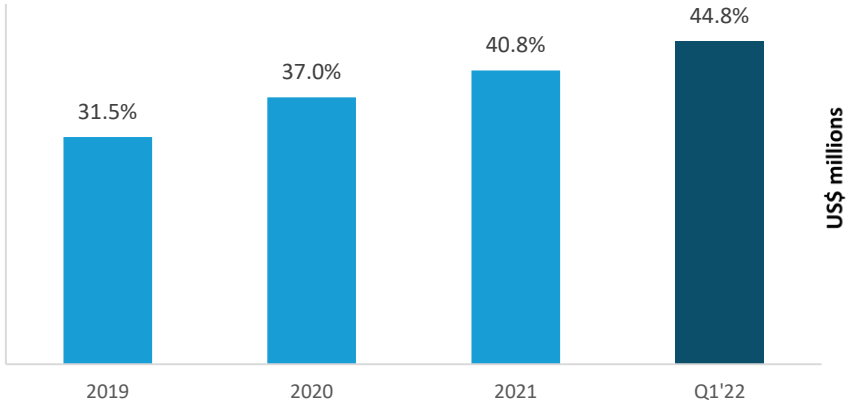


Notes:

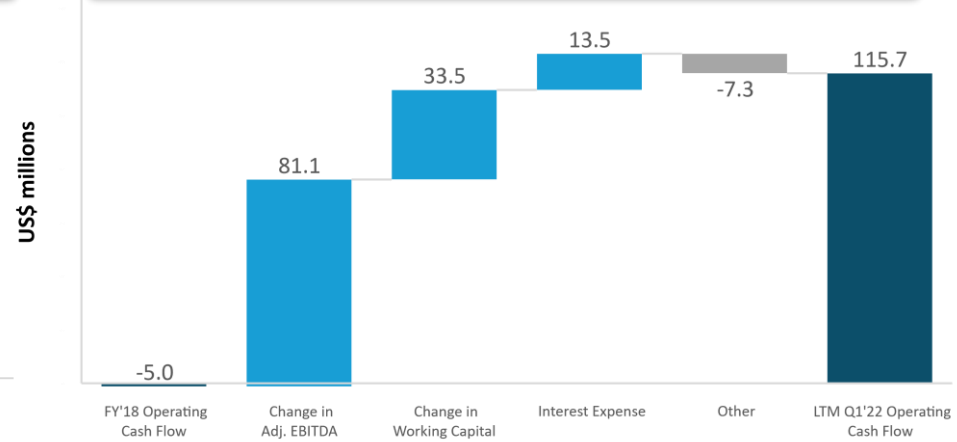
1. *Adjusted EBITDA excludes non-recurring and non-cash expenses mainly associated with our bond issuance and respective extinguishment of former debt, acquisition related costs and other non-recurring items*
2. *On a pro forma basis as of March 31, 2022 giving effect to the addition of the new $350 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*

Structurally Improved Margins & Cash Flow

Improved Gross Margin



Operating Cash Flow Bridge (2018 – LTM Q1'22)



- ✓ Gross margin increased to a record 44.8% in Q1'22, up from 31.5% just at the end of 2019. Three main factors have contributed to the improved margin profile:
  - ➢ Step up in gross margin performance driven by structural and sustainable operational improvements related to automation initiatives
  - ➢ Shift of business strategy to penetrate the single-family residential end market is accretive to margins given the higher mix of manufacturing vs. installation revenues
  - ➢ Operating leverage on the business which dilutes 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 expenses and a more favorable mix of revenues
- ✓ Significant DSO improvement, from 80 at FYE to 74 as of Q1'22, driven by improved collection efforts and further penetration into single-family residential which includes up front payments, shorter sales cycles and no retainage. Company allows for 10-15 day transit times
- ✓ Interest expense savings achieved through reduction in both debt outstanding and weighted average interest rate
- ✓ We anticipate strong cash flow for FY2022, which in addition to our current liquidity position, provides ample flexibility to execute expected growth

Stronger profitability and significant improvement in working capital metrics driving record cash flow generation and lowest net leverage (Net Debt / Adjusted EBITDA) levels in Company history

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.*



Residential Project,
Florida, United States

OUTLOOK UPDATE

Improved 2022 Double-Digit Growth Outlook

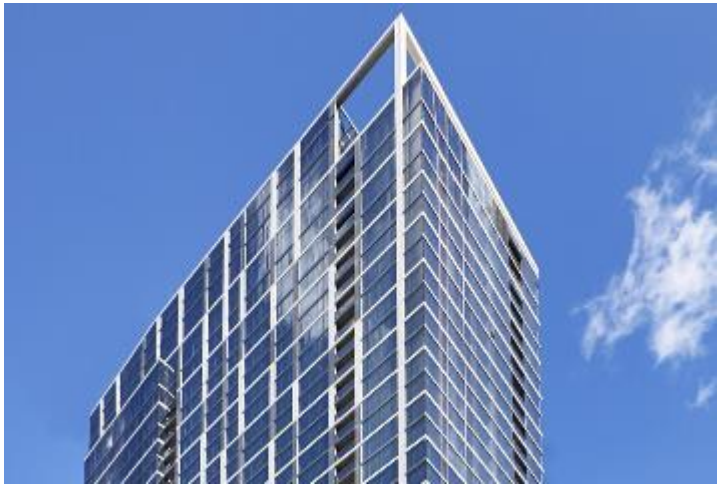
- Revenue growth led by continued expansion into single-family residential, coupled with stronger momentum from multi-family and commercial backlog
- Adjusted EBITDA outlook incorporates expectation for full year gross margin to normalize in the low ~40% range, mainly attributable to structural advantages, vertically integrated operations, and a higher mix of product versus installation revenue
- Strong invoicing continuing into Q2'22
- Anticipate strong cash flow from operations; Capex expected to be in range of $25 to $30 million in 2022

Revenue
$580-$605 MM
+17-22% YoY

Adj. EBITDA
$185-$195 MM
+23-30% YoY







APPENDIX

Hub50House
Massachusetts, United States

TECNOGLASS

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

Non-GAAP Reconciliation[(1)]

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

	Three months ended Mar 31,	
	2022	**2021**
Net (loss) income	**20,953**	**8,282**
Less: Income (loss) attributable to non-controlling interest	(100)	(89)
(Loss) Income attributable to parent	**20,853**	**8,193**
Foreign currency transactions losses (gains)	2,909	45
Deferred cost of financing		
Non Recurring expenses (extinguishment of debt, bond issuance costs, provision for bad debt, acquisition related costs and other)	763	1,283
Non Recurring professional fees	2,724	
Extinguishment of debt - Call Option Premium	-	8,610
Extinguishment of debt - Deferred Costs	-	2,537
Joint Venture VA (Saint Gobain) adjustments	36	79
Change in FV of Hedging Derivatives	-	(185)
Tax impact of adjustments at statutory rate	(1,930)	(3,958)
Adjusted net (loss) income	**25,355**	**16,604**
Basic income (loss) per share	0.44	0.17
Diluted income (loss) per share	0.44	0.17
Diluted Adjusted net income (loss) per share	0.53	0.35
Diluted Weighted Average Common Shares Outstanding in thousands	**47,675**	**47,675**
Basic weighted average common shares outstanding in thousands	47,675	47,675
Diluted weighted average common shares outstanding in thousands	47,675	47,675

	Three months ended Mar 31,	
	2022	**2021**
Net (loss) income	**20,953**	**8,281**
Less: Income (loss) attributable to non-controlling interest	(100)	(89)
(Loss) Income attributable to parent	**20,853**	**8,192**
Interest expense and deferred cost of financing	1,468	3,522.0
Income tax (benefit) provision	10,558	3,688.0
Depreciation & amortization	5,251	5,289.0
Foreign currency transactions losses (gains)	2,909	45.0
Non Recurring expenses (extinguishment of debt, bond issuance costs, provision for bad debt, acquisition related costs and other)	763	1,028.0
Non Recurring professional fees	2,724	
Extinguishment of debt - Call Option Premium	-	8,610.0
Extinguishment of debt - Deferred Costs	-	2,537.0
Joint Venture VA (Saint Gobain) EBITDA adjustments	825	838.0
Change in FV of Hedging Derivatives	-	(184.0)
Adjusted EBITDA	**45,351**	**33,565**

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 March 31,	
	2021	**2022**
Short Term Debt and Current Portion of Long Term Debt	13,748	485
Long Term Debt	221,635	183,414
Corporate Bond	-	-
Gross Debt	**235,383**	**183,899**
Cash at the end of the period	85,161	84,431
Net Debt	**150,222**	**99,468**
LTM Adjusted EBITDA	110,785	161,872
Net Debt / LTM Adjusted EBITDA	**1.36x**	**0.61x**

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.*