TECNOGLASS OPERATIONS AND FACILITY OVERVIEW

November 2026 | TECNOGLASS HOLDINGS INC. (NYSE: TGLS)



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Tecnoglass at a Glance

Key Stats

Miami, FL
Global Headquarters

~9,000
Employees

$1.6 BN
Market Cap as of 9/30/26

$1.1 BN
LTM Q3'26 Revenue

~15%
2013-LTM Q3'26 Revenue CAGR

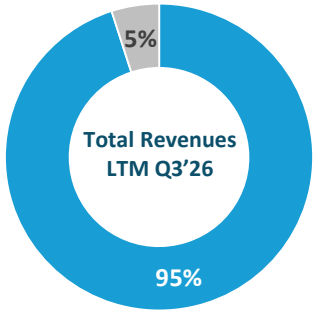
$1.43 BN
Backlog

$223.2 MM
LTM Q3'26 Adj. EBITDA(1)

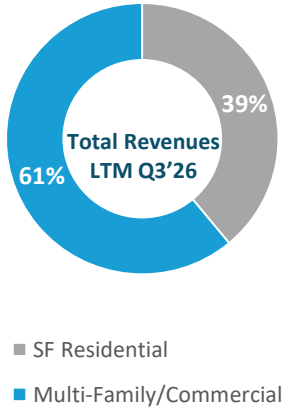
20%
LTM Q3'26 Adjusted EBITDA(1) Margin

~15%
2013-LTM Q3'26 Adjusted EBITDA(1) CAGR

Revenues by Geography



End Market Mix



Attractive Portfolio of Well-Positioned Brands

Tecnoglass is a leading architectural glass manufacturer with vertically integrated operations under one roof

(1) Adjusted EBITDA excludes non-recurring and non-cash expenses mainly associated with non-cash foreign exchange transaction gains or losses, non-recurring professional fees and other non-core items, and include the proportional contribution of the Company's joint venture with Saint-Gobain.

Operational Momentum



1 **What's New Since 2022**

- Key milestones and corporate developments

2 **Vertically Integrated Growth Evolution**

- Campus expansion, automation and corporate milestones since 2022
- Structural cost advantages across the value chain

3 **Automation and High Return Capex Investments**

- Completed initiatives and the current program lowering the cost base

4 **Financial & Operational Metrics**

- Record revenue and backlog, margin recovery path and capital allocation

5 **Pillars for U.S. Growth Strategy**

- Geographic expansion, showrooms, vinyl and U.S. capacity optionality

6 **Tecnoglass Campus Overview**

- Key themes across the campus

What's New Since 2022

Key Metrics, 2026 vs. 2022

Annual Revenue

2022

$717 MM

FY'22

↓

TODAY

$984 MM

Record FY'25
2026 outlook $1.10-$1.14 BN

+37%

Backlog

2022

$697 MM

Q3'22

↓

TODAY

$1.43 BN

Record, Q3'26

+105%

Installed Capacity

2022

~$800 MM

Annualized revenue

↓

By Q1'2027

~$1.5 BN

Annualized revenue

+63%

Single-Family Residential

2022

$306 MM

FY'22

↓

TODAY

$403 MM

Record FY'25

+32%

Platform Transformation

Window Platform

2022

Aluminum

TODAY

Aluminum and vinyl, more than doubling the addressable market

U.S. Showrooms

2022

New York and South Carolina opening

TODAY

Seven showrooms across FL, SC, NY, TX, AZ and CA, with Hawaii expected in 2027

Headquarters and Domicile

2022

Barranquilla, Colombia and Cayman Islands

TODAY

Miami, Florida headquarters and U.S. domicile as Tecnoglass Holdings Inc.

Percentage changes compare current figures with 2022 figures. Installed capacity figures are approximate.

Vertically Integrated Evolution 2023-2026





- ✓ **2023** Installed capacity reaches approx. $1.2 BN, above the $950 MM initially targeted
- ✓ **2023** Entered the vinyl windows market, more than doubling the addressable market
- ✓ **2024** Installed capacity of ~$1.5 BN in annualized revenue
- ✓ **2025** Continental Glass Systems asset acquisition adds a Florida manufacturing facility
- ✓ **2026** Automation program of our vertically integrated process, including fully automated Aluminum, glass and window assembling lines, reduces headcount by 10% as of June 2026 , increase total installed capacity by ~18%, while reducing leadtimes and raw material waste
- ✓ **2026** Introduced Brand New Light Aluminum line for geographical expansion
- ✓ **2026** St. Lucie County land acquired in Q3'26, preserving optionality for U.S. capacity
- ✓ **2026** Completed U.S. redomiciliation in July 2026 as Tecnoglass Holdings Inc.

* **Facilities added since 2022**

Operational Efficiencies Resulting from Structural Competitive Advantages

Competitive Advantage	1 Lean Cost Structure	2 Below Average Lead Times	3 High Quality Product	4 Favorable Shipping	5 Favorable ESG Impact
Fully Vertically Integrated Operations	**Profit Retained** at every step of production	**5-Week** lead times from a short supply chain	**Full Control** high quality at every stage	**Streamlined** no transport between facilities	**Lower CO2** Scope 2 emissions from simplified logistics
State-of-the-Art Manufacturing	**Automation** cuts lead times, headcount and on-site damage	**Faster** automated manufacturing and warehousing	**Top-Notch** state-of-the-art equipment and processes	**<5%** intercompany transport costs to revenues	**Solar Energy** natural gas usage and waste reduction
Strategic Location in Colombia	**$5/Hour** labor cost equivalent	**4-Day** journey to Miami, the Company´s main market	**Skilled Labor** committed workforce, low turnover	**3 of 4** Colombia's main ports nearby	**Social Impact** initiatives for community and employees

Structural advantages result in substantially shorter lead times than major competitors, unlocking opportunities for continued expansion and market share gains

Recent High Return Capex Initiatives



Automated Glass Facility

- New automated cutting and sorting line feeds a single straight-line process inside a 19,350 m² building
- Full transformation in-line: including 2 tempering lines, two laminating lines and one insulating line
- Value-added finishing: Dip-Tech digital ceramic printing and heat-soak testing (HST)
- Automated sorting of finished insulated and laminated product, ready for dispatch



Automated Aluminum Facility

- Three new extrusion presses with automatic billet handling, overhead cranes and a dedicated cooling system
- Automated warehouse and profile and die storage with ~2,500 slots, or 50% more, to sort the extruded profiles and feed the paint lines
- Vertical and horizontal coating lines, plus an in-house die shop with nitriding
- ~30,000 m² of industrial floors, its own substations, compressed air (3 × 150 HP) and water treatment



Window Assembly, and Power Grid Improvements

- New 8,700 m² hung-window line with automated assembly and logistics
- New 24,000 m² line for panels and fixed frames, including a 5-axis cutter, to automate profile machining
- Climate-controlled plant (refrigerated roof and cooling systems) with loading docks for faster shipping
- Added 2 Natural gas power plants adding 4 Mw, plus 10 Mw additions of Diesel generation capacity, for a total 45Mw generation capacity between Diesel, Gas, and solar systems, in 2026.

Current Automation Program Lowering Costs

+18%
Increase in installed capacity by Q1'27, through latest 2025-2026 automation initiatives in every step of our production process

5 Weeks
Lead times, supported by advanced automation in manufacturing and warehousing

10%
Headcount reduction completed by June 2026 while shipments continued to grow. Further reduction expected

2027
Target year to fully offset the tariff impact through pricing and automation

Program Highlights

- ✓ Automation and efficiency program reduced headcount by 10% as of the end of June 2026, preserving capacity to serve a strong order book
- ✓ Additional automation comes online by year end 2026, bringing further efficiencies
- ✓ Lower headcount reduces peso exposure, as local labor remains the largest peso-denominated cost
- ✓ Automated window assembly equipment now being installed in Barranquilla is the test run for a potential U.S. facility, to be replicated in the U.S. if successful
- ✓ Automation lowers labor cost as a percentage of sales across the Company

Automation Milestones

2019
Automation investments begin with $25 MM of capex

2020
First automated glass sorting line and aluminum warehouse

2021-2022
Three fully automated glass sorting lines in operation

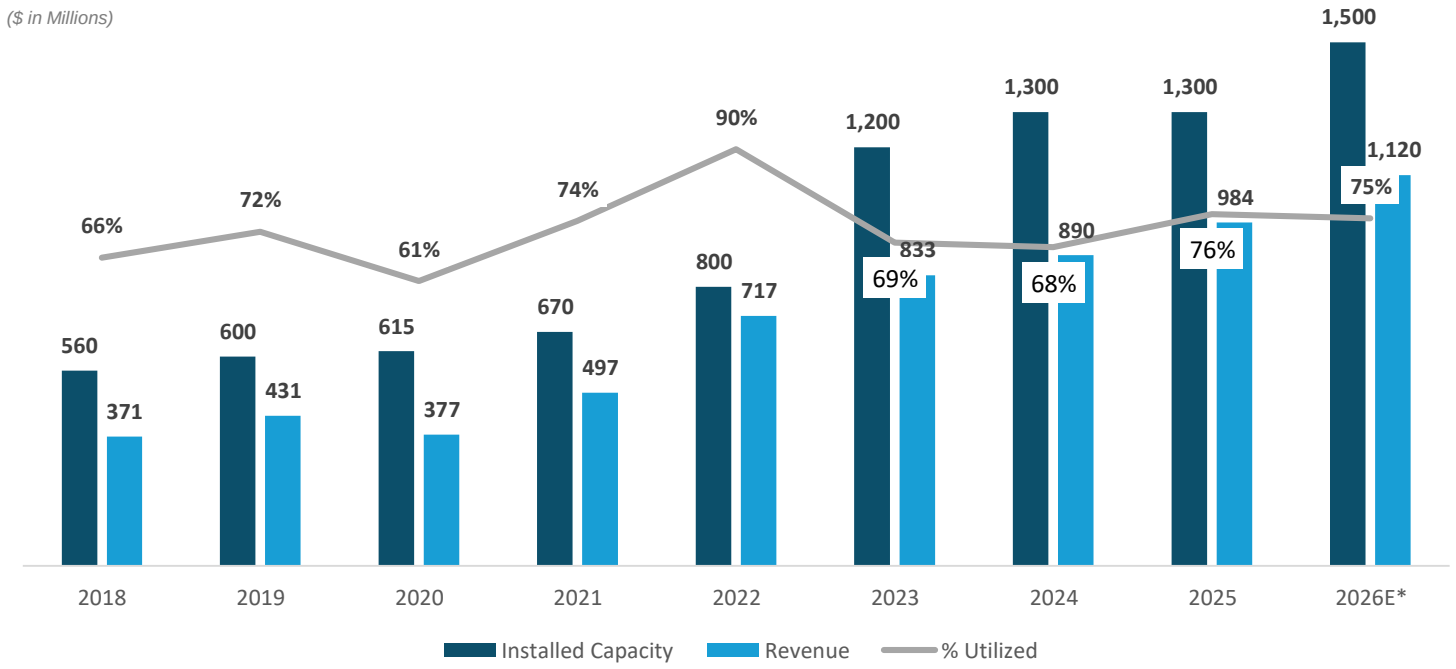
2023
Facility enhancements completed, capacity reaches ~$1.2 BN

2026
10% headcount reduction, new equipment online by year end

A full year of pricing and incremental automation savings supports fully offsetting the tariff impact in 2027

High Return Initiatives Driven by Continuous Growth

Installed vs. Utilized Capacity



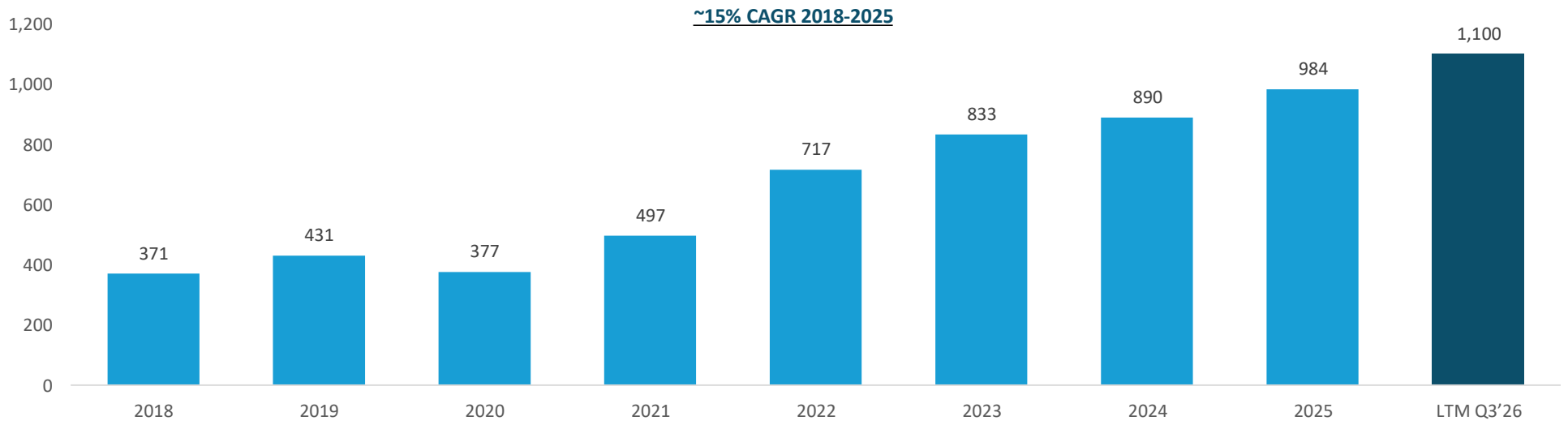
High return investments across vertically-integrated operations include further automating glass and window assembly production lines, adding glass production lines and expanding aluminum facilities, among others

- ✓ Growth capital investments include automation projects, additional production lines and facility footprint expansion to address ongoing geographic and end market expansion
- ✓ ~$370 MM invested since 2023 has expanded operational capacity to around $1.5 BN in annualized revenues
- ✓ Operational expansion supported by a record $1.43 BN backlog, single-family residential penetration, vinyl and a growing portfolio of innovative products

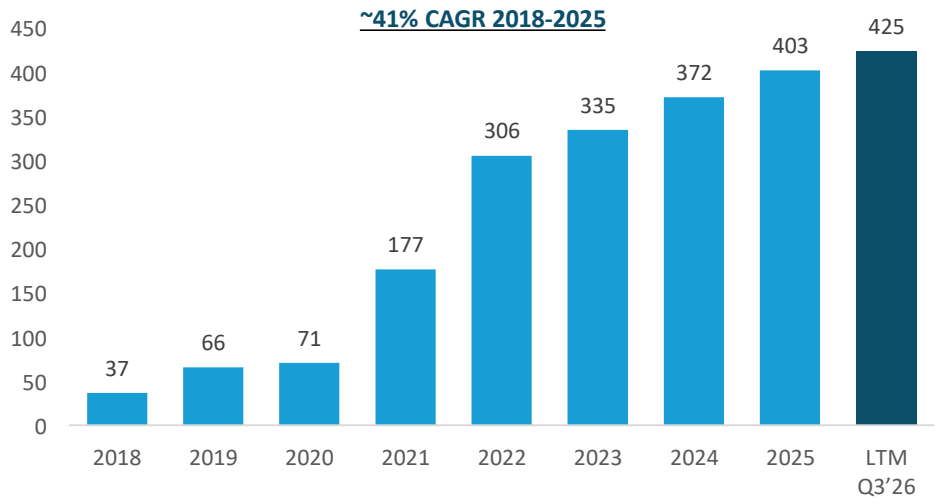
**2022 installed capacity reflects the Company estimate in 2022. Installed capacity of ~$1.3 BN reached in 2024 and held flat thereafter. $1.5 Bn capacity Will be reached by Q4'26-Q1'27. 2026E revenue reflects the midpoint of the 2026 outlook.*

Evolution of Capacity Enables Incremental Demand…

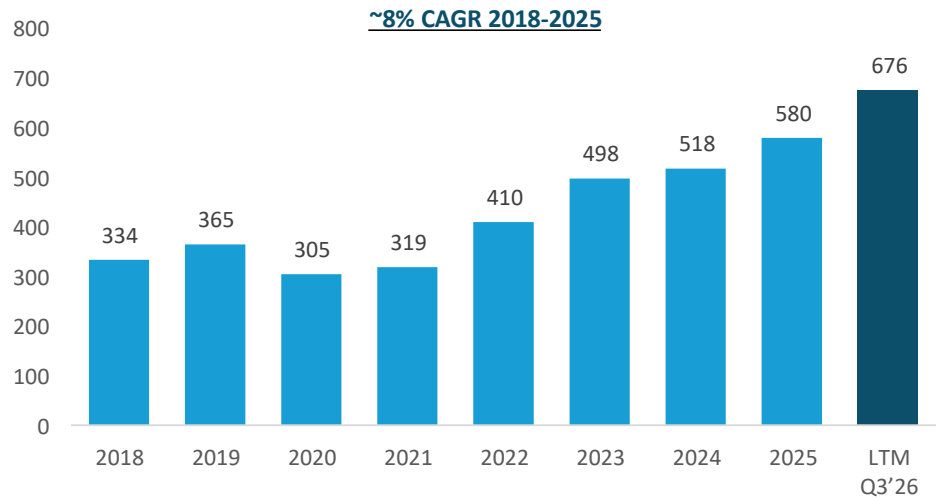
Annual Consolidated Revenues



Single-Family Residential Revenue



Multi-Family / Commercial Construction Revenue



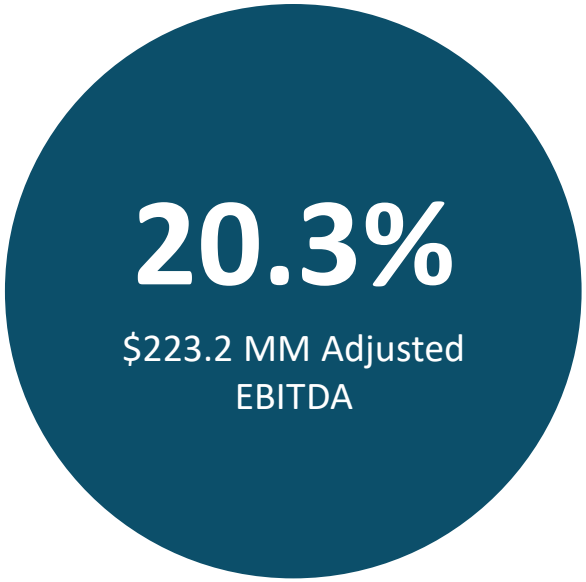
Figures in US$mm. LTM Q3'26 calculated as FY'25 plus 9M'26 less 9M'25. Multi-family / commercial LTM Q3'26 equals total revenue less single-family residential.

…Supporting Industry-Leading Margins Despite Headwinds

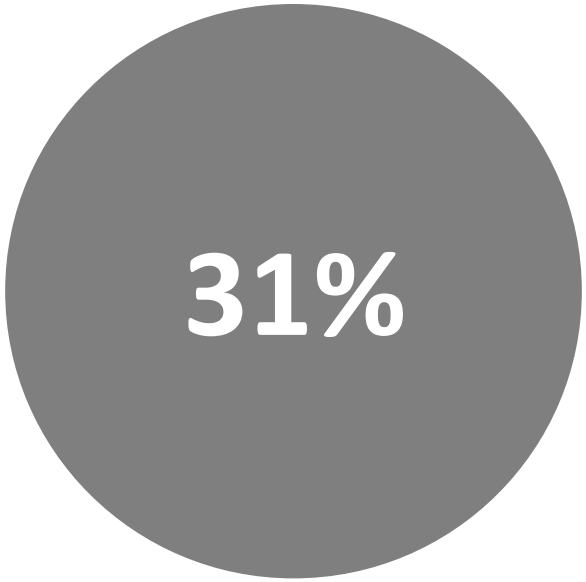
Gross Margin
LTM Q3'26



Adjusted EBITDA Margin
LTM Q3'26

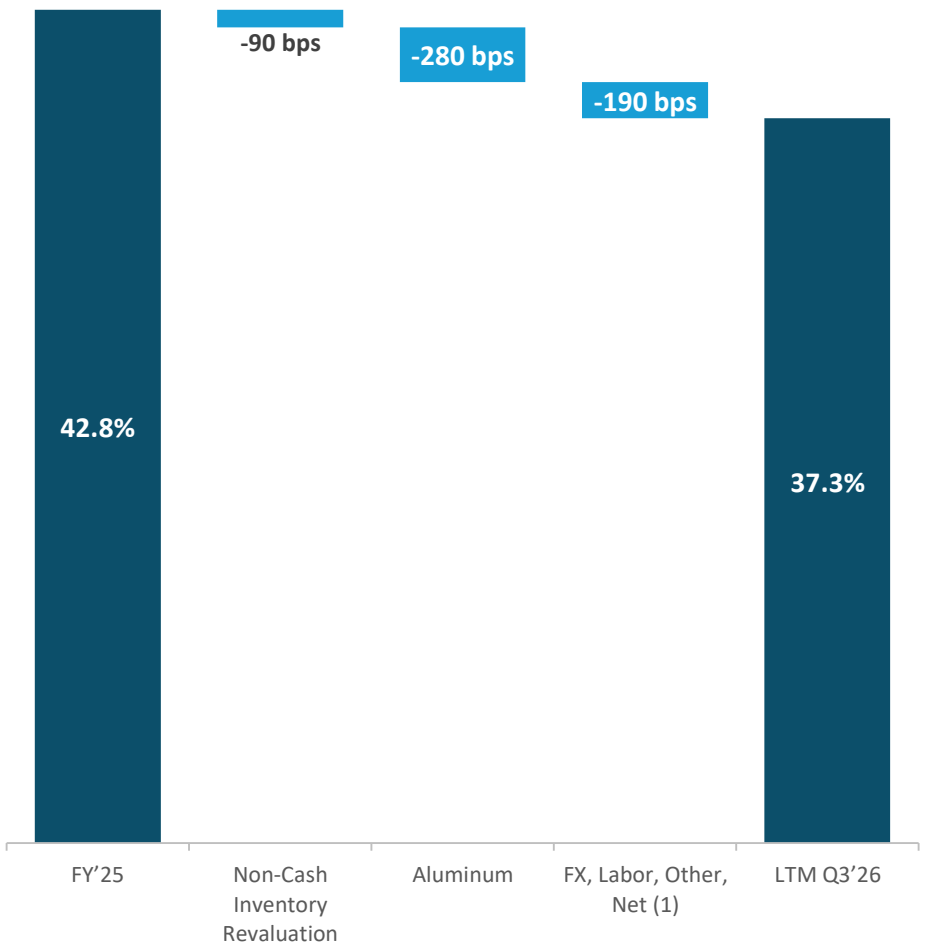


ROIC
3-Year Average



2026 Margin Headwinds and Path to Recovery

LTM Q3'26 Gross Margin Bridge vs. FY'25



Recovery Levers

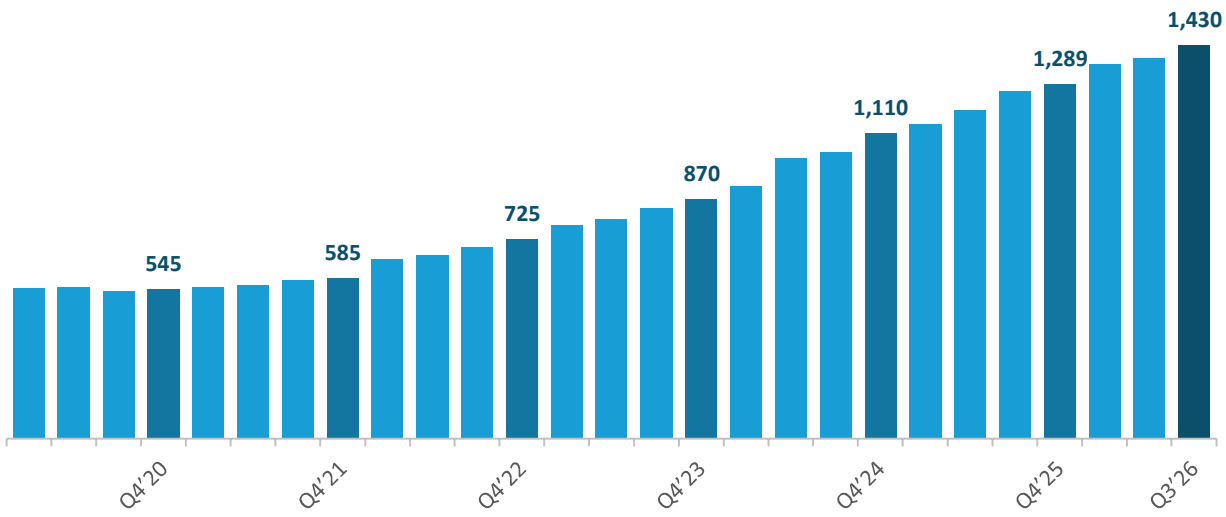
- ✓ **Aluminum** Peak-priced aluminum consumed in Q3'26, with 4Q'26 and 1Q'27 supply secured at ~$3,150/ton LME, below the $3,375 Q3'26 average
- ✓ **Pricing** May 2026 pricing flowing through residential invoicing, with shorter-cycle commercial jobs late in 2026 and larger projects during 2027
- ✓ **Peso** ~$8.4 MM non-cash inventory revaluation expected to reverse as the peso stabilizes, with a portion of 2026 and 2027 FX exposure hedged. Ongoing hedges being layered in to take advantage of ongoing COP devaluation
- ✓ **Automation** 10% headcount reduction completed and additional equipment online by year end
- ✓ **Labor** 2026 base includes the 23% minimum wage increase, with automation savings lowering peso-denominated labor, and wage increases expected to align with Colombian inflation in the future
- ✓ **Operating Leverage** Continued growth on a record $1.43 BN backlog
- ✓ **Outlook** Q4'26 gross margin expected to improve sequentially, with a full tariff offset targeted in 2027 as automation savings and full-year pricing are realized

Pricing, automation and lower input costs support a return toward low-40s gross margins, subject to FX, aluminum and tariffs

(1) Residual of the 200 bps decline in gross margin from FY'25 to LTM Q3'26 after the inventory revaluation and aluminum, reflecting a stronger peso, higher labor costs and installation mix, net of operating leverage, May pricing and automation. Figures may not sum due to rounding.

Record Backlog Provides Multi-Year Visibility

Total Backlog ($ in Millions)



- ✓ Backlog has grown sequentially every quarter since 2021, with book-to-bill above 1.0x for 24 consecutive quarters
- ✓ Virtually no project cancellations given late-stage installation of windows into largely completed buildings
- ✓ 80% of backlog is multi-family / residential related, weighted toward high-end condominiums and luxury lodging, which are less sensitive to interest rates
- ✓ Largest project in Company history, located in Florida, signed in October 2026 and included in reported backlog

$1.43 BN
Record backlog at Q3'26, up 13.2% YoY

1.2x
Book-to-bill ratio (1)

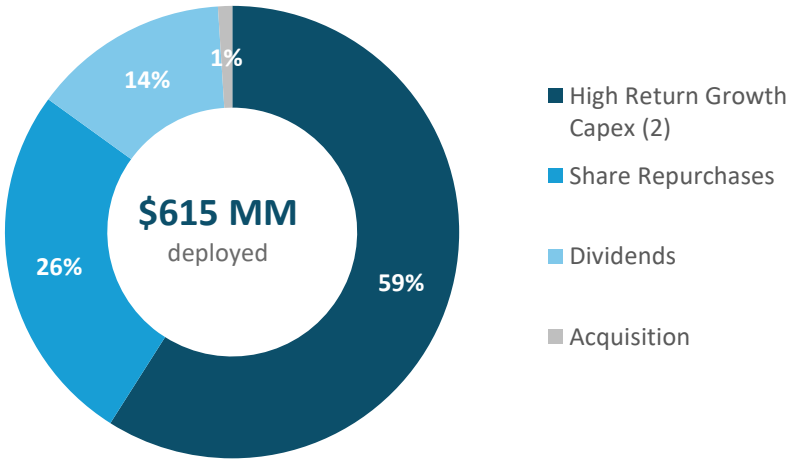
~86%
Multi-family / commercial backlog invoiced within 18 months, ~53% within 12 months

~75%
Florida share of backlog, down from over 85% a year earlier as geographies diversify

Backlog excludes single-family residential, which is short-cycle in nature. (1) Q3'26 book-to-bill ratio as reported in the Company's Q3'26 earnings presentation.

Disciplined Capital Allocation and Returns

Capital Deployment, 2023-YTD Q3'26

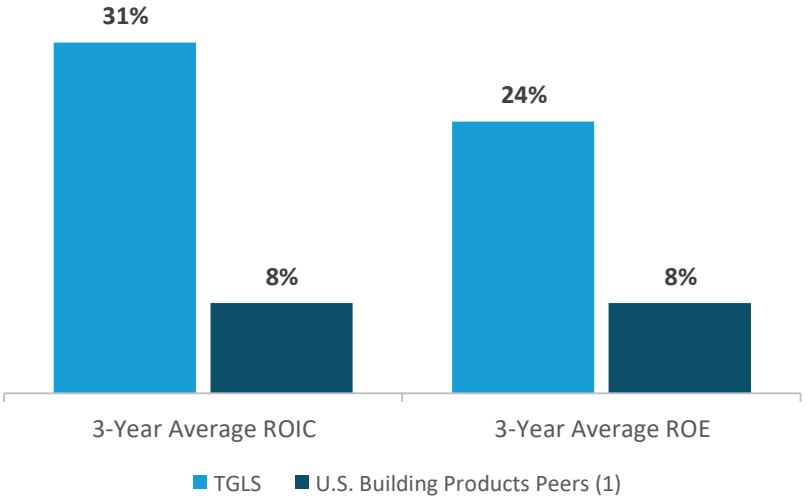


- ✓ Cash flow from operations funded ~80% of capital deployed since 2023
- ✓ $157 MM of shares repurchased since program approval, with $92.5 MM remaining under the $250 MM authorization
- ✓ Quarterly dividend of $0.15 per share, or $0.60 per share annualized

Strong Balance Sheet, Q3'26

0.9x Net debt / LTM Adj. EBITDA	**~$380 MM** Total liquidity
5.2% Weighted average interest rate	**2030** No significant maturities before then

3-Year Average Returns vs. Peers (1)



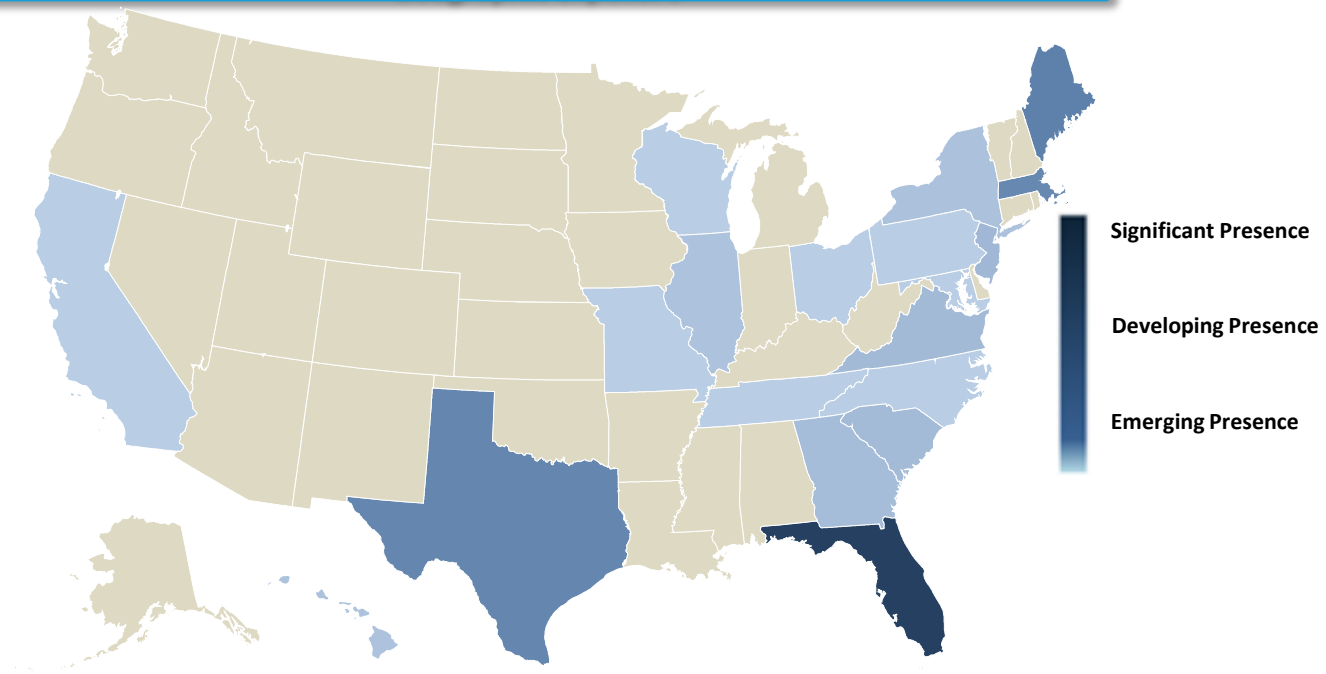
Strong profitability and disciplined capital deployment driving returns above peers

Notes

1. *U.S. Building Products Peers include AMWD, APOG, AWI, AYI, FBIN, JBI, JELD, MBC, NX, ROCK, SSD and TILE for the three year period from Q2 2023 to Q2 2026, sourced from FactSet.*
2. *High return growth capex excludes maintenance capex, estimated at ~1% of annual revenues on average, and a portion of the 2025 Continental Glass Systems asset acquisition.*

Continued Growth into the Multi-Family / Commercial Market Through Geographic Expansion…

Geographic Exposure



Long term strategy continues to be supported by the growth and strengthening of relationships with larger dealers and glazers in underpenetrated geographies in order to gain market share and establish brand recognition.

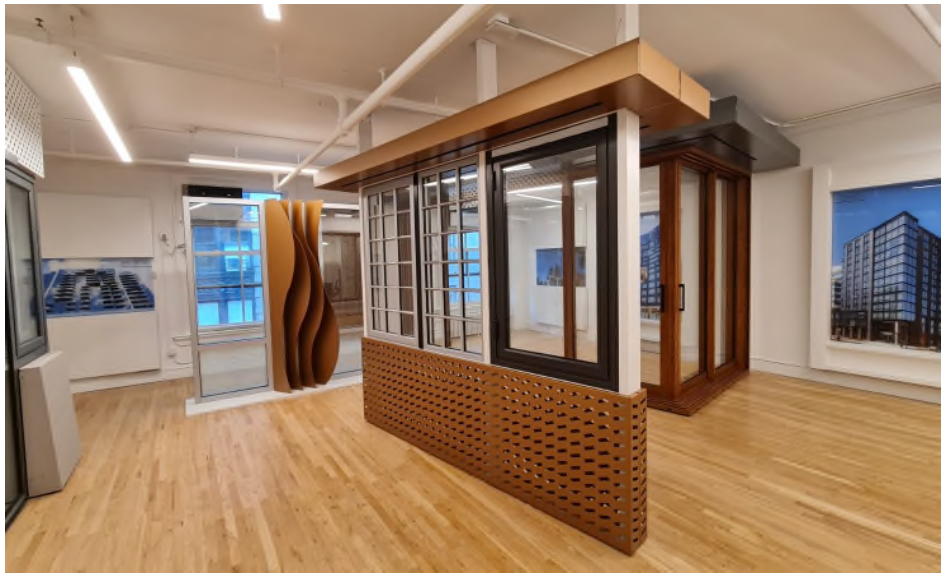
- ✓ Florida remains the core market, with expansion into Tampa, Jacksonville and the Panhandle
  - Largest project in Company history signed in October 2026 in Florida
  - Installation arm GM&P extending reach into other markets
- ✓ Projects outside Florida represented roughly 25% of backlog at Q3’26, versus less than 15% a year earlier
- ✓ Executing the tallest tower in New York and landing projects in Texas, Utah and Colorado, with active quotes in California
- ✓ Sales reps and trade show participation deepening relationships with GCs, developers, architects and glazers

…As Well As in the Single-Family Residential End Market Through Showroom Openings Throughout the U.S…

Showroom Locations



New York and Los Angeles Showrooms





~$60 MM

YTD 2026 revenues through showrooms in newer geographies outside Florida

25%+

Growth in dealer base outside Florida over the past 12 months

Vinyl and New Product Lines Expand the Market

Vinyl Windows

2x+
Vinyl more than doubles the addressable market

~60%
Estimated vinyl share of the $26 BN architectural windows market (2023)

- ✓ Full vinyl line now developed and certified, enabling a broader rollout across geographies
- ✓ Leverages existing dealers, many of whom already sell both aluminum and vinyl
- ✓ Diversifies the product base and dilutes aluminum input cost exposure



Expanding Product Portfolio

Legacy Line	Aluminum windows launched for the West Coast and Southwest, with strong early reception
Prestige	Luxury residential windows and doors crafted for superior quality and style
E-Line	Comfort, high design and superior thermal performance for homeowners
Multimax	Product line targeting large scale homebuilders and dealers in Florida
Garage Door	Originally impact-rated for Florida, now developed for markets nationwide

Product mix tailored by region, from impact resistance in Florida to energy efficiency on the East and West Coasts

Preserving Optionality for U.S. Capacity

Potential Facility in St. Lucie County, Florida

- ✓ Land purchase completed in Q3'26 for $23 MM
- ✓ Substantial state and local tax credits secured to enhance potential project economics
- ✓ Largely automated design with low headcount, reducing labor as a percentage of sales
- ✓ Construction would proceed in phases, each evaluated on demand trends, return profiles and market conditions
- ✓ Project advances only if it meets the Company's high return thresholds

Potential Benefits

Speed
Expanded capacity and improved lead times for markets not fully served today

Cost
Savings on transportation and tariffs

Access
Buy American eligibility for federal building projects

Footprint
Complements geographic footprint of vertically integrated operations

Decision Path

1H'26
State and local tax credits secured

→

Q3'26
Land acquired in St. Lucie County

→

Feasibility Study
Remains active, with no commitment to proceed with construction

→

Decision
Phased build only if returns meet thresholds

With land and incentives secured and automation advancing, Tecnoglass is positioned to move forward if the feasibility study supports construction

Double-Digit Revenue Growth Outlook for 2026

- Revenue outlook raised on record backlog execution, continued market share gains, geographic expansion and vinyl growth
- Adjusted EBITDA outlook absorbs a temporary ~$8.4 MM non-cash inventory revaluation from rapid peso appreciation, without which it would be ~$8.4 MM higher
- Q4'26 gross margin expected to improve sequentially on better pricing, lower aluminum costs and a smaller revaluation effect
- Outlook incorporates current Section 232 aluminum tariffs, with a full offset targeted in 2027 through pricing and automation
- Low end allows for timing shifts in certain projects to 2027 and continued peso strength

Revenue
$1.10-$1.14 BN
+12-16% YoY

Adj. EBITDA
$210-$220 MM
Impacted by a ~$8.4 MM Non-Cash Item

Vertically Integrated 6.1mm Sq Ft. Campus



1. ES Corporate Showroom
2. Glass Coating
3. Automated glass
4. New Automated Aluminum Facility
5. New Facility Expansion
6. Window Assembly and automated warehouse
7. Vinyl Window Facility

Facility Highlights

1 Flagship ES Corporate Showroom

Our largest showroom showcasing our newest Vinyl and Light aluminum products to impulse our geographical expansion in the U.S.

2 Soft Coat Plant

Low-E capacity designed for 280K m² per month, supporting energy efficient products at 65% of revenues

3 Automated Glass facility

Automated cutting and sorting systems and automated laminating and tempering glass lines reducing Lead times, Headcount and Waste

4 2026 Straight-line Automated Aluminum facility

3 new Aluminum extrusion presses, followed by a 2,500 slots automated sorting facility and fully automated painting and coating systems, reducing lead times, headcount and Waste

5 New Automated Facility Expansion

Equipment coming online by year end 2026 and under testing ahead of the U.S. facility decision, estimated to be fully operational by Q1'27

6 Window Assembly and Automated Warehouse

Partial automation of assembly and transportation of Windows shortens lead times and reduces on-site damage

7 Vinyl Window Production

Vinyl more than doubles the addressable market, with strong early quoting traction

+ Energy and Community Assets

15,000+ solar panels, 12 MW cogeneration and the employee Tecnosports complex

Vertical integration under one roof drives cost control, quality and short lead times

Non-GAAP Reconciliation[1]

Adjusted EBITDA and Net Debt Reconciliation

Figures in U.S. $000s

	Three Months Ended Sep 30		Nine Months Ended Sep 30		Twelve Months Ended	
	2026	2025	2026	2025	Sep'2026	Dec'2025
Net income	16,708	47,188	73,154	133,460	105,305	159,566
Interest expense and deferred cost of financing	4,501	1,686	10,765	4,367	13,301	6,903
Income tax provision	8,464	20,801	34,461	56,609	47,533	75,726
Depreciation & amortization	11,836	9,958	33,203	26,441	43,527	36,765
Foreign currency transactions losses (gains)	3,260	(1,865)	(2,870)	(2,203)	(4,423)	(3,756)
Provision for bad debt	507	710	1,829	1,697	2,738	2,606
Non-recurring expenses (professional fees, capital market fees, other non-core items)	2,459	1,383	9,692	8,680	14,674	13,662
Extinguishment of debt	-	1,354	-	1,354	26	1,380
Derivative financial instruments	(25)	(2,727)	254	(2,727)	(474)	(3,455)
Joint Venture VA (Saint-Gobain) EBITDA adjustments	(51)	628	446	1,417	970	1,941
Adjusted EBITDA	**47,659**	**79,116**	**160,934**	**229,095**	**223,177**	**291,338**

	As of Sep 30, 2026
Short term debt and current portion of long term debt	6,514
Long term debt	287,126
Gross debt	293,640
Cash at the end of the period	97,683
Net debt	**195,957**
LTM Adjusted EBITDA	223,177
Net debt / LTM Adjusted EBITDA	**0.88x**

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 (Cont.)

Adjusted Net Income Reconciliation

Figures in U.S. $000s, except per share data

	Three Months Ended Sep 30		Nine Months Ended Sep 30		Twelve Months Ended	
	2026	2025	2026	2025	Sep'2026	Dec'2025
Net income	16,708	47,188	73,154	133,460	105,305	159,566
Foreign currency transactions losses (gains)	3,260	(1,865)	(2,870)	(2,203)	(4,423)	(3,756)
Provision for bad debt	507	710	1,829	1,697	2,738	2,606
Non-recurring expenses (professional fees, capital market fees, other non-core items)	2,459	1,383	9,692	8,680	14,674	13,662
Extinguishment of debt	-	1,354	-	1,354	26	1,380
Derivative financial instruments	(25)	(2,727)	254	(2,727)	(474)	(3,455)
Joint Venture VA (Saint-Gobain) adjustments	241	366	316	224	610	518
Tax impact of adjustments at statutory rate	(1,933)	249	(2,766)	(2,248)	(4,024)	(3,507)
Adjusted net income	**21,217**	**46,659**	**79,609**	**138,237**	**114,432**	**167,014**
Basic income per share	0.38	1.01	1.65	2.84	2.35	3.42
Diluted income per share	0.38	1.01	1.65	2.84	2.35	3.42
Diluted adjusted net income per share	**0.48**	**1.00**	**1.79**	**2.94**	**2.56**	**3.58**
Basic weighted average common shares outstanding (000s)	44,365	46,848	44,452	46,942	44,779	46,678
Diluted weighted average common shares outstanding (000s)	44,365	46,848	44,452	46,942	44,779	46,678

Adjusted EBITDA, Adjusted EBIT and Adjusted Net Income are not measures of financial performance under generally accepted accounting principles ("GAAP"). Management believes these measures, in addition to operating profit, net income and other GAAP measures, are useful to investors to evaluate the Company's results because they exclude certain items that are not directly related to the Company's core operating performance.