

Ecopetrol S.A.

Investor day: Leading the energy transition while preserving core hydrocarbon DNA

Maintain Rating: NEUTRAL | PO: 2,728.00 COP | Price: 2,396.00 COP

Ensuring upstream growth & facilitating energy transition

Today Ecopetrol hosted its annual investor day to share its strategy until 2040. Overall, the company provided a roadmap to ensure growth in oil & gas production over the next 17 years to attain a peak of 800-850kboepd by 2030 (from 728kboepd) by unlocking potential from exploratory fields (particularly in the Caribbean offshore) and boosting recovery rates at existing assets. Meanwhile, Ecopetrol is also looking to increase the participation of renewable energy within its energy consumption matrix and accelerate the representativeness of transmission and new energy businesses at ISA within total EBITDA. Overall, not a lot of meaningful changes vs. last years' strategic plan but rather a restatement of goals/strategy considering new challenges including an imminent ban on unconventional oil & gas exploration and production in Colombia.

Production curve remains unchanged from last plan

The company's estimated production curve remained unchanged vs. last year's plan — reaching a peak of 800-850kboed in 2030 and dropping to 700-750kboed by 2040. Although Ecopetrol discarded potential developments of unconventional hydrocarbons in Colombia from its plan, the production curve didn't drop due to: 1) stronger confidence in the Caribbean offshore potential, and 2) higher potential from the enhanced recovery program that has been yielding better results vs. original expectations. We highlight that, in order to reach 800-850kboed, the company needs to develop several assets that are still under exploration phase (uncertain). We model peak production at 777kboepd.

Over 200 exploration opportunities

Ecopetrol has a robust portfolio of exploration assets with 103 blocks representing over 200 opportunities to increase reserves. According to management, the exploratory potential of the company is approximately 13 billion barrels of oil equivalent, being: over six billion from prospective resources, over one billion from discovered resources and contingents and approximately six billion barrels from leads. Ecopetrol has an extensive pipeline of drilling activities ahead – it expects to drill four exploration wells in the Caribbean offshore over the next two years with an estimated capex of US\$130 million per well. In this context, it expects to start-up its first offshore gas project by 2028.

More energy generation & diversification

Ecopetrol brought forward its goal for renewable generation capacity – it now expects to reach 900MW of capacity in 2025 and by 2030 it expects to surpass 1,000 MW of capacity (from 208MW today). Management also mentioned that Ecopetrol will also diversify its renewable energy matrix – so far, the company's investments have been mostly focused on solar, but they expect to expand to other sources of energy (mainly wind, biomass and hydrogen). Management also highlighted that all the investments in renewables are expected to yield higher returns (vs. industry average) as a large part of the company's generation will be used in the company's hydrocarbon operations (as of today, energy represents approximately one third of lifting costs). See more on page 2.

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Refer to important disclosures on page 4 to 7. Analyst Certification on page 3. Price Objective Basis/Risk on page 3.

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Equity

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Stock Data

Price (Common / ADR) 2,396.00 COP / 12.00 USD Price Objective 2,728.00 COP / 11.50 USD Date Established 23-Aug-2023 / 23-Aug-B-2-8 / C-2-8 Investment Opinion 52-Week Range 1,940.00 COP - 2,854.00 COF Market Value (mn) 98.515.600 COP Average Daily Value 2.06 USD Shares Outstanding (mn) 41,116.7 / 2,055.8 BofA Ticker / Exchange XESSF / BOG BofA Ticker / Exchange FC / NYS Bloomberg / Reuters ECOPETL CB / ECO.CN ROE (2023E) 14.9% Net Dbt to Eqty (Dec-2022A) 83.7%

Hydrogen expected to reach 1mton/year by 2040

Management reiterated its goal of reaching one million tons of hydrogen production capacity by 2040. Initially, the produced hydrogen will be used at the company's operations and in a mix with natural gas. But in the longer-term, as the company scales its operations, management expects to apply hydrogen in more value-accretive products such as green ammonia, synthetic fuels, among others. Estimated EBITDA from hydrogen is ~US\$400 million per year.

ISA to represent 22-26% of consolidated EBITDA by 2040

Management sees substantial growth potential for ISA as they see several adjacent potential new businesses for the company (e.g. large-scale energy storage, distributed energy solutions, among others). With these new businesses and the growth of transmission, Ecopetrol expects ISA's EBITDA to increase to approximately US\$3.6 billion (from US\$2.0 billion in 2022) – in this scenario, ISA will represent between 22 and 26% of the company's consolidated EBITDA.

Capital allocation and FEPC/Dividends

Management provided a capex projection of COP25-30tm for 2023 and COP20-30tm for 2030 and 2040 as well. Most of the capex (60-69%) should be allocated towards the hydrocarbons business (upstream) with investments in low emissions growing from 12% in 2023 to 20-25% by 2030-2040 and transmission and toll roads reaching 15% (from 19% today). The company is aiming to preserve leverage below 2.5x Gross Debt/EBITDA. In terms of the fuel price stabilization fund (FEPC), management indicated that they expect to receive full compensation for last year's deficit by YE (with most of the amount already pledged by company dividends) and expect to close the year with a ~COP20tm deficit (to be paid next year). Additionally, management stated that the government is committed to continue hiking gasoline prices to close the gap with IPP by YE and expects to zero out the FEPC deficit by 2025 at which point Ecopetrol should revert back to its regular dividend policy (40-60% of net income).

Commitment to water neutrality and net zero emissions

Ecopetrol emphasized its commitment to achieve water neutrality with 66% reduction in captures, zero discharge and compensation for remaining captures by 2045. Additionally, the company aims to achieve net zero carbon emissions by 2050. The company also expects to attain a US\$20-30bn cumulative benefit to EBITDA by 2040 based on science, technology and innovation (US \$2.5bn captured between 2018-22).

Remain Neutral

Despite concerns arising from government ownership of ~88% of Ecopetrol shares and resulting influence on pricing policy and investment decisions, we believe these risks are priced in. Recent changes to taxation of oil companies in Colombia, an intention to halt oil exploration activities and a measure to prohibit unconventional oil exploration and production have increased the costs to operate as an oil & gas producer in Colombia But we think dividend prospects are substantial (21% in 2024) and the Colombian government is committed to closing the gap between gasoline prices and international references ahead while also increasing diesel prices in 2024.



Price objective basis & risk

Ecopetrol S.A. (XESSF / EC)

Our price objective of COP2,728 (US\$11.5/ADR) is based on a DCF-based valuation using the BofA base case oil price scenario, which sees a rise in the price of Brent to US\$80/bbl in 2023, US\$90/bbl for 2024: and US\$70/bbl for 2025 and beyond. We use a 12% WACC and a LT growth rate of 2%. Ecopetrol trades at a discount to international peers, warranted in our view given the growth challenges currently being faced by the company. Upside risks to our price objective are oil price movements and faster than expected implementation in the company's production and development projects. Downside risks to our PO are negative oil price trends, slower than expected oil and gas production growth, possible changes to energy policy in Colombia, which could affect risk perceptions as well as the company's assets.

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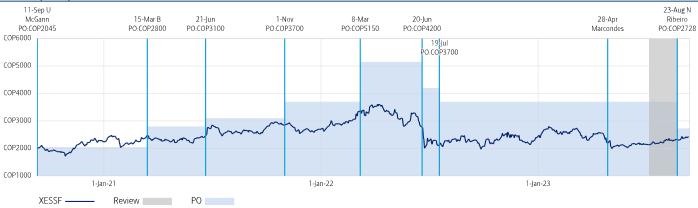
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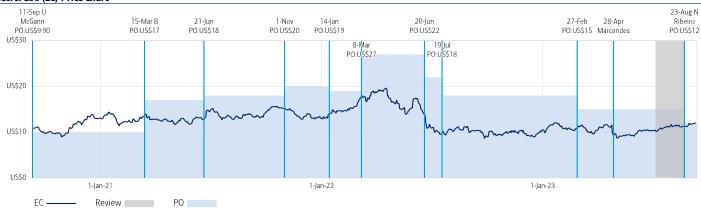
Ecopetrol S.A. (XESSF) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Ecopetrol S.A. (EC) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	84	61.76%	Buy	65	77.38%
Hold	28	20.59%	Hold	20	71.43%
Sell	24	17.65%	Sell	15	62.50%

Equity Investment Rating Distribution: Global Group (as of 30 Jun 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	1877	53.28%	Buy	1040	55.41%
Hold	815	23.13%	Hold	464	56.93%
Sell	831	23.59%	Sell	385	46.33%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R2}

 Buy
 ≥ 10%
 ≤ 70%

 Neutral
 ≥ 0%
 ≤ 30%

 Underperform
 N/A
 ≥ 20%

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