**ANNEX 2**

**REQUIREMENT OF MARKET INFORMATION FOR CHARACTERIZATION OF GAS IMPORT AND REGASIFICATION FACILITIES IN COLOMBIA**

ECOPETROL S.A, is currently searching the best solution for the importation of gas and regasification facilities in Colombia. If your company is interested, we invite you to provide the following information, which will help us to establish the ideal potential suppliers for the required solution:

1. What kind of experience does your company have in the international gas market? Please select all applicable options:

\_\_ Trader.

\_\_ Importing agent in countries of the region.

\_\_ Exporting agent in countries of the region.

\_\_ Gas producer.

\_\_ Gas distributor / marketer.

\_\_ Transportation.

\_\_ Other (which one?)

2. What type of experience does your company have in the national gas market (Colombia)? Please select all applicable options:

\_\_ Trader.

\_\_ Importing agent in countries of the region.

\_\_ Exporting agent in countries of the region.

\_\_ Gas producer.

\_\_ Gas distributor / marketer.

\_\_ Transportation.

\_\_ Other (which one?)

3. What kind of experience does your company have in the gas regasification market? Please select all applicable options:

\_\_ Owner of large-scale regasification infrastructure in countries of the region.

\_\_ Partner in large-scale regasification infrastructure in countries of the region.

\_\_ Offtaker of large-scale regasification infrastructure in countries of the region.

\_\_ Owner of small-scale regasification infrastructure in countries of the region.

\_\_ Partner in small-scale regasification infrastructure in countries of the region.

\_\_ Offtaker of small-scale regasification infrastructure in countries of the region.

\_\_ Other (which one?)

Small scale: Up to 100 MPDC.

Large scale: More than 100 MPDC.

4. How many small-scale regasification projects have you put into operation in total in the last 5 years, including ongoing projects?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Where?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Which size?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

5. How many large-scale regasification projects have you put into operation in total in the last 5 years, including ongoing projects?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Where?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Which size?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

6. What volumes of gas do you currently sell in total (2019-2020 specify for each of the years)?

7. What volume of gas do you currently sell in Latin America (2019-2020)?

8. Under which of the following business models have you worked for the development of small-scale regasification projects? Please select all applicable options:

\_\_ Joint Venture

\_\_ Contract for gas supply (optional) and regasification service.

\_\_ Operator of a project.

\_\_ Others (which ones?)

9. Under what business models would you be interested in working with Ecopetrol, for the development of small-scale regasification projects in Colombia? Please select all applicable options:

\_\_ Joint Venture

\_\_ Contract for gas supply (optional) and regasification service.

\_\_ Operator of a project.

\_\_ Others (which ones?)

10. Under which of the following business models have you worked for the development of large-scale regasification projects? Please select all applicable options:

\_\_ Joint Venture

\_\_ Contract for gas supply (optional) and regasification service.

\_\_ Operator of a project.

\_\_ Others (which ones?)

11. Under what business models would you be interested in working with Ecopetrol for the development of large-scale Regasification projects in Colombia? Please select all applicable options:

\_\_ Joint Venture

\_\_ Contract for gas supply (optional) and regasification service.

\_\_ Operator of a project.

\_\_ Others (which ones?)

12. Would you be interested in getting involved in gas import activities for Ecopetrol or only in the processes associated with the Regasification infrastructure?

\_\_\_ Importer + Infrastructure.

\_\_\_ Infrastructure only.

13. If you are interested in importing gas, do you consider that the import could take place at a fixed price in dollars in a contract for at least 3 years?

\_\_ YES

\_\_ NO

If the answer is NO, what is the option offered?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

14. What would be the estimated minimum volume to make a small-scale regasification operation viable in Colombia?

\_\_\_ MPCD.

15. What would be the estimated minimum time to start a small-scale regasification operation in Colombia?

\_\_\_ months.

16. For how long would it require a commitment from Ecopetrol with your company to start a gas import and regasification project?

17. What do you think would be the permits and licenses you would require for this project and how long does it take?

18. What would be the technology that your company would use to develop small-scale regasification in Colombia?

19. Ecopetrol would like to have a better idea of ​​how your company creates energy solutions based on import projects (optional) and regasification facilities, and what is their differentiating value compared to other suppliers. For this, we ask you to prepare a conceptual and indicative proposal of how your company would develop this project for Ecopetrol in a maximum of 6 slides. Please include at least the following information:

i. Conceptualization of the opportunity.

ii. Additional information required to develop a business proposal in the future.

iii. Indicative budget of the project and its main drivers.

iv. Proposed business model (s).

v. Differentiating value of your company.

Please fill out the attached Annex 3, with your most representative experience. Additionally, if you wish to be considered in a possible process with Ecopetrol, please fill out Annex 4, with the financial information of your company, attaching the indicated supports (if you are already registered as an Ecopetrol supplier in SIPROE, you should not complete Annex 4 or attach the financial supports indicated, just verify that your information in SIPROE is updated).

It is important to mention that this request for information corresponds to a target market consultation process and therefore does not generate commitment or obligation for ECOPETROL S.A. to carry out a hiring process or to sign a contract. The information collected will be exclusively for use of ECOPETROL S.A., and its treatment will be CONFIDENTIAL.

We appreciate your attention and we look forward to your response.

Cordially,

**MARIA FERNANDA ARANGO S.**

**Gas Strategy and Development Manager (e)**