

Dear All,

Ecopetrol S.A invites you to answer the questions in the attached document "Request for Information" in a Non-Binding manner, related to the interest expressed by your company in acquiring petcoke produced at the Cartagena refinery.

If you are interested, please take note of the following deadlines:

- Reception of clarification requests from interested parties: March 13, 2025.
 - Responses to inquiries by Ecopetrol: March 14, 2025.
 - Reception of requested information from interested parties: Until March 19, 2025
- to the following email: gerenciadeproductosypetroquimicos@ecopetrol.com.co.

Here you can view the operation with the current standard at this link:

https://youtu.be/y12D2MsXVlo?si=dN_TNNbrtPgrJZqw

As a result of this non-binding request for information, ECOPETROL may eventually invite you to formally quote in a binding process. However, to be invited to a formal process, your company must be duly registered as a client in the Ecopetrol Group systems; otherwise, it could not be considered.

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Ecopetrol will not assume any costs related to the preparations for the answers by the interested party. Furthermore, Ecopetrol S.A or any of its affiliates will not assume any obligation.

Request for Information

Ecopetrol S.A invites you to answer the following questions in a Non-Binding manner, related to the interest expressed by your company in purchasing petcoke produced at the Cartagena refinery under the Incoterm FCA:

1. Has your company marketed more than 1 million tons of petcoke in 2024? if not please specify volumes and the geographies where similar operations have been conducted.
2. From which year and month could your company have a dedicated fleet of trucks for the operation of removal at the Cartagena Refinery and storage at the port, complying with the standards mentioned in the Technical Annex?
3. From which year and month could your company have port capacity that meets Colombian legislation requirements for handling petcoke, and which port would be used to store 85,000-120,000 tons and load 85,000-120,000 tons of petcoke monthly?
4. According to the previous points and complying with the Technical Annex, from which year and month would your company be able to purchase and remove 3,000 tons daily, approximately 1 million annually, removing only during the shift from 7:00 pm to 5:00 am at the Cartagena Refinery?
5. Describe in general terms, if any, the investments that would be required to make the purchase of the product indicated in item 3.
6. If a price formula indexed to the international coke indicator is agreed upon for the purchase of the product, which recognizes the costs of moving the product from the Cartagena Refinery to the Export Port via discount, what non-binding price range or indication could you estimate for FCA purchase, removing the product at the Cartagena Refinery, and what would be this logistics component in USD/MT? What price indicator would you propose to use for the construction of the formula?
7. What minimum period of time in years would you require for the purchase under contract of the indicated volumes?

8. In case of not being able to remove the total volume, would you have the interest and capacity to remove a partial volume complying with the technical standards of the annex? If so, in what quantity would you be interested? From which year and month could you remove the product? Do you need to make new investments? Describe them in general terms.

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TECHNICAL ANNEX

1. **Land Transportation:** The Buyer may have its own or contracted fleet. In any case, it must be authorized by the Ministry of Transportation and fully comply with the current legislation, regulations, and other applicable norms, in addition to:
 - a. Ensuring that the vehicles have hermetic sealing (stainless aluminum cover) that keeps the Product hermetically isolated during its transportation to the port. The hermeticity, due to the characteristics of the Product, refers to containment for both solids and liquids (water), so that there is no emission of particles into the environment. The transportation of the Product in trucks that do not comply with the environmental, transportation regulations, and Ecopetrol's requirements is not allowed.
 - b. Ensuring that the trucks, before leaving the loading or unloading point to public roads, go through a pressure washing process to eliminate Product residues and thus prevent any environmental contamination that may be generated by particles adhered to the vehicle, in order to permanently comply with environmental and transportation regulations.
 - c. Ensuring the quality of transportation by thoroughly verifying the hermetic sealing of the vehicles before they go onto public roads. Inspect and correct (if applicable) the coverage of the transported material and avoid its contamination by internal or environmental agents.
 - d. Ensuring the permanent humidification and required temperature of the Product during its custody (transportation, storage, unloading, and dispatch to the ship).
 - e. Have an internal procedure for a general inspection of the vehicle upon completion of loading, to verify its hermeticity.

2. Storage:

The Contractor must have the required warehouses or sites for storage with a minimum monthly capacity of 80-120k tons.

The inventory level managed by the Contractor may increase or decrease according to the commercial activity carried out by Ecopetrol and in any case without exceeding the daily delivery capacity of the Product, which will be informed to the Contractor in advance, according to the demand and production of Ecopetrol and/or the GE, as well as any contingencies that may arise.

The equipment and systems used for the movement of the Product must ensure or prevent the dispersion of particulate matter into the atmosphere and must allow for the permanent humidification of the Product, ensuring, among other things, the following aspects:

- Have yards with screens, barriers, or protective nets of at least 19 meters in height to prevent the dispersion of material particles into the environment.
- Prevent the Product from coming into direct contact with people or other agents such as dust, coal, grease, rubber, polymers, etc.
- Have equipment for the safe handling of the Product, avoiding damage to it and environmental or surrounding impacts.
- Have the required scales for handling the Product.
- Keep the Product permanently humidified to prevent coal dust clouds and control its self-ignition.
- Have a tipping platform system for truck unloading, according to the reference image.

3. Delivery to Ship or Dispatch of the Product

The Contractor must have sufficient operational capacity to make deliveries of up to 80-120k tons per month. However, the quantities that Ecopetrol will deliver monthly will vary according to demand and production, as well as any contingencies that may arise. The port must have direct loading to the ship and the infrastructure and environmental licenses required by the authorities and Colombian legislation.

Note: If the port or port facility that the interested party in this market survey has is a free trade zone, it must provide the necessary information to know what type of qualification it has.

4. PROCEDURES AND INDICATORS

The Client or its contractor must have established procedures to ensure the quality of the logistics operation, including:

- a. Receipt of goods (in bulk)
- b. Storage and stacking of goods
- c. Scheduling and dispatch to customers
- d. Inventory control
- e. Quantity balance at the port
- f. Land transportation
- g. Handling of non-conforming product or service
- h. Handling of surpluses and shortages
- i. Calibration and verification of scales (truck scales)

The client or its contractor must have in its port operation a flow and description of the process in terms of time, documents, and responsibilities, complying, as applicable, with ISO 9000 series standards or similar standards.

5. AVAILABILITY FOR PETCOKE REMOVAL

The interested client must have the facilities, technical, logistical, and financial capacity, computer equipment, systems, software, and licenses for refinery removal, land transportation, storage, and ship loading. Additionally, during the execution of the eventual Contract, the interested Client must carry out the maintenance, measurement, and control of all equipment, instruments, and facilities in accordance with the international and national parameters required for the availability, industrial safety, and environmental safety of this type of terminals/services.

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