















# Venture Clent GEB

2nd. Edition

ENERGY GAS ENERGY TRANSITION

TERMS OF REFERENCE

With the support of W



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# Transforming the future of the energy sector through open innovation.

#### 1. ABOUT THE PROGRAM

#### ¿What is Venture Client GEB?

"Venture Client GEB" is an open innovation initiative led by Grupo Energía Bogotá (hereinafter referred to as "GEB") and its subsidiaries: Electrodunas, Cálidda, Enlaza, Conecta, TGI, Cantalloc, and Contugas (collectively referred to as the "Organizing Entities"). The main objective is to collaborate with problem solvers (hereinafter referred to as "Solvers") who demonstrate the ability to innovatively develop and/or solve business challenges posed by the Organizing Entities. Through close collaboration, the goal is to adopt innovative solutions and technologies, establish new business models, and capitalize on new market opportunities within the Organizing Entities (hereinafter referred to as the "Program").

#### **Program purpose**

The Program is designed to enable the Organizing Entities to undergo rapid experimentation processes with innovative solutions provided by the Solvers, aligning with the innovation focuses outlined in this initiative. Venture Client GEB program has a duration of 9 months and will be conducted virtually.

#### **Organizing Entities and Operator**

The Program is organized and led by the Organizing Entities and is operated by Wayra, the open innovation and corporate fund of Telefónica Movistar (hereinafter referred to as the "Operator").

#### 2. OPEN CALL OBJECTIVE

The Program aims to select startups and scale-ups globally with the capacity to develop innovative solutions that address business challenges or propose the exploration of opportunities for the Organizing Entities. This includes closing technological and portfolio gaps and taking advantage of market opportunities for the integration of novel and innovative solutions. The specific challenges are defined by the Organizing Entities.



#### 3. WHO CAN PARTICIPATE?

The call is open to startups and scale-ups worldwide with a technological and scientific foundation and a global vision, where innovation is a driving force. Additionally, universities, research and development centers, and spinoffs, among others, with applicable proposals to the call will be considered, if these organizations represent projects whose nature and ambition are similar to those described for startups.

#### Solvers are expected to be:

- Legally established in their country of origin, with at least two years of continuous operation.
- In an expansion stage, offering innovative solutions that address challenges related to the innovation focuses of the Organizing Entities.
- They should have a multidisciplinary team available full-time during the project execution months.

#### This call is for you if:

- You have an innovative solution aligned with one of the defined focuses for the Venture Client GEB Program.
- You have a solution that is technically, and market validated (TRL 7 & MRL 6 or above for your solution).
- You are looking to scale into new markets in Latin America.
- Your team is ready to collaborate with Latin American companies.
- You have a team of at least 5 people willing to collaborate in the implementation of a business case collaboratively.
- You have sales of at least USD 50,000 derived from the commercialization of your products or services.

#### Requirements and considerations for participation in the call:

- The Solver's team(s) cannot be composed of GEB employees, shareholders, subsidiaries, affiliates, or the Operator's personnel.
- The Organizing Entities may request additional documentation from the Solver that they deem necessary to complement, validate, and/or verify the information provided for the purpose of this call.
- The Solver and the team involved in the project development declare that they are aware of and obligated to know, accept, and comply with the GEB Code of Ethics. They have the following obligations:
  - Comply with applicable labor and immigration legislation, anti-discrimination principles, and human rights.
  - Have information security policies and procedures suitable for ensuring secure access to Program-related information.
  - Refrain from initiating or maintaining a commercial relationship with another company that affects the interests of the Organizing Entities.



#### 4. WHY PARTICIPATE?

Joining this Program unlocks an exciting opportunity to collaborate and innovate with the Organizing Entities, gaining you:



#### Access to new markets:

Become an innovation partner with one of Latin America's leading energy groups, opening doors to new markets and customer segments.



#### **Positioning and visibility:**

This Program also helps position you as a relevant player in the sector, enhancing your visibility and attracting valuable investors, clients, and partners.



#### **Relational capital and validation:**

The Organizing Entities bring vast sector experience, serving as a knowledge and expertise source that will significantly benefit your team. By participating, you'll showcase your solution to company leaders, initiate a testing process, receive valuable feedback for further innovation, and expand your network and relational capital through both the Organizing Entities and the Operator.



#### **Resources for pilot development:**

Upon selection, you'll access resources and tools inherent to open innovation processes, including technical expertise, legal advice, guidance from dedicated open innovation experts, and financial resources for implementing an experiment or proof of concept.

#### 5. FOCUSES OR INNOVATION CHALLENGES

Through the Program, the Organizing Entities aim to support and develop rapid experimentation with innovative solutions from Solvers that align with the Program's Innovation focuses, such as:









Reduction in Greenhouse Gas emissions



Customer and Community Loyalty and Experience



Infrastructure for Sustainable Mobility



Distributed Energy Resources



Fuels of the future

These focuses represent current and future challenges in the sectors and businesses where the Organizing Entities participate, as well as the exploration of future opportunities for companies.

<sup>\*</sup>Annex 1 provides a detailed description of the focuses.



#### 6. STAGES AND PROGRAM SCHEDULE

The following table describes the phases and stages that make up the GEB Venture Client Program.

| OPEN CALL   | DATE                      |
|---|---------------------------|
| <b>Launch</b> and opening of the call   | January 22                |
| Open call and registration of ventures  | January 22 to February 22 |
| Close of Open call  | February 22               |
| Closed invitation (Invitation only): Supplementary period of scouting and sourcing of solvers | February 22 to March 8    |
| Closing of applications   | March 8                   |

| 2 | EVALUATION  | DATE           |
|---|---|----------------|
|   | First filter: Strategic alignment   | March 8        |
|   | First filter results information  | March 18       |
|   | <b>Fit Camp:</b> Preparation of Solvers for the problem-solution alignment filter | March 19 to 22 |
|   | Second filter: Problem solution fit (Pitch Day)                                   | April 1 to 5   |
|   | Second filter results information (Preselected)                                   | April 12       |

| 3 | SELECTION  | FECHA              |
|---|--|--------------------|
|   | Third filter: Preparation of business cases and pilot projects | April 15 to May 26 |
|   | Selection day: Announcement of selected participants           | May 31             |

| 4 | DEMONSTRATION AND DEVELOPMENT OF PILOTS  | FECHA             |
|---|--|-------------------|
|   | Demonstration and development of pilots  | June to September |
|   | <b>Demo Day:</b> Presentation of results | October           |

**Note:** The Organizing Entities, at their discretion, reserve the right to declare the call void, suspend, or terminate the current Open Call and Program, or modify the established schedule for the current Open call at any time, without any claim or recognition of compensation for participating Solvers.

These events will be communicated by the Organizing Entities through the website: geb.brightidea.com/VentureClientGEB2024



#### 6.1. OPEN CALL Phase

Open call globally for Solvers who meet the profile described in section 3 of these terms of reference.

Applications must be submitted exclusively through the form established for this purpose and during the period specified on the website geb.brightidea.com/VentureClientGEB2024.

During the complementary or exclusive invitation period, the Organizing Entities and Operator may conduct additional scouting and sourcing of startups and extend direct invitations to participate in the call.

Applications outside the call period or submissions through other means will not be accepted.

#### **6.2. EVALUATION Phase**

All applications received by the specified deadline that meet all established minimum requirements will be evaluated by an Evaluation Committee appointed by the Organizing Entities and the Program Operator. Throughout the various phases and evaluation filters, Solvers with the most suitable applications and projects will be selected, considering criteria such as solution relevance, strategic alignment with the needs of the Organizing Entities, the proposed innovation focus, a novel approach to problem-solving, business model, implementation timelines in line with the experimentation phase, and the cost of the pilot project during the demonstration stage.

Likewise, each phase will consider technical evaluation criteria aligned with the innovation focus.

For the Program development, three evaluation filters have been established, where the following criteria will be considered for each filter:

#### • Filter 1 – Strategic alignment:

Enabling requirements. Solution Providers that meet the requirements and characteristics established in this document and additionally have the best assessment and suitability for these requirements may be called for interviews or requested additional information to complete the requirements evaluation.

Solution Providers will be selected based on the best judgment of the Organizing Entities and the Operator, ensuring strategic alignment with the focus and innovation they have applied for, in accordance with the focuses established in Annex 1 of this document.

#### • Filter 2 – Problem-Solution Fit

The group of Solution Providers resulting from the previous filter will be reviewed and evaluated by leaders and teams of the Organizing Entities. Based on an assessment of team capabilities, technical mastery of topics associated with their solution relevant to the needs of the innovation focus, and the degree of innovation in the proposed solution, those whose proposed solution best matches an identified problem or interest or presents an opportunity to explore will be selected.



#### 6.3. SELECTION Phase

#### • Filter 3 - Business case / feasibility proof of concept:

The group of Solution Providers selected for this stage will collaborate with the Organizing Entities in constructing a business case, which will be evaluated by a final Selection Committee. The business case will include, among other things, information about the benefits of the solution, required investment, risks, and implementation plan.

During this phase, additional information may be requested regarding pilot proposals or the Solution Provider, aimed at the construction of this business case by the Organizing Entities.

In this phase, startups may be notified that they will not continue in the process depending on the preliminary results of the business case.

Subsequently, the evaluation committee appointed by the Organizing Entities and the Operator for this phase will assess and select Solution Providers based on technical criteria such as project relevance, the highest likelihood of success in the pilot demonstration phase, cost-benefit for the Organizing Entities, among other factors.

#### 6.4. DEMONSTRATION AND PILOT DEVELOPMENT

Solvers resulting from the last filter of the Program will start the experimentation and pilot development phase. While this phase is not strictly framed within the Program, it is an essential part of the benefits received by the selected Solvers.

During this phase, Solvers may be required to define pilot planning documents, sign memoranda of understanding or contracts, among other documents.

Capital for the execution of pilot projects may be allocated to Solvers in this phase, and the Operator will manage this capital, ensuring its optimal use and execution.

#### **6.5 DEMO DAY: Final Results**

During this phase, a presentation of the closing results of the pilots executed in the demonstration phase will take place. In this session, Solvers and their teams, along with the teams of the entities involved in the pilot development, will present results, learnings, and scalability expectations achieved within the Program's framework.



#### 7. RESERVATIONS AND LIMITATIONS

- I. The applicant acknowledges that, upon acceptance of their application, the Program team does not guarantee the development of a pilot.
- II. The Organizing Entities reserve the right to automatically disqualify any applicant attempting to circumvent or interfere with the selection process or engaging in adverse practices and/or practices that may be deemed contrary to the spirit of the call or the commercial principles of the Program, including non-compliance with AML or Sanctions Laws.
- III. This document is limited to establishing the conditions and terms of the Program's call, which do not constitute at any time an employment or contractual relationship with the participants beyond what is expressly provided therein. Therefore, it should not be considered as a promise to initiate business or establish commercial relationships.
- IV. The Organizing Entities have the right to reject any content or remove it from the call Program's website under their own criteria and without prior authorization.
- V. Solvers may not use the intellectual property of the Program or the Organizing Entities, nor use any content from the Program's call website without prior written authorization from the Organizing Entities.
- VI. By participating in the Program's call, Solvers expressly authorize the Organizing Entities to use the information provided in the call, including intellectual property, to publish and disseminate it through any media for advertising and promotional purposes related to the Program, without conferring any remuneration or benefit rights to Solvers.
- VII. Solvers agree to participate in the Program's call freely and voluntarily, releasing the Organizing Entities from any liability regarding the provided information, assuming that it is correct, truthful, and complete.
- VIII. The Organizing Entities reserve the right to modify the terms and conditions contained in this document, which will be communicated in a timely manner through means deemed appropriate for this purpose.

#### 8. CONSULTATIONS

For any inquiries regarding the call and/or the prioritized innovation focuses, please contact us at: gebopeninnovation@wayra.co o innovacion@geb.com.co



#### 9. TERMS AND CONDITIONS

#### Originality and Use of Information

#### **Originality:**

The participant guarantees, under their exclusive responsibility, that the content they submit and present is their original creation and does not infringe on the rights of third parties, including but not limited to intellectual or industrial property rights, copyright, trademarks, patents, trade secrets, privacy, and publicity rights. The organizers of the call may request additional documentation. The information provided by participants must be correct, truthful, and complete, assuming all responsibility for its lack of truthfulness or accuracy.

#### Confidentiality

All content, documentation, and information of any kind delivered and sent by the Solvers, the Organizing entities, and the Operator (which may be Recipient and Disclosing Party reciprocally), their representatives, and their work teams within the framework of the call and the Program will be treated confidentially by the Organizing Entities, the Solvers, and their entire teams. Likewise, the delivered information will not be used or published for purposes other than those agreed upon in the call and the Program (the "Confidential Information"). The breach of this obligation by the Solvers will lead to their immediate withdrawal as candidates from the Program.

#### Confidential Information may only be disclosed or divulged in the following events:

- 1. When the Recipient has the prior written approval of the Disclosing Party.
- 2. When the disclosure and/or dissemination of Confidential Information is made in development or by mandate of a law, decree, judgment, or order of a competent authority exercising its legal functions.
- 3. When the Confidential Information is or becomes publicly available or is in the public domain for a reason other than an act or omission of the Recipient.
- 4. When the Parties declare that the information has ceased to be confidential.

The confidentiality obligation stipulated here will be understood without prejudice to the information communicated with the purpose of being disclosed for commercial, administrative, technical, operational, logistical, and advertising purposes inherent to the normal fulfillment of the Program.



#### **Processing of Personal Data**

By participating in the Program, Solvers authorize the Organizing Entities, voluntarily, expressly, freely, informedly, and unequivocally, to process their personal data (understood as collection, updating, exchange, reproduction, storage, use, systematization, and organization of personal data) for the purpose of participating in the Program, sending information about their services, training, events, and other activities that strengthen and enhance the entrepreneurship and innovation ecosystem, sharing it with the companies and other allies of the Program, and for this information to be processed for lawful purposes. The applicant also authorizes the Organizing Entities to proceed with the analysis and evaluation of the project and to inform the evaluators and selectors of the documentation and information of the participant presented to the call. Additionally, they acknowledge the data processing policy implemented by the GEB, which can be consulted on the website:

www.grupoenergiabogota.com/conoce-geb/programa-de-etica-y-cumplimiento/proteccion-datos.

This is in compliance with Law 1581 of 2012, Regulatory Decree 1377 of 2013, and other related regulations. Solvers commit to obtaining the authorization of their representatives, workers, officials, contractors, or affiliated personnel for the processing of their personal data that the Organizing Entities must carry out in the development of the Program. Data owners may exercise their rights to know, update, rectify, and/or delete their personal data through the following channels:

Data Controller Information: Data Protection Officer

Email: datospersonales@geb.com.co

Address: Carrera 9 # 73-44

#### **Intellectual Property**

The Organizing Entities acknowledge that the intellectual property obtained from the start of participation in this Program until the final selection of the projects will be the property of the participant. Participants declare and guarantee that they are the legitimate owners of all intellectual property revealed to the Organizing Entities during the activities outlined in this call or, alternatively, have the required authorizations and possess all the permits, licenses, and authorizations for this purpose. Consequently, the proponents declare and guarantee that they will exempt the Organizing Entities from any liability and hold them harmless for any claims by third parties for the violation of their intellectual property rights. If selected, once the execution of the project and joint work begins, intellectual property will be managed according to the conditions agreed upon between the Solver and the Organizing Entities in the collaboration document for the joint initiative.



#### **Compliance with Regulatory Standards**

Participants commit to adhering to all applicable laws related to anti-corruption practices, money laundering, and terrorism financing in the Republic of Colombia (including crimes against public administration), the United States of America, the European Union, and the United Kingdom (ALAFT Laws). They also commit to complying with any laws related to economic or financial sanctions, commercial embargoes, or any measures, regulations, provisions, guidelines, recommendations, standards, or rules on prohibitive or restrictive measures periodically issued, imposed, executed, or administered by the United Nations Security Council or any governmental authority of Colombia, the United States of America, the United Kingdom, or the European Union, any present or future member state of the European Union, or other international public law entities with sanctioning capacity (Sanction Laws). Participants agree to promptly report any evolving situation to the Organizing Entities.

Participants further commit not to engage, directly or indirectly, through any of their employees, administrators, affiliated companies, subsidiaries, subordinates, subcontractors, or linked third parties, in any act or transaction that violates, may violate, or constitutes a violation of any applicable national or international norms related to fraud and corruption. Such norms include but are not limited to crimes against public administration, national bribery, transnational bribery, money laundering, terrorism financing, and/or financing the proliferation of weapons of mass destruction, environmental crimes, and restrictive competition practices.

Participants declare that the resources comprising their assets and income do not originate from money laundering and/or its underlying crimes, terrorism financing, proliferation of weapons of mass destruction, drug trafficking, acts associated with corruption, or any other illicit activity. They also affirm that the

resources they may receive will not be allocated to any of the aforementioned activities or any acts associated with corruption, including transnational bribery.

Additionally, participants undertake to provide all information regarding their legal structure and ultimate beneficiaries. They commit to promptly informing about any legal, economic, or financial events related to the company, its parent company, subsidiaries, partners, shareholders, or administrators that could significantly affect the evaluation and/or management of risks associated with this call.

Participants declare, at the time of joining the call and throughout the Program's validity, that they: (i) Have a compliance program fully deployed throughout the organization to prevent and detect any potential breach of the ALAFT Laws and the Sanction Laws, (ii) Have a duly disclosed code of ethics, (iii) Are not involved, directly or indirectly, through their representatives, partners, or shareholders, in any activity or practice that constitutes a violation of the ALAFT Laws and Sanction Laws, and (iv) Their representatives are not: (a) under investigation as a result of reports of bribery and/or corruption; (b) in the course of a judicial and/or administrative process or have been convicted or reported under accusations of corruption or bribery; (c) listed on any control or restrictive list, nor are they known or suspected of practicing terrorism and/or money laundering; (d) subject to economic and/or commercial restrictions or sanctions by any governmental entity.



Participants acknowledge that they are aware of and adhere to all provisions contained in the Code of Ethics and Conduct for Suppliers and Contractors of GEB, available on the website, and recognize that a breach of such provisions may lead to their exclusion from the Program, without compensation or consideration.

Participants will indemnify and hold the Organizing Entities harmless for any fine, damage, or harm suffered due to or on the occasion of non-compliance with the measures or rules for the Prevention of Money Laundering, Terrorism Financing, Financing of the Proliferation of Weapons of Mass Destruction, international bribery, corruption, or fraud.

#### **Applicable Law**

These terms of the Program call will be subject to the laws of the Republic of Colombia.



#### **ANNEX 1: Innovation Focus Areas**



### Industry 4.0

The focus on Industry 4.0 is crucial for Geb and its subsidiaries, as it allows for the transformation and digitization of the energy industry, enabling unprecedented levels of automation. These digital technologies, from IoT to digital twins and cybersecurity solutions, promise a revolution in the management, operation, and maintenance of energy infrastructure, offering significant opportunities to improve efficiency and data-driven decision-making.

Our goal is to explore solutions that enable our systems to be more autonomous and efficient in multiple aspects, allowing for automated and data-driven operation, maintenance, and planning. This translates into more efficient, reliable, and resilient systems in the areas of electricity, natural gas, and other renewable fuel transportation, transmission, distribution, and commercialization, as well as in the administrative and corporate areas of GEB.

To achieve this goal, we focus on exploring solutions ranging from the automation of internal processes to remote asset and land management (remote monitoring and surveillance of servitudes where we operate), optimizing maintenance and anticipating the identification of faults in both distribution networks and power transmission lines. Additionally, we seek to strengthen data security to proactively detect and mitigate breaches or incidents in systems, along with the development of innovative and interactive solutions to train technical and maintenance personnel, improving their safety and effectiveness in their daily tasks.



#### **Smart Grids**

The "Smart Grids" focus stands out as a strategic priority for the subsidiaries of Grupo Energía Bogotá due to the need to incorporate innovative technologies to improve the efficiency and reliability of electrical and natural gas networks. Addressing this focus is crucial to modernize infrastructure and provide more efficient and secure energy services to users.

In line with this, we seek to explore advanced technological solutions for monitoring linear assets (substations and transmission and distribution lines) in a cost-effective manner, as well as those that allow for the enhancement or optimization of the use of existing assets. Through digital and/or hardware solutions, we aim to timely detect operational losses and meter tampering (both electric and gas) and ensure the continuity of energy supply for telemetry meters. Additionally, we aim to employ artificial intelligence and data analytics to analyze customer consumption information and prevent fraud, thus ensuring a safer and more reliable operation.

Finally, we are looking for advanced monitoring and predictive maintenance solutions for natural gas transportation and distribution networks, with the goal of improving operational activities and avoiding incidents in urban and rural areas.





#### **Reduction in Greenhouse Gas emissions**

In the current business context, reducing greenhouse gas (GHG) emissions has become a fundamental pillar to limit environmental impact and promote sustainability in the energy industry. Recognizing this responsibility, Grupo Energía Bogotá is committed to leading an innovative transformation aimed at reducing emissions, covering various areas of activity.

For the natural gas sector, we focus on the progressive adoption of technologies that promote energy efficiency in key operations. Solutions targeting the reduction of GHG emissions generated directly or indirectly by our infrastructure, such as gas heaters, engines in compression stations, splicing systems in city gates, and other transmission infrastructure assets, are being actively sought. It is also imperative to implement solutions that allow early detection of gas leaks throughout the transport chain, to identify and correct them promptly.

In the electricity sector, the focus is on improving the operation and efficiency of the maintenance and refilling of gases such as SF6 in electrical substations. The active pursuit is to reduce their environmental impact through more sustainable alternatives. Additionally, it is essential to explore new carbon capture and storage (CCUS) technologies to mitigate emissions generated in our natural gas generation plants.

Finally, we aim to adopt the use of new, cost-effective, climate-resistant, sustainable, and environmentally friendly construction materials. This approach seeks to optimize construction costs and times, as well as improve the maintenance and durability of current infrastructure, including substations and administrative offices.



#### **Customer and Community Loyalty and Experience**

For Grupo Energía Bogotá, enhancing the experience of its customers and communities located in its areas of influence is an essential priority. Two fundamental pillars are essential to achieve this: the strengthening of solid relationships with its customers and the development of its sustainability policy. This policy allows the company to apply its skills, resources, and innovative capacity to lead progress and sustainable development more effectively, thus seeking to improve ties with communities in its areas of influence.

Firstly, GEB aims to develop lasting relationships with customers by offering them comprehensive and innovative solutions that foster trust and loyalty to the services provided. This approach involves providing solutions that not only meet energy needs in a traditional way but also promote comfort and convenience, offering new, more personalized ways to understand, interact, and meet their energy needs.

On the other hand, GEB seeks to strengthen relationships with communities where the Group has assets by offering them exceptional experiences through available transmission infrastructure. This aims to create the necessary tools to address fundamental aspects such as access to health services, education, financial empowerment, and community development, as well as strengthening productive processes. The goal is to explore new business models (or mission models) that use, for example, digital solutions delivered from transmission infrastructure to address these needs and promote economic and social inclusion, benefiting these communities tangibly. Additionally, it is important to explore how, through energy communities, collective benefits could be contributed.





## Infrastructure for Sustainable Mobility

GEB subsidiaries have come together to lead a strategic response to the growing demand for solutions that minimize environmental impact and promote energy efficiency in mobility. This focus has become vital to steer the transition towards more sustainable mobility in society.

In this regard, the search for innovative solutions focused on the B2B segment is considered vital. Through new business models and/or the use of digital tools, hardware, and innovative applications of on-site technological systems, the aim is to drive the transition to the mass use of sustainable vehicles (electric or natural gas). Similarly, exploring the incorporation of hybrid systems for applications in the short and long-distance transport segment (urban and commercial mobility) as well as in stationary engines (compressors, pumping systems, power generation plants, and others) is expected.

In parallel, we seek to increase the availability and accessibility of electric mobility charging infrastructure, eliminating barriers to its use for the B2C segment. To achieve this, we prioritize solutions that leverage the current electrical grid and establish mass charging stations, in addition to using renewable sources for supply. We also focus on promoting the adoption of mobile and efficient solutions for fast charging of electric vehicles, both in public and private spaces.



#### Distributed Energy Resources

Grupo Energía Bogotá has identified the focus on Distributed Energy Resources (DER) as an essential priority, driven by technological advancements that enable the expansion of small-scale energy generation and storage systems. This approach is crucial for modernizing infrastructure, improving operational efficiency, and enhancing service quality. Furthermore, it empowers customers in managing consumed energy and exploring new business models based on DER.

The main goal is to promote the diversification and decentralization of generation, storage, and demand management through new forms of distributed generation. Exploration of solutions that pave the way for business development centered around distributed generation with renewable energies or co-generation technologies, especially targeting industrial customers, will be prioritized. This advancement, in turn, poses new challenges, such as the search for efficient energy storage technologies, enabling reserves during periods of lower demand to be used during peak consumption. It is also important to adopt technologies that allow efficient demand management, with a particular emphasis on demand response solutions and energy efficiency to enable our customers to meet their energy needs in more cost-effective and sustainable ways.

In the natural gas sector, there is also a priority in exploring solutions to improve the efficiency of production, transport, and storage of resources such as biogas and biomethane. This drive contributes to a more diverse and sustainable energy matrix, not only improving energy efficiency but also offering more adaptable and flexible solutions to meet the growing demand. These efforts aim to drive the transition towards more sustainable and decentralized energy systems.





#### **Fuels of the future**

The energy industry is undergoing a transition towards a low-carbon economy. This is due to various factors, including awareness of climate change and the commitment of Latin American countries to reduce their greenhouse gas (GHG) emissions by at least 30% by 2030. In this context, the main objective is to move towards the production of cleaner and more sustainable fuels and make them available to society.

To achieve this, we seek to explore innovative solutions that enable distributed and cost-effective production of hydrogen on a small scale, intended for multiple applications, such as engines, vehicles, and industrial equipment. Simultaneously, there is an interest in evaluating innovative initiatives that enable cost-effective and large-scale generation of other renewable gases, such as biogas and biomethane, from diverse sources such as agro-industrial and urban waste, both in urban and rural areas.

For both cases, we are looking for new technologies that favor the storage, transportation, and efficient use of these fuels of the future on a commercial scale, leveraging existing infrastructure. The ultimate purpose is to position these fuels of the future as a competitive alternative in the global energy matrix, contributing significantly to decarbonization and long-term sustainability.

















