An aerial photograph of a telecommunications tower situated in a rural, hilly landscape. The tower is a tall, lattice-structured structure with multiple antenna arrays at the top. The surrounding terrain is a mix of green fields and brownish hills, suggesting a rural or agricultural area. The sky is a clear, pale blue. The overall image has a slightly desaturated, professional look.

Marketing Material - Colombia Telecomunicaciones S.A. ESP BIC

CONFIDENTIAL | January 2026

Disclaimer



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The sale of the Nation’s shares in Colombia Telecomunicaciones S.A. E.S.P. BIC (“Coltel”) must follow the procedure established in Law 226 of 1995, approved under Decree 1481 of 2025

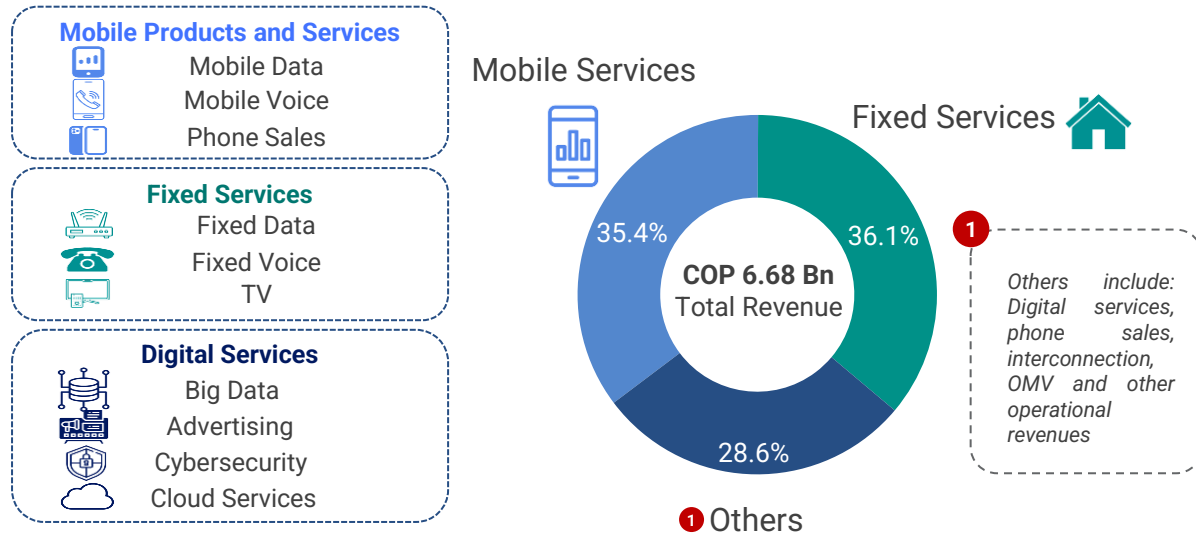
Potential investors must conduct their own independent analysis and consult, at their own cost and risk, with their legal, financial, and tax advisors before making any investment decisions. Participation in any acquisition process will be subject to the terms and conditions established in the corresponding legal documents, which shall prevail over any information contained in this presentation should not be construed as binding or indicative of a formal process; this is solely an exploratory exercise initiated for informational purposes. Potential investors acknowledge that certain Colombia laws and regulations apply to any transaction or investment related to the potential sale of the Nation’s shares in Coltel and they shall be responsible for complying with all such laws and regulations as required under Colombian law.

Investment Opportunity - Company Snapshot

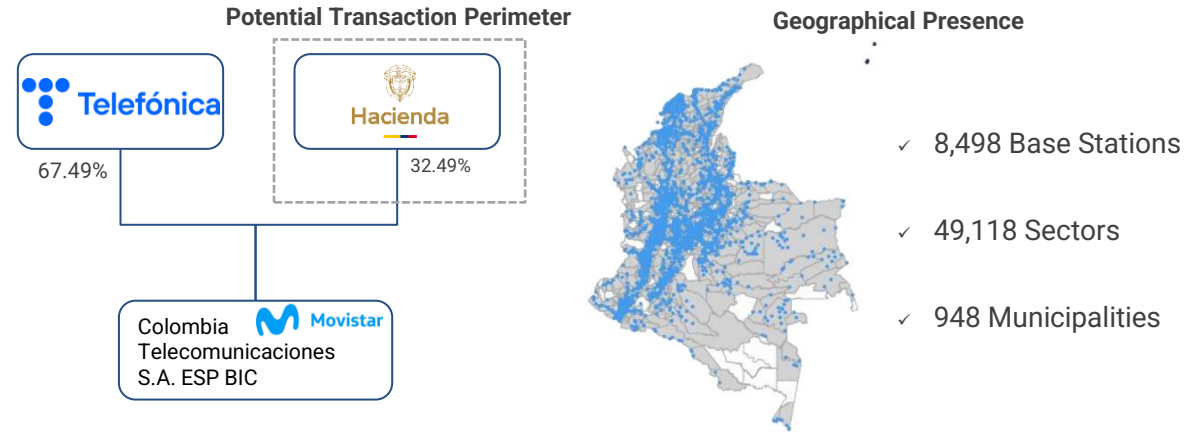
Company Overview

- Colombia Telecomunicaciones (“Coltel”) is a **leading integrated telecommunications provider in Colombia**, offering **mobile, fixed, broadband, and enterprise services** under the “**Movistar**” Brand
- Established industry player with **nationwide spectrum rights and extensive access to third-party infrastructure**, including fiber networks and telecom towers
- Holds¹ a **23% share of the mobile market**, a **19% share in fixed broadband** (including fixed data and voice), and a leading **36% share of the enterprise fiber-optic segment**
 - Coltel owns a **minority stake (40%) in Colombia’s largest neutral FTTH network (“OnNet”)**, recently expanded to cover **4.5+ million homes**, through a strategic joint venture with KKR
- Rapidly expanding its digital services beyond traditional connectivity**, with ongoing alliances in cloud computing, **IoT, cybersecurity, and AI**, targeting enterprise clients through a focused **B2B strategy**

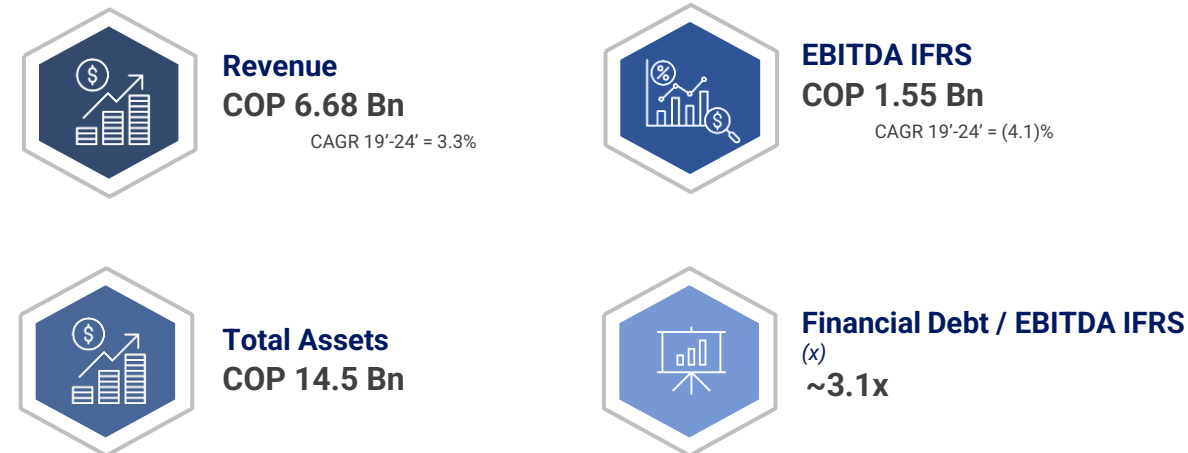
2024 Revenue Breakdown



Potential Transaction Perimeter and Geographical Presence



2024 Key Figures

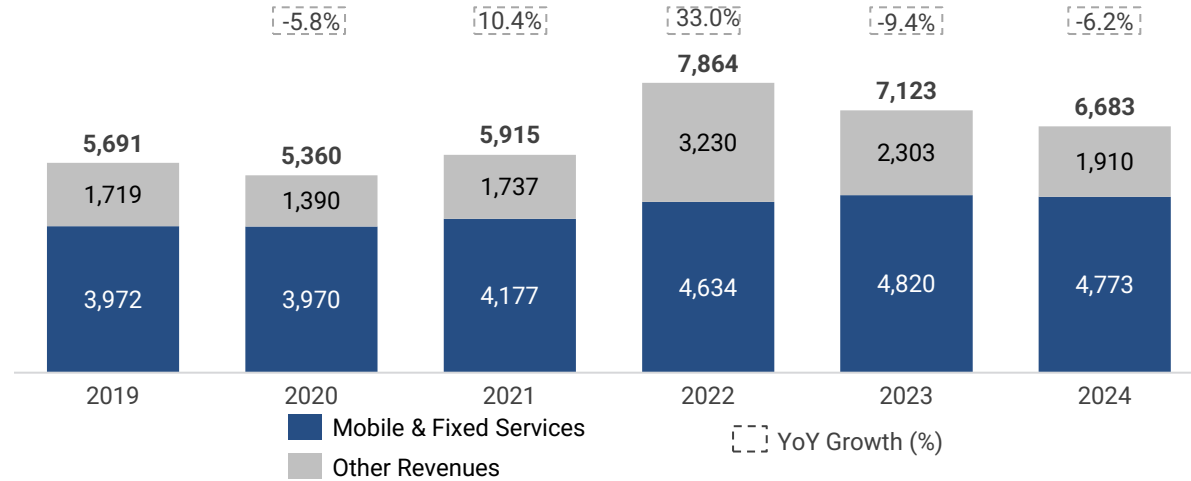


Note: 1) Figures of mobile market and fixed services as of 2024, enterprise fiber-optic segment as of 1Q 25. Source: FitchSolutions, MinTIC, Colombia Telecomunicaciones

Investment Opportunity - Key Financial Figures

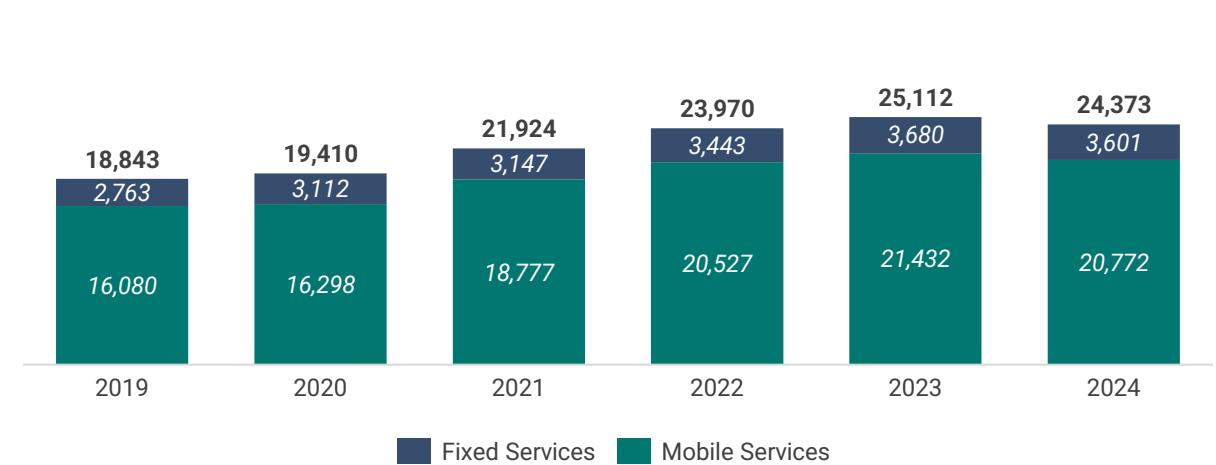
Total Revenue Breakdown

COP'000 MM



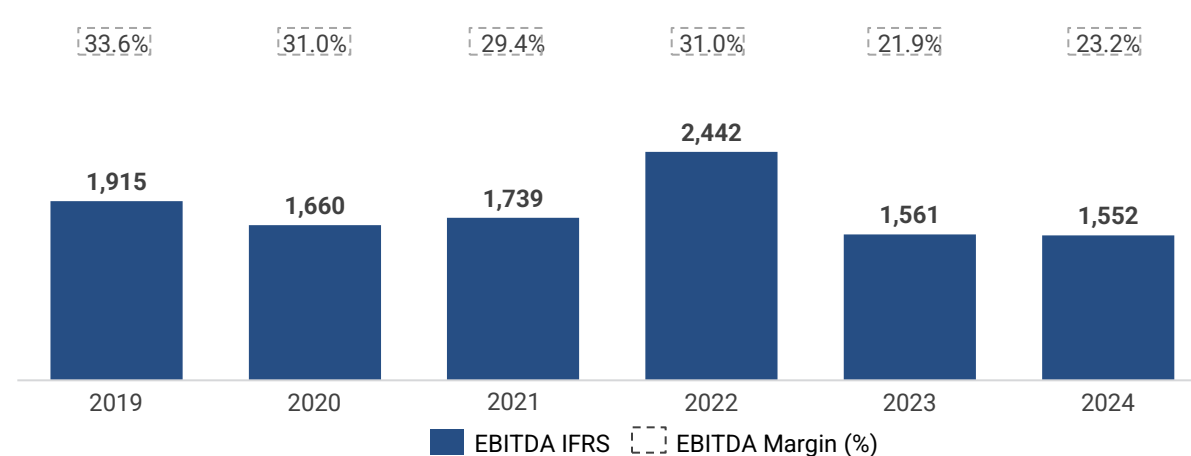
Total Users for Mobile and Fixed Services

Thousands of Users



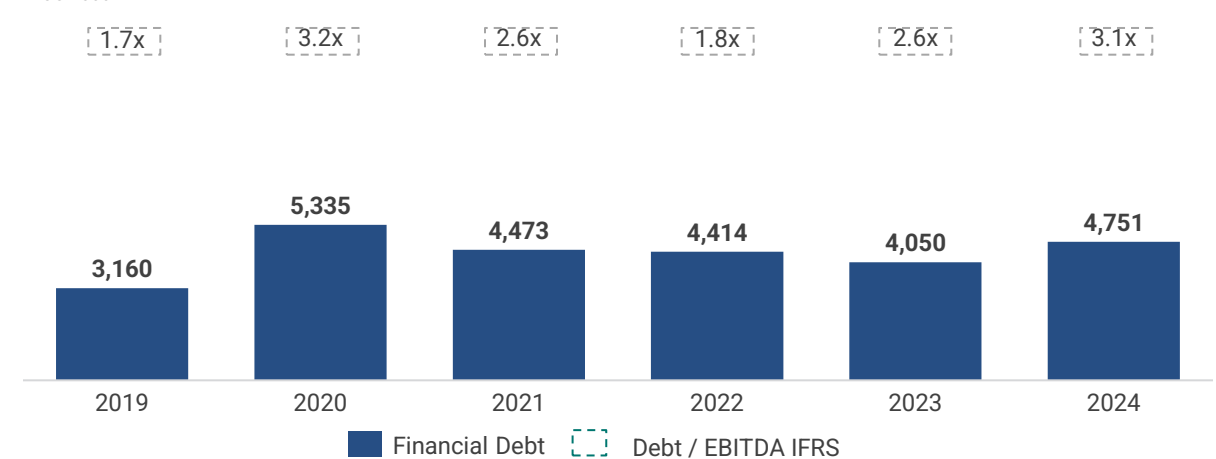
EBITDA IFRS

COP'000 MM



Financial Debt

COP'000 MM



The image features a dark blue background with a white, abstract, hand-drawn line graphic. The line starts from the bottom left, curves upwards and to the right, then loops back down and to the left, creating a large, irregular shape that frames the central text. The text is centered within this shape.

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