

# Creating Value in Colombia & Ecuador

January 2021

GranTierra  
Energy



## General Advisory

The information contained in this presentation does not purport to be all-inclusive or contain all information that readers may require. You are encouraged to conduct your own analysis and review of Gran Tierra Energy Inc. ("Gran Tierra", "GTE", or the "Company") and of the information contained in this presentation. Without limitation, you should read the entire record of publicly filed documents relating to the Company, consider the advice of your financial, legal, accounting, tax and other professional advisors and such other factors you consider appropriate in investigating and analyzing the Company. You should rely only on the information provided by the Company and not rely on parts of that information to the exclusion of others. The Company has not authorized anyone to provide you with additional or different information, and any such information, including statements in media articles about Gran Tierra, should not be relied upon. No representation or warranty, express or implied, is made by Gran Tierra as to the accuracy or completeness of the information contained in this document, and nothing contained in this presentation is, or shall be relied upon as, a promise or representation by Gran Tierra.

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In this presentation, unless otherwise indicated, all dollar amounts are expressed in US dollars. All production and reserves are working interest before royalties ("WI"). Please see the appendices to this presentation for important advisories relating to the Company's presentation of oil and gas information and financial information, including the presentation of non-GAAP measures. Current values are based on 367.0 million issued and outstanding shares as of September 30, 2020.

## Forward-Looking Information Cautionary Advisory

This presentation contains opinions, forecasts, projections, expectations and other statements about future events or results that constitute forward looking statements within the meaning of the United States Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and financial outlook and forward looking information within the meaning of applicable Canadian securities laws (collectively, "forward looking statements"), which can be identified by such terms as "expect," "plan," "guidance," "forecast," "project," "goal," "will," "believe," "should," "could," "pursue," "focus," "allow" and other terms that are forward looking in nature. Such forward looking statements include, but are not limited to, the Company's expectations regarding the Company's guidance, including future production, operating netback, EBITDA and funds flow from operations, its capital program, including the timing of its drilling and workover plan, the reduction in costs and the benefits of reduced capital spending and G&A expenses, the benefits of derivative transactions, well performance and production, liquidity and access

to capital, future plans when oil prices increase, the Company's strategies and results thereof, the Company's operations including planned operations, the use and the benefits of government programs, the Company's expectations regarding its environmental, social and governance program, the impact of the COVID-19 pandemic, disruptions to operations and the decline in industry conditions. Statements relating to "reserves" are also deemed to be forward-looking statements, as they involve the implied assessment based on certain estimates and assumptions, including that the described reserves can be profitably produced in the future.

Among the important factors that could cause actual results to differ materially from those indicated by the forward looking statements in this presentation are: the unprecedented impact of the COVID-19 pandemic and the procedures imposed by governments in response thereto; disruptions to local operations; the decline in oil and gas industry conditions and commodity prices; the severe imbalance in supply and demand for oil and natural gas; prices and markets for oil and natural gas are unpredictable and volatile; the accuracy of productive capacity of any particular field; the timing and impact of any resumption of operations; Gran Tierra's operations are located in South America and unexpected problems can arise due to guerilla activity or local blockades or protests; technical difficulties and operational difficulties may arise which impact the production, transport or sale of our products; geographic, political and weather conditions can impact the production, transport or sale of our products; the ability of Gran Tierra to execute its business plan and realize expected benefits from current initiatives (including suspension or reductions of the capital program); the risk that unexpected delays and difficulties in developing currently owned properties may occur; the ability to replace reserves and production and develop and manage reserves on an economically viable basis; the accuracy of testing and production results and seismic data, pricing and cost estimates (including with respect to commodity pricing and exchange rates); the risk profile of planned exploration activities; the effects of drilling down-dip; the effects of waterflood and multi-stage fracture stimulation operations; the extent and effect of delivery disruptions, equipment performance and costs; actions by third parties; the timely receipt of regulatory or other required approvals for our operating activities; the failure of exploratory drilling to result in commercial wells; unexpected delays due to the limited availability of drilling equipment and personnel; the risk that current global economic and credit market conditions may impact oil prices and oil consumption more than Gran Tierra currently predicts, which could cause Gran Tierra to further modify its strategy and capital spending program; volatility or declines in the trading price of our common stock or bonds; Gran Tierra's ability to comply with financial covenants in its credit agreement; Gran Tierra's ability to amend, or receive a waiver of compliance with, financial covenants in its credit agreement; and the risk factors detailed from time to time in Gran Tierra's periodic reports filed with the Securities and Exchange Commission, including, without limitation, under the caption "Risk Factors" in Gran Tierra's Quarterly Reports on Form 10-Q for the quarter ended March 31, 2020, June 30, 2020, and September 30, 2020 and Annual Report on Form 10-K for the year ended December 31, 2019, many of which are beyond the Company's control. These filings are available on the SEC website at <http://www.sec.gov> and on SEDAR at [www.sedar.com](http://www.sedar.com).

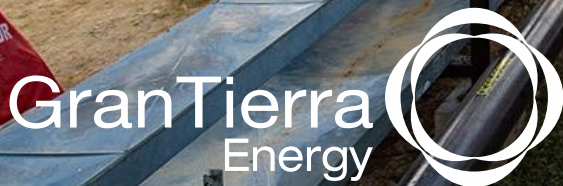


## Forward-Looking Information Cautionary Advisory (continued)

The forward-looking statements contained in this presentation are based on certain assumptions made by Gran Tierra based on management's experience and other factors believed to be appropriate. Gran Tierra believes these assumptions to be reasonable at this time, but the forward-looking statements are subject to risk and uncertainties, many of which are beyond Gran Tierra's control, which may cause actual results to differ materially from those implied or expressed by the forward looking statements. In particular, the unprecedented nature of the current economic downturn, pandemic and industry decline may make it particularly difficult to identify risks or predict the degree to which identified risks will impact Gran Tierra's business and financial condition. All forward-looking statements are made as of the date of this presentation and the fact that this presentation remains available does not constitute a representation by Gran Tierra that Gran Tierra believes these forward-looking statements continue to be true as of any subsequent date. Actual results may vary materially from the expected results expressed in forward-looking statements. Gran Tierra disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as expressly required by applicable law.

The estimates of operating netback, EBITDA and funds flow from operations set forth in this presentation may be considered to be future-oriented financial information or a financial outlook for the purposes of applicable Canadian securities laws. Financial outlook and future-oriented financial information contained in this presentation about prospective financial performance, financial position or cash flows are provided to give the reader a better understanding of the potential future performance of the Company in certain areas and are based on assumptions about future events, including economic conditions and proposed courses of action, based on management's assessment of the relevant information currently available, and to become available in the future. In particular, this presentation contains projected operational and financial information for the second half of 2020. These projections contain forward-looking statements and are based on a number of material assumptions and factors set out above. Actual results may differ significantly from the projections presented herein. These projections may also be considered to contain future-oriented financial information or a financial outlook. The actual results of Gran Tierra's operations for any period will likely vary from the amounts set forth in these projections, and such variations may be material. See above for a discussion of the risks that could cause actual results to vary. The future-oriented financial information and financial outlooks contained in this presentation have been approved by management as of the date of this presentation. Readers are cautioned that any such financial outlook and future-oriented financial information contained herein should not be used for purposes other than those for which it is disclosed herein. The Company and its management believe that the prospective operational and financial information has been prepared on a reasonable basis, reflecting management's best estimates and judgments, and represent, to the best of management's knowledge and opinion, the Company's expected course of action. However, because this information is highly subjective, it should not be relied on as necessarily indicative of future results.

# INTRODUCTION TO COMPANY & ASSETS

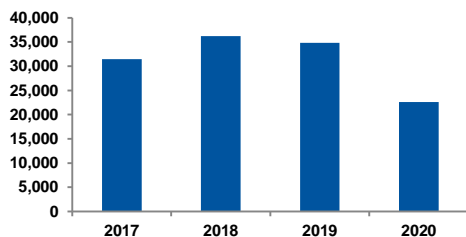


# GRAN TIERRA SNAPSHOT

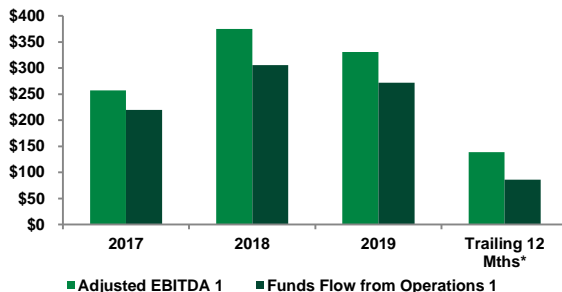
*Independent international exploration and production company focused in Colombia & Ecuador, attractive investment destinations*

NYSE AMEX  
LSE  
TSX } **GTE**

## WI Production (boepd)

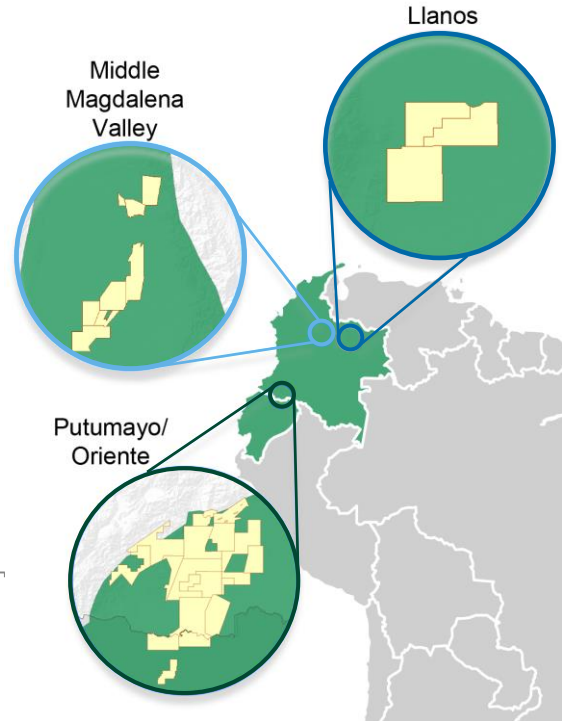


## Financials



## 2020 Reserves<sup>2</sup>

	1P	2P	3P
MMBOE	79	133	174
RLI (years) <sup>3</sup>	10	17	22
NPV <sub>10</sub> BT (US \$bn)	\$1.2	\$2.0	\$2.6
NPV <sub>10</sub> AT (US \$bn)	\$1.0	\$1.6	\$2.0



**100%**  
Oil

**Diversified**  
High-quality  
asset base

**+95%**  
Operated  
Production

**Right people & right assets in place - high quality, diversified portfolio - 100% oil & over 95% operated**

# WHY INVEST IN COLOMBIA & ECUADOR?

## Highly Competitive Fiscal Regime

## O&G Pillar for Economic Growth

## Strong & Stable Economic Track Record

## Established Infrastructure Network

### Colombia

- Progressive fiscal regime
- No signature or discovery bonus
- VAT on CAPEX applied to offset corporate tax
- Corporate tax rates lowered to 32% (for 2020), 31% (2021), and 30% (2022 onwards)
- 12% of Government Income 2015-2018<sup>1</sup>
- Development projects economic down to US\$25-30/bbl Brent<sup>1</sup>
- Sanctity of contracts
- Existence of investment protection treaties
- Improvements in the licensing & permitting processes
- Brent linked pricing
- 6 major oil pipelines covering more than 5,325km
- Multiple export market connections & spare capacity in pipelines/trucking
- Quick tie-ins for discoveries

### Ecuador

- Switched in 2019 from Services Agreements to Production Sharing Contracts
- Progressive fiscal regime - sliding scale "X factor" varies with oil price
- No signature or discovery bonuses
- Third largest oil reserves in Latin America
- Similar geology to the Putumayo, but 6 BNBBLS of oil have been produced
- Foreign investment and oil exports are key to the country's finances
- Recent optimization of Environmental Licensing
- More E&P bidding rounds to come in Intracampus 2
- Highly complementary to GTE's existing land base in Colombia
- Brent linked pricing
- Available capacity to export to the Pacific through SOTE (360 kbopd) & OCP (450 kbopd)
- Strategic geographic access to global markets
- In-line with existing strategy of exporting oil through the OCP

## Competitive fiscal regimes and access to infrastructure & international markets



# GRAN TIERRA STRATEGY & INVESTMENT CASE



# GRAN TIERRA'S FOCUSED STRATEGY

## STRATEGY

### Proven, Under-Explored Conventional Hydrocarbon Basins

World-class exploration program targeting large prospect inventory across proven plays in Colombia & Ecuador



### Access to Established Infrastructure

Large spare capacity in pipelines & trucking, leads to strong oil prices linked to Brent, short cycle times & quick access to world markets



### Strong, Stable Economic Environment

Pro-Western governments that ensure contract sanctity, rule of law & encourage FDI and resource development



### Highly Competitive Fiscal Regime

Flexible, progressive fiscal regimes with sliding scale royalty or contractor take that are among the best in the world



## TACTICS

### Apply Proven Technology

GTE has been able to reduce drilling times/costs by ~40%



### Focus On Balance Sheet Protection

2021 capital program is a balanced, returns-focused program, hedges in place, and operational and G&A optimization achieved



### Maintain Flexibility & Control the Allocation of Capital

95%+ operated asset base allows disciplined capital allocation, pace setting



Colombia & Ecuador are an excellent fit for Gran Tierra's strategy and tactical plan



# REASONS TO INVEST IN GRAN TIERRA



## **Sustainable business model with significant value in booked reserves base**

*1P reserves underpin value; clear path to 2P and 3P exploitation; world class hydrocarbon basins*

- ✓ Technically focused team, experts at implementing and executing waterfloods
- ✓ 83% of 1P reserves are in four conventional fields (low cost) all under an active waterflood (low decline)<sup>1</sup>



## **Disciplined financial strategy; prudent discretionary capital programs**

*Focused on balance sheet protection, long-term value preservation*

- ✓ Competitive advantage to navigate volatile oil environment with our ability to control capital allocation & low cost structure
- ✓ No near-term maturities, hedging program protects GTE against further oil price volatility



## **Consistent track record of value creation through opportunistic acquisitions**

*Disciplined approach, selective on quality, building platforms for self-funded organic growth*

- ✓ Completed eight corporate and property acquisitions
- ✓ Successfully bid and won four blocks in Colombia and three blocks in Ecuador



## **World class development and low risk exploration in four proven onshore basins**

*Extensive seismic and well data across expansive acreage position*

- ✓ Over 2.8 million acres and the number one land holder in the most underexplored basin in Colombia
- ✓ Significant 3D coverage across the Oriente basin (> 5,000km<sup>2</sup> 3D) and 2,000km<sup>2</sup> across the Putumayo

**Top-tier assets in world-class onshore, conventional basins**

<sup>1</sup>. Based on GTE McDaniel December 31, 2020 Reserves Report

# ENVIRONMENTAL, SOCIAL, GOVERNANCE FACT SHEET

## Safety

In 2020, Gran Tierra had its **BEST SAFETY RECORD**, achieving its first year with a Lost Time Incident Frequency of zero (logged close to 4 million man hours)

## Social

More than 60% of Gran Tierra's social investments for 2019 **were voluntary**

Over 92,000 people benefitted from GTE's social investments in 2019

More than 3,000 children and 36 schools have participated in the PetrolCopa School Challenge



## Environmental

Gran Tierra has committed to **reforesting 1,000 hectares** of land and **securing and maintaining 18,000 hectares of forest** through the NaturAmazonas project

Gran Tierra's total NaturAmazonas investment in the Andes-Amazon is **USD\$13 million**

GTE has planted **560,112 trees** and has conserved, preserved or reforested **1,281 hectares** of land

The NaturAmazonas project **will sequester ~8.7 million tonnes of CO<sub>2</sub>** over its lifetime

For the last 4 years Gran Tierra has **voluntarily released an assessment** of its greenhouse gas emissions

Gran Tierra has **completed Gas-To-Power projects** at its Costayaco, Moqueta and Acordionero fields

Gran Tierra **tests water quality at 154** groundwater monitoring locations

Won **first-place** at the 2020 Latin America Green Awards in the "Fauna" category for the **"Amazon's Honey" project**

## Economic Opportunities

Almost **16,000 local labour opportunities** created by GTE over the past 3 years

Gran Tierra **hired 641 local suppliers** in 2019, approximately **24% more** than 2018

The *Emprender Paga* project has supported more than **400 local entrepreneurs**, of which over **74% of the beneficiaries are women**

## Governance

Gran Tierra is **committed to good corporate governance practices**, which promote the long-term interests of our stakeholders and **strengthens our Board and management accountability**

**Comprehensive governance policies** outline specific board member requirements, compensation strategies, health and safety procedures, and anti-corruption controls

The Board Chair and all **board committees are independent**

# POSITIONED TO WITHSTAND NEAR-TERM VOLATILITY

## Disciplined Financial Strategy

- Achieved significant reductions in operating and G&A costs
- Renegotiation of vendor contracts, personnel and rental equipment optimization
- 2021 budget is a balanced, returns-focused program which prioritizes free cash flow<sup>1</sup> generation over the rate of development, exploration and production growth

## High Quality Assets

- Competitive advantage: >95% operated asset base provides flexibility to quickly change/reduce CAPEX & OPEX
- Conventional assets under waterflood (low base decline rates)
- Large prior investments in infrastructure: no material point-forward capital commitments

## Decisive Actions Taken

- Cut capital program & rigorously assessed project economics
- Suspension of fields with zero/ negative netbacks at lower oil prices; activity now underway to resume production from shut-in wells
- Entered into additional hedges to provide further downside protection against a near-term, low oil price environment

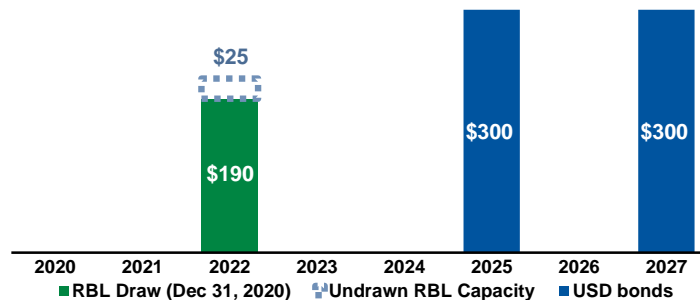
**GTE positioned to navigate volatility with low base decline assets & operational control for capex allocation and timing**



# NO NEAR-TERM MATURITIES, HEDGING PROGRAM IN PLACE

## Maturity Profile & Debt Instruments

- US\$215MM Committed Credit Facility due 2022
  - Covenant relief on debt to EBITDA covenant until October 2021
- US\$300MM of 2025 Senior Notes
  - Coupon of 6.25% p.a.
- US\$300MM of 2027 Senior Notes
  - Coupon of 7.75% p.a.



## Brent Hedging Program

Type of Instrument & Period <sup>1</sup>	Volume (bopd)	Sold Put (\$/bbl) <sup>1</sup>	Purchased Put (\$/bbl) <sup>1</sup>	Sold Call (\$/bbl) <sup>1</sup>	Premium (\$/bbl)
3-Ways: October 1, to December 31, 2020	11,000	27.05	35.68	43.43	0.54
3-Ways: January 1, to June 30, 2021	14,000	36.43	45.14	51.45	0.21
Collars: January 1, June 30, 2021	1,000	n/a	45.00	50.40	n/a

**No near-term maturities, hedging program protects GTE against further oil price volatility**

# 2021 GUIDANCE



# 2021 GUIDANCE<sup>1</sup> HIGHLIGHTS

**Cash Flow of \$150 – \$170 Million**



**Capital Program of \$130 – \$150 Million**



**\$20 Million of Free Cash Flow<sup>2</sup>**



**Production Growth to 28,000 – 30,000 BOEPD**



**Plan to achieve free cash<sup>2</sup> flow while increasing production through the year**



# 2021 GUIDANCE<sup>1</sup>

2021 Budget	Low Case	Base Case	High Case
Brent Oil Price (\$/bbl)	44.00	49.00	56.00
Total Company Production (bopd)	27,500-29,500	28,000-30,000	28,000-30,000
Operating Netback <sup>2</sup> (\$ million)	180-200	220-240	270-290
EBITDA <sup>2</sup> (\$ million)	165-185	200-220	240-260
Cash Flow <sup>3</sup> (\$ million)	115-135	150-170	190-210
Total Capital (\$ million)	120-140	130-150	130-150
RBL Balance @ Dec.31/2021 (\$ million)	155-175	125-145	75-95
'21 YE Net Debt <sup>4</sup> to Ann.Q421 EBITDA <sup>2</sup>	3.6 - 3.8	2.7 - 2.9	2.0 - 2.2
Number of Development Wells (gross)	12-16	14-18	14-18

## Expenses (\$/bbl)

Transportation and Quality Discount	8.00-10.00	8.00-10.00	8.00-10.00
Royalties	3.00-4.00	5.00-6.00	7.00-8.00
<b>Oil and Gas Sales Price (\$/bbl)</b>	<b>30.00-32.00</b>	<b>34.00-36.00</b>	<b>38.00-40.00</b>
Operating Costs	11.00-13.00	11.00-13.00	11.00-13.00
Transportation (Pipeline)	0.80-1.00	0.80-1.00	0.80-1.00
<b>Operating Netback<sup>5</sup> (\$/bbl)</b>	<b>17.00-19.00</b>	<b>21.00-23.00</b>	<b>26.00-28.00</b>
General and Administrative	1.50-2.50	1.50-2.50	1.50-2.50
Interest and Financing	4.50-5.00	4.50-5.00	4.50-5.00

**2021 capital of \$130-150 MM, production of 28,000-30,000 BOPD, Cash Flow<sup>3</sup> of \$150-170 MM**



# ACD WORKOVER & DEVELOPMENT ACTIVITIES

## Acordionero Activities Underway

- Since the restart of the second workover rig in October 2020, 19 workovers have been completed to restore production and enhance waterflood performance through the installation of selective injection completions in some water injection wells
- As of January 18, 2021, approximately 3,500 bopd of production has been restored as a result of this workover program
- GTE restarted development drilling on Nov 30, 2020 and has since drilled the AC 64 and 65 oil wells (Q420, brought on production in late Dec 2020), and the AC 66i and 67i water injection wells well in early January 2021; the team is currently performing open hole logging operations on the A C 68 oil well
- The drilling rig is forecast to continue drilling new development wells at Acordionero throughout 2021; 5 oil wells remaining to be drilled from the new SW (finished end Q121), prior to moving the rig to the next pad to drill 5 additional oil wells

## 10 Planned Wells

The next 10 planned wells (8 oil producers & 2 water injectors) to be drilled from the new SW pad

## Capacity of ~550 bopd

Each new oil well is expected to have an initial oil productive capacity of ~550 bopd (IP 30-day average rate)



**Acordionero workovers to restore production & new drilling program expected to add production in 2021**

# RESPONSE TO COVID-19





# MEASURES TAKEN IN RESPONSE TO MARKET CONDITIONS



**2020 Capital Program  
Significantly Cut**

**Temporarily Suspended  
Higher Cost Oil Production**

**Guard Balance Sheet With  
Protective Oil Price Hedges**

**Drive Operating and G&A Cost  
Reductions**

**Preserve Long-Term Value**

**GTE continues to focus on balance sheet protection and long-term value preservation**

# GETTING BACK ON TRACK



All fields cash flow positive @\$30/bbl+  
15,000 boepd hedged w/~\$45/bbl floor H1/2021

Restarting ACR development activities &  
CYC workover program,  
resuming production from shut-in fields

Reserves: focused on most important H2/2020  
activities to create value, replace/grow PDP/1P

Exploration/appraisal:  
continue 2021 regulatory push, pursuing options  
for accelerating high impact exploration

Safety & health of our employees are vital; adhere  
to our world-class COVID-19 protocols

Well workovers, field restarts & drilling program all critical for production, reserves & cash flow

# SIGNIFICANT STRUCTURAL COST REDUCTIONS ACHIEVED



Costs lowered due to vendor contract renegotiation, optimization of personnel & rental equipment



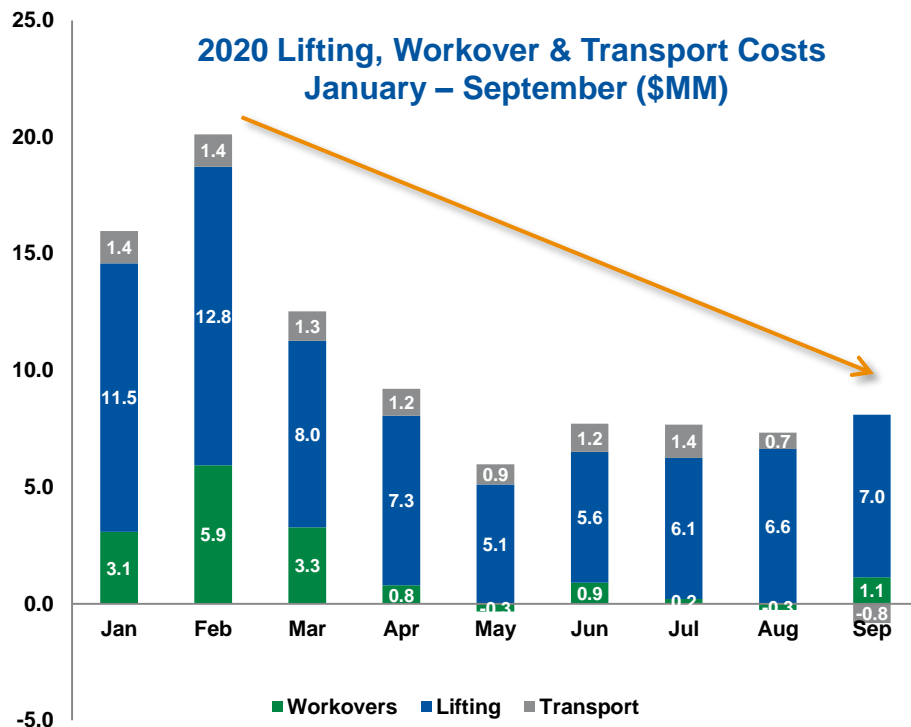
Operating & cash G&A costs per bbl lowered by 31% and 8%, respectively, from first quarter 2020



Majority of cost reductions are structural reductions & expected to be maintained



Drilling and completion capital costs expected to be reduced by ~30% at Acordionero and ~18% at Costayaco compared to 2019



**Achieved significant cost reductions, continued cost discipline expected to be maintained in 2021 & beyond**

# CONTROLS IMPLEMENTED TO MITIGATE COVID RISKS

## Risk Controls

- New hand-washing policy
- Vehicle, site facilities & cabin disinfection
- Personal disinfection kit provided
- GTE COVID app for employees & families
- COVID PCR Lab, Antigen & Quick Test
- COVID test required for contractors



## Medical Controls

- Med-check at all GTE sites/facilities & drivers
- Daily fever tests
- Self-assessment template
- Shift change planning



## Quarantining Controls

- Adequate quarantine accommodations
- GTE medical team available full-time
- Shift extensions
- Quarantine for shift changes



## Medical & Humanitarian Support For Communities

- Humanitarian and medical aid packages
- Continuous communication, cooperation and frequent communication with local authorities & communities, and the central government



A cross-functional COVID19 monitoring task-force implementing the above 4 pillars standards



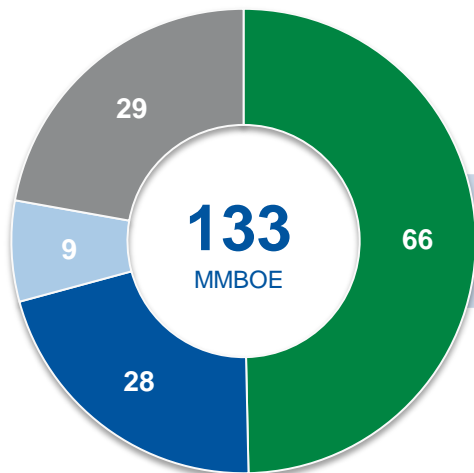
# YE 2020 RESERVES



# CORE ASSET FINANCIAL SUMMARY (2P)<sup>1</sup>

## 2P Reserves

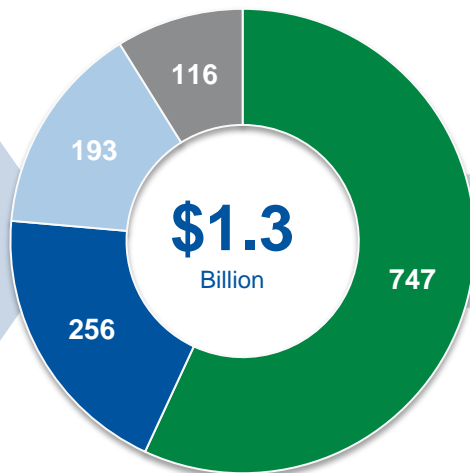
(MMBOE)



Acordionero

## 5 Year Free Cash Flow (FCF)<sup>2</sup>

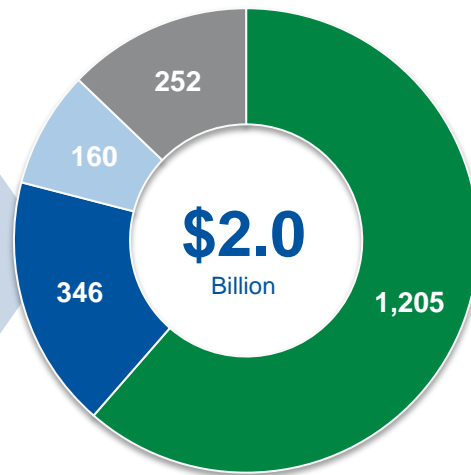
(US\$MM)



Chaza

## B.T. NPV 10

(US\$MM)



Suroriente

Other

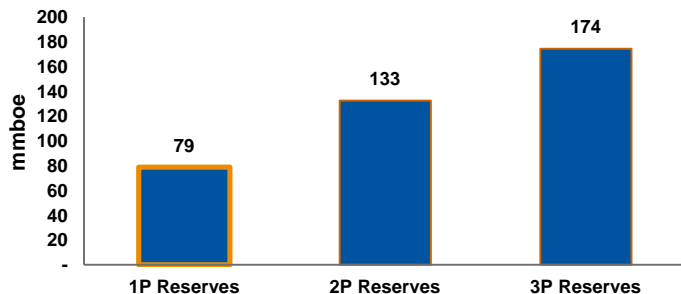
**Self-funded assets drive majority of value, cash flow and booked reserves**

# GTE RESERVES SUMMARY – 1P<sup>1</sup>

## Highlights

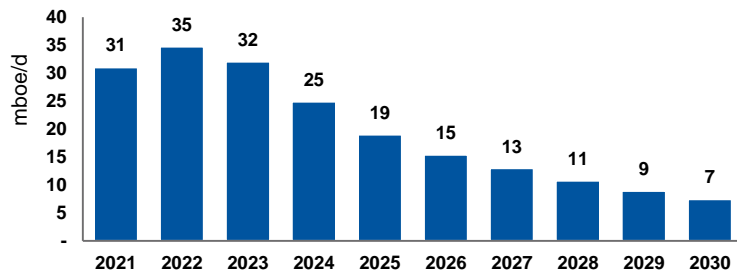
- Production increase is primarily from the major assets waterfloods and infill locations
- Development expenditures over the next 5 years are forecasted to be \$311MM, generating free cash flow<sup>2</sup> of \$1,033MM

## Reserves & NPV (MMboe; US\$M)

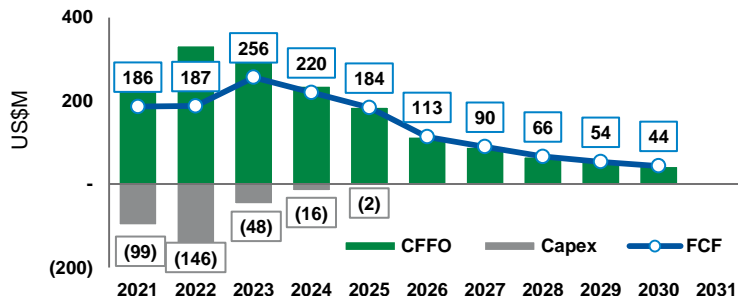


	1P Reserves	2P Reserves	3P Reserves
NPV <sub>10%</sub> BT	1,191	1,962	2,612
NPV <sub>10%</sub> AT	1,029	1,590	2,045

## 1P Production (W.I., Mboe/d)



## 1P Capex and Cashflows (undiscounted W.I. US\$M)



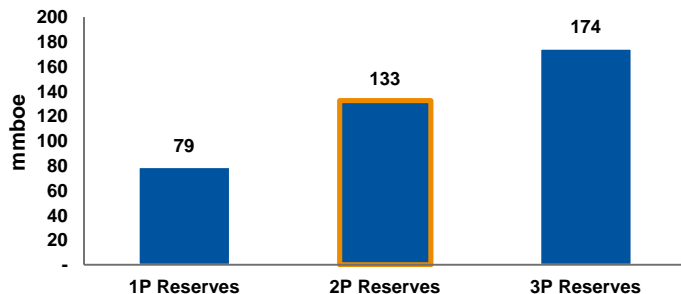
**1P Production over the next 5 years provides Free Cash Flow<sup>2</sup> of \$1,033 MM**

# GTE RESERVES SUMMARY – 2P<sup>1</sup>

## Highlights

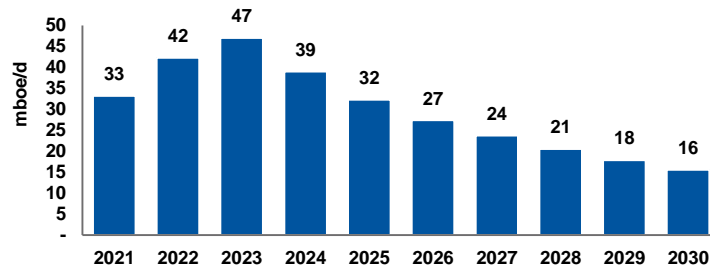
- Production increase is primarily from the major assets waterfloods and infill locations
- Development expenditures over the next 5 years are forecasted to be \$563 MM, generating free cash flow<sup>2</sup> of \$1,312 MM

## Reserves & NPV (MMboe; US\$M)

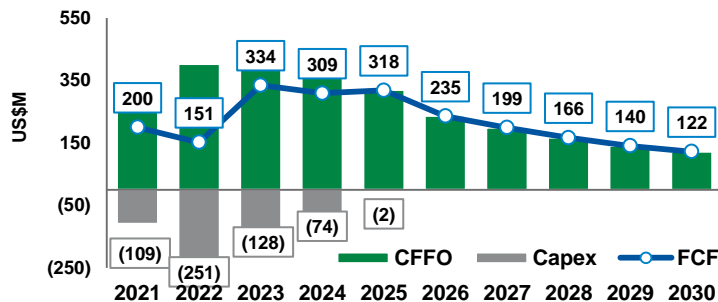


	1P Reserves	2P Reserves	3P Reserves
NPV <sub>10%</sub> BT	1,191	1,962	2,612
NPV <sub>10%</sub> AT	1,029	1,590	2,045

## 2P Production (W.I., Mboe/d)



## 2P Capex and Cashflows (undiscounted W.I. US\$M)



**2P Production over the next 5 years provides Free Cash Flow<sup>2</sup> of \$1,312 MM**

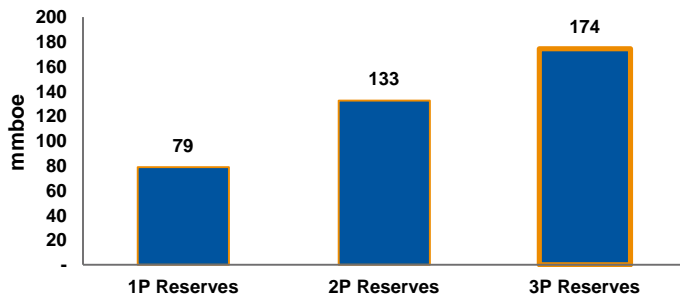


# GTE RESERVES SUMMARY – 3P<sup>1</sup>

## Highlights

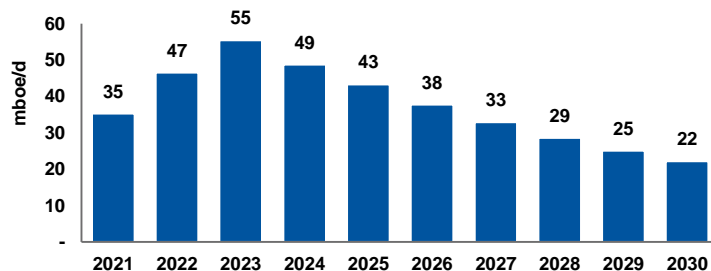
- Production increase is primarily from the major assets waterfloods and infill locations
- Development expenditures over the next 5 years are forecasted to be \$696 MM, generating free cash flow<sup>2</sup> of \$1,522 MM

## Reserves & NPV (MMboe; US\$M)

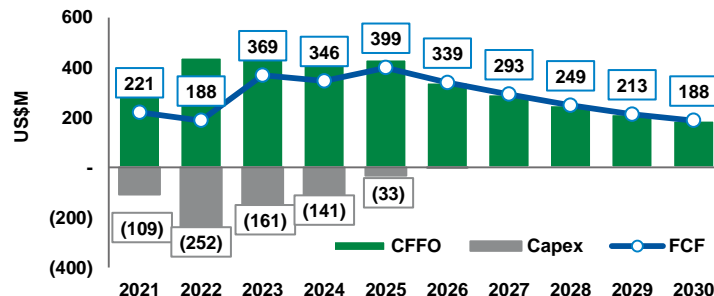


NPV <sub>10%</sub> BT	1,191	1,962	2,612
NPV <sub>10%</sub> AT	1,029	1,590	2,045

## 3P Production (W.I., Mboe/d)



## 3P Capex and Cashflows (undiscounted W.I. US\$M)



**3P Production over the next 5 years provides Free Cash Flow<sup>2</sup> of \$1,522 MM**

# Environmental, Social, Governance



# GOING BEYOND COMPLIANCE

Beyond Compliance means that whenever possible Gran Tierra **voluntarily goes beyond** what is legally required to **care for the environment and undertake respectful engagement with local communities**



## NaturAmazonas

NaturAmazonas is a large-scale environmental initiative launched by Gran Tierra in partnership with NGO Conservation International and many local partners in Putumayo. This eight-year reforestation and conservation project also works with local communities to educate, employ and implement sustainable practices in the Andes-Amazon corridor region.

### **Expanding NaturAmazonas: conservation and prosperous communities**

This project will include financial and technical support aimed at establishing sustainable agricultural practices, with connections to regional and national markets. 270 hectares of Agroforestry Systems (AFS) including crops that is expected to provide short and long-term benefits to communities and nearly 1,000 people will have improved food security and increased income.

## NaturAmazonas Highlights

**1,000 hectares**

of land to be reforested and ecologically restored

**18,000 hectares**

of secured and maintained forests that will adjoin the restoration areas

**+500 local families**

will benefit from establishing sustainable projects generating food products

**+500 local residents**

will be trained and certified breeding native bees and producing honey

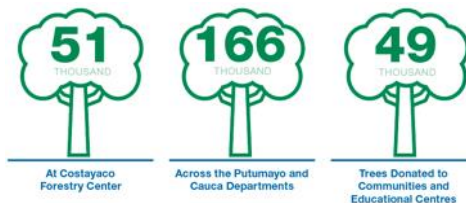
**500 eco-efficient**

stoves to be installed to reduce firewood consumption

## Costayaco Forestry Center

The Costayaco Forestry Center (CFC) is one of the most innovative reforestation efforts in South America and spans over 210 hectares of land in the Putumayo Department. Established by Gran Tierra in 2010 in coordination with the regional environmental regulator, CORPOAMAZONIA, the Center has grown large enough to become a habitat for animals that would otherwise be in danger. Hundreds of birds and thousands of butterflies can be seen throughout the area. In addition over the years, several releases of animals including owls, turtles, snakes, armadillos, and more were made.

TOTAL NUMBER OF TREES PLANTED SINCE THE COSTAYACO FORESTRY CENTER OPENED IN 2010:



# GOING BEYOND COMPLIANCE

Understanding Gran Tierra's commitment to **growing the economy**,  
**protecting the environment** and **social responsibility**

## Encouraging and Enabling Local Suppliers

Gran Tierra is committed to ensure that economic benefits flow from our operations to local businesses and communities. GTE's Fair Bidding Process and other procurement procedures are designed to maximize opportunities for local and regional communities.

### GTE's commitment to local businesses:

- Execute all contracting processes based on both national laws and international standards.
- Share the same information with all potential bidders, including strong tender documents and clear and fair rules about the proposal process.
- Inform each vendor about the results of the bidding process, and bidders can request additional information to help them understand what they need to do to improve their chances in the future.

## USD \$872.5 Million

In 2019, Gran Tierra injected USD \$872.5 million into the Colombian economy, much of which was spent with local vendors and contractors from areas where we operate

## +60% Social Investments

Over 60% of Gran Tierra's social investments were voluntary



# 641

641 local companies were hired by GTE in 2019



# +6,500

Over 6,500 local employment opportunities were generated

# 16,000

Local Labour Opportunities have been created by GTE over 3 years





# GOING BEYOND COMPLIANCE

An important part of GTE's **approach is being transparent about environmental practices, inviting communities to witness its activities and dispelling myths.** The goal is to show communities what the company is doing, rather than just talking about it.

## Protecting Colombia's Water

Gran Tierra believes that the protection of freshwater is an essential part of responsible oil and gas exploration and production.

The company is committed to ensure that its operations do not have an impact on groundwater and aquifers. We currently test at 154 groundwater monitoring locations on a regular basis; 30 in the Middle Magdalena Valley, 87 in Putumayo and 37 in Casanare.

### Inviting Communities to Participate in Water Monitoring

Gran Tierra regularly monitors and analyzes surface and groundwater using an external lab certified by government authorities.

GTE will fund additional independent studies of the water if the communities want to hire their own laboratory (if it is certified by Colombian regulators). GTE then takes its own samples and compares them with the communities' sample and shows the results at a community meeting.

## Minimizing Emissions

Gran Tierra's environmental policy calls for the company to track its greenhouse gas (GHG) emissions and take steps to reduce them where ever economically feasible.

Gran Tierra has taken corrective actions to lower GHG emissions by reducing the flaring of natural gas through major capital investments in voluntary "Gas-to-Power projects." Instead of flaring excess gas GTE converts gas into power at its fields, reducing flare volumes and the associated GHG emissions.

In 2019, Gran Tierra for the fourth consecutive year retained Novus Environmental Inc., a respected international expert in the field of air quality, to create a voluntary assessment of its greenhouse emissions in Colombia through the collection and analyses of air emissions data from GTE's operations.

**Gran Tierra has safeguarded groundwater quality throughout its history of drilling operations in Colombia.**





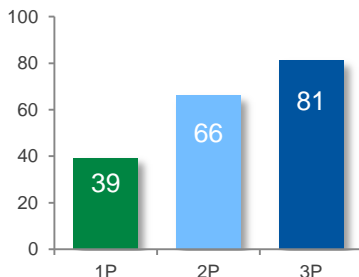
# ASSET OVERVIEW



# 2020 RESERVES<sup>1</sup>

## ACORDIONERO

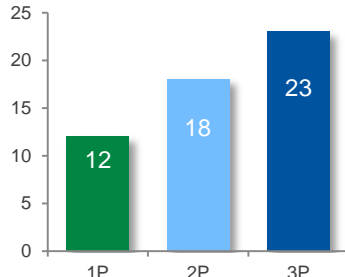
Reserves by Category



(MMBOE)	1P	2P	3P
December 31, 2019	41	75	92
Production	4	4	4
Additions	2	-5	-7
December 31, 2020	39	66	81
Change	(5%)	(12%)	(12%)

## COSTAYACO

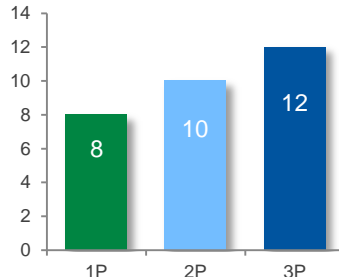
Reserves by Category



(MMBOE)	1P	2P	3P
December 31, 2019	10	18	23
Production	2	2	2
Additions	4	2	2
December 31, 2020	12	18	23
Change	20%	0%	0%

## MOQUETA

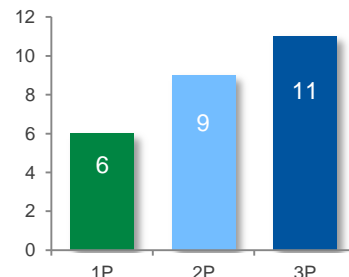
Reserves by Category



(MMBOE)	1P	2P	3P
December 31, 2019	7	10	12
Production	1	1	1
Additions	2	1	1
December 31, 2020	8	10	12
Change	14%	0%	0%

## SURORIENTE

Reserves by Category



(MMBOE)	1P	2P	3P
December 31, 2019	7	11	14
Production	0.5	0.5	0.5
Additions	-0.5	-2	-3
December 31, 2020	6	9	11
Change	(14%)	(18%)	(21%)

- Achieved 133% PDP Reserves and 100% 1P Reserves Replacement
- Added 11.0 MMBOE of PDP Reserves and 8.3 MMBOE of 1P Reserves
- Realized Finding and Development Costs of \$5.06/boe (PDP) and \$2.65/boe (1P)

# ACORDIONERO SNAPSHOT

## Key Highlights

### Asset Overview

- 100% WI Gran Tierra
- Since acquired in 2016, Acordionero has produced 17MMbbls & generated ~\$190MM of free cash flow (YE2019)
- Increasing water injection has flattened production decline
- Improved reliability due to gas-to-power and increasing pool pressure

### Reserves<sup>1</sup>

- **2P reserves of 66 MMBOE, 2P OOIP<sup>2</sup> of 375 MMBBLS**
  - Maximizing existing field recovery through execution of waterflood



Summary Dec 31, 2020	PDP	1P	2P	3P
MMBOE <sup>1</sup>	24	39	66	81
OOIP <sup>2</sup> (MMBBL)	357	357	376	395
Recovery Factor (%)	14.4%	18.4%	25.6%	29.6%
NPV10 (BT) \$MM	\$489	\$757	\$1,205	\$1,507
NPV10 (AT) \$MM	\$470	\$656	\$966	\$1,178



# COSTAYACO SNAPSHOT

## Key Highlights

### Asset Overview

- 100% WI Gran Tierra
- Multiple, high-quality stacked reservoirs; oil concentrated in the T & Kc sandstone reservoirs
- Sandstone light oil peripheral waterflood, carbonates light oil development
- Favorable conditions for waterflood, mature asset, predictable performance

### Reserves<sup>1</sup>

- 2P reserves of 18 MMBOE



Summary Dec 31, 2020	PDP	1P	2P	3P
MMBOE <sup>1</sup>	8	12	18	23
OOIP <sup>2</sup> (MMBBL)	178	178	178	178
Recovery Factor (%)	37.4%	38.4%	41.6%	44.7%
NPV10 (BT) \$MM	\$87	\$133	\$236	\$320
NPV10 (AT) \$MM	\$78	\$107	\$176	\$233

# MOQUETA SNAPSHOT

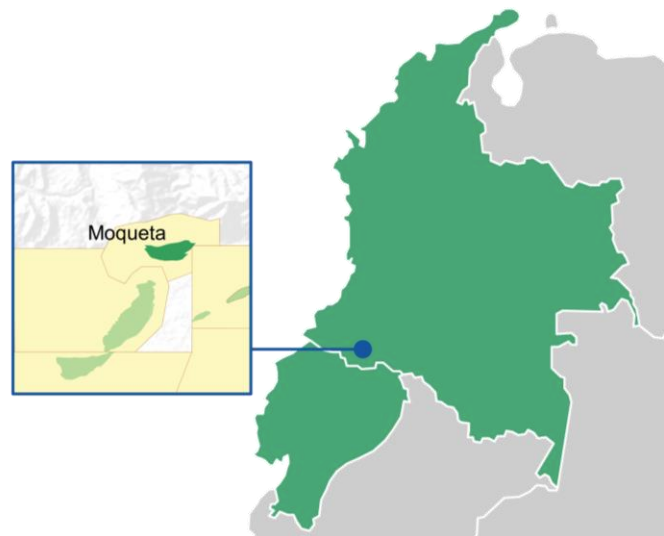
## Key Highlights

### Asset Overview

- 100% WI Gran Tierra
- Multiple stacked reservoirs, highly structured, oil concentrated in the T & Kc reservoirs
- Sandstone light oil waterflood development

### Reserves<sup>1</sup>

- **2P reserves of 10 MMBOE**



Summary Dec 31, 2020	PDP	1P	2P	3P
MMBOE <sup>1</sup>	3	8	10	12
OOIP <sup>2</sup> (MMBBL)	76	76	76	76
Recovery Factor (%)	25.8%	30.8%	33.5%	36.9%
NPV10 (BT) \$MM	\$35	\$85	\$110	\$137
NPV10 (AT) \$MM	\$35	\$69	\$86	\$105

# SURORIENTE SNAPSHOT

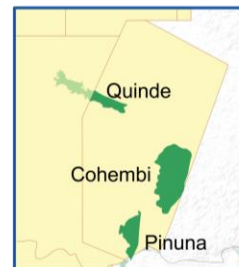
## Key Highlights

### Asset Overview

- 52% WI Gran Tierra, 48% Ecopetrol
- GTE became operator in March 2019
- Excellent waterflood response observed to date at the Cohembi field, with potential to increase production through facility expansion, infill drilling, and pump optimization
- Contract expires June 2024

### Reserves<sup>1</sup>

- 2P reserves of 9 MMBOE



Summary Dec 31, 2020	PDP	1P	2P	3P
MMBOE <sup>1</sup>	3	6	9	11
OOIP <sup>2</sup> (MMBBL)	223	223	223	223
Recovery Factor (%)	18.9%	21.5%	22.6%	23.4%
NPV10 (BT) \$MM	\$39	\$94	\$160	\$203
NPV10 (AT) \$MM	\$39	\$93	\$157	\$181

# Waterflood Update

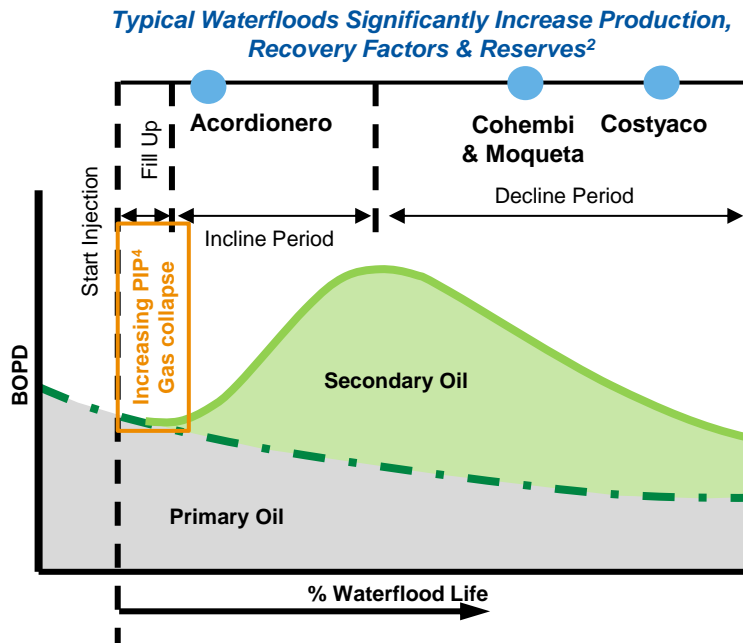
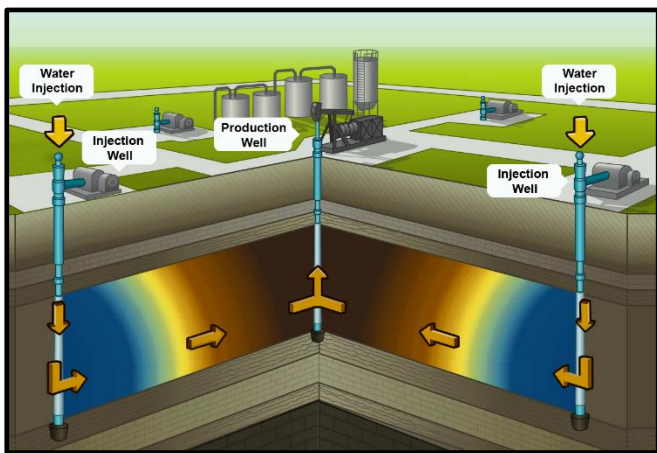




## WATERFLOODING – IMPROVED OIL RECOVERY

- Waterflooding practiced since the 1920's, **widest practiced secondary recovery** method
  - GTE utilizes waterflood technology in several key pools, improves recovery by:
    - Displacing / sweeping oil towards producing wells
    - Maintaining / increasing reservoir pressure
- Typical Waterfloods & Recovery*

## Waterflood Oil Recovery Process Schematic<sup>1</sup>



**Waterflooding is a technique that can typically double ultimate recovery<sup>3</sup>**

# WATERFLOODING – CANDIDATE SCREENING

- **All of Gran Tierra's assets** currently under waterflood greatly exceed success factors as per Willhite's waterflood screening criteria<sup>1</sup>
- Gran Tierra's assets rank as **world-class** candidates for waterflooding

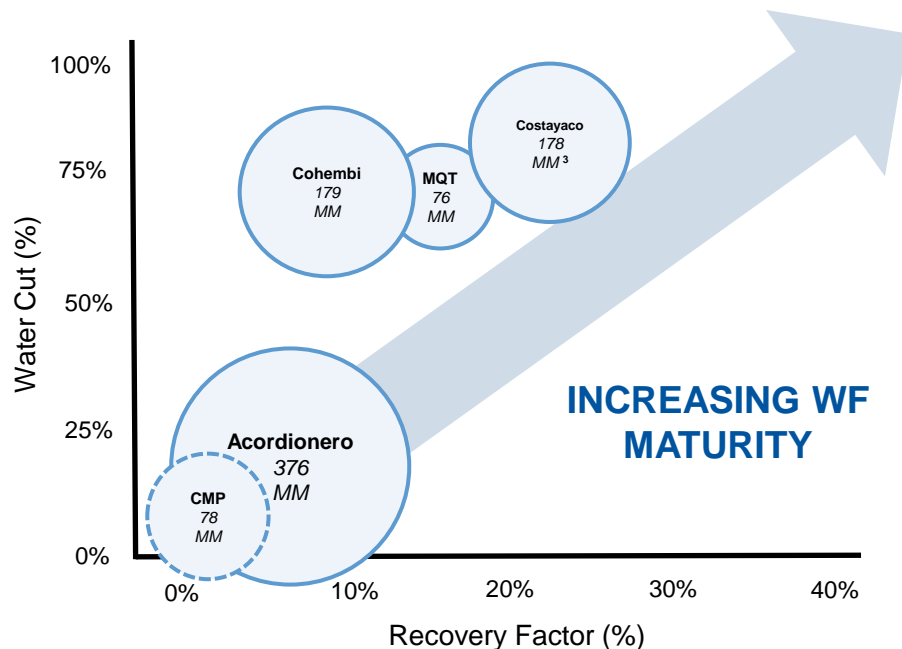
## GRAN TIERRA ASSETS UNDER WATERFLOOD<sup>2</sup>

Factors Favorable for Waterflooding <sup>1</sup>		Acordionero	Costayaco	Moqueta	Cohembi
Initial Oil Saturation	> 40%	78%	86%	78%	90%
Oil-Zone Thickness	> 15 ft	330 ft	114 ft	160 ft	125 ft
Permeability (Average)	> 10 mD	750 mD	225 mD	275 mD	2,500 mD
Reservoir Depth	> 1,000 ft	8,000 ft	8,400 ft	3,150 ft	9,100 ft
Viscosity	< 15,000 cP	230 cP	1.5 cP	3.6 cP	28 cP

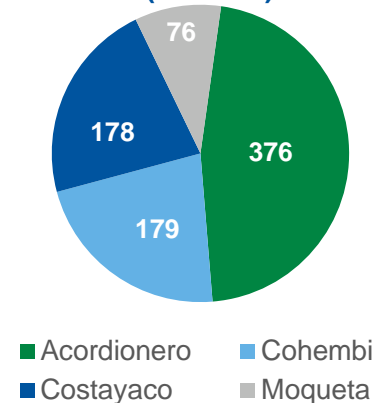
**Gran Tierra's asset characteristics are excellent for waterflooding**

# WATERFLOODING – MAXIMIZING FIELD RECOVERY<sup>1</sup>

Size of the bubble represents OOIP in MMBOE under waterflood



2P Original Oil-In-Place<sup>2</sup>  
(MMbbls)

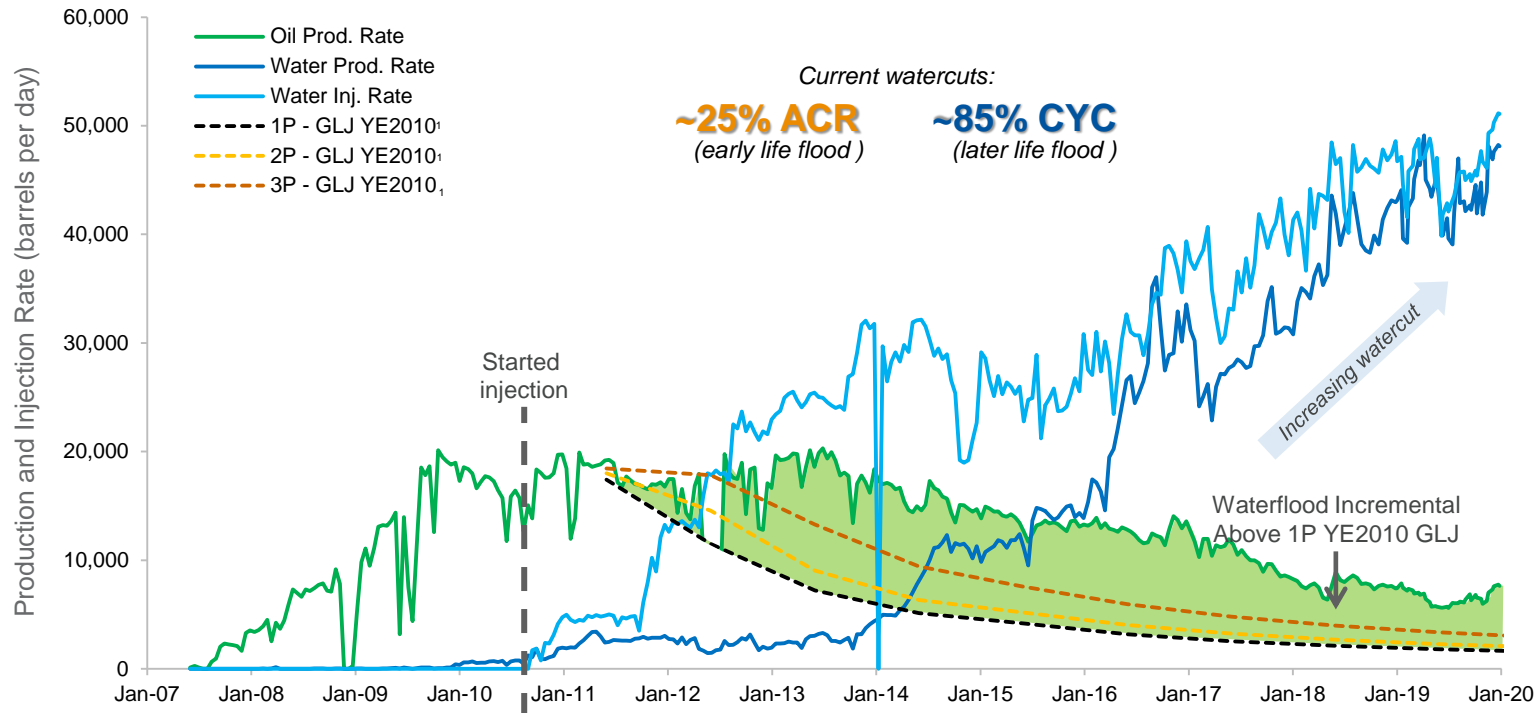


**~810 MMbbls<sup>1</sup>**

Original Oil-In-Place (OOIP)  
under waterflood in GTE's  
four biggest oil fields

**Waterflood value creation is significant with material remaining recovery available**

# COSTAYACO WATERFLOOD PERFORMANCE - HISTORICAL



2010 YE GLJ - Original Recoverable (MMbbl)			Production to YE19 (MMbbl) <sup>1</sup>
1P	2P	3P	YE19 (McDaniel)
36.5	41.2	50.5	56.5

Water injection through water flooding moves 2P and 3P reserves to 1P



# Transportation

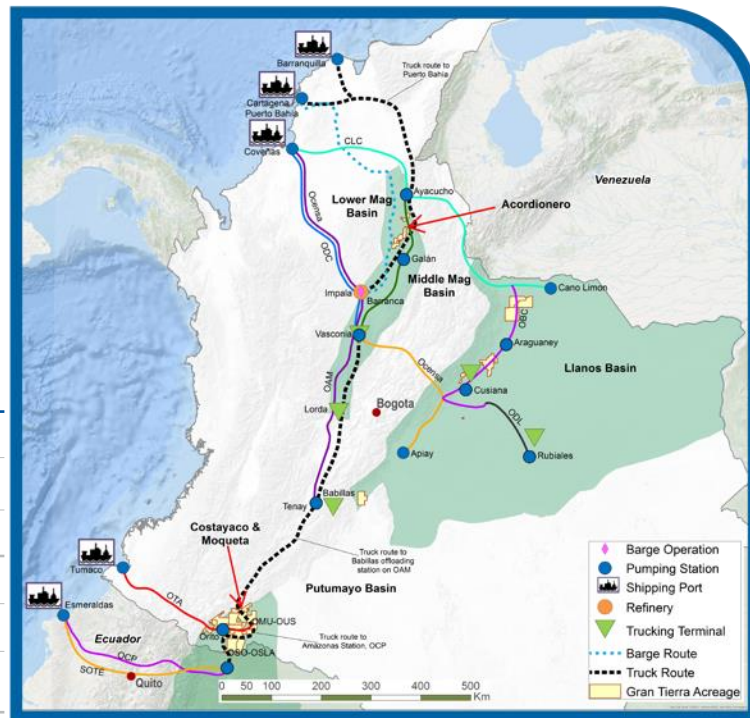


## ACCESS TO EXISTING TRANSPORTATION INFRASTRUCTURE

Gran Tierra benefits from large spare capacity in pipelines & trucking throughout Colombia & Ecuador, which leads to:

- ✓ Strong oil prices linked to Brent
- ✓ Narrow oil price differentials
- ✓ Short cycle times
- ✓ Quick access to world markets through major export terminals

	Transportation	Export Point
<b>Putumayo</b> (Costayaco, Moqueta, Others)	Truck + pipeline	Esmeraldas (Ecuador)
	Pipeline	Tumaco (Colombia)
	Truck + pipeline	Coveñas (Colombia)
<b>Middle Magdalena</b> (Acordionero, Others)	Truck or truck + barge	Cartagena (Colombia)
	Truck	Barranquilla (Colombia)
	Truck + pipeline	Coveñas (Colombia)



## Gran Tierra benefits from significant oil takeaway capacity & no infrastructure bottlenecks



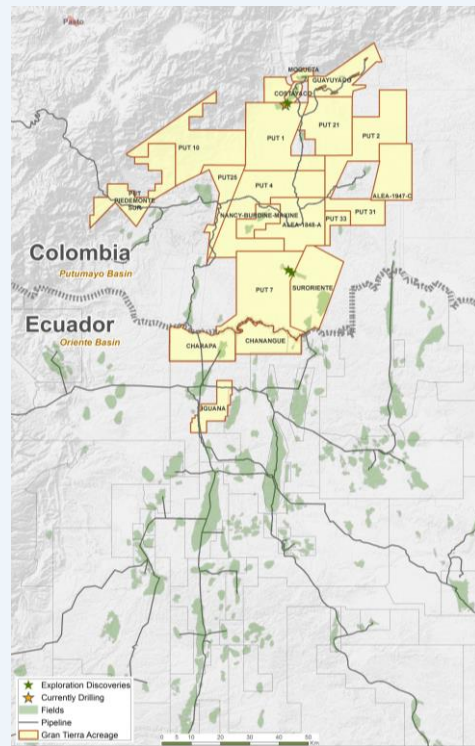
# Exploration Overview



# PUTUMAYO & ORIENTE – UNDEREXPLORED, PROVEN BASINS

- Colombia's Putumayo basin is underexplored due to past above-ground security issues, now mitigated by Peace Agreement
- Same geology as Ecuador, where almost 6 billion bbls of oil produced<sup>1</sup>
  - 7 times the area for seismic coverage in the Oriente
    - 3,100 km<sup>2</sup> vs 20,600 km<sup>2</sup>
  - 8 times higher well density
    - 83 wells/10,000km<sup>2</sup> vs 676 wells/10,000km<sup>2</sup>
  - 10 times more fields >20 MMBBL
    - 6 vs 60

Basin <sup>1</sup>	Total Basin			GTE
	Cumulative Production (Bn bbls)	2P Reserves (Bn bbls)	2019 Production <sup>2</sup> (Kbbls/day)	Net Land Position (MM acres)
Putumayo (Colombia)	0.6	0.7	29	1.2
Oriente (Ecuador)	6.1	10	535	0.1



**GTE has built a dominant position across the proven & high-potential Putumayo & Oriente Basins**

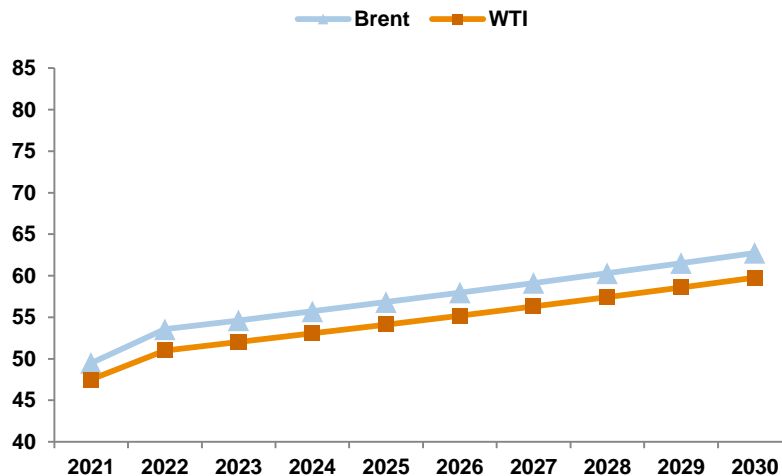


# Appendix

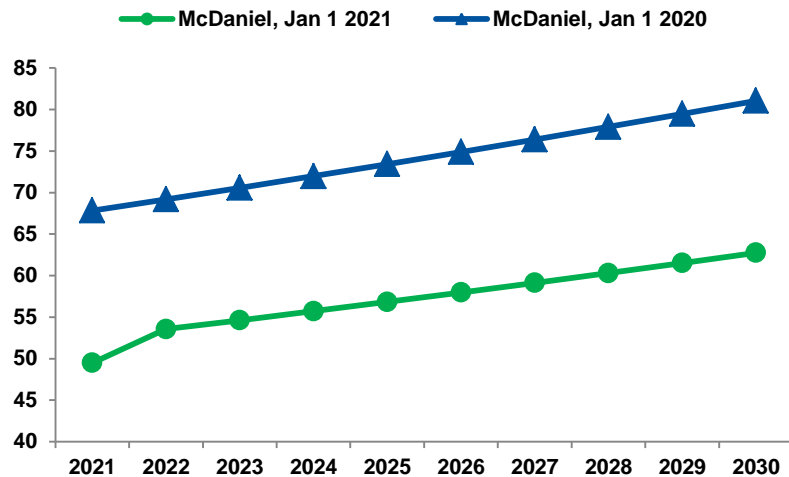


# MCDANIEL PRICE DECKS

Jan 1, 2021 Oil Price (US\$/bbl)



Brent Comparison (US\$/bbl)



# GLOSSARY OF TERMS – NON GAAP

## NON-GAAP TERMS

- **Operating netback:** Oil and gas sales less operating and transportation expenses. Operating netback per boe as presented is defined as oil and gas sales price less forecasts of transportation and quality discount, royalties, operating costs and pipeline transportation from the Brent oil price forecast.
- **Funds flow from operations:** is defined as net (loss) income adjusted for DD&A expenses, goodwill and asset impairment, deferred tax expense or recovery, stock-based compensation expense or recovery, amortization of debt issuance costs, non-cash lease expense, lease payments, unrealized foreign exchange gain or loss, financial instruments gain or loss and cash settlement of financial instruments.
- **EBITDA:** Net income adjusted for DD&A expenses, interest expense and income tax expense or recovery.
- **Cash from operations (CFO):** Cash provided by operating activities excluding the impact from operating working capital. Estimated CFO assumes no operating working capital changes, and therefore CFO equals cash provided by operating activities.
- **Free cash flow (FCF):** GAAP "net cash provided by operating activities" less projected capital spending. Management believes that free cash flow is a useful supplemental measure for management and investors to in order to evaluate the financial sustainability of the Company's business.
- **Net debt:** Comprised of working capital surplus, senior notes (gross), and reserves-based credit facility (gross).
- **Reserve Life Index (RLI):** means the reserves for the particular reserve category divided by annualized 2020 fourth quarter production

These non-GAAP measures do not have a standardized meaning under GAAP. Investors are cautioned that these measures should not be construed as an alternative to net income or loss or other measures of financial performance as determined in accordance with GAAP. Gran Tierra's method of calculating these measures may differ from other companies and, accordingly, it may not be comparable to similar measures used by other companies. These non-GAAP financial measures are presented along with the corresponding GAAP measure so as to not imply that more emphasis should be placed on the non-GAAP measure.

# GLOSSARY OF TERMS – OIL & GAS

## OIL & GAS TERMS

- Barrel (bbl)
- Barrels of oil per day (bopd)
- Thousand cubic feet (Mcf)
- Barrels of oil equivalent (BOE)
- Barrels of oil equivalent per day (BOEPD)
- Million barrels of oil equivalent (MMBOE)
- Million barrels of oil (MMBBL)
- Billion barrels of oil (BNBBL)
- Net after royalty (NAR)
- Net present value before tax (NPV BT)
- Net present value after tax (NPV AT)
- Internal rate of return (IRR)



# NON-GAAP MEASURES

## EBITDA & Adjusted EBITDA

EBITDA, as presented, is defined as net income (loss) adjusted for depletion, depreciation and accretion ("DD&A") expenses, interest expense and income tax expense. Adjusted EBITDA is defined as EBITDA adjusted for goodwill and inventory impairment, unrealized foreign exchange gain or loss, stock based compensation expense or recovery, other loss and unrealized financial instruments gain or loss. Management uses this financial measure to analyze performance and income or loss generated by our principal business activities prior to the consideration of how non-cash items affect that income, and believes that this financial measure is also useful supplemental information for investors to analyze performance and our financial results. Gran Tierra is unable to provide a quantitative reconciliation of forward-looking EBITDA to its most directly comparable forward-looking GAAP measure because management cannot reliably predict certain of the necessary components of such forward-looking GAAP measure. A reconciliation from net (loss) income to EBITDA and Adjusted EBITDA is as follows:

	Trailing 12 Months (Sept 30, 2019 – Sept 30, 2020)	Nine Months Ended September 30,	Twelve Months Ended December 31,	Twelve Months Ended December 31,	Twelve Months Ended December 31,
	TTM	2020	2019	2018	2017
<b>Adjusted EBITDA - Non-GAAP Measure (\$000s)</b>					
Net Income (loss)	\$ (703,092)\$	(730,096)	\$ 38,690	\$ 102,616	\$ (31,708)
<b>Adjustments to reconcile net income (loss) to EBITDA and Adjusted EBITDA</b>					
DD&A expenses	191,721	131,118	225,033	197,867	131,335
Interest expense	52,817	40,204	43,268	27,364	13,882
Income tax expense (recovery)	(50,626)	(62,236)	57,285	48,871	69,038
<b>EBITDA - Non-GAAP Measure</b>	<b>\$ (509,180)\$</b>	<b>(621,010)</b>	<b>\$ 364,276</b>	<b>\$ 376,718</b>	<b>\$ 182,547</b>
Other Losses	2,222	2,026	12,886	-	44,385
Unrealized FI (Gain) Loss	17,516	22,335	(49,488)	(21,635)	17,492
Asset & Goodwill Impairment	609,674	609,674	-	-	1,514
Unrealized FX Loss (Gain)	18,835	61,839	1,803	11,511	837
Stock Based Compensation	(369)	(707)	1,430	8,299	9,775
<b>Adjusted EBITDA</b>	<b>\$ 138,698\$</b>	<b>74,157</b>	<b>\$ 330,907</b>	<b>\$ 374,893</b>	<b>\$ 256,550</b>

# NON-GAAP MEASURES

## Funds Flow from Operations and Operating Netback

Funds flow from operations, as presented, is defined as net income (loss) adjusted for DD&A expenses, asset impairment, deferred tax expense (recovery), stock-based compensation (recovery) expense, amortization of debt issuance costs, cash settlement of RSUs, non-cash lease expense, lease payments, unrealized foreign exchange gains or losses, financial instruments gains or losses, loss on redemption of Convertible Notes, cash settlement of financial instruments and loss on sale of business units and gain on acquisition. Management uses this financial measure to analyze liquidity and cash flows generated by Gran Tierra's principal business activities prior to the consideration of how changes in assets and liabilities from operating activities and cash settlement of asset retirement obligation affect those cash flows, and believes that this financial measure is also useful supplemental information for investors to analyze Gran Tierra's liquidity and financial results.

Operating netback as presented is defined as 2020 oil and gas sales less operating and transportation expenses. Operating netback per boe as presented is defined as oil and gas sales price less 2020 forecasts of transportation and quality discount, royalties, operating costs and pipeline transportation from the 2020 budget Brent oil price forecast as outlined in the table above. Management believes that operating netback and operating netback per boe are useful supplemental measures for management and investors to analyze financial performance and provides an indication of the results generated by our principal business activities prior to the consideration of other income and expenses. Gran Tierra is unable to provide a quantitative reconciliation of either forward-looking operating netback or operating netback per boe to its most directly comparable forward-looking GAAP measure because management cannot reliably predict certain of the necessary components of such forward-looking GAAP measures.

Gran Tierra is unable to provide forward-looking (i) net income and (ii) oil and gas sales, the GAAP measures most directly comparable to the non-GAAP measures funds flow from operations and EBITDA and (ii) operating netback, respectively, due to the impracticality of quantifying certain components required by GAAP as a result of the inherent volatility in the value of certain financial instruments held by the Company and the inability to quantify the effectiveness of commodity price derivatives used to manage the variability in cash flows associated with the forecasted sale of its oil production and changes in commodity prices.

# NON-GAAP MEASURES

## Funds Flow from Operations

A reconciliation from net cash provided by operating activities to funds flow from operations is as follows:

	Trailing 12 Months (Sept 30, 2019 – Sept 30, 2020)	Nine Months Ended Sept 30,	Twelve Months Ended December 31,	Twelve Months Ended December 31,	Twelve Months Ended December 31,
	TTM	2020	2019	2018	2017
Funds flow from operations - (Non-GAAP) Measure (\$000s)					
Net Income (loss)	\$ (703,092)\$	(730,096)\$	38,690	\$ 102,616	\$ (31,708)
Adjustments to reconcile net income (loss) to funds flow from operations					
DD&A expenses	191,721	131,118	225,033	197,867	131,335
Asset impairment (goodwill & inventory)	609,674	609,674	-	-	1,514
Deferred tax expense (recovery)	(54,321)	(62,796)	40,227	4,968	44,716
Stock-based compensation expense	(369)	(707)	1,430	8,299	9,775
Amortization of debt issuance costs	3,573	2,774	3,376	3,183	2,415
Cash settlement of RSUs	-	-	-	(360)	(564)
Non-cash lease expense	1,934	1,494	1,806	-	-
Lease payments	(1,770)	(1,404)	(1,969)	-	-
Unrealized foreign exchange loss (gain)	18,836	22,335	1,803	11,511	837
Financial instruments (gain) loss	8,544	51,869	(46,215)	12,296	15,929
Loss on redemption of Convertible Notes	196	-	11,501	-	-
Cash settlement of financial instruments	12,415	9,970	(3,273)	(33,931)	1,563
Other non-cash loss	2,026	2,026	-	-	-
Loss on sale of business units and (gain) on acquisition	8,972	-	-	-	44,385
Funds flow from operations	\$ 85,927\$	36,257\$	272,409	\$ 306,449	\$ 220,197

# PRESENTATION OF OIL & GAS INFORMATION

## Presentation of Oil & Gas Information

BOEs (Barrel of Oil Equivalent) may be misleading particularly if used in isolation. A BOE conversion ratio of 6 thousand cubic feet of gas to 1 barrel of oil is based on an energy equivalency conversion method primarily applicable at the burner tip and does not represent a value equivalency at the wellhead. In addition, given that the value ratio based on the current price of oil as compared with natural gas is significantly different from the energy equivalent of six to one, utilizing a BOE conversion ratio of 6Mcf:1bbl would be misleading as an indication of value. Unless otherwise specified, in this presentation, all production is reported on a working interest ("WI") basis (operating and non-operating) before the deduction of royalties payable. Per BOE amounts are based on WI sales before royalties. Gran Tierra's reported production is a mix of light crude oil and medium and heavy crude for which there is not a precise breakdown since the Company's oil sales volumes typically represent blends of more than one type of crude oil.

Well test results should be considered as preliminary and not necessarily indicative of long-term performance or of ultimate recovery. Well log interpretations indicating oil and gas accumulations are not necessarily indicative of future production or ultimate recovery. If it is indicated that a pressure transient analysis or well-test interpretation has not been carried out, any data disclosed in that respect should be considered preliminary until such analysis has been completed.

In this presentation:

- "2P" are 1P reserves plus probable reserves.
- "3P" are 1P plus 2P plus possible reserves.
- "GAAP" means generally accepted accounting principles in the United States of America.
- "NPV" means net present value.
- "NPV10" means NPV discounted at 10%.
- "possible reserves" are those additional reserves that are less certain to be recovered than probable reserves. There is a 10% probability that quantities actually recovered will equal or exceed sum of proved plus probable plus possible reserves. Possible reserves may be developed or undeveloped.
- "probable reserves" are those unproved reserves that are less certain to be recovered than proved reserves. It is equally likely that actual remaining quantities recovered will be greater or less than sum of estimated proved plus probable reserves. Probable reserves may be developed or undeveloped.
- "proved developed reserves" or "PDP" are those proved reserves that are expected to be recovered from existing wells and installed facilities or, if facilities have not been installed, that would involve a low expenditure (e.g., when compared to cost of drilling a well) to put reserves on production. Developed category may be subdivided into producing and non-producing.
- "proved reserves" or "1P" are those reserves that can be estimated with a high degree of certainty to be recoverable. It is likely that actual remaining quantities recovered will exceed estimated proved reserves.
- "reserves" are estimated remaining quantities of oil and natural gas and related substances anticipated to be recoverable from known accumulations, as of a given date, based on: (a) analysis of drilling, geological, geophysical and engineering data; (b) use of established technology; and (c) specified economic conditions, which are generally accepted as being reasonable. Reserves are classified according to degree of certainty associated with estimates.

Certain terms used in this presentation but not defined are defined in NI 51-101, CSA Staff Notice 51-324 - Revised Glossary to NI 51-101 Standards of Disclosure for Oil and Gas Activities ("CSA Staff Notice 51-324") and/or the COGEH and, unless the context otherwise requires, shall have the same meanings herein as in NI 51-101, CSA Staff Notice 51-324 and the COGEH, as the case may be.

# PRESENTATION OF OIL & GAS INFORMATION

## Reserves Information

Unless otherwise expressly stated, all reserves values, future net revenue, ancillary information and any measure of oil and gas activities contained in this presentation is as at December 31, 2020 and has been prepared and calculated in accordance with Canadian National Instrument 51-101 – *Standards of Disclosure for Oil and Gas Activities* ("NI 51-101") and the Canadian Oil and Gas Evaluation Handbook ("COGEH") and derived from a report with an effective date of December 31, 2020 prepared by McDaniel & Associates Consultants ("McDaniel"), Gran Tierra's independent qualified reserves evaluator and auditor (the "GTE McDaniel December 31, 2020 Reserves Report"). Any reserves estimate or related information contained in this presentation as of a date other than December 31, 2020 (which is derived from the GTE McDaniel December 31, 2020 Reserves Report) has an effective date of December 31 of the applicable year and is derived from a report prepared by Gran Tierra's independent qualified reserves evaluator and auditor as of such date, and additional information regarding such estimate or information can be found in Gran Tierra's applicable Statement of Reserves Data and Other Oil and Gas Information on Form 51-101F1 filed on SEDAR at [www.sedar.com](http://www.sedar.com).

Gran Tierra's Statement of Reserves Data and Other Oil and Gas Information on Form 51-101F1 dated effective as at December 31, 2020, containing further disclosure of its oil and gas reserves and other oil and gas information in accordance with NI 51-101 forming the basis of certain items included in this presentation, is available on SEDAR at [www.sedar.com](http://www.sedar.com).

Estimates of reserves provided in this presentation are estimates only and there is no guarantee that estimated reserves will be recovered. Actual reserves may be greater than or less than estimates provided in this presentation and differences may be material. Estimates of net present value of future net revenue attributable to the Company's reserves do not represent fair market value and there is uncertainty that net present value of future net revenue will be realized and such estimates and future net revenue for individual properties may not reflect same confidence level as estimates of reserves and future net revenue for all properties, due to effects of aggregation. There is no assurance that forecast price and cost assumptions applied by McDaniel in evaluating Gran Tierra's reserves will be attained and variances could be material.

All evaluations of future net revenue contained in this presentation are after the deduction of royalties, operating costs, development costs, production costs and abandonment and reclamation costs but before consideration of indirect costs such as administrative, overhead and other miscellaneous expenses. It should not be assumed that the estimates of future net revenues presented in this presentation represent the fair market value of the reserves. There are numerous uncertainties inherent in estimating quantities of crude oil, reserves and the future cash flows attributed to such reserves. The reserve and associated cash flow information set forth in this presentation are estimates only.

Estimates of net present value and future net revenue contained herein do not necessarily represent fair market value. Estimates of reserves and future net revenue for individual properties may not reflect the same level of confidence as estimates of reserves and future net revenue for all properties, due to the effect of aggregation. There is no assurance that the forecast price and cost assumptions applied by McDaniel in evaluating Gran Tierra's reserves will be attained and variances could be material. All reserves assigned in the GTE McDaniel Reserves Report are located in Colombia and Ecuador and presented on a consolidated basis.

All evaluations of future net revenue contained in the GTE McDaniel Reserves Report are after the deduction of royalties, operating costs, development costs, production costs and abandonment and reclamation costs but before consideration of indirect costs such as administrative, overhead and other miscellaneous expenses. It should not be assumed that the estimates of future net revenues presented in the in this presentation represent the fair market value of the reserves. There are numerous uncertainties inherent in estimating quantities of crude oil, reserves and the future cash flows attributed to such reserves. The reserve and associated cash flow information set forth in the GTE McDaniel Reserves Report are estimates only.

BOEs have been converted on the basis of six thousand cubic feet ("Mcf") natural gas to 1 barrel of oil. BOEs may be misleading, particularly if used in isolation. A BOE conversion ratio of 6 Mcf: 1 bbl is based on an energy equivalency conversion method primarily applicable at the burner tip and does not represent a value equivalency at the wellhead. In addition, given that the value ratio based on the current price of oil as compared with natural gas is significantly different from the energy equivalent of six to one, utilizing a BOE conversion ratio of 6 Mcf: 1 bbl would be misleading as an indication of value.

References to a formation where evidence of hydrocarbons has been encountered is not necessarily an indicator that hydrocarbons will be recoverable in commercial quantities or in any estimated volume. Gran Tierra's reported production is a mix of light crude oil and medium and heavy crude oil for which there is no precise breakdown since the Company's oil sales volumes typically represent blends of more than one type of crude oil. Well test results should be considered as preliminary and not necessarily indicative of long-term performance or of ultimate recovery. Well log interpretations indicating oil and gas accumulations are not necessarily indicative of future production or ultimate recovery. If it is indicated that a pressure transient analysis or well-test interpretation has not been carried out, any data disclosed in that respect should be considered preliminary until such analysis has been completed. References to thickness of "oil pay" or of a formation where evidence of hydrocarbons has been encountered is not necessarily an indicator that hydrocarbons will be recoverable in commercial quantities or in any estimated volume.

References to thickness of "oil pay" or of a formation where evidence of hydrocarbons has been encountered is not necessarily an indicator that hydrocarbons will be recoverable in commercial quantities or in any estimated volume.

Original oil-in-place (OOIP) refers to the total oil content of an oil reservoir and does not represent reserves or recoverable production, which may be materially less than OOIP estimates.



# PRESENTATION OF OIL & GAS INFORMATION

## Oil and Gas Metrics

This presentation contains a number of oil and gas metrics, including free cash flow, NAV per share, F&D costs, F&D recycle ratio, operating netback, reserve life index and reserves replacement, which do not have standardized meanings or standard methods of calculation and therefore such measures may not be comparable to similar measures used by other companies and should not be used to make comparisons. Such metrics have been included herein to provide readers with additional measures to evaluate the Company's performance; however, such measures are not reliable indicators of the future performance of the Company and future performance may not compare to the performance in previous periods.

Before tax and after tax free cash flow are non-GAAP terms and are called before tax and after tax future net revenue, respectively, in the GTE McDaniel Reserves Report. The non-GAAP term of before tax free cash flow reconciles to the nearest GAAP term of oil and gas sales, which is called sales revenue in the GTE McDaniel Reserves Report. Before tax future net revenue is calculated by McDaniel by subtracting total royalties, operating costs, future development capital, abandonment and reclamation costs from sales revenue. After tax free cash flow is calculated by McDaniel by subtracting future taxes from before tax future net revenue. Refer to "Future Net Revenue" in this presentation for the applicable reconciliation. Management uses free cash flow as a measure of the Company's ability to fund its exploration program.

NAV per share is calculated as NPV10 (before or after tax, as applicable) minus estimated net debt, divided by the number of shares of Gran Tierra's common stock issued and outstanding. Management uses NAV per share as a measure of the relative change of Gran Tierra's net asset value over its outstanding common stock over a period of time.

Reserve life index is calculated as reserves in the referenced category divided by the referenced estimated Colombia production. Management uses this measure to determine how long the booked reserves will last at current production rates if no further reserves were added.

F&D costs are calculated as estimated exploration and development capital expenditures, excluding acquisitions and dispositions, divided by the applicable reserves additions both before and after changes in FDC costs. The calculation of F&D costs incorporates the change in FDC required to bring proved undeveloped and developed reserves into production. The aggregate of the exploration and development costs incurred in the financial year and the changes during that year in estimated FDC may not reflect the total F&D costs related to reserves additions for that year. Management uses F&D costs per boe as a measure of its ability to execute its capital program and of its asset quality.

F&D recycle ratio is calculated as fourth quarter operating netback per WI sales volume divided by the appropriate F&D costs per boe. Management uses F&D recycle ratio as an indicator of profitability of its oil and gas activities.

Operating netback is calculated as described in this presentation. Management believes that operating netback is a useful supplemental measure for investors to analyze financial performance and provide an indication of the results generated by Gran Tierra's principal business activities prior to the consideration of other income and expenses.

Reserve per share is calculated as reserves in the referenced category divided by number of shares of Gran Tierra's common stock issued and outstanding as at December 31, 2019. Management uses this measure to determine the relative change of its reserve base over its outstanding common stock over a period of time.

Reserves replacement is calculated as reserves in the referenced category divided by estimated referenced production. Management uses this measure to determine the relative change of its reserve base over a period of time.

Original oil-in-place (OOIP) does not represent reserves or recoverable production, which may be materially less than OOIP estimates.

## Definitions

Proved reserves are those reserves that can be estimated with a high degree of certainty to be recoverable. It is likely that the actual remaining quantities recovered will exceed the estimated proved reserves.

Probable reserves are those additional reserves that are less certain to be recovered than proved reserves. It is equally likely that the actual remaining quantities recovered will be greater or less than the sum of the estimated proved plus probable reserves.

Possible reserves are those additional reserves that are less certain to be recovered than Probable reserves. There is a 10% probability that the quantities actually recovered will equal or exceed the sum of Proved plus Probable plus Possible reserves.

Developed producing reserves are those reserves that are expected to be recovered from completion intervals open at the time of the estimate. These reserves may be currently producing or, if shut-in, they must have previously been on production, and the date of resumption of production must be known with reasonable certainty.

Undeveloped reserves are those reserves expected to be recovered from known accumulations where a significant expenditure (e.g., when compared to the cost of drilling a well) is required to render them capable of production. They must fully meet the requirements of the reserves category (proved, probable, possible) to which they are assigned.

Certain terms used in this presentation but not defined are defined in NI 51-101, CSA Staff Notice 51-324 - *Glossary to NI 51-101 Standards of Disclosure for Oil and Gas Activities ("CSA Staff Notice 51-324")* and/or the COGEH and, unless the context otherwise requires, shall have the same meanings herein as in NI 51-101, CSA Staff Notice 51-324 and the COGEH, as the case may be.

# PRESENTATION OF OIL & GAS INFORMATION

## *Analogous Information*

Certain information in this presentation may constitute “analogous information” as defined in NI 51-101, including, but not limited to, information relating to operations and oil and gas activities in the Putumayo & Oriente Basins. Gran Tierra believes this information is relevant as it provides general information about the oil and gas activities in such basins where the Company is active. GTE is unable to confirm that the analogous information was prepared by an independent qualified reserves evaluator or auditor, or if the analogous information was prepared in accordance with the COGEH. Such information is not an estimate of reserves or production attributable to lands held or to be held by GTE and there is no certainty that the reserves and production data for the lands held or to be held by GTE will be similar to the information presented herein. The reader is cautioned that the data relied upon by GTE may be in error and/or may not be analogous to such lands to be held by GTE.

## *Disclosure of Reserves Information and Cautionary Note to U.S. Investors*

Unless expressly stated otherwise, all estimates of proved, probable and possible reserves and related future net revenue disclosed in this presentation have been prepared in accordance with NI 51-101. Estimates of reserves and future net revenue made in accordance with NI 51-101 will differ from corresponding estimates prepared in accordance with applicable U.S. Securities and Exchange Commission (“SEC”) rules and disclosure requirements of the U.S. Financial Accounting Standards Board (“FASB”), and those differences may be material. NI 51-101, for example, requires disclosure of reserves and related future net revenue estimates based on forecast prices and costs, whereas SEC and FASB standards require that reserves and related future net revenue be estimated using average prices for the previous 12 months. In addition, NI 51-101 permits the presentation of reserves estimates on a “company gross” basis, representing Gran Tierra’s working interest share before deduction of royalties, whereas SEC and FASB standards require the presentation of net reserve estimates after the deduction of royalties and similar payments. There are also differences in the technical reserves estimation standards applicable under NI 51-101 and, pursuant thereto, the COGEH, and those applicable under SEC and FASB requirements.

In addition to being a reporting issuer in certain Canadian jurisdictions, Gran Tierra is a registrant with the SEC and subject to domestic issuer reporting requirements under U.S. federal securities law, including with respect to the disclosure of reserves and other oil and gas information in accordance with U.S. federal securities law and applicable SEC rules and regulations (collectively, “SEC requirements”). Disclosure of such information in accordance with SEC requirements is included in the Company’s Annual Report on Form 10-K and in other reports and materials filed with or furnished to the SEC and, as applicable, Canadian securities regulatory authorities. The SEC permits oil and gas companies that are subject to domestic issuer reporting requirements under U.S. federal securities law, in their filings with the SEC, to disclose only estimated proved, probable and possible reserves that meet the SEC’s definitions of such terms. Gran Tierra has disclosed estimated proved, probable and possible reserves in its filings with the SEC. In addition, Gran Tierra prepares its financial statements in accordance with GAAP, which require that the notes to its annual financial statements include supplementary disclosure in respect of the Company’s oil and gas activities, including estimates of its proved oil and gas reserves and a standardized measure of discounted future net cash flows relating to proved oil and gas reserve quantities. This supplementary financial statement disclosure is presented in accordance with FASB requirements, which align with corresponding SEC requirements concerning reserves estimation and reporting.

The Company’s NPV10 differs from its GAAP standardized measure because SEC and FASB standards require that (i) the standardized measure reflects reserves and related future net revenue estimated using average prices for the previous 12 months, whereas NI 51-101 reserves and related future net revenue are estimated based on forecast prices and costs and that (ii) the standardized measure reflects discounted future income taxes related to the Company’s operations. The Company believes that the presentation of NPV10 is useful to investors because it presents (i) relative monetary significance of its oil and natural gas properties regardless of tax structure and (ii) relative size and value of its reserves to other companies. The Company also uses this measure when assessing the potential return on investment related to its oil and natural gas properties. NPV10 and the standardized measure of discounted future net cash flows do not purport to present the fair value of the Company’s oil and gas reserves. The Company has not provided a reconciliation of NPV10 to the standardized measure of discounted future net cash flows because it is impracticable to do so.

**Investors are urged to consider closely the disclosures and risk factors in the Company’s Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and in the other reports and filings with the SEC, available from the Company’s website. These forms can also be obtained from the SEC’s website at [www.sec.gov](http://www.sec.gov).**



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