

PRESS RELEASE NUMBER 68

CONSTRUCTORA CONCRETO'S CONSOLIDATED INCOME GREW 21%

- Consolidated income in 2016 amounted to COP 1.47 billion
- EBITDA stood at COP 241 thousand million, representing a 16.4% margin
- The business segment that contributed the most to ordinary income was Construction, with a volume of COP 1.12 billion
- The Company registered a net profit of COP 103.075 million, representing an 8% increase compared to the same period last year
- Concreto's backlog closed 2016 at COP 3.13 billion; 66% corresponds to Infrastructure projects
- At the close of 2016, there was greater income through the participation method, amounting to COP 99.543 million
- Constructora Concreto has launched its large-format 3D pre-mixed concrete printer, which is able to print façades, prefabricated pieces, urban furnishings and houses



The 2016 results are a reflection of the Company's clear strategy, aimed at consolidating its infrastructure and concession businesses and strengthening the real-estate business. This is evidenced by the principal financial results at the end of the year.

Leading Indicators

Constructora Concreto achieved consolidated income for **COP 1,471,645 million**, representing a **21% increase** in relation to the same period of the previous year.

The highest income was in the Construction line with COP 1,119,357 million, an increase of 14%.

Before-tax profit was **COP 150 thousand million**; the net profit was **COP 103 thousand million**, with growth of **4% and 8%**, respectively.

The Company's EBITDA stood at **COP 241 thousand million**, representing an 8% growth compared to the previous year. This variation is obtained once the non-recurrent income (**COP 41,542 million**) – for the contribution to the PACTIA Real-Estate Portfolio – is purged from the 2015 EBITDA.

There Are 250 New Kilometers in Concession

In December 2016, priority intervention work began on the **142 kilometers** that make up the Bogotá – Giradot road corridor, in charge of the **Via 40 Express** concession, in which Constructora Concreto and Grupo Vince each have a 50% stake.

Likewise, the operation and maintenance of the *Vía Pacífico* concession began on **68 Kms** of the **111 Kms** of the road between Buenaventura and Buga, Valle del Cauca.

These two concessions will guarantee the Company a volume of work worth close to **COP 1.3 billion for the next five (5) years**.

Consolidation of the Real-Estate Business: PACTIA

With more than a year of operation PACTIA, the real-estate partnership between Concreto and Grupo Argos, was consolidated as one of the most important real-estate funds in the country.

At the end of 2016, the Colombian Financial Superintendency approved the PACTIA Private Equity Fund (PEF). The Protección S. A. Private Pension Fund became a shareholder, with an investment commitment of up to COP 600,000 million in a three-year period, in order to finance the PACTIA PEF investment plan. To date, only one call for capital has been made for COP 165,000 million. With this new investor, the PACTIA Private Equity Fund will consolidate its portfolio of COP 3.2 billion in assets, constituting itself as a relevant player for this industry.

The Large-Format 3D Printer

Innovation is part of one of the Company's strategic pillars, which is why in 2016 Constructora Concreto was recognized by *Colciencias* (Colombia's Administrative Department of Science, Technology and Innovation) as a **Highly Innovative** company. This allowed the Organization to access COP 6 thousand million to invest in 16 innovation projects.

In this group of initiatives is the first **large-format 3D printer** in pre-mixed concrete. This is a Company development that permits "printing" prefabricated pieces and reinforced-concrete elements. Its launch will be made in the next few days at the Concreto Innovation Center, located in the EIA University.

"This is one of the most-relevant events in the history of Constructora Concreto. It was designed by our engineers, and **the objective is to help with the entry of this**

technology into the construction sector. It is the first pre-mixed concrete 3D printer in Latin America. **Our dream is to print social-interest housing,”** said Juan Luis Aristizábal Vélez, Constructora Conconcreto CEO, during the presentation of the fourth quarter results.