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Concreto delivers financial results of the first quarter of 2013

- *The backlog of the Company closed at COP \$1.95 trillion (64% in infrastructure and 36% in construction).*
- *Construction represents 59% of the assets of the Company; on the other hand, the rentals, represented by shopping malls, corporate solutions, road concessions, among others, amounts to 41%.*
- *The income and loss statement shows a net profit of COP \$26.664 billion.*
- *The GLA reports 231,507 m² with 95% occupancy.*

Medellín. With income exceeding COP \$130 billion, and an EBITDA margin of 28.0%, Constructora Concreto submits the results of the first quarter of 2013 reflecting a positive outlook for the Organization.

With respect to the same period in the previous year, the general balance sheet reports a 226% variation in the net worth, which amounts to COP \$922.231 billion. Likewise, the assets are the equivalent to COP \$1.2 trillion with a 134% variation. The indebtedness level is calculated at 38%.

This first period of the year ratifies the strategy of the Company aimed at integrating both businesses under the same company since, besides generating aggregate value it helps to mitigate the risk of construction cycles. The income derived from construction represented COP \$87.245 billion with a 19.6% gross margin, a 4.5% operating margin, and an 8.9% EBITDA margin. On the other hand, the rentals represented income for COP \$43.647 billion with a 68.1% operating margin, and a 66.2% EBITDA margin.

Despite the fact that the figures are not yet comparable with those of the previous years due to the effects of the merger and of the second issuance of shares at the



stock exchange, it is expected that a more dynamic stage starts along with the start of the infrastructure megaprojects in the country.

“The capital market has shown to be a very important tool in order to leverage the growth of Concreto; nowadays, we see investors who think about the long term and believe in us,” stated Juan Luis Aristizábal Vélez, president of the Company.