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Concreto delivers the financial results for the second quarter of 2013.

- *The second quarter of the year closed with income for over COP \$113 billion.*
- *Two new shopping malls were opened with 85% occupancy each.*
- *With respect to the previous year, the cumulative income evidenced a 13% growth.*
- *The backlog of the projects was COP \$1.96 trillion: 65% corresponds to infrastructure and 35% to construction.*

Medellín. With income close to COP \$133 billion and an EBITDA with a growth of 53% with respect to the same period of the previous year, Concreto reported the results of the second quarter of 2013 to its shareholders.

The income and loss statement shows an operating income of over COP \$10 billion with an 8% operating margin, a net profit of over COP\$ 6 billion and a 5% net margin, as well as an EBITDA of over COP \$18 billion: 54% corresponds to the construction business and 46% to the investment business.

Among the most important achievements are the pre-qualifications for different fourth generation projects, as the Conexión Pacífico I Highway that has an approximate investment of COP \$1.94 trillion, and the Mulaló-Loboguerrero project with an approximate investment of COP \$1.47 trillion. "In order to assume the 4G challenges, Concreto consolidated an alliance with the French company Vinci with the purpose of increasing competitiveness thus executing these and other concessions that are close to the award process by the ANI," stated the president, Juan Luis Aristizábal Vélez.

The opening of a new hotel in Neiva, and two solely-owned shopping malls: Gran Plaza Florencia in Caquetá with a capital close to COP \$57 billion, a GLA of 14,400 m², and 134 commercial spaces; and, Gran Plaza del Sol, located in Soledad, Atlántico, with a capital of COP\$90 billion, a GLA of 24,230 m², and 192 commercial



spaces. These were some of the most important achievements as per investments, thus increasing the gross GLA by 18.4%.

In this way the real estate fund reached a GLA of 274,204 m² represented by shopping malls, warehouses, mini storage units, corporate solutions, offices and hotels, thus increasing seven times the 2008 GLA.

It is in this way that the second quarter concludes with assets for over COP\$1.3 trillion, reflecting a positive outlook for the Company. It is expected that the growth level for the rest of 2013 increases with the possible award of 4G projects, the logistics-related progress of Bodegas San Francisco, and the opening of new hotels and offices in main and intermediate cities of the country.