

## **Constructora Concreto closes the year with a Net Profit of \$74.833 million COP.**

- During 2018 the company successfully made a plan to sell non-strategic assets to guarantee the liquidity and investment commitments, amounting \$220 thousand million COP.
- For 2019 the Company is committed to investments for up to \$60.000 million to finance the construction of the project Vía 40 Express (third lane Bogota-Girardot) and \$65.000 in housing real-estate developments for sale.

Medellín, February 26, 2019

Constructora Concreto reported revenues of \$ 1.08 billion pesos in 2018 and a net profit of \$ 74,833 million pesos, which represents a net margin of 6.9% of total revenues. At the end of the year the company had a volume of contracted projects (Backlog) for \$ 1.9 billion pesos of which 75% are infrastructure contracts.

It is also worth noting the execution of a plan to generate liquidity for the company in order to guarantee the operation of the business and comply with the obligations in 2019, such as the investment in infrastructure and real estate projects for \$ 125,000 million; and the attention of financial obligations for about \$ 215,000 million. In total resources were generated for \$ 210,000 million in 2018, at the end of the year the company decreased its financial liabilities by \$ 91,000 million and accumulated reserves for \$ 390,000 million pesos.

The attention of the crisis of the Hidroituango hydroelectric project through the Construction Consortium CCC Ituango allowed to stabilize the dam, the landfill, the Cauca river deviation tunnels and other necessary works to mitigate the project risks. Committed to its principles and values Constructora Concreto has collaborated in

the investigation opened by the SIC for an alleged collusion in the awarding of the project Third-lane Bogotá-Girardot. To date, shareholder's resources are being contributed to comply with the work plan of this project and we hope that once the investigation is closed we can resume the financial closing process and guarantee the execution of the project, which is of vital importance for the development of the Country.

The Company continues with its strategy of innovation and digitalization of the construction business. Projects such as additive manufacturing (3D printing), the development of digital platforms for purchasing material and logistics, data analytics to predict accidents and determine material prices, the integration of designs in all projects with BIM and Revit technologies, the optimization of energy consumption, the review of processes with workflow tools (Business Process Management Systems) and RPA (Robotic Process Automation) and transactional assurance with cutting-edge technologies (Blockchain) will increase productivity in the construction sector.

Our business model is migrating not only to the execution of projects but also to the engineering and knowledge management to provide better solutions to our customers. The consolidation of the TID (Engineering and Design Workshop) with nearly 100 architects, engineers and professionals related to the sector has allowed us to optimize the execution of the works and comply - within the budget - with the timely delivery of the projects.