

**Medellín, November 19, 2015**

**Press Release No. 52**

## **Conconcreto Ends the Third Quarter 2015 with a 34% Increase in Net Profits**

- **EBITDA grew 50.4% compared to the same period in 2014. The variation was COP 60,099 million.**
- **Revenues increased 34%, closing the third quarter of 2015 in COP 849,760 million.**
- **The Backlog<sup>1</sup> closed in COP 2.16 billion. The new road adjudicated by INVÍAS in Barranquilla will be added to this indicator in the fourth quarter of 2015.**

**Medellín.** Conconcreto reported the accumulated for the third quarter of 2015 to shareholders. Consolidated revenues had a variation of COP 164.664 million, which represents a 24% growth, compared to the same period last year. Net profit closed at COP 52,052 million, a 34% increase; EBITDA was COP 179.358 million, a 50.4% growth compared to the third quarter of 2014.

The good results are primarily due to a greater volume of construction with a 7% growth, better performance in the margins, as well as the increase in income associated to the real-estate portfolio, which grew 21%, among others.

At the end of the third quarter, Conconcreto had contracts in execution and/or to be executed (Backlog) for a total of COP 2.16 billion, equivalent to approximately two years of operation. The recent adjudication by the National Institute of Roads (*Instituto Nacional de Vías, INVÍAS*) to build and intervene two tranches of the road that connects the *La Prosperidad Circunvalar* with the Barranquilla port corridor, for a value of COP 90,400 million, among others, will add to this indicator and will be reflected in the fourth quarter of 2015.

The contribution of assets to PACTIA, a transaction that has been occurring since August 2015, reached 66% at the end of October. In addition to strengthening the Company's real-estate strategy in partnership with Grupo Argos, this operation also reduced the Conconcreto financial liabilities by COP 362,633 million, which represents an improvement in debt indicators. *"We are in a privileged position with a level of indebtedness that gives us peace of mind and allows us to better study the market to obtain increasingly better margins,"* stated Conconcreto CEO Juan Luis Aristizábal Vélez.

Contributing to the long-term sustainability strategy, Conconcreto will have complied with all the procedures in the first quarter of 2016 to initiate construction of the first

<sup>1</sup> The indicator of assured contracts in execution and/or to be executed.

small hydroelectric center (*pequeña central hidroeléctrica*, PCH) in the Department of Nariño. *Patito*, as this micro-center will be called, will have a capacity of 16 MW and materialize the investment in power generation, which – together with the concessioned roads, the two projects being private initiative PPPs in the stage of feasibility and an ongoing port project – constitute the Company's infrastructure portfolio.

With participation in the major infrastructure projects that are being built in the country today – including Hidroituango and the Rafael Uribe Uribe (Calle 77 Sur) road interchange in Antioquia, the *La Línea* Tunnel in the jurisdiction of the Departments of Quindío and Tolima, and the maritime works in the *Aguadulce* Dock in Buenaventura, Valle – in 2015 Concreto has ratified its leadership and capacity to assume great technical challenges in this market with a Backlog of COP 1 billion.

In the building niche, the Company is executing the final phase of the AVIANCA Operational Excellence Center in western Bogotá, the final phase of the new *Fressenius* Medical Care installations in Cota, Cundinamarca, as well as other projects on the Atlantic Coast and the principal and intermediate cities in the country. Consolidated with the housing business, the building niche has contributed COP 1.16 billion to the Backlog.

*“For 2016, Concreto has a contracted Backlog of COP 1.2 billion; the final 16 assets will be transferred to PACTIA, indebtedness will also decrease COP 277,914 million at the end of this operation and the capitalization of our partnership with VINCI will provide us with the resources necessary to contribute equity in the PPP projects and continue to invest in the development of infrastructure and concessions,”* said Aristizábal Vélez.

With the Engineering and Design Workshop, operating since 2014, the Company continues to add value to tenders and the PPPs, to the projects of clients and its own projects, innovating in processes, materials, equipment and tools, while optimizing and integrating architectural and structural designs to execute more and more efficiently the works with important savings in time and costs and with the best human talent.