

RESULTS REPORT 2015

June 12, 2015

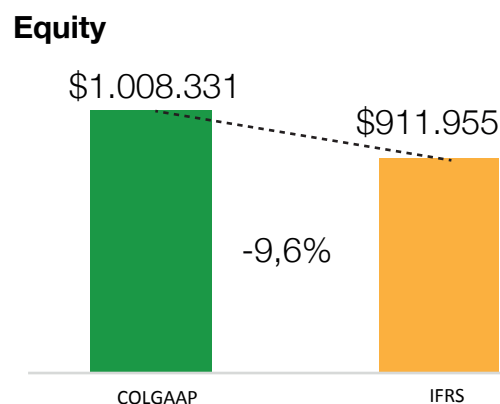
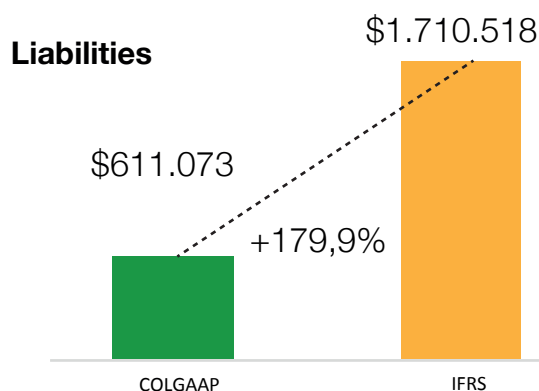
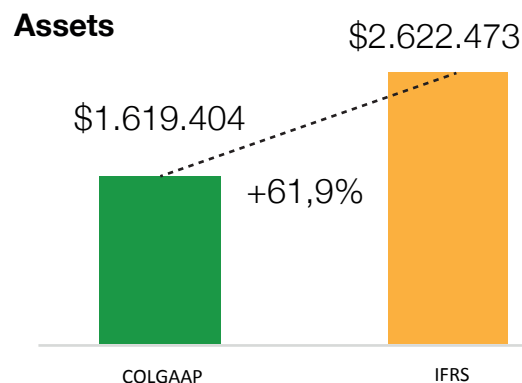


IFRS Implications

Opening Balance 2013 (COLGAAP vs. IFRS) – Consolidated FS

Principales variaciones netas:

- Inclusion of assets and liabilities from consortiums for COP 517.471 million and COP 536.818 million, respectively, for a net equity decrease of COP 19.347 million.
- The application of IFRS requires the recognition of the deferred tax generated by the difference between the book value of assets and their taxable value. The deferred tax represented an equity decrease of COP 25.662 million, mainly due to the appraisals of investment properties and plant, property, and equipment.
- In the housing business, under the COLGAAP standards, earnings were recognized as surplus was generated. In application of the IFRS, earnings are only recognized when there is a real transfer of the asset. This change in the policy involves an equity decrease of COP 16.691 million. This variation will be reversed as the assets are notarially registered.
- The deterioration of investments was registered due to losses in related corporations, which made for a net equity loss of COP 15.525 million.
- The fair value measurement of the investment properties accounted for a decrease of COP 7.031 million in equity.
- Change in the costing policy for construction contracts, since, under the IFRS, costing is determined based on the real costs and real progress of the work, while under the COLGAAP, it was determined based on real billing and the expected gross margin. This change in policy had a negative effect of COP 5.731 million.



Construction Services

Significant Events:

Infrastructure:

- Awarding of the contract to perform the final works for the La Línea Tunnel for COP 105.000 million.
- The Hidrocucua project is in the stage for delivery stage to Empresa de Energía del Pacífico, with an installed power of 55 MW. As part of this project, nearly 5 km of tunnels were built.
- Expansion of the contract for the Hidroituango Project by COP 200.000 million, of which Concreto holds 35%.
- Submission of offer to the Adaptation Fund of the Yati – La Bodega Bridge Fund for a value of COP 226.000 million.

Road Concessions:

- The Regio Tram Project, for COP 3 billion, and the Vía al Puerto Project, for COP 1.7 billion, are currently in the feasibility stage, both in the form of PPPs.
- An offer was submitted as a consortium with the Grupo Vinci for the 4G Mar 1 Project, valued by the ANI at COP 2.3 billion.
- The operations of the Consorcio Helios began with Tranches II and III of Ruta del Sol Sector I, in which Concreto holds a 25% share. The ANI defined the route of Tranche I, which comprises 21 km of road.

Building:

- The development and construction of the sixth shopping center under the Antares brand began, located in Soacha, Cundinamarca, which will have over 230 commercial spaces and 1,000 parking spots for the public.
- Construction begins on the Avianca Operational Excellence Center on Av. Dorado, which will also include a business center comprising six towers and over 60,000 m2 built.
- An industrial plant for the production of clinker, with an installed capacity of 70 tons/hour, delivered to Cementos Panam in the Dominican Republic.
- Construction completed on the Blu Logistic distribution center, with an area of 16,223 m2 in Siberia/Cundinamarca.
- Construction began on the second stage of the Guatapurí Plaza shopping center, with an area of 47,600 m2. Completion scheduled for late 2016.
- Awarding of the construction of the La Felicidad shopping center, located in Bogota.
- Start of works for the Dream Plaza project, the first shopping center to be developed by Concreto under the investment business in Panama. The center will have a GLA of 30,500 m2 and is a milestone in the internationalization strategy.

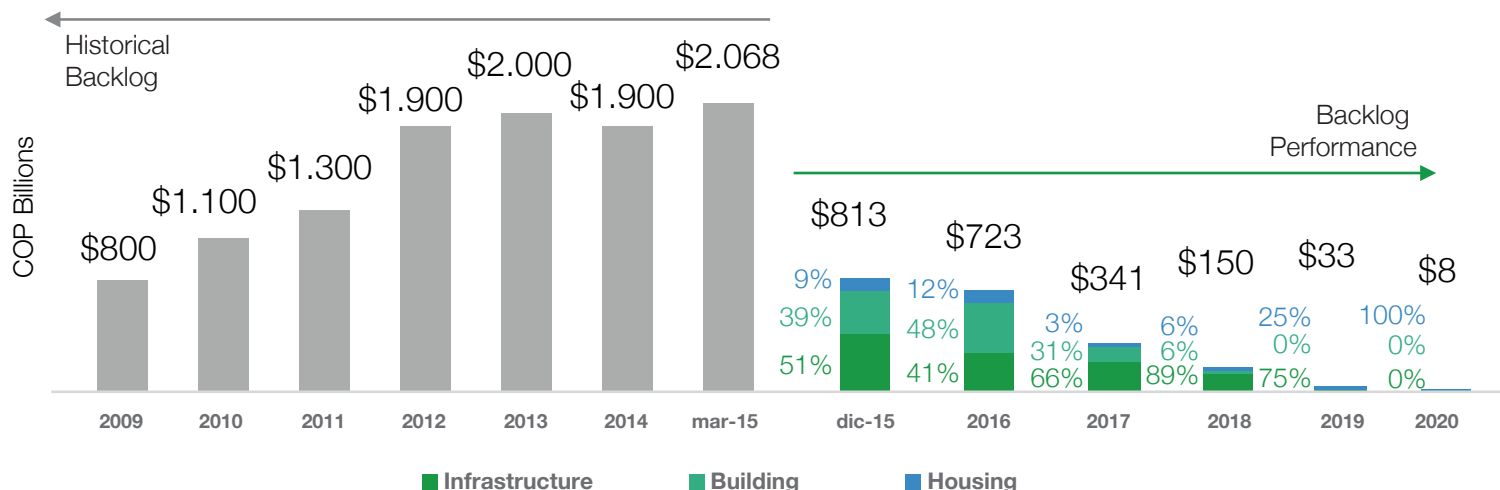
Engineering and Design:

- Development of designs for own projects and third-party projects in Panama City, such as Torre ILO and CITIPLEX.
- Undertaking oriented at the management of architectural and structural designs, integration thereof, and project management for higher added value in infrastructure and building services.

Backlog – Cut-Off March 2015:

Makeup – Backlog:

The company's backlog as of March 2015 comes to COP 2.07 billion, giving the organization operating security for the next 2.5 years. Of the total backlog, 53% corresponds to infrastructure projects, 38% to building projects, and the remaining 9% to the housing portfolio.

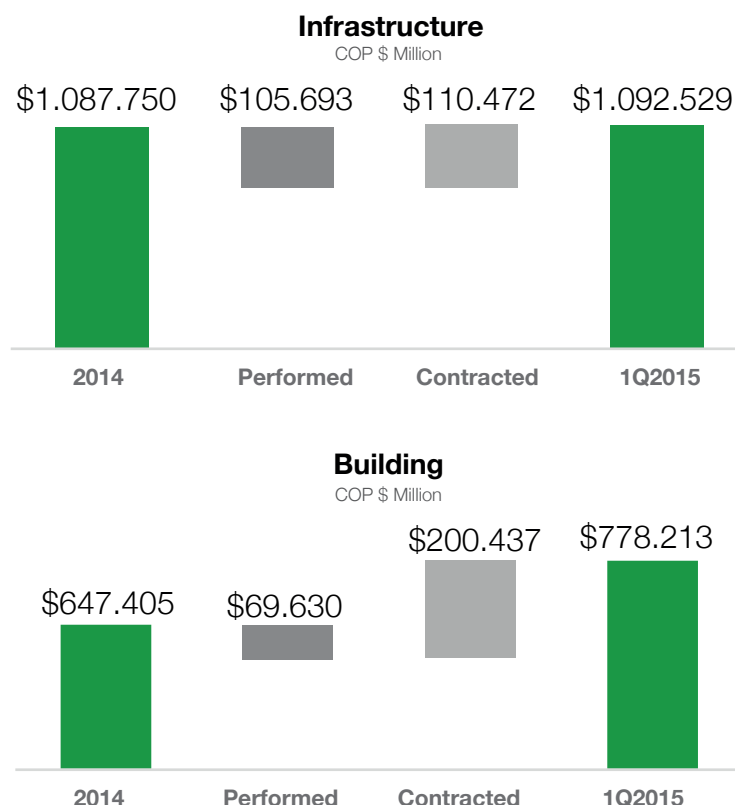


Backlog Performance:

In infrastructure, performance was concentrated on projects such as Hidroituango (Ituango/Antioquia), maritime works at the Port of Aguadulce (Buenaventura/Valle del Cauca), and works for the Devimed concession (Medellin-Bogota road). The scope of the Hidroituango Project was also expanded by COP 200.000 million, of which Concreto holds 35%. Likewise, the project for the related works of the La Línea Tunnel was awarded for COP 105.000 million, in which Concreto holds a 35% share.

In building, a significant work volume is being performed in the company's own projects for COP 40.300 million, with a backlog including projects such as Megacenter Torre 2 (Medellin/Antioquia), U-Storage Calle 13 (Cali/Valle del Cauca), and the expansion of the Guatapurí Plaza shopping center.

In housing, projects such as Primavera (Neiva/Huila) and the second stage of Garden Apartments in Panama were added to the portfolio.



Housing backlog does not apply.

Housing

Significant Events:

There is a backlog of 8,263 housing units, in 26 projects nationwide.

The second stage of Garden Apartments in Panama was awarded, with a total of 14 constructed buildings for this project.

Real Estate Portfolio

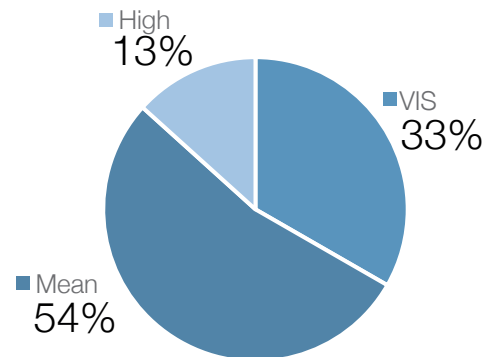
Significant Events:

The due diligence was completed for the official closing of the partnership with Grupo Argos for the joint implementation of the real estate returns strategy, in which both companies have a share of 50% and contribute a total equity of COP 1.6 billion.

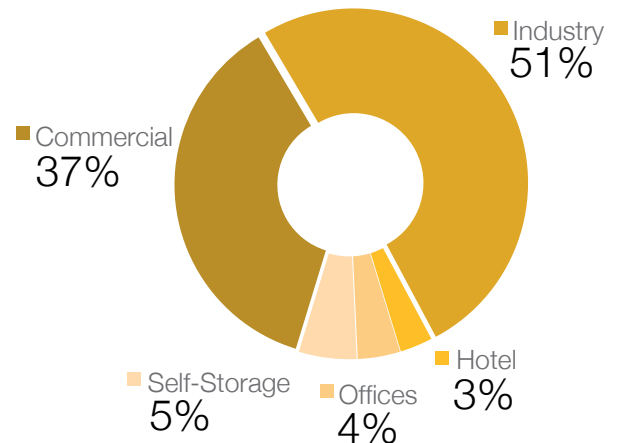
Approval by the Superintendency of Industry and Trade of the new vehicle that will be responsible for managing the fund.

Steps to be taken with the partnership: drafting of the bylaws, establishment of independent property, and contribution of assets starting in the second half of 2015.

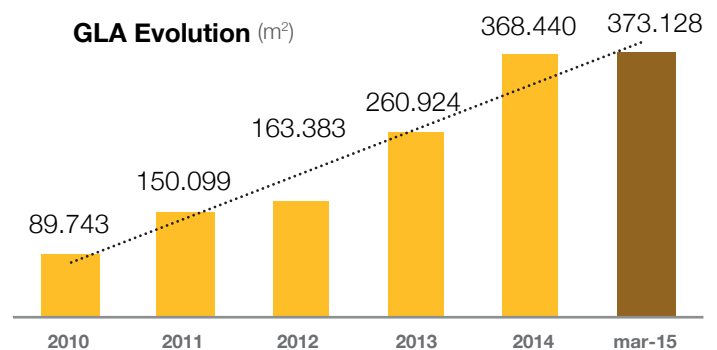
**Portfolio Makeup
Units**



Portfolio Makeup



GLA Evolution (m²)



Results – First Quarter 2015 IFRS:

Consolidated Income Statement:

The consolidated income came to COP 255.503 million, making for an increase of 46.6% over the first quarter of 2014. This growth is the result of a higher construction volume for infrastructure projects, the increase of the income associated with the real estate portfolio, and the growth in the activities of affiliates, among other reasons.

Gross earnings reached COP 57,019 million, growing 40.2% over the same period for last year. Of particular note is the improvement in the margins of the infrastructure projects and a higher contribution by the real estate portfolio. While the growth of gross earnings is less than the growth of income, this may be explained by lower margins in the industrial business and the end of the Bonyic in Panama, which accounted for a significant part of the gross earnings last year.

The operating earnings came to COP 46,704 million, or 86.3% higher than those registered during the same period last year, as a consequence of the growth in other income generated by the sale of equipment in consortiums, income from the assignment of rights for the Logika II project, and higher income from the Devoriente concession.

Financial expenses exhibited a growth of 128%, related to the greater debt taken on last year to leverage the investment plan.

The tax on earnings includes COP 7.073 million in deferred taxes.

Balance Sheet – Consolidated FS:

The total amount of assets comes to COP 3.2 billion, represented basically by the cash, debtor, inventories, and investment properties accounts. This figure grew by 2.8% over December 2014.

For their part, the total liabilities came to COP 2.2 billion, of which the financial debt accounts for COP 1.3 billion. The financial debt consolidates the liabilities associated with the real estate portfolio and affiliates.

After confirming the partnership with the Grupo Argos, Concreto's debt is expected to diminish by approximately COP 600,000 million.

[For more details, click here to view the notes to the consolidated financial statements.](#)

Income Statement COP Million	mar-15	mar-14	Var %
Income from ordinary activities	255.503	174.249	46,6%
Cost of sales	(198.483)	(133.572)	48,6%
Gross Earnings	57.019	40.677	40,2%
Other income*	13.652	9.360	45,8%
Operating expenses	(22.003)	(23.336)	-5,7%
Other expenses	(5.992)	(1.626)	268,4%
Other earnings (losses)	4.028	-	
Operating Earnings	46.704	25.075	86,3%
Foreign exchange difference	211	(378)	-155,7%
Financial income	1.288	1.048	22,9%
Financial expenses	(25.557)	(11.203)	128,1%
Equity method – related parties	2.163	-	
Earnings Before Taxes	24.809	14.542	70,6%
Income Tax	(9.425)	(3.344)	181,9%
Minority Interest	(339)	(180)	88,7%
Net Earnings	15.045	11.019	36,5%
Net Margin	5,9%	6,3%	
EBITDA	53.688	31.218	72,0%

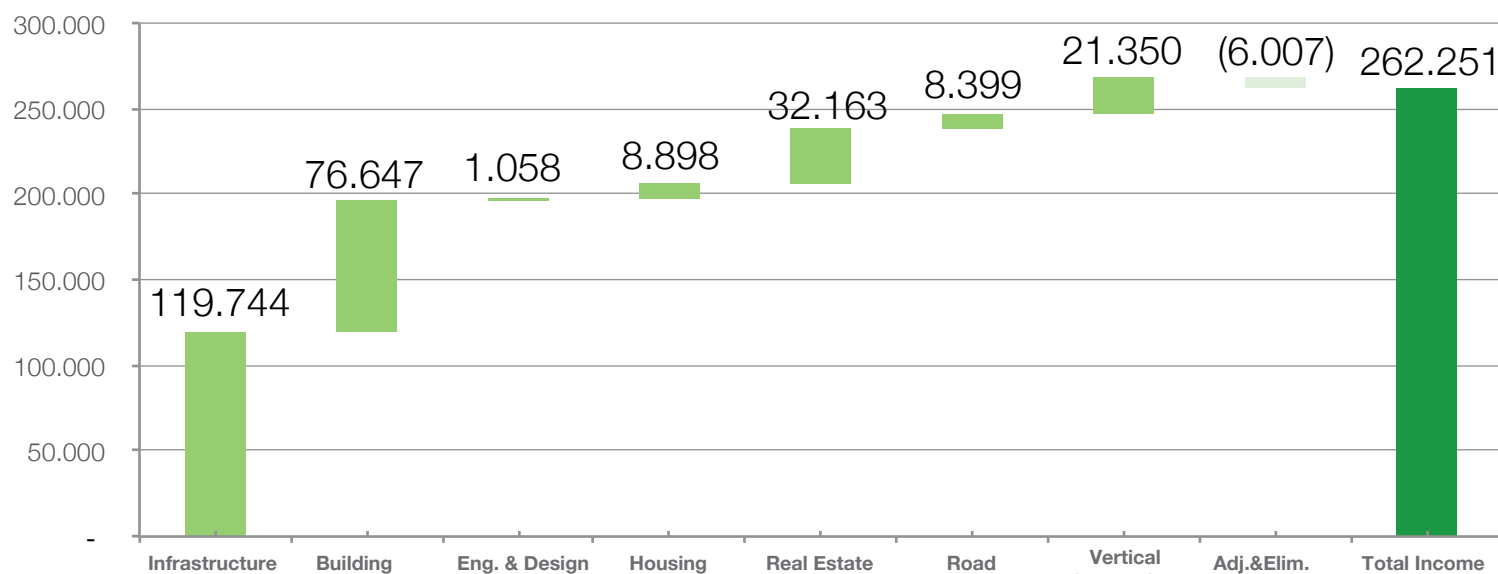
*For March 2015, in the item Other Income, a reclassification will be performed in the next quarter wherein the value of COP 6.748 million will be transferred to the Income from Ordinary Activities item due to income from road concessions and the real estate portfolio.

Financial Indicators	mar-15	mar-14
Gross margin	22,3%	23,3%
Operating margin	18,3%	14,4%
Net margin	5,9%	6,3%
EBITDA margin	21,0%	17,9%

Statement of Financial Position COP Million	mar-15	dic-14	Variation %
Current Assets	1.177.756	1.137.159	3,6%
Non-Current Assets	1.991.709	1.945.315	2,4%
Total Assets	3.169.466	3.082.475	2,8%
Current Liabilities	886.395	871.037	1,8%
Non-Current Liabilities	1.331.918	1.268.054	5,0%
Total Liabilities	2.218.313	2.139.091	3,7%
Total Equity	951.152	943.384	0,8%
Total Liabilities and Equity	3.169.466	3.082.475	2,8%

Financial Obligations COP Million	mar-15	dic-14	Variation %
Credits - Concreto	580.973	547.931	6%
Independent Properties	100.641	113.998	-13%
Affiliates	20.435	20.585	-1%
Finance Leases	542.218	549.560	-1%
Other Obligations	48.677	48.045	1%
Appraisal Hedges	18.095	16.389	9%
Total Financial Obligations	1.311.039	1.296.508	1%

Income March 2015

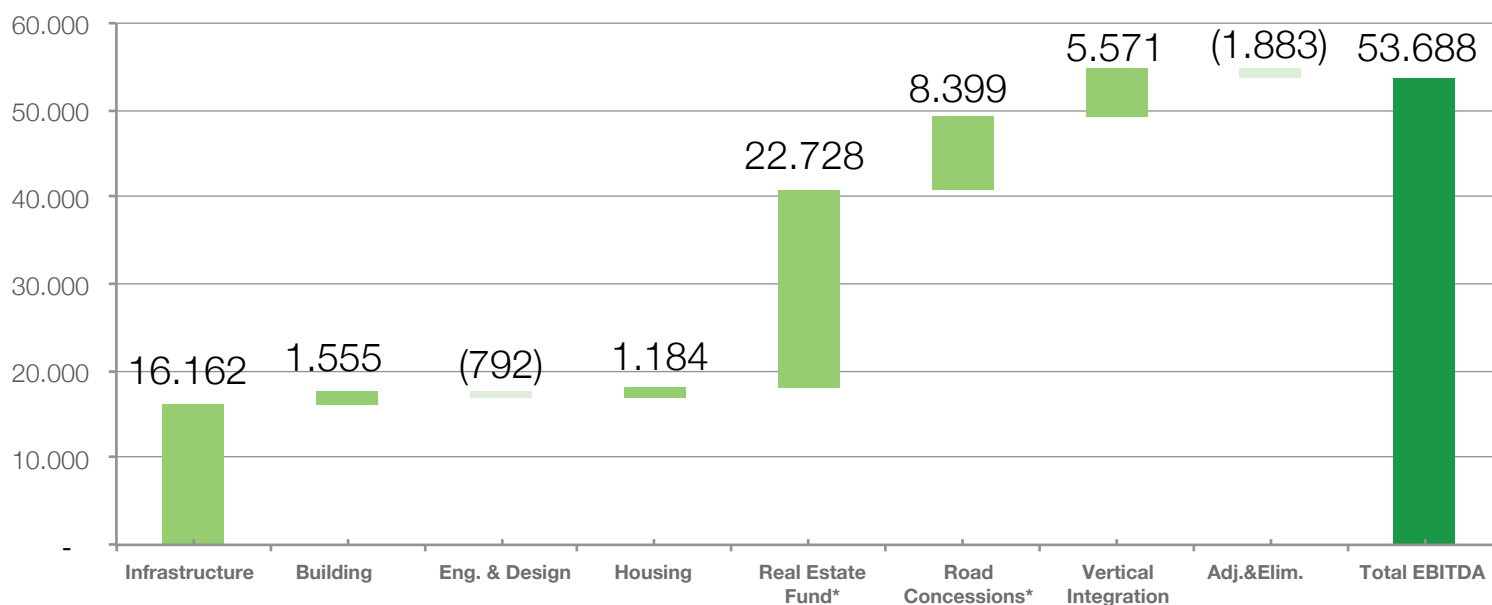


Administrative Figures

* The income from the Real Estate Portfolio increased by COP 1.938 million, booked under other income as securitization.

** The income from road concessions increased by COP 4.810 million, booked under other income for the Real Estate Portfolio as part of the Devimed concession.

EBITDA March 2015



Administrative Figures

* The EBITDA of the Real Estate Portfolio decreased by COP 4.810 million due to the abovementioned effects on income for road concessions. Thus, the EBITDA for road concessions rose by the same value.

IFRS Investment Policies:

Investments	Control	Presumption of Decisions	Separate FS	Consolidated FS	EXAMPLES
SUBSIDIARY	Total control in relevant administrative and financial decisions	Votes > 50%	Opening Balance: At book value under COLGAAP Subsequent Investments: Equity method as a single-line item	Line to Line 100% Calculate minority interest	CC Real Estate CC Industry Concreto Int. Independent Properties 100%
PARTNER	Significant influence on decision-making	Votes >= 20% Votes < 50%	Opening Balance : At book value under COLGAAP Subsequent Investments: At cost Dividends books as income	Equity method as a single-line item	Grupo Heroica 30% Soletanche Colombia 41.35% IP without control but with influence on decisions
JOINT BUSINESS		Joint control agreement. Generally unanimity.			Consalfa 50% Consol 50% Areotocumen 50%
JOINT OPERATION	Joint control. Right to assets and obligations with liabilities.		Line to line, proportionally to equity share	Line to line proportionally to equity share	Consortiums and temporary associations, IP with joint control
OTHERS	No type of control or influence	Votes < 20%	At cost or fair value, if listed on stock exchange	At cost or fair value, if listed on stock exchange	Covial Odinsa Fogansa IP without control

The financial information provided in this report results from the application of these investment policies and includes transactions of: nine (9) subsidiary corporations; forty-five (45) independent properties registered as subsidiaries; six (6) independent properties registered as related parties; twelve (12) joint businesses; twenty-eight (28) independent properties registered as joint operations; and nineteen (19) consortiums.