

EARNINGS RELEASE

4Q2015

March 4, 2016



RELEVANT CORPORATE EVENTS



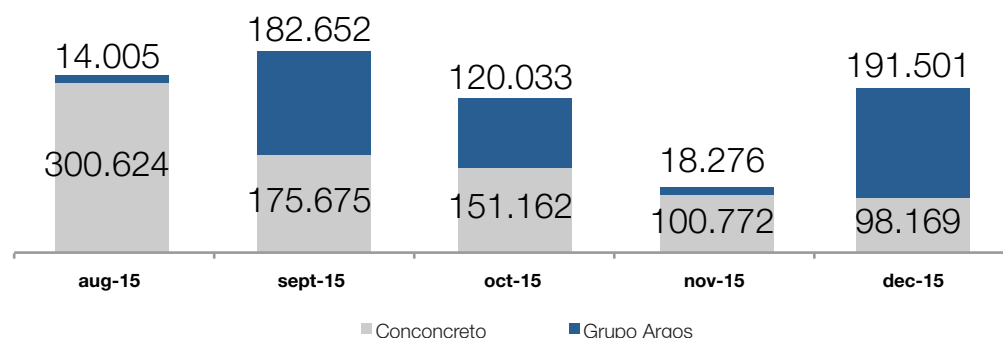
Partnership with Grupo Vinci

- On December 17, 2015, Vinci Colombia S. A. S. accepted the private offer to subscribe 226,850,988 ordinary shares of the Company, as well as the payment conditions of these shares.
- On December 22, 2015, an extraordinary meeting of the Shareholders' General Assembly was summoned, which was held on January 25, 2016. The amendment to the Bylaws was approved, which permitted the entry of two (2) new members representing Vinci to the Board of Directors.
- The entrance of new capital (COP 289,462 MM) will allow the Company to develop its projects in the line of infrastructure and concessions, as well as attend the market niches outside the current scope of Conconcreto's businesses.

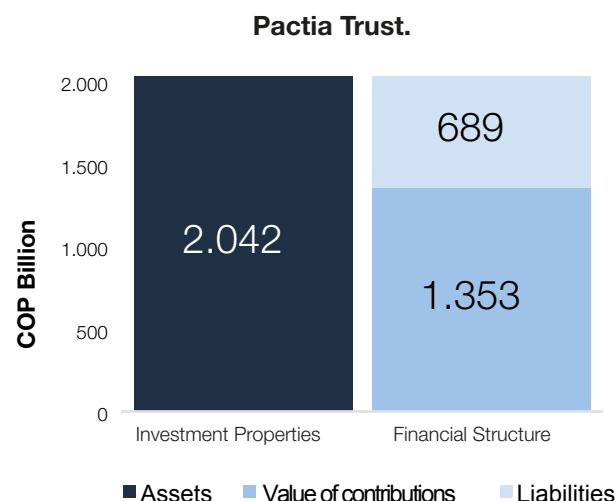
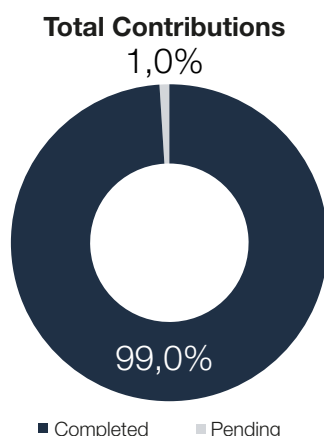


The Grupo Argos – Conconcreto Partnership

Value of Monthly Contributions
COP Million



Cumulative Participation in Pactia Trust. (%)		
Cutoff Month	CCC	GA
August	96%	4%
September	71%	29%
October	66%	34%
November	68%	32%
December	58%	42%

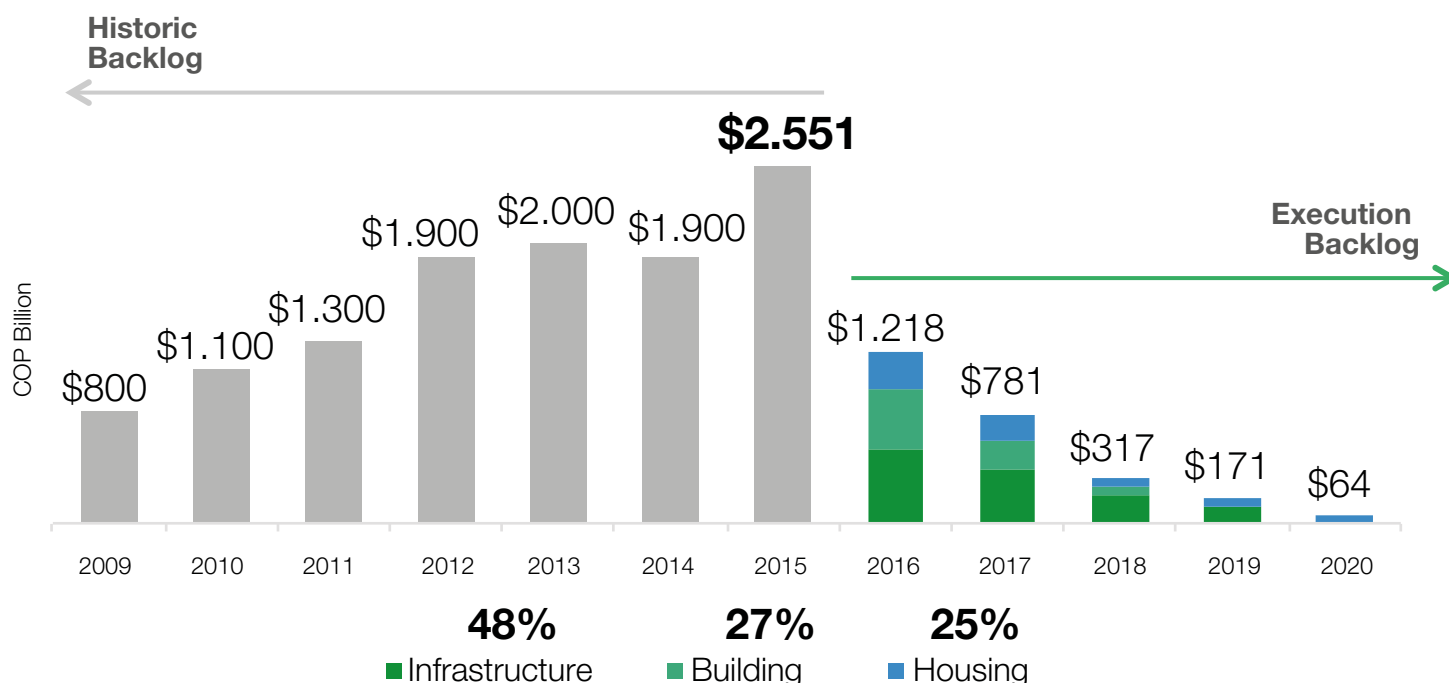


The Pactia Trust contributions will be 50%–50% with the cash resources that Grupo Argos will make in the development of projects

RELEVANT CORPORATE EVENTS

Backlog – December 2015 Cutoff

The Company's backlog as of December 2015 is COP 2.55 billion, corresponding to nearly two (2) years. Of this backlog, 48% corresponds to infrastructure projects; 27% for edification projects and the remaining 25%, to the housing portfolio.

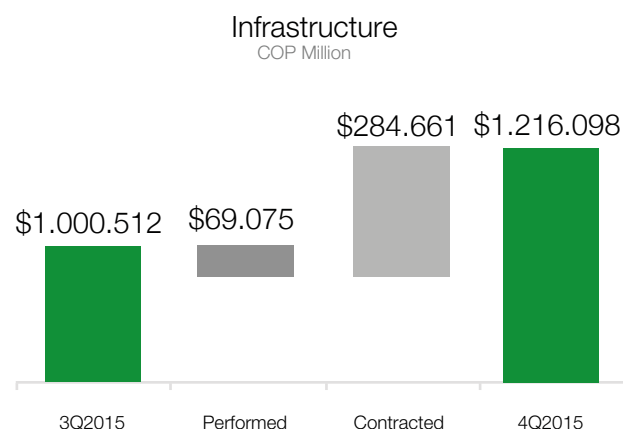


CONSTRUCTION SERVICES

Relevant Facts:

Infrastructure:

- Execution was concentrated on projects, such as the Ituango Hydroelectric Plant, the Rafael Uribe Uribe Road Interchange, the Puerto Aguadulce Maritime Works (dock and movement of land), the Boscoal Dock, and the Devimed Tunnel, among others.
- An acceleration agreement for COP 277,010 mill. was signed with the Medellín Public Utilities Company (Empresas Públicas de Medellín, EPM) to achieve the goal of generating energy in the Ituango Hydroelectric Plant in 2018.
- Among the works contracted, noteworthy is the contract signed with PCH Patíco for COP 75,000 mill., the Barranquilla Port Connectivity Road for COP 67,800 mill., and the additional works in the Faca-los Alpes concession for COP 31,400 mill. Extensions of the contracts include: Hidroituango for COP 105,000 mill., Puerto Aguadulce movement of land for COP 35,000 mill. and Ruta del Sol for COP 30,000 mill.



CONSTRUCTION SERVICES

Relevant Events:

Building:

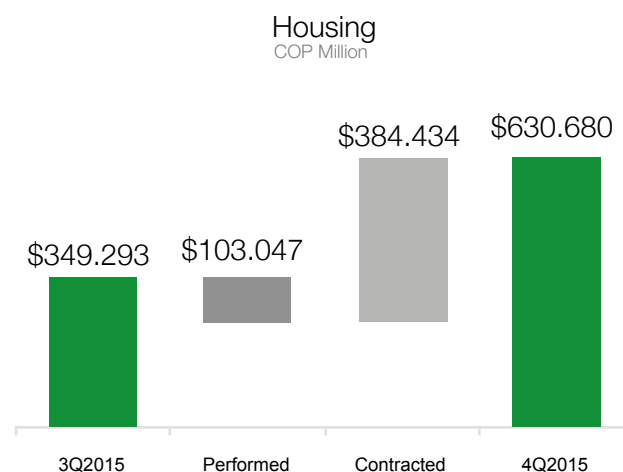
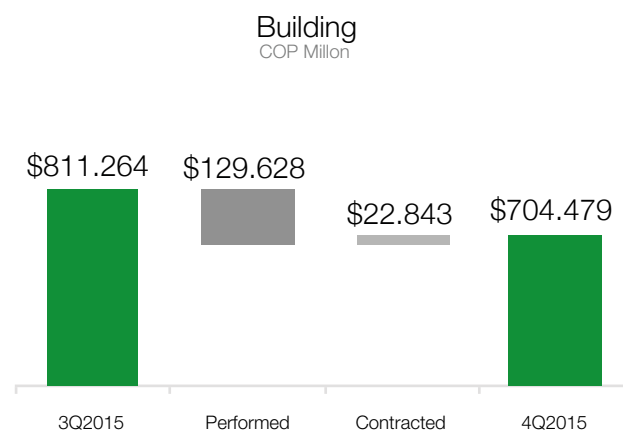
- Execution is continued in works, such as: Hotel Estelar (Cartagena), Torre Atlántica (Barranquilla), the Terranova Fresenius Plant (Cota), the Alpina Distribution Center (CEDI) (Barranquilla), the Multiplaza La Felicidad Shopping Center (Bogotá), the Avianca Training and Operations Center–Buró 25 (Bogotá), the expansion of the Guatapurí II Shopping Center (Valledupar), among others. For Pactia, project execution was concentrated in Buró 51 (Barranquilla), Buró 25–Phase II (Bogotá), Antanares Shopping Center and el Ensueño (Bogotá), and the Blue Logistics Distribution Center (Tenjo).
- As for work contracted, there is the expansion of the scope of Blue Logistics for COP 18,200 mill. and the greater value of the contract for the Alpina Distribution Center and the San Francisco Warehouses for COP 4,300 mill.
- It should be noted that the contract to repower and build the new buildings of the San José de las Vegas Girls' School, for an initial value of COP 8.000 has been awarded, as well as the awarding of the El Poblado Business Center for the Medellín Chamber of Commerce for COP 55,000 mill.

Housing:

- Execution was concentrated in the cities of Bogotá, Medellín and Barranquilla in the Puerto Azul, Alegro, Delpino Hayuelos, Madeiro, Finito, Torremolinos and Portal del Sol projects. Abroad, the Verona and ILO projects were concentrated on in Panama.
- Among the works contracted are self-generated projects, such as Valverde (Itagüí) for COP 58,976 mill., Zanetti (Itagüí) for COP 98,110 mill., Mantia (Itagüí) for COP 48,582 mill., Maui (Panama) for COP 9,296 mill., and Marea (Panama) for COP 88,332 mill.

Engineering and Design:

- In 2015, we designed 400,000 m² for various business units. We assured projects for 2016 for COP 4,700 million for internal and external projects.
- Our focus is to expand our services to Central America, with designs for our own projects and those of third parties. Projects in Panama City and Costa Rica represented an important milestone in 2015.



CONCESSIONS

Relevant Events:

Road Concessions in Operation:

- On December 9, the Settlement Committee of the National Infrastructure Agency (Agencia Nacional de Infraestructura, ANI) approved the Settlement Agreement with Consorcio Vial Helios (CVH) (Ruta del Sol). The main agreements are:
 - The ANI recognizes the amount of COP 280,000 mill in favor of CVH, as recognition of the extra costs presented.
 - It was agreed to execute five (5) kilometers of Stretch 1.

Concession Strategies:

The following projects are still under study:

Road

- The Vía al Puerto PPP, a project that includes the construction, maintenance, rehabilitation and operation of the Buga–Buenaventura corridor, whose estimated CapEx is COP 1,2 B. This project was approved by the Ministry of the Treasury and Public Credit (Ministerio de Hacienda y Crédito Público) on February 26, 2016.

Rail

- The Regiotram–Línea de Occidente PPP, a project in the feasibility stage, which includes the rehabilitation, construction, operation and maintenance of a train–tram that will connect Bogotá to Facatativá, with an estimated CapEx of COP 1,5 B. It is estimated that this project will enter the Ministry of the Treasury in March 2016.
- The Regiotram – Línea Sur PPP, a project still in the feasibility stage that includes the rehabilitation, construction, operation and maintenance of a train – tram that will connect Bogotá with Soacha. Its estimated CapEx is COP 1,5 B.

Port

- The Darien International Port, a project in the Study stage, which contemplates developing a multi-purpose port with an estimated CapEx of USD 1 B. The environmental license has been filed and it is in process to obtain the port concession.

Generación de Energía:

- PCH Patico is a small, 16–MW Hydroelectric plant located in the north of the Department of Cauca. Construction began in January 2016, with an estimated CapEx of COP 145,000 million.



Ruta del Sol sector I (Stretch II and III)



PPP Vía al Puerto Buga-Buenaventura



Regiotram



Darien International Port



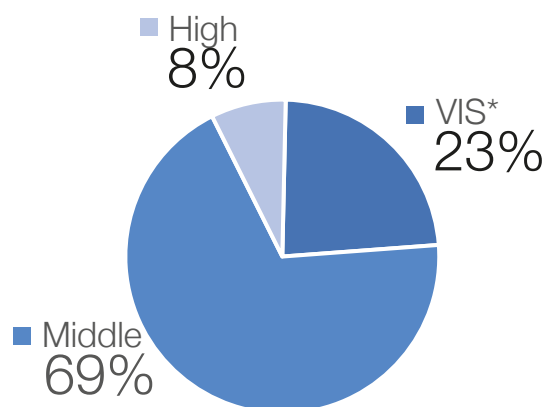
Patico Small Hydroelectric Plant

HOUSING

Relevant Events:

- As of the cutoff of December 2015, we have twelve (12) projects under construction and nine (9) in pre-sales, concentrated in Bogotá, Medellín and Barranquilla.
- We have 1,157 units for sale, which are expected to be sold in a period of 12 months beginning on this date. During 2015, we registered 440 units, of which 198 units have been registered in only the last quarter. Also, we have seven (7) projects, representing 5,138 units, in feasibility studies, which will be developed in stages.
- Conscious of the challenge that the economic environment represents for 2016, as a result of the increase in interest rates, growing inflation, increase in costs of supplies, increase in taxes and a strong devaluation, we have in our favor the subsidy policies issued by the National Government (up to 335 legal monthly salaries, salario mensual legal vigente, SMLV) and the low unemployment rate (8.9%), which serve to minimize these negative factors. The market continues to be dynamic and we expect to close 2016 with a good trading volume focused on the middle-class niche.

**Composition of the Housing Portfolio
Units for Sale**



* VIS: Low - Income housing

The Real-Estate Portfolio



Relevant Facts:

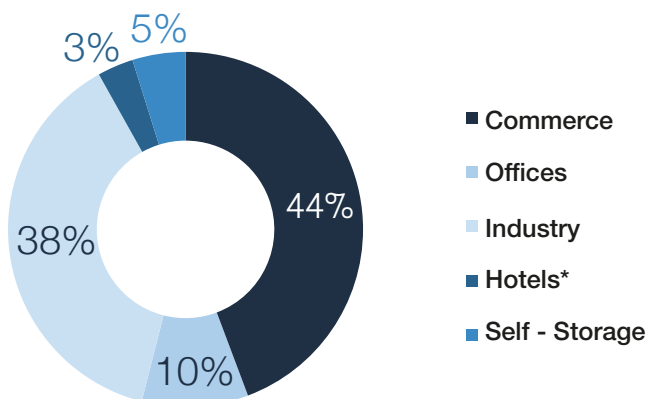
Opening of Assets:

Mayorca: On November 26, 2015, the commercial area of this asset, where Pactia has 18,000 m2 of GLA in 294 stores, was inaugurated.

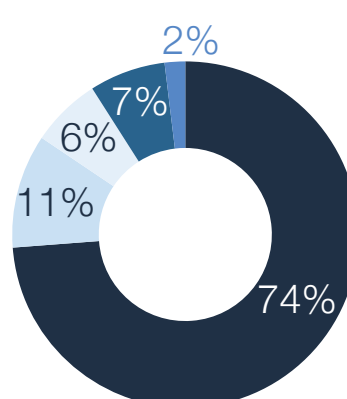
Aventura: This asset was inaugurated on December 5. Pactia has 5,000 m2 of GLA in 44 stores.

Movich 51: The hotel opened on December 15, with 150 rooms, under the modality of soft opening. The official inauguration is programmed for February, days before Carnaval.

GLA 2015
423.645 m² in operation



NOI 2015
\$30.160 mill



* 697 rooms in operation, not adjusted to the share in GLA.

Accumulated IFRS Financial Results as of December 2015:

Consolidated Statement of Results:

The increase in **consolidated revenues** is a result of a higher volume of construction, especially in Infrastructure in Colombia, the increase in revenues associated with the real-estate portfolio up to the date of its contribution to Pactia, and better performance of subsidiaries. It should be noted that under IFRS, income from associates and joint businesses do not impact ordinary revenue, but its results are seen in the line of Equity method from associated companies (Road Concessions, Pactia, other investments in companies).

Gross profit had an increase compared to the same period last year, mainly due to the greater execution of works (an increase of +8.5%) and improved project margins. The decrease in the gross margin is the result of the reduction of the margin in Building, a consequence causing this niche to become a commodity, where price is the critical factor in customer decisions. Also the reduction in gross profit of our international subsidiary for completion in late 2014 of the Bonyic project in Panama was also an influence. Likewise, in 2015 the real-estate portfolio recorded its operations at 100% only until August, when the contribution of assets to Pactia occurred.

The variation in **operating income** is explained by: 1) Growth in the account of **Other Income** caused by the partial transfer of Logika II rights, reimbursement of costs and expenses of the real-estate portfolio and recovery of project compensations; 2) the increase of the **administrative and sales expenses**, mainly related to the increase in fees for structuring PPPs; and 3) in the account **Other Earnings**, recognition at fair value of certain investment properties was recorded, either by valuations made or by the contribution to Pactia.

The **exchange difference**, however, is associated by the variation in the exchange rate of the projects Aguadulce and movement of land contracted in Dollars. This risk is mitigated by hedging coverage.

As a result of increased indebtedness from one year to another to implement the 2015 investment plan, **financial expenses** showed an increase of 21.6%. However, the effect of novation (CPI indexation change to the Banking Benchmark Index, IBR), conducted during the first quarter of 2015, this meant a saving in the cost of debt of 200 basic points on average.

The variation in the **equity method** is given mainly by the positive result of road concessions for COP 7,631 million, the revenue for earnings reported by Pactia in the fourth quarter for COP 8,659 million and the improved performance of investments in other companies whose variation from one year to another was COP 19,678 million.

The 2015 **deferred tax** mainly resulted from the temporary differences between the accounting balances and tax bases of: real-estate assets in trusts contributed to Pactia (COP 19.692 mill.) and construction contracts (COP 12.675 mill.).

Consolidated Statement of Financial Position:

Noteworthy is the 39% growth of **current assets**, as a result of: (1) the liquidity provided by the capitalization of Vinci, (2) the increase in the accounts receivable account in proportion to the increase in revenues, and (3) the increase in inventories resulting from the application of IFRS in the accounting of the housing business. This increase of the current assets is offset by the 22.2% reduction in the **non-current assets**, a product of the contribution of the real-estate assets to Pactia, which is reflected in a decrease in the Investment Properties account and an increase in the Investments in Subsidiaries and Joint Businesses account.

The variation in the **non-current Liabilities** of -37.4% is explained by the indebtedness contributed to Pactia, associated with the real-estate assets transferred. This results in a -16.2% decrease in total **Liabilities**.

Of the total **financial debt**, the operation should only cover the debt associated with the construction business and the equities contributed to the investment business. The debt associated with the other businesses, amounting to COP 335,181 mill., is served by each of them.

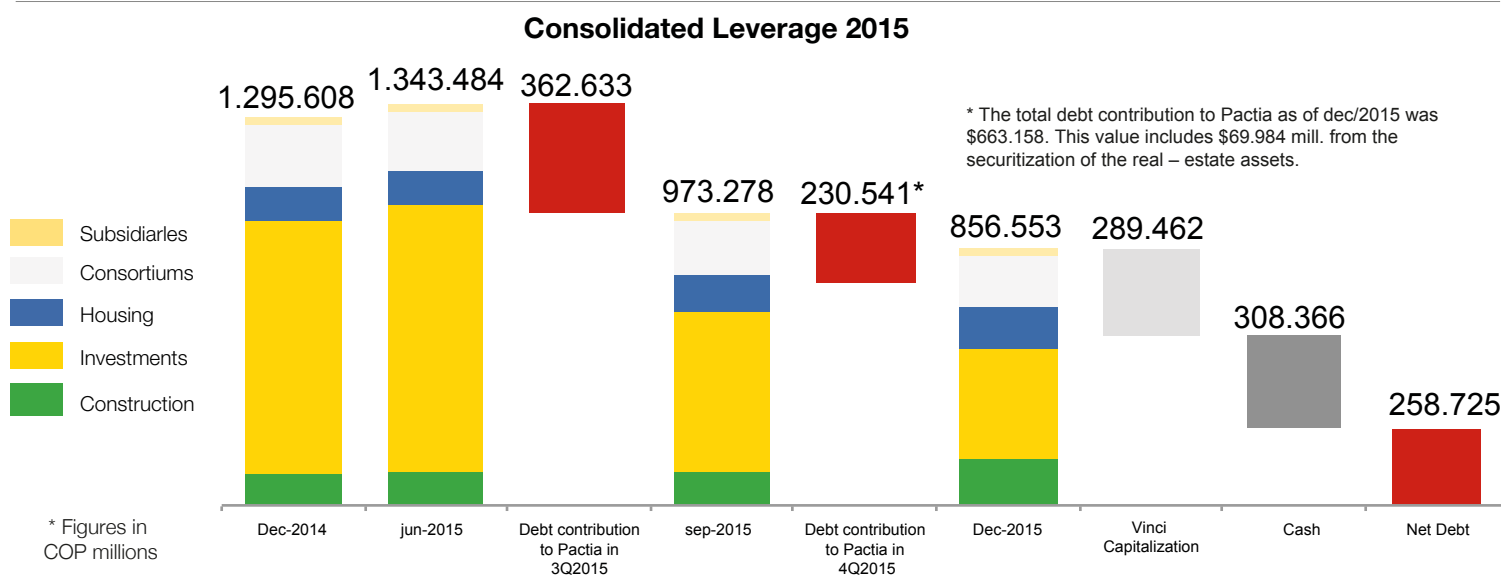
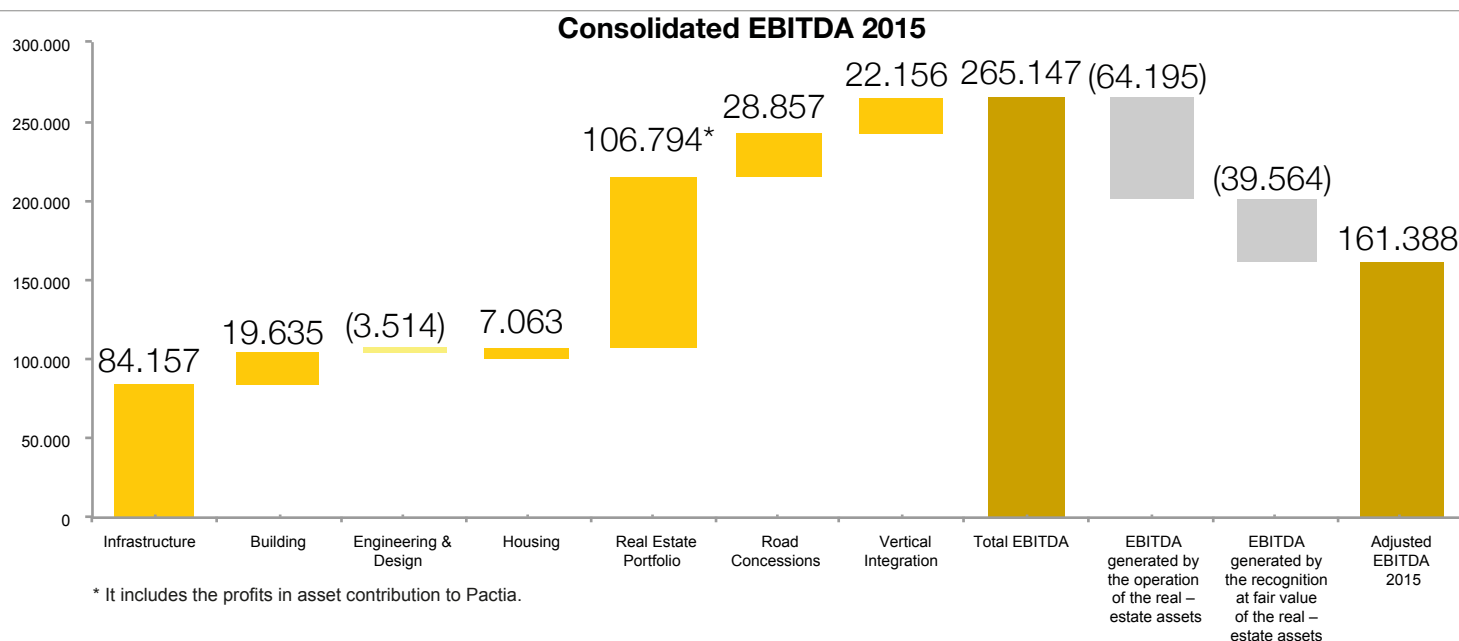
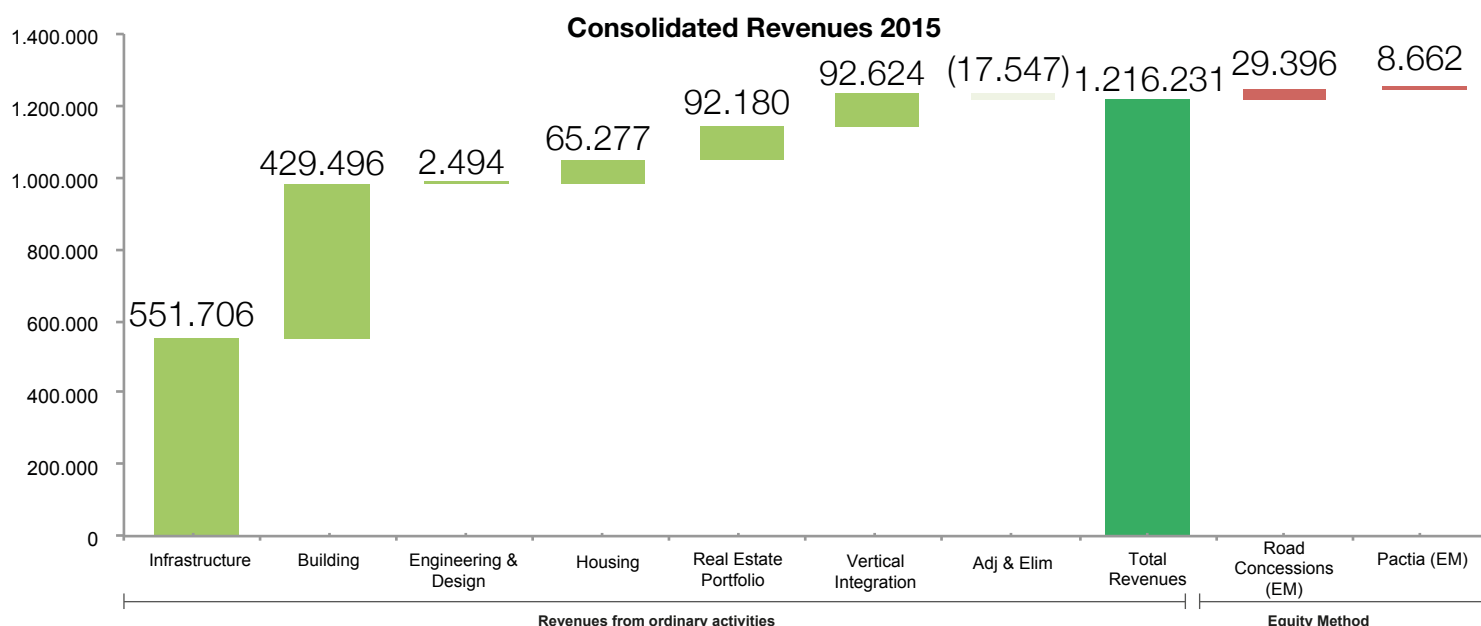
Consolidated Statement of Results COP millions	dec-15	dec-14	Variation	
			\$	%
Income from ordinary activities	1.216.231	1.088.111	128.120	11,8%
Cost of sales	(997.957)	(878.981)	118.976	13,5%
Gross Profit	218.274	209.130	9.144	4,4%
Other income	21.209	14.770	6.439	43,6%
Administration and sales expenses	(54.351)	(43.671)	10.681	24,5%
Employee benefit expenses	(56.563)	(51.461)	5.102	9,9%
Other expenses	(2.143)	(9.027)	(6.884)	-76,3%
Other earnings (losses)	54.946	(19.384)	74.330	-383,5%
Operating Profit	181.372	100.357	81.015	80,7%
Exchange difference	9.796	1.806	7.991	442,6%
Financial income	4.600	11.116	(6.515)	-58,6%
Financial expenses	(91.340)	(75.137)	(16.203)	21,6%
Equity method from associated companies	40.039	4.071	35.967	883,5%
Before – Tax Profit	144.467	42.213	102.254	242,2%
Current tax expenses	(12.924)	(17.368)	(4.444)	-25,6%
Adjustment for deferred taxes	(32.278)	(274)	(32.005)	11691,0%
Minority interest	(4.007)	(1.043)	2.964	284,2%
Net Profit	95.257	23.528	71.729	304,9%
EBITDA	265.147	132.872	132.275	99,6%

Financial Indicators	dec-15	dec-14
Gross margin	17,9%	19,2%
Operational margin	14,9%	9,2%
Net margin	7,8%	2,2%
EBITDA margin	21,8%	12,2%

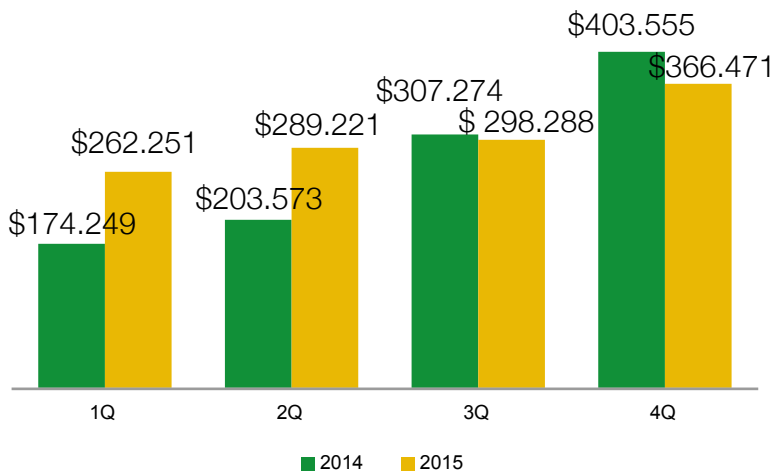
Consolidated Statement of Financial Position: COP millions	dec-15	dec-14	Variation	
			%	\$
Current Assets	1.579.598	1.136.558		443.040
Non-current Assets	1.494.550	1.921.400		(426.849)
Total Assets	3.074.148	3.057.957	0,5%	16.191
Current Liabilities	998.855	871.427		127.428
Non-current Liabilities	793.615	1.268.500		(474.886)
Total Liabilities	1.792.468	2.139.927	-16,2%	(347.459)
Total Equity	1.281.679	918.030	39,6%	363.648
Total Liabilities and Equity	3.074.148	3.057.956	0,5%	16.192

Financial Liabilities (COP millions)	dec-15	dec-14	Variation	
			\$	%
Construction	157.150	107.533	49.618	46%
Investments	364.222	841.205	(476.983)	-57%
Housing	146.666	114.356	32.309	28%
Consortia	163.222	208.217	(44.995)	-22%
Subsidiaries	25.293	24.297	995	4%
Total Financial Liabilities	856.553	1.295.608	(439.055)	-34%

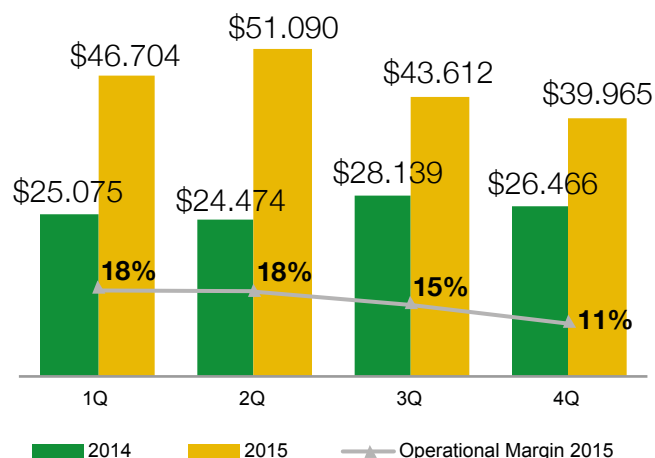
[For more information, click here to consult the notes to the Financial Statements](#)



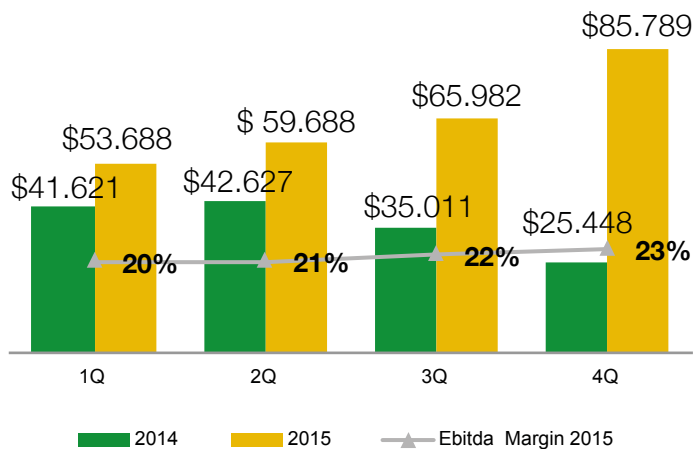
Consolidated Revenues



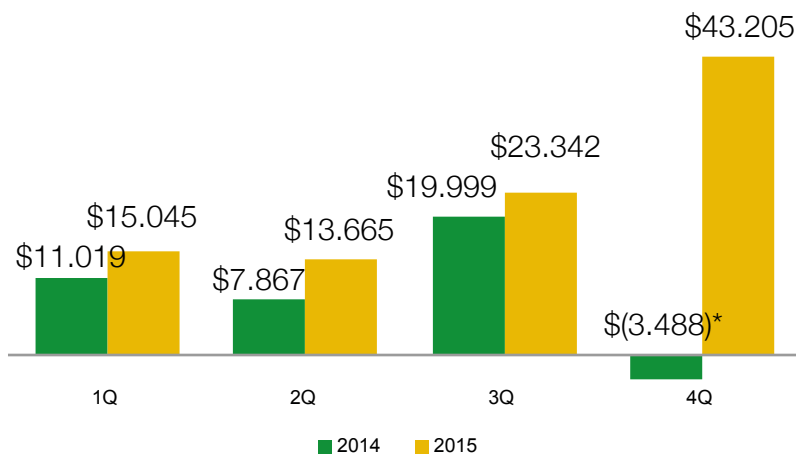
Consolidated Operating Profit



Consolidated EBITDA



Consolidated Net Profit



* This negative net profit is due to IFRS accounting adjustments made in the last quarter of 2014.

* Figures in COP millions.