


Quarterly Results

Buró 4.0 
Medellín, Antioquia



2020

August 6, 2020

 Buró 25 torre 3
Bogotá, Cundinamarca

Corporate **relevant**
events 2Q2020



Joint Covid 19

 Constructora
Concreto



Prepare the company and the projects for the reactivation of the post-Covid 19 sector and economy.

At the end of June 2020, 96% of the company's projects have been reactivated.

COVID 19 EMERGENCY

Taking into account the health emergency due to Covid 19 that led to a mandatory quarantine, the company has taken the following steps to (i) safeguard the life and health of its employees (ii) protect and maintain jobs as much as possible of employees, (iii) protect and maintain the company's liquidity and (iv) prepare the company and the projects for the reactivation of the post-Covid 19 sector and economy.

protect and maintain employees' jobs as much as possible

Protect and maintain liquidity of the company: At the end of June the company had a strong box position. To protect and maintain this liquidity, the company has advanced or will advance the following:

- Negotiated and will negotiate with the financial sector the payment periods of the obligations.
- Negotiated with the SIC the payments of the fine ratified in 2019.
- Fixed expenses were reduced with the voluntary reduction of 20% of the salary of 95% of the admiring staff.
- It has accepted and will receive the relief and support offered to the company to overcome the health emergency.



Safeguard the life and health of people:

Prior to and after the mandatory isolation measure, the company has promoted social isolation through work at home and vacation periods as a successful measure to protect the health of all employees and their families, minimizing the risk of contagion in the work sites.

EMERGENCY BY COVID 19 - ITUANGO

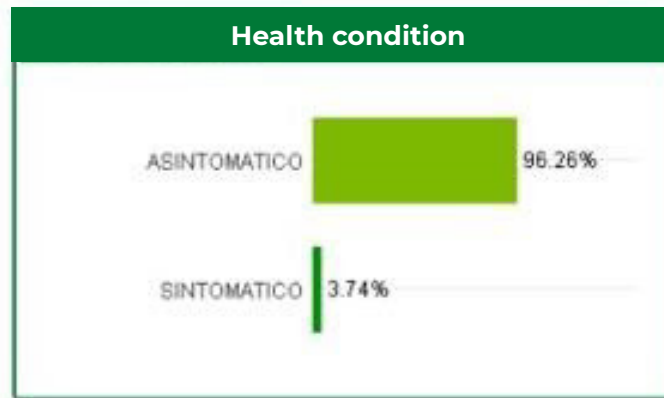
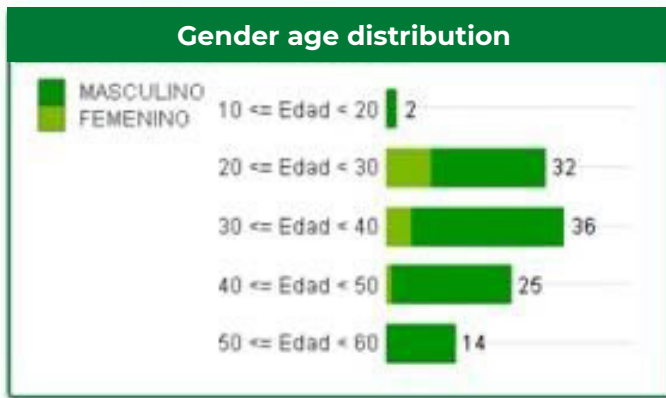
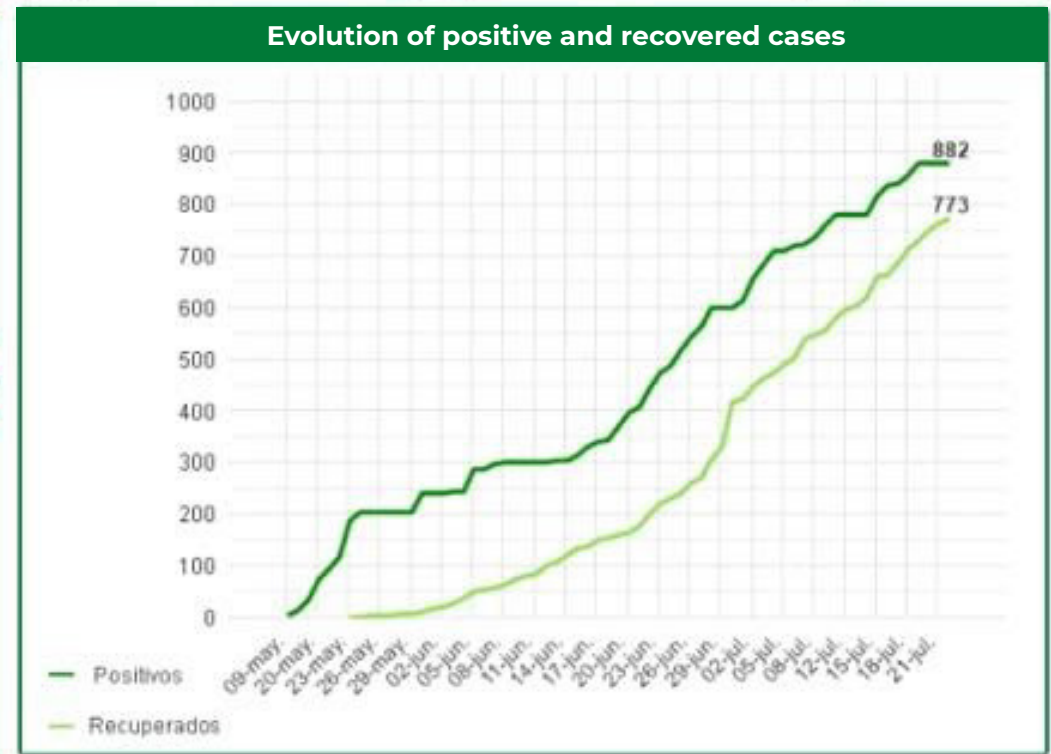
BI model crisis room covid 19

Detail information Ituango

Report date

Data

Positive	New	Positive cases	Recovered	Deceased	ICU hospitalization	Men/Women	hotel
882	0	109	773	0	0 / 1	94 / 15	108



COMPANY REACTIVATION AND PROJECTS

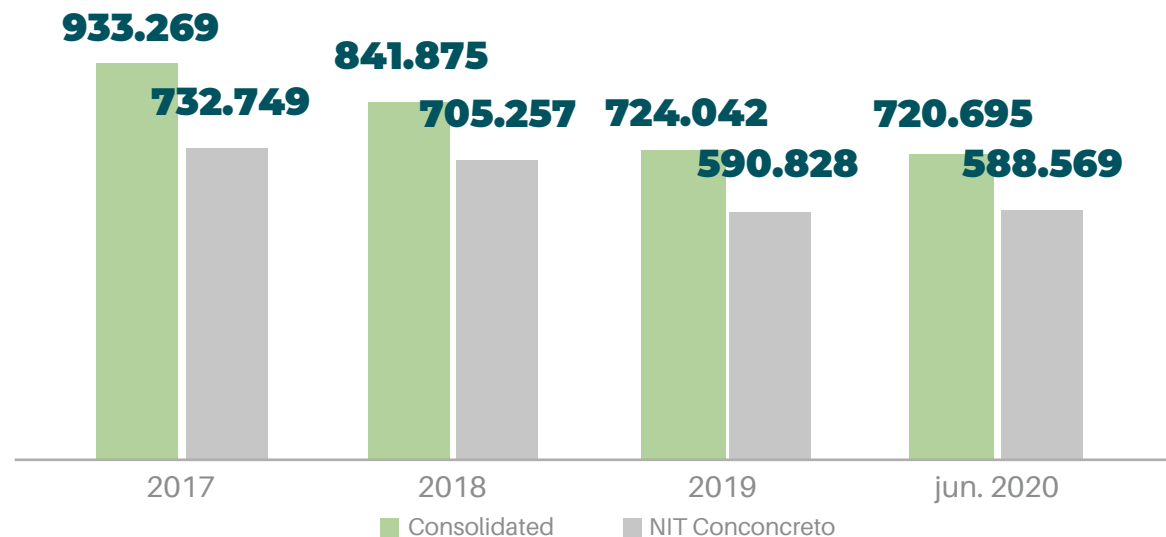
With the opening of the construction sector in April, at the end of June 2020 96% of the company's projects have been reactivated.



SYNDICATED CREDIT WAIVER

On June 30, 2020, the waiver of the syndicated credit obligations was approved, among which a change in the Amortization profile, a change in the date of interest payments, and the non-application of some covenants during the 2020 year are highlighted.

Consolidated debt evolution



SUPERINTENDENT OF INDUSTRY AND COMMERCE ORDERS ARCHIVING THE ALLEGED COLLUSION PROCESS

Through Resolution 28761, dated June 16, 2020, the Superintendent of Industry and Commerce made the decision to file the investigation for alleged collusion in the bidding process of the Third Lane Bogotá - Girardot Private Initiative Project. After an administrative action of nearly three years, the Superintendent received the Delegate Superintendent's recommendation, to proceed with the filing, as he had not found merits to sanction any of the Charges. The decision confirms Concreto's fair, transparent and competitive behavior and especially its commitment to the development of our country's Infrastructure.



THE TERMINATION PROCESS ADVANCES BY MUTUAL AGREEMENT IN VIA PACIFICO

On May 29, the Minutes of the Bilateral Contract Liquidation was signed, which yielded a balance in favor amounting to COP 47.198 million for the Early termination of the Contract (Conconcreto received COP 14.765 million by paying the subordinated debt). The Company activated the dispute-settlement mechanisms in order to correct the differenced between the Minutes of Liquidation and the claims of Vía Pacífico S. A. S.



RENOVATION OF THE ITUANGO CONTRACT

Through Bilateral Modification Minutes Number 38, the Ituango Contract was modified, extending its period until December 31, 2020.



INNOVATION

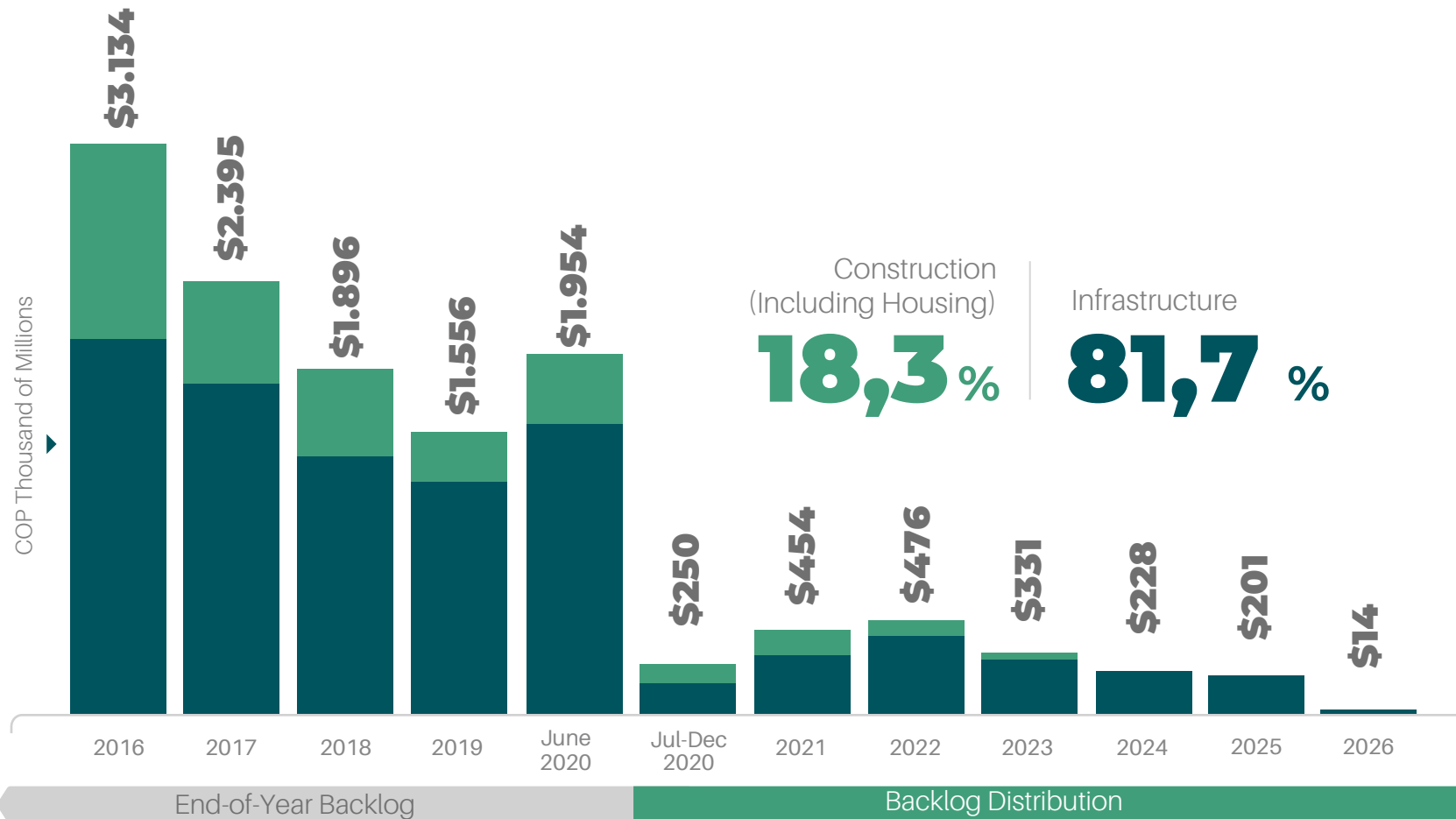
Through Resolution 36351, the Superintendency of Industry and Commerce has granted Constructors Conconcreto S. A. the intention Patent entitled COLUMN AND RIGIDLY FRAMED STRUCTURAL SYSTEM. The invention corresponds to a construction and connection system from precast beams and columns. This system allows improving the yields and productivity in the construction process of buildings, guaranteeing structural behavior.



BUSINESS



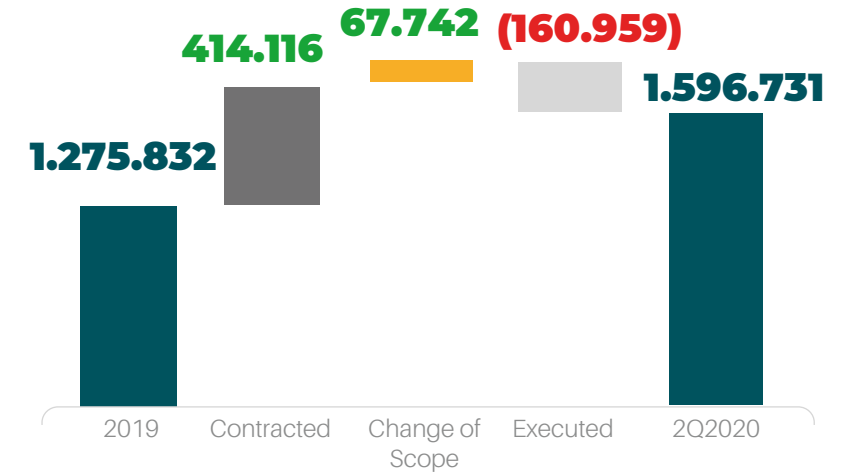
BACKLOG – JUNE 2020



NOTES: Information Consolidated with Concreto Internacional.

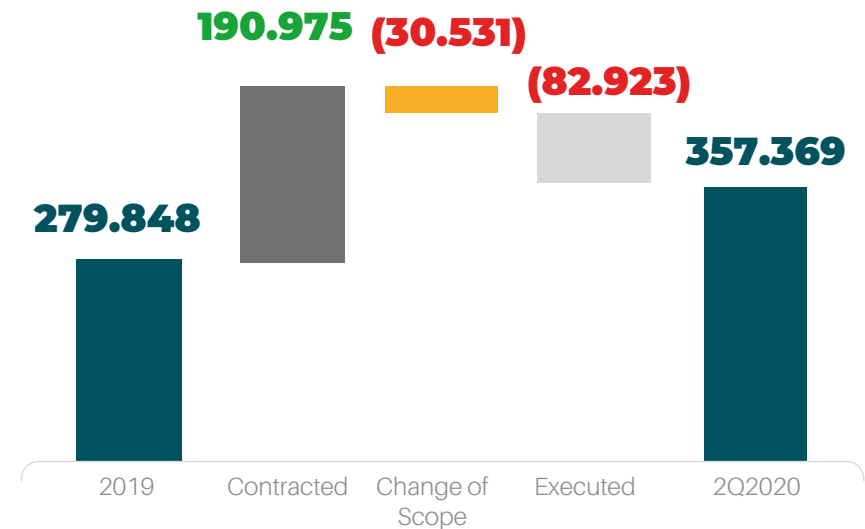
Backlog Infrastructure

Figures in COP millions



Construction (Including Housing)

Figures in COP millions



VÍA 40 EXPRESS (Bogotá - Girardot)



Exchanger Sibaté, Cundinamarca.



Participation: 50%

- Once the SIC Motivated Report was known, the work of the financial closure was a bridge loan to finance (i) the EPC remobilization activities; and (ii) construction activities for up to six months.
- Currently, the Concessionaire is negotiating the Amendment (Otroso) for the purchase of the period and a suspension of the execution period of the Functional Units (FUs).

DEVIMED (Medellín - Santuario y malla vial Oriente)

Medellín – Santuario and the Oriente Road Network

Beginning Date: June, 1996	Finalization Date: December, 2026	% of Concreto Stake: 25%
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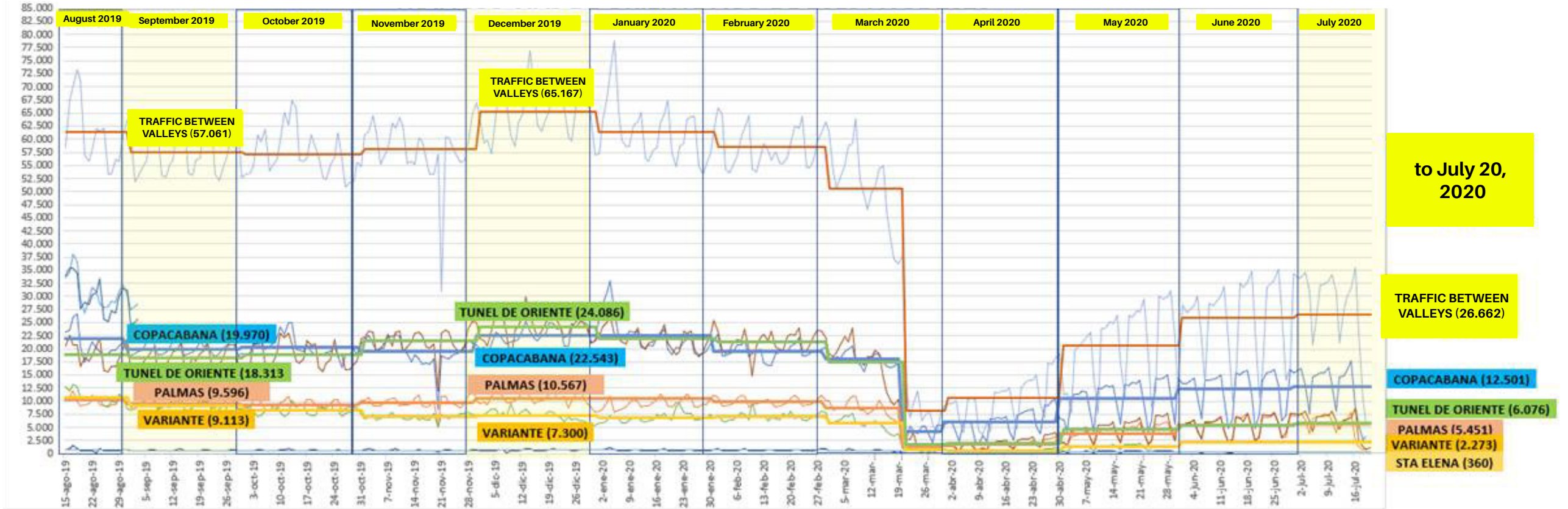
Accumulated Financial Results (COP millions)				
	1Q2019	2Q2019	1Q2020	2Q2020
Operational Income	33.396	34.660	37.939	46.407
EBITDA	17.239	16.651	30.774	29.894

Average Daily Traffic (ADT)				
Toll Station	1Q2019	2Q2019	1Q2020	2Q2020
Guarne	21.346	22.559	18.112	9.613
Palmas	9.893	10.264	8.356	3.681
Total	31.239	32.823	26.468	13.294



Concession Devimed

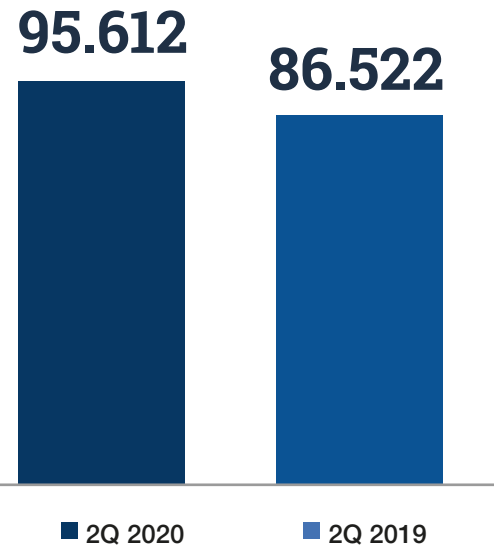
Traffic routes from Oriente August 2019 to July 2020



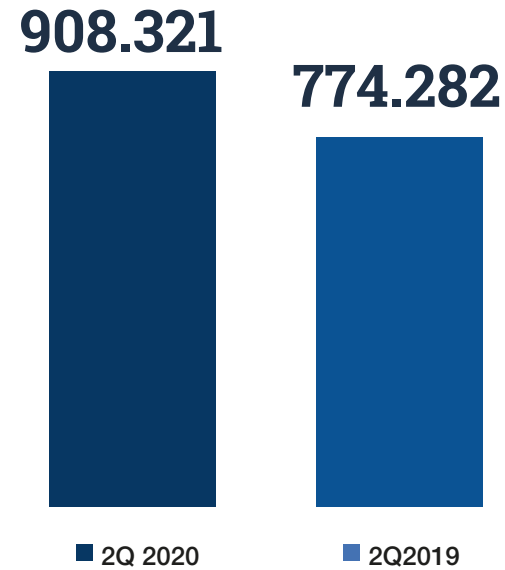
BUSINESSES: REAL - ESTATE INVESTMENT PORTFOLIO

NOI (Accumulated)

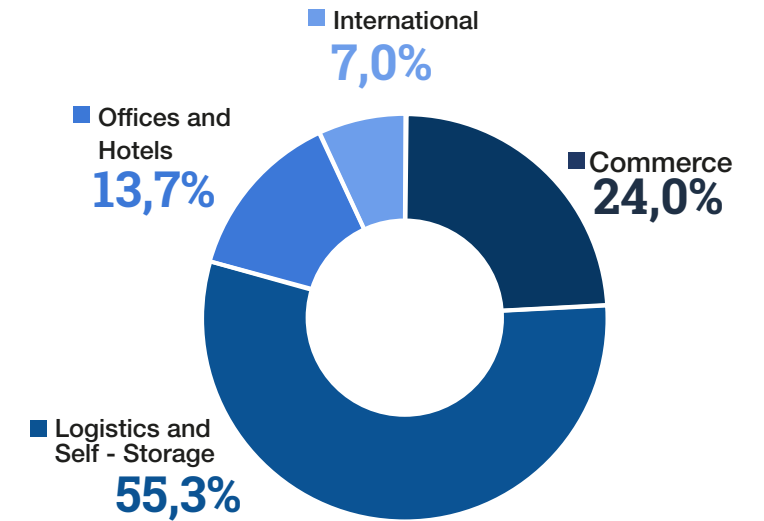
Figures in COP millions



GLA m²

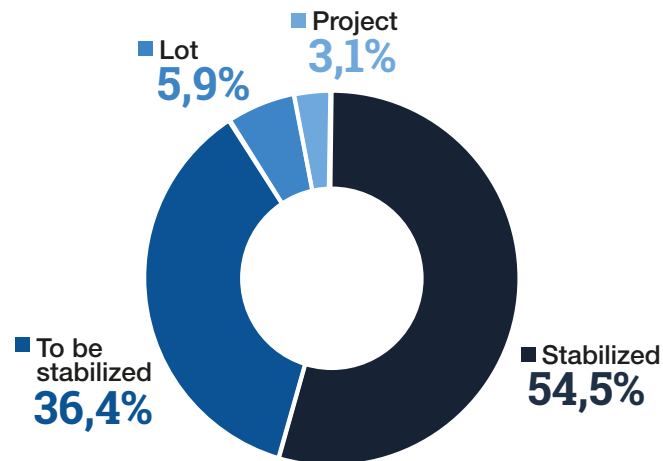


GLA 2Q2020



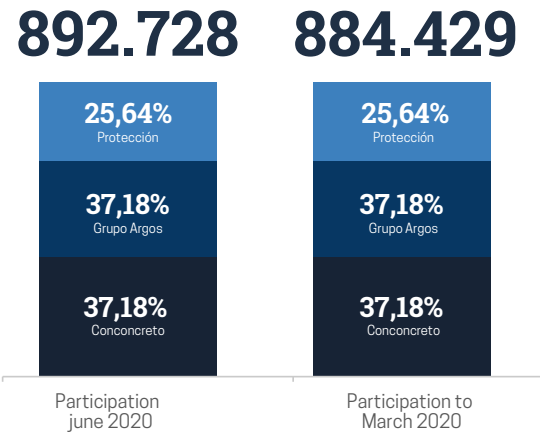
908.321 m² in operation

Distribution by Status

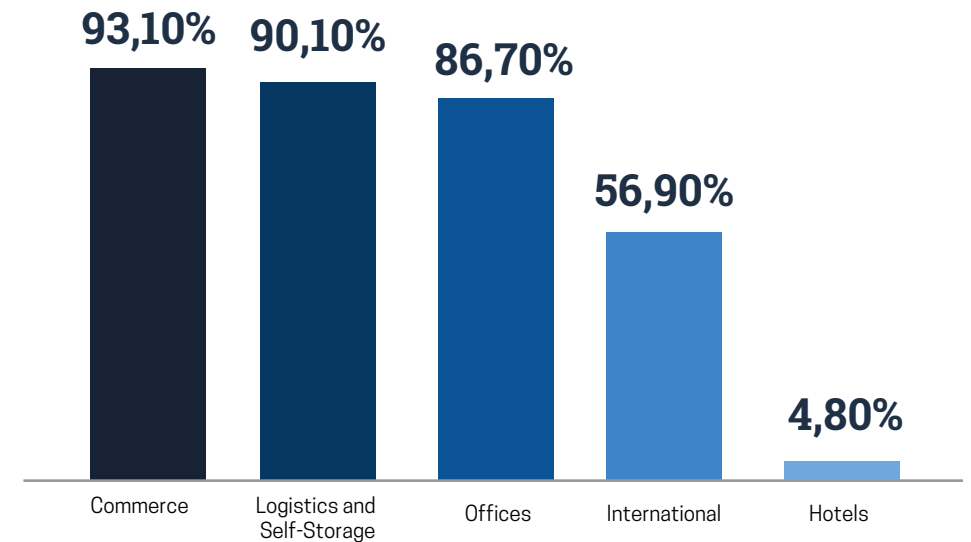


INCREASE
COP 4.10 Billion

Accumulated Stake in the PACTIA Trust (%)



2Q2020 Occupation



Business HOUSING



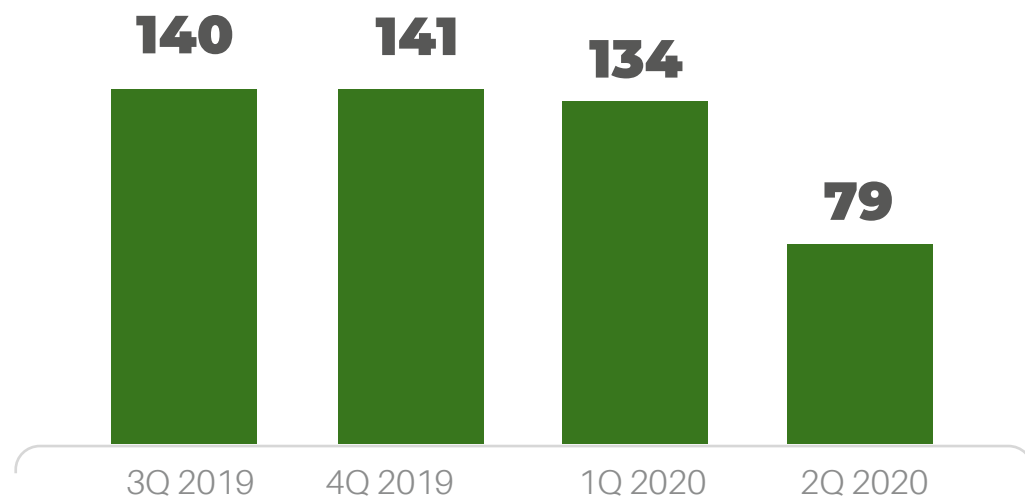
7
Building

- Portal del Sol 2^{da} Etapa
- Sunset Boulevard 1^{ra} Etapa
- Mint
- Park 68
- Puerto Azul
- Zanetti Torre 3
- Caminos de la Primavera

5
Pre-sales

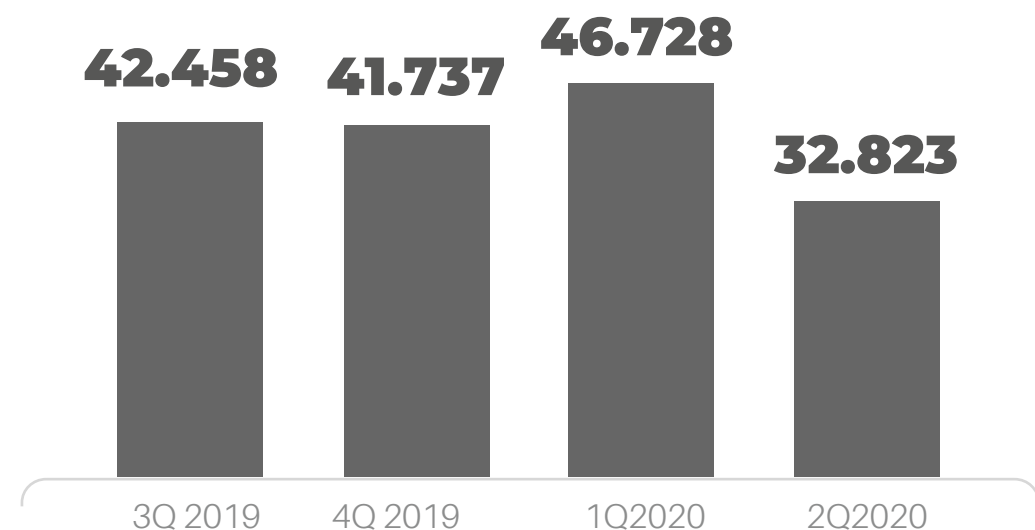
- Porto Rosso
- Sunset Boulevard 2^{da} Etapa
- Ciudad del Bosque Torre 4
- Contree
- Primavera Verde

Units sold per quarter



Value of units sold per quarter

Figures in COP millions



Consolidated financial Results **2Q2020**



Financial Results

CONSOLIDATED STATEMENT OF RESULTS BY FUNCTION

(In millions of Colombian Pesos, COP)

	jun. 2020	jun. 2019	var.
Income from Ordinary Activities	264.443	417.095	-37%
Sales Costs	-223.228	-345.315	-35%
Gross Profit	41.215	71.780	-43%
Other Income	7.376	28.326	-74%
Administration and Sales Expenses	-14.762	-16.872	-13%
Employee-Benefit Expenses	-18.002	-20.768	-13%
Other Expenses	-3.284	-2.379	38%
Profit through the Equity Method	4.915	3.322	48%
Other Profits (Losses)	22.605	20.136	12%
Operational Profit	40.062	83.545	-52%
Profits Derived from the Monetary Position, Net	415	-74	-659%
Financial Income	25.011	24.527	2%
Financial Costs	-33.200	-37.099	-11%
Before-Tax Profit	32.289	70.899	-54%
Expenses (Income) for Taxes	-9.491	-12.975	-27%
Minority Interest	-609	-873	-30%
Profit of the Period	22.189	57.052	-61%
EBITDA	59.754	105.102	-43%

Margins	jun. 2020	jun. 2019
Gross margin	15,6%	17,2%
Operating margin	15,1%	20,0%
Margin before tax	12,2%	17,0%
Net margin	8,4%	13,7%
EBITDA margin	22,6%	25,2%

Financial results

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

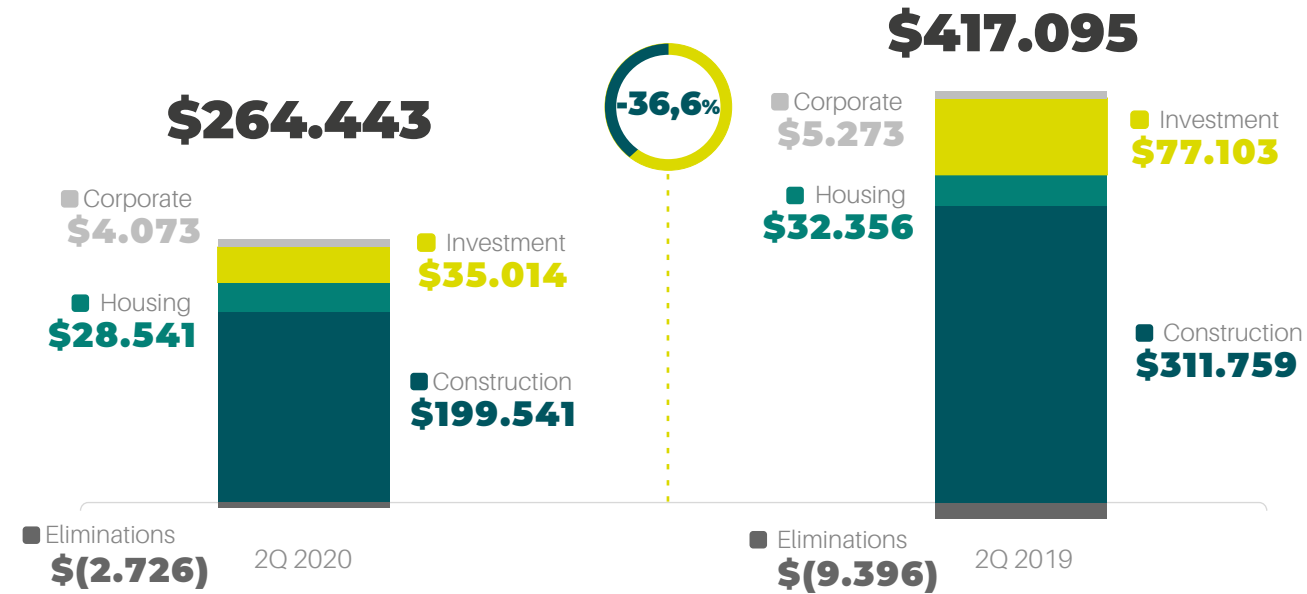
(In millions of Colombian pesos)

	jun. 2020	dec. 2019	Variation	
ASSETS				
Cash and cash equivalents	254.813	239.274	15.538	6,5%
Trade accounts receivable and other current accounts receivable	307.704	353.632	(45.928)	-13,0%
Current accounts receivable from related and associated parties	83.654	78.757	4.897	6,2%
Current inventories	324.555	352.207	(27.652)	-7,9%
Other current assets	133.023	122.550	10.473	8,5%
Current assets	1.103.749	1.146.420	(42.671)	-3,7%
Investment property	6.146	6.146	0	0,0%
Property, plant and equipment	311.313	315.656	(4.343)	-1,4%
Investments accounted for using the equity method	1.405.444	1.358.961	46.483	3,4%
Other non-current assets	41.920	45.975	(4.056)	-8,8%
Non-current assets	1.764.822	1.726.738	38.084	2,2%
Assets	2.868.571	2.873.158	(4.587)	-0,2%
LIABILITIES				
Current financial obligations	182.300	202.451	(20.151)	-10,0%
Trade accounts payable and other accounts payable	186.181	249.695	(63.514)	-25,4%
Current accounts payable to related and associated parties	34.102	34.626	(524)	-1,5%
Liabilities for leases	38.795	39.987	(1.192)	-3,0%
Other current non-financial liabilities	49.162	64.254	(15.092)	-23,5%
Other current liabilities	23.220	14.312	8.908	62,2%
Current liabilities held for sale	14.294	14.294	-	0,0%
Current liabilities	528.055	619.620	(91.565)	-14,8%
Non-current financial obligations	470.818	453.352	17.465	3,9%
Otros pasivos no corrientes	259.334	233.128	26.207	11,2%
Other non-current liabilities	28.782	28.251	530	1,9%
Non-current liabilities	758.934	714.731	44.202	6,2%
Liabilities	1.286.988	1.334.351	(47.363)	-3,5%
EQUITY				
Equity attributable to owners of the parent	1.576.539	1.534.260	42.278	2,8%
Non-controlling interest	5.044	4.547	497	10,9%
Equity	1.581.583	1.538.807	42.776	2,8%

Financial results

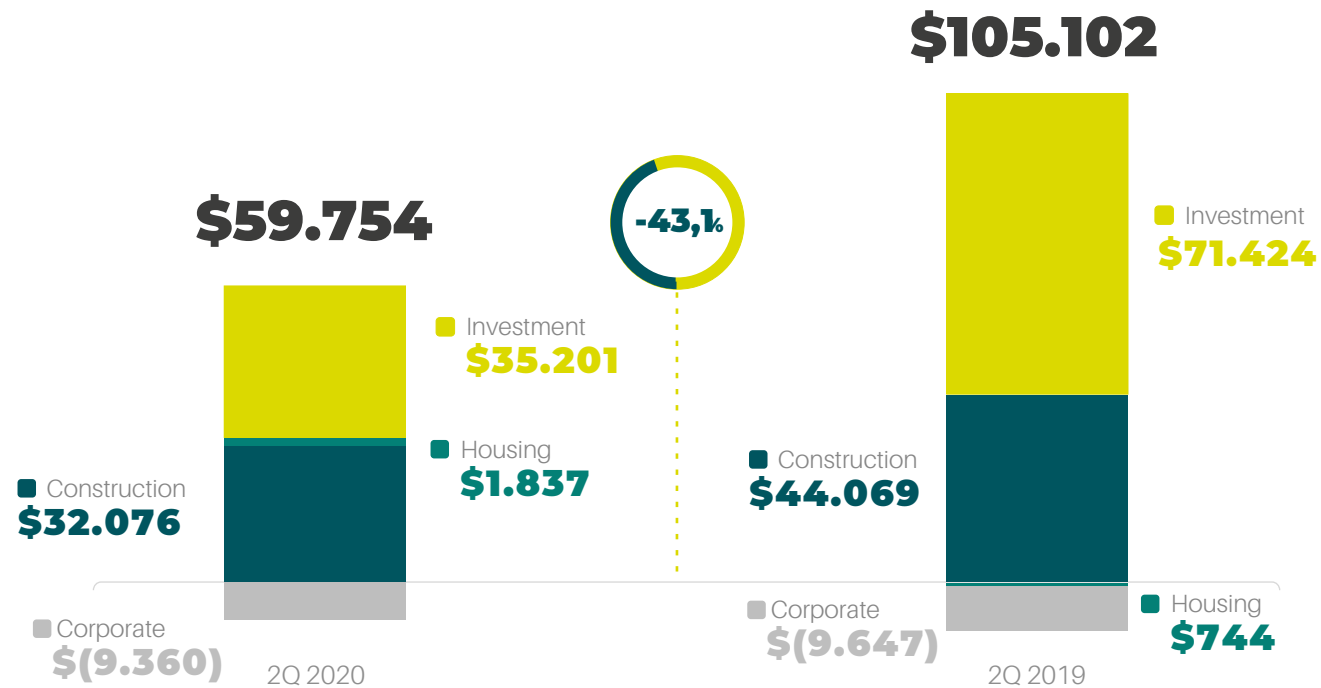
Consolidated Income

Figures in COP millions




Consolidated EBITDA

Figures in COP millions



QUESTION AND ANSWER SESSION



 HELIOS ROAD CONSORTIUM,
Ruta del Sol, sector 1 - Guaduas, Cundinamarca.