

A TRANSCRIPTION OF THE EVENT

QUARTERLY REPORT: SECOND QUARTER OF 2015

Welcome everyone to the conference on Constructora Conconcreto's results in the Second Quarter of 2015.

Before beginning, we would like to offer some advice as to how to use the platform.

If you are not seeing this through streaming, in the left margin of your screens you will find a space where you may send us your questions. Also, in the upper right margin, you may enlarge the screen to see the presentation better.

If you wish to download the presentation document, you will find an icon at the lower right. If you are connected via telephone, remember that pressing the nine (9) key at any time, you will be transferred to the line of questioning, where you will be attended by an operator. If you wish to download the presentation document, please enter our Webpage (www.conconcreto.com/inversionistas/informetrimestral). When Doctor Juan Luis Aristizábal Vélez ends his presentation, he will answer the questions according to their order of arrival.

With this brief introduction, I give the floor to Doctor Juan Luis Aristizábal Vélez, CEO of Constructora Conconcreto. Doctor Aristizábal, you may begin your presentation.

Good morning everyone and thank you for accompanying us in this presentation on the Second Quarter Results of 2015. As relevant facts, I would like to begin the presentation clarifying the two important operations that the Company has made in recent months, which have dramatically and positively changed the future of the Company. We are currently in the process of approval of the capitalization of **VINCI GROUP**, which made an offer to purchase twenty percent (20%) of the share capital of Constructora Conconcreto. VINCI Group is one of the largest construction companies in Europe; billing 38 billion Euros a year. It has nearly 115,000 employees in 60 countries around the world. It has many strengths in the market niches where Conconcreto is not present and the objective of the alliance, in addition to consolidating Conconcreto's financial position, is to seek new niches and new market opportunities in Colombia to be able to participate in construction businesses or in businesses similar to construction that will permit the leveraging of Conconcreto's growth. At this time, and after having received the offer by VINCI Group, the Board of Directors accepted the offer, and according to the Conconcreto Bylaws, a fairness opinion was contracted for the value of the offer, which is COP 1,276 per share, for an independent third party to issue its concept on the reasonability of this price. The Board authorized the hiring of **BTG PACTUAL** for the fairness opinion. BTG Pactual reviewed the information of the company and issued the fairness opinion, which stated that the value of the offer by VINCI is reasonable. The Board also accepted this fairness opinion and is also in agreement that the alliance with VINCI Grupo, in addition to strengthening the financial position of the Company, has some important advantages in terms of the potential developments of business or the participation in large projects in Colombia in the future. The Board of Directors also believes that with these synergies, we can take advantage of growth in the Company and, also, there may be transfers of technology in areas where Conconcreto has no strengths. Based on this, the Board approved the transaction and summoned an Extraordinary Assembly of Shareholders, which will take place on September 22,

2015, in the city of Medellín, to which all of you are cordially invited. In this Assembly, we expect the Shareholders to approve the issuance of twenty percent (20%) of the shares and waive the preemptive right for VINCI Group to purchase twenty percent (20%) of the shares on which the offer was made. Once the transaction is approved in the Extraordinary Assembly of Shareholders, the regulation of issuance and placement of shares will be issued and the entire process is to be approved by the Colombian Financial Superintendency. We expect this transaction to culminate in November or December of this year, at the latest. With this, 290,000 *million* Pesos would enter the Company, which would be available to invest in infrastructure projects, such as the 4G concessions or other infrastructure concessions, and in the development of new niches in the market in areas where VINCI Group has some experience that Concreto does not have, such as wastewater treatment, water purification, handling of hydrocarbons, the construction of metro systems where VINCI Group has tremendous experience, and many market niches where we will have a lot of activity in our outlook toward the future. With this, we hope that the Company is strengthened for all major construction challenges that will occur in Colombia, and, as I have mentioned several times, strengthening the Company from a technical point of view.

The second big news that Concreto has had in recent months is the alliance with Grupo ARGOS, to consolidate the Argos – Concreto Fund, which, from today, will be called the **PACTIA FUND**. This fund has consolidated the Company, which will operate the assets. We are in the process of transferring both the Constructora Concreto assets, as well as the Grupo Argos assets to a trust in which all the real – estate assets will be placed, which will be operated by the new Company. At this time, the Group has nearly 125 employees (the company hired 125 employees), specialized in operating assets: shopping centers, offices, logistics assets, self-storages and the supervision of the hotel operation that is done by Grupo Movich and Grupo GHL. We are also working on a timetable to transfer the assets of the two organizations to the equity where all these assets will be placed. This transfer process began on August 1st, and we expect that by the end of the year, the majority of the Constructora Concreto assets have been passed to the new real – estate fund. Additionally, the PACTIA Fund has an investment backlog of nearly 900,000 million Pesos, which will be between the second half of 2015 until 2016, with which Concreto will continue the construction activity for the real – estate fund assets, according to what had initially been planned. These two (2) transactions give Concreto good potential to continue its growth strategy in self – modeling work in the real – estate business. With the PACTIA alliance, Concreto will be able to continue to build between twenty percent (20%) to twenty – five percent (25%) of its annual operation to the real – estate fund to the extent that we are competitive and a good supplier for the PACTIA Fund. In addition, with the alliance with VINCI Group, we will have the opportunity to participate in a broader range of construction businesses in Colombia and have more possibilities to bring new technologies to the country with which we can be more competitive.

From the point of view of financial soundness, the PACTIA Fund Grupo Argos – Concreto transaction was structured so that nearly 600,000 million Pesos of Concreto's liabilities are transferred to the PACTIA Fund and with the monies that enter the financial resources of Concreto and for the capitalization transaction with VINCI Group, we will have fresh resources available for nearly 290,000 million Pesos to leverage infrastructure projects.

From the strategic point of view, there are many details in the report. I am going to pause here to talk a little about what Concreto will look like in the next 18 months according to the adjustments we are having in the Colombian economy and some changes in the global economy that could eventually have an impact. Today, it can be said that the Company is in a

quite favorable position to have any type of adverse changes that the Colombian economy could have globally. The devaluation of the Peso, the uncertainty that global economies are experiencing, in China and in Brazil, which could have some impact on emerging countries and especially in Colombia, are factors that kindle alerts in Concreto. However, Concreto has some important advantages: The first is that, with the strategic alliances that have been consolidated in the last twelve (12) months, Concreto's financial solidity is strong and we are able to face new challenges and projects to come. The second is that we have a low or almost zero exposition to the effect of the devaluation of the Peso. All the operations we had in foreign currency had hedges in price adjustments that could be impacted by the Dollar normally have some construction price – index adjustments that do not react as quickly as the devaluation, but that eventually cover part of the price increases in imported raw materials. Additionally, from the point of view of housing or other businesses, Concreto has some policies to handle some high margins and not be too exposed in pre – sales, which are prices that are not fixed in advance and then could impact the results of the project. From the point of view of construction, despite the difficulties or changes that could be brought about by the decline in oil prices and the devaluation of the Peso, the construction sector has been a driving force for the Colombian economy and we believe that in the coming years, it will continue to impulse the economy and possibly made a huge contribution to soften the impact of oil prices and the devaluation.

Construction will be very active for the first and second wave of 4G projects, for logistical and port expansions, for the high demand for middle – class housing and for the great need for infrastructure and mass – transit systems, especially in Bogota, where we expect that – in the next few years – with the changes in government in Bogota and the capital cities of the country, there will be big investments in mass – transit systems or in urban highways. The most important for Concreto is also that to date, we have one Billion Pesos in backlog for 2016 that have been contracted and for the second half of this year, 586,000 Million Pesos that have been contracted and are in progress; that is, it is hardly viable or feasible that Concreto sales will be affected by changes in the economy for 18 months. They are important contracts in progress and we do not foresee our clients making the decision to suspend projects, which ensures an operation of the Company in the same terms that we have had in 2015. In addition to this, we have opportunities in the PPP projects. Concreto was quite conservative in presenting two (2) proposals in the package of concessions under the form of fourth – generation (4G). We studied four (4) concessions and we only bid on two (2); in the other two (2), we are overpriced by considerable margins. We see that Concreto's alternative is to work in public – private partnerships. We have several projects that I will mention later on in the document. We see that in the PPP, there is a lower financial risk; there are lower risks in the invested CapEx costs and revenues are validated more.

From the point of view of the 4G, we have the expectation that it will boost the construction sector of our affiliates and possibly in Concreto in the area of engineering and design, we see a participation in these niches. The 4G risks are concentrated in the financial closure in the Equity contribution, in any exchange risk in some stages of the project. The second risk is execution, which includes the procedures and construction licensing, and the third risk is in income. For the Concreto organization, these risks are rather high. In all bids, we normally include some factors to mitigate risks, which increase our price, and for this reason, we were excluded from this package. Today, with the changes in devaluation with the uncertainty that is found in world economies, we cannot have a 4G project with a good price. But we believe that, for Concreto, the alternative is working on public – private partnerships in some interesting projects in the country that have a lower risk and will permit the Company to have a stronger position. We are basing this opinion on the backlog that we have; we are basing this on the

growth strategy of the real – estate fund for the years 2015 to 2018, where we expect to build between 250,000 and 300,000 Million Pesos annually for the PACTIA Fund, and we believe that, in terms of housing, the Concreto strategy is focused entirely on the middle class, that will yield the fruits to generated projects of between 120,000 and 150,000 Million Pesos a year. Additionally, we are seeing changes or adjustments in Panama; the change of government in the first twelve (12) months in Panama was extremely strong, especially in the sector of public and private contracting, but we are seeing a reactivation of Panama with a much clearer panorama for construction contractors, who are governed by standards of ethics that allow us to compete openly in the market. So, today, the Company – in spite of all the difficulties we foresee for the next 18 months – we see them with a lot of clarity.

From the point of view of Construction, we turn to the second page, which shows the backlog in the areas of infrastructure, edification and housing. As I mention, the Company has 1.5 Billion Pesos to execute in the second half of this year and in 2016; we are actively working on the Ituango Hydroelectric Plant project, in the completion of the *La Línea* Pilot Tunnel, the *La Línea* evacuation Tunnel. In the maritime works in the area of Buenaventura, we are also actively working in some contracts related to the port of Buenaventura, earthmoving, etc.

In the area of edifications, we are seeking opportunities in large contracts as we are working on the *La Felicidad* shopping center in Bogota, in the entire real – estate portfolio of PACTIA Fund. Also, through our affiliate *Geofundaciones*, we are working on the *Plaza Claro* project, one of the largest projects being done right now in *Ciudad Salitre* in Bogota and, in general, in the area of housing, we have implemented some projects that have generated around 100,000 Million Pesos, 120,000 Million Pesos in 2015 in billing. It is also important to note that, in the first half of this year, we completed the *Hidrocucuna* project; we also completed the *Loboguerreros – Cisneros* stretch of the road to Buenaventura that we have in consortium with the Solarte y Ospina Group. We delivered the Museum of Modern Art building in Medellín, which we believe represents a milestone in the city and a challenge in engineering and construction for Concreto's very important design, but, from the point of view of the cultural contribution to the city, I believe we constructed a building such as very few in Latin America in recent years.

And in housing, we continue with the strategy of completing projects according to the quite active sales we have had in closing projects in Bogota and Barranquilla and beginning new projects. Additionally, in the area of engineering and design, we continue to be very active; we believe that value engineering will allow us to add value to our clients. Today we have design projects integrated to construction, already thinking about the EPC modality in some contracts, which is generating a strength in the market for us, especially participating in large projects.

If we move on to the third page, in the area of concessions, basically we are advancing in the *Ruta del Sol* Section I; we are advancing in the negotiation with the *Agencia Nacional de Infraestructura* for the construction of Section I, in which the section between Villeta and Guaduas is pending. For this, *CONCOL* the Concol Engineering Company will deliver the final designs in the next eight (8) weeks. Together with the Solarte and lesca Group of Argentina, Concreto has this contract; 21 Km are still to be executed and the contract has a sufficient amount of money to generate construction work for approximately two (2) years. This is one of the most complex negotiations we have had because it has lasted for many months, but we are finally seeing agreement between the parties and we will possible announce a negotiation soon; if we do not, we have agreed to an arbitration clause, so we will define a mechanisms for a court of arbitration to resolve all the differences between the parties.

At this time, we are working in three arbitration courts and we are working in the negotiation stage to see if we reach a conciliation and, thus, suspend the courts and have an amicable settlement between the parties. From the point of view of the PPPs, we are working on the road to the Buenaventura port, the operation and maintenance of the Buga – Buenaventura road; we also continue working on the PPP for the trams in Bogota, in the line that goes from downtown Bogota to Facatativa, and the line that goes from downtown Bogota to Soacha. We are also working on an urban highway in the Savannah of Bogota, and we continue working on a port in the Caribbean in which we are advancing in the environmental license procedures and the port concession. All these projects have important achievements and all require months, and in some cases years, to structure, but we believe that they will create jobs in the medium term – in the next two (2) to five (5) years – generating a significant workload for Concreto.

In the area of housing, we continue to be very active. At this time the organization has nearly 1,000 units for sale. We expect to provide 373 units, for an approximate value of 107,000 Million Pesos, this year, continuing very active in promoting projects in Bogota, Medellin and Barranquilla, with a very high concentration (60%) in projects for the middle class, SEC 2, 3 and 4. We expect not to leave the niche that surpasses 300 Million Pesos and we believe that the growth of the middle class in Colombia will continue to generate a significant demand for housing.

In the real – estate portfolio, as I have already mentioned, we are closing the first half of 2015 with nearly 360,000 m² in leases, of which beginning on August 1st, we began the transfer of a large part of these assets to the PACTIA Fund, where Concreto's GLA figures have been discriminated as: 38% for business; 52% for industry.... This is the last time you will see these figures in the Concreto report; from now on, there will be an individual report for the PACTIA Fund.

On the following page – page 5, are the financial statements of the Company in the first semester of 2015. Total Company revenues were 551,000 Million Pesos; sales costs were 432,000 Million Pesos for a gross profit of 119,000 Million Pesos. Growth in income was largely given by the 7% growth in construction, the 41% growth in the real – estate portfolio income; which is a very high percentage for the lower figure of the real – estate portfolio, and for the 164% growth in the road concessions; the growth of profit is 16%. The Company's gross profit was 119,000 Million Pesos, with a 29% growth over the first half of 2014; income grew 43%; costs, 47% and gross profit grew nearly 30% over the first semester. This is due in part to the increase in margins of 103 basic points and we can see how the Company, in previous years, always contracted the projects with some market margins through operational efficiency and optimization of designs, and in the search for construction alternatives, we can improve the margins of the projects. Also, in the operating profit, there is a profit that comes from the income originating in the cession of rights in the *LOGIKA II* project in the savannah of Bogota, where we ceded part of our participation to an investor in a transaction before the Argos Concreto alliance and we were just operating it in this semester.

I mentioned that the company does not have a high impact because of the exchange rate; however the fixed value in the financial statements there appears an exchange difference of 2.258 Million Pesos, which is basically because of a hedge that has been taken out in the contracts in the ports of Buenaventura, which, at the end of the contract, will be for Concreto. However, the quarter – to – quarter accounting (because there is a hedge for the end) implies that we have to account for an exchange difference.

In regard to the other results, noteworthy is the before – tax profit of 50,122 Million Pesos, a growth of 116% over June 2014; the net profit is 28,710 Million Pesos, a growth of 52% over the first semester of last year. The Company's EBITDA is 113,376 Million Pesos, a growth of 34% against the first semester of 2014.

This semester is one of good results for the Company, but I would say that perhaps, what we said last year in the quarterly reports, 2014, and especially the first two (2) quarters of last year, were very difficult from the point of view of profits of the projects and of some negative impacts we had to make in the first and second semester, due to the shift in concessions or due to the impacts in recalculating the margins of the infrastructure projects. Actually, much of the growth is due to the fact that the first semester of last year was not good enough for Concreto.

The Company's gross margin to June 2015 was 21.6%; the operational margin is 17.7%, and the net margin is 5.2%. The EBITDA margin was 20.6%.

From the point of view of the balance, the Company closed the first half of 2015 with a total of 3.2 Billion in assets; 2.3 Billion for liabilities, and equity for 977,000 Million Pesos, with a 4% growth over the first semester of 2014.

And, if the financial obligations that appear at the bottom were reclassified, which is a total of 1.3 Billion Pesos, today the Company has financial obligations for nearly 120,000 Million Pesos in the construction business. In Investments it has a liability of 810,000 Million Pesos, of which 600,000 have been transferred to the PACTIA Fund, with which the Company will have a liability related to investments that were made and assets for 200,000 Million Pesos were transferred to the PACTIA Fund, which will be paid with the dividends from the PACTIA Fund.

In the area of housing, total indebtedness, both for the purchase of land as well as builder credit, the Company has 190,000 Million Pesos. To date, we do not have any project that have the risk of loss, with which all the project within their costs will pay the financial costs and return the value of the land; that is, we do not see a risk in the 190,000 Million invested in housing. And in consortia, we have 200,000 Million Pesos, which is our participation in the consortia. All these consortia have a positive projection of closing, which means that, before sharing profits, the consortium paid all the financial cost of the interest and returned the capital to the banks, with which we expect that Concreto will not have to take care of any of these debts of the consortia. In terms of the affiliates, we have 25,000 Million Pesos, which is a reasonable debt for the operation of the affiliates, among which we have sold nearly 80,000 Million Pesos a year and we see no reason for Concreto to support the payment of this financial debt.

On the following page we have three (3) bar graphs, which show the Company's situation per business unit. In the consolidated income appears the income from infrastructure of 254,000 Million Pesos in the first half of 2015; the edification income was 162,000 Million Pesos; the income of the engineering and design area was 1,105 Million Pesos; income in the housing area was 22,194 Million Pesos. Income from the real - estate fund was 65,987 Million Pesos; income from road concessions was 13,773 Million Pesos and income from vertical integration or for affiliates related to construction was 44,782 Million Pesos, a negative of 13,912 Million Pesos which are adjustments and eliminations due to international standards, for a total income of 551,472 Million Pesos.

In cash generation, there are two large contributors to the cash generation, which are the area of infrastructure and the real – estate fund; traditionally, road concessions and affiliates, the

vertical integration are also large contributors to cash generation. The housing business has a very small cash generation because it is delayed, according to the deeds of the units and depends on the closing stages of the project, which is when the deeds are awarded. So, this will be quite variable, difficult to project according to the displacements in time in the deeds of the units.

In terms of indebtedness, at the bottom of the chart is a bar with colors. Indebtedness to December 2014 was for a total of 1.295 Billion Pesos; to June 2015, 1.343 Billion Pesos. If we subtract the liability that is going to be transferred to the Grupo Argos Fund, which is 610,897 Million Pesos, with which the indebtedness of the Company after the transaction with PACTIA or the Argos – Concreto alliance will be 732,587 Million Pesos. Of this, as I have stated, there is 190,000 in housing, which will be covered with the operation of the housing fund and 200,000 in consortia, which are covered with the operation of the consortia and 25,000 from affiliates, with which nearly 400,000 of these 732,000 Million Pesos are not directly covered by the Company, in spite of the fact that we have them in our financial statements and we are in solidarity with that liability.

The income that will enter from the transaction with the VINCI Group capitalization is nearly 290,000 Million Pesos – exactly 289,462 – and this money cannot be used to pay liabilities, with which the Company will have some cash reserves for 290,000 Million Pesos to invest in infrastructure projects and concessions, and additionally with the operation, the constructor will have to cover liabilities for nearly 332,000 Million Pesos, which is a reasonable figure for the volume of Concreto's operation.

Finally, on the last page of the report, we show the consolidated income, the operating profit, the EBITDA and the net profit, in a quarter – to – quarter comparison of 2014 and 2015. There, the growth of 2015 compared to 2014 can be seen and we see that all the figures present important advances compared to 2014.

With this, I just want to say that the Company is in a very strong position; that the Company has an important backlog to execute in the next 18 months and, additionally, we are actively working on an internal planning of the company to adjust to all the changes that are coming and we are very focused on self – generating work in the concession business through the lay of public – private partnerships and we aim to continue strengthening the alliance with Grupo Argos, to being very active in the housing business for the middle class and seeking value engineering to contribute to our clients and be able to enter niches where we are not found today. Additionally, the Company continues to seek large projects where our operational capacity and operational efficiency allow us to have greater margins. In general, we are quite conservative and cautious in estimating the risks that exist today in the country and in the global economy, and we are very attentive to the adjustments seen over time, especially in adjustments to the interest rates, in changes in oil prices, the adjustment of the Colombian economy and the high impact the construction business will have, the high demand for services and skilled labor and machinery and equipment that are generated in initiating all these fourth – generation concessions. We do not know all these risks; we measure them and mitigate them somehow in the Company and we expect – we are very optimistic – that in the next 18 months, at least, we have tranquility in the Company's administration and governing bodies.

This concludes the report and I will now take questions from all of you.

Thank you very much, Doctor Juan Luis. We will now begin the period of questions and answers. Remember that you can write us via streaming in the question box in the left margin of your screens, or marking the nine (9) key by phone:

Let's begin with the questions:

Leidy Acuña from Banco Popular asks: "How do you explain such a pronounced decrease of the historic backlog versus that projected to 2020?"

The backlog in a construction company is the contracts signed and in execution, projected into the future, with which I mean that of the contracts that I am executing or I am going to execute, they add up to 2.1 Billion. Of these 2.1 Billion, 586,000 will be executed in the second half of 2015; 1,020 Billion in 2016 and so on, I project part of the contract that passes from one year to the next. We are projecting to 2020 because we have projects, such as that of Ituango or there are contracts – for example, the movement of land – in the specific case that will continue to 2020. It is a contract for four (4) or five (5) years where we know exactly how much will be executed each year. The decrease has to do with the commercial work the Company does. In this second semester, we are getting very little work for 2016 and a lot of work for 2017 and 2018; that is, the companies work almost 12 months in advance in obtaining the work. So for 2017, we are just beginning to look at opportunities in the market, which are public tenders that are being studied; they will be awarded next year in the first semester. We will begin construction in the second semester and they will appear in the backlog for 2016, 2017 and 2018. So basically, it's not that the backlog has decreased, but rather, the commercial work, what is projected, is not included in the backlog. I assume that I only explain what is true and what is to be executed.

Luis Carrillo from Colfondo asks, "After the alliance with Grupo Argos, under what method will the PACTIA operation be consolidated?"

The PACTIA Fund is 50/50 between Argos and Concreto and it is a joint operation, meaning that neither company consolidates. In Concreto we will record it through the participation method and 50% of the Fund's net profit will appear on a line in the financial statements.

Alejandra Isaza from Serfinco asks, "How will the PACTIA Fund be consolidated?"

We just answered that.

Her second question is, "In what place are the PPP and when do you believe you will have the estimations and adjudications?"

The public – private partnerships that Concreto has are in different stages. One has to do with the trams in Bogotá, which are in the stage of studying the project; that is, the draft was presented; it was approved; the project was presented; some clarifications of the project were made and we are in the final stage of negotiation in the final details of the project to enter the Corpa bidding, after the project is approved and then adjudicated. The tram project has a high political ingredient with which we think that with this electoral process we are experiencing in Colombia with regional and local leaders is very likely that the approval of this project and the Corpa bidding will take place next year. In the project for the Buga – Buenaventura road, which we are negotiating with the *Agencia Nacional de Infraestructura (ANI)*, it is also in the review stage, which last between six (6) and twelve (12) months. We have had important progress and

discussions on the top and we expect to close the project stage in the next six (6) months and then move on to the Corpa bidding. The other PPPs are under study. The port I mentioned in the Caribbean is not a PPP model; it is a private project. Colombian ports are private and, basically, the detonator of the ports is obtaining the environmental license and the port concession. In this project, we have done all the market studies, the financial projection, the technical designs and we are, as I say, in the process of obtaining the license and the port concession to begin to promote this great project. And in the other projects, we are in the stage of project approval, but actively working on the details of the project because we know that all drafts deepen the technical studies, estimating budgets, studies of lawsuits, etc. We are working on all these aspects. Only the regional sections are projects; the trams in Bogotá add up to three (3) Million Pesos, the Buga – Buenaventura project is nearly one (1) Million Pesos en construction CapEx. The port is a port that adds up to nearly one (1) Million Dollars in all its stages and, in general, they are large projects. We don't want all of them to be approved simultaneously. We are actively working on two (2) of them this year and we expect that next year we will also actively advance on two (2) more, to program resources, strategies and partners, and everything that all these large projects require.

Alejandra Isaza of Serfinco, as well as Luis Carrillo of Colfondo, ask, "After all the changes for this year, with the incorporation of the alliances, what is the multiple or the net debt / EBITDA indicator for the end of the year and for 2016?"

The net debt / EBITDA indicator for Concreto will be 2.5 times the debt / EBITDA; taking into account the clarifications I made and which is that the Concreto debt will be paid with the operation or with the generation of the Company's EBITDA, which is nearly 443,000 Millon because, in the case of the consortia and the housing debt, we have it directly through the pension trusts where the housing is developed, through the consortium vehicles in which the project is developed and under the IFRS standards, we are projecting positive results both in the housing business as well as in the consortia business or in the projects where we have the consortium, which means that this debt is not going to be taken care of by the Company's cash flow.

Andrés Sanchez of CORPBANCA asks: "Please give us more details on the Ruta del Sol Project. What is happening with the new Arbitration Tribunal? How is the negotiation process of Section I going and how is the liquidation of Sections II and III progressing?"

Well, in the *Ruta del Sol* Section I business, which is divided in three (3) stretches: Stretch I, II and III, at the beginning of this year the Helios Consortium finished it and delivered in operation and maintain Stretches II and III. Probably many of you have traveled that road; it is a road with high specifications, nearly 54 kilometers built in two lanes with a toll station. The work was received by ANI and it is now in operation and maintenance by the Helios Consortium. It is a short – term concession where we paid the construction works with future validity. At this time, the contract is until 2017.

As you have seen in different communications, press releases and different scenarios, due to the rainy season in 2010 and 2011, due to differences that the chartings had, the parties contracted an international expert to define if the contractual charting should be executed where it had originally been proposed by the ANI. The international expert's concept was that this charting represented large risks and that it was not convenient to build the road along this charting. And the rainy season in 2010 and 2011 was an event that exempted responsibility. Thus, ANI hired the *Sociedad Colombiana de Ingenieros* to define an optimal charting for the 21

kilometers that join Villeta to Guaduas. The *Sociedad Colombiana de Ingenieros* proposed a charting, the ANI requested that the consortium hire a company, through a bid, to make the designs; the company *Consultoría Colombiana* (CONCOL) was hired. CONCOL has been working approximately nine (9) months on the designs for the charting proposed by the *Sociedad Colombiana de Ingenieros* and they will be delivering these designs in the coming weeks. With this, the charting will be defined for the road and we have the construction designs to execute the project. Today, the Helios consortium has, obviously with this new charting and with the new designs that were made, the value of the work increased; the ANI has some recourses defined in the original contract and the consortium has the right to execute up to the total amount of this contract, which means that Stretch I will be executed partially. At this time, because the contract was a concession contract for a lump sum, when the contract was divided into two stages, Stretches II and III, and Stretch I, the parties have had to sit down to define who much was invested in Stretches II and III, and how much is lacking to invest in Stretch I, to execute the works in Stretch I. This is a task that appears quite simple, but which generates many difficulties because there are some inherent costs and overruns to not execute one hundred percent of the project simultaneously; the costs were inherent because we had some equipment available, but the project could not be executed and many other variables that affected the execution of the project. The parties have been trying to reach agreements, and, as this did not happen, the Arbitration Tribunal was invoked. For this reason the arbitration clauses are included in the contracts; when the parties do not reach an agreement, the Arbitration Tribunal is invoked.

At this time, there are three (3) Arbitration Tribunals invoked and we are in the process, as I have said, of reaching agreements. We have never closed the negotiating tables; we are in the process of reaching agreements and, hopefully, we can do it to facilitate the resumption of Stretch I and, obviously, if we don't achieve it because either of the parties is not in agreement, we would have to allow the Arbitration Tribunals to evolve and a third party to decide what is the real situation regarding Stretches II and III, and the execution of Stretch I.

Moreover, as a precaution and to be conservative in this contract, the four parties involved in the contract made the decision to include a provision of a loss of 80,000 Million Pesos in this project. Concreto has twenty – five percent (25%) of this contract and since last year, it included a provision or has taken a loss for 20,000 Million Pesos in this contract; it is a very conservative estimate on what the result of the closing of the contract could be. If the contract closes at minus 80, there will be no impact on Concreto's financial statements; if it closes in more than or less than minus 80 or has a loss of more than 80,000, it will be necessary to add it to the financial statements; and if it closes at a loss of less than 80,000, it will be necessary to carry it to a positive or positive profit in the financial statements, the statement of Losses and Profits, so we were quite conservative estimating the final result of the contract. We have taken the loss; what we expect is that the negotiations close and we did it according to international standards and it is a reasonable estimation from a technical, financial and commercial point of view of the business of which there could be an eventual closing of this contract. This means that Concreto is shielded from this eventuality. As I have said, we expect to reach a negotiation; we are talking in the tables; if we reach an agreement, it will be in the work tables and if they do not continue advancing, no one likes the Arbitration Tribunals, neither the State or private parties like them very much. We prefer arrangements and we are actively working on that.

José Restrepo of Serfinco asks, "How will the lower oil activity affect Concreto's operations in Yopal and Villavicencio?"

Concreto has no operations in Yopal and Villavicencio. The PACTIA Real – Estate Fund has a shopping center with a hotel in Yopal and has a project in Villavicencio in partnership with Grupo Éxito. At this time, Villavicencio is a region with a very interesting dynamic in addition to oil; it is tourism, it is the agribusiness and the conquest of all the highlands of Colombia. So it is a new shopping center with new brands; sales are going very well and the impact of the decrease in the oil industry has not been noticed. In Yopal, however, the impact of the decrease in the oil industry has been noted, but I would say that the impact on the oversupply of hotel rooms and shopping centers has been noted, with which the inhabitants of Yopal are dividing their purchases among more sales spaces and more hotel rooms, so really, Yopal has been a challenge for the Concreto real – estate fund, which has been transferred to PACTIA. What we have found in surveys is that the responsiveness to the reaction of assets of unique property is quite agile. In the hotel, promotional activities have been conducted that allow the hotel to be above the break – even point; in the shopping center, we have been very active in promoting and helping or supporting our businessmen in the shopping center, which has seen a decrease in sales, but we continue to be a leading shopping center in Yopal. So, really, we have noticed, that there have been changes in the decrease in activity and changes in the impact of a greater offer in Yopal. All these businesses are cyclical; it is important to think long term and consolidate brands and assets that are profitable in the long run.

Germán Zúñiga of Bancolombia asks, “If the Company’s backlog transfers 795,000 Millios to PACTIA, will this decrease the backlog to 1.3 Billion, equal to 1.57 years?”

Backlog is a work that is used only for the construction business; it is possible that we will change this work in the real – estate business, and not talk of backlog in the future, but rather CapEx in the coming years. The PACTIA Fund is going to invest, but the execution of the construction contracts is done by Concreto, which means that we are not transferring the backlog; the PACTIA Fund is contracting us to build nearly 790,000 Million Pesos in Concreto. Concreto is only taking the contracts that have been signed and that are in execution to the backlog. This means that in the 2.144 Billion in backlog, only those projects that have begun construction or where the contract has been signed are found in the PACTIA Fund.

Germán also asks, “If the Regiotram and Vía al Puerto have been adjudicates, what will the increase in the backlog be?”

The total CapEx invested in a PPP project normally has a construction CapEx; in the case of the trams, there is rolling stock and railway lines, which is the subject of railway infrastructure and it obviously has other types of investments that are not related to the construction business. These two projects would represent for Concreto, according to its percentage, nearly 600,000 Million Pesos in construction for a period of approximately three (3) years, which would be nearly 200,000 Million Pesos for each year. In the case of the Regiotram, Concreto’s participation in the trams is 50% and the Vía al Puerto, 33%.

Carlos Anaya of Casa de Bolsa asks, “How much of the debt that is now consolidated in Concreto will pass to PACTIA, associated to the assets that enter the company?”

We have mentioned in the presentation that the debt that passes to PACTIA is 610,000 Million Pesos, which is on the next to the last sheet of the report in the graph, where we show the impact of the Argos – Concreto alliance on Concreto’s total debt.

Germán Zúñiga of Bancolombia asks, “Do you consider that the participations of VINCI, as a new shareholder, will affect the liquidity of the share by having less floating?”

Today the Company has a floating of 30%; once VINCI enters, it depends on how VINCI is considered: if it is a long – term strategic partner, if it is a company that can sell the shares at any time, since the shares in the hands of third parties other than VINCI are the same in number. The floating in participation will decrease because it is diluted from 30% to 20%, with which the floating in third parties would be 24% and that of VINCI, 20%. One would expect that, at least, there is more activity in the movement of the share; all of you know that is the limitation of the Concreto share, the size of the Company and the economic value of the floating. In addition, we have seen that pension funds, with their long – term strategy, purchase to retain the Concreto share; they are large investors now in Concreto, which subtracts a little bit of liquidity. This is a medium– / long – term project; we have shown a good track record of growth, new development of the business, adapting ourselves to the changes in the construction business, and we expect to continue counting on institutional investors and, above all, in the medium and long term to support us in this consolidation and growth of the Company.

Luis Carrillo of Colfondo asks, “Do you consider the Bogota Metro project attractive? Can part of VINCI’s experience be used for this work?”

Concreto has had an alliance with a VINCI Group affiliate, *Grupo SOLETANCHE Freyssinet*, for 15 years, with which it has executed large tunnel works – more than 20 kilometers of tunnels for the Bogota aqueduct and the savannah of Bogota. Today we have all the experience to make tunnels in soft land, like those in the savannah of Bogota, large – diameter tunnels with TBM technology or automatic tunnel – construction machinery. We are attentive to the tender of the Bogota Metro; we will participate in the bidding and obviously, we will do it in a consortium or in association with VINCI Group, either with the large constructions of VINCI or with one of the VINCI Group affiliates.

Luis Carrillo of Colfondo also asks, “After the transaction with VINCI, what veto rights do the parties have?”

At this time, we are in the process of integrating VINCI Group as a shareholder in the Company; VINCI Group is a strategic, institutional investor whose objective is, in addition to strengthening the Company, seeking new market niches and new opportunities in Colombia. From the point of view of governance, with their 20% participation, they may have two (2) members on the Concreto Board of Directors. To date, with absolute transparency, we have only told them that, according to Colombian law, they may participate in the governance and can participate through the Board of Directors and through the Assembly of Shareholders.

The only request VINCI Group has made is that it have the right to veto the entry of another partner that has the same connotation as VINCI Group; that is, a construction partner that wants to enter through an issuance of shares with a preferential right. This is the only topic that has been raised at the table. But VINCI has entered; and I wouldn’t want a French or European or American competitor to enter tomorrow to purchase an important participation in Concreto, which is reasonable because it would be a tremendous difficulty of governance to have two large companies seated on the same Board of Directors, two large construction companies. For the rest, we will be building a corporate governance; it is a company with which Constructora Concreto, through the VINCI Group affiliates, has had relations for 15 years. We have

worked for two years on structuring and presenting proposals for the 4G concessions. We feel quite comfortable with them; that is, it is not a stranger who is coming to Concreto; it is a person, an entity, or a business that we have known for many years and we know how they act and think.

With this, we have finished our cycle of questions. I give the floor to Doctor Juan Luis to conclude the conference presenting the Constructora Concreto results.

I appreciate the questions and the participation very much and, as always, continue to have the commitment of the administration and the good guidance of the Board of Directors to continue being a leading company in the construction sector. We are very aware of all the risks that there are in the country; we know that this business is complex and difficult, but trust us, that we are making appropriate decisions for all of you as investors.