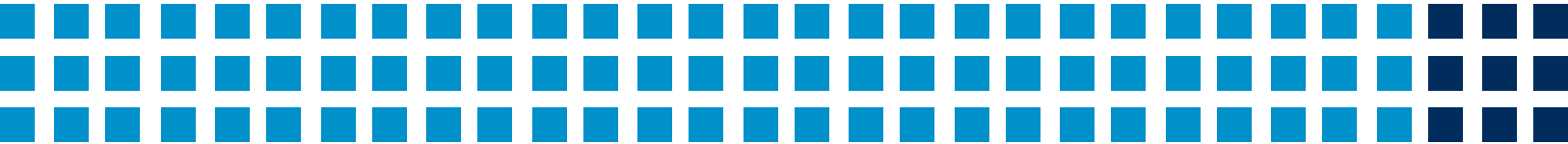


# CONSOLIDATED FINANCIAL STATEMENTS

Fourth quarter 2017



Construcciones  
**EL CONDOR S.A.**  
Ingeniería de Infraestructura e Inversiones

## EXTERNAL AUDITOR'S REPORT

February 13, 2018

To the Assembly of Shareholders of **CONSTRUCCIONES EL CONDOR S.A.**

### Consolidated financial statement report

I have audited the financial statements of **CONSTRUCCIONES EL CÓNDROR S.A.** and its subsidiaries at December 31, 2017, which comprise the consolidated financial situation statement, the results per duty and other integrated results, the changes in equity, and the cash flow statement ended on that date and the corresponding notes, including a summary of the significant accounting policies and other explanatory information.

### Responsibility of Management pertaining to financial statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with the Accounting and Financial Information Standards generally accepted in Colombia; this includes the design, implementation and maintenance of internal control relevant to the preparation of consolidated financial statements free from material misstatement, whether due to fraud or error; and the selection and application of proper accounting principles, and to establish appropriateness of accounting polies used.

### External Auditor's responsibility

My responsibility is to express an opinion on these consolidated financial statements based on my audits. I gained the information necessary to meet my duties and conduct my audits in accordance with the international auditing standards accepted in Colombia. These standards require to plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of misstatements.

An audit comprises performing procedures to obtain evidence, among others, about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risk of material misstatements in the financial statements. In making those risk assessments, the external auditor considers internal control relevant to the preparation and presentation of the financial statements in order to design audit procedures that are appropriate given the circumstances. An audit includes as well an assessment of the appropriate accounting policies used and the accounting estimates made by Management, and evaluating the overall presentation of the financial statements.

I believe that the audit evidence I have obtained provides a reasonable base for my opinion below.

### Opinion

In my opinion, the consolidated financial statements I audited were truthfully taken from the books, exhibit, in all significant and reasonable manner, the financial situation of **CONSTRUCCIONES EL CÓNDROR S.A.** and its subsidiaries at December 31, 2017, the results of their operations and cash flows for the year ended on that date, in accordance with the Accounting and Financial Information Standards accepted in Colombia.

## Other matters

The consolidated financial statements of **CONSTRUCCIONES EL CÓNDROR S.A.**, at December 31, 2016, which are part of the information on the financial statements attached, were audited by another public accountant assigned to Crowe Horwath, in accordance with the international audit standards accepted in Colombia. The foregoing unqualified opinion was provided on February 23, 2017.

Note No. 30 – Changes in policies, estimates and errores of the 2016 consolidated financial statements were restated by subsidiary Concesión Ruta al Mar S.A.S., which in turn affected the consolidated figures of **CONSTRUCCIONES EL CÓNDROR S.A.** for the same period. Effects on the consolidated financial statements as a result of the policy change and correction of erros are explained therein.



**JAVIER EMILIO TÁMARA TORRES**

External Auditor

Professional Card No. 208.595 – T

Appointed by **CROWE HORWATH CO S.A.**



**CONSTRUCCIONES EL CÓNDOR S.A.  
CERTIFICATION OF CONSOLIDATED FINANCIAL STATEMENTS**

February 13, 2018

Gentlemen  
**SHAREHOLDERS**  
**CONSTRUCCIONES EL CÓNDOR S.A.**  
Medellín

Greetings,

Pursuant to article 47 of Law 964 of 2005, the Legal Representative of Construcciones El Cóndor S.A. informs the shareholders that the operational efficiency of the controls established by the Company were been verified by the undersigned, and that the existing systems have been satisfactorily assessed in terms of financial information disclosure and control. All controls and systems above mentioned were found in proper operation.

Sincerely,

**ANA MARÍA JAILLIER CORREA**  
Legal Representative  
C.C. 42.895.563



**CONSTRUCCIONES EL CÓNDOR S.A.  
CERTIFICATION OF CONSOLIDATED FINANCIAL STATEMENTS**

February 13, 2018

Gentlemen  
**SHAREHOLDERS**  
**CONSTRUCCIONES EL CÓNDOR S.A.**  
Medellín

The undersigned Legal Representative and the Accountant of  
**CONSTRUCCIONES EL CÓNDOR S.A.**

**CERTIFY**

That the Consolidated Financial Statements and other reports relevant to the public, and the operations of the Company at December 31, 2017, do not contain any inaccuracies or errors which restrain from knowing its true equity condition.

The above is to comply with Article 46 of Law 964 of 2005.

**ANA MARÍA JAILLIER CORREA**  
Legal Representative  
C.C. 42.895.563

**ANA ISABEL GONZÁLEZ VAHOS**  
Accountant  
T.P. 47345-T



**CERTIFICATION OF CONSOLIDATED FINANCIAL STATEMENTS**

We, **ANA MARÍA JAILLIER CORREA**, acting as the Legal Representative, and **ANA ISABEL GONZÁLEZ VAHOS**, acting as the Accountant, hereby state that we have prepared the consolidated statements of financial position, comprehensive income, changes in consolidated equity and cash flows at December 31, 2017 of **CONSTRUCCIONES EL CONDOR S.A.** with Tax I.D. No. **890.922.447-4**. This task was prepared applying the International Financial Reporting Standards applicable in Colombia affirming that they reasonably present the financial standing at December 31, 2017, and furthermore:

1. We are responsible for the reasonable preparation and presentation of the consolidated financial statements of the Corporation, and hereby state that the figures were truly taken from the official accounting books and their corresponding complementary documents.

2. We are not aware in any way of:

- Irregularities involving members of the administration or employees, which may hinder the consolidated financial statements of the Corporation.
- Communications from regulators which by law should exercise control over the corporation, due to the breach of legal provisions in force or to the improper presentation of the information requested.
- Possible breach of laws or regulations that may create lawsuits or taxes, with effects that should be deemed worth disclosing on the consolidated financial statements or taken as a foundation to estimate contingent liabilities.
- Assets or liabilities other than those registered in the books, or revenues or costs that hurt the results and that should be disclosed in accordance with the International Financial Reporting Standards of Colombia.

3. The Corporation has satisfactorily protected all of the assets it owns as well as those of third parties in its power; there are no pledges or liens on said assets.

4. The Corporation has fully met all contractual agreements which if breached could have an effect on its financial information.

5. No events subsequent to the statement of financial position have taken place that could require an adjustment or disclosure on the consolidated financial statements at December 31, 2017.

**ANA MARÍA JAILLIER CORREA**  
Legal Representative  
C.C. 42.895.563

**ANA ISABEL GONZÁLEZ VAHOS**  
Accountant  
T.P. 47345-T



## Financial Situation Consolidated Statement

Figures in thousands of Colombian pesos

	At December 31	At December 31	At December 31
	2017	2016 Restated	2016
<b>ASSETS</b>			
Cash and cash equivalents	428.220.483	250.437.314	250.437.314
Current investments	7.126	168.747.043	168.747.043
Commercial accounts receivable and other accounts receivable	908.480.283	519.815.928	519.816.635
Accounts receivable, related parties	10.140.013	92.331.254	92.331.255
Assets for current taxes	46.368.044	31.812.433	31.812.433
Inventories	125.294.791	187.994.794	187.994.794
Intangibles	0	316.000	316.000
Expenses paid in advance and deferred charges	8.535.330	4.944.539	4.005.448
Non-current assets kept for sale	1.682.349	2.481.613	2.481.613
<b>CURRENT ASSET</b>	<b>1.528.728.419</b>	<b>1.258.880.918</b>	<b>1.257.942.535</b>
Investments in financial instruments	815.628	2.100.491	2.100.491
Investments in associates and joint businesses	83.669.186	93.519.376	93.519.376
Commercial accounts receivable and other accounts receivable	72.642.170	17.974.091	940.868
Accounts receivable, related parties	292.990.171	213.174.894	213.174.894
Expenses paid in advance	2.335.299	2.257.067	921.440
Intangible assets other than capital gain	354.125.435	131.051.456	147.993.555
Asset for deferred taxes	36.308.196	43.735.529	43.735.529
Properties, plant and equipment	330.426.728	291.502.295	291.502.295
Investment properties	4.490.374	988.737	988.737
<b>TOTAL NON-CURRENT ASSET</b>	<b>1.177.803.186</b>	<b>796.303.935</b>	<b>794.877.183</b>
<b>TOTAL ASSETS</b>	<b>2.706.531.605</b>	<b>2.055.184.853</b>	<b>2.052.819.719</b>
<b>LIABILITY</b>			
Financial obligations	500.973.341	520.656.176	520.656.176
Commercial financing companies	32.675.481	19.835.004	19.835.004
Commercial accounts receivable and other accounts receivable	384.663.321	326.376.170	324.155.580
Accounts receivable, related parties	451.001	0	0
Current taxes	47.310.289	3.537.191	3.537.191
Labor obligations	9.791.612	5.825.566	5.825.566
Other accounts payable	118.432.997	88.703.782	88.703.782
Prepayments and advances received	65.118.090	17.564.409	17.564.409
Revenues received in advance	25.491.033	3.466.858	3.466.858
<b>CURRENT LIABILITY</b>	<b>1.184.907.165</b>	<b>985.965.156</b>	<b>983.744.565</b>
Financial obligations	302.085.748	28.000.000	28.000.000
Commercial financing companies	140.313.004	106.740.141	106.740.141
Commercial accounts receivable and other acc. receiv.	11.118.806	93.079	93.079
Other accounts payable	2.285.341	1.088.798	944.256
Prepayments and advances received	2.740.683	17.455.587	17.455.587
Liability for deferred taxes	93.243.984	92.691.511	92.691.511
<b>NON-CURRENT LIABILITY</b>	<b>551.787.567</b>	<b>246.069.116</b>	<b>245.924.575</b>
<b>TOTAL LIABILITY</b>	<b>1.736.694.732</b>	<b>1.232.034.272</b>	<b>1.229.669.140</b>
<b>EQUITY</b>			
Subscribed and paid capital	15.701.606	15.701.606	15.701.606
Premium in share placement	159.711.695	159.711.695	159.711.695
Results of the period	184.908.738	185.924.266	185.924.266
Retained earnings	561.152.073	412.749.802	412.749.800
<b>EQUITY ATTRIBUTED TO CONTROLLERS</b>	<b>921.474.112</b>	<b>774.087.369</b>	<b>774.087.367</b>
<b>NON-CONTROLLING INTERESTS</b>	<b>48.362.761</b>	<b>49.063.212</b>	<b>49.063.212</b>
<b>EQUITY</b>	<b>969.836.873</b>	<b>823.150.581</b>	<b>823.150.579</b>
<b>TOTAL LIABILITY AND EQUITY</b>	<b>2.706.531.605</b>	<b>2.055.184.853</b>	<b>2.052.819.719</b>

The notes attached are an integral part of the financial statements

ANA MARÍA JAILLIER CORREA  
Legal Representative  
C.C. 42.895.563  
See certification attached

ANA ISABEL GONZÁLEZ VAHOS  
Accountant  
Professional Card No. 47345-T  
See certification attached

JAVIER EMILIO TÁMARA TORRES  
External Auditor (Crowe Horwath)  
Professional Card No. 208595 – T  
See opinion attached



## Income Consolidated Statement per Function

Figures in thousands of Colombian pesos

	From January 1 to December 31		From January 1 to December 31	
	2017	2016 Restated	2017	2016 Restated
<b>REVENUES FROM NORMAL ACTIVITIES</b>				
Sale of goods	11.859.014	12.281.743	3.084.483	3.133.966
Services provided	886.345.077	616.199.288	177.758.712	208.262.261
Revenues for dividends	488.667	328.633	0	0
<b>TOTAL REVENUES FROM NORMAL ACTIVITIES</b>	<b>898.692.758</b>	<b>628.809.664</b>	<b>180.843.195</b>	<b>211.396.227</b>
Operating costs	(782.524.606)	(540.132.815)	(170.158.495)	(176.281.844)
<b>GROSS PROFIT</b>	<b>116.168.152</b>	<b>88.676.849</b>	<b>10.684.700</b>	<b>35.114.383</b>
Administration expenses	(36.748.014)	(31.848.782)	(11.111.823)	(9.821.359)
Other revenues	32.239.489	11.264.507	27.349.320	7.925.429
Other expenses	(18.871.950)	(8.484.153)	(4.919.624)	(2.454.286)
Other gains or losses	159.695.741	143.275.516	1.762.373	142.945.421
<b>OPERATING PROFIT</b>	<b>252.483.417</b>	<b>202.883.937</b>	<b>23.764.945</b>	<b>173.709.588</b>
Financial revenues	100.932.473	85.253.421	28.350.036	21.127.688
Financial expenses	(120.031.942)	(130.515.273)	(29.249.407)	(36.177.645)
Gain (loss), equity method	2.381.129	36.846.526	886.378	2.259.866
<b>PROFIT BEFORE TAXES</b>	<b>235.765.077</b>	<b>194.468.611</b>	<b>23.751.952</b>	<b>160.919.497</b>
Provision for income tax	(52.271.494)	(6.280.152)	(14.528.359)	(718.584)
Provision for tax on equity CREE	0	(1.829.035)	0	276.956
<b>PROFIT OF THE PERIOD</b>	<b>183.493.584</b>	<b>186.359.424</b>	<b>9.223.594</b>	<b>160.477.869</b>
Attributed to:				
Owners of the controlling company	184.908.738	185.924.266	10.649.735	161.007.373
Non-controlling interests	(1.415.154)	435.158	(1.426.141)	(529.504)
<b>PROFIT OF THE PERIOD</b>	<b>183.493.584</b>	<b>186.359.424</b>	<b>9.223.594</b>	<b>160.477.869</b>

The notes attached are an integral part of the financial statements

ANA MARÍA JAILLIER CORREA  
Legal Representative  
C.C. 42.895.563  
See certification attached

ANA ISABEL GONZÁLEZ VAHOS  
Accountant  
Professional Card No. 47345-T  
See certification attached

JAVIER EMILIO TÁMARA TORRES  
External Auditor (Crowe Horwath)  
Professional Card No. 208595 – T  
See opinion attached





**Other Integral Results of the Period Consolidated Statement**

Figures in thousands of Colombian pesos

	From January 1 to December 31		From January 1 to December 31	
	2017	2016 Restated	2017	2016 Restated
<b>NET PROFIT OF THE PERIOD</b>	<b>183.493.584</b>	<b>186.359.424</b>	<b>9.223.594</b>	<b>160.477.869</b>
<b>OTHER INTEGRAL RESULT</b>				
Gain from exchange difference from investment conversion overseas	(302.426)	32.743	0	433.619
Effect on tax on earnings	859.968	(1.349.665)	1.458.559	2.616.285
Gain (loss) for valuation of controlled companies	3.669.830	(15.417.587)	(2.038.934)	(25.641.769)
Gain (loss) for investments at fair value	(1.135.292)	7.017.236	(247.774)	(723.494)
Effect on tax on earnings	(17.592.305)	(131.329.255)	(1.756.297)	(118.070.433)
Surplus from valuations of investments, properties, plant and equipment	4.082.921	29.980.397	2.953.884	1.851.888
Effect on tax on earnings	(20.734)	(32.131)	(20.734)	(32.131)
Actuary gains from employee benefit plans				
<b>OTHER INTEGRAL RESULT OF THE PERIOD</b>	<b>(10.438.038)</b>	<b>(111.098.263)</b>	<b>348.704</b>	<b>(139.566.035)</b>
<b>TOTAL INTEGRAL RESULT OF THE PERIOD</b>	<b>173.055.545</b>	<b>75.261.161</b>	<b>9.572.297</b>	<b>20.911.834</b>
Attributed to:				
Owners of the controlling company	174.470.699	74.826.003	10.998.438	21.441.338
Non-controlling interests	(1.415.154)	435.158	(1.426.141)	(529.504)
<b>TOTAL INTEGRAL RESULT OF THE PERIOD</b>	<b>173.055.545</b>	<b>75.261.161</b>	<b>9.572.297</b>	<b>20.911.834</b>

The notes attached are an integral part of the financial statements

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JAVIER EMILIO TÁMARA TORRES  
External Auditor (Crowe Horwath)  
Professional Card No. 208595 – T  
See opinion attached



## Cash Flow Consolidated Statement

Figures in thousands of Colombian pesos

	At December 31 <b>2017</b>	At December 31 <b>2016</b> Restated
<b>OPERATING ACTIVITIES</b>		
Profit attributed to:		
Owners of the controlling company	184.908.738	185.924.266
Non-controlling interests	(1.415.154)	435.158
Items that do not affect cash:		
Plus: depreciation and impairment of property, plant and equipment	22.614.830	20.504.324
Plus: amortizations and impairment	5.260.397	11.989.524
Plus: amortization deferred charges	5.082.581	0
Plus: expenses for difference in exchange rate	174.398	763.672
Plus: provision for costs	(3.824.992)	203.711
Plus: provision for accounts receivable	8.566.843	0
Plus: provision for contingencies	162.061	648.071
Minus: recovery from reimbursement of costs and expenses	(966.985)	(260.513)
Plus: loss from sale of properties, plant and equipment	3.899.354	2.264.757
Minus: profit from sale of property, plant and equipment	(1.472.804)	(291.824)
Minus: net equity method	(2.381.129)	(36.846.526)
Minus: revenues from normal activities	(179.996.835)	(71.357.460)
Minus: recovery of provisions	(1.543.243)	(3.968.659)
Minus: revenue from difference in exchange	(34.577)	(24.761)
Plus: income tax caused	52.271.494	8.109.187
<b>CASH GENERATION IN OPERATION</b>	<b>91.304.977</b>	<b>118.092.927</b>
<b>CHANGE IN OPERATING ITEMS:</b>		
<b>Plus: increased liabilities and decreased operating assets</b>	<b>234.828.361</b>	<b>249.132.621</b>
Decrease of inventories	62.700.004	5.620.900
Decrease of rights - intangibles	0	7.944.153
Decrease of commercial accounts receivable and other accounts receivable	0	36.243.902
Increase in commercial accounts receivable and other accounts receivable	70.730.865	198.441.866
Increase in deferred tax	7.979.805	0
Increase in labor obligations	3.966.046	881.800
Increase in other liabilities and provisions	34.588.690	0
Increase in prepayments received	22.024.175	0
Increase in prepayments and advances received	32.838.777	0
<b>Minus: increased assets and decreased operating liabilities</b>	<b>527.947.042</b>	<b>118.668.535</b>
Increase in commercial accounts receivable and other accounts rec.	464.218.745	0
Increase in deferred tax	0	4.015.382
Increase in deferreds	8.929.420	12.784.646
Increase in rights - intangibles	47.843.725	0
Decrease in payment of tax	6.955.152	7.797.500
Decrease in estimated liabilities	0	77.939.732
Decrease in revenues received in advance	0	6.187.114
Decrease in prepayments and advanced payments received	0	9.944.161
<b>NET CASH FOR OPERATING ACTIVITIES</b>	<b>(201.813.704)</b>	<b>248.557.013</b>
<b>CASH FLOWS IN INVESTMENT ACTIVITIES:</b>		
<b>Plus: decrease in investment activities</b>	<b>183.055.363</b>	<b>65.522.737</b>
Non-current assets maintained for sale	799.264	643.379
Investments	182.256.099	64.879.358
<b>Minus: increases in investment activities</b>	<b>67.467.452</b>	<b>21.503.442</b>
Properties, plant and equipment	63.965.815	21.343.671
Investment properties	3.501.637	159.771
<b>NET CASH FOR INVESTMENT ACTIVITIES</b>	<b>115.587.911</b>	<b>44.019.295</b>
<b>NET CASH FOR FINANCING ACTIVITIES</b>		
<b>Plus: increased financing activities</b>	<b>307.099.684</b>	<b>0</b>
Financial obligations	300.816.253	0
Increased retained earnings	2.497.383	0
Other integral result	3.071.346	0
Non-controlling interest	714.703	0
<b>Minus: decreased financing activities</b>	<b>43.090.723</b>	<b>190.578.526</b>
Financial obligations	0	29.580.591
Other integral result	0	9.749.404
Revaluation surplus	13.509.387	101.348.858
Dividends decreed	28.138.182	27.569.559
Non-controlling interests	0	690.772
Decreased reserves (tax on wealth)	1.443.154	3.603.876
Decreased retained profits	0	18.035.466
<b>NET CASH FOR FINANCING ACTIVITIES</b>	<b>264.008.961</b>	<b>(190.578.526)</b>
Increase/Decrease of cash	177.783.168	101.997.782
Cash beginning the period	250.437.314	148.439.532
<b>CASH AND CASH EQUIVALENTS AT DECEMBER 31</b>	<b>428.220.483</b>	<b>250.437.314</b>

The notes attached are an integral part of the financial statements

ANA MARÍA JAILLIER CORREA  
Legal Representative  
C.C. 42.895.563  
See certification attached

ANA ISABEL GONZÁLEZ VAHOS  
Accountant  
Professional Card No. 47345-T  
See certification attached

JAVIER EMILIO TÁMARA TORRES  
External Auditor (Crowe Horwath)  
Professional Card No. 208595 - T  
See opinion attached



## Changes In Equity Consolidated Statement

Figures in thousands of Colombian pesos

At December 31, 2017-2016

	Subscribed and paid capital	Capital surplus	Earnings retained	Results of the period	Result of previous periods	Other integral result	Revaluation surplus	Changes in equity
<b>BALANCE AT DECEMBER 31, 2015</b>	<b>15.701.606</b>	<b>159.711.695</b>	<b>204.179.370</b>	<b>148.621.375</b>	<b>18.163.416</b>	<b>40.190.721</b>	<b>161.902.082</b>	<b>748.470.265</b>
Reserves	0	0	116.647.939	0	(17.235.466)	0	0	99.412.474
For transfer to results of previous periods	0	0	0	(148.621.375)	0	0	0	(148.621.375)
Results of the period	0	0	0	185.924.266	0	0	0	185.924.266
Other integral result	0	0	0	0	0	(9.749.404)	0	(9.749.404)
Revaluation surplus	0	0	0	0	0	0	(101.348.858)	(101.348.858)
<b>BALANCE AT DECEMBER 31, 2016</b>	<b>15.701.606</b>	<b>159.711.695</b>	<b>320.827.309</b>	<b>185.924.266</b>	<b>927.950</b>	<b>30.441.317</b>	<b>60.553.223</b>	<b>774.087.367</b>
<b>BALANCE AT DECEMBER 31, 2016</b>	<b>15.701.606</b>	<b>159.711.695</b>	<b>320.827.309</b>	<b>185.924.266</b>	<b>927.950</b>	<b>30.441.317</b>	<b>60.553.223</b>	<b>774.087.367</b>
Reserves	0	0	156.342.930	(157.786.085)	0	0	0	(1.443.155)
Adjustments investments in associates and subsidiaries	0	0	0	0	0	3.071.346	0	3.071.346
Results of the period	0	0	0	184.908.738	0	0	0	184.908.738
Revaluation reclassification	0	0	0	0	2.497.383	0	0	2.497.383
Dividends	0	0	0	(28.138.182)	0	0	0	(28.138.182)
Revaluation surplus	0	0	0	0	0	0	(13.509.387)	(13.509.386)
<b>BALANCE AT DECEMBER 31, 2017</b>	<b>15.701.606</b>	<b>159.711.695</b>	<b>477.170.240</b>	<b>184.908.738</b>	<b>3.425.333</b>	<b>33.512.663</b>	<b>47.043.837</b>	<b>921.474.112</b>

The notes attached are an integral part of the financial statements

ANA MARÍA JAILLIER CORREA  
Legal Representative  
C.C. 42.895.563  
See certification attached

ANA ISABEL GONZÁLEZ VAHOS  
Accountant  
Professional Card No. 47345-T  
See certification attached

JAVIER EMILIO TÁMARA TORRES  
External Auditor (Crowe Horwath)  
Professional Card No. 208595 – T  
See opinion attached



## **Note 1. General Information**

### **1.1 Entity and corporate purpose**

Construcciones El Condor S.A. was initially incorporated by Public Deed No. 510 granted at Notary 11 of Medellin in March 6, 1979, and in turn has experienced several amendments registered before the Medellin Chamber of Commerce. On April 8, 1994, the Corporation changed from limited to joint - stock under Public Deed No. 944 granted by Notary 7 of Medellin.

Public Deed 3385 dated December 12, 2008, granted by Notary 7 of Medellin, formalized the absorption - type merger agreement of Sociedad Construcciones El Condor S.A., which took over Grupo Condor Inversiones S.A.

On the other hand, Public Deed 2868 dated November 30, 2009, granted by Notary 7 of Medellin, formalized the absorption-type merger agreement of Sociedad Construcciones El Condor S.A., which took over Agregados San Javier S.A.

On March 7, 2017, in book 9, under No. 4659, the private document was registered in the mercantile registry by means of which the abbreviated absorption merger was approved by virtue of which, Construcciones El C6ndor S.A. absorbs its subsidiary Concesi6n Red Vial del Cesar S.A.S.

The Corporation's primary corporate purpose involves the study, design, planning, contracting, implementing, construction, financing, exploitation and management of infrastructure businesses, and to implement all activities and works related to engineering and architecture in its every form, mode and specialty, within Colombia and abroad. Moreover, the corporate purpose includes the mining exploitation and construction of any other type of civil works, such as dams, viaducts, etc. as well as the use of resources or cash available of the corporation in enterprises incorporated in any manner authorized by the Law.

Overall, the Corporation, in compliance with its corporate purpose, may carry out all necessary or complementary activities for its development.

Legal Term: The Corporation is in force until March 6, 2079.

The Corporation's domicile is set in the city of Medellin.

Since the Corporation issues securities and subscribes its capital in the Colombian Securities Exchange (BVC), the Colombian Finance Superintendence exercises sole control over the Company.

The financial statements were authorized by the Board of Directors on February 20, 2018. The Assembly of Shareholders has the power to amend the financial statements prior to their publication; the Assembly authorized its publication on March 23, 2018.

Concesi6n Cesar - Guajira S.A.S.

The affiliate corporation Concesi6n Cesar - Guajira S.A.S was created through a private document dated June 12, 2015, by the sole shareholder, registered in the Valledupar Chamber of Commerce on November 30, 2015, in Book 9, with the number 00029631.

The sole corporate purpose shall be to execute and implement the concession contract under the modality of public-private association (PPA) according to the terms of law 1508 of 2012, derived from award act for process N. VJ-VE-APP-IPV-003-2015, issued by the National Infrastructure Agency (Agencia Nacional de Infraestructura) through resolution No. 823 dated May 19, 2015 and whose purpose is the construction, rehabilitation, operation and maintenance and reversion of the road system to connect the Departments of



Cesar and Guajira, according to the concession contract, its attachments, addenda, appendices and other documents that are part of the project.

**Concesión Ruta al Mar S.A.S.**

The affiliate corporation Concesión Ruta al Mar S.A.S was established through a private document dated September 14, 2015, by the sole shareholder, registered in the Medellin Chamber of Commerce on October 2, 2015, in book 9, with the number 30735.

The corporation's sole corporate objective shall be to execute and implement the concession contract under the modality of public-private association (PPA), according to the terms of law 1508 of 2012, derived from the award act for process N. VJ-VE-APP-IPV-006-201, issued by the National Infrastructure Agency (Agencia Nacional de Infraestructura) through resolution No 823 dated May 19, 2015 and whose purpose is the construction, rehabilitation, operation, maintenance and reversion of the road system to connect the Departments of Antioquia and Bolivar, according to the concession contract, its attachments, addenda, appendices and other documents that are part of the project.

**Concesión Vías de las Américas S.A.S.**

The affiliate corporation Vías de las Américas S.A.S. was established through a private document No. 0000001 by the Bogota, D.C., Shareholders' Assembly on August 5, 2010, recorded on March 27, 2012 with number 00027547, book IX with the Bogota, D.C. Chamber of Commerce.

That through minutes No 0000004 for the Extraordinary Assembly of Bogota, D.C., dated October 4, 2011, recorded on February 17, 2012 with number 00027276, book IX, the domicile is changed from Bogota, D.C. to Monteria.

The corporation's main corporate objective shall be the study, design, planning, financing, exploitation and administration of infrastructure businesses, and implementation of all activities and works related to engineering and architecture in all their manifestations, modalities and specialties, inside or outside the country, under any system whatsoever.

**Condor Investments USA INC**

Condor Investments USA INC (2015) was incorporated under the laws of the State of Delaware. The affiliate, Condor Construction Corp (2015) was incorporated under the laws of the State of Florida. Condor Investments USA INC is an investing company while its affiliate is a general contractor that participates in commercial, industrial and municipal construction projects throughout Florida.

Construction contracts are made in virtue of the contracts of cost plus margin and of fixed price amended by the provisions of: incentives, sanctions, time and materials. The duration of the Company's contracts varies, but usually are less than a year in force.

**Note 2. Significant Accounting Policies and Practices.**

**2.1. Summary of significant accounting policies of the Corporation**

The accounting principles used derive from the assumption of the continuity of operations of the accounting entity, that is, a business in course, unless otherwise indicated. The Corporation is an entity with a background of a business in course due to the economic movement of its operations and to the time it has to continue operating in the future according to its incorporation.

**2.2. Bases for consolidation**

The consolidated financial statements include the financial statements of the corporation made up by the



controlling company and its subsidiaries as of December 31, 2015. Control is achieved when the investor is exposed or entitled to variable yields from their participation in the entity that receives the investment, and is able to affect that yield through its power over the latter.

Specifically, the investor controls the entity that receives the investment if and only if the investor has:

- Power over the entity that receives the investment (i.e., there are rights that give the investor the current ability to direct the receiving entity’s relevant activities).
- Exposure or the right to variable yields from the investor’s participation in the entity that receives the investment.
- The ability to use the investor’s power over the receiving entity to affect its yields in a significant manner.

When the investor holds the majority of the voting or similar rights over the entity that receives the investment, the investor considers all the pertinent facts and circumstances to determine whether or not it has power over that entity. This includes:

- The existence of a contract between the investor and the other holders of voting rights of the entity that receives the investment.
- The rights derived from other contractual agreements.
- The investor’s voting rights or potential voting rights or a combination thereof.

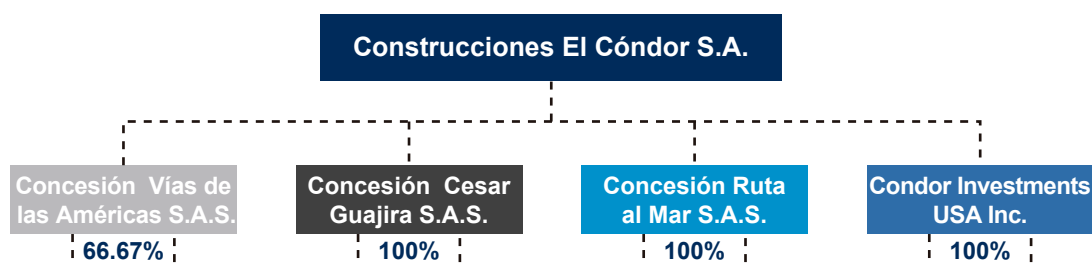
The consolidation of a subsidiary ends when the controlling entity loses control over it. The assets, liabilities, revenue and expenses of a subsidiary acquired or sold during the period are included in the consolidated financial statements as of the date on which the controlling entity acquires control of it until it no longer controls the subsidiary.

**Consolidation procedure**

In preparing the consolidated financial statements, the corporation combines the financial statements for the parent company and its affiliates line by line, adding any items that represent assets, liabilities, net equity, income, and expenses of a similar nature. For the consolidated financial statements to present the financial information for the group as if it were a single economic entity, the following process will be followed:

- The book value of the parent company’s investment in its affiliate will be eliminated together with the amount for net equity of the affiliate.
- The non-controlled interest shall be identified in the results for the period for the consolidated parent, which refer to the reported period.
- The non-controlled interest over the affiliate’s net assets will be identified separately from the parent company’s share of the net equity.
- Then, the operations between corporations shall be eliminated.

The group of corporations subject to consolidation is shown below:





A summary of the financial composition of the corporations with which Construcciones El Condor S.A. performs the consolidation is given below.

	CONCESIÓN VÍAS DE LAS AMÉRICAS S.A.S.		CONCESIÓN RUTA AL MAR S.A.S.		CONCESIÓN CESAR GUAJIRA S.A.S.		CONDOR INVESTMENTS USA, Inc.	
	2017	2016	2017	2016	2017	2016	2017	2016
<b>EQUITY COMPOSITION</b>								
Assets	492.772.767	448.243.172	578.689.088	135.856.005	157.060.228	77.520.769	1.971.791	1.200.614
Liabilities	347.669.972	301.038.816	577.094.887	134.319.557	157.009.878	76.539.327	269.542	259.381
Stock capital	26.000.000	26.000.000	700.000	700.000	700.000	700.000	3.029.504	2.005.818
Capital surplus	122.491.573	122.491.573	0	0	0	0	0	0
Surplus for valuation	6.320.930	6.320.930	0	0	0	0	0	0
Difference in exchange	0	0	0	0	0	0	56.723	34.057
Results of previous periods	(5.463.817)	(8.913.752)	(221.343)	(31.288)	281.442	(48.322)	(1.098.643)	0
Results of the period	(4.245.891)	1.305.606	1.115.544	867.735	(931.092)	329.764	(285.335)	(1.098.642)
<b>TOTAL EQUITY</b>	<b>492.772.767</b>	<b>448.243.172</b>	<b>578.689.088</b>	<b>135.856.005</b>	<b>157.060.228</b>	<b>77.520.769</b>	<b>1.971.791</b>	<b>1.200.614</b>

### 2.3. Bases for preparing the financial statements

#### 2.3.1. Compliance statement

The financial statements have been prepared in accordance with the Accounting and Financial Information Standards accepted in Colombia (or NCIF) established in Law 1314 of 2009, and ruled by the Sole Regulatory Decree 2420 of 2015, amended by Decree 2496 of 2015. The NCIF is based on the International Financial Reporting Standards (IFRS) along with its interpretations issued by the International Accounting Standards Board – IASB); the base standards correspond to those translated to Spanish and issued on January 1, 2012 as well as the amendments made during the year 2012 by the IASB.

#### 2.3.2. Bases of measurement

The financial statements have been prepared at a fair value to measure assets, liabilities, equity and income statement. The reasonable values were:

- Cost
- Realization or market value
- Net present value

Fair value: Refers to the price that would be received after selling an asset, or to the price paid for transferring a liability in transactions ordered among market players.

#### 2.3.3. Base of causation in accounting

The Company prepares its financial statements using the base of causation in accounting and excluding the information of its cash flows.

#### 2.3.4. Currency

Construcciones El Cóndor S.A. shall express the Colombian peso as its legal currency on the headings of its financial statements.

#### 2.3.5. Relative importance and materiality

Omissions or misstatements are material (or have relative importance) if they can influence individually or jointly the economic decisions made by users based on the financial statements. Materiality shall depend on the magnitude and nature of the omission or misstatement, depending on the particular circumstances it derives from.



The necessary assessments and decisions to prepare financial statements should be based on what is relatively important and hence, requires the use of a sound professional judgment. The concept of materiality is closely linked to complete the disclosure and only focuses on information which is relatively important.

Financial statements should disclose all relevant items which may hurt assessments or decision-making processes.

Materiality or relative importance at Construcciones El Condor S.A. - pertaining to the adoption of International Financial Reporting Standards - was defined by the administration and based on a critical component for the corporation: Profit before taxes (8%). This percentage is evaluated at the end of the period reported.

**2.3.6. Current and non-current assets and liabilities**

Construcciones El C3ndor S.A., classifies its assets and liabilities on the financial situation statement as current and non-current. Current means that the entity expects to realize the asset or intends to sell or use it during its normal cycle of operation; it keeps the asset primarily for negotiation purposes and expects to realize the asset within the following twelve months after the period reported; or the asset is cash or cash equivalent unless it is restricted for no less than twelve months after closing the period reported. All other assets are classified as non-current. A liability is current when the entity expects to liquidate it during its normal cycle of operation or keeps it primarily for negotiation purposes.

**2.3.7. Responsibility of information, estimates and accounting judgments realized**

Preparing the financial statements requires the senior management of Construcciones El Condor S.A. to make several judgments and estimates based on experience, historical facts and expectations on the results of future events. Although it is true that these hypothesis are made as precise as possible following IAS 8 – Accounting policies, changes of accounting estimates and errors – any amendment that must be made in the future of estimates realized shall be executed prospectively as of that moment, acknowledging the effect of the change on the income statement of the corresponding period.

The estimates realized as of the date when the financial statements are presented are listed below:

- Provision for inventories for trial of Realizable Net Value (RNV) and/or impairment
- Impairment of financial assets
- Impairment of non-financial assets
- Premium of seniority
- Actuary calculation
- Provisions and contingencies
- Realizable Net Value for non-current assets kept for sale
- Measurement of revenues and costs related to construction contracts in accordance with the percentage of progress
- Deferred taxes

**2.3.8. Changes in accounting policies**

Construcciones El C3ndor S.A., shall change its accounting policy solely if required by another IFRS or if it leads to provide information of financial statements which is increasingly reliable and relevant pertaining to the effect of transactions affecting the financial situation, the financial yield or cash flows.

A change in the accounting policy is addressed as described below:

- If the policy change is voluntary, the Company shall adjust the initial balance of each item affecting the equity for the oldest prior period presented, as if the new policy would have been applied always (retroactive) though its application is impracticable.





- If the policy change stems from the initial application of a new IFRS, the entity shall observe the specific transitory provisions on the IFRS. If the new IFRS does not have transitory provisions, the application shall be retroactive unless it is impracticable in which case it shall be made prospectively with duly disclosure.
- If the IFRS application is anticipated, it shall be deemed as a change of policy due to the initial application of a new IFRS.

Changes in accounting estimates shall be recognised prospectively affecting the results of actual and future periods.

Construcciones El Condor S.A. shall correct the material errors of prior periods retroactively on the first financial statements made after the discovery, re-expressing the information for the prior period or periods in which the error originated; unless it is impracticable to determine the effect thereafter.

**2.3.9. Events after the period reported**

Construcciones El Condor S.A. shall take into consideration all of the events, favorable or unfavorable, which take place between the end of the period reported and the date authorizing the publication of the financial statements.

The events indicating conditions subsequent to the period reported do not imply adjusting the financial information of the period reported, but the event is disclosed.

**2.3.10. Applicable standards**

The IFRS comprises the Standards and Interpretations adopted by the IASB. The following lists the standards applied to prepare these financial statements:



	<b>Construcciones El Cóndor S.A.</b>	<b>Concesión Vías de las Américas S.A.S.</b>	<b>Concesión Cesar Guajira S.A.S.</b>	<b>Concesión Ruta al Mar S.A.S.</b>	<b>Condor Investments USA Inc.</b>
<b>International Accounting Standards (IAS)</b>					
IAS 1 Presentation of financial statements.	X	X	X	X	X
IAS 2 Inventories.	X	X	X	X	
IAS 7 Statement of cash flows.	X	X	X	X	X
IAS 8 Accounting policies, changes in accounting estimates and errors.	X	X	X	X	X
IAS 10 Events after the reporting period.	X	X	X	X	X
IAS 11 Construction contracts.	X	X	X	X	X
IAS 12 Income taxes.	X	X	X	X	X
IAS 16 Property, plant and equipment.	X	X	X	X	X
IAS 17 Leases.	X				
IAS 18 Revenue.	X	X	X	X	X
IAS 19 Employee benefits.	X	X	X	X	X
IAS 21 Effects of changes in foreign exchange rates.	X	X	X	X	X
IAS 23 Borrowing costs.	X	X	X	X	X
IAS 24 Related party disclosures.	X	X	X	X	X
NIC 27 Separate and consolidated financial statements	X				X
IAS 28 Investments in associates.	X				
IAS 32 Financial instruments: Presentation.	X	X	X	X	X
IAS 33 Earnings per share.	X				
IAS 34 Interim financial reporting.	X	X	X	X	X
IAS 36 Impairment of assets.	X	X	X	X	X
IAS 37 Provisions, contingent liabilities and contingent assets.	X	X	X	X	X
IAS 38 Intangible assets.	X	X	X	X	X
IAS 39 Financial instruments: Recognition and measurement.	X	X	X	X	X
IAS 40 Investment property.	X				
<b>International Financial Reporting Standards (IFRS)</b>					
NIIF 3 Business combinations	X				
IFRS 5 Non-current assets held for sale and discontinued operations.	X				
IFRS 7 Financial instruments: Disclosures.	X	X	X	X	X
IFRS 8 Operating segments.	X				
IFRS 9 Financial instruments.	X	X	X	X	X
IFRS 10 Consolidated financial statements.	X				X
IFRS 11 Joint arrangements.	X				
IFRS 12 Disclosure of interests in other entities.	X				X
IFRS 13 Fair value.	X	X	X	X	X
<b>Interpretation SIC</b>					
SIC 29 Agreements for service concession: disclosures		X	X	X	
<b>IFRIC</b>					
IFRIC 1 Changes in existing decommissioning, restoration and similar liabilities.	X				
IFRIC 10 Interim financial reporting and impairment.	X				
CINIIF 12 Agreements for service concession		X	X	X	
IFRIC 15 Agreements for the construction of real estate.	X				



## **2.4. Summary of significant accounting principles applied**

### **2.4.1. Cash and cash equivalents**

The item of cash and cash equivalents on the financial statements includes cash on hand and in bank accounts, term deposits and other investments with liquidity and at sight, and do not provide any type of restriction of use in the normal course of the operations.

Foreign currency shall recognize its equivalent legal currency at the time the operations are made, applying the exchange rate in force between both currencies.

Cash, restricted cash and cash equivalents shall be measured afterwards based on their fair value, and the variations of the fair value shall be recognised on the income statement.

### **2.4.2. Financial assets**

Financial assets are classified as investments at a fair value with changes on results, loans and accounts receivable, investments at amortized cost, investments with fair value and equity changes.

Classification depends on the purpose for which the financial assets were acquired. Senior management determines the classification of the financial assets as of the date of their initial recognition.

#### Investments at fair value with changes on results

Investments at fair value with changes on the results include assets kept to negotiate and financial assets designated at their initial recognition at the fair value with changes on results. Financial assets are classified as investments at fair value with changes on results if acquired to be sold or repurchased in a short-term period. These investments are placed on the Financial Situation Statement based on its fair value; changes of said fair value are recognised as gains or losses on the income statement.

#### Loans and accounts receivable

Construcciones El Condor S.A. shall initially measure its accounts receivable and payable based on the transaction or fair value. Afterwards, these items are measured at the amortized cost using the effective interest rate minus any impairment of the value (if long-term). The amortized cost is calculated keeping in mind any discount or premium for the acquisition as well as the commissions or costs which are an integral part of the effective interest rate.

#### Investments at fair value with changes on equity

Investments at fair value with changes on equity include securities which do not classify as investments at amortized cost or investments at fair value with changes on results. After their initial recognition, investments at fair value with changes on equity are measured by their fair value, while gains and losses not realized are recognised in the equity, until the investment is written-off. At that moment, the accumulated gain or loss is recognised as an operating gain or is deemed as an impairment of the value of the investment, in which case the accumulated loss is reclassified on the income statement under financial costs and is eliminated from equity.

#### Financial assets accounted at their amortized cost

For the financial assets accounted at their amortized cost, the Corporation firstly evaluates if there is any individual objective evidence of the impairment of the value of the financial assets which is individually significant, or collectively significant for the financial assets which are not individually significant. If there is no objective evidence of the impairment of the value of a financial asset evaluated individually, notwithstanding its significance, it shall include the asset in a group of financial assets with similar credit risk features, and shall evaluate them jointly to determine if the value is impaired. If there is evidenced of an impairment, this is



measured as the difference between the amount carried in the books of the asset and the present value of estimated future cash flows (excluding the future credit losses expected which have not incurred yet).

#### Investments at fair value with changes on equity

As far as the investments at fair value with changes on equity, the Corporation evaluates every date at the end of a period reported if there is an objective evidence that an individual or group of assets have impaired value.

In the event of investments in equity securities classified at fair value with changes on equity, the objective evidence should include a significant or prolonged side of the fair value of the investment below its cost. The term “significant” is evaluated with regards to the original cost of the investment while the term “prolonged” is the period in which the fair value has been below the original cost.

#### Value impairment of financial assets

At the end of each period reported, the Corporation evaluates if there is any objective evidence that a financial asset or group of financial assets has impaired its value.

The value of a financial asset or a group of financial assets is deemed impaired solely if there is objective evidence of such impairment from one or more events which have taken place after the initial recognition of the asset (an “event that causes the loss”), and if said event causing the loss has an impact on the estimated future cash flows of the financial asset or group of financial assets, which may be estimated reliably.

#### Impairment of doubtful accounts

Construcciones El Condor S.A. conducts an individual analysis of its accounts receivable impairment policy. The individual analysis covers specific cases that can present impairment, keeping in mind variables such as debtor risk assessment to identify financial risks and risk level. Construcciones El Condor S.A. revises the balance of its accounts receivable impaired at least at the end of each accounting period or when an unfavorable situation in the market is worth revising.

#### Write-offs

Financial assets are written-off when the contractual rights over their cash flows have expired, have been liquidated or have been transferred, and Construcciones El Condor S.A. has substantially transferred all risks and advantages derived from its ownership.

### **2.4.3. Investments in associates and joint businesses**

An associate is an entity in which an investor has significant influence. Significant influence refers to the power of intervening on the political, financial and operation-related decisions of the entity receiving the investment though it does not control or joint control it.

Joint business is a type of agreement in which the parties have joint control of the agreement, and are entitled to net assets of the joint business. These parties are known as participants of the joint business. The joint control requires the unanimous consent of the parties sharing the control.

Construcciones El Condor shall use the equity method to measure these investments later, provided their share is equal to or higher than 20%. Joint businesses with a share lower than 20% are measured based on fair value with changes in another integral result.

As far as the equity method, the items of investment in an associate and joint business are initially recognised at cost. The figure carried in the books of the investment is adjusted to recognize changes in the share of the Corporation over the net assets of the associate, and the joint business since the date of acquisition. The goodwill related to the associate or to the joint business is included in the books of the investment. This



goodwill is not amortized or individually submitted to value impairment trails.

The financial statements of the associate and of the joint business are prepared for the same reporting period of the Corporation. If necessary, proper adjustments are made so its accounting policies match the accounting policies of the Corporation.

After applying the equity method, the Corporation determines if it needs to recognize a loss due to value impairment regarding the investment that the Corporation has in the associate and in the joint business. At the end of each period reported, the Corporation determines if there is objective evidence that the investment in the associate or joint business has impaired. If so, the Corporation calculates the impairment as the difference between the figure carried recoverable from the associate or joint business and its corresponding figures carried in books, and then recognizes the loss on item "Participation in the net profit of the associate and joint business" on the income statement.

In the event of a significant loss of influence over the associate or of joint control over the business, the Corporation measures and recognizes any remaining investment in it based on its fair value.

#### **2.4.4. Joint operations**

A joint operation is an agreement in which the parties hold joint control over the assets, obligations and liabilities related to a joint operation. These parties are known as joint operators.

A joint operator shall recognize within a joint operation: its assets, liabilities, revenues and expenses jointly incurred.

A joint operator shall account the assets, liabilities, revenues from normal activities and expenses related to its share in a joint operation in accordance with the IFRS applicable particularly on the assets, liabilities, revenues from normal activities and expenses.

The financial information of a joint operation is prepared during the same reporting period of the Corporation. If necessary, proper adjustments are made so its accounting policies match the accounting policies of the Corporation.

#### **2.4.5. Investments in subsidiaries**

A subsidiary is an entity controlled by the investor. The control is achieved when the investor is exposed or entitled to variable yields from its share in the entity receiving the investment and can affect said yields with the power it has vested. The investor particularly controls an entity that receives an investment if and only if it has:

- Power over the entity that receives the investment (that is, there are rights granted to the investor to direct the relevant activities of the entity).
- Exposure or right to variable yields from its share in the entity receiving the investment.
- Capability to use its power over the entity receiving the investment to affect its yields significantly.

The initial recognition of the Corporation accounts investments in subsidiaries based on the cost. Afterwards, the Corporation applies the equity method to appraise said investments.

#### **2.4.6. Inventories**

The Company recognizes inventories when it controls them, when it expects to gain future economic benefits from them, and when their cost may be measured reliably.



Inventories are assets kept to be sold in the normal course of the operations, in the production process to be sold, and as materials or supplies to be used in the production process or to provide services.

Inventories are appraised as the lower figure between the cost and the net realization value. The acquisition cost of inventories involves the purchase price, import tariffs and other taxes (which are not recoverable later from fiscal authorities), transportation, storage and other costs directly attributed to the acquisition of goods and parts. Commercial discounts, rebates and other similar items are deducted to determine the acquisition cost.

The method used to appraise inventories is the weighted average.

This evaluation of the realizable net value shall be made at least once a year.

#### **2.4.7. Intangible assets and prepaid expenses**

Construcciones El Condor S.A. deems that an intangible asset is identifiable, non-monetary and has no physical appearance.

- It is likely that future economic benefits attributed to this item flow towards the Corporation.
- Asset cost may be measured in a feasible manner.
- It may be separated, that is, it is susceptible of being separated or spin-off from the Corporation and sold, transferred, given for exploitation, leased or exchanged, notwithstanding if the Corporation intends to carry out the separation.
- Derived from contractual rights or from other legal rights, notwithstanding if those rights can be transferred or separated from the Corporation, or from other rights and obligations.

The intangible assets acquired separately are initially measured based on their cost. After their initial recognition, intangible assets are accounted for at their cost minus any accumulated amortization and any accumulated loss due to value impairment.

The intangible assets generated internally - excluding development expenses - are not capitalized and are reflected on the income statement in the period in which they incur.

Construcciones El Cóndor S.A. shall use the straight line amortization method, production units or revenues from ordinary activities using an intangible asset. Amortization begins when the asset is at the location and in the necessary conditions to operate as foreseen by management. Said amortization shall terminate when the asset is classified as maintained for sale or when it is derecognized, whichever occurs first.

Category	Amortization method	Life
Insurance and bonds	Straight line	According to the contract
Software licenses	Straight line	1 year.
Mining rights	Production units	N/A
Operating rights	Based on the income from ordinary activities related to said operation	Amortization is expected to end in June 2020

The useful and estimated life of intangible assets shall be revised at the end of each period reported; any change shall be addressed as set forth in IAS 8.



The gains or losses after writing-off an intangible asset are measured as the difference between the net income from the sale and the amount carried in the books of the asset, and are recognised in the income statement when the asset is written-off.

#### **2.4.8. Properties, plant and equipment**

The item of properties, plant and equipment is understood as the group of assets of Construcciones El Condor S.A. that fully meet the following characteristics:

- Physical or tangible elements.
- Available for use by Construcciones El Condor S.A. to generate future benefits for the Company, either for its own use, lease or that of third parties.
- Life equal to or more than 12 months.

Construcciones El Condor S.A. shall recognize the elements of property, plant and equipment as assets if and only if:

- The future economic benefits related to the asset will flow towards the Corporation.
- The asset cost can be measured in a reliable manner.

Moreover, the Company has established that properties, plant and equipment shall include those goods which cost more than 50 minimum monthly wages in force.

An element of the item of properties, plant and equipment shall be measured by its cost.

The cost shall be the price equivalent to cash on the date of recognition. The disbursements involved in the cost are listed below:

- The acquisition price, including import tariffs and non-recoverable indirect taxes, after deducting any discount or price rebate.
- All costs directly related to the location of the asset at the place and under the conditions necessary to operate as foreseen by management.
- Decommissioning costs in accordance with IAS 37 – Provisions, contingent liabilities and contingent assets.

#### **Disbursements**

The Company shall recognize disbursements as Properties, plant and equipment in the event of:

- Additions or Overhauls: These disbursements shall be recognised as Properties, plant and equipment if their effect increases the value and/or life of the asset or if it provides cost reduction. Otherwise, these disbursements shall be recognised as expenses. The additions are amortized according to the time related to its major asset.
- Replacements of Property, plant and equipment: The component replaced shall be written-off in the books.

#### **Cost model**

After its recognition as an asset, an element of Properties, plant and equipment shall be accounted for its cost minus accumulated depreciation and the accumulated figure carried of losses due to value impairment.

#### **Revaluation model**

After its recognition as an asset, an element of Properties, plant and equipment with a fair value can be measured with reliability and shall be accounted for its revaluated value (fair value) at the time of the revaluation, minus the accumulated depreciation and the accumulated figure carried from losses due to the



value impaired. Revaluations shall be made regularly enough to ensure that the figures carried in the books, at all time, should not differ significantly from the figure that might be determined using the fair value at the end of the period reported.

**Depreciation**

The depreciation of a good of Properties, plant and equipment is recognised systematically during its life, from the moment the good is available for use (used or not) and solely ceases when the asset is classified as kept for sale and written off. The method used is the straight line.

Leasing-related assets (financial lease) are depreciated with similar criteria to those applied to the group of assets for own use.

Type	Subsequent measurement model	Life (years)
Lands	Revaluation model*	
Constructions and buildings**	Revaluation model*	100
Constructions underway	Cost model	
Machinery	Revaluation model*	5 - 20
Office equipment	Cost model	10
Computers and communications equipment	Cost model	3
Fleet and transportation equipment	Revaluation model*	8 - 15
Mines and quarries***	Revaluation model*	250.000 mt <sup>3</sup> /year
Properties, plant and equipment in transit	Cost model	

\* Appraisals are made from 3 to 5 years while gains or losses generated are recognised in the equity, in other integral result.

\*\* To establish the life of constructions and buildings, an estimated life (100 years) is taken into account minus the time the immovable good has been built.

\*\*\* Mines and quarries use the depletion method based on cubic meters of material extracted.

The Corporation shall use the straight-line depreciation method.

In practice, the residual value of an asset is often insignificant, and hence, irrelevant to calculate the depreciable figure carried. The internal policy of the Corporation estimates that 10% of the value of the assets listed below is residual:

- Machinery and equipment
- Fleet and transportation equipment

If there is any indication that a significant change has taken place in the depreciation rate, life or residual value of an asset, the Company revises the depreciation of that asset and proceeds to adjust it prospectively to reflect new expectations; this revision is made at least at the end of each period reported.

**2.4.9. Leases**

Leases are classified as financial leases provided all risks are substantially transferred and the advantages inherent to owning the asset leased from the Corporation are observed; all other leases are classified as operating.

**Financial leases**

Financial leases transfer to Construcciones El Condor S.A. substantially all risks and benefits inherent to





owning the goods leased. In addition, they are capitalized at the beginning of the lease either based on the fair value of the property leased or on the present value of the minimum payments, whichever is lower. Payments for leases are distributed among financial burdens and debt reduction. Financial burdens are recognised as financial costs on the income statement.

Leased assets depreciate throughout their life. However, if there is no reasonable certainty that the Corporation shall own the asset at the end of the lease, the asset depreciates throughout its estimated life or during the term of the lease, whichever is the lowest.

#### Operating lease

The leases in which the Corporation does not substantially assume the risks and benefits inherent to owning the asset are classified as Operating Leases.

Payments for operating leases are recognised as operating expenses on the income statement, in a linear manner and throughout the term of the lease.

#### **2.4.10. Borrowing costs**

The borrowing costs directly attributed to the acquisition, construction or production of an asset that necessarily has been available for its expected use or sale for a substantial period of time, are capitalized as part of the corresponding cost of the assets. All other borrowing costs are accounted for as expenses in the period when they are incurred. Borrowing costs include interests and other costs incurred by the entity related to entering loan agreements.

A suitable asset requires a substantial period before it is ready to be used or sold. Construcciones El Condor S.A. deems that a substantial period is more than 6 months. The Corporation deems that its agreements for licenses of operation (model of intangible assets) meet the specifications of a suitable asset.

#### **2.4.11. Investment properties**

Investment properties are recognised as assets when and solely when:

- It is likely that the future economic benefits are related to said investment properties flowing towards the entity; and
- The cost of investment properties can be measured reliably.

Investment properties are initially measured based on their cost, including transaction costs; and exclude regular maintenance costs of the investment properties.

After the initial recognition, investment properties are measured based on the cost model and keeping in mind the economic life for their straight-line method depreciation. Changes in the measurement model afterwards are accounted for changing the period, if necessary, and are addressed as changes in accounting policies.

Investment properties are written-off either at the time of their sale or when the investment property is removed from its ongoing use and no economic benefit whatsoever is expected to be recovered from its sale. The difference between the net income from the sale and the figure carried on the books of the asset is recognised in the income statement in the period when the asset is written-off.

In the event of an investment property transferred to a component of Properties, plant and equipment, the cost taken into account for its later accounting is the fair value on the date of the change of use. If a component of Properties, plant and equipment turns into an investment property, the Corporation shall report it in accordance with the policy set forth for Properties, plant and equipment as of the date of the change of use.



**2.4.12. Non-current assets kept for sale and discontinued operations**

Non-current assets and groups of assets classified as kept for sale are measured at the lowest figure between the value in books and the net realization value (fair value minus sales cost). Non-current assets are classified as kept for sale if their figures on the book will recover primarily through a sales transaction instead of their continued use. This condition is met solely when the sale is highly likely and the group of assets are available in their current conditions to be immediately sold. Administration should be committed to the sale and must wait until the sale meets the conditions to be recognised as a sale the year after the classification date.

The item of properties, plant and equipment as well as Intangible assets, once classified as kept for sale, are not subject to any depreciation or amortization.

**2.4.13. Value impairment of non-financial assets**

On the closing date of each period reported Construcciones El Condor S.A. evaluates if there is any indication that could impair the value of an asset. If any, or when annual impairment evidence of an asset is required, the Corporation shall estimate its recoverable amount. The recoverable amount of an asset is the highest between the fair value minus sales costs and its value in use either of an asset or a unit generating cash, and is determined for an individual asset, unless the asset does not generate cash flows that are substantially independent from other assets or groups of assets. When an asset is carried to books or a cash generating entity exceeds its recoverable figure, the asset is deemed impaired and reduces its value to the figure recoverable.

To evaluate the value in use, estimated cash flows are discounted from their present value using a discount rate before taxes which reflects current evaluations in the market in the temporary value of money and the specific risks of the asset. To determine the fair value minus the estimates sales costs (net realization value), recent operations of the market are taken into account, if any, or the most proper valuation model is used.

Losses due to value impairment of assets are recognised on the income statement in those categories of expenses that go hand-in-hand with the asset impaired, excluding the properties previously revaluated where the valuation surplus was registered in the other integral result (equity). In this case, the impairment of the amount is recognised as well until any surplus for valuation of any known previously.

For assets in general, an assessment is made at the end of each period reported to check if there is any indication that the losses from the impaired value recognised previously no longer exist or have decreased. If so, the Corporation makes an estimate of the recoverable amount of the asset or of the unit generating cash. A loss due to impairment previously recognised solely reverts if there is a change in the assumptions used to determine the recoverable amount of an asset since the last time the last loss from value impairment was recognised. The reversal is limited so that the amount on books of the asset does not exceed its recoverable amount or exceeds the amount in books determined, net of depreciation, if a loss from impairment would not have been recognised in prior periods. Said reversal is recognised on the income statement unless the asset is accounted based on its revaluated value in which case the reversal is treated as a revaluation increase.

**2.4.14. Current and deferred income tax**

The expense for the income tax of the period involves the income tax, the CREE or equity tax and the deferred tax. The deferred tax is recognised on the period's result except when it involves items recognised on equity or another integral result. In these cases, the tax is recognised as well in the equity or on the integral result, respectively.

Senior management regularly evaluates the position assumed in tax statements when tax laws are object of interpretation. The Company creates provisions for the amounts it expects to pay tax authorities when necessary.



The deferred income tax is provisioned entirely using the liability method and over interim differences that stem between the tax bases of assets and liabilities. The deferred tax is calculated per the tax rates announced over the fiscal gain (or loss if this takes place) of the periods in which the asset is expected to be realized for deferred taxes or to cancel the liability for deferred taxes.

The assets of deferred income taxes are solely recognised when it is likely that they produce future tax benefits against those that can use interim differences.

Deferred taxes of assets and liabilities are compensated when there is a legally executable right to compensate current tax assets against current tax liabilities, and when the deferred income tax of assets and liabilities is related to the income tax taxed by the same authority.

#### **2.4.15. Financial liabilities**

##### Recognition and initial measurement

Financial liabilities are classified as: loans, accounts payable with related parties, commercial accounts payable and other accounts payable. The Corporation determines the classification of its financial liabilities during their initial recognition.

All financial liabilities are initially recognised for their fair value plus the transactions costs directly attributed, for loans and accounts payable. The financial liabilities of the Corporation include commercial accounts payable, loans and other accounts payable.

##### Subsequent measurement

The subsequent measurement of financial liabilities depends on their classification, as described below:

##### Interest bearing loans

After the initial recognition, interest bearing loans are measured at the amortized cost using the effective interest rate method; gains and losses are recognised in the income statement.

The amortized cost is calculated by keeping in mind any discount or premium in the acquisition as well as the commissions or costs which are part of the effective interest rate. The amortization of the effective interest rate is recognised as a financial cost on the income statement.

##### Accounts write-off

A financial liability is written-off when the obligation specified in the agreement is paid, cancelled, or has expired.

When an existing financial liability is replaced by another one from the same lender but under significantly different conditions, or if the conditions of an existing liability are significantly changed, said change is treated as a write-off of the original liability, while the recognition of a new liability and the difference of the amounts in books are recognised on the income statement.

#### **2.4.16. Employee benefits**

As of the date of this document, the Corporation provides employee benefits on a short and long-term basis.

Short-term employee benefits are those benefits (other than those from employment termination) which are fully paid in the following twelve months after the period in which the employees have provided their services. These benefits are recognised by Construcciones El Condor S.A. to a non-discounted base and are recognised as expenses as the service is received.



Long-term benefits are related to the seniority of the employees.

Construcciones El Condor S.A. develops specific benefits plans using actuary assumptions to measure the obligations contracted and the expense of each period; in addition, it involves the chance of obtaining actuary gains or losses. On the other hand, the obligations are measured based on their discounted values given the likelihood that these are met many years after the employees have provided their services.

**2.4.17. Provisions, contingent liabilities and contingent assets**

A contingent liability arises when there is a possible obligation from past events, and its existence is confirmed solely by the occurrence or non-occurrence of one or more uncertain events in the future which are not fully under control by the entity, or when there is an obligation from past events and hence, it is unlikely to use resources to incorporate economic benefits to cancel the obligations or whose amount cannot be measured with enough reliability.

When contingencies are likely, the Corporation records a provision using the best estimate with the information available at the time. If the contingency is likely, this event is disclosed on the notes to the financial statements.

**Contingent assets**

A contingent asset is likely and stems from past events, and its existence shall be confirmed solely by the occurrence or non-occurrence of one or more uncertain events in the future which are not fully under control by the entity. Contingent assets are not recognised on the Financial Situation Statement. However, information about these assets is disclosed in certain circumstances.

The entity does not recognize a contingent asset on the financial situation statement but instead on the notes.

**2.4.18. Proceeds from ordinary activities**

Proceeds from ordinary activities are recognised based on how likely the economic benefits flow towards the Corporation and on well the proceeds can be measured reliably, notwithstanding the moment in which the payment is realized. Proceeds are measured by the fair value of the consideration received and receivable, keeping in mind the form of payment established contractually and excluding taxes or tariffs.

**Services provided**

Proceeds from services provided are recognised and invoiced as the contracts are executed. When the result of a contract cannot be measured reliably, proceeds are solely recognised up to the limit of the expense incurred which gathers the conditions to be recovered.

**Sale of goods**

Proceeds from ordinary activities rising from the sale of goods are recognised when the risks and benefits inherent to the ownership are significantly transferred to the buyer, generally, at the time of delivering the goods.

**Interests and dividends**

Interests shall be recognised using the effective interest rate method as set forth in the Financial Instruments policy.

Revenues from dividends (ordinary or extraordinary) should be recognised on the date in which the Company is entitled the payment, which can differ from the date in which the dividends are decreed; excluding the investments in associates which are updated by the equity method as established in the investments policy; in which case the dividends decreed reach a lower value of the investments (equity method).



When dividends are decreed over a determined investment, and part of these have been accumulated prior to their acquisition (included in the acquisition cost of the investment), said dividends are recognised as a lower value of the investments and are not deemed a revenue of the period.

**Proceeds from leases**

Proceeds from operating leases over investment properties are accounted in a linear manner throughout the term of the lease and are included in the revenues from ordinary activities due to their operating nature.

**2.4.19. Construction contracts**

Revenues from ordinary activities contracted are measured by the fair value of the consideration received or receivable. The measurement of the revenues from ordinary activities contracted shall be affected by diverse uncertainties that depend on the outcome of future events. Estimates often need to be revised as said events take place or the uncertainties are settled.

When the result of a construction contract can be estimated with enough reliability, the revenues from ordinary activities plus the costs related may be recognised as revenues from ordinary activities and expenses, respectively, with reference to the status of completion of the activity covered by the contract at the end of the period reported. Any expected loss caused by the construction contract shall be immediately recognised as an expense of the period.

Under the completion percentage method, the revenues from ordinary activities in a contract are recognised as such in the period's result and throughout the accounting periods in which the contract is executed. The costs of the contract shall be recognised usually as expenses on the result of the period in which the work contracted is executed. Nonetheless, every surplus expected from the costs of the contract over the revenues of the total ordinary activities derived from the contract, shall be recognised immediately as an expense.

**2.4.20. Fair value measurement**

Fair value is the price received after selling an asset or the price paid to transfer a liability in a transaction ordered among market players. This definition emphasizes that fair value is a measurement based on the market, not a specific measurement of a corporation. When measuring fair value, a corporation uses the assumptions that market players would use to set the price of the asset or liability under present market conditions, including risk assumptions. Consequently, the intention of a corporation is to maintain an asset or to sell a liability is not relevant when fair value is measured.

For disclosure purposes, the standard requires classifying the valuation techniques used to measure fair value under three levels. The hierarchy of fair value grants the highest priority to prices quoted (unadjusted) in active markets for identical assets and liabilities (Level 1 data entry) while the lowest priority is given to non-observable data entries (Level 3 data entry).

Level 1 data entry are the prices quoted (unadjusted) in active markets for identical assets or liabilities which the corporation can access on the measurement date. Level 2 data entry are different to the prices included in Level 1 given they are observable for assets or liabilities, directly or indirectly. Level 3 data entry are non-observable for the asset or liability.

**2.4.21. Business combinations**

Business combinations are accounted for using the acquisition method. The cost of an acquisition is measured as the sum of the consideration transferred, measured by its fair value on the date of acquisition, and the amount of any non-controlling participation in the acquired. For each business combination, the Corporation measures the non-controlling participation based on its fair value. The acquisition costs incurred are attributed to expenses as they incur and are presented on the income statement.



Construcciones El Condor S.A. shall recognize goodwill on the acquisition date when the net amounts paid are more than the difference between assets and liabilities at the fair price acquired. After its initial recognition, goodwill shall following the guidelines of IAS 38 – Intangible assets.

Construcciones El Condor S.A. can make purchases under very advantageous terms, that is, the net paid or cancelled carried (consideration transferred) is less than the amounts or considerations received or liabilities assumed, in this case the Corporation shall recognize the resulting gain on results on the date of acquisition.

**2.4.22. Operation segments**

An operation segment is a component of an entity with activities that can gain revenues from normal activities and incur in expenses. The results of the operation are revised regularly by the highest authority to make decisions of the entity’s operation, to decide which resources should be assigned to the segment and to assess its yield; and of which it holds differentiated financial information.

The Corporation currently handles two operation segments: Construction and Investments.

**2.4.23. Foreign currency conversion**

The financial statements of Construcciones El Condor S.A. are presented in Colombian pesos given that this is its functional currency.

Transactions and balances

Transactions in foreign currency are initially registered at the exchange rates of the functional currencies on the date of the transaction.

- Monetary assets and liabilities in foreign currency are converted at the exchange rate of the functional currency in force on the closing date of the period reported. All differences are registered on the income statement, excluding the items recognised on the equity. Tax effects attributed to exchange differences over said monetary items are registered in the equity as well.
- Non-monetary items measured in terms of their historical cost in foreign currency are converted using the exchange rates in force on the date of the original transaction.
- Non-monetary items measured by their fair value in foreign currency are converted using the exchange rates on the date when that fair value is determined.

Conversion of a business overseas

The conversion of the results and the Financial Situation of a business overseas is described below:

- The assets and liabilities of each of the financial situation statements presented (including comparative figures) are converted to the exchange rate on the date of the corresponding Financial Situation Statement.
- Revenues and expenses from each statement of the present result and another integral result, shall be converted at the exchange rates on the date of the transactions. For this purpose, the average exchange rate of the period reported shall be considered.
- All exchange differences resulting shall be recognised in another integral result.

**2.4.24. Service concession agreements**

The infrastructure included in the scope of this Interpretation must not be recognized as items under the operator’s property, plant and equipment because the contractual agreement for services does not grant the operator the right to use them. The operator has access to the operation of the infrastructure to provide a public service on behalf of the beneficiary of the concession, according to the terms of the contract.



If the operator provides construction or improvement services, the consideration received or to be received by the operator shall be recognized at their reasonable value. The consideration may consist of rights over:

- A financial asset, or
- An intangible asset.

The operator shall recognize a financial asset to the extent that the operator has an unconditional contractual right to receive from the licensor, or an entity under the licensor's supervision, cash or some other financial asset in exchange for the construction services, and that the licensor has little or no ability to avoid payment, usually because the agreement is enforceable by law. The operator has an unconditional right to receive cash when the grantor guarantees the payment to the operator of (a) specified or specifiable amounts, or (b) a deficit, if any, between the sums received from the user of the public service and the specified or specifiable amounts, even when payment is conditioned to the operator's guarantee that the infrastructure meets the specified quality or efficiency requirements.

The operator shall recognize an intangible asset to the extent that the operator receives a right (a license) to impose surcharges on the users of the public service. The right to do so is not an unconditional right to receive cash because the sums are conditioned to the level of use of the service by the public.

The nature of the consideration provided by the grantor to the operator shall be determined by reference to the terms of the contract and to the appropriate contract law, if any.

#### **2.4.25. Hedge accounting**

Hedge accounting is a method used on the period's results to display the effect of compensating changes on the fair values of hedging instruments and hedged items.

There are three types of hedging relationships:

##### Fair value hedge

A hedge of the exposure to changes in the fair value of assets or liabilities recognized or commitments not recognized, or of a portion of said assets, liabilities or commitments, related to a particular risk and that may affect the period's results.

If a fair value hedge meets during the period the requirements set forth, it shall be accounted as follows:

- The gain or loss from measuring the hedging instrument (i.e. a derivative that is an hedging instrument) or from the foreign currency component measured in accordance with NIC 21 (in the event of a hedging instrument that is not a derivative), shall be recognized in the period's result; and
- The gain or loss of the hedged item attributable to the risk shall adjust the entry in the books of the hedged item and shall be recognized in the period's results. This will be applied even if the hedged item is measured at the cost.

##### Cash flow hedge

Involves an exposure to cash flow variations which: (i) is attributed to a particular risk related to an asset or liability recognized (such as all or several future interest payments of a debt at variable interest), or a transaction foreseen as highly probable which (ii) may affect the period's results.

When a cash flow hedge matures during the period the conditions established are accounted as follows:

- The gain or loss of the hedging instrument determined as an efficient hedge, is recognized on the other



integrated result; and

- The inefficient part of the gain or loss of the hedging instrument is recognized in the period's results.

Hedges of net investments in foreign operations

Hedges of a net investment in foreign operations, including the hedge of a monetary entry accounted as part of a net investment (see NIC 21), are accounting similar to cash flow hedges:

- The gain or loss part of the hedging instrument determined efficient is recognized on the other integral result; and
- The non-efficient part is recognized in the result.

#### **2.4.26. Financial risk management**

The financial instruments of the Corporation primarily consist of cash, commercial accounts receivable and other accounts receivable, investments, financial obligations and other accounts payable.

Risk management principles

Construcciones El Condor S.A. has a Primary Comptrollership Group which oversees the financial risk management of the positions and processes of the Corporation's Integral Management System. This Group assures the senior management of the Corporation that the activities with financial risks are regulated by proper corporate policies and procedures, and that the financial risks are identified, measured and managed according to these corporate policies.

The Corporation is exposed to market, credit and liquidity risks.

Market risk

Market risk is when the fair value or future cash flows of a financial instrument fluctuate due to market price changes. Market prices comprise three types of risks: interest rate risk, exchange rate risk and other price risks.

Sensitivity analysis

Construcciones El Condor S.A. conducts ongoing sensitivity analysis of the following variables: interest rates, exchange rates, prices of suppliers and investment performance.

For risk analysis, the resources that may be affected by an event are kept in mind, such as: machinery, equipment, general assets both owned and of third parties, process productivity and compliance, and business profitability.

The following are the potential risk sources identified by the Corporation:

- Commercial and legal relations: between the Corporation and other individuals and corporations, for instance: suppliers, subcontractors, customers.
- Circumstances of the setting: not related to the Corporation, such as legislation changes, sector changes, etc.
- Human behavior: malicious actions made by personnel related or not to the Corporation (errors, riots, strikes, sabotage, mobs, terrorism, fraud, etc.)
- Actions or omissions of directors: poor supervision, non-assignment of resources, little training and lack of planning.

The vulnerability analysis establishes a valuation of the risk identified in terms of frequency and severity as described in the following tables:





Frequency	Definition	Value
Remote	Low likelihood of occurring	1
Possible	Medium likelihood of occurring	2
Frequent	Significant likelihood of occurring	3
Recurring	High likelihood of occurring	4

Financial resource		
Severity	Definition	Points
Minor	Losses less than 5.5 MMLWF	1
Slight	Losses from 5.5 to 55 MMLWF	2
Serious	Losses from 56 to 279 MMLWF	3
Catastrophic	Losses above 279 MMLWF	4

**Vulnerability values**

- Low: Acceptable risk – no action required or managed with routine procedures.
- Moderate: Tolerable risk – managed with normal control procedures which have assigned a person responsible; second level priority.
- High: Unacceptable risk – treatment plans required, implemented and reported to top management; immediate action.
- Extreme: Inadmissible risk – treatment plans required, implemented and reported to the Board of Directors; top priority.

Zone	Vulnerability criteria frequency for consequence
Low / acceptable	1 - 2
Moderate / tolerable	3 - 4
High / unacceptable	5 - 9
Extreme / inadmissible	10 - 16

Vulnerability / critical nature			Severity / consequence			
			1	2	3	4
Frequency / likelihood of occurring	4	Recurring	4	8	12	16
	3	Frequent	3	6	9	12
	2	Possible	2	4	6	8
	1	Remote	1	2	3	4

**Interest rate risk**

Interest rate risk is the risk in which the fair value or the future flows of cash of a financial instrument fluctuate due to changes in the market's interest rates. The exposure of the Corporation to the interest rate risk of the market is primarily related to its short and long-term financial obligations with variable interest rates.

The level of indebtedness of the Corporation is quite low. The economic soundness of the organization has allowed the Corporation to remain as a very attractive customer for financial entities and to obtain very good rates when working capital is required. On the other hand, since it is listed, the Corporation can opt to obtain



resources in the securities market when the credit conditions are unfavorable or when an amount required make it more convenient to use this option.

#### Exchange rate risk

The exchange rate risk is the risk in which the fair value or the future cash flows of a financial instrument fluctuate due to changes in exchange rates. The Corporation's exposure to the exchange rate risk relates firstly, to any debt in foreign currency and secondly, to investments of the Corporation overseas.

This risk can boost when purchasing machinery and spare parts overseas, and recognizing the corresponding liability.

#### Other price risks

##### Raw materials price risk

The Corporation is not affected by the price volatility of certain raw materials given that it does not make transactions in the securities market with raw materials quoted.

##### Risk of share price and of other financial instruments estimated

The stocks of the Corporation are sensitive to the market's price risk as a result of the uncertainty of its future value. The Corporation manages stock price risk by diversifying and establishing limits at an individual and total level. The Primary Comptrollership Group regularly revises and analyzes the performance of these investments to make corporate level decisions.

##### Credit risk

Credit risk is the risk in which a consideration breaches its obligations in a financial instrument or a commercial contract, giving way to a financial loss. The Corporation is exposed to credit risk due to its operating activities (particularly, commercial accounts receivable) and its financial activities, including deposits in banks and financial institutions, and other financial instruments.

The Corporation's cash is at top quality financial institutions. The Primary Controllership Group verifies if the management of the treasury meets the policies of the Corporation.

##### Accounts receivable

Construcciones El Cóndor S.A. charges its accounts receivable while those which are more than 150 days due are passed to a legal debt recovery process. Every year, higher amounts owed to the Corporation are revised and the Management of Controllership and Finances along with the Direction of the Work make the accounting and tax provisions necessary with all of the legal and follow-ups established. Moreover, each legal process is revised and the Legal Department prepares minutes detailing the collection process made and concludes if the account receivable must be punished for not being paid off.

##### Liquidity risk

Liquidity risk is the risk in which the Corporation cannot pay its financial obligations on their expiration date. The purpose of the Corporation handling liquidity is to ensure, as much as possible, that it will always have enough liquidity to meet its obligations in normal and particular situations, without incurring in unacceptable losses or risking the Corporation's reputation.

Liquidity is monitored by the Corporation on a monthly basis. It provides very positive results compared to other Corporations of the sector due to the financial strength and leverages made since the business' beginnings.



**Capital management risk**

The primary goal of the Group’s capital management is to ensure that it can maintain a sound credit rating and healthy capital ratios to sustain the business and to maximize the value for the shareholder.

The Corporation manages its capital structure and conducts adjustments depending on changes in economic conditions. To maintain and adjust its capital structure, the Corporation may issue new stocks in the securities market and other financial debt mechanisms.

**2.4.27. Joint operations**

Construcciones El Cóndor S.A. recognizes in its accounting not solely its assets, liabilities, revenues and expenses but also those derived from contractual agreements. The Corporation displays in its financial statements the shares of joint assets, liabilities, revenues, costs and expenses. The incorporation of the balance sheets of consortiums is observed in the notes to the financial statements.

<b>Business cooperation agreement</b>	<b>Share</b>	<b>Type of agreement</b>	<b>Description</b>	<b>Duration</b>	<b>Consortium members</b>
Consortio Autosur	50.00%	Consortium	Maintenance of the section from the General Santander School and Ciudad de Villavicencio Avenue; Transmilenio system belonging to the South sector of the NQS Network.	60 months	Construcciones El Cóndor S.A. 50%, Construcciones Civiles 50%
Consortio Hidroeléctrica de Tuluá	65.00%	Consortium	Granted by EPSA S.A., for the construction of civil works of Alto Tuluá hydroelectric power station, Bajo Tuluá hydroelectric power station, and the construction and improvement of access roads and bridges for both projects.	Until its final liquidation	Construcciones El Cóndor S.A. 65%, Estyma S.A. 35%
Consortio O.M.C.	30.00%	Consortium	Constructor Nuevo Dorado (CCND), for the construction of cargo platforms for the new cargo terminal building (phase I) of El Dorado International Airport in the city of Bogotá.	Per the term in the policies demanded by CCND	Mincivil S.A. 35%, Odinsa S.A. 35%, Construcciones El Cóndor S.A.30%
Consortio Grupo Ejecutor Hatovial	21.11%	Consortium	The object of the consortium is to execute all the design, construction and services activities included in the new object of the concession contract, and all those that are later subscribed between the Department of Antioquia and Sociedad Hatovial S.A. Set the parameters and conditions that will govern, and the conditions of participation of each of the members.	The agreement will be valid from the date of its subscription and until the end of the concession contract signed by Hatovial or until when its members decide, this case in which unanimity will be required.	Mincivil S.A. 51.85%, S.P. Ingenieros S.A.S. 22.22%, Construcciones El Cóndor S.A. 21.11%, Latinco S.A. 1.11%, EDL 3.72%
Consortio Avenida Colón	70.00%	Consortium	Implementation of infrastructure construction works for the Avenida Colon Manizales – Caldas road.	The term of the agreement plus one year	Proyectos y Vías S.A. 15%, Mainco S.A. 15% y Construcciones El Cóndor S.A. 70%



Business cooperation agreement	Share	Type of agreement	Description	Duration	Consortium members
Consortio Vial del Sur	27.00%	Consortium	Road development of Transversal del Sur. Module 2. Improvement and maintenance of Tumaco - Pasto - Mocoa corridor. Module 1. Construction of San Francisco – Mocoa 4 - lane road.	The term to implement and liquidate the agreement plus 5 years	Sonacol S.A. 20%, CASS Constructores & CIA. S.C.A. 20%, CSS Constructores S.A. 20%, Construcciones El Cóndor S.A. 27%, Puentes y Torones S.A. 13%
Consortio Constructor Américas	66.67%	Consortium	The purpose of the consortium is to enter and implement the EPC agreement.	The term to implement and liquidate the agreement	Construcciones El Cóndor S.A. 66.67%, Valores y Contratos S.A. 33.33%
Consortio Constructor Pacifico Tres	48.00%	Consortium	Studies and designs, financing and other project according to the range, quality and specifications required by the concession contract.	72 months	MHCI 26%, Construcciones El Cóndor S.A. 48%, Meco 26%
Consortio Farallones	50.00%	Consortium	Studies and designs, financing and other project according to the range, quality and specifications required by the concession contract.	72 months	Construcciones El Cóndor S.A. 50%, Odinsa S.A. 50%
Consortio Vial Los Llanos	11.00%	Consortium	Studies and designs, financing and other project according to the range, quality and specifications required by the concession contract.	72 months	Construcciones El Cóndor S.A. 11%, Odinsa S.A. 51%, Murcia y Murcia S.A. 30%, Sarugo S.A. 8%
Consortio Francisco Javier Cisneros	21.11%	Consortium	The execution of all the works and activities and all those services required under the EPC contract.	Until December 31, 2021	Mincivil S.A. 51.82%, S.P. Ingenieros S.A.S. 22.22%, Construcciones El Cóndor S.A. 21.11%, Latinco S.A. 1.11%, EDL S.A.S. 3.72%

#### 2.4.28. New standards and interpretations of financial reports

The following includes a list of the new standards and amendments issued by the IASB which are in force for the annual periods beginning on January 1, 2018. Management is undergoing the evaluation of the potential impact these changes have on the Company's financial statements.

Decreets 2496 of December 24, 2015 and 2131 of December 22, 2016 introduced a new accounting framework that reflects the new standards, amendments or changes issued by the IASB for the International Financial Reporting Standards in years 2015 and 2016. This addition to the tech IASB framework used to present reports shall apply to the financial periods that begin on January 1, 2018, with early application permitted.

Standards	Title of the standard	In force for annual periods beginning after
IFRS 15	Revenue from contracts with customers	January 1, 2018
IFRS 9	Financial instruments	January 1, 2018
IFRS 16	Leases	January 1, 2019



#### IFRS 9 – Financial Instruments and amendments of other standards

IFRS 9 replaces multiple classification and measurement models of IAS 39 Financial Instruments: Recognition and measurement with a single model that has only two classifications: amortized cost and fair value.

##### Phase 1: Classification and measurement of financial assets and financial liabilities

The classification of the financial assets of debt instruments shall be determined pursuant to the business model used by the entity to manage financial assets and the features of their contractual cash flow characteristics. A debt instrument is measured by the amortized cost if: a) the purpose of the commercial model is to maintain the financial asset to charge the contractual cash flows; and b) the contractual cash flows under the instrument solely represent payments of capital and interests.

All other instruments of debt and equity – including investments in complex instruments of debt and capital – shall be recognized by their fair value.

All movements of fair value of the financial assets are recognized in the income statement, except investments in equity instruments which are not maintained to negotiate and may be registered in another integral result.

The entities that measure financial liabilities at fair value need to recognize the change of fair value which is derived from changes of their own credit risk in another integral result instead of gains or losses.

##### Phase 2: Impairment methodology

The new Expected Credit Loss (ECL) model implies focusing on three stages in which the financial assets move as their creditworthiness changes. The stage dictates the manner in which an entity measures losses due to impairment and applies the effective interest rate. A simplified focus can be used for financial assets that lack a significant financing component (for instance, commercial accounts receivable). In the initial recognition, entities shall register a loss of day 1 equal to the credit loss expected of 12 months (or lifelong ECL for the commercial accounts receivable) unless the assets are deemed impaired credits.

After estimating the parameters used to calculate the expected loss (“Non-compliance Exposure” or EAD), “Non-compliance likelihood” or PD, “Predetermined Loss” or LGD, and discount rate), the entity makes use of its experience to develop internal models to calculate parameters for regulatory and managerial purposes.

Definition of Non-compliance: consistent with the definition of non-compliance used by the Company. IFRS 9 does not define non-compliance but has a refutable assumption that it is produced when an exposure surpasses 90 days.

Use of present, past and future information: the measurement and classification of credit losses expected require a high level of understanding and estimate that should consider information of past events and current conditions alongside future event predictions. Hence, our estimates of expected losses consider multiple macroeconomic settings while their likelihood is assessed based on the past event, the current situation and future trends, such as the gross domestic product (GDP) and the unemployment rate. All of these items are the initial step to assess significant increases of credit risk and to use PD estimates.

##### Phase 3: Hedge accounting

The new hedge accounting rules (published in December, 2013) align the hedge accounting closest to the common practices of risk management. As a rule of thumb, it shall be easier to apply hedge accounting in the future. The new standard also introduces expanded disclosure requirements and changes in presentation. Construcciones El Cóndor S.A. has no significant impacts with the application of this standard.

#### IFRS 15 Revenues from contracts with customers



IFRS 15 was published in May 2014, which establishes a single integral model used by companies for the accounting of revenues from ordinary activities derived from contracts with customers. IFRS 15 shall replace the following standards and interpretations of revenue on its effective date:

- IAS 18 Revenues from ordinary activities
- IAS 11 Construction contracts
- IFRIC 13 Customer loyalty programs
- IFRIC 15 Agreements for the construction of real estate
- IFRIC 18 Transfers of assets from customers
- SIC 31 Revenue – Revenues involving advertising services

As the title of the new standard of Revenues from ordinary activities, IFRS 14 only covers revenues from contracts with customers. IFRS 15 involves a party hired by an entity to obtain goods or services derived from the entity's ordinary activities in exchange of compensation. Unlike IAS 18, the recognition and measurement of revenues from interests and dividends of investments in instruments of debt and/or equity is no longer part of IFRS 15 but instead, within the scope of IFRS 9 – Financial instruments.

As mentioned above, the new standard of revenues has a single model to address revenues from contracts with customers. Its primary principle is that an entity should recognize revenues when the control of the goods or services involved in the transaction is transferred to the customers. The amount of the revenues corresponds to the compensation which shows what the entity expects to obtain in exchange for those goods or services.

The new standard displays the following five steps to recognize and measure revenues:

- Step 1: Identify the contract with a customer.
- Step 2: Identify the performance obligations (separation of goods or services) in the contract.
- Step 3: Determine the transaction price.
- Step 4: Allocate the transaction price to the performance obligations (to each good or service).
- Step 5: Recognize revenue when (or as) the entity satisfies a performance obligation

The new revenues standard has introduced an increasingly limited orientation:

- If a contract (or combination of contracts) contains or not more than one good or service promised. If so, when and how the goods or services promised should be listed.
- If the price of the transaction assigned to every obligation of performance should be recognized as revenue throughout time or in a given time. Per IFRS 15, an entity recognizes revenue when an obligation of performance is met, that is, when the "control" of the goods or services underlying a particular obligation of performance is transferred to the customer. Unlike IAS 18, the new standard excludes a separate guide for the "sale of goods"; instead, the new standard requires entities to assess if revenues should be recognized throughout time or in a particular time, notwithstanding if the revenues relate to "sale of goods" or "services provided".
- When the transaction price includes variable compensation, the standard contains the parameters to be determined: how will the amount be affected and the moment to recognize the revenue. The item of variable compensation is ample; a transaction price is deemed variable as a result of discounts, rebates, refunds, credits, price concessions, incentives, performance bonuses, penalties and contingency agreements. The new standard introduces limitations to recognize variable compensation as revenue.
- When the costs incurred to obtain a contract and the costs to meet a contract may be recognized as an asset.
- The new standard demands the disclosure of more information.



In April 2016, the IASB issued Clarifications for IFRS 15 derived from the feedback it received from the IASB / FASB Joint Transition Resources Group to Recognize Revenue. This group was created to address possible problems related to the implementation of IFRS 15 and the PCGA of U.S.A. ASC subject 606. The clarifications of IFRS 15 are listed below:

- Identify performance obligations: providing illustrative factors to be considered when evaluating if the promised goods or services are different;
- Major considerations with the agent: by clarifying that an entity should evaluate if it is a principal or agent for each different good or service promised to the customer, and by changing the indicators used to evaluate if an entity is a principal or an agent.

IFRS 15, along with the clarifications published on April 2016, is in force for the reporting periods starting from January 1, 2018 onwards, with early application permitted. Entities may opt to apply the standard retroactively or use a modified transition focus, that is, to apply the standard retrospectively only on contracts that have not ended on the date of adoption (for instance, on January 1, 2018 for an entity that ends the year in December 31).

Construcciones El Cóndor S.A. did not apply this standard early. The performance obligations identified are: sale of materials and construction. Revenue from the performance obligation related to sale of materials is recognized in a given time since right then it transfers the control of the goods to the customer. With regards to the performance obligation of construction, revenue from ordinary activities is recognized throughout time. This guideline is also followed by the joint operations in which the Company is a joint player. The quantitative impacts to apply this standard are:

Performance obligation	Estimated amount in 2018	% Share
Construction	718,423,812	98.51%
Sale of materials	10,851,657	1.49%
<b>Total</b>	<b>729,275,469</b>	<b>100.00%</b>

#### IFRS 16 Leases

IFRS 16 provides an integral model for the recognition of lease agreements and their treatment in financial statements of lessees and lessors. This standard will replace the following standards and interpretations when in force:

- IAS 17 Leases
- IFRIC 4 Determining whether an Arrangement contains a lease.
- SIC 15 Operating leases - Incentives.
- SIC 27 Evaluating the substance of transactions in the legal form of a lease.

#### Identifying a lease

IFRS 16 applies a model to control the identification of leases, in which an arrangement is or contains a lease if it transfers the right to control the use of an asset for a period of time in exchange for consideration. It is deemed that control exists if the customer:

- Is entitled to substantially obtain all of the economic benefits from using an asset; and
- Is entitled to lead the use of that asset.



The standard provides a detailed guide to determine if these conditions are met, including the cases in which the supplier is entitled to substantive substitutions, and when relevant decisions on how and why the asset is used are predetermined.

#### Accounting by lessees

IFRS 16 introduces significant changes on the lessee's accounting: it eliminates the difference between operating and financial leases determined by NIT 17; it also demands the lessor to recognize an asset per right of use and a liability at the beginning of all leases, excluding short-term leases and low-cost asset leases.

An asset for right of use is initially measured at cost and later at cost (subject to certain exception) minus accrued depreciation and losses from impairment, adjusted by any new measurement of the liability for the lease.

Liability for lease is initially measured at the present value of the lease payments not made on that date. Later, the liability for the lease is adjusted by payments of interests and leases, and by the impact of lease amendments, among others.

If a lessee chooses not to apply the general requirements of IFRS 16 to short-term leases (that is, one that does not include a put option and has a lease term of 12 months or less in the initial date) as well as leases of low-value assets, the lessee shall recognize the payment of leases related to those leases as a linear or systematic expense, similar to the current accounting of operating leases.

#### Accounting by lessors

Unlike the lessee accounting, the requirements for the lessor accounting pursuant to IFRS 16 remain practically the same compared to IAS 17, which still requires the lessee to classify a lease as operating or financial.

Besides, IFRS 16 also provides guidance on the accounting of sale transactions and leasebacks; and the disclosure of additional information.

IFRS 16 is in force in the period that begins on or after January 1, 2019, with early application permitted by entities that used IFRS 15 on the initial application date of IFRS 16. A lessee may apply IFRS 16 using the complete or modified retrospective focus. If the lessee chooses the modified retrospective focus, an entity is not forced to re-express the information and the accumulated effect of applying IFRS 16 initially shall be presented as an adjustment on the earnings retained (or another component of equity, whichever is applicable).

Construcciones El Cóndor S.A. shall not apply IFRS 16 early given that this standard may have an irrelevant impact on the amounts reported and on the disclosures made on the financial statements. However, a reasonable estimate of the effect of IFRS 16 cannot be provided until a detailed revision is made.

### **Note 3. Cash and Cash Equivalents**

The total of these items was properly reconciled with the external information obtained from various financial entities

A portfolio in pesos of investments in collective portfolio is included, there are no restrictions regarding cash balances, banks and savings accounts at the date of the financial statements.





	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Cash	179.305	185.325
Banks	6.678.968	12.253.510
Banks - joint operations (incorporation of consortiums)	13.788.293	3.734.105
Investment-fixed income joint operations	644.215	1.203.466
Restricted cash and cash equivalent	74.134	85.406
Restricted available joint operations (incorporation of consortiums)	1.989	2.006
Negotiable investments	369.333	149.543.000
Savings accounts	1.400.405	4.041.431
Fiduciary rights	405.083.840	79.389.065
<b>TOTAL CASH AND CASH EQUIVALENT</b>	<b>428.220.483</b>	<b>250.437.314</b>

## Note 4. Investments

### 4.1. Investments at reasonable value

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Sociedad Concesionaria Operadora Aeroportuaria Internacional	0	15.332.840
Grupo Argos	0	92.965.686
Organización de Ingeniería Internacional	0	9.580.128
Fiduciary rights	7.126	50.868.389
<b>TOTAL TEMPORARY INVESTMENTS (1)</b>	<b>7.126</b>	<b>168.747.043</b>

(1) Investments in Organización de Ingeniería Internacional, Grupo Argos and Sociedad Concesionaria Operadora Aeroportuaria Internacional were made in 2017.

### 4.2. Permanent investments

Investments and associated companies and joint business.

The main associated companies and their main activity are the following:



At December 31

	Number of shares	Share (%)	Observations	2017	2016	Incorporation - domicile	Corporate purpose
<b>FINANCIAL ASSETS</b>							
<b>FINANCIAL INSTRUMENTS</b>							
Concesión Santa Marta Paraguachón	203.942	2,97%	Investment sold on June 2017	0	984.369	Nov/2012 Riohacha	Construction of civil engineering works
C.C.I. Marketplace S.A.	132.057	2,63%		37.768	70.254	Apr/2007 Bogotá	Website and/or Webpage creation, maintenance
Hidroeléctrica del Río Aures	1.019.450	16,60%		777.861	1.045.868	Jul/1997 Medellín	Electric power generation and sale through a hydroelectric station in the municipality of Abejorral
<b>TOTAL INVESTMENTS IN FINANCIAL INSTRUMENTS</b>				<b>815.629</b>	<b>2.100.491</b>		
<b>JOINT BUSINESSES</b>							
Constructora Túnel de Oriente S.A.S.	2.629.361.939	12,70%		6.336.760	2.629.362	Oct/2011 Medellín	To be a shareholder of Concesion Tunnel de Aburra Oriente S.A. and to develop the activities necessary to build the works
Concesión Túnel de Aburra Oriente	236.700	12,51%		19.822.117	20.695.057	Dec/1997 Medellín	State concession contract for the design, construction, operation and maintenance of the road connection Aburrá-Oriente
Concesión Vial Los Llanos S.A.S.	550.000	11,00%		769.968	759.765	Apr/2015 Villavicencio	Construction of roads and railroads
<b>ASSOCIATES</b>							
Concesión Aburrá Norte S.A. - Hatovial S.A.	1.582.886	21,11%		20.475.715	31.404.264	Oct/1997 Copacabana	Enter and execute a state concession contract of a road project called "Desarrollo vial del Aburrá Norte" and its complementary road system
Concesión Vías del Nus S.A.S.	1.055.250	21,11%		1.879.258	1.116.900	Dec/2015-Medellín	Enter and execute a state concession contract established in article 32 of law 80 of 1993
Concesión La Pintada S.A.S.	8.490.799	21,15%		4.073.199	9.407.775	Jun/2014 Medellín	The sole corporate purpose of the corporation is to execute a contract with the ANI to conduct studies, designs, financing, environmental, property and social management, construction, improvement, revamping, operation, maintenance and reversion of Concesion
Concesión Pacífico Tres S.A.S.	4.800	48,00%		28.947.351	16.219.907	Aug/2014 Bogotá	Execute a contract with the ANI to conduct studies, designs, financing, environmental, property and social management, construction, improvement, revamping, operation, maintenance and reversion of Concesion
Transmilenio Carrera 7 SC S.A.S.			The Associate reported losses exceeding the amount of the investment	15.000	15.000		
Deterioro inversión Transmilenio Carrera 7 SC S.A.S.				(15.000)	(15.000)		



At December 31

	Number of shares	Share (%)	Observations	2017	2016	Incorporation - domicile	Corporate purpose
<b>ASSOCIATES</b>							
Concesionaria Trans NQS Sur	24.990	50,00%	The Associate reported losses exceeding the amount of the investment	0	0	Sep/2003 Bogotá	Activities for the design, construction and execution of civil works
Concesionaria Transmilenio del Sur	25.000	50,00%		429.778	434.908	Dec/2003 Bogotá	Execution of civil works design, construction and execution activities
Agregados Argos S.A.S.	1.512.000.000	24,00%		935.040	0	Jul/2017 Medellín	Exploration, exploitation, transformation, transportation and sale of stone materials from mines and quarries
<b>INVESTMENTS OVERSEAS</b>							
Industrias Selma (1)	5.000	49,75%	The Associate reported losses exceeding the amount of the investment	0	10.851.437	Jul/2005 Islas Vírgenes Británicas	Its corporate purpose is detailed on page of the by-laws: "(5. Capacity and powers)". Here it is stated that its object is not restricted (is indefinite) and the Company has full powers to carry out lawful activities which are not prohibited for commercial companies created under BVI standards in accordance with act of 2004 or any other BVI law.
<b>TOTAL INVESTMENTS IN ASSOCIATES AND JOINT BUSINESSES</b>				<b>83.669.186</b>	<b>93.519.376</b>		
<b>TOTAL INVESTMENTS</b>				<b>84.484.814</b>	<b>95.619.867</b>		

(1) Industria Selma: Related company with foreign domicile.

## Note 5. Commercial Accounts Receivable and Other Accounts Receivable

### 5.1. Commercial accounts receivable and other current accounts receivable

DETAIL	A diciembre 31		A diciembre 31	
	2017	2016	2017	2016
<b>DETAIL</b>				
Domestic clients	465.465.686	286.434.415	865.550	15.804.295
Accounts receivable from joint operations	54.989.167	67.575.250	9.028.827	778.081
Pre-payments and advances	63.696.534	27.266.892	23.589	492.053
Claims	2.338.069	2.338.069	0	75.256.825
Accounts receivable, workers	178.735	318.137	222.047	0
Miscellaneous accounts receivable	63.136.740	38.523.121		
Withholding on contracts	63.658.500	23.456.948		
Income receivable	195.016.010	73.902.256		
Deposits	840	840		
<b>TOTAL COMMERCIAL ACCOUNTS RECEIVABLE AND OTHER ACCOUNTS RECEIVABLE</b>	<b>908.480.283</b>	<b>519.815.928</b>	<b>10.140.013</b>	<b>92.331.254</b>
			<b>FROM RELATED PARTIES (**)</b>	
<b>DETAIL - RELATED PARTIES</b>				
Domestic clients			865.550	15.804.295
Revenues receivable, internal minutes			9.028.827	778.081
Accounts receivable			23.589	492.053
Deposits receivable			0	75.256.825
Dividends			222.047	0
<b>TOTAL ACCOUNTS RECEIVABLE FROM RELATED PARTIES (**)</b>			<b>10.140.013</b>	<b>92.331.254</b>

(\*\*) Details on accounts receivable from related parties are found in note 28.



Domestic clients

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Departamento del Cesar (1)	0	3.030.148
Automax S.A.S.	0	63.000
Constructora Civil S.A.S.	344.269	0
Inversiones Océano S.A.S.	0	40.400
Metroplús S.A.	0	31.088
Consorcio Constructor Aburrá Norte Hatovial	0	502.169
Constructora Kalamary S.A.S. (1)	917.880	4.174.919
Cientes Agregados San Javier	1.171.553	1.016.266
Constructora S & L S.A.S.	0	201.552
Carbones de la Jagua S.A.	4.670.791	0
Instituto Nacional de Vías	811.791	0
Estyma	0	30.056
Consorcio Constructor Américas (1)	139.514.722	73.752.844
Consorcio Constructor Pacifico 3 (2)	27.719.904	23.409.276
Sohinco Constructora S.A.S.	255.411	255.411
Consorcio El Viajano	125.130	0
C.I. Prodeco	132.925	0
Concesión Vías de las Américas S.A.S.	288.647.972	178.979.144
Condor Investments USA INC	694.786	412.910
Valores y Contratos	307.513	367.513
Less than 50 million	151.040	167.719
<b>TOTAL DOMESTIC CLIENTS</b>	<b>465.465.686</b>	<b>286.434.415</b>

(1) These amounts are for work performed in the following project Américas Cóndor in Urabá - Montería - San Marcos y Santa Ana - La Gloria.

(2) These amounts are for work performment in the following project Pacifico Tres in La Virginia e Irra.

There are no restrictions or liens. Accounts receivable do not guarantee any kind of obligation.

Accounts receivable from joint operations

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Debtors joint operations (incorporation of consortiums)	30.093.559	66.768.539
Accounts receivable related - joint operations (incorporation of consortiums)	23.683.586	759.334
Commercial current accounts - joint operations (incorporation of consortiums)	1.212.022	47.377
<b>ACCOUNTS RECEIVABLE FROM JOINT OPERATIONS</b>	<b>54.989.167</b>	<b>67.575.250</b>



Pre-payments and advances

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Advances joint operations (incorporation of consortiums)	46.285.746	23.684.546
Construcciones Civiles Hermanos	75.535	0
V&S Comercial S.A.S	308.989	0
T.I.M. Construcciones S.A.S	0	63.504
Empresa Minera de Caldas S.A.S.	0	36.220
Construcciones Civiles Hermanos	0	75.535
Diseños Agregados y Construcciones	0	231.071
G & R. Ingeniería y Desarrollo	369.935	453.837
Zapata Ruiz Luisa Fernanda	350.000	100.800
Goimpro S.A.S.	208.541	513.230
I.P. Ingeniería de Puentes	0	83.409
Eléctricas de Montería Integral S.A.S	153.677	0
Gestión de Ingeniería Civil y Ambiental	0	362.029
Sociedad Espacios y Diseños Construcciones S.A.S.	145.656	0
Pixel Arquitectura E.U.	0	19.143
Básculas Prometálicos S.A.	1.001.841	0
Internacional de Eléctricos S.A.S.	1.834.394	0
MGM Ingeniería y Proyectos S.A.S	5.718.687	0
SIEMENS S.A.	5.167.367	0
Reparaciones y Aplicaciones en Concreto	145.462	0
Jaramillo Alvarez Roberto	0	51.050
Concesión Cesar Guajira S.A.S	279	62.391
Concesión Ruta al Mar S.A.S.	549.552	78.669
Logitramites S.A.S.	160.000	160.000
Monroy Torres Marcela del Niño J.	0	68.605
Palacio Urrego Juan Ramón	0	58.000
Reyes Adriana	0	33.132
Roadbuilders Equipment LLC	0	89.991
Less than 50 million	1.220.874	1.041.730
<b>TOTAL PRE-PAYMENTS AND ADVANCES (1)</b>	<b>63.696.534</b>	<b>27.266.892</b>

(1) Included in the increases in short-term pre-payments and advances is the effect of including the financial statements of the consortia, which show a variation of \$22.601.200.

These advances to contractors are considered financial instruments because if there is breach of contract, the money is reimbursed by the contractor according to performance bonds posted by them.

Claims

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Claims (1)	2.338.069	2.338.069
<b>TOTAL CLAIMS</b>	<b>2.338.069</b>	<b>2.338.069</b>

(1) Arbitration award in the process of de Construcciones El Cóndor against Metroplús, for interest on cost overruns; out of the total claims, \$5.835 is control - payment of inconsistencies.

Accounts receivable - employees

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Miscellaneous	177.994	317.477
Miscellaneous - joint operations (incorporation of consortiums)	741	660
<b>TOTAL ACCOUNTS RECEIVABLE EMPLOYEES</b>	<b>178.735</b>	<b>318.137</b>



Miscellaneous accounts receivable

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Miscellaneous accounts receivable - joint operations (incorporation of consortiums)	6.235.165	2.362.970
Consortio Constructor Nuevo Dorado (1)	0	6.657.569
Consortio Hidroeléctrica de Tuluá (1)	0	204.916
Consortio Constructor Pacífico 3 (1)	0	1.464.453
Consortio Vial del Sur (1)	2.301.468	2.794.938
Consortio Grupo Ejecutor Hatovial (1)	868.081	0
Gutiérrez Marín Sor Maribel	88.800	92.800
Banco de Occidente (mandato Farallones)	1.888.880	0
Bancolombia (mandato Farallones)	5.878.537	0
ITAÚ Corpbanca Colombia (mandato Farallones)	2.974.573	0
Mandato Farallones (pagos)	(5.964.036)	0
Goimpro S.A.S.	219.607	0
Consortio Constructor Aburrá Norte (1)	1.833.831	6.147.369
Consortio Constructor Américas (1)	9.908.056	930.124
Comunicación Celular S.A.	79.673	0
Consortio APP Llanos (1)	308.005	(30.546)
Consortio Farallones (1)	19.253.569	2.342.342
Consortio Hidroeléctrica de Tuluá	171.468	0
Consortio Constructor de Francisco Javier Cisneros (1)	170.634	0
Agregados del Norte de Colombia	0	246.186
Leasing Bancolombia S.A.	296.807	296.807
Agencia Nacional de Infraestructura	0	100.793
Consortio Avenida Colón (1)	1.466.196	0
Consortio Mantenimiento OPAIN (1)	419.198	419.198
Consortio OMC (1)	100.918	100.918
Concesión Cesar Guajira S.A.S. (fondo rotatorio)	288.630	331.875
Concesión Cesar Guajira S.A.S. (otros deudores)	510.438	972.775
Concesión Cesar Guajira S.A.S.	0	(178.383)
Concesión Ruta al Mar S.A.S.	4.696.874	3.768.923
Concesión Ruta al Mar S.A.S.	2.876	0
Vías de las Américas S.A.S.	9.032.074	9.098.163
Less than 50 million	106.418	398.931
<b>TOTAL MISCELLANEOUS ACCOUNTS RECEIVABLE</b>	<b>63.136.740</b>	<b>38.523.121</b>

(1) (1) This is for consortium certificates and services providedd by Construcciones El Cóndor, as a consortium in each of these contracts.

Withholding on contracts

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Joint operations (incorporation of consortiums)	6.750.120	6.521.661
Metroplús	1.408	1.408
Agrupación Guinovart Obras y servicios	0	4.588
Carbones de la Jagua S.A.	384.880	0
Consortio Farallones	199.691	0
Consortio Ferrocol Loma Hermosa	194.443	194.443
Consortio Nuestro Urabá	35.561	35.561
Consortio Constructor Pacífico 3	7.825.145	982.857
Agencia Nacional de Infraestructura	38.698.060	12.790.074
Vías de las Américas S.A.S.	111.274	0
Consortio Constructor Américas	5.400.641	2.926.355
Autonomous funds	4.057.278	0
<b>TOTAL WITHHOLDING O CONTRACTS</b>	<b>63.658.501</b>	<b>23.456.948</b>

These withholdings represent discounts made by the company on partial payments to guarantee payment of salaries, work stability, guarantees, and other obligations resulting from the contractual relationship.

Income receivable

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Internal minutes (1)	88.209.042	50.770.158
Internal minutes, joint operations (incorporation of consortiums)	106.343.468	22.800.663
Concesión Vías de las Américas S.A.S.	37.756	34.104
Concesión Cesar Guajira	14.137	7.258
Others	411.607	290.072
<b>TOTAL INCOME RECEIVABLE</b>	<b>195.016.010</b>	<b>73.902.255</b>



(1) Internal minutes represent work completed but not invoiced at the end of the period. This balance reflects mainly the works in Montería, Urabá, Irra, La Virginia and Santa Ana - La Gloria in the amount of \$57.912.608 which are currently in the construction stage.

Deposits	At December 31	
	2017	2016
Deposits joint operations (incorporation of consortiums)	840	840
<b>TOTAL DEPOSITS</b>	<b>840</b>	<b>840</b>
<b>TOTAL COMMERCIAL ACCOUNTS RECEIVABLE AND OTHER ACCOUNTS RECEIVABLE</b>	<b>908.480.283</b>	<b>519.815.927</b>

Assets for current taxes	At December 31	
	2017	2016
Credit balance ICA and pre-payments other municipalities	444.277	517.523
Credit balance CREE	4.908.721	0
Credit balance renta 2016	6.937.104	1.088.723
Credit balance rent (Concesión Red Vial del Cesar S.A.S.)	274.137	0
Credit balance CREE (Concesión Red Vial de Cesar S.A.S.)	60.498	0
Advance income	1.197.552	4.025.613
Deductible taxes	255.102	224.724
Surplus from private liquidation	9.718.502	8.811.169
Contributions	581.188	0
Retained sales tax	0	6.103
Withholding ICA	656.561	561.180
Pre-payment ICA	436.915	434.120
Pre-paid surcharge CREE	1.701.705	29.267
Withholding tax	19.075.015	16.109.464
Withholdings private fund	120.767	0
Other credit balances - taxes	0	4.547
<b>TOTAL ASSETS FROM CURRENT TAXES</b>	<b>46.368.044</b>	<b>31.812.433</b>

## 5.2. Commercial accounts receivable and other non-current accounts receivable

DETAIL	At December 31		DETAIL - RELATED PARTIES	At December 31	
	2017	2016		2017	2016
Domestic clients	2.015.555	19.091.978	Domestic clients	28.720.226	22.213
Accounts receivable impairment	(3.982.804)	(3.240.643)	Related companies overseas	12.338.294	12.785.777
Prepaid taxes and contributions	33.086	23.750	Accounts receivable impairment	(7.821.205)	0
Prepayments and advances	208.829	300.035	Accounts receivable	259.332.792	187.727.554
Miscellaneous accounts receivable	74.367.504	1.798.971	Deposits	420.064	12.639.350
<b>TOTAL COMMERCIAL ACCOUNTS RECEIVABLE AND OTHER ACCOUNTS RECEIVABLE</b>	<b>72.642.170</b>	<b>17.974.091</b>	<b>TOTAL ACCOUNTS RECEIVABLE, RELATED PARTIES (**)</b>	<b>292.990.171</b>	<b>213.174.894</b>

(\*\*) Details on accounts receivable from related parties can be seen in note 28.

Domestic clients	At December 31	
	2017	2016
Departamento de Antioquia	665.930	665.930
Cientes Agregados San Javier	1.156.539	1.159.739
Agencia Nacional de Infraestructura	0	17.033.223
Estyma S.A.	185.412	225.412
Under 20 million pesos	7.674	7.674
<b>TOTAL DOMESTIC CLIENTS ACCOUNTS RECEIVABLE IMPAIRMENT</b>	<b>2.015.555 (3.982.804)</b>	<b>19.091.978 (3.240.643)</b>

Impairment represents balances on uncollectible accounts resulting from the pursuit of this corporate objective both contractual through work execution contracts and exploitation and sale of materials.



Prepaid taxes and contributions	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Others	33.086	23.750
<b>TOTAL PREPAID TAXES AND CONTRIBUTIONS</b>	<b>33.086</b>	<b>23.750</b>

Prepayments and advances	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Durango Patiño Adriana María	0	91.206
Avales Ingeniería Inmobiliaria	208.829	208.829
<b>TOTAL PREPAYMENTS AND ADVANCES</b>	<b>208.829</b>	<b>300.035</b>

Miscellaneous accounts receivable	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Banco de Occidente (mandato Farallones)	824.447	0
Bancolombia (mandato Farallones)	16.161.177	0
Itaú Corpbanca (mandato Farallones)	5.380.335	0
Consorcio Amaime	1.070.090	1.070.090
Masering	254.103	254.103
Agregados del Norte de Colombia	246.186	0
Autonomous equity	49.817.303	0
S.P. Ingenieros	99.831	99.831
Condor Investment USA Inc	514.032	374.947
<b>TOTAL MISCELLANEOUS ACCOUNTS RECEIVABLE</b>	<b>74.367.504</b>	<b>1.798.971</b>
<b>TOTAL COMMERCIAL ACCOUNTS RECEIVABLE AND OTHER ACCOUNTS RECEIVABLE</b>	<b>72.642.170</b>	<b>17.974.091</b>
<b>TOTAL COMMERCIAL ACCOUNTS RECEIVABLE</b>	<b>1.330.620.686</b>	<b>875.108.603</b>

## Note 6. Inventories

To date, the Company has no pledged inventories as collateral to meet its debts.

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Contracts underway	17.507.716	117.367.850
Lands	65.000	65.000
Materials, spare parts and accesories	18.717.919	11.273.788
Inventories, joint operations, net (incorporation of consortiums)	9.200.215	4.981.144
Impairment for net realization value adjustment (1)	(442.991)	(450.977)
Prepayments	34.954.187	23.777.798
Promise of sale	45.292.745	30.980.191
<b>TOTAL INVENTORIES</b>	<b>125.294.791</b>	<b>187.994.794</b>

(1) Adjustments to inventories' net realization value and due to poor conditions of several of these inventories.

## Note 7. Prepaid Expenses, Intangible and Deferred

Short-term prepaid expenses

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Insurance and bonds (1)	6.694.747	3.012.712
Prepaid expenses, joint operations (incorporation of consortiums)	789.864	838.971
Other charges, joint operations (incorporation of consortiums)	25.455	5.626
Autonomous equity	1.025.263	1.087.230
<b>TOTAL EXPENSES PAID IN ADVANCE, SHORT-TERM</b>	<b>8.535.330</b>	<b>4.944.539</b>





Long-term prepaid expenses

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Insurance, bonds and deferred charges (1)	206.999	0
Autonomous equity	2.128.300	2.257.067
<b>TOTAL EXPENSES PAID IN ADVANCE, LONG-TERM</b>	<b>2.335.299</b>	<b>2.257.067</b>
<b>TOTAL DEFFERED</b>	<b>10.870.629</b>	<b>7.201.606</b>

Short-term intangibles

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Quotas	0	316.000
<b>TOTAL SHORT-TERM INTANGIBLES</b>	<b>0</b>	<b>316.000</b>

Long-term intangibles

Intangible assets other than goodwill

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Acquisitions	30.928.459	0
Acquisitions made business combination	5.365.000	5.002.266
Amortizations	(4.118.516)	0
Intangible assets in concession agreements (1)	321.950.492	126.049.190
<b>TOTAL ASSETS OTHER THAN GOODWILL</b>	<b>354.125.435</b>	<b>131.051.456</b>
<b>TOTAL INTANGIBLES</b>	<b>354.125.435</b>	<b>131.367.456</b>

(1) Intangible assets in Concession agreement refer to the reasonable value of the right to make charges to users of the public utility during the operation and maintenance phase. Said rights are related to the following subsidiaries: Concesión Cesar Guajira S.A.S. and Concesión Ruta al Mar S.A.S. with regards to Concesión Ruta al Mar, the construction phase is expected to end in 2020, and consequently, the value of the intangible asset shall continue increasing until this stage ends.

Mining rights were registered in the merger through absorption of Concesión Red Vial del Cesar, and correspond to mining rights to exploit the following sources of materials.



Mining proceeding control

SOURCE	Type of contract	Title No.	Beneficiary	Resolution	Authorized area (Ha)	Type of exploitation	Mining registry			Stage	Effective terms of current stage	PTO approval	Polices		Total authorized volume (m.)	Concessioned minerals	Environmental license
							Code No.	Registration date	Completion date				Issued	Terms			
Pailitas (La Floresta)	Concession contract	0254 - 20	Construcciones El Cóndor S.A.	Concession contract No. 0254-20 Res. No. 003477 of 27-Aug-2014 ANM Condor-CRVC cession Registered at RMN	513,80	C/R	HGME-03	17-aug-06	17-aug-33	Exploitation	17-ago-33	Approved: Writ PARV-0856 of 20-jun-2014	Yes	17-aug-18	96.840	Gravel and sand rivers	Underway.
Maracas	Concession contract	0260 - 20	Construcciones El Cóndor S.A.	Concession contract No. 0260-20 Resolution No. 00479 of 29-01-2016 Cóndor-CRVC cession Registered at RMN	122,35	C/R	HGCC-04	6-may-06	15-may-36	Exploitation	15-may-36	Approved: Technical opinion 058-2007 of June 15, 2007 Amended: Writ 1110 of 2014	Yes	16-may-18	176.956	Sand and gravel from rivers and quarries	Resolution No. 0822 of September 2008 – Environmental license granted. Resolution No. 1065 of 25-Aug-2015 – Environmental license amended. Repeal was filed. Resolution 0075 of Feb. 2016, settles repeal. L.A. amendment is firm. Cession of C. El Cóndor to CRVC underway. Last action: response to requirements from corpopcesar was given
San Diego	Concession contract	0262 - 20	Construcciones El Cóndor S.A.	Concession contract No. 0262-20 Resolution 000086 of January 17, 2014 Condor-CRVC cession Registered at RMN	70,29	R/C	HGCC-02	13-jun-06	12-jun-34	Exploitation	13-jun-34	Approved: Technical opinion CT-059-2007 Amended: Writ PARV No. 0757 of 28-jul-2015	Yes	13-jun-18	234.000	Sand and gravel from rivers and quarries	Resolution 822 of 2008, license amendment proceeding underway to include quarry materials
Chiriaimo	Concession contract	LES-11081	Concesión Red Vial del Cesar S.A.S.	Concession contrato No. LES-11081 Resolution 001123-31-mar-2016 Condor-CRVC cession Registered at RMN	39,75	R	LES-11081	22-sep-11	21-sep-31	Construction and assembly	21-sep-19	Writ PARV No. 0654 of 14-may-2014	Yes	22-sep-18	57.302	Sand and gravel from rivers and quarries	Underway
Caracolcito	Concession contract	IHT-16461	Construcciones El Cóndor S.A.	Concession contract No. IHT-16461 Resolution No.000098 January 22, 2014 Condor-CRVC cession Registered at RMN	335,85	R	IHT-16461	10-jul-2008	9-jul-38	Exploitation	9-jul-38	Technical opinion PARV-0694 of 01-aug-2014	Yes	10-jul-18	60.000	Sand and gravel from rivers	Writ 105 of 2015 – L.A. proceeding is begun. Visit was made. Minute of requirements. Response to requirements. Environmental feasibility opinion. Previous consultation underway. First pre-consultation meeting held on July 10, 2016, but no indigenous groups attended. Determination from Mininterior (Ministry of Justice) is expected



Operations rights correspond to the purchase made by Construcciones El Cóndor S.A. of 28.85% of the share of Consorcio Farallones a ODINSA S.A. With this purchase, the company owns 50% of said consortium. The transaction added up to \$30.928.640. The amortization period begins in May 2017 and is expected to last until June 2020, date in which the execution of the EPC contract ebd by the consortium.

All intangible assets are measured after their initial recognition by the costs model. The methods used to amortizar intangible assets are:

<b>Intangible asset</b>	<b>Amortization method</b>
Mining rights	Protection units
Operation rights	Based on revenues from normal activities

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Subsidiary		
Concesión Ruta al Mar S.A.S.	180.954.334	77.188.693
Concesión Cesar Guajira S.A.S.	140.996.158	65.802.597
<b>TOTAL SUBSIDIARY</b>	<b>321.950.492</b>	<b>142.991.289</b>

#### Assets for deferred taxes

The deferred tax was found using the liability method and the tax rate to which the differences are expected to revert (37%) and at the occasional earnings tax rate of 10%.

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Deferred taxes for provisions	554.066	932.885
Deferred taxes for financial obligations	26.359.805	29.961.693
Other deferred taxes	9.165.239	8.176.848
Presumptive revenue surplus	0	3.327.747
Deferred tax on estimated liabilities and provisions	225.580	222.103
Deferred tax on accounts receivable from the Trust	0	1.088.613
Others	3.506	25.640
<b>TOTAL ASSETS FOR DEFERRED TAXES</b>	<b>36.308.196</b>	<b>43.735.529</b>
<b>TOTAL EXPENSES PAID IN ADVANCE, INTANGIBLES AND DEFERRED TAXES</b>	<b>401.304.262</b>	<b>182.304.591</b>

#### Note 8. Non-Current Assets Kept for Sale

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Lands (1)	599.059	599.059
Machinery and equipment	5.450.863	3.414.044
Automobiles, trucks and SUVs	0	45.008
Other transportation equipment	192.612	100.512
Impairment	(4.560.186)	(1.677.010)
<b>TOTAL NON-CURRENT ASSETS KEPT FOR SALE</b>	<b>1.682.349</b>	<b>2.481.613</b>

(1) Corresponds to Pailitas land located in village La Floresta, which shall be given in donation; land Norteamérica located in the municipality of Bello; machinery and transportation equipment not used or non-productive.



**Note 9. Properties, Plant and Equipment**

January to December 2017

	Lands	Constructions and buildings	Machinery and equipment	Office furniture	Computers	Transportation equipment	Mining assets	Assets in transit	Assets of joint operations	Total
Balance at December 31, 2016	8.142.502	13.331.067	158.075.046	1.040.772	440.758	84.865.405	71.022.911	0	4.113.601	341.032.062
Balance of depreciations at December 31, 2016	0	(245.714)	(31.462.255)	(297.898)	(389.417)	(18.688.658)	(3.823.050)	0	(786.185)	(55.693.177)
Value in books at December 31, 2016	0	0	0	0	0	0	0	0	6.163.408	6.163.408
Value in books at December 31, 2016	8.142.502	13.085.353	126.612.791	742.874	51.341	66.176.747	67.199.861	0	9.490.824	291.502.293
Acquisitions	180.000	10.000	28.057.032	0	112.599	6.259.118	0	0	0	34.618.749
Additions	0	0	75.322	0	28.000	0	0	0	0	103.322
Prepayments	450.000	0	61.124	0	0	0	0	0	0	511.124
Revaluation	0	0	0	0	0	0	0	0	0	0
Transfer, option to buy	0	0	(4.369.824)	0	0	(475.410)	0	0	0	(4.845.234)
Withdrawals	0	0	(52.872)	(8.232)	(15.160)	(176.998)	0	0	0	(253.262)
Impairment	0	0	0	0	225	0	0	0	0	225
Depreciation	0	(149.321)	(12.542.168)	(117.058)	(27.654)	(6.932.502)	(1.071.475)	0	0	(20.840.178)
Depreciation, transfer, withdrawal and others	0	0	3.133.885	8.232	28.995	1.338.849	0	0	0	4.509.961
Sale	0	0	(2.878.899)	0	(140.599)	(6.881.900)	0	0	0	(9.901.398)
Other changes	0	23.472	0	0	0	0	0	0	33.781.068	33.804.540
Concessions	0	0	0	0	0	0	0	0	1.216.586	1.216.586
<b>TOTAL</b>	<b>8.772.502</b>	<b>12.969.504</b>	<b>138.096.391</b>	<b>625.816</b>	<b>37.747</b>	<b>59.307.904</b>	<b>66.128.386</b>	<b>0</b>	<b>44.488.478</b>	<b>330.426.728</b>

For the merger through absorption of Concesión Red Vial del Cesar S.A.S., appraisals of machinery and transportation equipments are validated without changes. Likewise, at December 31, 2016, the effective date of their revaluation, El Cóndor S.A. appraised its immovable goods hiring AVATEC INGENIERÍA, an independent appraiser known for determining the reasonable value of lands and buildings. The reasonable value was determined by reference to the marketplace. This means that the valuations made by the appraiser were based on active market prices. The appraisal involved the use of level 2 entry data of which 80% of the analysis determined the value used to compare the sector with the object appraised. The remaining 20% is calculated with a survey conducted with colleagues in Medellín with experience in the zone.

The sums that would have been accounted by the costs model are:

	Land	Buildings
Historical cost	978.384	3.468.816
Depreciation	0	(108.401)
<b>Value in books</b>	<b>978.384</b>	<b>3.360.416</b>

The revaluation surplus recognized in another integral result is:

	Land	Buildings
Revaluation surplus	164.142	680.359

These values cannot be distributed to shareholders until the elements related to properties, plant and equipments are realized.

At December 31

	2017		
	Cost	Depreciation	Net cost
Lands	8.772.502	0	8.772.502
Quarries	66.128.386	0	66.128.386
Goods leased	23.472	0	23.472
Constructions and buildings	204.170.123	(38.053.932)	166.116.191
Machinery and equipment	5.841.067	(139.175)	5.701.891
Office equipment	39.620.091	(15.622.928)	23.997.163
Computers and communications equipment	1.154.248	(406.723)	747.525
Reversible assets	552.818	(395.939)	156.879
Impairment	3.586.800	(1.721.125)	1.865.675
Transportation equipment	(89.826)	0	(89.826)
Depreciations, joint operations (incorporation of consortiums)	39.221.789	(2.113.306)	37.108.483
Autonomous equity	5.303.745	0	5.303.744
<b>TOTAL PROPERTIES, PLANT AND EQUIPMENT</b>	<b>400.661.548</b>	<b>(70.234.819)</b>	<b>330.426.728</b>



At December 31

	<b>2016</b>		
	<b>Cost</b>	<b>Depreciation</b>	<b>Net cost</b>
Lands	8.142.505	0	8.142.505
Quarries	67.199.861	0	67.199.861
Goods leased	183.667.367	(28.290.261)	155.377.106
Constructions and buildings	5.831.067	(67.979)	5.763.088
Machinery and equipment	41.514.513	(13.115.685)	28.398.828
Office equipment	1.199.810	(297.898)	901.912
Computers and communications equipment	578.068	(366.903)	211.165
Reversible assets	4.316.651	(1.173.323)	3.143.328
Impairment	(90.051)	0	(90.051)
Transportation equipment	25.367.975	(8.962.712)	16.405.263
Depreciations, joint operations (incorporation of consortiums)	4.113.601	(786.185)	3.327.416
Autonomous equity	2.721.874	0	2.721.874
<b>TOTAL PROPERTIES, PLANT AND EQUIPMENT</b>	<b>344.563.241</b>	<b>(53.060.946)</b>	<b>291.502.295</b>

The Company has established in its policy the following life of its assets, which was determined by homogenous groups.

<b>Fixed asset</b>	<b>Life (years)</b>
Constructions and buildings	40 a 100
Machinery and equipment	5 a 20
Office equipment	10
Computers and communications equipment	3
Fleet and transportation equipment	8 a 15
Mines and quarries	60

As an internal policy, the Company adopts a par value of zero for buildings, computers and office equipment. The par value for the fleet and transportation equipment is 10% of the asset's initial cost.

The Corporation has formalized the insurance policies to cover possible risks that are subject to different elements related to property and equipment.

The Company solely has title restrictions over the assets it acquires through financial leasing.

## Note 10. Investment Properties

Several assets of the Company: Two lands in the municipality of Copey meet the IAS 40 criteria to be recognised as investment properties.

The assets of Construcciones El Cóndor S.A. registered as property, plant and equipment do not guarantee any type of obligation.

	At December 31 <b>2017</b>	At December 31 <b>2016</b>
Real estate investment properties	4.620.966	989.406
Real estate investment properties (depreciation)	(130.592)	(669)
<b>TOTAL INVESTMENT PROPERTIES</b>	<b>4.490.374</b>	<b>988.737</b>

## Note 11. Financial Obligations

Short-term financial obligations



			At December 31	At December 31
	Maturity	Rate	2017	2016
Banco de Bogotá (1)	16/07/18	IBR+4.75%	55.650.000	0
Banco BBVA (2)	30/01/18	IBR+4.56%	112.755.413	0
Banco de Occidente (3)	26/01/18	IBR+4%TV	3.000.000	0
Banco de Occidente (3)	18/04/18	IBR+4%	25.000.000	0
Banco de Occidente (3)	07/05/18	IBR+4%	10.000.000	0
Banco Santander (3)	05/11/18	IBR+3.5%	10.000.000	0
Banco Itau (3)	27/01/18	IBR+3.77%TV	3.000.000	0
Bancolombia (4)	05/09/18	IBR+2.62%	36.000.000	0
Bancolombia (5)	25/10/18	IBR+5.25%	34.000.000	0
Bancolombia (6)	14/11/18	IBR NATV+2.62%	40.000.000	0
Bancolombia (7)	18/06/18	IBR NATV+2.26%	20.000.000	0
Banco BBVA		DTF+2.05 EA%	0	8.053.131
Banco BBVA		DTF+1.95%	0	8.000.000
Banco Corpbanca		DTF+2.3%	0	11.000.000
Banco BBVA		DTF+4.89% EA	0	11.100.000
Banco BBVA		DTF+1.85% EA	0	12.000.000
Banco BBVA		DTF+2.25% EA	0	19.157.282
Bancolombia		IBR+5.55%	0	18.400.000
Bancolombia		DTF+4.9% EA	0	2.235.000
Banco BBVA		DTF+1.7 EA	0	13.597.669
Banco de Occidente		DTF+2.75 N.A.	0	18.000.000
Bancolombia		IBR+5.55%	0	6.000.000
Banco BBVA		DTF+6.44%	0	3.350.000
Bancolombia		IBR+5.55%	0	5.600.000
Banco de Bogotá		DTF+4.15% EA	0	8.000.000
Banco de Bogotá		DTF+2.7% EA	0	12.350.000
Banco de Bogotá		DTF+3.45% TA	0	18.600.000
Banco Santander		DTF+3% TA	0	31.084.337
Bancolombia		DTF+3.90%	0	9.400.000
Bancolombia		IBR+5.25%	0	34.000.000
Bancolombia		IBR+5.25%	0	5.200.000
Bancolombia		IBR+5.25%	0	35.000.000
Bancolombia		IBR+4.95%	0	4.590.535
Bancolombia		IBR+5.25%	0	12.000.000
Bancolombia		IBR+5.25%	0	5.500.000
Banco BBVA		DTF+2.2% TA	0	7.000.000
Banco BBVA		IBR+4.75%	0	2.460.000
Banco BBVA		IBR+4.75% EA	0	9.000.000
Banco de Occidente		IBR+4%	0	18.000.000
Banco BBVA		DTF+1.95 EA	0	2.235.000
Banco Corpbanca		DTF+2.3%	0	33.000.000
Financial obligations Concesión Ruta al Mar			11.695	12.000.000
Bancolombia	11/08/17	IBR+5.25%	0	124.743.222
Financial obligations Vías de las Américas			147.899.505	0
Obligations of joint operations (incorporation of consortiums)			3.656.727	0
<b>TOTAL SHORT-TERM FINANCIAL OBLIGATIONS</b>			<b>500.973.341</b>	<b>520.656.176</b>

At December 31, 2017 and December 31, 2016 the Company had no financial obligations overdue.

(1) Bank loan. To pay bank loans No.: 256058376, 257717055, 259324412, 259596529 y 259612645

(2) Loan novations No: 50364, 60553, 62278, 63995, 64902, 64910, 65529, 66113, 66766, 66972, 67103, 67608 y 68143 with bank credit No. 5009600069083.

(3) For working capital.

(4) To pay bank loans No. 5980063387 y 5980060973; and resource availability.

(5) Loan novations.

(6) Equity contribution, Concesión Ruta al Mar.

(7) Payment of guarantee fees of Concesión Ruta al Mar amounting to four thousand five hundred million, and draft to works.



Short-term commercial financing companies

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Leasing de Occidente	196.921	0
Corpbanca	1.685.598	0
Bancolombia	28.603.685	19.835.004
P.A. Concesión Ruta al Mar S.A.S.	2.139.743	0
Concesión Cesar Guajira	49.534	0
<b>TOTAL COMMERCIAL FINANCING COMPANIES, SHORT-TERM</b>	<b>32.675.481</b>	<b>19.835.004</b>
<b>TOTAL FINANCIAL OBLIGATIONS AND COMMERCIAL FINANCING COMPANIES, SHORT-TERM</b>	<b>533.648.822</b>	<b>540.491.180</b>

Long-term financial obligations

	Vencimiento	Tasa	At December 31	At December 31
			<b>2017</b>	<b>2016</b>
Banco BBVA	02/12/2017	DTF+2.3% EA	0	28.000.000
Autonomous equity			302.085.748	0
<b>TOTAL LONG-TERM FINANCIAL OBLIGATIONS</b>			<b>302.085.748</b>	<b>28.000.000</b>

Long-term commercial financing companies

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Caterpillar Crédito S.A.	6	9
Obligations, joint operations (incorporation of consortiums)	12.698.994	493.527
Leasing Banco de Occidente	1.033.824	0
Bancolombia	119.795.226	106.237.508
Banco Corpbanca de Colombia	6.775.906	0
Bancolombia Panamá	9.048	9.098
<b>TOTAL LONG-TERM COMMERCIAL FINANCING COMPANIES</b>	<b>140.313.004</b>	<b>106.740.141</b>
<b>TOTAL FINANCIAL OBLIGATIONS AND LONG-TERM COMMERCIAL FINANCING COMPANIES</b>	<b>442.398.751</b>	<b>134.740.141</b>
<b>TOTAL FINANCIAL OBLIGATIONS</b>	<b>976.047.573</b>	<b>675.231.321</b>

Financial leasing contracts in foreign currency made with Bancolombia Panamá and Caterpillar Crédito S.A. Are restated in Colombian pesos at the official exchange rate (TRM) of the market.

## Note 12. Commercial Accounts Payable and Other Accounts Payable

The Company does not recognize implicit financing due to the levels of uncertainty that are related to the time in which this account payable will be canceled, therefore no terms or interest are established for this account.

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Domestic	116.476.817	5.529.228
From overseas	689.016	716
Suppliers, joint operations (incorporation of consortiums)	4.318.610	334.326
Installments payable	0	1
Costs and expenses payable (1)	39.834.272	7.499.988
Government creditors - taxes	1.194.118	1.408.111
Other accounts payable	605.476	644.546
Withholdings at source, year-end balance	1.374	0
Accounts receivable with shareholders	187.440	0
Accounts payable to related companies	0	1
Contractors	9.610.597	84.131.672
Others (2)	34.278.431	94.214.514
Dividends for shareholders	0	103.644
Payroll withholdings and contributions	2.236.011	1.461.175
Accounts payable, joint operations (incorporation of consortiums)	203.552.433	103.406.616
Autonomous equity	71.678.725	27.641.632
<b>TOTAL COMMERCIAL ACCOUNTS PAYABLE AND OTHER ACCOUNTS PAYABLE</b>	<b>384.663.321</b>	<b>326.376.170</b>



Accounts payable to suppliers take 45 days.

(1) Of this amount, \$29.929.937 correspond to accounts payable to ODINSA for rights transferred of Consorcio Farallones operation.

(2) Of this amount, \$32.965.204 correspond to accounts payable to Consorcio Constructor Américas as a result of consortium certifications.

Current accounts payable to related parties

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Concesión Aburrá Norte Hatovial	451.001	0
<b>TOTAL CURRENT ACCOUNTS PAYABLE TO RELATED PARTIES (**)</b>	<b>451.001</b>	<b>0</b>

(\*\*) Details of accounts payable of related parties are found in note 28.

Commercial accounts payable and other accounts payable

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Costs and expenses payable (1)	11.118.806	93.079
<b>TOTAL COMMERCIAL ACCOUNTS PAYABLE AND OTHER ACCOUNTS PAYABLE (**)</b>	<b>11.118.806</b>	<b>93.079</b>

(1) The liability of ODINSA is recognized for the transfer of operating rights of 28.85% of Consorcio Farallones.

(\*\*) Details of the accounts payable to related parties for the sum of \$5.638.007 are found in note 28.

**Note 13. Current Taxes**

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Tax on wealth and income tax	1	114.052
Income tax	42.313.749	250.826
Industry & commerce tax and others	1.649.495	1.998.338
Industry & commerce tax, joint operations (incorporation of consortiums)	231	60
Tax on value-added	228.818	534.908
Concesión Ruta al Mar	227.587	53.447
Other liabilities	643	148
Value-added tax, joint operations (incorporation of consortiums)	93.257	278.567
Autonomous equity	2.796.507	306.847
<b>TOTAL CURRENT TAXES</b>	<b>47.310.289</b>	<b>3.537.191</b>

**Note 14. Other Liabilities and Provisions**

Short-term

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Costs and expenses (1)	111.270.043	62.489.361
Costs and expenses, joint operations(*)	3.454.174	13.722.707
Industry & Commerce tax	1.432.026	1.093.856
Income tax and tax on wealth CREE	0	6.780.890
Contingencies	621.305	1.309.599
For labor obligations	110.075	579.321
Dismantling of mines and quarries (2)	214.647	144.025
Labor - retirement pension - actuary calculation	209.852	186.386
Other provisions, joint operations(*)	569.628	994.813
Autonomous equity	551.246	1.402.825
<b>TOTAL SHORT-TERM OTHER LIABILITIES</b>	<b>118.432.997</b>	<b>88.703.782</b>





(1) Costs and expenses are calculated based on the work executed by subcontractors which have not invoiced at the cut of the period due to the non-completion of the service provided.

(2) Dismantling relates to the recovery and abandonment of the quarry, established by the Company through financial valuation.

Long-term	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Other liabilities and provisions for contingencies (autonomous equity)	2.285.341	1.088.798
Other provisions, joint operations (incorporation of consortiums)	0	0
<b>TOTAL LONG-TERM OTHER LIABILITIES AND PROVISIONS</b>	<b>2.285.341</b>	<b>1.088.798</b>
<b>TOTAL OTHER LIABILITIES AND PROVISIONS</b>	<b>120.718.338</b>	<b>89.792.580</b>

## Note 15. Prepayments and Advances Received

Short-term	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Instituto Nacional de Vías	0	225.852
Consorcio Constructor Américas (1)	27.680.104	0
Inversiones Sistori y Sossa S.A.S.	100.000	100.000
Hernán Gómez Uribe y Cía.,	697.276	0
Others	493.470	1.106.244
Prepayments and advanced, joint operations (incorporation of consortiums)	1.226.108	1.133.834
Contract guarantee, joint operations (incorporation of consortiums)	15.028.424	5.231.964
Items in participation, joint operations (incorporation of consortiums)	0	451.610
Revenues received for third parties, joint operations (incorporation of consortiums)	19.356.125	9.169.641
Autonomous equity	536.583	145.265
<b>TOTAL SHORT-TERM PREPAYMENTS AND ADVANCES RECEIVED</b>	<b>65.118.090</b>	<b>17.564.409</b>

(1) Prepayment corresponds to Transversal de las Américas Concession Contract 008 of 2010 - Corredor Vial del Caribe, for the works in Urabá, San Marcos y Santa Ana - La Gloria.

Long-term	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Withhold of contracts	2.740.683	672.774
Consorcio Constructor Américas	0	16.782.813
<b>TOTAL LONG-TERM PREPAYMENTS AND ADVANCES</b>	<b>2.740.683</b>	<b>17.455.587</b>
<b>TOTAL PREPAYMENTS AND ADVANCES RECEIVED</b>	<b>67.858.773</b>	<b>35.019.997</b>

## Note 16. Liability for Deferred Tax

The deferred tax was calculated using the liability method and the tax rate at which the differences are expected to revert (37%) and the tax rate for occasional earning (10%).

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Deferred taxes for revaluation	77.470.325	77.242.188
Deferred taxes for investments	15.049.404	14.835.869
Deferred tax of goods under leasing	0	40.790
Deferred tax, concessions	724.258	572.664
<b>TOTAL LIABILITY FOR DEFERRED TAX</b>	<b>93.243.987</b>	<b>92.691.511</b>



**Note 17. Equity**

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Stock capital (1)	15.701.606	15.701.606
Premium from stock placement (2)	159.711.695	159.711.695
Retained earnings	561.152.073	412.749.803
Profit of the period	184.908.738	185.924.266
<b>TOTAL EQUITY</b>	<b>921.474.112</b>	<b>774.087.369</b>

(1) The authorized capital of the Company is represented in 1,400,000,000 stocks with a par value of \$25 pesos each, of which to this date 628,064,220 stocks are subscribed and paid, and of these, 53,698,400 correspond to own stocks reacquired.

(2) In 2012, a total of 114,900,500 stocks were issued at a sales price per stock of \$1.415 pesos and a par value of \$25 pesos per stock. The amount of this issuance reached the sum of \$162.584.208 represented by a capital increase of \$2.872.513 and a premium from the stock placement of \$159.711.695.

**Note 18. Revenues from Normal Activities**

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Oficina Central	2.165.432	426.558
U.E.N Maquinaria y Equipo	3.188.992	205.821
Grupo Cóndor Inversiones	488.667	328.633
Agregados San Javier (1)	10.169.011	16.907.079
Consorcio Minero del Cesar	4.869.823	129.170
Consorcio Constructor Aburrá Norte (COCAN) (7)	0	20.103.742
Consorcio Hidroeléctrica de Tuluá	0	6.646
Marginal de la Selva	0	212.343
Consorcio constructor Nuevo dorado	214.199	40.082.548
Consorcio Avenida Colón	0	2.593.237
Consorcio Vial del Sur	499.510	4.392.743
Obra Tumaco Ricaurte Nariño ( Tumaco)	0	6.219.489
Américas Cóndor (Montería) (2)	30.855.544	52.607.392
Consorcio Mantenimiento Opain	0	693.014
Américas Cóndor (Urabá) (2)	110.252.312	43.300.888
Américas Cóndor (San Marcos)	2.182.076	11.415.330
Consorcio Constructor Américas	(20.417.511)	1.077.100
Concesión Vías de las Américas (6)	234.516.766	220.724.471
Concesión Pacífico Tres S.A.S.	73.988	0
Cesar Grupo 3	(9.032)	6.223.334
Caucheras (3)	17.957.434	49.881.521
Consorcio Farallones	83.545.480	21.484.141
Consorcio Constructor Pacífico 3 (4)	11.442.724	6.081.343
Cesar Guajira-Obra (4)	45.708.661	16.075.971
Unidad de servicios transversales -UST-	4.739.374	1.116.536
Concesión Cesar Guajira	(3.100)	186.184
Concesión Ruta al Mar	167.678	419.755
Obra Antioquia Bolivar (4)	106.535.797	8.174.218
Obra Pacífico 2	334.073	1.533.355
Consorcio APP Llanos	3.456.146	787.276
La Virginia (4)	83.007.666	29.412.729
Irra (4)	60.376.019	19.790.913
Pavimentación Prodeco	9.880.694	0
Américas Cóndor Santa Ana la Gloria	32.628.878	147.061
Others minor	0	31.707
Autonomous equities (5)	57.908.819	46.037.416
Consorcio de Francisco Javier Cisneros	1.956.638	0
<b>TOTAL REVENUES FROM NORMAL ACTIVITIES</b>	<b>898.692.758</b>	<b>628.809.664</b>

(1) Agregados San Javier: Major revenues stemmed from the contract with the Municipality of Medellín known as "Parcheos 2015" with an average monthly invoicing of \$555M; Arquitectura y Concreto S.A.S has an average annual invoicing of \$102M and Gisaico S.A. an average monthly invoicing of \$ 58M.

(2) Revenues perceived from works in Urabá and Montería correspond to the execution thereof in the construction phase of Concesión Transversal de las Américas.



(3) For the execution of the works budgeted for 2016, for contract reactivation.

(4) These revenues correspond to the beginning of the Concessions' works in which the Company has a share: Irra and La Virginia are fronts of Concesión Pacifico 3; Antioquia- Bolivar corresponds to Concesión Ruta al Mar; and Cesar - Guajira corresponds to the Concession with the same name.

(5) Revenues from the consolidation process of Concesión Ruta al Mar and Cesar Guajira.

(6) Revenues from internal minutes for the development of works of Concesión Vías de las Américas S.A.S., which executes works established in Concession contract 008 of 2010. The purpose is the construction, revamp, expansion, improvement, and conservation of Proyecto Vial Transversal de las Américas, and to prepare the studies and final designs as well as the land, social and environmental management, to obtain and/or amend environmental licenses, to finance, operate and maintain the works of Corredor Vial "Transversal de las Américas Sector 1", known as Corredor Vial del Caribe.

(7) Revenues incorporated through consortium certificates.

## Note 19. Operating Costs

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Sales cost and services provided	209.112.496	82.636.890
Production or operation costs	46.162.679	15.051.559
Direct labor	60.516.330	26.250.673
Indirect costs	369.293.743	337.009.444
Indirect labor	38.514.925	26.424.911
Service contracts	13.484.790	7.926.552
Condor Investment USA	1.973.485	353.551
Autonomous equity	43.466.160	44.479.235
<b>TOTAL OPERATING COSTS</b>	<b>782.524.606</b>	<b>540.132.815</b>

## Note 20. Administration Expenses

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Personnel expenses (1)	20.317.280	17.204.526
Fees	2.271.953	2.761.163
Taxes	908.587	1.037.163
Leases	166.383	269.012
Contributions, insurance, services, legal	1.128.941	939.046
Services	366.162	424.489
Legal expenses	4.113	4.694
Maintenance, furnishings	292.077	144.124
Furnishings and facilities	4.949	18.077
Travel expenses	3.232.325	2.237.987
Depreciations	668.062	594.165
Impairment of fleet and transportation equipment	867.545	92.387
Amortizations	1.032.293	1.089.149
Impairment	1.087.632	0
Entertaining and public relations expenses	33.859	57.956
Miscellaneous	3.047.347	16.993.120
Autonomous equity and concessions	1.318.506	(12.018.276)
<b>TOTAL ADMINISTRATION EXPENSES</b>	<b>36.748.014</b>	<b>31.848.782</b>

(1) Personnel expenses

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Integral salary	5.175.055	4.301.693
Wages	6.414.681	5.636.852
Extralegal premium	129.395	172.734
Bonuses	1.610.744	1.491.766
Others (legal benefits, contributions to social security and others)	6.987.404	5.601.481
<b>TOTAL EMPLOYEE BENEFITS</b>	<b>20.317.280</b>	<b>17.204.526</b>



## Note 21. Other Revenues

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Leases	143.724	17.450
Recoveries	555	379
Reimbursement of other costs	1.988.040	449.858
Reimbursement of provisions	1.557.118	4.010.037
Indemnizations-disabilities	473.269	1.132.105
Revenues of previous periods	333.575	876.550
Other operating revenues	26.500.000	0
Services	39.834	0
Miscellaneous	1.086.084	4.581.877
Profit from sale of property, plant and equipment	117.290	196.251
<b>TOTAL OTHER REVENUES</b>	<b>32.239.489</b>	<b>11.264.507</b>

(1) Revenue from financial engineering services.

## Note 22. Other Expenses

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Costs and expenses of previous periods	144.424	2.435.763
Lien on financial movements	26.954	30.643
Loss from sale of property, plant and equipment	6.635	0
Non-deductible expenses	163.787	188.561
Indemnizations and lawsuits	124.229	148.772
Fines, sanctions and litigations	105.367	22.618
Donations	764.953	835.184
Others (1)	5.401.063	2.541.388
Other expenses	123.940	3.676
Taxes assumed	605.521	0
Bank commissions	0	1.793.513
Bank expenses	0	1.499
Losses	112.662	416.345
Provision for other accounts receivable	7.698.261	0
Creation of guarantees	283.850	0
Autonomous equity	3.310.304	66.191
<b>TOTAL OTHER EXPENSES</b>	<b>18.871.950</b>	<b>8.484.153</b>

(1) includes expenses transferred to Consorcio Farallones for \$3.046.377.

## Note 23. Other Gains and Losses

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Profit from sale of property, plant and equipment	1.472.804	291.824
Profit from sale of investments (1)	161.324.359	144.833.358
Loss from sale of investments	(3.828.598)	0
Loss from sale of property, plant and equipment	(257.094)	(1.804.583)
Sale of other assets	0	(18.792)
Removal of property, plant and equipment	(44.244)	(25.036)
Miscellaneous	0	720.702
Autonomous equity	1.028.514	(721.957)
<b>TOTAL OTHER GAINS AND LOSSES</b>	<b>159.695.741</b>	<b>143.275.516</b>

(1) Corresponds to the sale of investments of Opain, Odinsa and Santa Martha Paraguachón.



## Note 24. Financial Revenues

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Valores Bancolombia	0	1.750.520
Concesión Vías de las Américas S.A.S	8.789	28.863
Exchange difference	34.577	24.761
Other banking expenses	76.093	0
Fiduciaria Banco de Bogotá	414.333	0
Fideicomiso sociedad Fiduciaria	930.699	0
ODINSA S.A.	2.777.172	0
Instituto Nacional de Vías	3.576.779	0
Industria Selma International	84.633	385.222
Patrimonios Autónomos Fiduciaria	19.634.287	0
Banco Bilbao Vizcaya Argentaria	282.500	205.298
Patrimonio Autónomo Administra	1.625.177	0
Valores Bancolombia	1.853.398	0
Consortio Avenida Colón	1.474.863	0
Concesión Pacífico Tres S.A.S.	10.651.439	10.430.718
Others minor	14.691	103.767
Autonomous equity and concessions	57.493.044	72.324.272
<b>TOTAL FINANCIAL REVENUES</b>	<b>100.932.473</b>	<b>85.253.421</b>

## Note 25. Financial Expenses

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Lien on financial movements	3.977.406	2.399.351
Exchange difference	174.398	763.674
Commissions and bank expenses	4.323.848	1.040.134
Banco BBVA	12.199.028	9.879.472
Bancolombia	21.434.395	21.177.015
Banco Santander de Negocios	577.368	741.777
Leasing Bancolombia	637.579	8.672.665
ODINSA S.A.	5.816.251	0
Banco de Bogotá	697.702	5.362.121
Banco de Occidente	2.618.279	0
Corpbanca	549.243	2.728.172
Concesión Cesar Guajira	231.994	19.475
Concesión Vías de las Américas	370.599	148.259
Concesión Ruta al Mar	62.764	2.657
Banco de Occidente	0	1.753.455
Others minor	39.433	156.364
Autonomous equity	66.321.654	75.670.682
<b>TOTAL FINANCIAL EXPENSES</b>	<b>120.031.942</b>	<b>130.515.273</b>

## Note 26. Equity Method Gain (Loss)

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Concesión Aburrá Norte Hatovial	3.499.863	1.632.500
Concesión La Pintada S.A.S.	(3.498.633)	858.560
Concesión Pacífico Tres S.A.S.	12.727.443	15.718.914
Concesión Transmilenio del Sur	(4.990)	0
Consortio Minero del Cesar S.A.S.	0	18.339.249
Industria Selma Inc	(10.527.951)	240.058
Concesión Vías del Nus	762.357	61.655
Agregados Argos S.A.S.	(576.960)	0
Others minor	0	(4.410)
<b>TOTAL EQUITY METHOD GAIN (LOSS)</b>	<b>2.381.129</b>	<b>36.846.526</b>



## Note 27. Taxes

The following describes the calculation of taxes, including fiscal obligations.

Provision for income tax	At December 31	
	2017	2016
Taxable net income	66.735.777	0
Presumptive income	20.458.112	0
<b>TOTAL PROVISION FOR INCOME TAX</b>	<b>22.690.164</b>	<b>3.587.784</b>
<b>TOTAL TAX ON OCCASIONAL EARNING</b>	<b>14.643.780</b>	<b>1.127.429</b>
<b>TOTAL DEFERRED TAX</b>	<b>0</b>	<b>1.564.939</b>
<b>TOTAL PROVISION FOR INCOME TAX, CONCESSIONS</b>	<b>2.954.194</b>	<b>0</b>
Income tax surcharge	3.956.147	0
Discount for donations	(254.984)	0
Deferred tax	8.282.193	0
<b>TOTAL INCOME TAX</b>	<b>52.271.494</b>	<b>6.280.152</b>

Provision for income tax for equity	At December 31	
	2017	2016
Taxable income	0	14.253.653
Presumptive income	0	0
Provisiion for 9% tax	0	1.021.816
Surcharge	0	807.219
Tax on occasional earning	0	0
<b>TOTAL INCOME TAX FOR EQUITY</b>	<b>0</b>	<b>1.829.035</b>
<b>TOTAL TAXES</b>	<b>0</b>	<b>8.109.187</b>

## Note 28. Transactions with Related Parties

During 2017, operations with related companies have taken place, which have been reviewed and approved by the Audit Committee. The purpose is to verify if they meet the standards and are treated similar to the treatment given to independent third parties.

The remuneration granted during the year to key management personnel is described below:

Remuneration of key management personnel

Concept	Value
Short-term employee benefits	2.936.136
Post-employment benefits	-
Other long-term benefits	-
Benefits for termination	-
Payments based on shares	-
<b>TOTAL REMUNERATION OF KEY MANAGEMENT PERSONNEL</b>	<b>2.936.136</b>

Amounts detailed correspond the values recognized as expenses during the period.

Operations with stakeholders - investments in corporations

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COMPANY	No. of shares	Dividends		Sale of supplies and services	Subordinate debt	Other loans	Shares purchased	Revenues from interests	Revenues from cession	Minutes of works and others	Costs and expenses	Internal minutes
		Shares	Cash									
Concesión Aburrá Norte Hatovial S.A.										33.431		
Concesión La Pintada S.A.S.	1.582.886		6.753.600		27.050.658							
Concesión Vial los Llanos S.A.S.	1.120.950				12.219.287							
Constructora Túnel del Oriente S.A.S.	550.000									115.192		
Concesión Túnel Aburrá Oriente S.A.	2.629.361.939											
Concesión Pacífico Tres S.A.S.	236.700			73.988	13.277.025			10.651.438				
Concesión Vías de las Américas S.A.S.	4.800			302.615	417.789			5.563		11.653.569	107.330	6.788.949
Concesión Vías del Nus S.A.S.	173.342				19.239.601							
Concesión Cesar Guajira S.A.S.	1.055.250				96.802.386	31.025				111.861	1.775	
Concesión Ruta al Mar S.A.S.	200.000			13.113	83.779.223	183.545					2.381.134	
Industria Selma S.A.	200.000							84.632				
Concesión Transmilenio del Sur	5.000											
Trans NQS Sur	25.000											
Condor Investment USA Inc.	24.990						1.023.686					
Agregados Argos S.A.S.	1.032.762			1.757.724			1.512.000					193.528
P.A. Fiduciaria Bancolombia Concesión Cesar Guajira #8127				(811.868)				6.572.174	820.799	46.467.963		(53.041)
P.A. Fiduciaria Bancolombia Concesión La Pintada #7102								1.396.705				
P.A. Fiduciaria Bancolombia Concesión Pacífico Tres #7114												99.940
P.A. Fiduciaria Bancolombia Concesión Ruta Al Mar #10134				(1.055.238)				11.389.938	616.058	91.829.335	55.958	15.945.89
P.A. Fiduciaria Davivienda Concesión Ruta Al Mar #57864												0
P.A. Fiduciaria Davivienda Concesión Los Llanos #421759								930.699				
P.A. Fiduciaria Davivienda Concesión Vías del Nus #61816								1.625.177				



Accounts receivable current related parties

At December 31 At December 31

	2017	2016
<b>DETAIL - RELATED PARTIES</b>		
Domestic clients	865.550	15.804.295
Revenues receivable, internal minutes	9.028.827	778.081
Accounts receivable	23.589	492.053
Deposits receivable	0	75.256.825
Dividends	222.047	0
<b>TOTAL ACCOUNTS RECEIVABLE CURRENTS, RELATED PARTIES</b>	<b>10.140.013</b>	<b>92.331.254</b>

Domestic clients, related parties

At December 31

At December 31

	2017	2016
P.A. Cesar Guajira (1)	0	62.460
P.A. La Pintada	0	5.523
Concesión Pacífico Tres S.A.S. (1)	0	9.700.568
P.A. Pacífico Tres (1)	0	5.737.435
Concesión Ruta al Mar S.A.S.	0	11.660
P.A. Ruta al Mar (1)	0	286.650
P.A. Concesión Vial los Llanos	865.550	0
<b>TOTAL DOMESTIC CLIENTS, RELATED PARTIES (1)</b>	<b>865.550</b>	<b>15.804.295</b>

(1) Charges related to services provided, sale of supplies and work execution.

Revenues receivable with internal minutes, related parties

At December 31

At December 31

	2017	2016
P.A. Cesar Guajira	6.689	0
P.A. La Pintada	204.165	0
P.A. Pacífico Tres	583.561	0
P.A. Ruta al Mar S.A.S.	691.577	7.657
Concesión Vías de las Américas S.A.S.	7.542.835	770.424
<b>TOTAL REVENUES RECEIVABLE WITH INTERNAL MINUTES RELATED PARTIES</b>	<b>9.028.027</b>	<b>778.081</b>

Accounts receivable, related parties

At December 31

At December 31

	2017	2016
Concesión Cesar Guajira S.A.S.	23.494	0
Concesión Aburrá Norte Hatovial S.A.S.	0	491.551
Condor Construction Corp.	95	502
<b>TOTAL ACCOUNTS RECEIVABLE RELATED PARTIES</b>	<b>23.589</b>	<b>492.053</b>

Deposits receivable, related parties

At December 31

At December 31

	2017	2016
OPAIN S.A.	0	75.256.825
<b>TOTAL DEPOSITS RECEIVABLE RELATED PARTIES</b>	<b>0</b>	<b>75.256.825</b>





Dividends

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Organización de Ingeniería Internacional	222.047	0
<b>TOTAL TOTAL DIVIDENDS AND INTERESTS RECEIVABLE</b>	<b>222.047</b>	<b>0</b>
<b>TOTAL ACCOUNTS RECEIVABLE CURRENTS, RELATED PARTIES</b>	<b>10.140.013</b>	<b>92.331.254</b>

Accounts receivable, non-current related parties

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
<b>DETAIL - RELATED PARTIES</b>		
Domestic clients	28.720.226	22.213
Related companies overseas	12.338.294	12.785.777
Impairment of accounts receivable	(7.821.205)	0
Accounts receivable	259.332.792	187.727.554
Deposits	420.064	12.639.350
<b>TOTAL ACCOUNTS RECEIVABLE NON-CURRENT, RELATED PARTIES</b>	<b>292.990.171</b>	<b>213.174.894</b>

Domestic clients, related parties

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
P.A. La Pintada	1.156.948	0
Concesión Pacífico Tres S.A.S.	19.857.168	0
P.A. Pacífico Tres S.A.S.	5.679.163	0
P.A. Concesión Vías del Nus	2.004.734	0
Concesión Aburrá Norte Hatovial	22.213	22.213
<b>TOTAL DOMESTIC CLIENTS, RELATED PARTIES (1)</b>	<b>28.720.226</b>	<b>22.213</b>

(1) Corresponds to interests for subordinate debt.

Related companies overseas, related parties - Industrias Selma (1)

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Loans	9.195.884	9.674.494
Interests	3.142.410	3.111.283
<b>TOTAL RELATED COMPANIES OVERSEAS, RELATED PARTIES</b>	<b>12.338.294</b>	<b>12.785.777</b>

(1) Industrias Selma, a corporation domiciled overseas, presents balances pertaining to loans, which are restated in Colombian pesos at the official exchange rate (TRM). This is detailed below:

Impairment of accounts receivable, related parties - Industrias Selma

	At December 31	At December 31
	<b>2017</b>	<b>2016</b>
Loans	4.703.659	0
Interests	3.117.545	0
<b>IMPAIRMENT OF ACCOUNTS RECEIVABLE, RELATED PARTIES</b>	<b>(7.821.204)</b>	<b>0</b>



Type of transaction, operation, contract or business	Loan in foreign currency	Loan in foreign currency	Loan in foreign currency
Amount of operation	USD \$45.942	USD \$102.431	USD \$364.123
Date of operation	May 14, 2013	December 17, 2013	March 12, 2014
Balance of operation	USD \$45.942	USD \$102.431	USD \$364.123
Conditions of the operation	LIBOR +2	LIBOR +2	LIBOR +2
Date of payment	May 14, 2018	December 17, 2018	March 12, 2019
Accounts receivable I.D.	Industrias Selma COR	Industrias Selma COR	Industrias Selma COR
Creditor I.D.	Construcciones El Cóndor S.A.	Construcciones El Cóndor S.A.	Construcciones El Cóndor S.A.
Obligations of parties: guarantee granted or received	Promissory note	Promissory note	Promissory note

Type of transaction, operation, contract or business	Loan in foreign currency	Loan in foreign currency
Amount of operation	USD \$2.674.210	USD \$40.496
Date of operation	August 14, 2014	November 12, 2014
Balance of operation	USD \$2.554.210	USD \$40.496
Conditions of the operation	LIBOR +2	LIBOR +2
Date of payment	August 14, 2019	November 12, 2019
Accounts receivable I.D.	Industrias Selma COR	Industrias Selma COR
Creditor I.D.	Construcciones El Cóndor S.A.	Construcciones El Cóndor S.A.
Obligations of parties: guarantee granted or received	Promissory note	Promissory note

Accounts receivable, related parties

	At December 31	At December 31
	2017	2016
Concesión La Pintada	27.308.629	257.971
Concesión Pacífico Tres	179.205.871	165.928.845
Concesión Ruta al Mar	(181.334)	0
Concesión Vías del Nus	33.941.028	14.701.426
Concesión Vial los Llanos	19.058.599	6.839.312
<b>TOTAL ACCOUNTS RECEIVABLE, RELATED PARTIES</b>	<b>259.332.792</b>	<b>187.727.554</b>

Interests are held on these amounts given these are debts with corporations in which Construcciones el cóndor S.A. is a shareholder.

Deposits, related parties

	At December 31	At December 31
	2017	2016
Concesión Vial los Llanos S.A.	0	12.219.286
Trans NQS Sur	420.064	420.064
<b>TOTAL DEPOSITS RELATED PARTIES</b>	<b>420.064</b>	<b>12.639.350</b>

The Company does not recognize implicit financing for miscellaneous accounts receivable and deposits given the levels of uncertainty held in terms of the time these accounts receivable will be paid; hence, no terms or interests are established for these items.

Deposits correspond to payments made to corporations with the purpose of gaining a future capitalization, and correspond to equity contributions derived from the projects' cash flow needs.

	At December 31	At December 31
	2017	2016
<b>TOTAL ACCOUNTS RECEIVABLE, NON-CURRENT RELATED PARTIES</b>	<b>292.990.171</b>	<b>213.174.894</b>

Accounts payable, related parties, current

	At December 31	At December 31
	2017	2016
Concesión Aburrá Norte Hatovial	451.001	0
<b>TOTAL ACCOUNTS PAYABLE, RELATED PARTIES, CURRENT</b>	<b>451.001</b>	<b>0</b>



### **Note 29. Reclassifications**

To compare these financial statements with those at December 31, 2017, several figures on the financial information at December 31, 2016 were reclassified.

### **Note 30. Changes in Policies, Estimates and Errors**

The accounting policy of Concesión Ruta al Mar S.A.S. until June, 2017, was to recognize the fair value of the intangible asset from the consideration received from the services of construction, operation and maintenance which correspond to the revenues of normal activities. The policy change focused on accounting the consideration for the services of operation as an account receivable charged to ANI. Consequently, a reclassification was made from the intangible asset towards the accounts receivable for the sum of \$17.033.223 in the year 2016.

For the presentation, the following reclassifications were made on the financial situation statement:

- Reclassification from the item Commercial accounts receivable and other accounts receivable for the sum of \$601.761 on the items of prepayments for taxes for \$12.627 and Advances for contracts \$588.424 for purposes of presentation.
- Reclassification from the item of Intangibles towards the item of Prepaid expenses for the sum of \$2.274.718, distributed in a short and long-term basis. Likewise, an error of previous periods was corrected, increasing the intangible asset for consideration of the services of construction, generated by accounting the ANI structuring costs representing 30% of the sum of \$2.365.133 in the year 2015. Commercial accounts payable and other accounts payable al increased that amount.

The effects on the consolidated financial statements are represented in:

- Total assets increased 0.15%, from \$2.052.819.719 to \$2.055.184.854.
- Total liabilities increased 0.16%, from \$1.229.669.140 to \$1.232.034.273.
- Revenues from normal activities increased 0.79%, from \$623.868.919 to \$628.809.664.
- Operating costs increased 0.92%, from \$535.192.070 to \$540.132.815.

On the other hand, the net profit of the period and equity did not experience changes with the updated policies and the errors corrected.

### **Note 31. Highlights**

(1) Claim filed against Sociedad Trans NQS SUR S.A.S. for remaining longer in the work and other surcharges during the execution of commercial offers for the NQS Sur of the Transmilenio System, for the sum of \$ 20.280.131.

Concesión Cesar Guajira S.A.S.

Through minutes signed on July 10, 2017 by Agencia Nacional de Infraestructura (ANI) and Concesión Cesar Guajira S.A.S. (Concesión), and delivered to the Company on August 18, 2017, a casue for the anticipated termination and beginning of the reversion stage of Contract No. 006 of 2015 was declared. Said contract intended to conduct "studies and final designs, financing, environmental, land and social management, construction improvement, revamping, operation, maintenance and reversion of Concesión Cesar – Guajira". Likewise, on July 10, 2017, amendment No. 10 was signed of Concession contract No. 006 of 2015 in which the parties agreed on the contractual changes or clarifications necessary for the reversion stage, the anticipated termination and/or the contract's liquidation.

The cause used by the parties to state the termination of the contract was the materialization of the risk of a lower collection from the toll due to the impossibility to operate the Rio Seco toll station under the terms set forth in said Concession contract (the risk is assumed by ANI), which creates mechanisms for risk compensation which fall short to compensate the risks activity in the project.

After signing the foregoing minute and amendment No. 10, the reversion process of the Concession's infrastructure and assets in favor of ANI begins, followed by the liquidation of the Concession contract applying the formula established thereof.

#### **Tax Reform - Law 1819 of 2016**

The tax reform gave way to the following other premies, which are in force as of January 1, 2017:

- Rules the fiscal application in business cooperation contracts (such as, consortiums, temporary associations, share accounts, joint venture), setting the bases to formalize matters when there are guaranteed yields for the parties of the contract.



- Government sought to close the gap between the fiscal regulation and the new accounting frameworks of Colombia, to determine the income tax; the wording of the tax statute is adjusted to the IFRS (International Financial Reporting Standards); introduction of definitions to fiscally recognize and measure the cost, acquisition price or par value as indicated in the tax law. If not indicated, the accounting measure shall be used. Likewise, the accounting base or accumulation or earning shall be kept in mind, beginning with the real obligation. Any ways, the standard establishes several exceptions for the fiscal recognition of revenues, costs, expenses, assets and liabilities.
- Establishes tax management of concession contracts and APPs (Public-Private Associations), providing guidelines for the construction, operation and maintenance stage.
- The income tax for equity - CREE and its surcharge was eliminated, but it adds the CREE rate of 9% to the income rate. Hence, in 2017, the rate shall be 34% and in 2018 and thereafter, 33%. To this percentage we add the surcharge which is not the income surcharge, and by 2017, the rate will be 6% and in 2018, 4% (over taxable income above \$800 thousand.)
- He exemption of parafiscal contributions continues despite the elimination of CREE; this covers corporations and similar, and workers that earn less than ten (10) minimum legal wages per month in force.
- Limited deduction for parties, gifts, courtesies, etc. shall be deductible solely up to 1% of net fiscal earnings, provided it meets the requirements of need, proportionality and causality.
- As of 2017, depreciation is no longer calculated using the straight line method but instead, the accounting technique. The government shall regulate the top rates of depreciation which range from 2,22% to 33% per year.
- Increased steadfast of statements compensating losses; this will increase from five (5) to six (6) years, and shall be limited to compensation of twelve (12) taxables periods thereafter.
- Increased presumptive income rate, from 3% to 3,5%.
- Donations to non-profit organizations with special regime have a tax discount of 25% of the amount donated.
- The regime of entities controls overseas (ECE) is created.
- Indefinite continuity is given to the tax on financial movements (4 x 1,000).
- The VAT increased to 19% as of January 1, 2017. However, this is excluded from contracts entered with government entities as well as construction and comptrollership contracts derived from the transportation infrastructure contracts signed by public or state-owned entities; for the latter case, the regime of the VAT in force on the date when the corresponding contract is signed shall be used and extended until the goods or services are acquired by the construction contractor and comptroller.
- The 2-point decrease of the VAT is eliminated and the option to handle the VAT paid to acquire or import capital goods at the general rate is created, such as a tax deduction over Income which corresponds to the taxable year when the good was acquired or imported.



**Note 32. Indicators and Interpretation**

**INDICATORS OF RESULTS**

Operating margin	$\frac{\text{Operating profit}}{\text{Operating revenue}}$	=	$\frac{252.483.417}{1.090.627.988}$	23.15%	The Company earned an operating profit equivalent to 23.15% of total sales in the period.
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**LIQUIDITY INDICATORS**

Working capital	Current asset - Current liability	=	343.821.254		Represents the surplus of current assets (once current liabilities are paid), which the Company has as permanent funds to serve the ongoing needs of operation.
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Liquidity ratio or index	$\frac{\text{Current asset}}{\text{Current liability}}$	=	$\frac{1.528.728.419}{1.184.907.165}$	1,2902	For every \$1 of current liability, the company has \$1.29 to back the current asset.
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**DEBT INDICATORS**

Total debt	$\frac{\text{Total liability}}{\text{Total asset}}$	=	$\frac{1.736.694.732}{2.706.531.605}$	0.6417	Displays the participation of creditors over the Company's assets. For each peso the Company has in the asset, it owes \$0.64 cents.
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Financial debt	$\frac{\text{Financial liability}}{\text{Total asset}}$	=	$\frac{976.047.574}{2.706.531.605}$	0.3606	Exhibits the participation of financial creditors over the Company's assets. For each peso the Company has in the asset, it owes \$0.3606 cents.
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**PROFITABILITY INDICATORS**

Return on Equity (ROE)	$\frac{\text{Net profit}}{\text{Equity}}$	=	$\frac{184.908.738}{921.474.112}$	20.07%	Represents the yield generated by the capital investment.
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Net margin	$\frac{\text{Net profit}}{\text{Operating revenues}}$	=	$\frac{184.908.738}{1.090.627.988}$	16.95%	For each peso sold, the Company generates a net profit of 16.95%.
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ANA MARÍA JAILLIER CORREA  
Legal Representative  
C.C. 42.895.563  
See certification attached

ANA ISABEL GONZÁLEZ VAHOS  
Accountant  
Professional Card No. 47345-T  
See certification attached

JAVIER EMILIO TÁMARA TORRES  
External Auditor (Crowe Horwath)  
Professional Card No. 208595 – T  
See opinion attached