



Financial Statements Results – Second Quarter 2017

This report was prepared based on the individual financial statements prepared in accordance with International Financial Reporting Standards (IFRS) and their interpretations (IFRIC) issued by the International Accounting Standards Board (IASB).

Executive summary

Consolidated Financial Statements (as of June 2017)

Beginning in 2015, Construcciones El Condor S.A. included in its consolidated financial statements the following societies' information: Vias de las Americas S.A.S., Cesar Guajira S.A.S. y Ruta al Mar S.A.S., and beginning in 2016 also included consolidated information for Condor Investments USA Inc.

- Operating revenues as of June 2017 were COP\$455.298 million compared to COP\$254.011 million registered in the second quarter of 2016. This increase is a reflection of our achievement of our revenue budgets for 2017.
- EBITDA (construction plus income from the sale of investments) up to June 2017 was COP\$226.832 million compared to COP\$39.397 million registered in June 2016. This increase combines the higher revenue generation and the profits generated from the sale of the OPAIN shares, a non-recurring event.
- Net income as of June 2017, was COP\$158.889 million which presents an increase compared to 2016 reflecting our ability to generate operational margin and the aforementioned non-recurring event.
- Although consolidated financial statements are presented, the Company invites interested parties to direct their analysis to the individual financial statements. This due to the effects generated upon consolidation with societies of a project finance nature, as has been explained in previous reports.

Individual Financial Statements (as of June 2017)

- Operating revenues as of June 2017 were COP\$275.700 million, with an increase of 62% over the same period last year mainly due to considerable construction revenues in projects which are in the construction stage as is the case with Pacifico 2, Pacifico 3, Transversal de las Americas and Ruta al Mar among others. The Company expects to continue achieving its revenue budgets which could generate an additional increase for the second semester of 2017.
- EBITDA (construction plus income from the sale of investments) as of June 2017 was COP\$214.194 million, from COP\$25.620 million registered in the same period last year. The EBITDA margin was 77.7%.
- Construction EBITDA (excluding dividends and income from sale of investments) was COP\$59.832 million versus COP\$25.292 million registered in 2016. This increase is explained mainly due to the higher level of operating revenues previously mentioned. The construction EBITDA margin was 21.7% which is aligned with historic company levels.
- Net income as of June 2017 was COP\$158.893 million from COP\$17.264 million registered in the same period last year. This increase is explained principally by the income from sale of investments (non-recurring event) and the increase in profit from construction services provided which the Company expects to maintain during the second semester.. Net margin was 57.6%.



- Total assets were COP\$1.729.249, without significant change compared to December 2016.
- Total liabilities were COP\$824.213 million, with a decrease of 10.4% compared to December 2016.
- Net equity was COP\$905.035 million which translates to a 16.9% growth compared to December 2016.

Infrastructure Sector Performance

The infrastructure sector continues to be a key economic driver and this quarter’s figures reflect projects that are maturing and increasing their rate of execution.

Performance Report – Consolidated 2Q17

Beginning in 2015, Construcciones El Condor S.A. included in its consolidated financial statements the following societies’ information: Vias de las Americas S.A.S., Cesar Guajira S.A.S. y Ruta al Mar S.A.S., and beginning in 2016 also included consolidated information for Condor Investments USA Inc.

Income statement

- Operating revenues as of June 30, 2017, were COP\$455.298 million, which are distributed as follows:

Operating Revenues	as of June 2017
CONSTRUCCIONES EL CÓNDROR S.A.	275.700.294
CONCESIÓN VIAS DE LAS AMERICAS S.A.S	138.996.407
CONCESION RUTA AL MAR S.A.S	23.938.967
CONCESION CESAR GUAJIRA S.A.S.	15.128.098
CONDOR INVESTMENTS USA INC.	1.535.033
Total Operating Revenues	455.298.799

- As of June 2017, operating costs were COP\$382.951 million, which represent 84% of operating revenues and decreased by 28.4% over 2016.
- EBITDA as of June 2017, was COP\$226.833 million, with an EBITDA margin of 49.8%. This value includes income from the sale of OPAIN shares.
- Construction EBITDA for the second quarter was COP\$58.862 million compared to COP\$18.292 million registered in June 2016.

Balance Sheet

- As of June 30, 2017, total assets were COP\$2.09 billion and did not present a significant variance compared to December 2016. The assets are composed of 55% current assets and 45% non-current assets.
- Total liabilities were COP\$1.13 billion and presented a decrease of 7.5%. Liabilities are composed of 71% current liabilities and 29% non-current liabilities.
- Short and long-term financial debts (bank obligations and financial leasing) were COP\$560.747 million and registered a 17% decrease with respect to December 2016.

The financial debt composition is as follows:



Financial Debt	as of June 2017
CONSTRUCCIONES EL CÓNDROR S.A.	449.159.890
CONCESIÓN VIAS DE LAS AMERICAS S.A.S	106.143.234
CONCESION RUTA AL MAR S.A.S	2.197.877
CONCESION CESAR GUAJIRA S.A.S.	3.246.432
CONDOR INVESTMENTS USA INC.	-
Total Financial Debt	560.747.433

Consolidated financial statements will reflect the effect of the debt of each of the concessions, whose values are very representative due to their quality of Project Finance.

- Net equity as of June 2017, was COP\$954.093 million and increased by 15.9% with respect to the value registered in December 2016.
- As of June 2017, Working Capital, calculated by subtracting current liabilities from current assets was COP\$340.729 million. The company’s liquidity ratio is 1.42.

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Performance Report - Individual 2Q17

Income Statement

Operating results are expressed under IFRS and comparative periods are performed for January-June 2017 against January-June 2016 in accordance with NIC - 1 and NIC – 34

- Second quarter operating revenues were COP\$117.953 million, with an increase of 46.1% over same period last year. This positive difference was generated by the increase in construction revenues (services rendered), which went from COP\$77.380 million in the second quarter of 2016 to COP\$113.982 million during the second quarter of 2017. The aforementioned due to the release of certain sections of Transversal de las Americas, as well as the beginning of works in new fronts within the projects in construction phase. The Company expects to maintain this positive trend for the remaining quarters of 2017.
- The projects that supported the construction revenues in the second quarter of 2017 were: Transversal de las Americas, Caucheras, Pacifico 3, Pacifico 2 and Cesar Guajira.
- Operating costs in the second quarter of 2017 were COP\$88.312, which represent 74.9% of operating income.
- Second quarter EBITDA (construction plus sale of investments) was COP\$31.477 million against COP\$10.978 million from the same period of 2016..



- Net Income for the second quarter of 2017 is COP\$26.069 million versus COP\$12.529 million registered during the same period of 2016.

Balance Sheet

Balance figures are stated under IFRS and comparison is made between June 2017 and December 2016 in accordance with NIC - 1 and NIC - 34.

- As of June 31, 2017, total assets were COP\$1.73 billion and their composition was 41% current assets and 59% non-current assets.
- It is important to highlight that, as of June 2017, the Company administers an investment portfolio with infrastructure projects which have a book value of approximately COP\$668.549 million.
- Total liabilities were COP\$824.213 million and were made up of 62% current liabilities and 38% non-current liabilities. With respect to December 2016 there is a 10.4% decrease in total liabilities, this due to a 24.1% decrease in the current liabilities which is explained in large part by the substantial payment of financial obligations and commercial and other accounts payables.
- Debt ratio was 26% (calculated over total assets).
- Net equity of Construcciones El Condor S.A as of June 31,2017, was COP\$905.035 million which represents an increase of 16.9%.
- As of June 2017, Working Capital, calculated as the difference between current assets and current liabilities was COP\$194.882 million. The Company's liquidity ratio is 1.38.

Backlog

As of June 2017, the Backlog - balance of works hired and works to be implemented - was COP\$2.782 billion. This calculation takes into account the operating revenues as of March 2017, of COP\$275.700 million (excluding dividends and non-construction revenues).

Construcciones El Condor S.A. will hold a conference call, in Spanish, to present the second quarter 2017 results on Thursday August 17th, 2017 at 3:00PM Colombia Time
Connection details will be posted on El Condor's website.
www.elcondor.com
