

Financial statements results – third quarter 2015

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 September 2015)**

From the third quarter of 2015, Construcciones El Condor S.A. included in its consolidated financial statements the information of the society Cesar Guajira S.A.S, acting in conformity with relevant information published on June 17, 2015, date on which Construcciones El Condor S.A., constituted the society Cesar Guajira S.A.S which social object is the "Construction, rehabilitation, operation, maintenance and reversal of the concession of the connection road in the Departments Cesar- Guajira". Construcciones El Condor S.A., participated in the constitution of the society investing in equity \$200.000.000 COP equivalent to 100% .

Because in the third quarter of 2014 Construcciones El Condor S.A was not the controller of the stakes of Vias de las Americas S.A.S and Cesar Guajira S.A.S, the consolidated information recorded in the third quarter of this year, is not comparable .

- Operating revenues as of September 30, 2015 were \$1.071.140.558 million COP.
- Consolidate EBITDA as of September 2015 was \$181.332 million COP. This EBITDA includes the sale of 5.44% of Odinsa shares from the second quarter of the year and the dividends of the company's investments.
- Net income as of September 30, 2015 was \$122.440 million COP.

Individual Financial Statements (as of September 2015)

- Operating revenues as of September 2015 were \$377.933 million COP, with an increase of 23.1% over the same period last year.
- In order to standardize the accounting treatment under IFRS of the company with other local and international infrastructure companies, from the third quarter of this year there has been a relocation of the dividends to the operational revenues account.
- EBITDA as of September 2015 was \$163.342 million COP, with an increase of 91.2% over the same period last year. EBITDA margin was 43.2%. It is important to note that this value includes dividends of the company's investments and the income from the sale of 5.44 % of Odinsa shares on the second quarter of 2015.
- Net income was \$122.997 million COP, with a positive variation of 137.7% over the same period last year. Net margin was 32.5%.
- Total assets were \$1.342.882 million COP, with an increase of 14,7% compared to December 2014.
- Total liabilities were \$611.039 million COP, with an increase of 20,5% compared to December 2014.
- Net equity was \$731.844 million COP, with an increase of 10.2% compared to December 2014
- Total Backlog - balance of works hired and works to be implemented - was \$3.05 billion COP, showing 7.7 years of 2014 revenues.

Infrastructure Sector Performance

The Colombian economy and the construction sector, which involves infrastructure and building works, had an increased dynamic during the second quarter 2015. According to DANE, in the second quarter 2015 the GDP grew by 3% over the same period last year, in which one of the highest growth occurred in the construction sector with 8.7%. This growth is explained by the growth of 9.1% on buildings and 8.4% in civil works.

According to the Civil Works Indicator (IIOC) in the second quarter of 2015 it showed an increase of 7.3% over the same period last year. The group of waterways , harbors, dams , water and sewage , grew 11.3 % , adding 1.6 percentage points to the total variation .

Performance Report - Consolidated 3Q15

From the third quarter of 2015, Construcciones El Condor S.A. included in its consolidated financial statements the information of the societies Vías de las Americas S.A.S and Cesar Guajira S.A.S, acting in conformity with relevant information published on June 26, 2015 and July 1, 2015.

Income statement

- Operating revenues as of September 30, 2015 were \$1.071.140.558 million COP, which are distributed as follows:

<i>Operating revenues</i>	As of September 2015
Construcciones El Cóndor S.A	377.933
Vías de las Américas S.A.S	688.667
Red vial del Cesar S.A.S	0
Cesar Guajira S.A.S	4.541
Total operating revenues	1.071.141

- As of September 2015 operating costs were \$949.572 million COP, which represent 89% of operating revenues.
- EBITDA as of September 30, 2015 was \$181.332 million COP, with an EBITDA margin of 17%. This value included the sale of Odinsa shares and the dividends of the company's investments.
- Net income as of September 30, 2015 was \$121.372 million COP.

Balance Sheet

- As of September 30, 2015, total assets were \$1.164.499 million COP, which are 59% current assets and 41% non-current assets.
- Total liabilities were \$1.191.158 million COP, which are 54% current liabilities and 46% non-current liabilities.
- Short and long-term debts were \$607.164 million COP.
- Net equity as of September 30, 2015 was \$731.844 million COP.

Performance Report - Individual 3Q15

Income Statement

Operating results are expressed under IFRS and comparative periods are performed for January-September 2014 against January-September 2015 in accordance with NIC - 1 and NIC – 34

- Operating revenues - direct revenues associated with construction services - on the third quarter of 2015 were \$154.007 million COP, with an increase of 51.34% over same period last year. Operating revenues as of September 30, 2015 were \$377.933 million COP, with an increase of 23.1% over same period last year. The projects that presented the highest increases were Avenida Colón, Cesar Grupo 3 and Vías de las Américas fronts of Urabá and San Marcos.
- Operating costs on third quarter of 2015 were \$125.957 million COP, which represent 81% of operating revenues and showing an increase of 63.2% compared to the same period last year. As of September 30, 2015 were \$294.619 million COP, with an increase of 30,7% over same period last year, mainly due to the increase in production and indirect costs associated with the installation and commissioning of some work fronts.
- On third quarter, EBITDA was \$27.391 million COP against \$26.430 million COP from the same period of 2014. As of September 30 2015 EBITDA was \$163.342 million COP against \$85.416 million COP from the same period of 2014, with an EBITDA margin of 43.2% calculated over operating revenues.
It is important to note that this value includes dividends on investments and the income from the sale of 5.44 % of Odinsa shares in the second quarter of 2015. If the non-recurring event of the sale of the Company's participation in ODINSA and dividends of our investments are excluded, the EBITDA associated to the construction business is \$ 66.753 million against 69.302 million generated in the same period of 2014. The Ebitda construction margin is 18.5 %.
- Net income as of third quarter 2015 was \$122.997 million COP against \$51.745 million COP from the same period of 2014 with a positive variation of 137,7% which is explained mainly by the sale of Odinsa shares. Net margin was 32.5%.

Balance Sheet

Balance figures are stated under IFRS and comparison is made between December 2014 and September 2015 in accordance with NIC - 1 and NIC - 34.

- As of September 30, 2015, total assets were \$1.342.882 million COP, with an increase of 14.7% compare to December 2014, 32% were current assets and 68% non-current assets. This increase is mainly provided by the growth in the subsidiaries investments account due to the increased participation in Vías de las Américas S.A.S and receivable related parts which are mainly related to the company's contributions in some of the company's investments through equity and subordinate debt.
- Total liabilities were \$611.039 million COP and increased 22,5% compare to December 2014, mainly due to an increase in current liabilities of 21,2%, which it is mainly explained by an increase in comercial payables (consortiums payables that we are part of with our respective share) and the increase in the long-term financial obligations due mainly to the equity contribution to Pacífico Tres S.A.S . Its composition is 56 % current liabilities and 44 % non-current liabilities .

FINANCIAL STATEMENTS RESULTS

THIRD QUARTER 2015



- Short and long-term debts were \$339.411 million COP showing an increase of 17.7% compare to December 2014. This increase was mainly provided by the increase of long term financial debt of \$48.951 million COP, mainly due to equity contribution of Concesión Pacifico Tres S.A.S. Financial debt indicator, calculated over total assets was 25,3%
- Net equity of Construcciones El Cóndor S.A as of September 30, 2015 was \$731.844 million COP with an increase of 10.2% over the same period last year.

Backlog

As of September 30, 2015, the Backlog - balance of works hired and works to be implemented - was \$3.05 billion COP, which is equivalent to 7.7 years of current billing of 2014. This calculation takes into account the new contracts worth \$939.029 million COP (Concesión Antioquia Bolívar) and the addition to the public contract Caucheras worth \$10.000 million COP, the operating revenues as of September 30, 2015, of \$347.146 million COP and some adjustments of \$98.875 million COP.

Construcciones El Cóndor S.A. will be held a conference call, in Spanish, to present the third quarter 2015 results on Thursday November 19 th, 2015 at 3:00PM Colombia Time (GMT/UTC - 05:00). Connection details will be posted on El Condor's website.
www.elcondor.com
