



Presentation of Results 2Q2016



GRUPO ARGOS



IMPORTANT NOTE

This presentation contains certain forward-looking information and statements related to GRUPO ARGOS and its subsidiaries that are based on knowledge of current events, expectations and forecasts, circumstances, and assumptions of future events. Many factors could cause the future results, performance or achievements of GRUPO ARGOS and its subsidiaries to be different to those expressed or assumed herein.

If an unforeseen situation occurs, or the premises or estimations are shown to be incorrect, the future results may be considerably different to those stated herein. The forward-looking statements are made to this date, and GRUPO ARGOS and its subsidiaries do not claim nor assume any obligation to update these forward-looking statements as a result of new information, future events or any other factor.



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Relevant Events 2Q2016 – Acquisition Martinsburg Plant



Consolidation as the 4th biggest players in the United States.

29% increase of installed capacity in the USA, reaching 10,7mn tons (8,5% of the countries installed capacity).

10% Increase in the companies total installed capacity

Assets with positive EBITDA in the market with great growth potential.

Acquisition largely financed with the divestment of non-strategic assets, generating value for shareholders.

Relevant Events 2Q2016 - Simplifying ODINSA's structure



Position the company as one of the main companies in Colombia's infrastructure sector.

Controlling stake in 3 on mature concessions, 2 airport concessions, and 2 projects under construction

Increased share in Autopistas del Nordeste and Boulevard Turístico del Atlántico in the Dominican Republic.

Starting negotiations increase ODINSA's share in the Autopista Conexión Pacífico 2 Concession Project in Colombia.

Consolidated Results

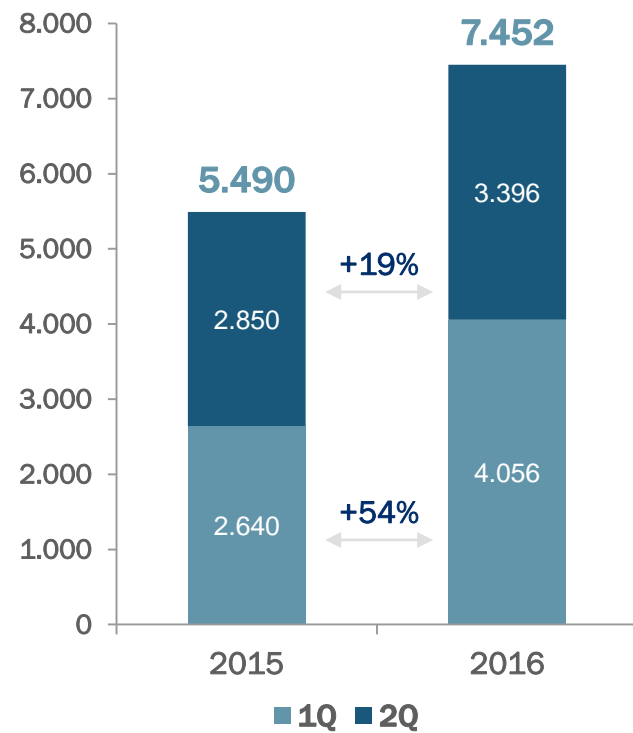
<i>Billions of COP</i>	2Q 2016			January - June		
	2016	2015	Var.(%)	2016	2015	Var.(%)
Revenue	3,396	2,850	19	7,452	5,490	36
Costs and Expenses	2,683	2,311	16	5,885	4,387	34
Operating Profit	643	563	14	1,246	906	37
EBITDA	892	765	17	1,854	1,435	29
EBITDA Margin (%)	26.26	26.85		24.89	26.15	

- Active management of the investment portfolio resulting in generating COP 1,854 million in EBITDA at June 2016.
- Consolidation of ODINSA.

Consolidated Results

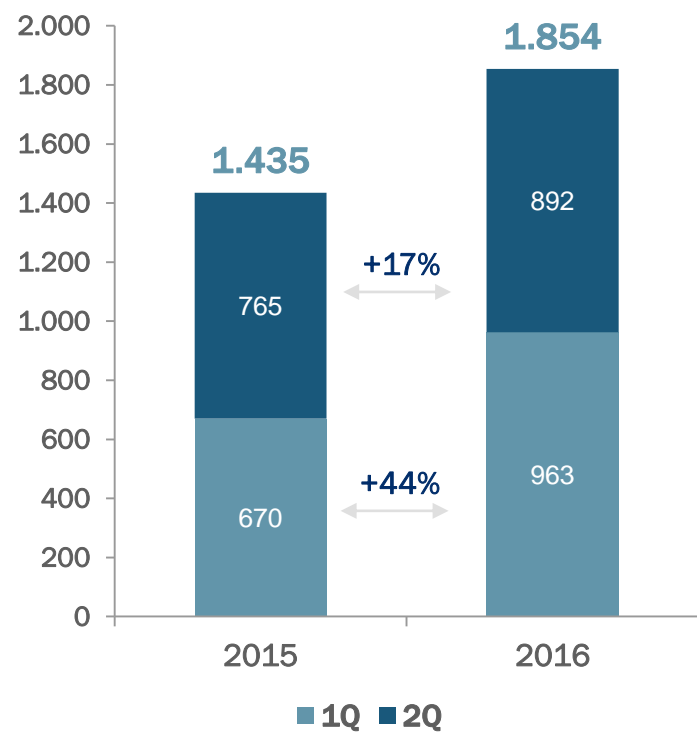
Revenue

Billions of COP

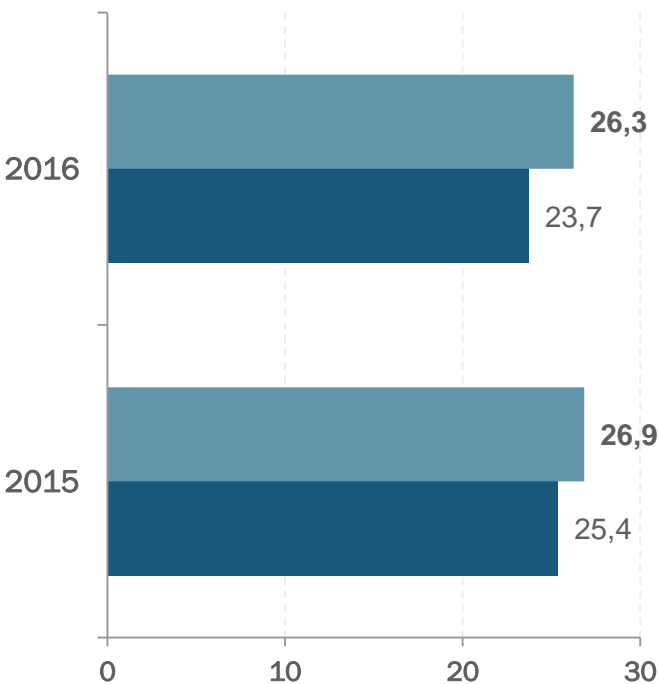


EBITDA

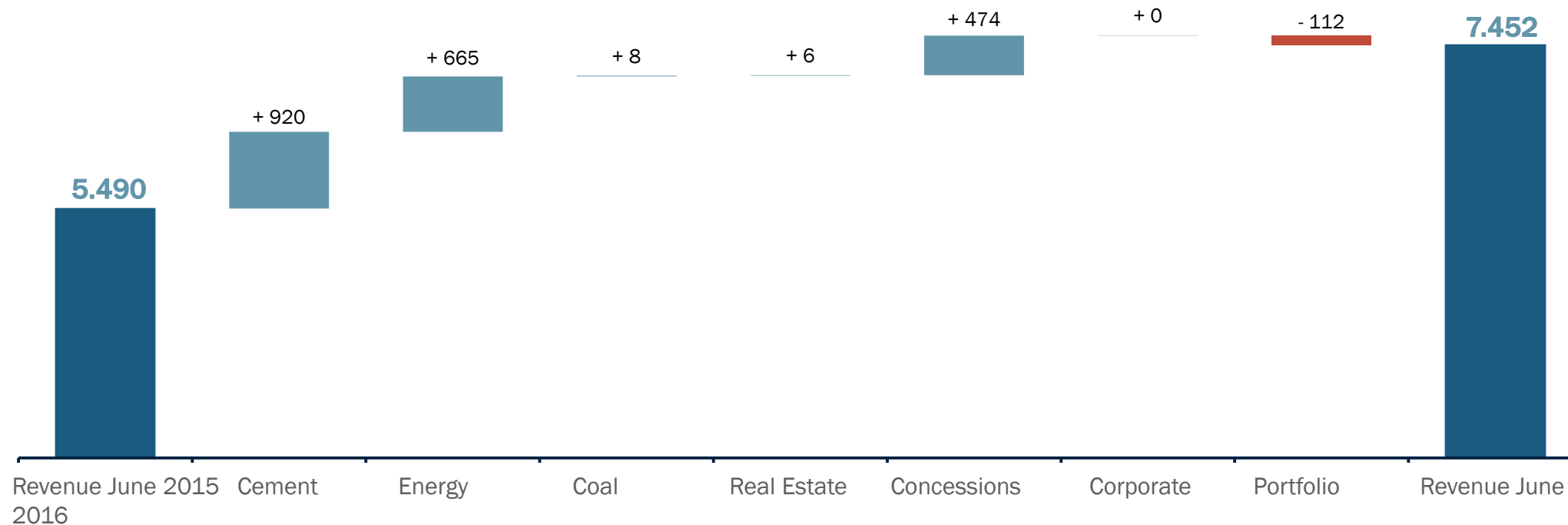
Billions of COP



EBITDA Margin (%)

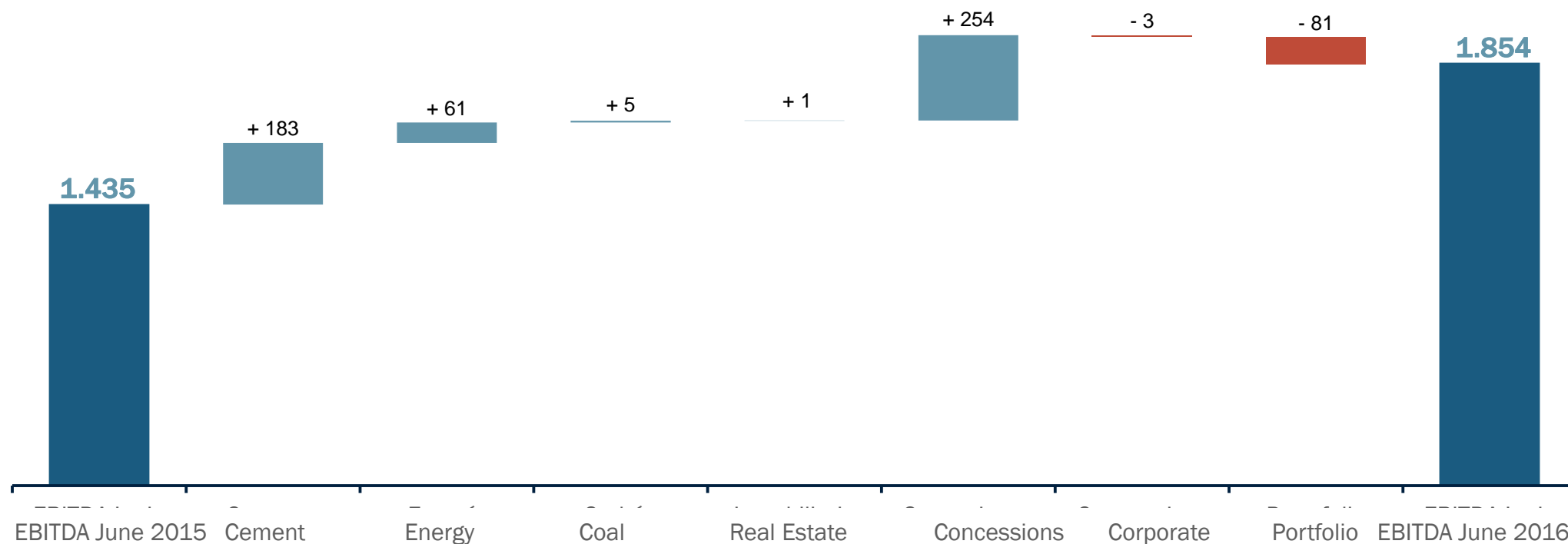


Consolidated Results - Revenue



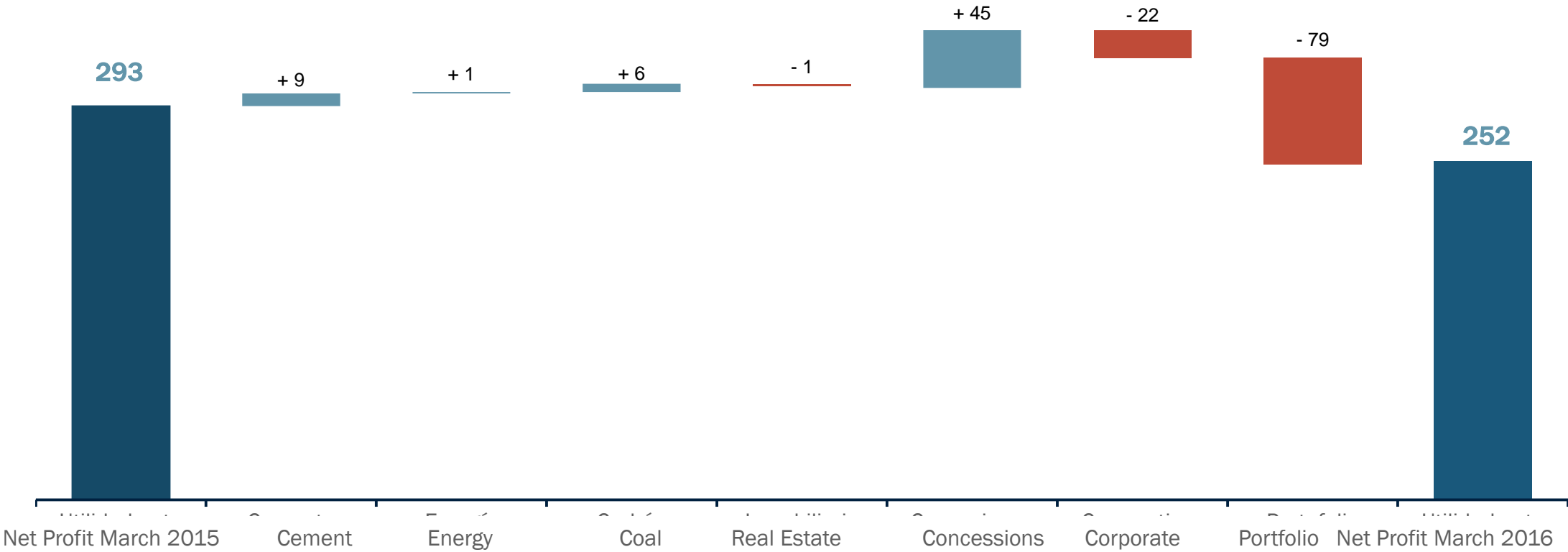
- Positive contribution of the cement business with 27% growth, leveraged by the revenue in the USA.
- Contribution of COP 474,000 million by ODINSA that was not consolidated in 2015. In May, ODINSA consolidated Autopistas del Nordeste and Boulevard Turístico del Atlántico.
- Normalization of Celsia's operations with a 43% variation in revenue.

Consolidated Results – EBITDA



- Positive contribution from the cement business. The U.S. Regional Office obtained the highest EBITDA margin since the assets were acquired (14.9%).
- Consolidation of ODINSA for 2Q16.
- EBITDA generated by Celsia during the semester represents 77% of the total EBITDA achieved in 2015.

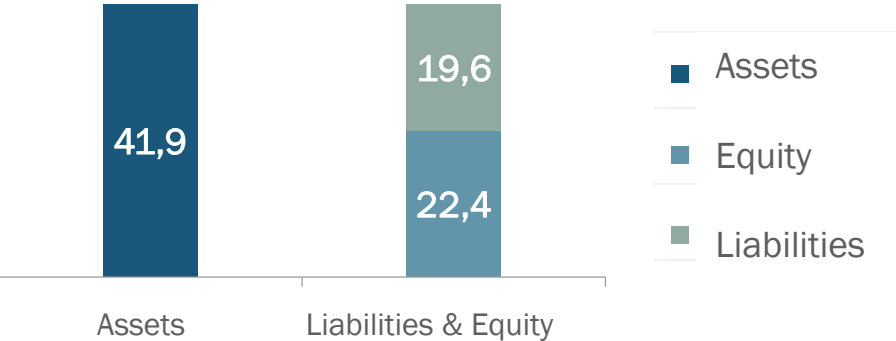
Consolidated Results – Net Profit



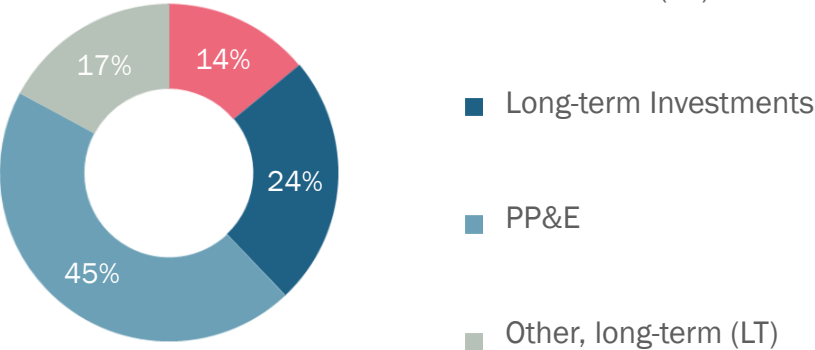
Consolidated Balance Sheet - June 2016

June 2016

Trillions of COP

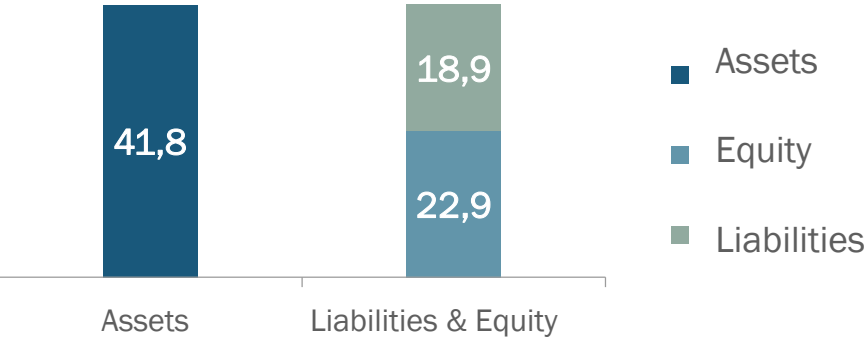


Assets

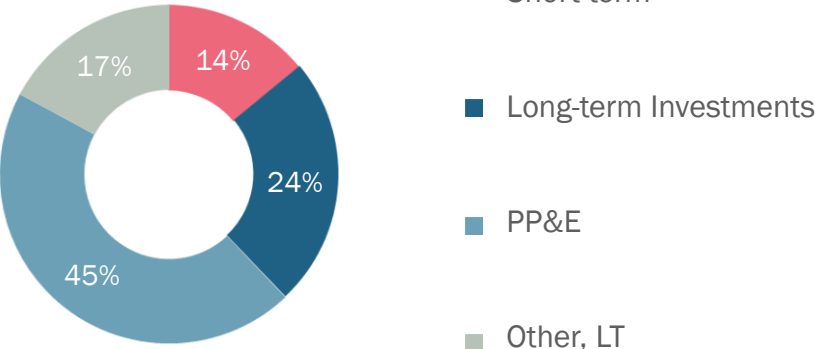


December 2015

Trillions of COP



Liabilities



Separate Results

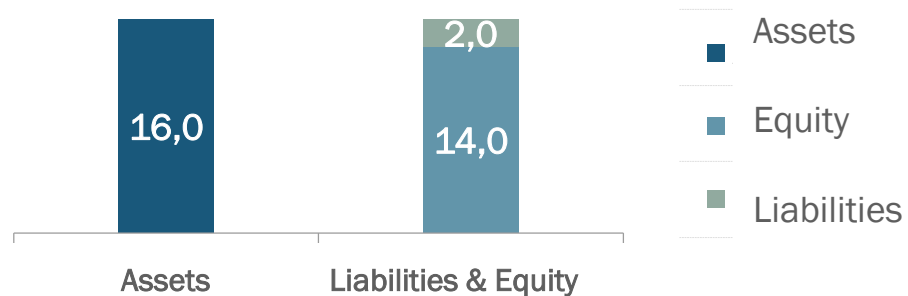
	2Q 2016		
<i>Billions of COP</i>	2016	2015	Var.(%)
Revenue	115	171	-33
Costs and Expenses	20	75	-73
Operating Profit	97	113	-14
EBITDA	98	113	-13
EBITDA Margin (%)	85.3	66.0	

	January - June		
	2016	2015	Var.(%)
Revenue	282	297	-5
Costs and Expenses	58	96	-40
Operating Profit	202	190	6
EBITDA	213	201	6
EBITDA Margin (%)	75.6	67.6	

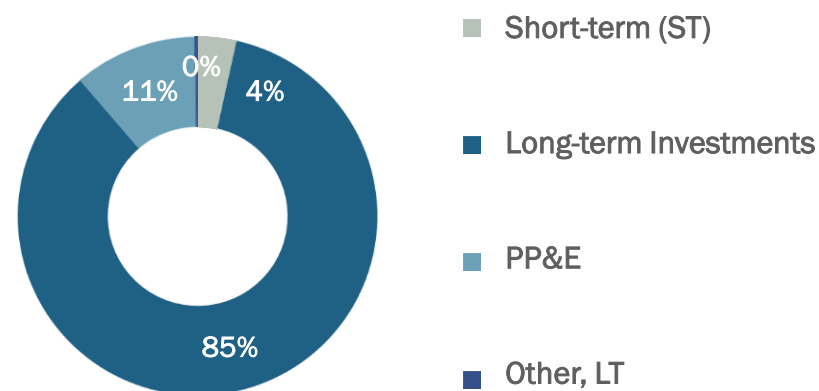
Separate Balance Sheet - June 2016

June 2016

Trillions of COP

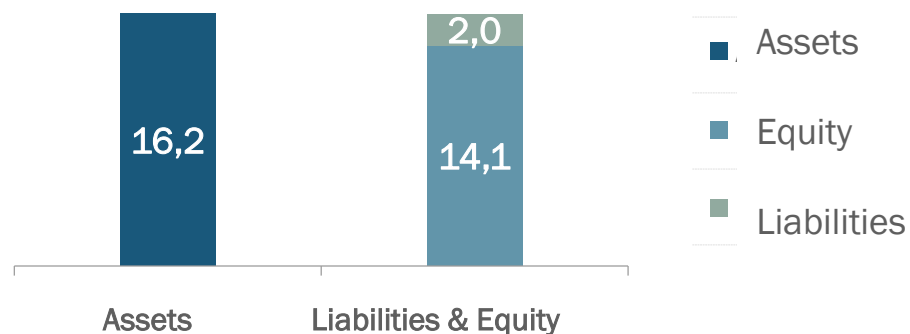


Asset

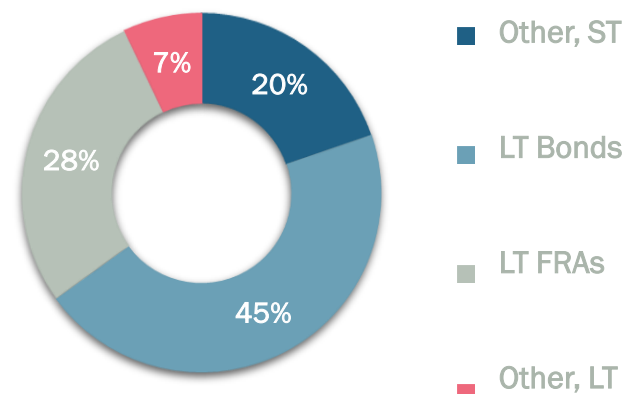


December 2015

Trillions of COP



Liabilities



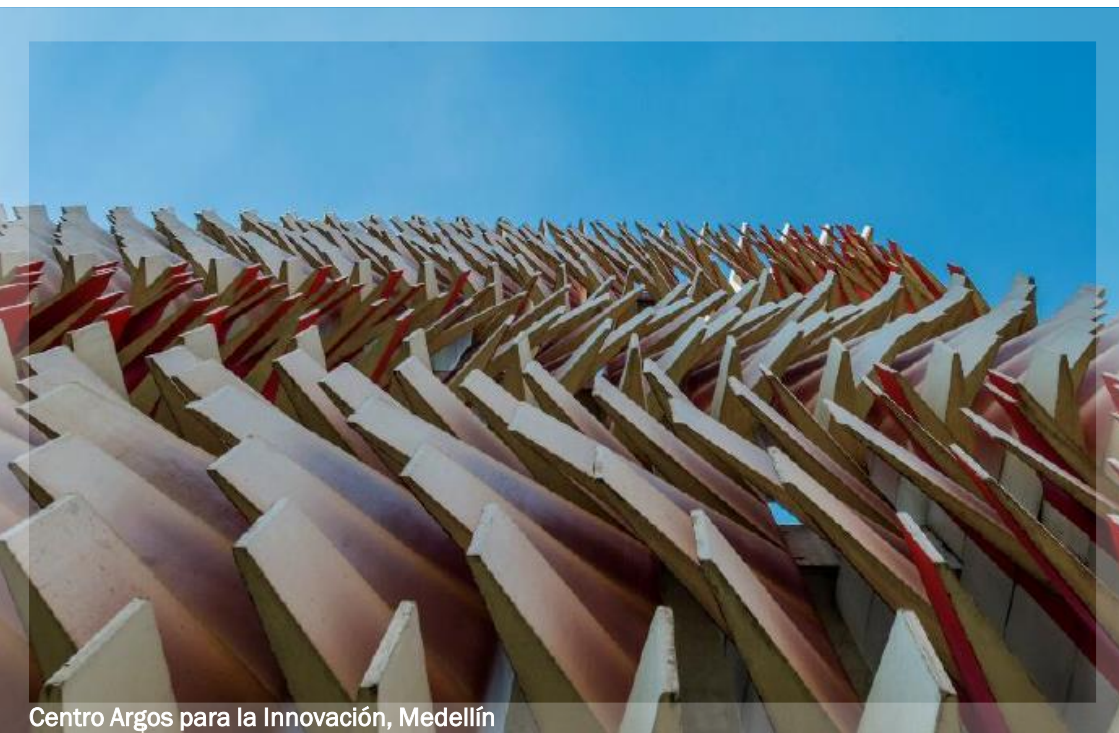


Cement Business



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Relevant Events



Successful placement of straight bonds for the value of COP 400,000 million.

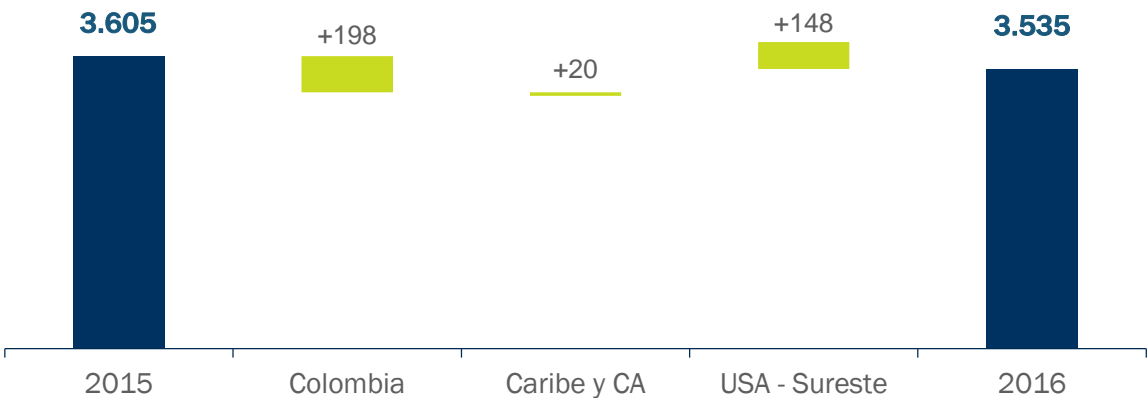
Relevant Events



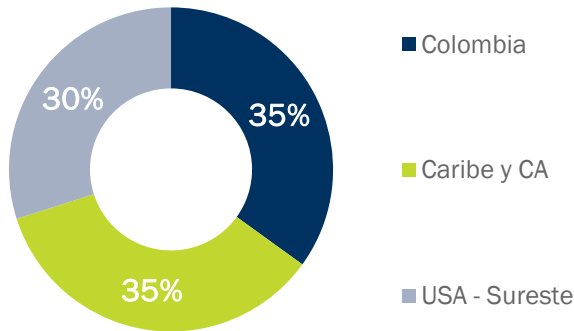
Launch of the BEST operational excellence program with expected savings in fixed costs of **~COP 20,000 million** each year.

Volumes, Second Quarter

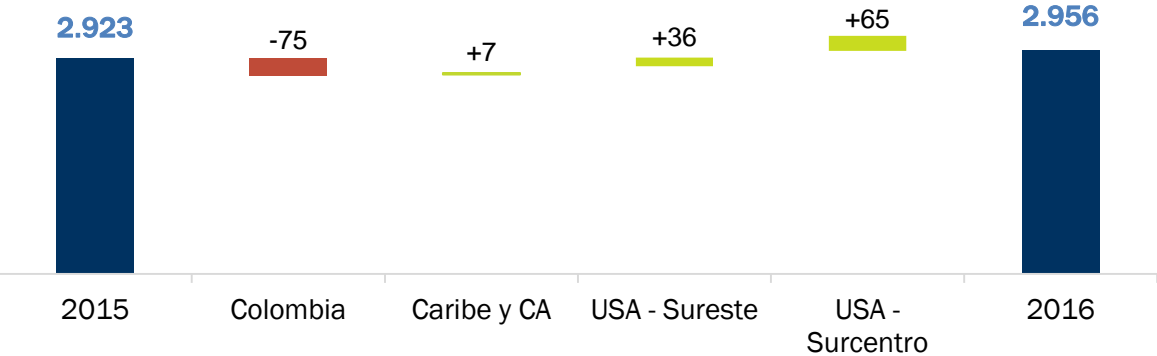
Cement



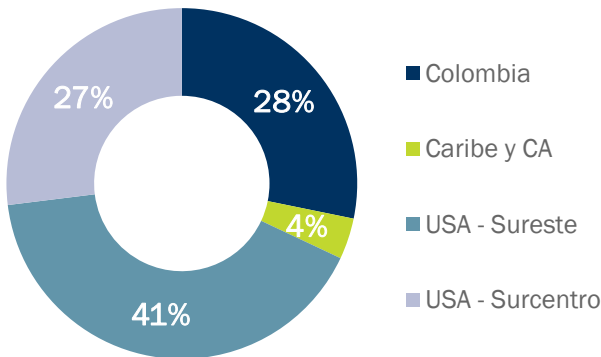
Cement Sales



Concrete



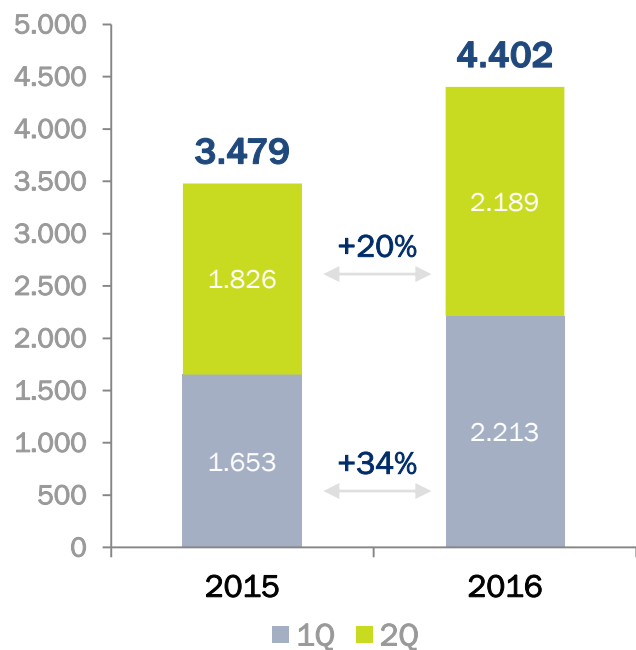
Concrete Sales



Financial Results

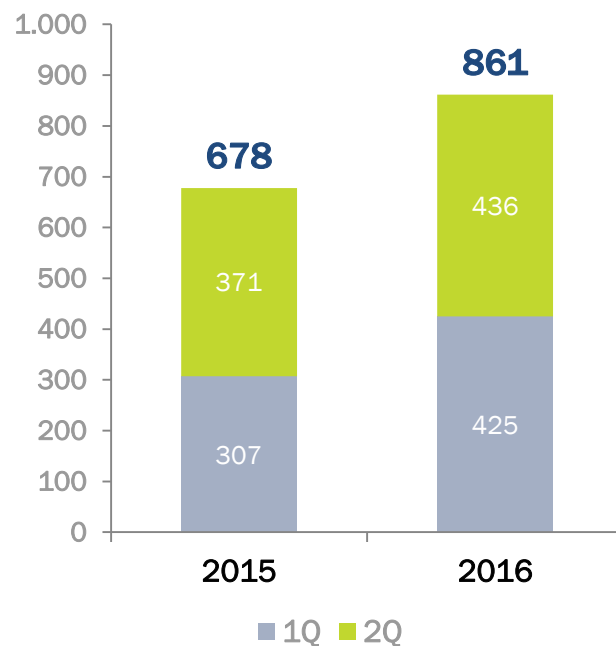
Revenue

Billions of COP

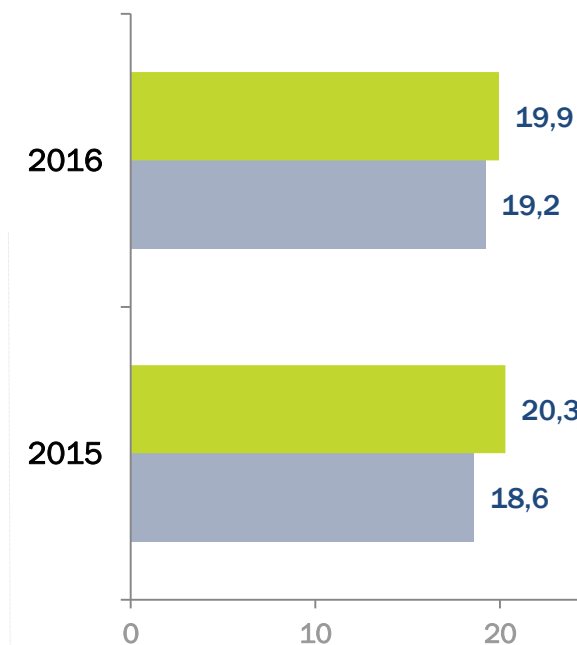


EBITDA

Billions of COP



EBITDA Margin (%)



- Double-figure growth in revenue, EBITDA and net profit from the performance of operations in the United States, Caribbean and Central America, as well as an increase in levels of operational efficiency.
- The U.S. Regional Office obtained the highest EBITDA margin since the assets were acquired (14.9%).
- Greatest EBITDA recorded in a quarter for the Company.



Relevant Events



Calima

Normalization of weather conditions in Colombia — water levels in the reservoirs at the end of the quarter were at 87% of the historical average.

Relevant Events

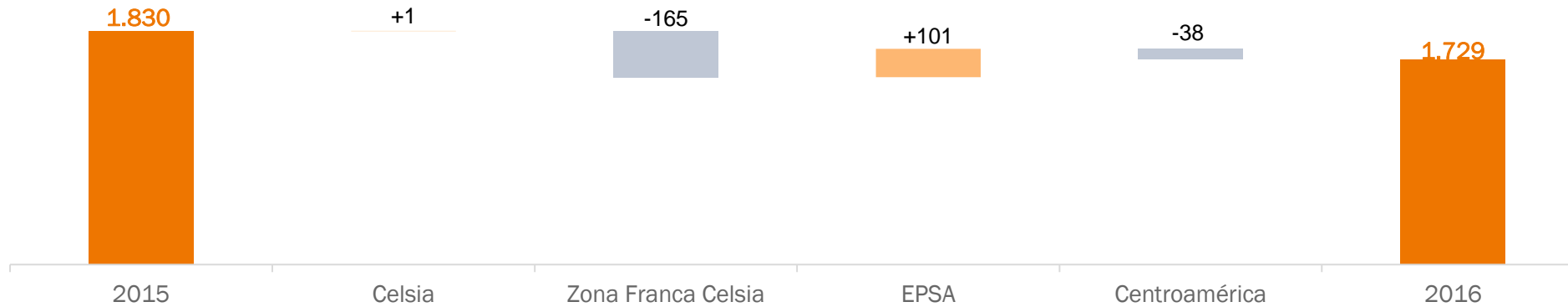


Prado Substation, Tolima

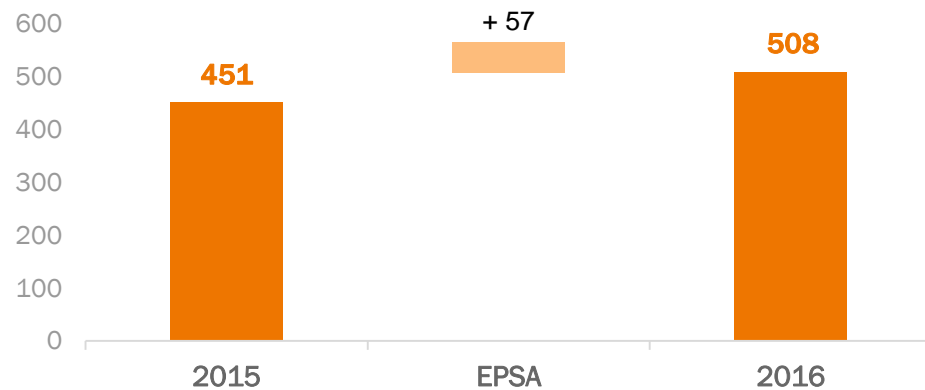
The operations in Central America, as well as the hydroelectric power generation and distribution businesses, **presented positive results.**

GX and DX Energy Volumes, Second Quarter.

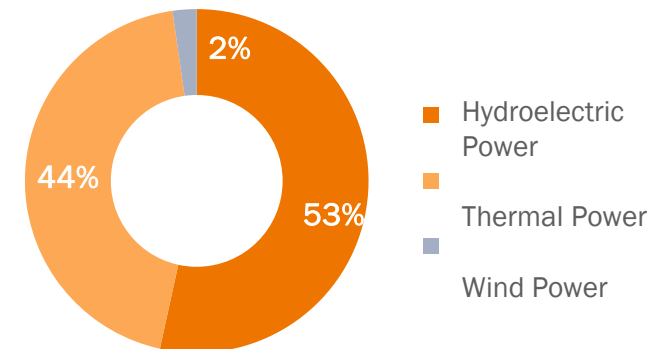
Power Generated in GWh



Energy Sales to End User in GWh



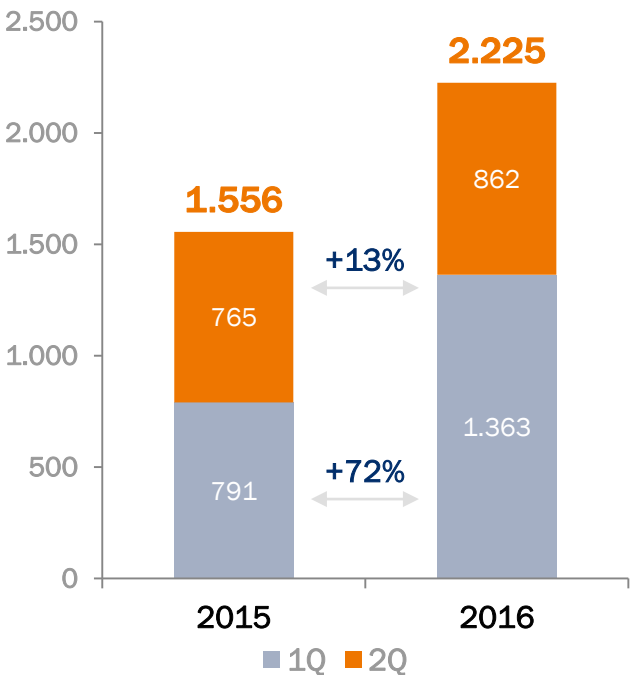
Generation by Technology



Financial Results

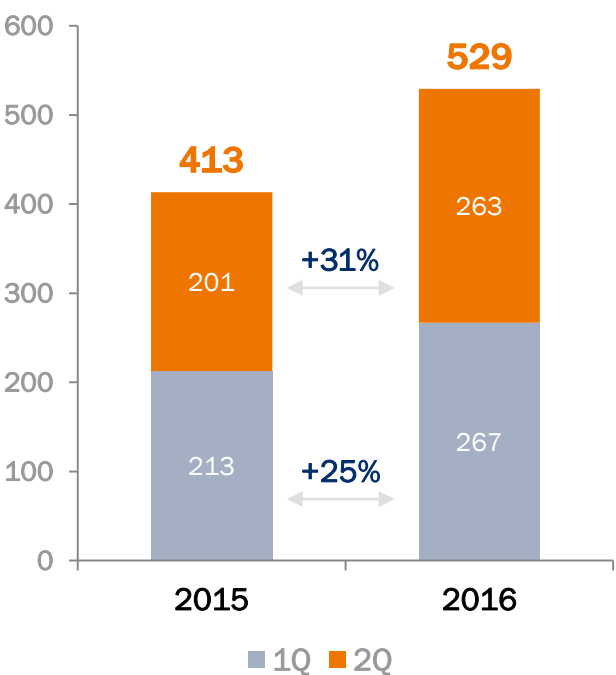
Revenue

Billions of COP

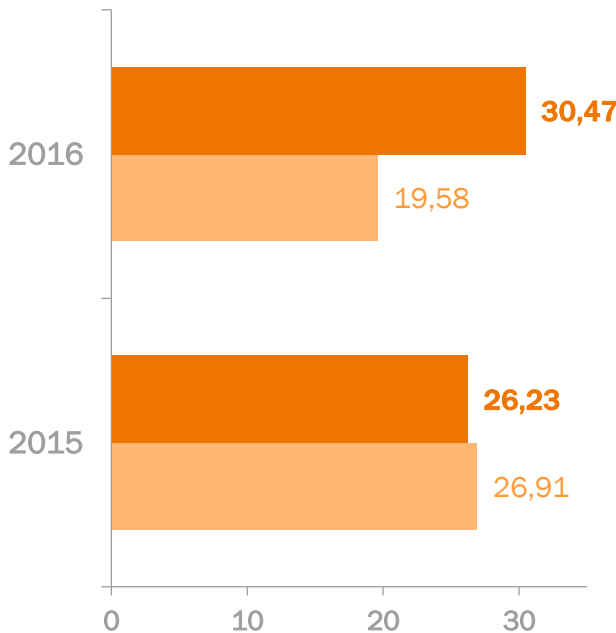


EBITDA

Billions of COP



EBITDA Margin (%)



- Growth of revenue by 13% with the better price and greater revenue from the reliability premium due to the representative market exchange rate.
- Central America and the distribution business with important contributions in revenue and EBITDA.



Concessions Business



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Relevant Events



Acquisition of an additional share in the Autopistas del Nordeste and Boulevard Turístico del Atlántico concessions. Collective authorization to decrease assets that do not consolidate or that are not strategic.

Relevant Events



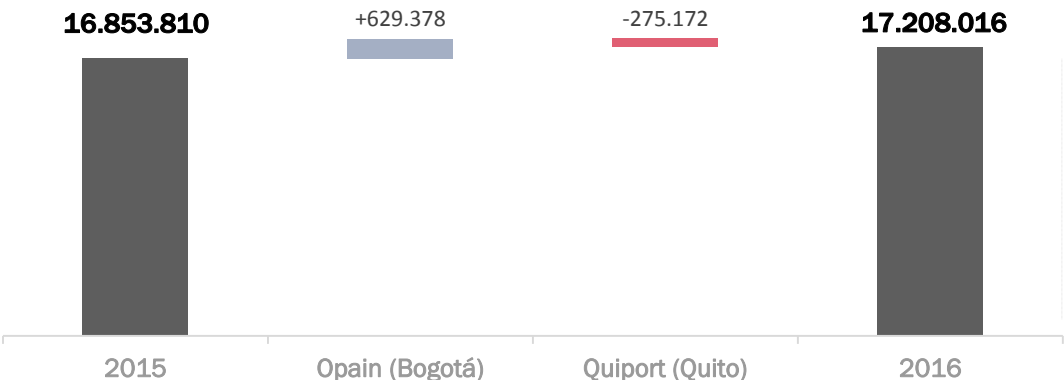
Decision to start negotiations to increase ODINSA's share in the Autopista Conexión Pacífico 2 Concession Project in Colombia.

Operating Figures

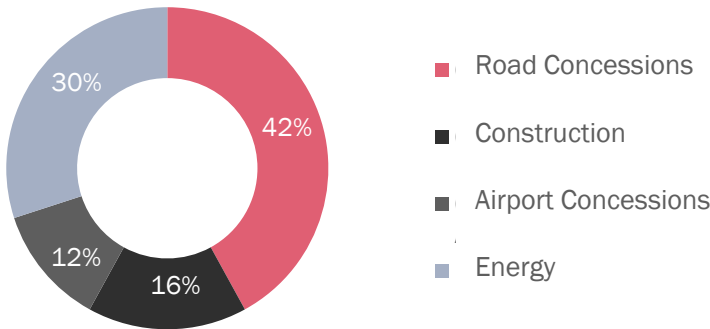
Average Daily Traffic (Road Concessions)



Airport Traffic



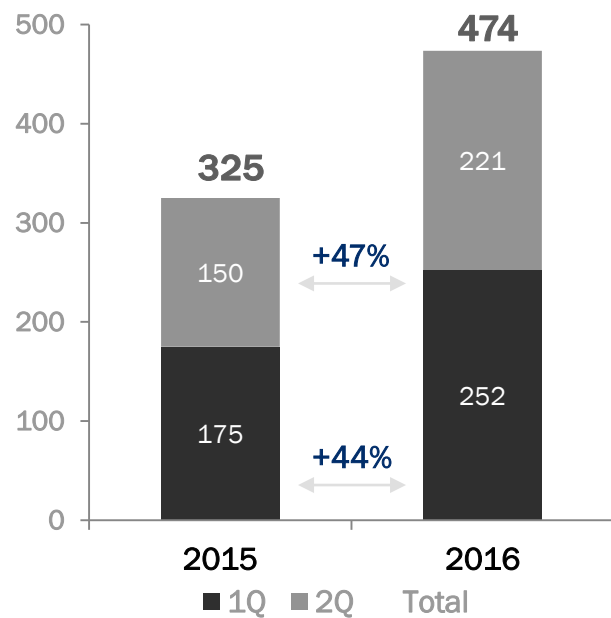
Revenue



Financial Results

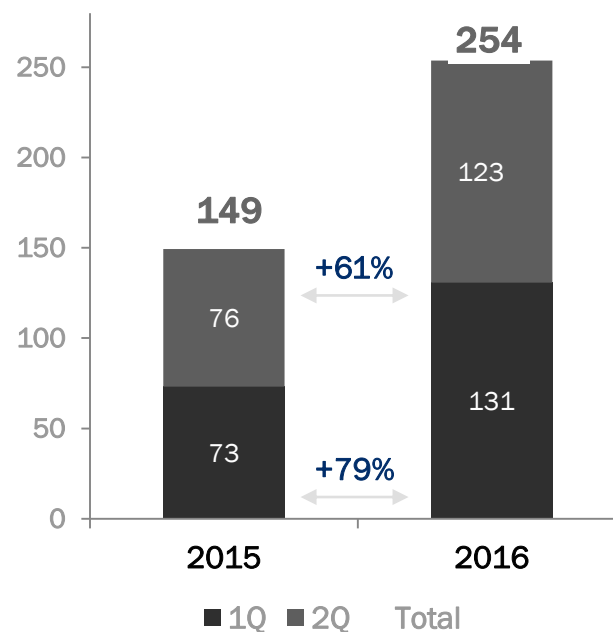
Revenue

Billions of COP

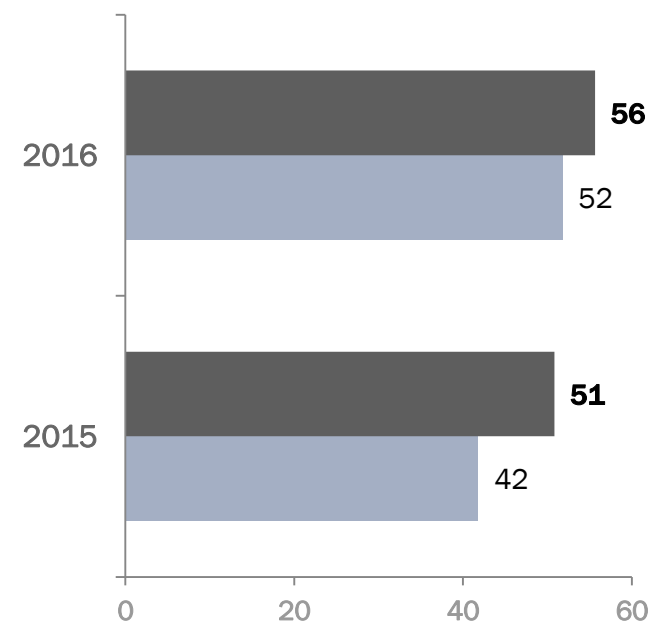


EBITDA

Billions of COP



EBITDA Margin (%)



- Considerable increase in revenue for good performance of concessions, construction and inclusion of Quiport (MPP) since December 2015.
- EBITDA benefited by the consolidation of Autopistas del Nordeste and Boulevard Turístico del Atlántico (Dominican Republic), due to an increase in the share in May 2016.



Real Estate Business



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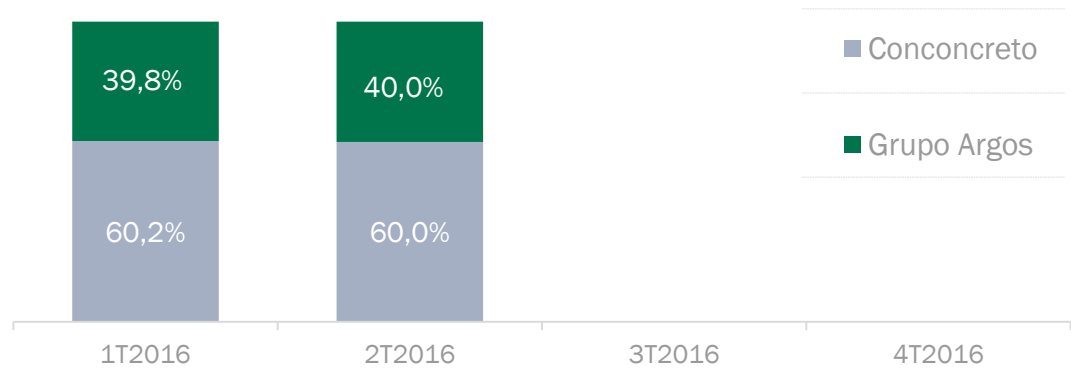
Relevant Events



Non-strategic assets in San Fernando Plaza were divested, totaling **COP 3,600 million**, generating a profit of **COP 986.5 million**.

Operating Figures

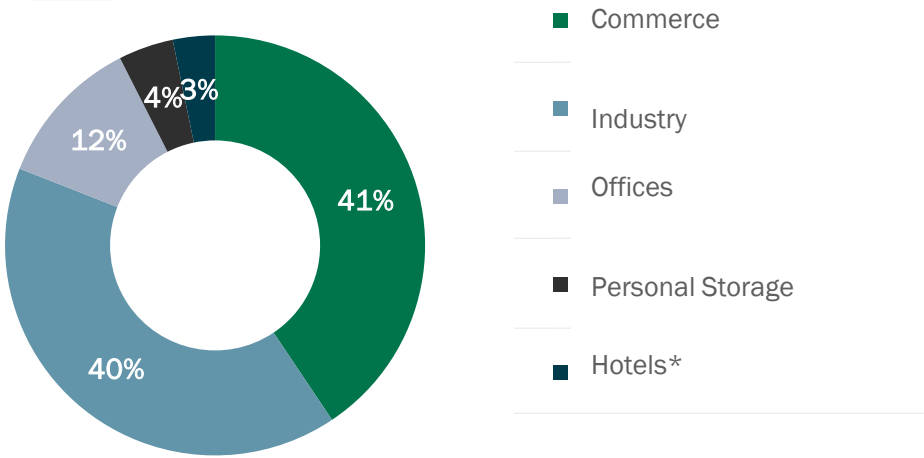
Shareholding in Pactia



This percentage will reach 50%-50% once Grupo Argos completes the fund payments.

* 697 rooms in operation, not adjusted to shareholding
**In millions of Colombian pesos

GLA 432,643 m²



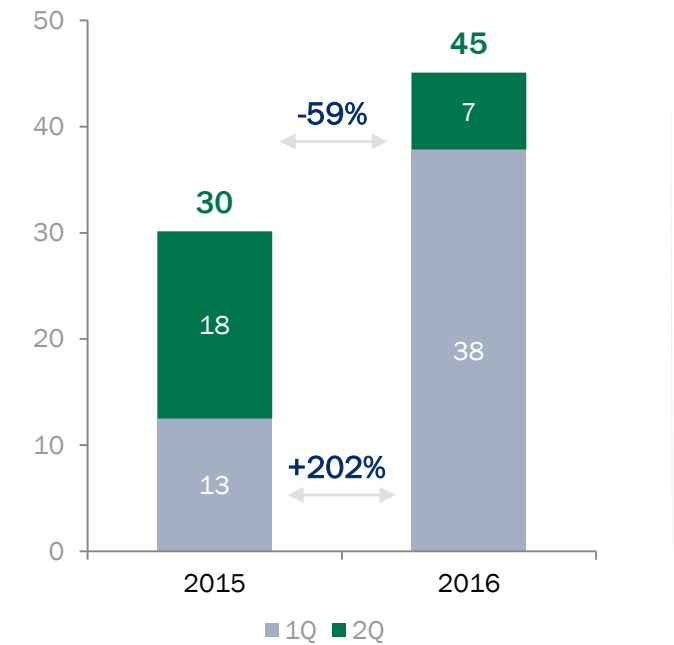
Net Operating Revenue**

Commerce	20,178
Industry	6,851
Offices	4,310
Personal Storage	778
Hotels	1,266
Total	33,382

Financial Results

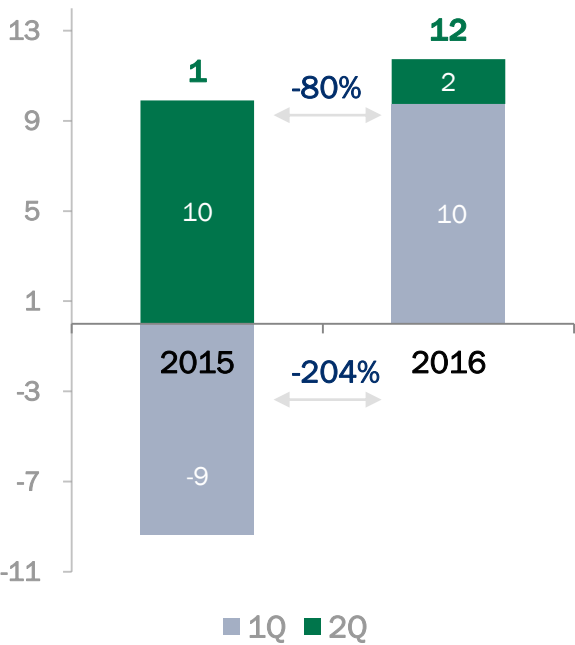
Revenue

Billions of COP

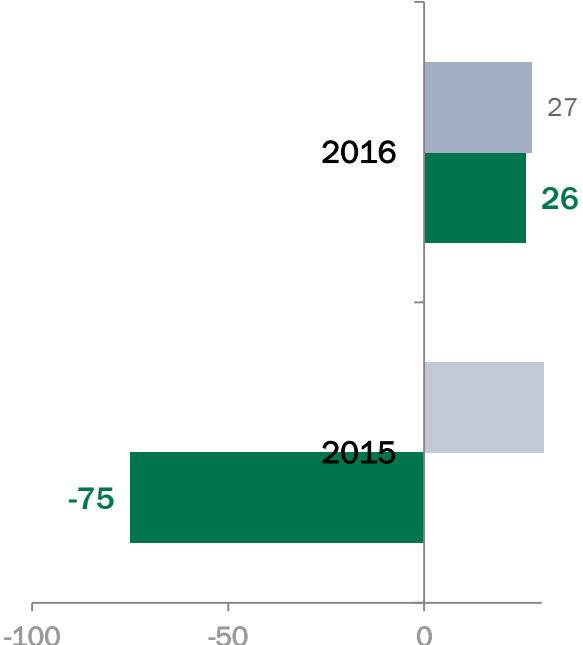


EBITDA

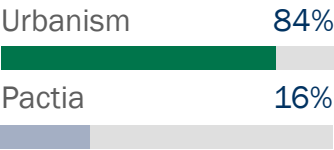
Billions of COP



EBITDA Margin (%)



Breakdown of Revenue:





Port Business



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Relevant Events

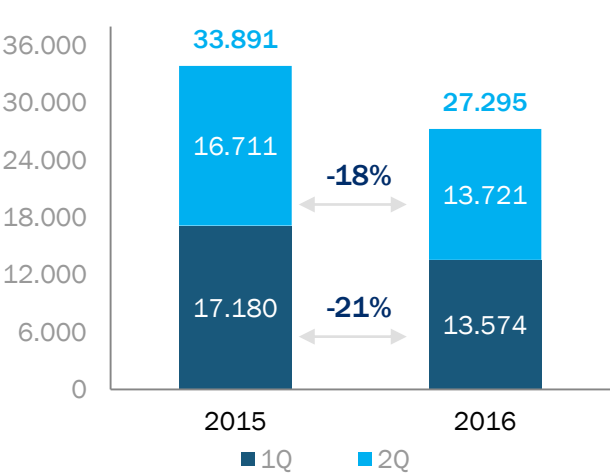


Compas Terminal, Barranquilla

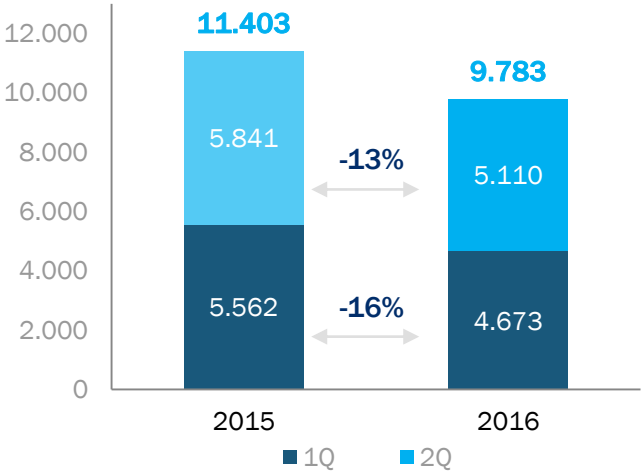
Ongoing expansion in the Cartagena Port with APM terminals that will multiply current capacity by 3.
Progress in the Aguadulce terminal that will be the most modern.

Operating Figures

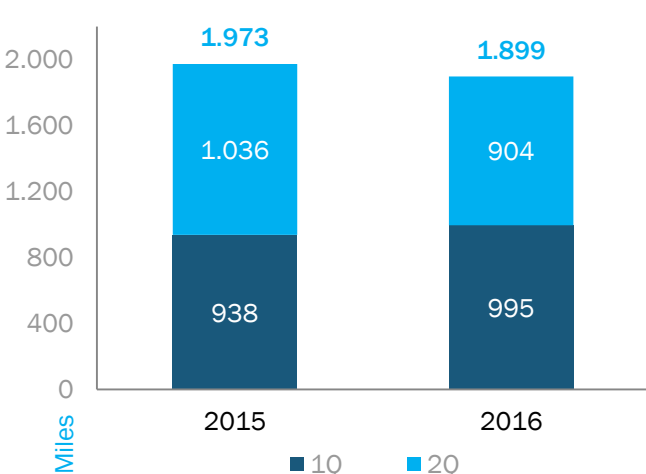
of Mobilized Containers



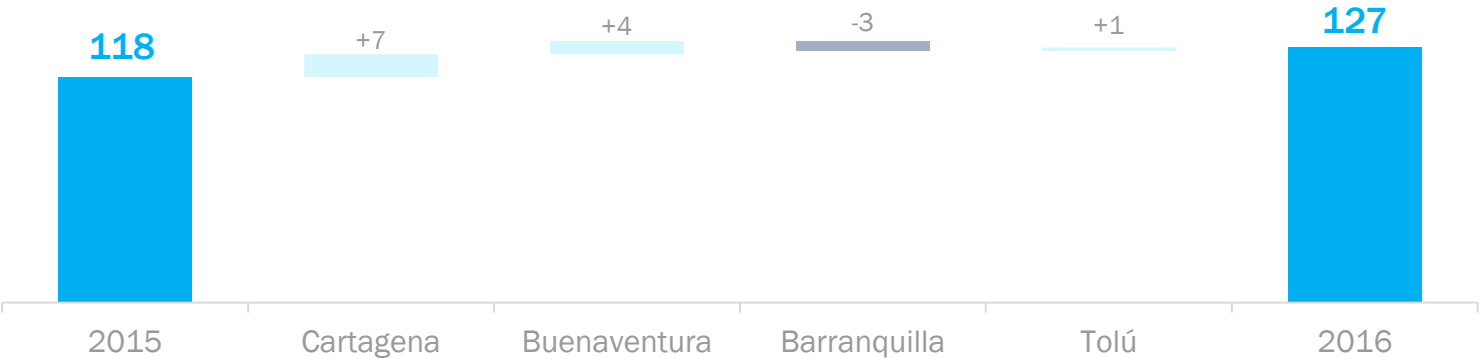
of Import and Export Containers



Tons of Cargo and General Cargo



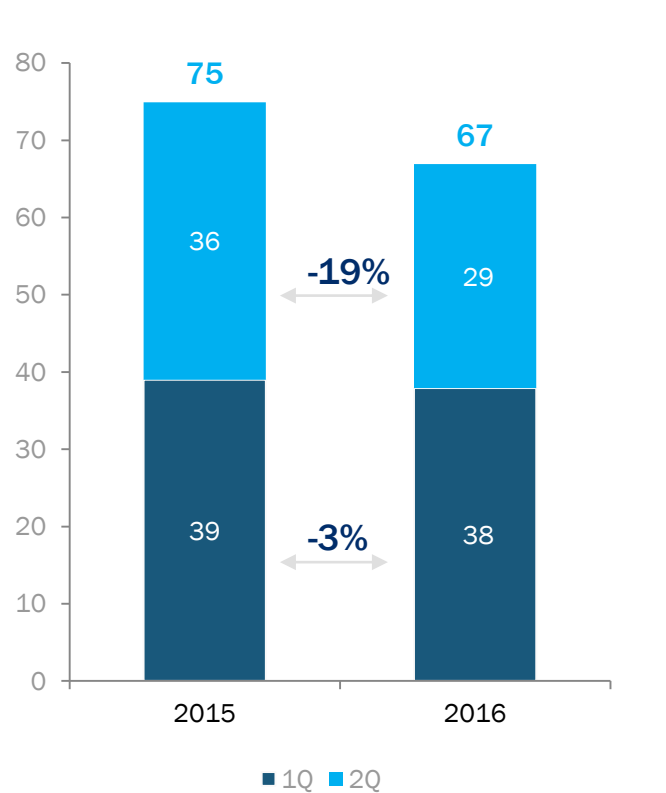
of Motor Ships Mobilized



Financial Results

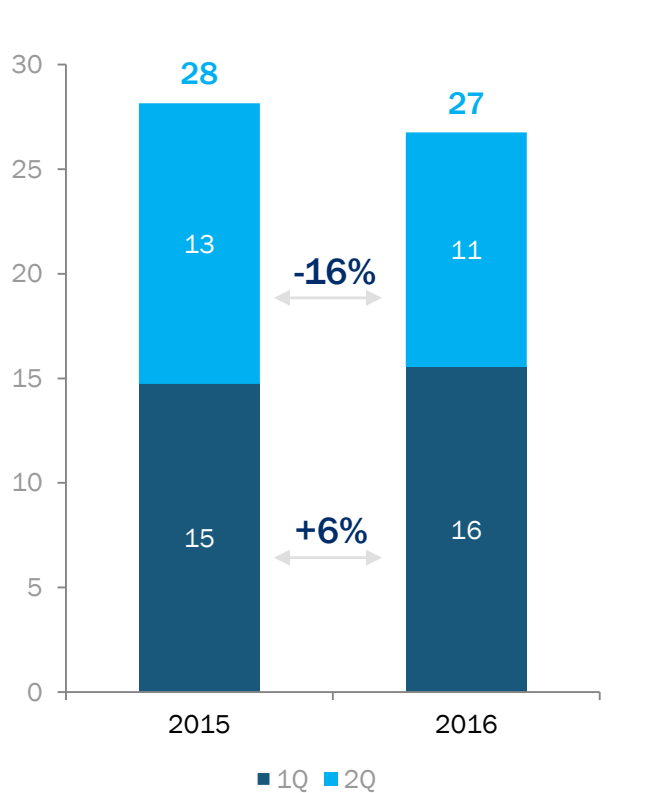
Revenue

Billions of COP

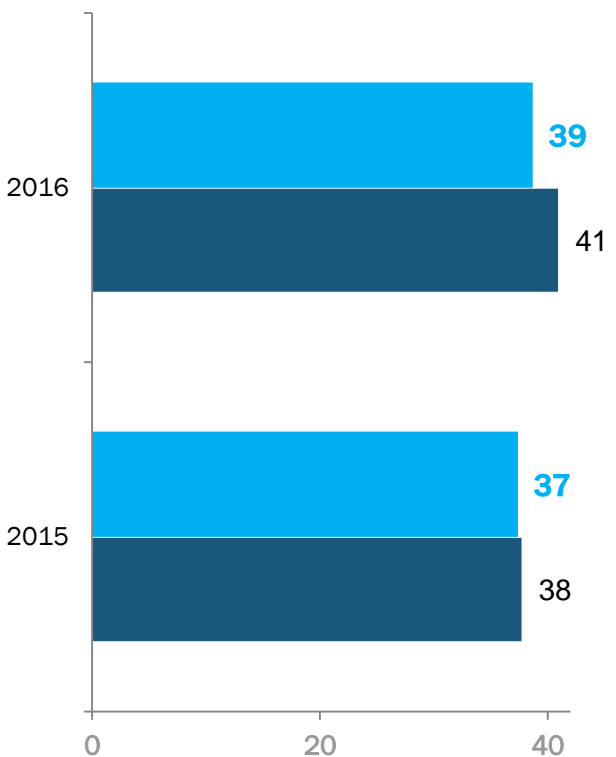


EBITDA

Billions of COP

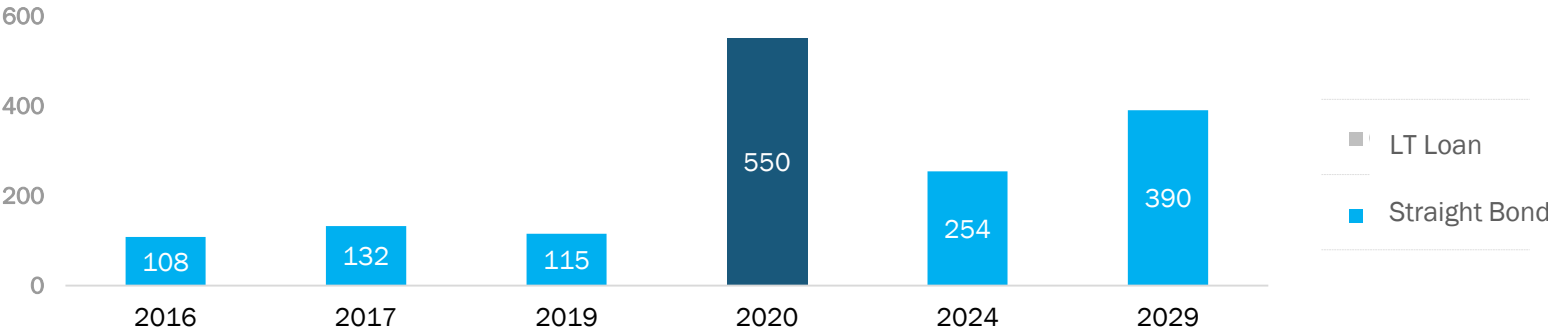


EBITDA margin (%)



Debt Profile

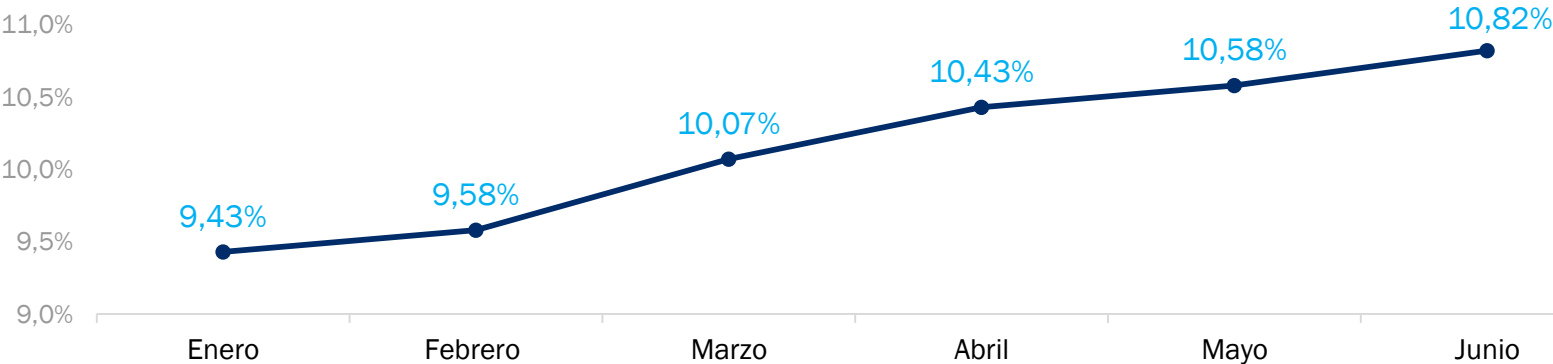
COP 1.55 Trillion (USD 513 Million)*



Debt/EBITDA

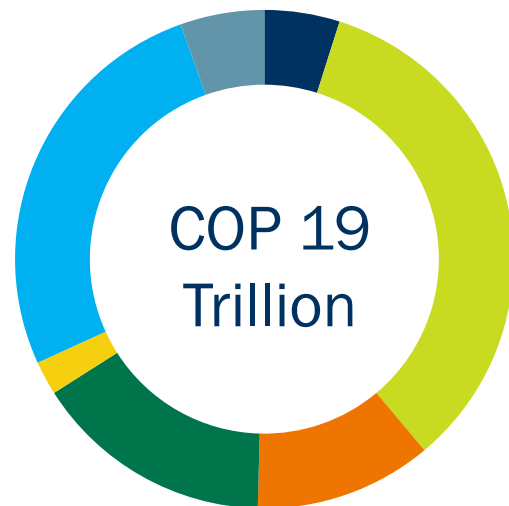
3.5X

Cost of the Individual Debt (%)



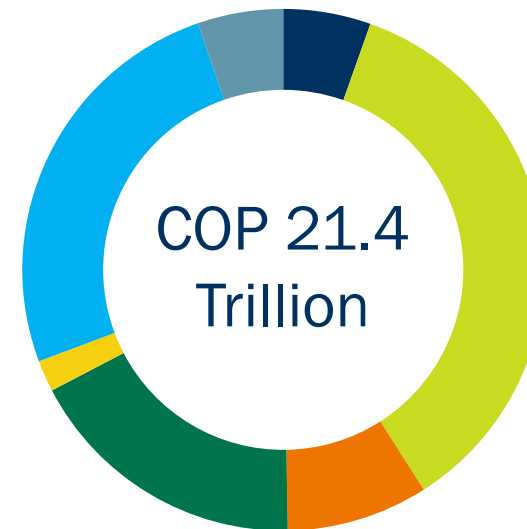
Investment Portfolio

June 2015



- Concessions
- Cement
- Energy
- Real Estate
- Coal
- Financial Services
- Food

June 2016



- Concessions
- Cement
- Energy
- Real Estate
- Coal
- Financial Services
- Food

*The value of each investment is calculated based on the securities exchange price at June 30, 2015 and 2016, respectively, for the companies listed on the securities exchange, and on the general terms of the demerger. For 2016, the concessions correspond to the sum of the shareholding in ODINSA and the shareholding in Compas; and real estate corresponds to the sum of the land bank and Pactia.










Annexes



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Grupo Argos – Contribution by Business

		Var.		Var.		Var.		Var.		Var.		Var.		Eliminations	Consolidado	Var.
Revenue from Ordinary Activities	4.401.815	27%	2.224.930	43%	45.092	50%	70.966	-9%	509.164	-6%	26.081	39%	473.502	-299.777 (1)	7.451.773	36%
Gross Profit	1.030.467	32%	451.504	28%	42.405	62%	27.914	-7%	509.097	1%	10.024	72%	307.697	-259.308 (1)	2.119.800	39%
Gross Margin	23,4%		20,3%		94,0%		39,3%		100,0%		38,4%		65,0%		28,4%	
Profit from Operations	504.590	44%	277.468	18%	11.696	4364%	16.504	-15%	459.775	0%	4.548	809%	217.378	-246.059 (1)	1.245.900	37%
Operating margin	11,5%		12,5%		25,9%		23,3%		90,3%		17,4%		45,9%		16,7%	
EBITDA	861.413	27%	479.567	13%	11.737	2096%	27.000	-5%	471.480	0%	6.104	281%	253.714	-256.617 (1)	1.854.398	29%
EBITDA Margin	19,6%		21,6%		26,0%		38,0%		92,6%		23,4%		53,6%		24,9%	
Controlling Company Margin	231.995	39%	-33.306	-71%	7.216	666%	7.450	1%	374.320	-3%	766	116%	82.807	-418.947 (2)	252.302	-14%
	5,3%		-1,5%		16,0%		10,5%		73,5%		2,9%		17,5%		3,4%	

(1) Elimination using the equity method of the Holding Company, intercompany revenue, exclusion of Compas

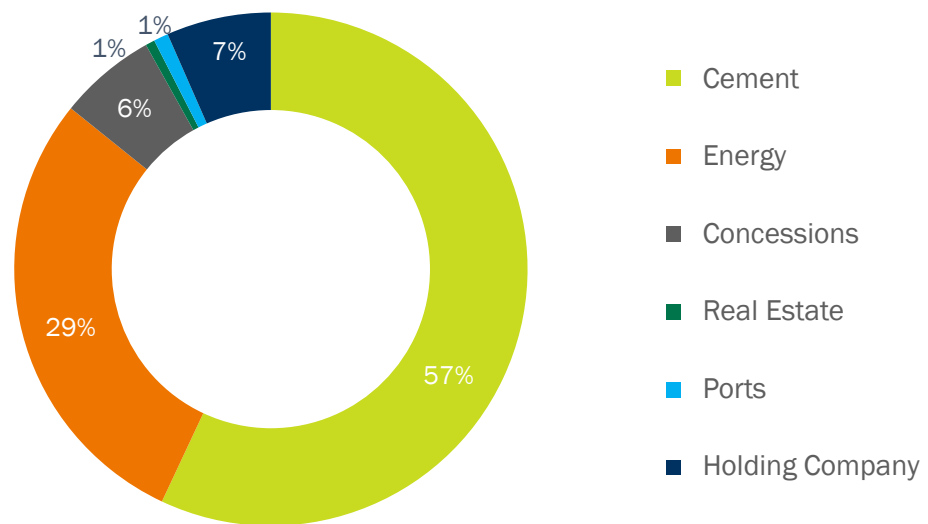
(2) Elimination using the equity method of the Holding Company, intercompany revenue, exclusion of Compas, Celsia retailers, recovery of shareholding in EPSA, other retailers.

(3) Includes the equity method generated in the consolidated results and excludes the real estate business

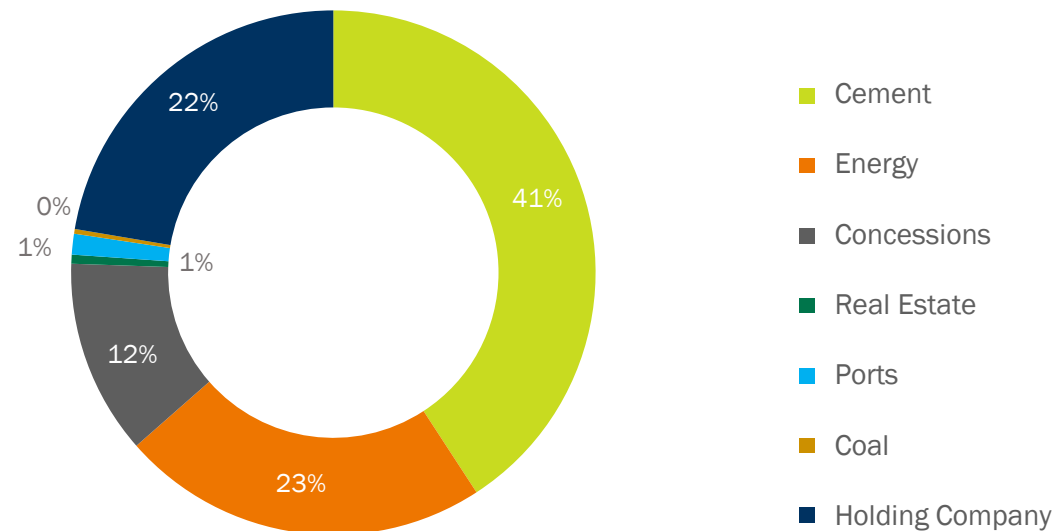
(4) The results of ODINSA only refer to the months October, November and December.

Grupo Argos – Contribution by Business

Revenue



EBITDA





Thank You



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