
GRAÑA Y MONTERO

Conference Call
2Q 2017



Second Quarter 2017

Agenda

1. Introduction
2. Discussion of Financial Results
3. Q&A



1. Introduction

GSP – Financing Status

| | Conditions | Initial amount | Outstanding Amount |
|-------------------------------|--|----------------|--------------------|
| Performance Guarantee – CHUBB | <ul style="list-style-type: none">• Maturity: March 2018• Interest: 6% | US\$ 52.5 MM | US\$ 21.7 MM |
| Bridge Loan | <ul style="list-style-type: none">• Maturity: 2020 – 40% in the first year and additional 30% in the second year• Interest: LIBOR plus 4.50% (1Y), LIBOR plus 5.0% (2Y), LIBOR plus 5.5% (3Y) | US\$ 129 MM | US\$ 78.7 MM |
| Credit Suisse | <ul style="list-style-type: none">• Maturity: 2020 – 40% in the first year and additional 30% in the second year• Interest: LIBOR plus 4.90% | US\$ 150 MM | US\$ 104.3 MM |

GyM - Confirmed Syndicated line



- ✓ Final closing stage with BBVA, BCP, Scotiabank and Interbank.
- ✓ Amount for Working capital of US\$ 162 MM and a total amount for guarantees of US\$ 100 MM.

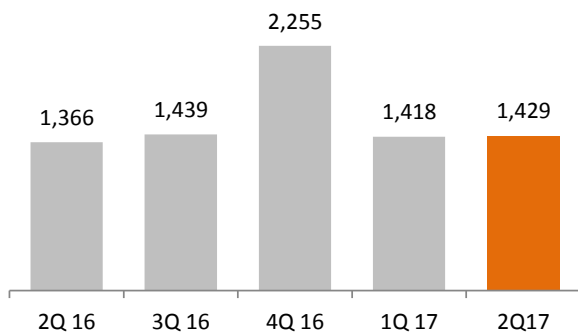


2. Discussion of Financial Results

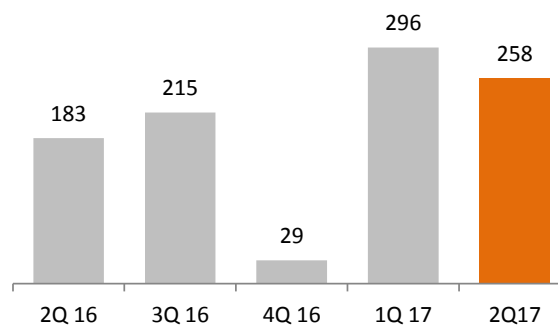
Financial Results Overview

- ✓ The Group achieved Revenues of S/. 2,847.3 MM during 2Q2017, a 1.7% increase compared to 2Q2016
- ✓ Gross Profit amounted to S/. 359.9 MM in 2Q2017, increasing 17.4% compared to 2Q2016
- ✓ EBITDA was S/. 554.6 MM in 2Q2017, higher by 48.9% than the result obtained in 2Q2016
- ✓ Net Income registered an increase reaching S/. 148.7 MM in 2Q2017

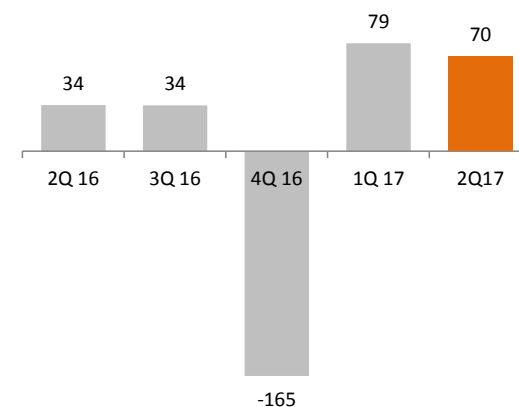
REVENUES BY QUARTER (S/.MM)



EBITDA BY QUARTER (S/.MM)

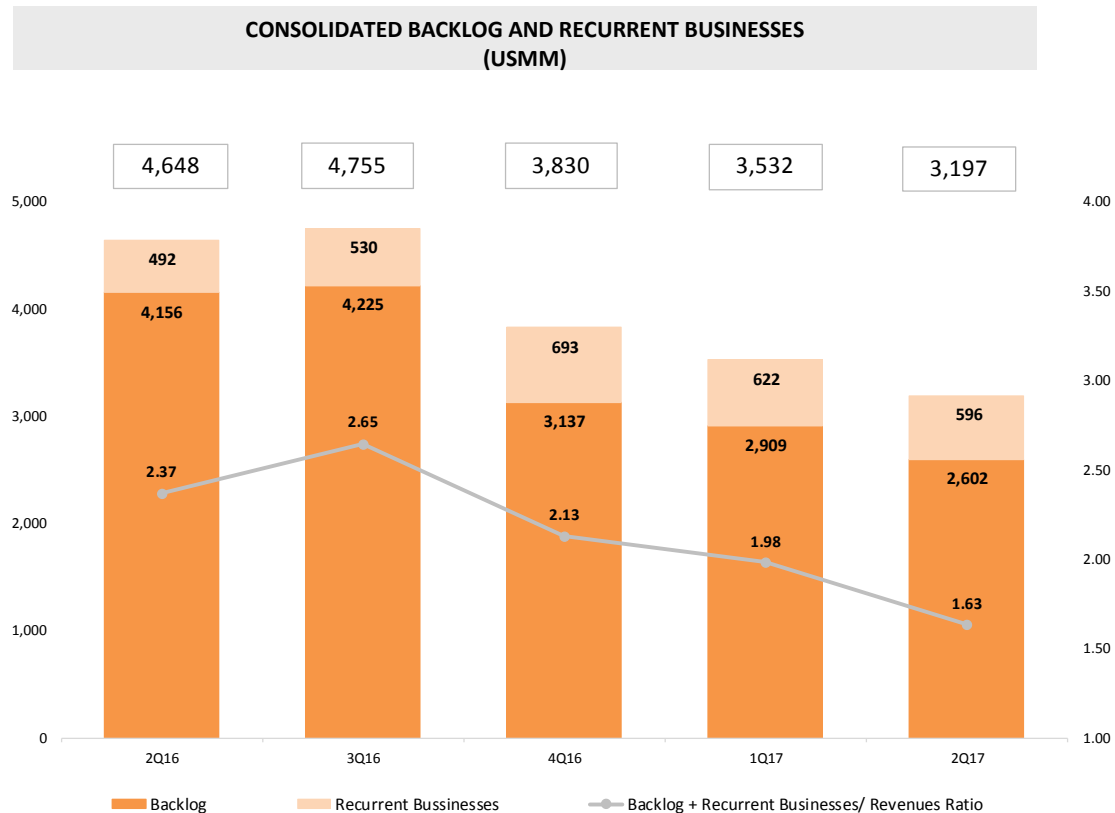


NET INCOME BY QUARTER (S/.MM)



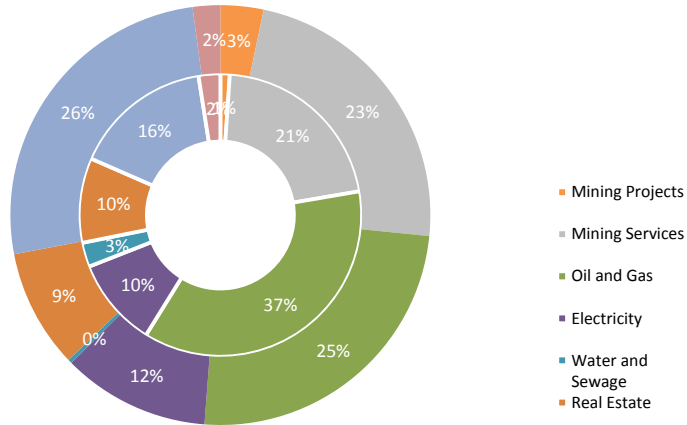
Backlog + Recurrent Businesses

- ✓ Backlog amounted to US\$ 2,601.9 MM as of 2Q2017 and the recurrent businesses amounted to US\$ 595.5 MM, reaching a total of US\$ 3,197.4 MM, equivalent to 1.63x the annual revenues

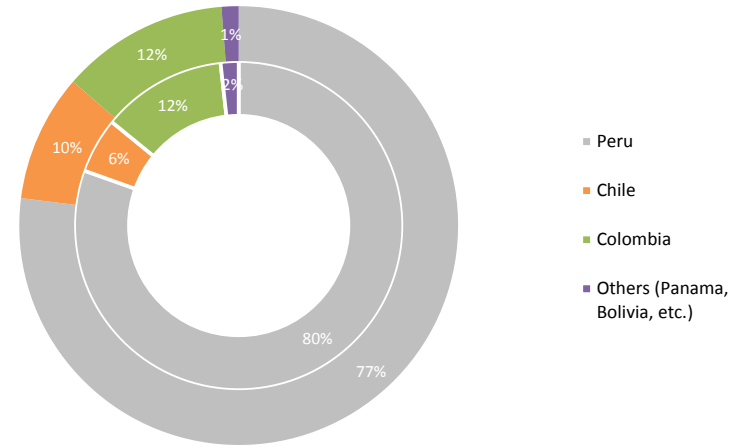


Backlog + Recurrent Businesses (2Q2016 – 2Q2017)

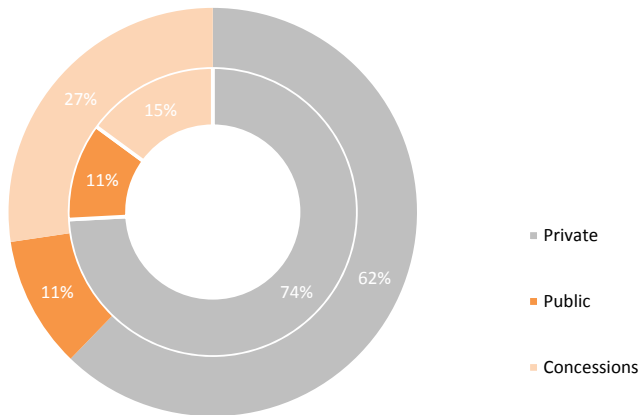
Backlog by End-Market



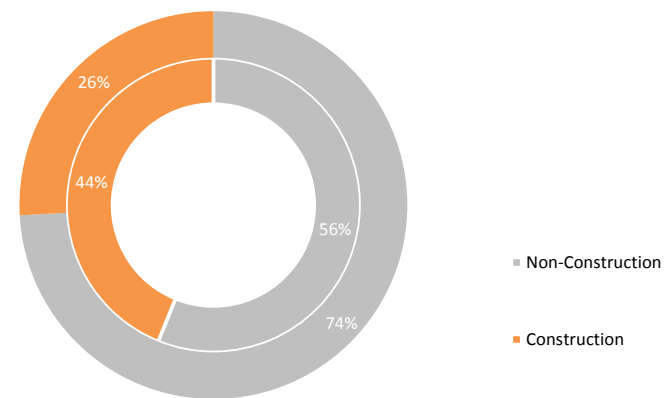
Backlog by Country



Public/Private



Construction/ Non- Construction



Composition of Indebtedness

Debt (US\$ thousand)

| | 2Q2016 | 3Q2016 | 4Q2016 | 1Q2017 | 2Q2017 |
|-----------------------------|----------------|----------------|------------------|------------------|----------------|
| Working Capital + Leasing | 386,857 | 396,888 | 382,677 | 383,045 | 344,055 |
| Project Finance | 323,303 | 337,238 | 336,389 | 348,576 | 335,414 |
| Financing associated to GSP | 116,458 | 146,627 | 277,415 | 247,344 | 173,593 |
| Total | 826,618 | 880,753 | 996,481 | 978,965 | 853,062 |
| CHUBB Debt | | | 52,500 | 52,500 | 21,679 |
| Total Debt | 826,618 | 880,753 | 1,048,981 | 1,031,465 | 874,741 |

EBITDA - LTM (US\$ thousand)

| | 2Q2016 | 3Q2016 | 4Q2016 | 1Q2017 | 2Q2017 |
|--|----------------|----------------|----------------|----------------|----------------|
| E&C + Real Estate + Technical Services | 148,303 | 169,016 | 102,633 | 132,743 | 146,041 |
| Infrastructure | 82,567 | 82,291 | 80,872 | 84,882 | 95,187 |
| Total | 230,870 | 251,307 | 183,505 | 217,625 | 241,228 |

Ratios

| | 2Q2016 | 3Q2016 | 4Q2016 | 1Q2017 | 2Q2017 |
|--|-------------|-------------|-------------|-------------|-------------|
| Debt/Ebitda (E&C + Real Estate + Technical Services) | 3.39 | 3.22 | 6.94 | 5.14 | 3.69 |
| Debt/Ebitda (Infrastructure) | 3.92 | 4.10 | 4.16 | 4.11 | 3.52 |
| Consolidated Debt/Ebitda | 3.58 | 3.50 | 5.72 | 4.74 | 3.63 |



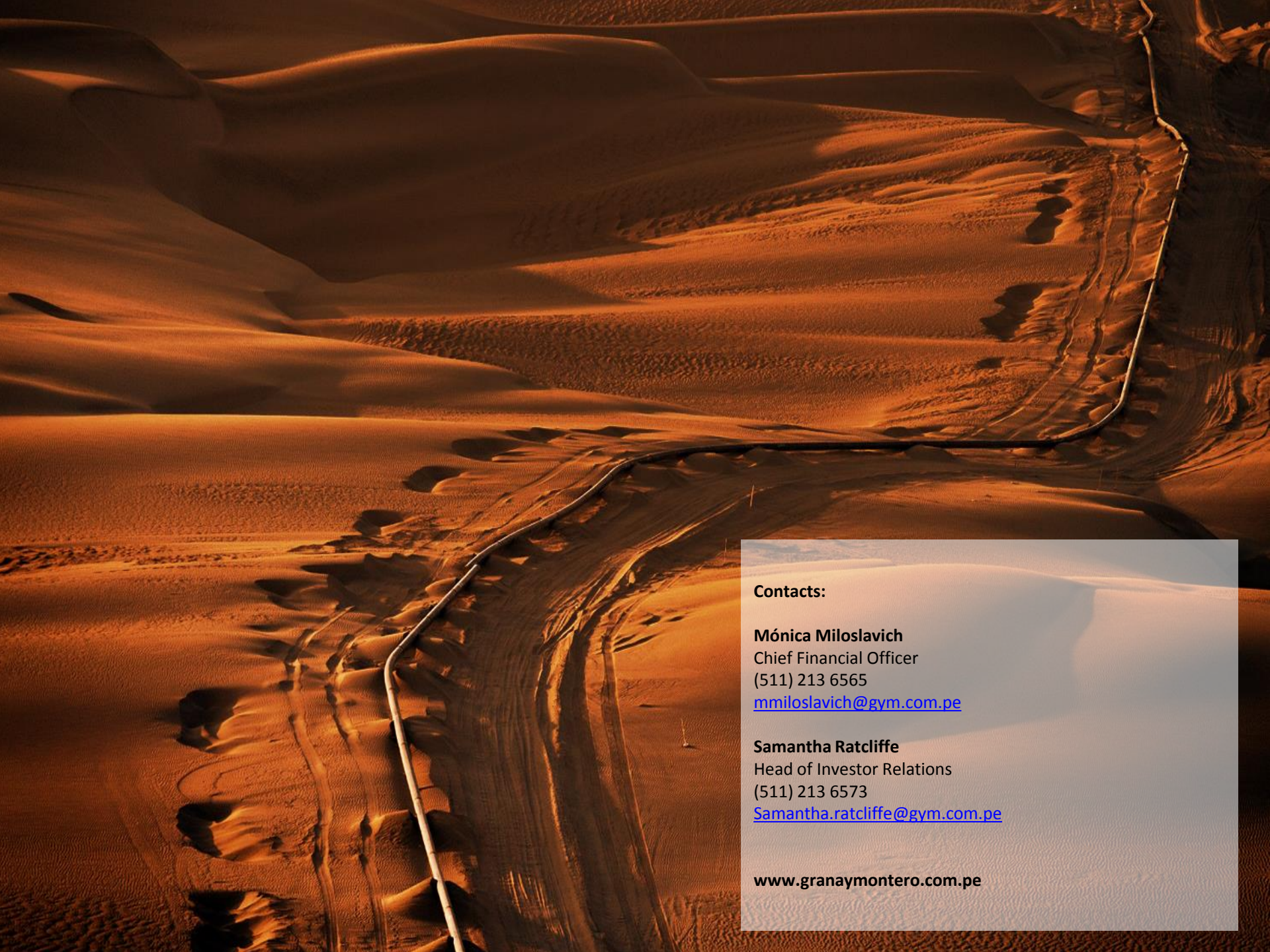
3. Q&A

Grupo Graña y Montero

Forward-looking statements

This presentation contains forward-looking statements. Forward-looking statements convey our current expectations or forecasts of future events. These statements involve known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to differ materially from the forward-looking statements that we make. Forward-looking statements typically are identified by words or phrases such as “may,” “will,” “expect,” “anticipate,” “aim,” “estimate,” “intend,” “project,” “plan,” “believe,” “potential,” “continue,” “is/are likely to,” or other similar expressions. Any or all of our forward-looking statements in this presentation may turn out to be inaccurate. Our actual results could differ materially from those contained in forward-looking statements due to a number of factors, including, among others: global macroeconomic conditions, including commodity prices, and economic, political and social conditions in the markets in which we operate, particularly in Peru; major changes in Peruvian government policies at the national, regional or municipal levels, including in connection with infrastructure concessions, investments in infrastructure and affordable housing subsidies; social conflicts in Peru that disrupt infrastructure projects, particularly in the mining sector; interest rate fluctuations, inflation and devaluation or appreciation of the nuevo sol in relation to the U.S. dollar (or other currencies in which we receive revenue); our ability to continue to grow our operations, both in Peru and internationally; the level of capital investments and financings available for infrastructure projects of the types that we perform, both in the private and public sectors; competition in our markets, both from local and international companies; our ability to complete acquisitions on favorable terms or at all and to integrate acquired businesses and manage them effectively post-acquisition; performance under contracts, where a failure to meet schedules, cost estimates or performance targets on a timely basis could result in reduced profit margins or losses and impact our reputation; developments, some of which may be beyond our control, that affect our reputation in our markets, including a deterioration in our safety record; industry-specific operational risks, such as operator errors, mechanical failures and other accidents; availability and costs of energy, raw materials, equipment and labor; our ability to obtain financing on favorable terms; our ability to attract and retain qualified personnel; our ability to enter into joint operations, and rules involved in operating under joint operation or similar arrangements; our exposure to potential liability claims and contract disputes, including as a result of environmental damage alleged to have been caused by our operations; our and our clients’ compliance with environmental, health and safety laws and regulations, and changes in government policies and regulations in the countries in which we operate; negotiations of claims with our clients of cost and schedule variances and change orders on major projects; volatility in global prices of oil and gas; the cyclical nature of some of our business segments; limitations on our ability to operate our concessions profitably, including changes in traffic patterns, and limitations on our ability to obtain new concessions; our ability to accurately estimate the costs of our projects; changes in real estate market prices, customer demand, preference and purchasing power, and financing availability and terms; our ability to obtain zoning and other license requirements for our real estate development; changes in tax laws; natural disasters, severe weather or other events that may adversely impact our business; and certain other factors disclosed in our registration statement on Form F-1 on file with the SEC.

The forward-looking statements in this presentation represent our expectations and forecasts as of the date of this presentation. Except as required by law, we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date of this presentation. In light of the risks and uncertainties described above, the future events and circumstances discussed in this presentation might not occur and are not guarantees of future performance.



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