



EARNINGS ANNOUNCEMENT

30 SEPTEMBER 2013



1. HIGHLIGHTS

EXPRESSIVE PERFORMANCE IMPROVEMENTS IN THE THIRD QUARTER OF THE YEAR ...

- Turnover up 36%, leveraging in,
 - ▶ troiaresort's real estate asset sales (+4.9 M.€)
 - ▶ Sistavac Group's international and domestic operations performance (+37%)
 - ▶ Hospitality's improved summer season figures (+0.8 M.€, of which 0.5 M.€ in troiaresort hotel units)
- Recurrent EBITDA ^(a) of 4.5 M.€, 80% up on previous year's comparable, improving across all business lines through both increases in activity levels and improvements in the operations efficiency

... ADD UP TO THE SHIFT TOWARDS POSITIVE OPERATIONAL PERFORMANCE IN THE NINE MONTHS PERIOD...

- Turnover up 17%, to 97.7 M.€
- Recurrent EBITDA reached 5.1 M.€, compared to -0.2 M.€ in 9M12

... CONTRIBUTING TO POSITIVE 15 M.€ FREE CASH FLOW BEFORE DEBT SERVICE IN THE NINE MONTHS PERIOD, AND TO A NET DEBT DECREASE, TO 251.4 M.€, ITS LOWEST LEVEL SINCE 2008.

Net profit was negative 14.2 M.€ in the nine months period, improving from negative 14.8 M.€ in the previous year (excluding one-off non-cash income from 2012 net profit figure ^{b)})

We highlight as relevant information, that **up to today**, and since the beginning of the year, **sales efforts in troiaresort translated into 57 units (+30 units than those reported in our previous earnings announcement)**, including 28 sales deeds, 18 promissory purchase agreements and 11 reservation agreements.

^(a) EBITDA excluding restructuring costs arising from cost optimization plans, including those previously disclosed and ongoing plans and adjustment referred to in (b) below.

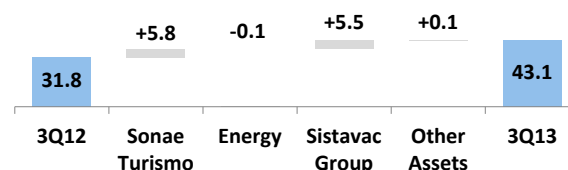
^(b) Adjustment arising from the value update of Imosede Fund's participation units.

2. OVERALL PERFORMANCE

Consolidated Profit and Loss Million euro						
	3Q13	3Q12	Δ 13/12	9M13	9M12	Δ 13/12
Total Operational Income	45.4	37.0	+22.6%	103.5	92.6	+11.7%
Turnover	43.1	31.8	+35.6%	97.7	83.7	+16.7%
Other Operational Income	2.3	5.2	-56.6%	5.8	8.9	-35.4%
Total Operational Costs	-40.1	-31.6	-26.9%	-97.4	-90.2	-8.0%
Cost of Goods Sold	-12.7	-10.0	-26.8%	-30.6	-25.9	-18.1%
Change in Stocks of Finished Goods	-2.9	1.0	-	-1.6	-0.9	-72.7%
External Supplies and Services	-15.2	-11.8	-28.5%	-37.0	-32.7	-13.0%
Staff Costs	-8.9	-9.5	+7.2%	-26.6	-28.0	+4.7%
Other Operational Expenses	-0.6	-1.3	+54.6%	-1.6	-2.6	+40.6%
Recurrent EBITDA	4.5	2.5	+80.3%	5.1	-0.2	-
EBITDA	4.2	5.0	-15.5%	4.3	1.8	>100%
EBIT	1.0	2.0	-52.6%	-5.5	-8.2	+32.7%
Net Financial Expenses	-3.1	-3.0	-5.3%	-8.4	-8.6	+1.8%
Investment Income and Results from Assoc. Undertakings	1.3	18.7	-93.1%	4.2	20.7	-79.4%
EBT	-0.9	17.7	-	-9.7	3.9	-
Taxation	-1.4	-2.9	+52.2%	-4.5	-1.8	<-100%
Net Profit	-2.2	14.9	-	-14.2	2.1	-
Attributable to Equity Holders of Sonae Capital	-2.5	14.7	-	-14.5	2.2	-
Attributable to Non-Controlling Interests	0.3	0.2	+69.7%	0.3	-0.2	-

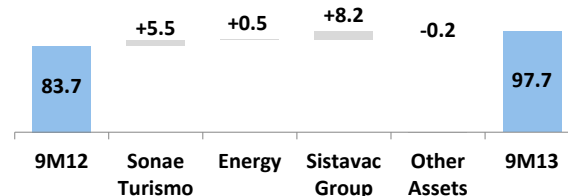
Consolidated Balance Sheet Million euro			
	9M13	2012	Δ 13/12
Total Assets	640.7	657.4	-2.5%
Tangible and Intangible Assets	247.8	253.9	-2.4%
Goodwill	61.0	61.0	+0.0%
Non-Current Investments	52.1	55.0	-5.2%
Other Non-Current Assets	47.2	48.3	-2.3%
Stocks	185.9	187.8	-
Trade Debtors and Other Current Assets	42.5	48.1	-11.7%
Cash and Cash Equivalents	4.2	3.2	+30.8%
Total Equity	312.9	324.0	-3.4%
Total Equity attributable to Equity Holders of Sonae Capital	304.2	315.2	-3.5%
Total Equity attributable to Non-Controlling Interests	8.7	8.7	-0.4%
Total Liabilities	327.9	333.5	-1.7%
Non-Current Liabilities	170.5	180.1	-5.3%
Non-Current Borrowings	149.2	158.7	-5.9%
Deferred Tax Liabilities	13.9	14.3	-2.9%
Other Non-Current Liabilities	7.4	7.1	+4.0%
Current Liabilities	157.3	153.4	+2.6%
Current Borrowings	106.4	100.6	+5.7%
Trade Creditors and Other Current Liabilities	50.9	52.7	-3.4%
Total Equity and Liabilities	640.7	657.4	-2.5%

Turnover reached 43.1 million euro in the third quarter of the year, representing a 35.6% growth over the comparable period,

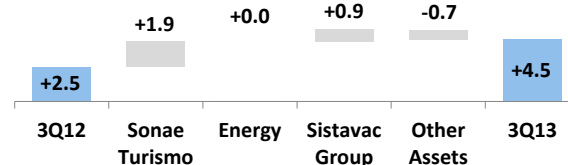


mostly driven by real estate sales in troiaresort and by the Sistavac Group.

The quarter's turnover performance positively contributed to the nine months 16.7% turnover growth, to 97.7 million euro.

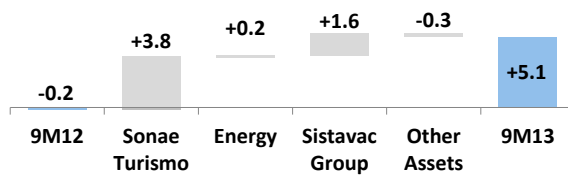


Recovery in activity levels translated into a 2.0 million euro growth in the quarter's **recurrent EBITDA**, up to 4.5 million euro,

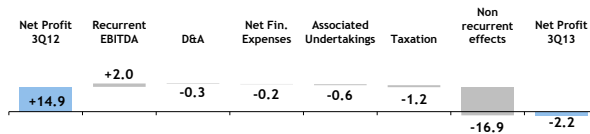


comprising an improvement in contributions from Resorts (+56%), Sistavac Group (up 0.9 million euro) and Hotels (up 0.4 million euro), all of which, together with the Energy business, posted positive contributions to the quarter's recurrent EBITDA.

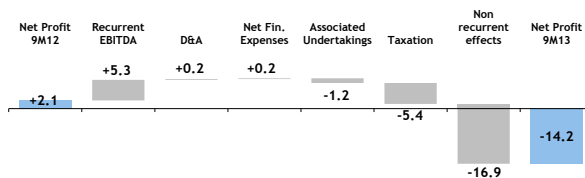
Nine months corresponding figure remained at positive 5.1 million euro, significantly above last year's negative 0.2 million euro.



Net profit was negative 2.2 million euro in the quarter,



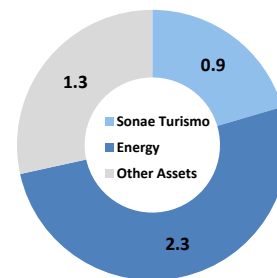
and negative 14.2 million euro in the nine months reporting period.



In either case, change towards the previous year figures (positive 14.9 and 2.1 million euro) is mostly explained by the non-recurrent one off impact from the change in the accounting method of Imosede Fund participation units (totaling positive 17.1 million euro) which was accounted for in the third quarter of 2012.

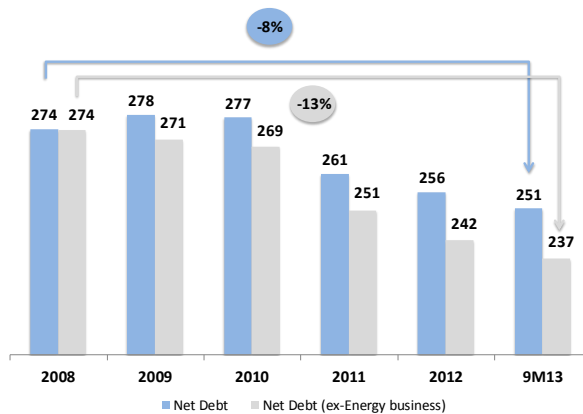
Net Capital Employed Million euro			
	9M13	2012	2011
Net Capital Employed	564.3	580.0	598.0
Capex in the Period	4.4	12.1	11.0
Working Capital	177.4	183.2	208.8
Equity	312.9	324.0	336.9
Net Debt	251.4	256.1	261.1
Net Debt / Capital Employed	44.6%	44.1%	43.7%
Gearing	80.3%	79.0%	77.5%

Capex amounted to 4.4 million euro in the first nine months of the year, and as in previous periods, is mostly explained by the Energy business contribution,



of which circa 1.3 million euro regard investment in a photovoltaic plant.

As at 30 September 2013, **Net Debt** amounted to 251.4 million euro (237.2 million euro excluding debt from the Energy business),



representing a 8 million euro decrease compared to the end of the previous quarter, and its lowest level since 2008.

Following the policies and measures implemented to manage liquidity and bank relationship risks, the Group does not foresee any risks which may affect businesses as a going concern.

3. SEGMENT PERFORMANCE

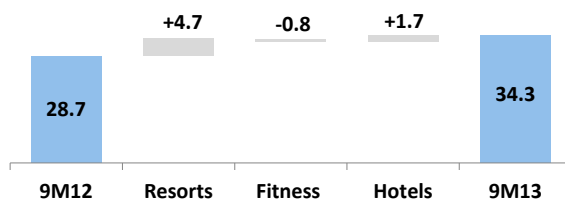
SONAE TURISMO

Sonae Turismo's **turnover** reached 18.7 million euro in the quarter,

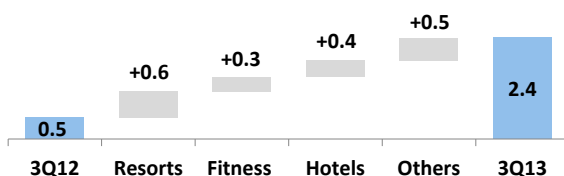


which represents a significant 44% increase compared to the third quarter of the previous year, mainly anchored in the Resorts and Hotels business units.

Year to date turnover grew accordingly, amounting to 34.3 million euro (from 28.7 million euro in 2012).



Recurrent EBITDA in the quarter reached positive 2.4 million euro, compared to positive 0.5 million euro in the previous year, once again with improved contributions from all operational business segments.



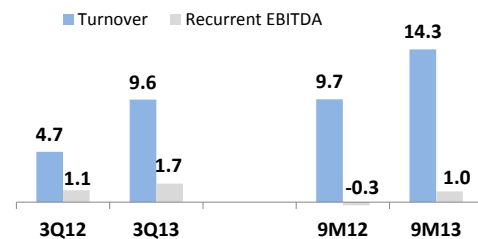
Despite of the good operational performance in the quarter, recurrent EBITDA for the nine months did not reach positive ground, although improving 71% to negative 1.6 million euro.



The Hotel business delivered a negative contribution in the nine months (-3.0 million euro), which was partially offset by positive contributions from Resorts and Fitness (1.0 million euro and 0.2 million euro, respectively).

RESORTS

As at the date of this announcement, real estate contracts signed regarding residential units in **troiaresort** include 28 sales deeds (18 until 30 September),

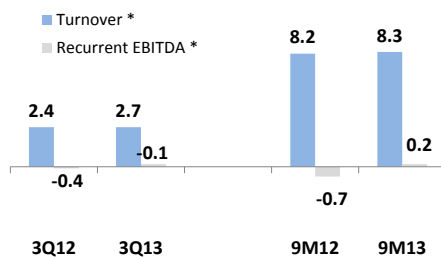


18 promissory purchase agreements, and 11 reservation agreements (the latter including the payment of a reservation fee).

▪ FITNESS

Set within the strategic objectives of increasing the scale of operation, following a capital light strategy, and growing average profitability, the business has been managing a third party owned fitness center since August 2013 (still with marginal contribution to third quarter figures).

Excluding the contribution from the discontinued fitness operation in Spain, **turnover** grew 0.3 million euro in the quarter and 0.1 million euro in the nine months.



*Excluding the contribution from the discontinued fitness operation in Spain.

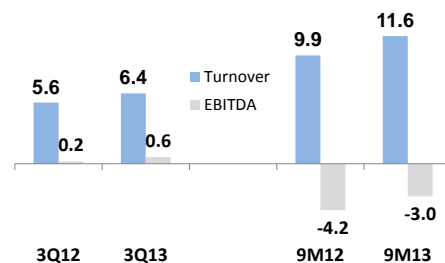
Recurrent EBITDA improved 0.3 million euro in the quarter, remaining marginally negative at -0.1 million euro mainly due to the seasonality effect on business.

In the nine months period, recurrent EBITDA remained at positive 0.2 million euro (negative 0.7 million euro in the comparable 2012 period), benefiting from the increase in the membership basis and from increased operational efficiency.

▪ HOTELS

Summer season delivered two digit growth in **turnover** from all of the Group's hotel units (+17% in troiaresort, +14% in Porto Palácio and +12% in Lagos), with the most significant contribution arising from Troia's units (3.6 million euro), driven by the 18% increase in the number of room nights sold in the quarter.

Besides the better summer season outcome, the nine months turnover (up 18% to 11.6 million euro) has also profited from increased international occupancy in troiaresort units (mainly driven by golf and groups segment) and from growth in MICE and corporate segments in Porto Palácio Hotel.

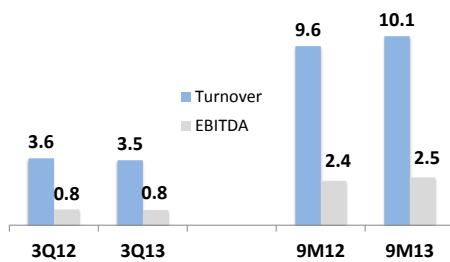


EBITDA in the quarter achieved positive 0.6 million euro (0.2 million euro in the third quarter of 2012), still not enough to reach operational breakeven in the nine months, despite of a significant 1.2 million euro improvement over the previous year.

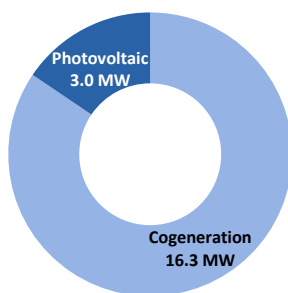
ENERGY

Quarterly performance evidences the steady **turnover** and **EBITDA** profile of the Energy business portfolio.

Growth in the nine months period is explained by the contribution of Vale de Cambra cogeneration plant, which only started operating in the second half of 2012.



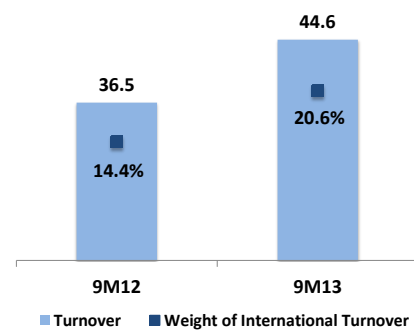
Once the new photovoltaic plant starts its full operation, the power under management will rise to 19.3 MW.



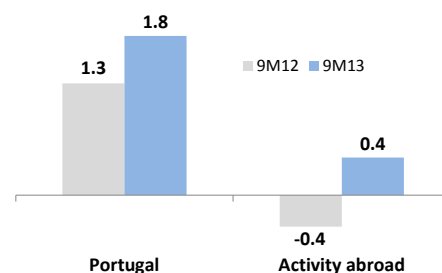
REFRIGERATION, HVAC

Sistavac Group's international **turnover** (consolidating exports from Portugal and direct sales abroad) has grown by 75% in the first nine months of the year, amounting to 9.2 million euro.

Turnover performance in Portugal has been positive in the nine months, growing 14%, to 35.4 million euro. New commercial refrigeration projects were the main catalysts of this increase.

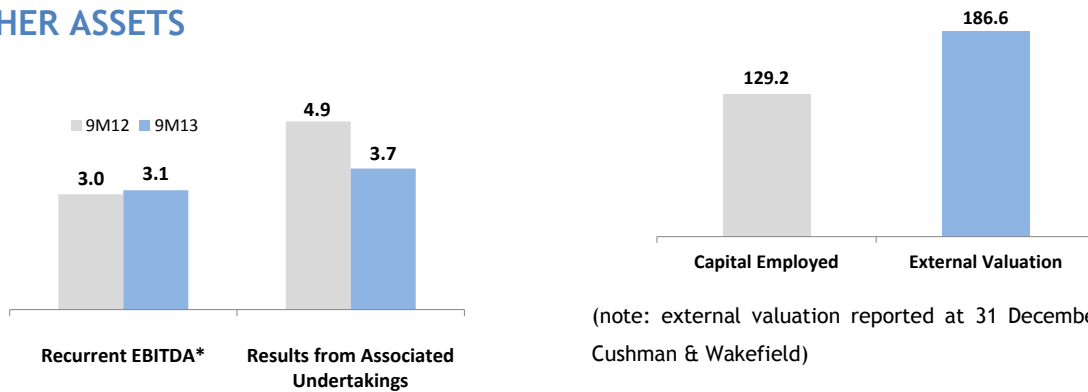


Recurrent EBITDA performance in Portugal was driven by increased activity levels and continued cost optimization efforts. Internationally, the Brazilian operation is the sole driver of EBITDA growth, mainly through increased activity levels.



As already noted, this business area still encloses potential for additional efficiency gains.

OTHER ASSETS



*Arising from rentals and sale of non-strategic real estate assets.

Non-strategic assets, which are available for sale, include:

- **REAL ESTATE ASSETS (excluding Sonae Turismo)**

Sales pace has been slow regarding this group of assets, with sales deeds amounting to 0.3 million euro in the first nine months of the year.

Addressing current market trends and the demand profile for such type of assets, 61 rental contracts regarding City Flats were signed up to today (with 47 apartments remaining available for sale/rental).

As at 30 September, capital employed in real estate assets (excluding Sonae Turismo assets) amounted to 129.2 million euro:

(note: external valuation reported at 31 December 2011 - Cushman & Wakefield)

- **FINANCIAL SHAREHOLDINGS**

Major assets as at 30 September:

Asset	% Shareholding
Norscut	36.00%
Imosede Fund	25.85%
Saúde Atlântica (Healthcare)**	50.00%
Lidergraf	24.50%

**Sold in October 2013.

In the reporting period, the main change in this segment regards the sale of 6.51% stake in Imosede Real Estate Investment Fund, which occurred in March 2013, generating a 10 million euro cash inflow.

The Group proceeds with efforts aimed at selling non-strategic assets, in order to foster deleveraging and support future growth plans.

Maia, 20 November 2013
The Board of Directors

GLOSSARY

- HVAC = Heating, Ventilation and Air Conditioning.
- Capex = Investment in Tangible and Intangible Assets.
- EBITDA = Operational Profit (EBIT) + Amortization and Depreciation + Provisions and Impairment Losses (excluding those regarding receivables) + Impairment Losses of Real Estate Assets in Stocks (included in Costs of Goods Sold) - Reversal of Impairment Losses and Provisions (included in Other Operating Income, excluding those regarding receivables).
- Gearing Ratio = Net Debt / Equity.
- Net Debt = Non-Current Loans + Current Loans - Cash and Cash Equivalents - Current Investments.

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