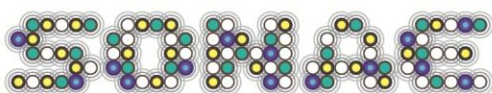


SONAE

1ST QUARTER RESULTS 2014



IMPROVING LIFE

1 HIGHLIGHTS and CEO Message

Sonae reinforced its position in the Portuguese retail market, despite the seasonal Easter effect and the increasingly competitive environment

Sonae MC continued to show resilience:

- reinforcing its leading position in the Portuguese food retail market
- growing turnover by 2% in 1Q14

Sonae SR confirmed the strong positive trend:

- improving turnover by 10%
- significantly recovering underlying EBITDA margin by 2.7p.p.
- growing market share in the main formats in Portugal and Spain

Sonae Sierra signed a JV agreement to provide services into the Chinese market

ZON OPTIMUS reached 555.8 thousand convergent RGUs, proving its success in the quadruple play

Sonae reduced net debt level in yearly terms for the 18th consecutive quarter

“The comparison of this 1st quarter results with the 1st quarter of 2013 is very heavily impacted by the totality of Easter sales happening in different quarters. Most of our businesses have a particularly high Easter seasonality and the comparison is affected not only at the sales level but also in operational profitability and working capital.

Offsetting these effects, the quarter proved to be very positive for **Sonae SR** in all aspects and Sonae Sierra saw a significant lift of tenant sales, which will improve future performance.

In telecoms the market remained highly competitive but **ZON OPTIMUS** was able to accelerate its re-entry into the quadruple play battle following a long period where it was hampered from competing fully.

Food retail is also undergoing a particularly intensive competitive fight and Continente reinforced its positioning as cost and price leader and market share.

Retail accumulated sales figures immediately after the Easter period were: Sonae MC (+ 3.6%) and Sonae SR (+13%).

We continue to develop international growth options with low capital intensity and we registered good progress in the expansion of franchising, category management, e-commerce and service contracts.

The outlook for our business is still very dependent on the development of consumer spending in the Iberian market which is developing well at the moment but subject to the overall outlook of these two countries and consumer confidence.”

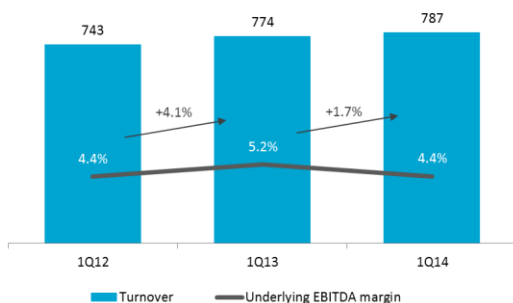
Paulo Azevedo, CEO

Following the merger between Zon and Optimus and its report using the equity method, we decided to change the way we report our results to the market by separating each business, in order to obtain more transparency between the segments: 1) Sonae Retail: Sonae MC, SR and RP; 2) Investment Management, including Software and Systems Information and Público businesses from Sonaecom; 3) Sonae Sierra and 4) ZON OPTIMUS. Moreover, Sonae adjusted the 2013 profit and loss statements on a pro forma basis (1Q13PF), assuming that the ZON OPTIMUS merger occurred in the 1st January 2013, with some consolidation effects in our co-controlled vehicle company. This criterion, besides assuring an easier and fairer comparability between 2013 and 2014 results, is in line with the current reporting pro forma method adopted by Sonaecom, ZON OPTIMUS and market expectations.

2 SONAE RETAIL RESULTS

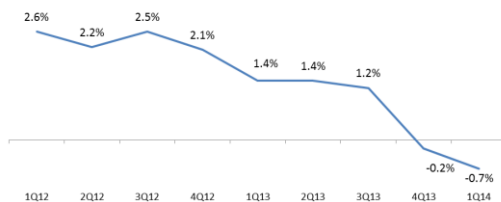
Sonae MC

Turnover and underlying EBITDA margin



*Inflation rate evolution

Quarterly Inflation rate
(Retail sale of food, beverages and tobacco)



Note: Data provided by National Institute of Statistics as of April 29th 2014. 1Q14 information until February 2014.

Sonae MC Turnover totalled 787 M€ in 1Q14, growing 1.7% when compared to 1Q13. This growth was achieved despite a disadvantageous seasonal Easter effect, coupled with the highly competitive environment in the Portuguese retail market.

Sonae MC accumulated sales immediately after the Easter period increased by 3.6%. This is the best indicator of our performance when compared with the previous year.

Following the trend of the previous quarters, Sonae MC strengthened its leading position in the Portuguese food retail sector¹, backed by:

- (i) Continuous investments to improve the quality of products;
- (ii) Following a strategy of having a wide range of branded and private label products available to consumers, which enables us to react quickly to changes in customer habits. The portfolio of Continente own brand in 1Q14 was approximately 31% of the turnover of FMCG categories; and,
- (iii) 13% y.o.y growth in online sales, supported by the new e-commerce platform.

Sonae MC reached an **underlying EBITDA** of 35 M€, equivalent to an EBITDA margin of 4.4%, being also negatively impacted by the seasonal effect and by the highly competitive environment, with strong promotional activity, causing an internal deflation of 1.9%. It's worth highlighting the deflation of 0.7% faced in Portugal during 1Q14*.

The promotional activity continued to be supported by the Continente loyalty card, which was used for more than 90% of sales in the period. This demonstrates a true commitment to household savings and to offering our customers the best products at the best prices.

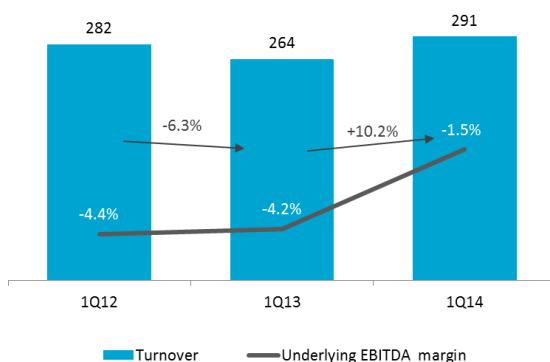
Sonae MC CAPEX stood at 18 M€, increasing by 7% when compared to 1Q13. The investment in the 1Q14 included the opening of one Continente Bom Dia store in Alvalade (Lisbon).

¹ For example, A.C.Nielsen's Homescan survey YTD up until 23rd February: +0.9p.p. market share for Continente.

2 SONAE RETAIL RESULTS (cont.)

Sonae SR

Turnover and underlying EBITDA margin



Turnover and underlying EBITDA per country

Sonae SR per country			
	1Q13	1Q14	y.o.y
Turnover (million €)	264	291	10.2%
Portugal	186	201	8.1%
International	79	91	15.2%
EBITDA (million €)	-11	-4	-
Portugal	0	4	-
International	-11	-8	-
EBITDA margin	-4.2%	-1.5%	2.7 p.p
Portugal	0.0%	1.8%	1.8 p.p
International	-14.3%	-8.9%	5.4 p.p

Sonae SR Turnover grew by 10% when compared to 1Q13, reaching 291 M€ and corresponding to a 6.0% growth on a “like-for-like” basis, despite the Easter effect. It’s worth highlighting the positive growth achieved in the International market of 7% on a LfL basis.

The turnaround measures implemented, particularly in the omni-channel strategy at Worten in Spain, the new Sport Zone concept in Spain, the rebranding of MO with a completely new collection, and the product improvement of Zippy, have been showing strong results giving market share improvement in the majority formats in both Portuguese and Spanish markets. This growth was achieved despite the negative calendar impact of Easter.

Sonae SR underlying EBITDA margin recovered by 2.7p.p. y.o.y. reaching negative 1.5%. This was the result of the stronger sales evolution, coupled with the successful turnaround measures that have been implemented over the last years. During this quarter, we continued to implement the omni-channel strategy at Worten, integrating online and store businesses and decreasing the average size of our stores in Spain.

In Portugal, 1Q14 Sonae SR turnover increased to 201 M€ and EBITDA reached 4 M€, a strong recovery enhanced by the sales increase, turnaround measures implemented and efficiency improvements. Internationally, Sonae SR turnover stood at 91 M€ and EBITDA reached negative 8 M€, also recovering by 3M €, supported by the turnaround measures already mentioned.

The positive turnover performance of the international market was driven by: 1) wholesale businesses evolution; 2) franchising business growth, totaling 50 stores at the end of 1Q14, including one in a new country, Armenia; and, (3) the fine tuning in business models of all brands, with a special focus in the Spanish market.

Sonae SR CAPEX stood at 10 M€, a value that compares with 4 M€ invested in 1Q13.

2 SONAE RETAIL RESULTS (cont.)

Sonae RP

Turnover and underlying EBITDA margin

Sonae RP			
Million euros	1Q13	1Q14	y.o.y.
Turnover	31	31	3.0%
Underlying EBITDA	27	28	3.5%
Underlying EBITDA margin	89.2%	89.6%	0.5 p.p

Sonae RP Turnover reached 31 M€ in 1Q14, maintaining the same level registered in the 1Q13. The **underlying EBITDA** slightly improved reaching an underlying EBITDA margin of 89.6%.

The net book value of the capital invested in retail real estate assets amounted at the end of 1Q14 to 1.23 bi€, corresponding to a portfolio of 33 Continente stores, 80 Continente Modelo stores and 17 Continente Bom Dia stores. Sonae currently maintains a freehold level of approximately 74% of its food retail selling area and 28% of its non-food retail space.

Sonae RP CAPEX reached 1 M€, decreasing from 11 M€ registered in 1Q13.

During 1Q14 there were no relevant sale and leaseback transactions.

3 INVESTMENT MANAGEMENT RESULTS

Since 3Q13, following the merger between Zon and Optimus, the remaining Sonaecom's units have been reported under **Investment Management** business. Accordingly, this unit combines not only the businesses from MDS, Maxmat², GeoStar³ and Tlantic², but also WeDo Technologies, Saphety, Mainroad, Bizdirect and Público. This business unit has also the responsibility of supporting management on M&A activities as well as E.Ventures, a new initiative launched in 2013.

Investment Management			
Million euros	1Q13	1Q14	y.o.y.
Turnover	52	55	7.0%
Underlying EBITDA	1	2	-
Underlying EBITDA margin	1.3%	3.8%	2.5 p.p

Investment Management Turnover, reached 55 M€, 7.0% above 1Q13. This performance was strongly supported by the increase of 2.8% of Software & Systems Information (SSI) business, totalling 27 M€ in 1Q14.

Investment Management underlying EBITDA stood at 2 M€ in 1Q14, corresponding to an underlying EBITDA margin of 3.8%, 2.5p.p. above 1Q13.

The 3 main contributors for the Turnover and EBITDA results are the businesses related to MDS, WeDo Technologies and Maxmat.

MDS is the leader in the Portuguese insurance brokerage market and a top-3 player in Brazilian market. The company offers a fully integrated service and provides customized and state of the art solutions to its customers. As a member of Brokerslink, MDS integrates one of the largest groups of independent insurance brokerage firms in the world.

WeDo Technologies is the worldwide market leader in revenue and business assurance software. The company provides software and expert consultancy to analyse large quantities of data across an organisation, helping to minimise operational or business inefficiencies and allowing businesses to achieve significant return on investment via revenue protection and cost savings. During 1Q14, WeDo Technologies continued to increase its international footprint, closing the 1Q14 with international revenues representing 76% of its Turnover.

Maxmat retains an important position in the Portuguese DIY market and holds a portfolio of 30 stores with a distinctive discount positioning.

² Sonae holds 50% of Maxmat and 77.7% of Tlantic and adopts the full consolidation method to report its results.

³ GeoStar its reported using the equity method.

4 SONAE SIERRA RESULTS

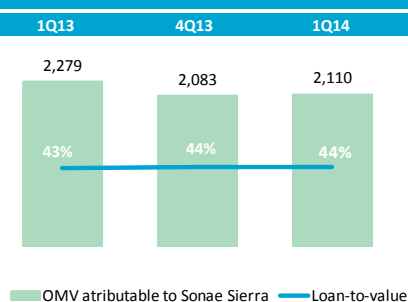
Sonae Sierra - Operational data

	1Q13	1Q14	y.o.y.
Footfall (million visitors)	96	100	4.9%
Europe	73	75	2.8%
Brazil	23	26	11.5%
Occupancy rate (%)	95.3%	94.6%	-0.7 p.p
Europe	94.8%	95.3%	0.5 p.p
Brazil	97.2%	92.4%	-4.9 p.p
"Like-for-Like" (Lfl) Tenant sales			
Europe	-3.6%	0.5%	4.1 p.p
Brazil (local currency)	5.4%	7.7%	2.3 p.p
Tenant sales (million euros)	1,030	971	-5.7%
Europe (million euros)	713	665	-6.7%
Brazil (million euros)	317	306	-3.4%
Brazil (million reais)	835	994	18.9%
Nº of shopping centres owned/co-owned (EOP)	47	47	0
Europe	39	37	-2
Brazil	8	10	2
GLA owned in operating centres ('000 m2)	1,893	1,899	0.3%
Europe	1,552	1,433	-7.7%
Brazil	341	467	36.9%

Sonae Sierra - Financial indicators

Million euros	1Q13	1Q14	y.o.y.
Turnover	55	53	-3.0%
EBITDA	29	26	-11.3%
EBITDA margin	52.6%	48.1%	-4.5 p.p
Direct result	15	12	-21.6%
Indirect result	-2	0	-
Net results	12	12	-5.5%
... attributable to Sonae	6	6	-5.5%
OMV	2,279	2,110	-7.4%
NAV	1,108	1,029	-7.2%

Sonae Sierra Open Market Value (OMV) and leverage



Lfl tenant sales in Europe reached 0.5% in 1Q14, showing the first positive evolution since 2011 and despite the unfavourable Easter effect, which shows an evidence of a potential inversion in the negative trend. Accordingly, tenant sales in Europe declined by 6.7%, which was totally driven by the sale of the shopping malls: Parque Principado (in Spain), ValeCenter and Airone (in Italy). As for the **Brazilian market**, **Lfl tenant sales** continued showing a strong momentum by reaching 7.7% (in local currency). This effect combined with the results of the new shopping malls (Boulevard Londrina, opened in May and Passeio das Águas, opened in November) led to a tenant sales increase of 18.9% in local currency. If we exclude portfolio change effects and the currency conversion impacts, Sonae Sierra tenant sales would have increased by 2.6% in the 1Q14.

Additionally, the benchmark quality of Sonae Sierra assets and the improvement of market conditions were once again demonstrated by achieving an average **occupancy rate** of 95.3% in Europe, growing 0.5p.p. against 1Q13. In Brazil, this rate was affected by the opening of two shopping malls in 2013, reaching 92.4%. Excluding the effect of asset portfolio changes, this rate would have reached 96.1% in Brazil.

In 1Q14, **Sonae Sierra Turnover** stood at 53 M€, 3% below 1Q13, again, impacted by the sale of assets occurred in 2013.

EBITDA reached 26 M€, 11.3% below 1Q13, mainly due to the unfavourable currency exchange effect but also due to the lower Turnover.

1Q14 **net results** totalled 11.8 M€, which compares with 12.5 M€ in 1Q13, a marginal decrease of 5.5% y.o.y.. The lower **direct result** was impacted by the sale of assets already mentioned. **Indirect results** were not impacted by the real estate valuations as Sonae Sierra only values its assets in a semi-annual basis.

The **OMV (Open Market Value)** attributable to Sonae Sierra was 2.110 bn€ in 1Q14, 27 M€ above 2013 year-end, mostly driven by the positive exchange rate effect in the Brazilian assets between the two periods. **NAV (Net Asset Value)** was mainly impacted by the same reasons as OMV, reaching 1.029 bn€ in 1Q13, 29 M€ above December 2013.

The **"Loan-to-value"** ratio remains at a conservative level of 43.7% at the end of March 2014.

5 ZON OPTIMUS RESULTS

ZON OPTIMUS Financial Indicators

ZON OPTIMUS Indicators - Pro-forma Results			
Million euros	1Q13 PF	1Q14	y.o.y.
Operating revenues	352	337	-4.1%
EBITDA	138	130	-5.9%
EBITDA margin	39.2%	38.5%	-0.7 p.p
Net results	28	25	-8.2%
CAPEX	61	57	-6.4%
EBITDA-CAPEX	77	73	-5.5%
Recurrent CAPEX	59	53	-10.0%
EBITDA-Recurrent CAPEX	79	77	-2.9%

ZON OPTIMUS **operating revenues** stood at 337 M€ in 1Q14, decreasing 15 M€ y.o.y..

EBITDA reached 130 M€, decreasing 5.9% when compared to 1Q13.

Recurrent CAPEX decreased 6 M€ y.o.y., reaching 53 M€ in 1Q14. As a consequence of EBITDA and Recurrent CAPEX evolution, EBITDA-Recurrent CAPEX decreased 2.9%.

Net Financial Debt to EBITDA stood at 1.7x at the end of 1Q14.

ZON OPTIMUS is now financed until 1Q15 and the average maturity of its Net Financial Debt is 1.8 years.

ZON OPTIMUS published its 1Q14 results on **May 7th, 2014**, which are available at www.zonoptimus.pt.

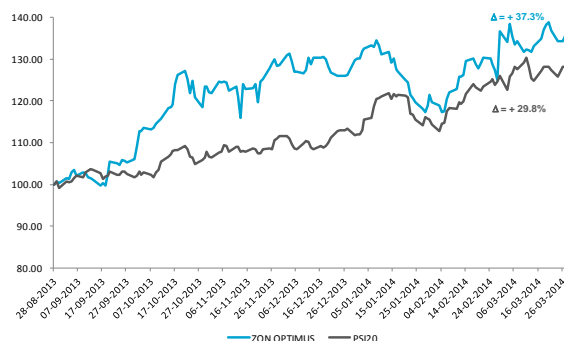
ZON OPTIMUS market position

PAY TV
1.5M subscribers
48% market share
TRIPLE PLAY
800 thousand subscribers
68% penetration
PERSONAL MOBILE
2.6M subscribers
18% market share

Source: ZON OPTIMUS Strategy Day presentation as of February 28th 2014..

ZON OPTIMUS market performance

Since the first day following the closing of the merger between Optimus and Zon, on August 28th 2013, until March 31st 2014, the company's market capitalisation grew 37.3%, corresponding to a share price increase from €4.15 to €5.70 per share. The PSI-20, the main Portuguese index, grew its market capitalisation 29.8% in the same period.



6 OVERALL PERFORMANCE

Consolidated results			
Million euros	1Q13 PF	1Q14	y.o.y.
Sonae MC	774	787	1.7%
Sonae SR	264	291	10.2%
Sonae RP	31	31	3.0%
Investment manag.	52	55	7.0%
E&A ⁽¹⁾	-35	-39	-
Turnover	1,085	1,126	3.8%
Sonae MC	40	35	-13.3%
Sonae SR	-11	-4	-
Sonae RP	27	28	3.5%
Investment manag.	1	2	-
E&A ⁽¹⁾	5	-1	-
Underlying EBITDA	62	60	-3.3%
Underlying EBITDA margin	5.7%	5.3%	-0.4 p.p.
Equity method results ⁽²⁾	14	11	-23.6%
o.w. Sonae Sierra (diret income)	7	6	-21.6%
o.w. ZON OPTIMUS	7	5	-27.4%
EBITDA	76	71	-7.0%
EBITDA margin	7.0%	6.3%	-0.7 p.p.
D&A ⁽³⁾	-53	-43	-
EBIT	23	28	22.5%
Net financial activity	-21	-20	-
EBT	1	8	-
Taxes	1	0	-
Direct Results ⁽⁴⁾	2	8	-
Indirect Results	-1	2	-
Net income	1	10	-
Non-controlling interests	0	0	-
Net income group share	1	10	-

(1) Eliminations & adjustments;

(2) Equity method results: includes direct income related to investments consolidated by the equity method (mainly Sonae Sierra and ZON OPTIMUS);

(3) Depreciations & amortizations including provisions & impairments;

(4) Direct results before non-controlling interests;

In 1Q14, **Consolidated Turnover** grew 4% to 1,126 M€, and **Underlying EBITDA** reached 60 M€, 2 M€ below the same period of the previous year. The performance reached in Consolidated Turnover is mainly driven by the strong improvement performance of Sonae SR. As already stated, Sonae MC underlying EBITDA was negatively impacted by the negative seasonal effect and also by the highly competitive environment among the Portuguese food retail industry.

In 1Q14, **EBITDA** amounted to 71 M€ and is comprised of the contributions:

- (i) of the before mentioned underlying EBITDA of 60 M€; and,
- (ii) Equity Method results of 11 M€ (Sonae Sierra direct results, ZON OPTIMUS and GeoStar).

Net financial results totalled negative 20 M€ in 1Q14, backed by the considerably lower level of net debt. The average interest rate of outstanding credit facilities at the end of 1Q14 was slightly above 3%. These financial results are only related to Retail and Investment Management businesses.

Taxes amounted to zero, 1 M€ below the same period of the previous year.

Direct Results reached 8 M€, 6 M€ above the figure registered in the same period of the previous year, mostly driven by the lower D&A, and the improvement in net financial activity, despite, the decrease in EBITDA.

Non-controlling interests did not differ when compared to the previous year, as the figures were restated in order to reflect the merger between Zon and Optimus from January 1st 2013.

Net income attributable to the Group reached 10 M€, an improvement of 9.5 M€ against the level registered in 1Q13, mainly impacted by the higher level of Direct Results.

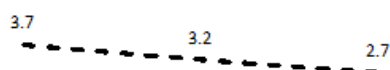
7 CAPITAL STRUCTURE

Net invested capital			
Million euros	1Q13	1Q14	y.o.y.
Net invested capital	3.684	3.207	-13,0%
Investment properties	0	1	159,2%
Technical investment	3.128	2.014	-35,6%
Financial investment	470	1.241	163,7%
Goodwill	660	611	-7,5%
Working capital	-575	-660	-
Total shareholders funds	1.597	1.703	6,6%
Total net debt⁽¹⁾	2.087	1.504	-27,9%
Net debt / Invested capital	56,7%	46,9%	-9,8 p.p

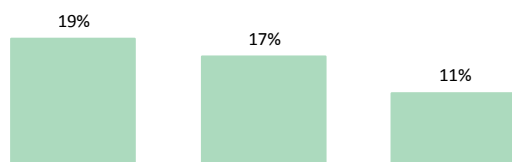
(1) Financial net debt + net shareholder loans.

In 1Q14, **total shareholders' funds** were 106 M€ above the same period of last year.

Capital structure - Retail			
Net debt to EBITDA			
	1Q12	1Q13	1Q14



Capital Structure			
Loan-to-value (%) - Holding			
	1Q12	1Q13	1Q14



Net debt			
Million euros	1Q13	1Q14	y.o.y.
Net financial debt	2,080	1,498	-28.0%
Retail units	1,076	1,024	-4.9%
Sonaecom Group	367	-	-
Investment management	20	44	114.7%
Holding & other	617	431	-30.1%
Total net debt	2,087	1,504	-27.9%

Until March, 31st 2014, **total net debt** was reduced to 1,504 M€, 583 M€ below the same date in 2013, driven by the deconsolidation of Optimus debt, but also due to a sustainable cash flow generation over the last 12 months. The company thus continued to strengthen its capital structure, with total net debt reaching 47% of invested capital at the end of 1Q14. It is important to note that 1Q14 was the 18th consecutive quarter of net debt reduction in yearly terms.

In the same period, **retail net debt** was reduced to 1,024 M€, 52 M€ below 1Q13, driven by sustainable cash flow generation over the last 12 months. The company thus continued to strengthen its capital structure, with total net debt to EBITDA reaching 2.7x at the end of March 2014, a ratio that compares with 3.2x in the same period of 2013.

The **holding net debt** was reduced to 431 M€ at the end of March 2014. The “loan-to-value” ratio of the holding remains at conservative levels and registered a strong improvement from 17%, in March 2013, to 11%, in March 2014.

In relation to the **debt maturity profile**, it is important to note that a series of transactions were concluded, which enabled Sonae to increase the average maturity of debt whilst optimizing its cost of funding, strengthening its capital structure and diversifying its financing sources.

8 CORPORATE INFORMATION

Main corporate events in 1Q14

On **February 5th 2014**, following CMVM approvals, Sonaecom announced the launch of the tender offer for the acquisition of a maximum of 88,479,227 shares, representing 24.16% of its share capital. The period of the offer, during which sales orders were received, ran for two weeks, beginning on February 6th and ending on February 19th 2014.

On **February 20th 2014**, the results of the offer were released. The level of acceptance reached 62%, corresponding to 54,906,831 Sonaecom shares and Euronext announced Sonaecom exclusion from the PSI-20, from February 24th 2014 onwards. Following the offer, Sonae's participation in Sonaecom increased from 74.32% to 89.02% and Sonaecom's direct participation in ZON OPTIMUS was reduced from 7.28% to 2.14%.

On **March 10th 2014**, Sonae announced that it has completed, directly and through its subsidiaries, a number of financing transactions with maturities between 5 and 7 years for the total amount of 240 M€, with several financial institutions. These operations enabled Sonae to anticipate under favorable conditions a significant part of the refinancing programme of its medium and long-term credit facilities maturing up to the end of 2015.

On **March 25th 2014**, Sierra Portugal Fund has reached an agreement with GREP II, a fund managed by Grosvenor Fund Management, for the acquisition of its 50% stake in AlbufeiraShopping and Centro Comercial Continente de Portimão, becoming the sole owner of both assets. According to Sonae Sierra's CEO, Fernando Guedes de Oliveira, "this operation is a good opportunity to strengthen Sierra Portugal Fund's position in two assets established in the Algarve for about 25 years".

Subsequent information

On **April 22nd 2014**, Sonae Sierra announced the launching of a joint venture with CITIC Capital Holdings Limited for the provision of property management and leasing services to shopping centres in China. CITIC Capital Holdings Limited has a strong foothold in the Chinese market, which will allow SONAE SIERRA to quickly gain an in-depth knowledge and unique connections to create new business opportunities in the fast-growing Chinese retail market.

In the Annual General Assembly which took place on **30th April 2014**, the company's shareholders approved, amongst other items, the distribution of a gross dividend per share, relative to the 2013 financial year, in the amount of 0.0348 Euros, around 5% above the dividend distributed in the previous year. This dividend corresponds to a dividend yield of 3.3%, based on the closing price as at December 31st 2013, and to a payout ratio of 46% of the consolidated direct income attributable to equity holders of Sonae.

Sonae provides additional operating and financial information in Excel format.
Click here to be taken to the information directly
www.sonae.pt

9 ADDITIONAL INFORMATION

Methodological notes

The consolidated financial information contained in this report was prepared in accordance with International Financial Reporting Standards (“IFRS”), as adopted by the European Union. The financial information regarding quarterly and semi-annual figures was not subject to audit procedures.

Glossary

CAPEX	Investments in tangible and intangible assets and investments in acquisitions.
Direct income	Results excluding contributions to indirect income.
(Direct) EBIT	Direct EBT - financial results.
EBITDA	Total direct income - total direct expenses - reversal of direct impairment losses + share of results in joint ventures and associated undertakings (Sonae Sierra direct results, ZON OPTIMUS and GeoStar).
EBITDA margin	EBITDA / Turnover.
(Direct) EBT	Direct results before non-controlling interests and taxes.
Eliminations & adjustments	Intra-groups + consolidation adjustments + contributions from other companies not included in the identified segments.
EOP	End of period.
Free Cash Flow (FCF)	EBITDA - operating CAPEX - change in working capital -financial investments - financial results - income taxes.
Financial net debt	Total net debt excluding shareholders loans.
FMCG	Fast-moving Consumer Goods.
GLAs	Gross Lettable Area: equivalent to the total area available to be rented in the shopping centres.
Indirect income	Includes Sonae Sierra’s results, net of taxes, arising from: (i) investment property valuations; (ii) capital gains (losses) on the sale of financial investments, joint ventures or associates; (iii) impairment losses of non-current assets (including goodwill) and (iv) provision for assets at risk. Additionally and concerning Sonae’s portfolio, it incorporates: (i) impairments in retail real estate properties; (ii) reductions in goodwill; (iii) provisions (net of taxes) for possible future liabilities and impairments related with non-core financial investments, businesses, assets that were discontinued (or in a process of being discontinued/repositioned); (iv) results from “mark to market” methodology of other current investments that will be sold or exchanged in the near future; and (v) other non-relevant issues.

Investment properties	Shopping centres in operation owned by Sonae Sierra.
Liquidity	Cash & equivalents + current investments, excluding the 2.14% participation at ZON OPTIMUS.
Like for Like sales (Lfl)	Sales made by stores that operated in both periods under the same conditions. Excludes stores opened, closed or which suffered major upgrade works in one of the periods.
Loan to value (LTV) - Holding	Holding Net debt / Investment Portfolio Gross Asset Value; gross asset value based on Market multiples, real estate NAV and market capitalization for listed companies.
Loan to value (LTV) - Shopping Centres	Net debt / (investment properties + properties under development).
Net asset value (NAV)	Open market value attributable to Sonae Sierra - net debt - minorities + deferred tax liabilities.
Net debt	Bonds + bank loans + other loans + financial leases + shareholder loans - cash, bank deposits, current investments, excluding the 7.28% participation at ZON OPTIMUS, and other long term financial applications.
Net Invested capital	Total net debt + total shareholder funds.
Other income	Dividends.
Other loans	Bonds, leasing and derivatives.
Open market value (OMV)	Fair value of properties in operation and under development (100%), provided by an independent entity.
Return on invested capital (RoIC)	EBIT (12 months) / Net invested capital.
Return on equity (ROE)	Total net income n (equity holders) / Shareholders' Funds n-1 (equity holders).
Technical investment	Tangible assets + intangible assets + other fixed assets - depreciations and amortizations.
Underlying EBITDA	Total direct income - total expenses - reversal of impairment losses .

Consolidated Profit and Loss Account

Consolidated profit and loss account			
Million euros	1Q13 PF	1Q14	y.o.y.
Turnover	1,085	1,126	3.8%
Underlying EBITDA	62	60	-3.3%
Underlying EBITDA margin	5.7%	5.3%	-0.4 p.p
EBITDA	76	71	-7.0%
EBITDA margin	7.0%	6.3%	-0.7 p.p
Depreciations & amortizations ⁽¹⁾	-53	-43	-
EBIT	23	28	22.5%
Net financial Activity	-21	-20	-
Other items ⁽²⁾	0	0	-
EBT	1	8	-
Taxes	1	0	-
Direct results	2	8	-
Indirect results ⁽³⁾	-1	2	-
Net income	1	10	-
Minority interests	0	0	-
Net income group share	1	10	-

(1) Includes provisions, impairments, reversion of impairments and negative goodwill; (2) dividends; (3) Includes: (i) Sonae's Sierra indirect income contribution; (ii) the capital gain with ZON OPTIMUS merger; (iii) other asset provisions for possible future liabilities in non-core and/or discontinued operations and (iv) non-cash impairments for operational assets.

Consolidated Statement of Financial Position

Consolidated statement of financial position			
Million euros	1Q13	1Q14	y.o.y.
TOTAL ASSETS	5,827	5,402	-7.3%
Non current assets	4,562	3,988	-12.6%
Tangible and intangible assets	3,127	2,014	-35.6%
Goodwill	660	611	-7.5%
Investment properties	0	1	159.2%
Other investments	505	1,191	135.8%
Deferred tax assets	230	141	-38.8%
Others	39	30	-22.3%
Current assets	1,265	1,414	11.8%
Stocks	514	566	10.0%
Trade debtors	172	71	-58.5%
Liquidity	272	445	63.3%
Others	307	332	8.4%
SHAREHOLDERS' FUNDS	1,597	1,703	6.6%
Equity holders	1,251	1,533	22.5%
Attributable to minority interests	346	170	-50.7%
LIABILITIES	4,230	3,700	-12.5%
Non-current liabilities	2,201	1,838	-16.5%
Bank loans	561	503	-10.3%
Other loans	1,310	1,102	-15.9%
Deferred tax liabilities	139	133	-4.3%
Provisions	113	46	-59.3%
Others	78	55	-29.5%
Current liabilities	2,029	1,861	-8.2%
Bank loans	187	176	-5.6%
Other loans	329	177	-46.2%
Trade creditors	898	869	-3.3%
Others	615	639	4.0%
SHAREHOLDERS' FUNDS + LIABILITIES	5,827	5,402	-7.3%

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This document may contain forward-looking information and statements, based on management's current expectations or beliefs. Forward-looking statements are statements that should not be regarded as historical facts.

These forward-looking statements are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements, including, but not limited to, changes in regulation, industry and economic conditions; and the effects of competition. Forward-looking statements may be identified by words such as "believes," "expects," "anticipates," "projects," "intends," "should," "seeks," "estimates," "future" or similar expressions.

Although these statements reflect our current expectations, which we believe are reasonable, investors and analysts, and generally all recipients of this document, are cautioned that forward-looking information and statements are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond our control, that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. You are cautioned not to put undue reliance on any forward-looking information or statements. We do not undertake any obligation to update any forward-looking information or statements.

Report available at Sonae's institutional website
www.sonae.pt

Media and Investor Contacts

Patrícia Vieira Pinto
Head of Investor Relations
pavpinto@sonae.pt
Tel.: + 351 22 010 4794

Catarina Oliveira Fernandes
Head of Communication, Brand and Corporate Responsibility
catarina.fernandes@sonae.pt
Tel: + 351 22 010 4775

Rita Barrocas
External Communication
rfbarrocas@sonae.pt
Tel: + 351 22 010 4745

SONAE is listed on the Euronext Stock Exchange. Information may also be accessed on Reuters under the symbol **SONP.IN** and on Bloomberg under the symbol **SONPL**

Sonae
Lugar do Espido Via Norte
4471-909 Maia
Portugal
Tel.: +351 229487522
Fax: +351 229404634