

## **2015 IN THE SPOTLIGHT**

Dear Shareholders.

The 2015 results reflect the success of Novabase's focus on internationalization, and are in line with our strategic goals.

Our international business increased 22%, surpassing for the first time, in the current consolidation perimeter, €100 million. Operations in Europe expanded 44%, and now accounts for more than half of non-domestic business, now with a new subsidiary in the United Kingdom. International business now represents 46%

of the total, above the annual goal of 40-45%. This was only possible through the winning of major new contracts in several regions, which bears out the global competitiveness of our offerings. Services also held their upward trend, driven by the noteworthy international performance of Business Solutions, which increased 51%.

EBITDA fell within the tolerances of guidance, and includes repositioning costs from the adverse setting of the emerging markets where we do business, with relevant impacts on Infrastructures & Managed Services. Net Profits were very strong in their performance, benefiting from the favourable financial results. Over the course of the year, €4 million in cash was generated. Based on these results, we will propose a dividend of €0.12 per share at the next General Meeting of Shareholders.

We improved our already high levels of customer satisfaction, achieving a Net Promoter Score of 45, the highest of all time. We strengthened our investments in human capital by hiring 105 more young university graduates, along with multiple training initiatives. We also continued our talent development program through Leadership and Coaching Enhancement initiatives.

In the field of innovation, as just one example, we saw the launch of the MyWizzio solution at Finovate Fall 2015 in New York. The Finovate conferences showcase the biggest and latest fintech innovations, with high-quality networking, attracting more than 1,000 technology and finance companies from across the globe at each event. In the area of Venture Capital, FCR Novabase Capital Inovação e Internacionalização sold part of its investment in the company Feedzai in a venture capital investment round led by Oak HC/FT,

one of the world's leading venture capital companies in the area of fintech. Feedzai is involved in data science, and is a benchmark in innovation in Novabase Capital's portfolio. Novabase was also invited to join the recently-created Euronext Tech 40 index of leading European companies in innovation.

We continued our social responsibility initiatives in the area of education, including sponsorship of the FST/ Novabase project with students from IST, together with summer courses in partnership with the Carlucci American International School of Lisbon and the Sintra City Council.

We will keep internationalization a priority in 2016, tailoring our focus to the risks of the world's current macroeconomic backdrop. We will limit our exposure to emerging markets, in view of the volatility of some economies where we do business.

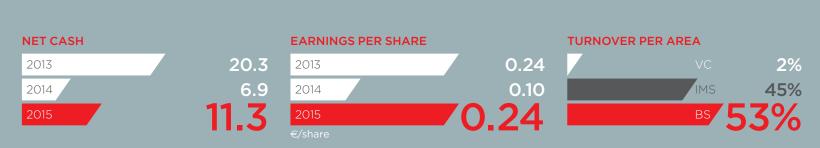
Finally we would like to thank all of Novabase's employees for their talent and tremendous dedication, and all of our customers, partners and shareholders for the confidence they have placed in us.

Luís Paulo Salvado Chairman of the Board of Directors



## **FINANCIAL HIGHLIGHTS**





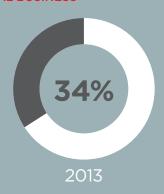
#### **EXPENDITURE**

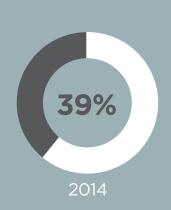


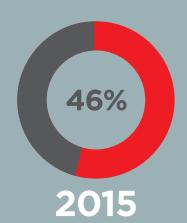
#### **EMPLOYEES**



**INTERNATIONAL BUSINESS** 







**INTERNATIONAL BUSINESS PER BUSINESS AREA** 



# N CORPORATE GOVERNANCE

Novabase has been a publicly traded company since July 2000. It operates according to a corporate governance model which is regularly assessed by the Board of Directors with regard to its adequacy and performance, with a view to optimizing the latter in close alignment with the interests of all stakeholders – those interested in its corporate activities – namely shareholders, investors, customers, suppliers, other business partners and employees.

In view of the mounting challenges of internationalization and competitiveness which have characterized Novabase's business, the company's corporate governance system needed to be updated, namely by simplifying and streamlining structures and procedures, to better adapt existing solutions to the company's specific size and circumstances.

In its General Meeting of Shareholders dated 29 April 2015, Novabase amended its articles of association and implemented a reinforced Latin corporate governance model including a Board of Directors, Supervisory Board and Statutory Auditor (ROC). Under this model, a substantially more agile day-to-day management structure has been implemented, including two managing directors (Luís Paulo Cardoso Salvado (CEO) and Francisco Paulo Figueiredo Morais Antunes (CFO). Moreover, Novabase has a general meeting board elected for three-year terms of office, along with a Remuneration Committee appointed by the General

Meeting of Shareholders to establish the remuneration of each corporate board member based on the duties performed and the company's financial status. The company also designates a secretary and respective substitute, under the terms of article 446-A of the Commercial Companies Code, to perform the duties established by law.

In order to improve its governance practices whenever possible and tailor the model to the company's demands and challenges, Novabase constantly analyzes its implementation.



MORE THAN 2400 EMPLOYEES

+105
NEW TALENT

#### **CREATION OF VALUE FOR THE SHAREHOLDERS** 231.6 M€ Turnover 14.9 M€ **Atributtable Net Profit** 7.4 M€ 4.9% Turnover growth rate International turnover growth rate 21.9% EBITDA growth rate Atributtable Net Profit growth rate 138.6% Net Cash growth 4.4 M€ Return on Equity Return on Assets\* 4.3%

<sup>\*</sup>Return on Assets = Operating Profit (FRIT) / Total Assets



## **CHANGES IN KEY INDICATORS**

## **TURNOVER**

Novabase's Turnover in 2015 was 231.6 M€ (million euros), an increase of 5% compared to 220.9 M€ in 2014, above the annual Guidance of 225.0 M€ (+3%), highlighting the significant international growth (22%), in line with the strategic focus.

## **TURNOVER**

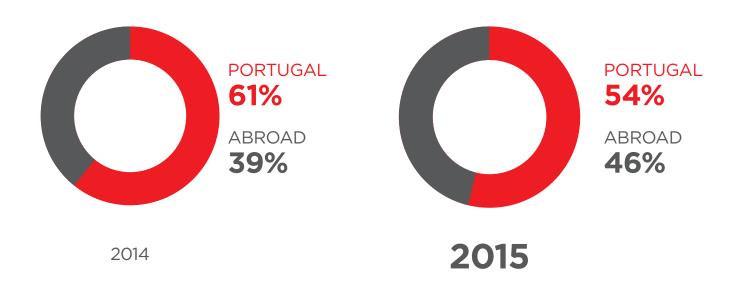


Annual Guidance: 225.0M€

Thus, international business exceeded for the 1st time the 100 M€, in the current perimeter. From the total Turnover, 105.5 M€ were generated outside Portugal, which compares to 86.5 M€ registered in 2014. Business outside Portugal generated in the Business Solutions area increased to 53% of the respective

Turnover (41% in 2014). In the IMS business area, the international business decreased to 35% (36% in 2014) and in the Venture Capital area increased to 64% (63% in 2014). Europe was the continent with greater expression in 2015 accounting for half of international business.

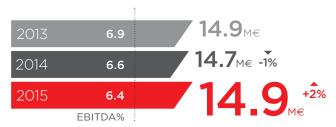
#### **TURNOVER BY GEOGRAPHY**



## **EBITDA**

EBITDA reached 14.9 M€ in 2015, a 2% growth compared to the 14.7 M€ obtained in 2014, being within the range of the annual Guidance of 14-17 M€.

#### **EBITDA**



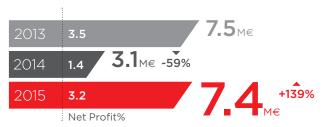
Middle of the range of the Annual Guidance: 15.5M€

The EBITDA margin was 6.4%, below the 6.6% margin obtained in 2014.

## **RESULTS**

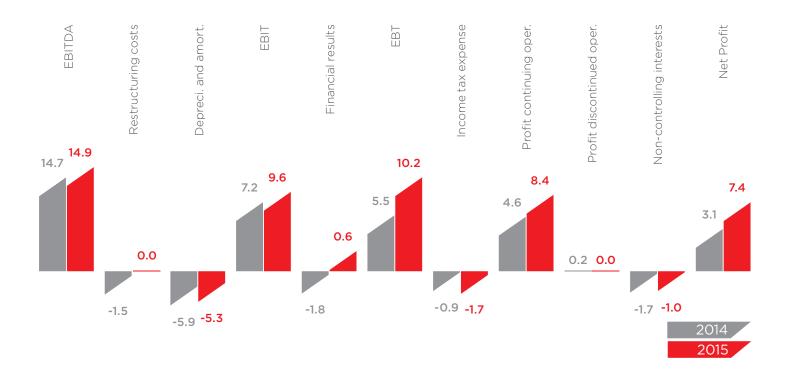
Consolidated Net Profit, after Non-Controlling interests, reached 7.4 M€, showing an increase of 139% compared to 3.1 M€ in 2014, as a result of the measures adopted in the end of 2014 and due to the evolution in the financial results.

#### **CONSOLIDATED NET PROFIT**



Earnings per Share were 0.24 euros in 2015, registering an increase of 137% compared to the 0.10 euros in 2014.

Trends in EBITDA to Net Profit were as follows:



The restructuring process implemented in late 2014, with the aim of improving competitiveness, has been carried out within the limits of the provision recorded that year, of 1.5 M€.

#### 18 FINANCIAL AND STOCK PERFORMANCE

Depreciation and amortization reached -5.3 M€, below the amount registered in 2014 (-5.9 M€). Operating Profit (EBIT) was 9.6 M€, reflecting an increase of 33% compared to 2014 (7.2 M€). The Financial Results were positive in 0.6 M€, an increase of 2.4 M€, fundamentally based on the evolution of the financial instruments used to reduce the exposure to exchange rate risk.

Earnings Before Taxes (EBT) in 2015 were 10.2 M€, registering an increase of 86% compared to 5.5 M€ in 2014.

Income tax expense in the 2015 reached -1.7 M€, above the -0.9 M€ in 2014.

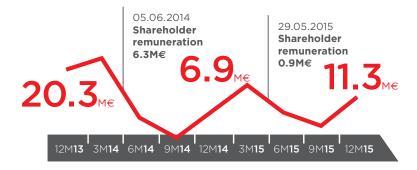
Results from discontinued operations are null in 2015, compared to 0.2 M€ in 2014. That gain reflected the completion of the closure process of the 'Mobility Solutions' area with a value lower than the one provisioned.

Non-controlling interests amounted to -1.0 M€, which compares to -1.7 M€ in 2014. This variation is mainly due to evolution of the results of international subsidiaries.

## **CASH**

In 2015, Novabase shows a positive evolution in cash generation. Novabase ended 2015 with 11.3 M€ in net cash, which compares to 6.9 M€ in 2014, a cash generation of 4.4 M€.

#### **NET CASH**



On May 29, 2015, Novabase paid its shareholders a total amount of 0.9 M€ (0.03€/share). Additionally, on May 21, 2015, occurred the payment of 0.4 M€ to Noncontrolling interests.

With reference to the Notes to the Consolidated Financial Statements, the detail and description of Net Cash is analysed as follows:

#### (Amounts expressed in thousand of euros)

|  | 31.12.15 | 31.12.14 |
|--|----------|----------|
| Cash and cash equivalents                | 24.293   | 20.714   |
| Non-current held-to-maturity investments | 4.554    | -        |
| Current held-to-maturity investments     | 845      | -        |
| Treasury shares held by the Company*     | 25       | 126      |
| Non-current bank borrowings              | (14.387) | (8.376)  |
| Current bank borrowings                  | (3.992)  | (5.561)  |
|  | 11.338   | 6.903    |

<sup>\*</sup>The share price in the Stock Exchange in the last tradable day of 2015 was 2.114 Euros (2014: 2.214 Euros).

## **CAPITAL EXPENDITURE**

Consolidated recurring investment reached 2.9 M€ in 2015. This amount, which corresponds to a cash write-off, is divided into three parts: one pertaining to work in progress in the amount of 0.4 M€ related to the development of projects that are still under construction, a second part in the amount of 1.1 M€ related to licenses and software, and a third part, in the amount of 1.4 M€, related to other tangible assets, such as furnishings.

Non-recurring investment was positive, in the total amount of 1.9 M€, comprised of extraordinary movements, transfers, write-offs and currency translation differences (non-cash items).

| CAPITAL EXPENDITURE                  | NON-RECURRING | RECURRING | TOTAL |
|--------------------------------------|---------------|-----------|-------|
| WORK IN PROGRESS                     |               |           |       |
| Work in Progress                     |               | 0.4       | 0.4   |
| Transfer to Intangible Assets        | -3.0          |           | -3.0  |
| Sub-total (1)                        | -3.0          | 0.4       | -2.6  |
| INTANGIBLE ASSETS                    |               |           |       |
| R&D                                  | 3.0           | 1.1       | 4.1   |
| Industrial Property and Other Rights |               |           | 0     |
| Goodwill                             |               |           | 0     |
| Sub-total (2)                        | 3.0           | 1.1       | 4.1   |
| TANGIBLE ASSETS                      |               |           |       |
| Transport Equipment / Leasing / OR   | 4.3           |           | 4.3   |
| Other Tangible Assets                | -2.4          | 1.4       | -1.0  |
| Sub-total (3)                        | 1.9           | 1.4       | 3.3   |
| Total                                | 1.9           | 2.9       | 4.8   |

## **HUMAN RESOURCES**

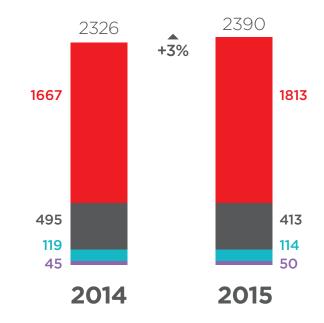
In terms of human resources, Novabase had an average of 2390 employees in 2015, an increase of 3% compared to 2326 in 2014.

The following table shows the breakdown of employees among Novabase's various business areas:

Average number of employees increased due to international expansion and services growth, and includes the recruitment of 105 new university graduates through Novabase Academy program.

#### **AVERAGE NUMBER OF EMPLOYEES**





## AVERAGE NUMBER OF EMPLOYEES BY GEOGRAPHY



## **BUSINESS SUMMARY**

The 2015 results reflect the success of the defined strategy, confirming the trends that have been anticipated over the year.

Indeed, there has been clear progress in terms of internationalization and differentiation of the offerings. with a significant increase in international activity that represents now 46% of the total, above the annual goal of 40-45%, and with the growth in services, which accounts for approximately 3/4 of the total business.

Compared to the same period of last year, Turnover increased by 5%, due to the significant 22% growth in the international business, and EBITDA rose 2%. an operating improvement that reflects the measures implemented in late 2014 (restructuring aiming to improve competitiveness in the domestic operations and freeing resources to the effort of internationalization). Towards the Guidance, the results of 2015 were above on Turnover, and within the EBITDA range.

To highlight that Novabase won several managed services contracts for the European Commission. These contracts, led by Novabase, are included in the framework agreement signed in consortium with another European company.

In the last quarter, and following the strategic priority of enhancement of internationalization, the company Celfocus Ltd. in UK. was incorporated, which will allow Novabase to expand its operations in Europe.

With regard to new partnerships, Novabase IMS is since the beginning of 2015, Gold partner of EMC, the Storage and Backup market leader in Portugal. In the second quarter, Novabase and OutSystems signed a strategic partnership to offer new joint products and services in the markets where they do business. Likewise, Novabase and SAP strengthened their partnership, to resell SAP products and solutions in Africa. Note that Novabase has been a recognized SAP partner for more than 15 years, and received certification as a SAP Channel Partner in 2013.

In terms of innovation, Novabase launched MyWizzio in New York, at Finovate Fall 2015. Finovate conferences showcase the latest and the greatest in global fintech and perform high quality networking, gathering over 1000 fintech innovators and financial institutions from all over the world. The presence in world reference events reflects Novabase's focus on innovation.

In the Venture Capital area, the Venture Capital Fund Novabase Capital Inovação e Internacionalização sold part of its investment in the company Feedzai, in a round of a venture capital investment, led by Oak HC/ FT, a leading world venture capital firm in the area of fintech. Feedzai works in the area of data science and is one of the references of innovation in Novabase Capital' portfolio.

2015 was also marked by the consolidation of the acknowledgement of Novabase's activity in several technologies and services. Worthy of note, is the distinction of Novabase with the 2014 Innovation Partner award, from IBM, at the National Business Partners' Conference, for the work done by our Financial Services area. Additionally, Novabase IMS has been recognized by Microsoft as Gold Partner, with the Cloud Productivity competency. The subsidiary Collab won the award for "Best Global Customer Satisfaction"

Technology company in 2015, at the Portuguese Association of Contact Centers event. On the other hand. Novabase Mozambique was named Microsoft's "Communications Partner of the Year" for the WECA (West, East and Central Africa) region. More recently, Novabase was honoured a SAP Gold partner, due to the expansion of its VAR (Value Added Reseller) partnership.

Finally, highlight that Novabase was recognized with an "Excellence at Work" award, in the category "large companies" with more than 1000 employees, which distinguish best practices in managing people at companies, by surveying employees.









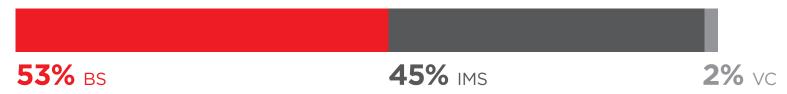






The percent breakdown of Turnover and EBITDA, by business area, was as follows in 2015:









## **BUSINESS SOLUTIONS**

In 2015, Business Solutions had in average a team of 1813 consultants, and generated 53% of Novabase's total Turnover and 77% of the total EBITDA.

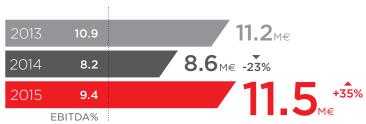
This business area's total Turnover was 122.6 M€. a 17% increase compared to 2014.

Business Solutions EBITDA raised 35% in 2015 in equivalent terms (from 8.6 M€ to 11.5 M€), with an EBITDA margin of 9.4% (compared to 8.2% in 2014). This evolution is due to the significant international growth (+51%).

#### **TURNOVER BS**



#### **EBITDA BS**



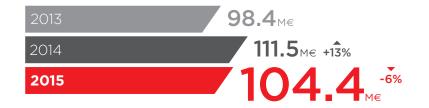
## **INFRASTRUCTURES AND MANAGED SERVICES**

IMS had in average a workforce of 413 employees in 2015, and generated 45% of Novabase's Turnover and 20% of the total EBITDA.

This business area's total Turnover reached 104.4 M€. a 6% decrease compared to 2014.

In 2015, EBITDA of IMS decreased by 36% in equivalent terms (from 4.6 M€ to 2.9 M€), with an EBITDA margin of 2.8% (compared to 4.1% in 2014). IMS evolution reflects the adverse conditions in the emerging markets where it operates.

#### **TURNOVER IMS**



#### **EBITDA IMS**



## **VENTURE CAPITAL**

Venture Capital had in average a critical mass of 50 employees in 2015, and generated 2% of Novabase's Turnover and 3% of the total EBITDA.

This business area's total Turnover reached 4.6 M€. an increase of 6% compared to 2014.

Venture Capital's EBITDA decreased in 2015, in equivalent terms, from 1.5 M€ to 0.5 M€, with an EBITDA margin of 10.5%. This is a typical evolution of the development stage of the investments of the Funds.

#### **TURNOVER VC**

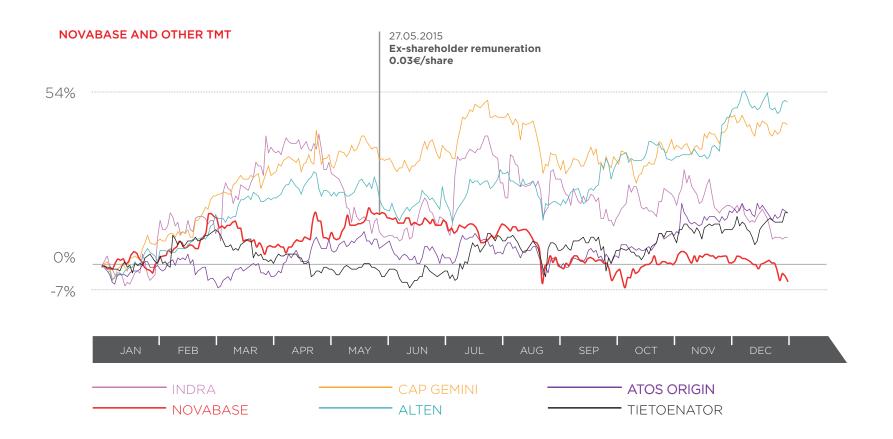


## **EBITDA VC -0.4**<sub>M€</sub> **1.5**<sub>M€</sub> +437% 2014 34.9 2015 10.5 EBITDA%

## **STOCK PERFORMANCE**



## THE EVOLUTION OF NOVABASE'S SHARE PRICE COMPARED TO OTHER COMPANIES FROM EUROPE'S IT SECTOR, IN 2015, WAS AS FOLLOWS:



#### 32 FINANCIAL AND STOCK PERFORMANCE

Novabase share price in 2015 lost 5%, comparing to an 11% gain in the PSI20 Index and a 14% gain in the EuroStoxx Technology Index. Excluding the shareholder remuneration, Novabase share price would have registered a depreciation of 3%.

In this period, a dividend of 0.03€/share was distributed.

The Board of Directors will propose to the General Meeting of Shareholders to be held on May 3, the distribution of dividends in the amount of 3.8 M€, corresponding to 0.12€ per share.

Also to be noted that, on May 2015, Novabase was chosen to be part of Tech 40, Euronext's international technology index whose purpose is to distinguish innovative listed European companies.

| SUMMARY                          | 2015  | 2014  | 2013  | 2012  | 2011  |
|----------------------------------|-------|-------|-------|-------|-------|
| Minimum price                    | 2.070 | 2.090 | 2.290 | 1.660 | 1.700 |
| Maximum price                    | 2.619 | 4.100 | 3.110 | 2.320 | 3.210 |
| Volume weighted average price    | 2.350 | 3.183 | 2.790 | 2.050 | 2.673 |
| Last tradable day price          | 2.114 | 2.214 | 2.610 | 2.300 | 2.090 |
| Nr. of shares traded (millions)  | 5.7   | 5.9   | 8.3   | 4.9   | 5.5   |
| Market cap. in the last day (M€) | 66.4  | 69.5  | 82.0  | 72.2  | 66.6  |

The average target price from analysts covering Novabase is 2.88 euros (average upside of 36%).

The average Novabase share price weighted by quantity in 2015 was 2.350 euros per share. 5.7 million shares were traded in all 257 stock exchange sessions in 2015, corresponding to a trading value of 13.5 M€.

The daily average number of shares traded was 22.3 thousand shares, corresponding to a daily average value of about 0.05 M€.

The share price on the last day of trading of 2015, 31 December 2015, was 2.114 euros, which represents a 5% loss compared to the 2.214 euros that Novabase shares registered at the end of 2014.

The maximum closing price achieved in 2015 was 2.619 euros, while the minimum closing price recorded was 2.070 euros. Market capitalization at the end of 2015 was 66.4 M€.

Share turnover accounted for 18% of Novabase's capital, with 5.7 million shares traded, similar to the values in 2014 (turnover of 19% of capital, with 5.9 million shares traded).

**RISKS** 

The Group's activities expose it to a variety of financial risks, namely, Foreign exchange risk, Cash flow and fair value interest rate risk, Credit risk, Liquidity risk and Capital management risk.

The Group's overall risk management program focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the Group's financial performance.

#### A) FOREIGN EXCHANGE RISK

The Group operates internationally and is exposed to foreign exchange risk, mainly arising from U.S. Dollar, Kwanza and Metical exposure, since some subsidiaries perform transactions in these currencies.

The finance department is responsible for the tracking of the exchange rate of the currencies mentioned above, in order to reduce the impact of the fluctuation in consolidated results. The Group uses derivative financial instruments to hedge certain risk exposures.

## B) CASH FLOW AND FAIR VALUE INTEREST **RATE RISK**

The Group's interest-rate risk arises from finance investments in banks and bonds, and borrowings. Borrowings issued at variable rates expose the Group to cash flow interest-rate risk. Borrowings issued at fixed rates expose the Group to fair value interest rate risk.

#### C) CREDIT RISK

Credit risk is managed, simultaneously, on business unit levels, for the amounts of outstanding trade and other receivables, and on Group basis, for financial instruments. Credit risk arises from cash and cash equivalents, derivative financial instruments, as well as credit exposures to wholesale and retail customers, including outstanding receivables and committed transactions. For banks and financial institutions, only independently well rated parties are accepted. Credit risk management of trade and other receivables is based in credit limits, taking into account the financial position of the customer and past experience.

#### D) LIQUIDITY RISK

Prudent liquidity risk management implies maintaining sufficient cash and marketable securities. the availability of funding through an adequate amount of committed credit facilities and the ability to close out market positions.

Management monitors rolling forecasts of the Group's liquidity reserve (which comprises undrawn committed borrowing facilities and cash and cash equivalents) on the basis of expected cash flows, taking into account the analysis of the remaining contractual maturity of the financial liabilities and the expected date of financial assets inflows, and taking into account the cash transfer restrictions from Angola and Mozambique. Additionally, a regular monitoring is made to the maturity concentration of borrowings of the Group.

#### **E) CAPITAL MANAGEMENT RISK**

The Group's objectives when managing capital, which is a broader concept than 'equity' in the consolidated statement of financial position, are:

- (I) To safeguard the Group's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders:
- (II) To maintain a solid capital structure to support the development of its business;
- (III) To maintain an optimal capital structure to reduce the cost of capital.

## **OUTLOOK FOR 2016**

The results of 2015 reflect the successful implementation of Novabase' strategic options in internationalization and differentiation of its offerings. Turnover increased, strongly driven by the international business, which now accounts for 46% of total business. Likewise, the weight of services increased to 73%.

Novabase has defined as a priority for 2016 the continuity of the strategic focus on internationalization, adjusting the focus on the risks of the current global macroeconomic situation. Therefore, Novabase will limit its exposure to emerging markets, given the volatility in some of the economies where it operates.

In terms of Guidance, it is expected a Turnover of 215 M€, more than 45% of which outside Portugal, and an EBITDA between 14 M€ and 17 M€.

## SUBSEQUENT EVENTS

The following relevant facts occurred in 2016 by the date of issue of this report, details of which have been adequately disclosed as privileged information via the Novabase S.G.P.S. and CMVM sites:

## NOVABASE INFORMS ABOUT DIVIDEND PROPOSAL **TO SHAREHOLDERS**

Novabase informed the intention of the Board of Directors to propose, at the 2016 Annual General Meeting of Shareholders, the distribution of 3.768 M€ to shareholders. This payment, equal to 50.7% of the consolidated net profit, represents a dividend of 12 euro cents per share.



# **CORPORATE BOARDS**

**BOARD OF DIRECTORS** 

Chairman

Luís Paulo Cardoso Salvado

Members

José Afonso Oom Ferreira de Sousa Pedro Miguel Quinteiro Marques de Carvalho Francisco Paulo Figueiredo Morais Antunes OFFICERS OF THE GENERAL MEETING OF SHAREHOLDERS

Chairman

António Manuel da Rocha e Menezes Cordeiro

Secretary

Madalena Paz Ferreira Perestrelo de Oliveira

MANAGING DIRECTORS

Luís Paulo Cardoso Salvado Francisco Paulo Figueiredo Morais Antunes

#### AUDIT BOARD

Chairman

Paulo Soares de Pinho

Members

Fátima do Rosário Piteira Patinha Farinha Nuno Miguel Dias Pires Manuel Tavares Festas Surrogate

STATUTORY AUDITOR

KPMG & Associados - SROC, S.A. represented by:
Paulo Alexandre Martins Quintas Paixão Effective Maria Cristina Santos Ferreira Surrogate

REMUNERATION COMMITTEE

Chairman

Francisco Luís Murteira Nabo

Members

Pedro Rebelo de Sousa João Francisco Ferreira de Almada e Quadros Saldanha

COMPANY'S SECRETARY

Diogo Leónidas Ferreira da Rocha Marta Isabel dos Reis G. Rodrigues do Nascimento Surrogate



# PROPOSAL FOR THE ALLOCATION OF PROFITS

In 2015, Novabase SGPS, SA had a consolidated net profit of €7,425,054.30 (seven million, four hundred and twenty five thousand, fifty four euros and thirty cents) and a net profit of €17,160,948.24 (seventeen million, one hundred and sixty thousand, nine hundred and forty eight euros and twenty four cents) in the individual accounts.

In compliance with the provisions of law and the articles of association, 5% of the net profit for the year should be added to the statutory reserves until this balance reaches 20% of the share capital.

The individual statement of financial position of the Company, reported as at December 31, 2015, presents statutory reserves in the amount of €3,140,139.40 (three million, one hundred and forty thousand, one hundred and thirty nine euros and forty cents). This amount is equal to the minimum legally required, not becoming, on the other hand, as a result of the intended allocation of profits, the total equity inferior to the sum of the capital and reserves which may not be distributed to shareholders by the law or the contract.

On 11 February 2016, the company's Board of Directors informed on its intention to propose, at the 2016 Annual General Meeting of Shareholders, the distribution of €3.768 million, corresponding to annual profits to be distributed by means of a resolution to allocate profits. This distribution, equal to 50.7% of the consolidated net profit, will represent a dividend of €0.12 per share.

Pursuant to legal and statutory provisions, the Board of Directors proposes that the financial year individual net profit be allocated as follows:

- 1. From the net profit for the year above mentioned, an amount totalling €3,768,167.28 (three million, seven hundred and sixty eight thousand, one hundred and sixty seven euros and twenty eight cents) is paid to shareholders, corresponding to €0.12 (twelve euro cents) per share, as related to the total number of shares issued:
- 2. That, as it is not possible to accurately determine the number of own shares held in treasury on the date of the abovementioned payment without limiting the Company's intervention capacity, notably in the increase of liquidity in its securities, the overall sum of €3.768.167.28 (three million, seven hundred and sixty eight thousand, one hundred and sixty seven euros and twenty eight cents) as provided for

in the foregoing paragraph, based on an unit amount per issued share (in this case, €0.12), be distributed as follows:

- a) That the unit amount of €0.12 be paid to each issued share:
- b) That the unit amount corresponding to the own shares held in treasury on the date of payment as referred to above not be paid, but transferred to retained earnings.
- 3. The remainder of net profit for the financial year in the amount of €13,392,780.96 (thirteen million, three hundred and ninety two thousand, seven hundred and eighty euros and ninety six cents) is transferred to retained earnings.



Lowis Park landar Salealo

**Luís Paulo Cardoso Salvado** Chairman



flad a M

Pedro Miguel Quinteiro Marques de Carvalho



· le' Houte Source

José Afonso Oom Ferreira de Sousa



four L-

Francisco Paulo Figueiredo Morais Antunes

Lisbon, 5 April 2016 Board of Directors



# ANNEXES TO THE CONSOLIDATED BOARD OF DIRECTORS' REPORT

## LIST OF SHAREHOLDERS WITH QUALIFYING STAKES **AS AT 31 DECEMBER, 2015**

(Under the terms of paragraph 4 of Article 448° of the Portuguese Commercial Companies Code and Article 16° of the Portuguese Securities Code (PSC')

| HOLDING UNDER THE SHAREHOLDERS AGREEMENT CONCERNING NOVABASE | NO. OF SHARES | % OF SHARE CAPITAL AND VOTING RIGHTS |
|--|---------------|--------------------------------------|
| HNB - SGPS, S.A. <sup>1</sup>                                | 8.321.019     | 26.50%                               |
| Pedro Miguel Quinteiro Marques de Carvalho                   | 2.289.068     | 7.29%                                |
| Rogério dos Santos Carapuça                                  | 1.079.122     | 3.44%                                |
| R.S.C. Invest, SGPS, S.A. <sup>2</sup>                       | 235.000       | 0.75%                                |
| João Nuno da Silva Bento <sup>1</sup>                        | 485.637       | 1.55%                                |
| Álvaro José da Silva Ferreira <sup>1</sup>                   | 50.282        | 0.16%                                |
| Luís Paulo Cardoso Salvado <sup>1</sup>                      | 50.282        | 0.16%                                |
| José Afonso Oom Ferreira de Sousa <sup>1</sup>               | 10.057        | 0.03%                                |
| TOTAL <sup>3</sup>   | 12.520.467    | 39.87%                               |

<sup>&</sup>lt;sup>1</sup>José Afonso Oom Ferreira de Sousa, Luís Paulo Cardoso Salvado, Álvaro José da Silva Ferreira and João Nuno da Silva Bento are the only shareholders of HNB - SGPS, S.A., and have entered into a shareholders agreement concerning the whole of HNB - SGPS, S.A.'s share capital.

<sup>&</sup>lt;sup>2</sup>The company R.S.C. Invest, SGPS, S.A. ("RSC") is controlled by Rogério dos Santos Carapuça.

<sup>&</sup>lt;sup>3</sup>The total holding is attributed to José Afonso Oom Ferreira de Sousa, Luís Paulo Cardoso Salvado, Álvaro José da Silva Ferreira, João Nuno da Silva Bento, Rogério dos Santos Carapuça and Pedro Miguel Quinteiro Marques de Carvalho, under the terms of the Shareholders Agreement concerning Novabase. This agreement is described in item 6 of the Corporate Governance Report attached to this Management Report.

|   | NO. OF SHARES | % OF SHARE CAPITAL AND VOTING RIGHTS |
|---|---------------|--------------------------------------|
| Partbleu, Sociedade Gestora de Participações<br>Sociais, S.A. 1 1 | 3.180.444     | 10.13%                               |

<sup>&</sup>lt;sup>1</sup>When Novabase was notified of this holding, it was informed that Partbleu, Sociedade Gestora de Participações Sociais, S.A. was indirectly held in 72% by Mr. Miguel Pais do Amaral, and therefore the corresponding voting rights were attributed to him.

|  | NO. OF SHARES | AND VOTING RIGHTS                       |  |
|--|---------------|---|--|
| IBIM2 Limited  | 1.610.145     | 5.13%                                   |  |
| SANTANDER ASSET MANAGEMENT – SOCIEDADE<br>GESTORA DE FUNDOS DE INVESTIMENTO MOBILIÁRIO, SA | NO. OF SHARES | % OF SHARE CAPITAL<br>AND VOTING RIGHTS |  |
| Fundo de Investimento Mobiliário Aberto Poupança Ações<br>Santander PPA                    | 71.135        | 0.23%                                   |  |
| Fundo de Investimento Mobiliário Aberto Santander Ações<br>Portugal                        | 1.535.399     | 4.89%                                   |  |
| TOTAL <sup>1</sup>   | 1.606.534     | 5.12%                                   |  |

<sup>&</sup>lt;sup>1</sup>When Novabase was notified of this holding, it was informed that the funds identified above were managed by Santander Asset Management - Sociedade Gestora de Fundos de Investimento Mobiliário, S.A.

|   | NO. OF SHARES | % OF SHARE CAPITAL<br>AND VOTING RIGHTS |  |
|---|---------------|---|--|
| Fernando Fonseca Santos                         | 1.575.020     | 5.02%                                   |  |
|   | NO. OF SHARES | % OF SHARE CAPITAL<br>AND VOTING RIGHTS |  |
| Maria Manuela de Oliveira Marques               | 1.043.924     | 3.32%                                   |  |
| CAIXAGEST<br>TÉCNICAS DE GESTÃO DE FUNDOS, S.A. | NO. OF SHARES | % OF SHARE CAPITAL<br>AND VOTING RIGHTS |  |
| Caixagest PPA                                   | 1             | 0.14%                                   |  |
| Caixagest Ações Portugal  TOTAL¹                | 646.288       | 1,91%<br><b>2.06</b> %                  |  |

<sup>&</sup>lt;sup>1</sup>When Novabase was notified of this holding, it was informed that the funds identified above were managed by Caixagest - Técnicas de Gestão de Fundos, S.A., however it was not disclosed the actual number of shares held by each fund.

The holdings identified above correspond to the last positions notified to the Company with reference to 31 December 2015 or a previous date.

### INFORMATION CONCERNING STAKES HELD IN THE COMPANY BY MEMBERS OF THE BOARD OF DIRECTORS AND SUPERVISORY BODIES AS AT 31 DECEMBER, 2015

(Under the terms of paragraph 5 of Article 447 of the Portuguese Commercial Companies Code)

| HOLDERS <sup>1</sup>  | NO. SHARES <sup>1</sup> | % CAPITAL<br>AND VOTING RIGHTS |  |
|---|-------------------------|--------------------------------|--|
| Luís Paulo Cardoso Salvado <sup>2</sup>   | 50.282                  | 0.16%                          |  |
| José Afonso Oom Ferreira de Sousa <sup>2</sup>  | 10.057                  | 0.03%                          |  |
| Pedro Miguel Quinteiro Marques de Carvalho  | 2.289.068               | 7.29%                          |  |
| Francisco Paulo de Figueiredo Morais Antunes  | 30.335                  | 0.10%                          |  |
| Paulo Soares de Pinho (member of the Supervisory Board)   | 0                       | 0.00%                          |  |
| Maria de Fátima Piteira Patinha Farinha (member of the Supervisory Board)                                     | 0                       | 0.00%                          |  |
| Nuno Miguel Dias Pires (member of the Supervisory Board)  | 0                       | 0.00%                          |  |
| KPMG & Associados – SROC, represented by Paulo Alexandre Martins Quintas Paixão (effective Statutory Auditor) | 0                       | 0.00%                          |  |
| Maria Cristina Santos Ferreira (surrogate Statutory Auditor)  | 0                       | 0.00%                          |  |
| TOTAL <sup>1</sup>  | 2.379.742               | 7.58%                          |  |

<sup>1</sup> The shareholding of each of these members of the corporate and supervisory boards corresponds to the last position notified to the Company in reference to 31 December 2015 or a previous date. Information on the number of options granted to each Member of the Management and Supervisory Bodies during the 2015 financial year is described in items 77 of the Corporate Governance Report attached to this Management Report.

<sup>&</sup>lt;sup>2</sup> José Afonso Oom Ferreira de Sousa and Luís Paulo Cardoso Salvado are shareholders of HNB - SGPS, S.A., where they hold management positions. HNB - SGPS, S.A. holds 8,321,019 shares representing 26.50% of Novabase's share capital and respective voting rights.

Information on management transactions, in accordance with article 248-B of the Portuguese Securities Code, is described in the next section.

Information on the conditions under which the options granted to each Member of the Management and Supervisory Bodies were exercised during the 2015 financial year is described in items 74 and 77 of the Corporate Governance Report attached to this Management Report.

In addition to those mentioned above, no encumbrances or other acquisitions or changes in the ownership of shares representing the Company's share capital (or of a company in a control or group

relationship with the Company) were undertaken by the Members of the Management and Supervisory Bodies, nor any promissory, option or repurchase agreements, nor other agreements with similar effects on such shares.

The type of transactions described above were also not carried out by any person falling under the scope of paragraphs 2, a) to d) of article 447 of the Portuguese Companies Code.

Finally, it should be clarified that neither the Company nor any company in a control or group relationship with it is an issuer of bonds.

#### LIST OF MANAGEMENT TRANSACTIONS

(Under the terms of paragraphs 6 and 7 of Article 14 of the Portuguese Securities Market Commission - CMVM - Regulation nº. 5/2010)

| DIRECTOR <sup>1</sup>     | TRANSACTION | DATE       |  |
|---------------------------|-------------|------------|--|
| Francisco Antunes         | Disposal    | 31.12.2015 |  |
| Francisco Antunes         | Disposal    | 29.12.2015 |  |
| Francisco Antunes         | Acquisition | 29.12.2015 |  |
| Francisco Antunes         | Disposal    | 02.06.2015 |  |
| Luís Paulo Salvado        | Acquisition | 27.05.2015 |  |
| Francisco Antunes         | Acquisition | 27.05.2015 |  |
| José Afonso de Sousa      | Acquisition | 27.05.2015 |  |
| Pedro Marques de Carvalho | Acquisition | 27.05.2015 |  |

<sup>&</sup>lt;sup>1</sup>Transactions on Novabase' shares by the persons referred to in Article 447 of the Commercial Companies Code ("CSC").

| LOCATION         | NO. SHARES | PRICE PER SHARE (€) |
|------------------|------------|---------------------|
| Euronext Lisbon  | 9.360      | 2.112               |
| Euronext Lisbon  | 5.640      | 2.170               |
| Euronext Lisbon  | 15.000     | 2.168               |
| Euronext Lisbon  | 30.000     | 2.600               |
| Over-the-Counter | 50.281     | 2.401               |
| Over-the-Counter | 60.335     | 2.401               |
| Over-the-Counter | 10.056     | 2.401               |
| Over-the-Counter | 10.056     | 2.401               |

#### **OWN SHARES TRANSACTIONS**

(Under the terms of section d) of paragraph 5 of Article 66° of the Portuguese Commercial Companies Code)

| TRANSACTION | DATE       | LOCATION         |
|-------------|------------|------------------|
| Disposal    | 08.04.2015 | Over-the-Counter |
| Acquisition | 16.04.2015 | Euronext Lisbon  |
| Acquisition | 17.04.2015 | Euronext Lisbon  |
| Disposal    | 27.05.2015 | Over-the-Counter |

| NO. SHARES | PRICE PER SHARE (€) |  |
|------------|---------------------|--|
| 11.999     | 2.350               |  |
| 3.984      | 2.350               |  |
| 2.463      | 2.350               |  |
| 23.598     | 2.350               |  |
| 4.924      | 2.350               |  |
| 300.000    | 2.352               |  |
| 30.000     | 2.392               |  |
| 35.197     | 2.401               |  |
| 50.281     | 2.401               |  |
| 50.281     | 2.401               |  |
| 50.281     | 2.401               |  |
| 32.682     | 2.401               |  |
| 28.912     | 2.401               |  |
| 60.335     | 2.401               |  |
| 10.056     | 2.401               |  |
| 10.056     | 2.401               |  |