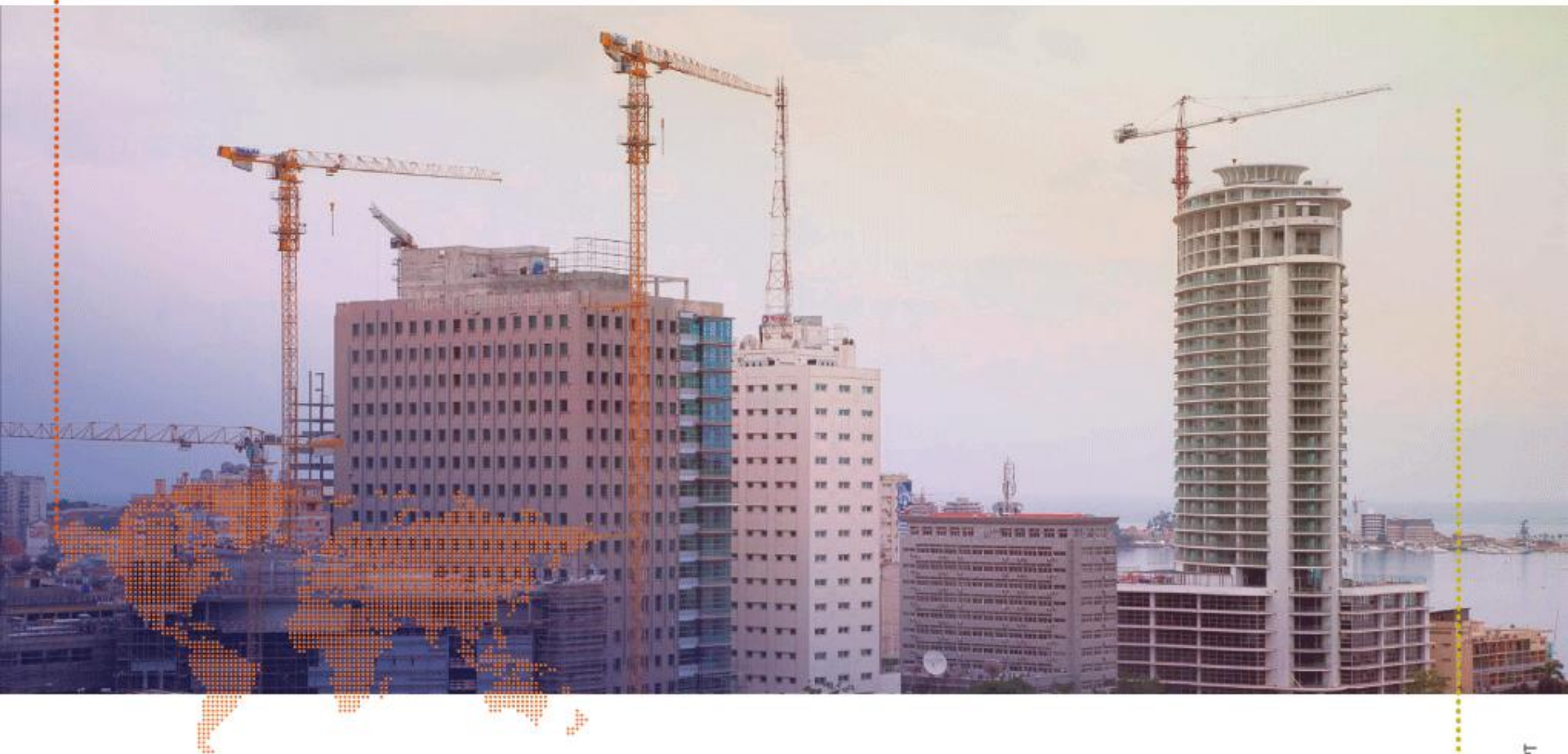


# 1ST HALF 2012 EARNINGS PRESENTATION

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31 August 2012



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## HIGHLIGHTS

**1. INTERNATIONAL ACTIVITY GROWTH**

**2. INVESTMENT IN THE BUSINESS' SUSTAINABILITY: PRODUCTION STRUCTURE ADJUSTMENTS, DEBT RESTRUCTURING, STRATEGIC DIVESTMENTS**

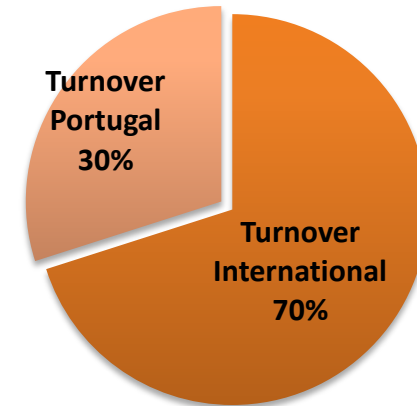
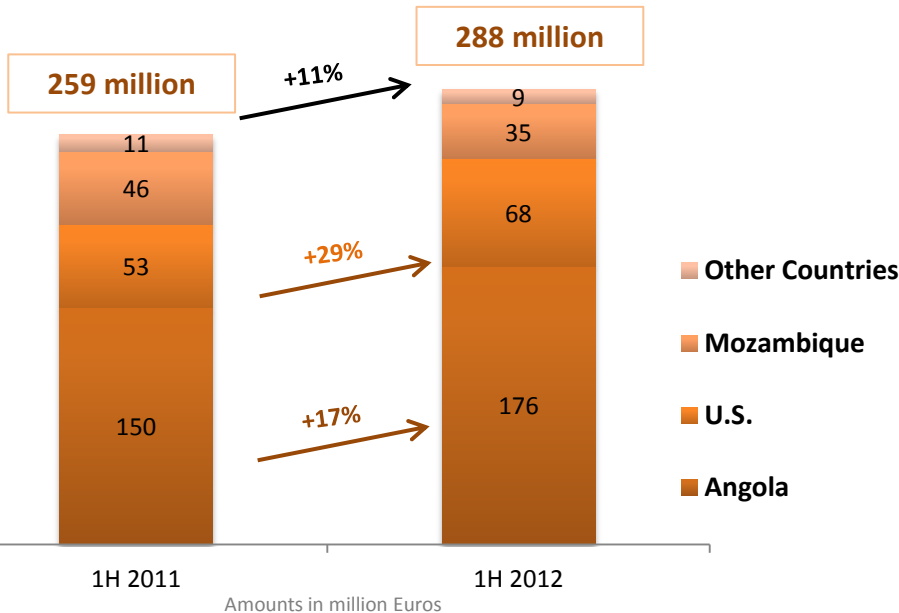
**3. SOLID BUSINESS PROSPECTS: ORDER BOOK**

## HIGHLIGHTS | 1. INTERNATIONAL ACTIVITY GROWTH

The international activity represented 70% of the consolidated turnover in the 1st half of 2012, reaching 288 million Euros



Growing **11%** from 259 million Euros in 1H 2011, with a 17% rebound in the 2<sup>nd</sup> quarter vs. 1<sup>st</sup> quarter of 2012, benefiting from:



- Recovery of the turnover in Angola: **17%** growth vs. 1H 2011
- Continued growth of activity in the U.S.: **+29%** vs. 1H 2011
- Retrieval of turnover in “other countries” from the 1<sup>st</sup> to the 2<sup>nd</sup> quarter: 1.9 million to 7.5 million Euros
- Acceleration of the activity in Mozambique in the 2Q, growing 18% vs. 1Q, although the comparison with the same half of the previous year still suffers from the very positive impact of the All-African Games village construction in 2011

## HIGHLIGHTS | 2. INVESTMENT IN THE BUSINESS' SUSTAINABILITY

### ADJUSTMENT OF THE PRODUCTION AND COST STRUCTURE TO THE MARKET CONDITIONS:

Contraction of the activity in the domestic market, need for a more flexible cost structure that supports and promotes the Group's international activity growth

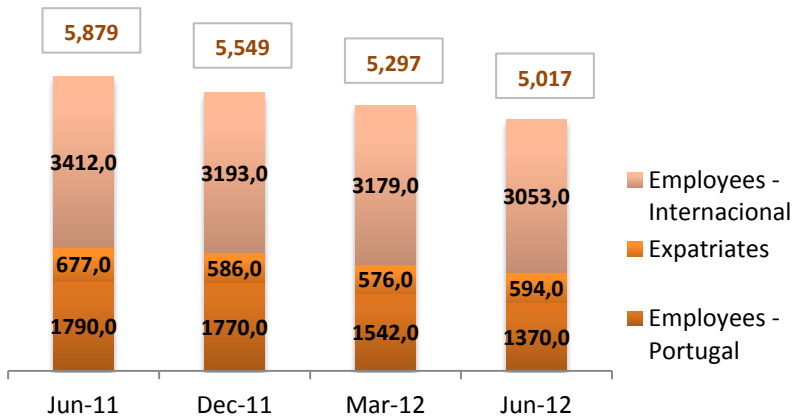


Reduction of the number of employees

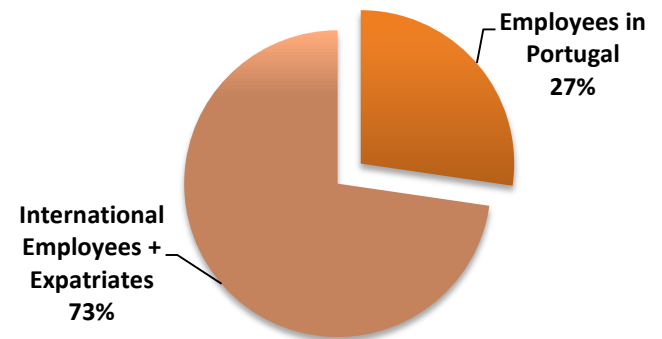
Labor contracts termination by mutual agreement plan being implemented: 75 agreements in 2Q, 312 in 1H 2012

Compensation's costs reached 1.3 million Euros in 2Q; 6.4 million in 1H 2012 (0.5 million in 1H 2011)

EVOLUTION OF THE NUMBER OF EMPLOYEES



EMPLOYEES' BREAKDOWN BY GEOGRAPHICAL AREA



## HIGHLIGHTS | 2. INVESTMENT IN THE BUSINESS' SUSTAINABILITY

### DEBT RESTRUCTURING

Answering to the difficult market conditions and aiming at reinforcing the business' financial sustainability, is near completion and formalization of a **Financial Program negotiated with the major financial institutions with which Soares da Costa Group relates**, which was designed according to the estimated cash flows, resulting in the following two vectors:

1. **A new financing facility to support working capital needs and another to support equity injections in concession projects;**
2. **Debt consolidation in key financing banks, with an extension of the maturity profile and introduction of a grace period.**

### STRATEGIC DIVESTMENTS

- As announced in last year's strategic plan revision, efforts to divest from areas considered as non strategic and/or from mature assets are progressing, with several negotiations processes, in different stages;
- Several mandates were attributed to the alienation of non strategic and /or mature assets.
- Non binding proposals have already been received in respect of c. 50% of these mandates;
- Negotiations are under way, that may be completed around or after year-end.

**HIGHLIGHTS | 3. SOLID BUSINESS PROSPECTS: ORDER BOOK**

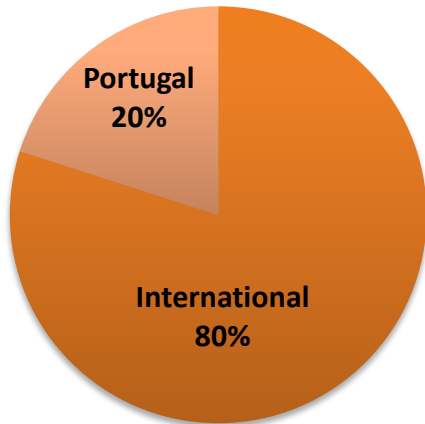
AS OF JUNE 30, ORDER BOOK REACHED  
**1,182 MILLION EUROS**



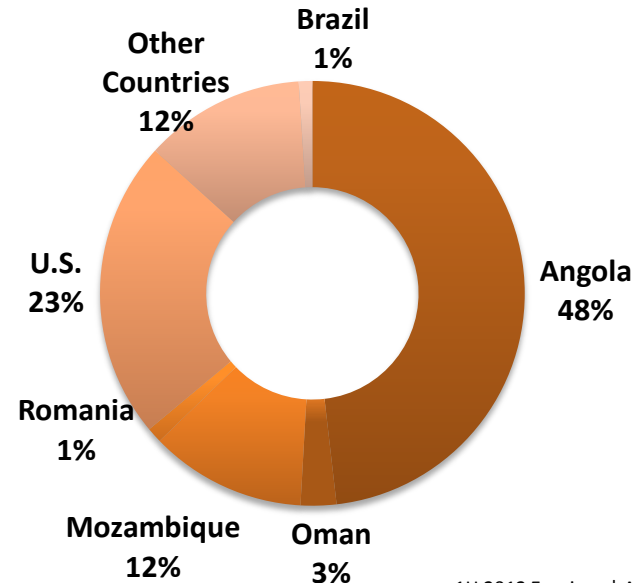
International market represents **80%** of the order book, reaching **945 million Euros**, and growing **2.5%** vs. year-end 2011

Balanced portfolio and **strong exposure to high-growth economies**

ORDER BOOK BREAKDOWN AS OF 30.06.2012

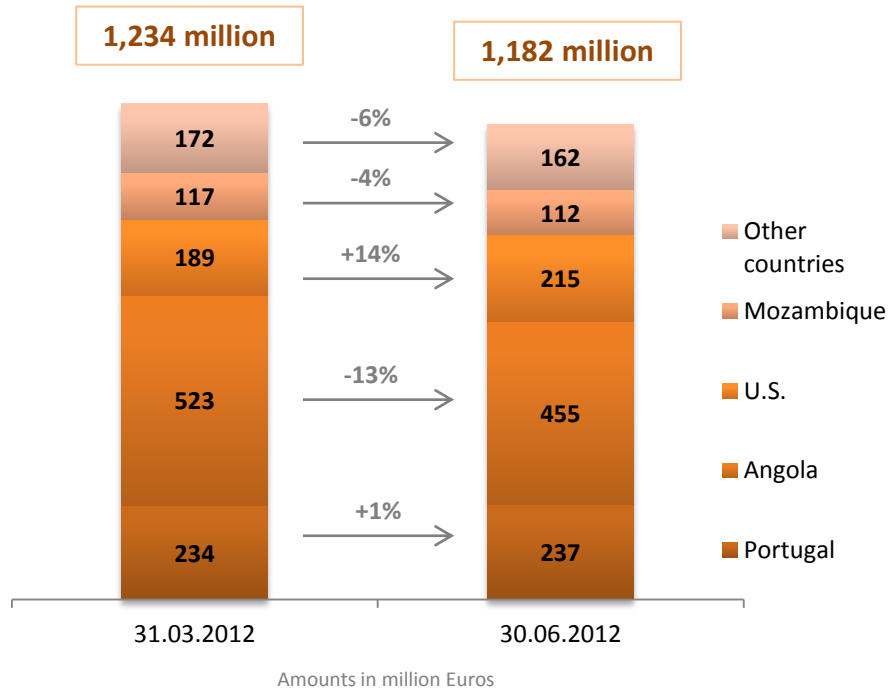


INTERNATIONAL ORDER BOOK BREAKDOWN AS OF 30.06.2012



## HIGHLIGHTS | 3. SOLID BUSINESS PROSPECTS: ORDER BOOK

### ORDER BOOK EVOLUTION



### MAIN WORKS AWARDED IN THE QUARTER...

<b>U.S.</b>	<b>42 million</b>	Design-Build I-75 (SR 93). airport access at Southwest Florida Internat. Airport
<b>Portugal</b>	<b>17 million</b>	75km pipeline between Mangualde-Celorico-Guarda
<b>Portugal</b>	<b>7 million</b>	Demolition and structures of Puaça Building, Lisbon

### ...AND AFTER THE QUARTER

<b>Mozambique</b>	<b>22 million</b>	Bridges over the Sangaze, Pompwe, Macuca e Chidge rivers in the Sofala region and the bridges over the Muira, Tszanzabue, and Nhagucha rivers in the Manica region
<b>Angola</b>	<b>13 million</b>	Datacenter Movicel in Talatona



## 1ST HALF 2012 EARNINGS | KEY PERFORMANCE INDICATORS

**CONSOLIDATED TURNOVER REACHED 411 MILLION EUROS**

**21.6 MILLION EUROS EBITDA, CORRESPONDING TO A 5.3% MARGIN**

**EBITDA EXCLUDING COSTS WITH LABOUR CONTRACTS TERMINATION COMPENSATIONS, COSTS RELATED WITH A 2001-2005 TAX LAWSUIT AND WITHOUT CHANGING BEIRA INTERIOR MOTORWAY ACCOUNTING METHOD WOULD HAVE REACHED 54.3 MILLION EUROS, CORRESPONDING TO A 12.7% MARGIN**

**NET LOSSES OF -17 MILLION EUROS, NEGATIVELY AFFECTED BY THESE NON RECURRENT COSTS AND BY THE ACCOUNTING EFFECT MENTIONED**

**EXCLUDING THESE EFFECTS, NET LOSSES WOULD HAVE BEEN -0.4 MILLION EUROS**

## 1ST HALF 2012 EARNINGS | KEY PERFORMANCE INDICATORS

Consolidated	1H 2011	1H 2012	Var.
Turnover	419.5	<b>411.0</b>	n.m.
EBITDA	47.5	<b>21.6</b>	n.m.
EBITDA margin	11.3%	<b>5.3%</b>	n.m.
EBITDA (*)	48.0	<b>54.3</b>	<b>13.1%</b>
EBITDA margin (*)	11.4%	<b>12.7%</b>	<b>1.3 pp</b>
EBIT	30.9	<b>1.5</b>	n.m.
EBIT margin	7.4%	<b>0.4%</b>	n.m.
EBIT (*)	31.3	<b>28.6</b>	<b>-8.8%</b>
EBIT margin (*)	7.5%	<b>7.0%</b>	<b>-0.5 pp</b>
Net financial expenses	-27.5	-22.1	n.m.
EBT	3.4	<b>-20.6</b>	n.m.
Taxes	-1.5	3.4	n.m.
Minorities	-0.1	-0.2	n.m.
Net Profit	1.9	<b>-17.0</b>	n.m.
Net income (*)	2.2	<b>-0.4</b>	n.m.
Capex	3.2	<b>3.8</b>	n.m.
Net debt (vs. 31.12.2011)	863.0	<b>916.3</b>	<b>6.2%</b>

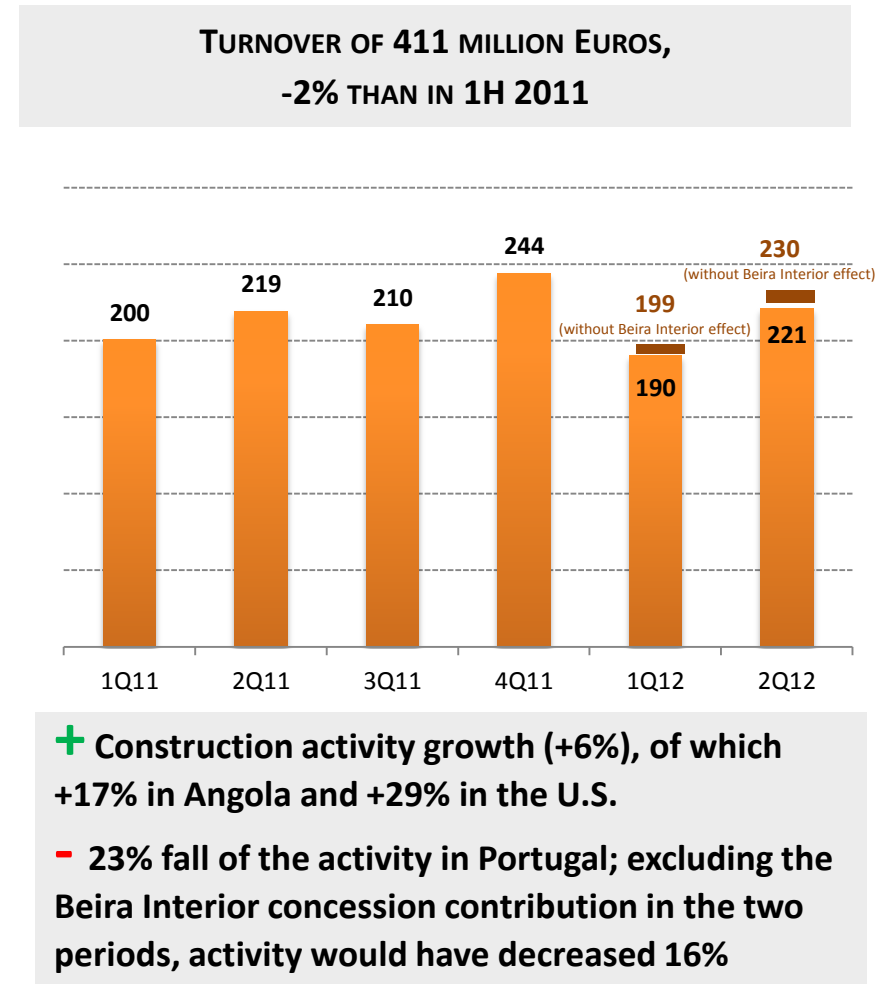
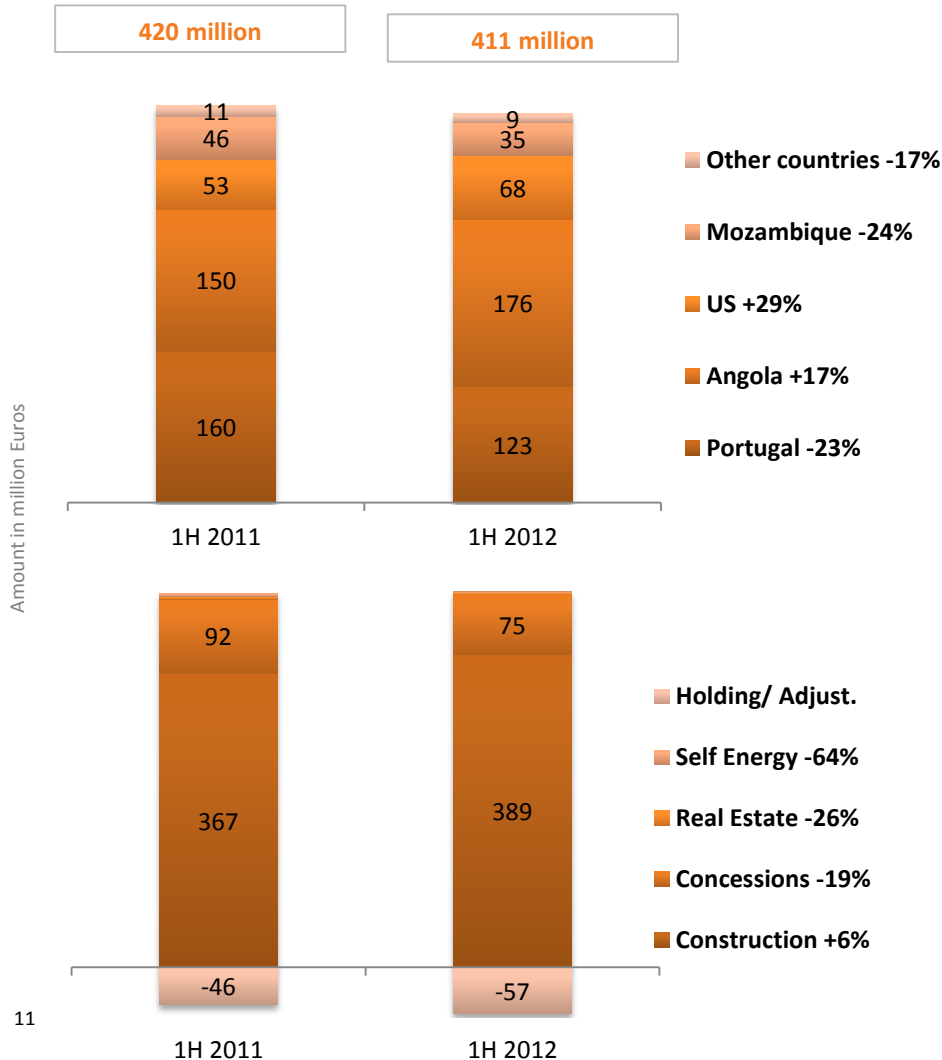


Change in the accounting method of Beira Interior concession, as well as the existence of several non-recurring amounts in 2012's accounts (6.4 million of compensation costs 8.7 million of tax-nature costs), harm the meaning of comparisons with the same period of last year



**EBITDA, EBIT and net Income were recalculated revising the staff compensation costs, the tax-nature costs and the Beira Interior concession accounting method change**

## 1ST HALF 2012 EARNINGS | TURNOVER EVOLUTION



## 1ST HALF 2012 EARNINGS | IMPACT OF BEIRA INTERIOR MOTORWAY CONCESSION ACCOUNTING METHOD CHANGE

Beira Interior motorway, which is consolidated by the proportional method on the Group's accounts, changed, from 01.01.2012 onwards, the concession accounting from the intangible assets model to the **financial assets model**

This change was driven by the Government decision to introduce tolls paid by users in the sections and subsections that comprise the **Beira Interior motorway concession**



### Significant effects regarding the Group's consolidated indicators:

million Euros	1H 2011		1H 2012		Change	Change vs. 1H 2011	
	Intangible asset	Financial asset	Intangible asset	Change		Financial asset	Intangible asset
	Real	Real	Proforma			Real	Proforma
Turnover	19.5	5.0	22.5	-17.5	-14.5	3.0	
EBITDA	15.3	0.9	18.4	-17.5	-14.4	3.1	
EBIT	9.7	0.9	12.8	-11.9	-8.8	3.1	
Financials	-7.1	1.1	-6.6	7.7	8.1	0.5	
Net income	1.9	1.4	4.5	-3.0	-0.5	2.6	

**- Very negative impact at operational level and net income level**

**+ Positive impact at the financial results level**

Note: Amounts represented on the proportional part of the Group's 33.33% stake

## 1ST HALF 2012 EARNINGS | PROFITABILITY

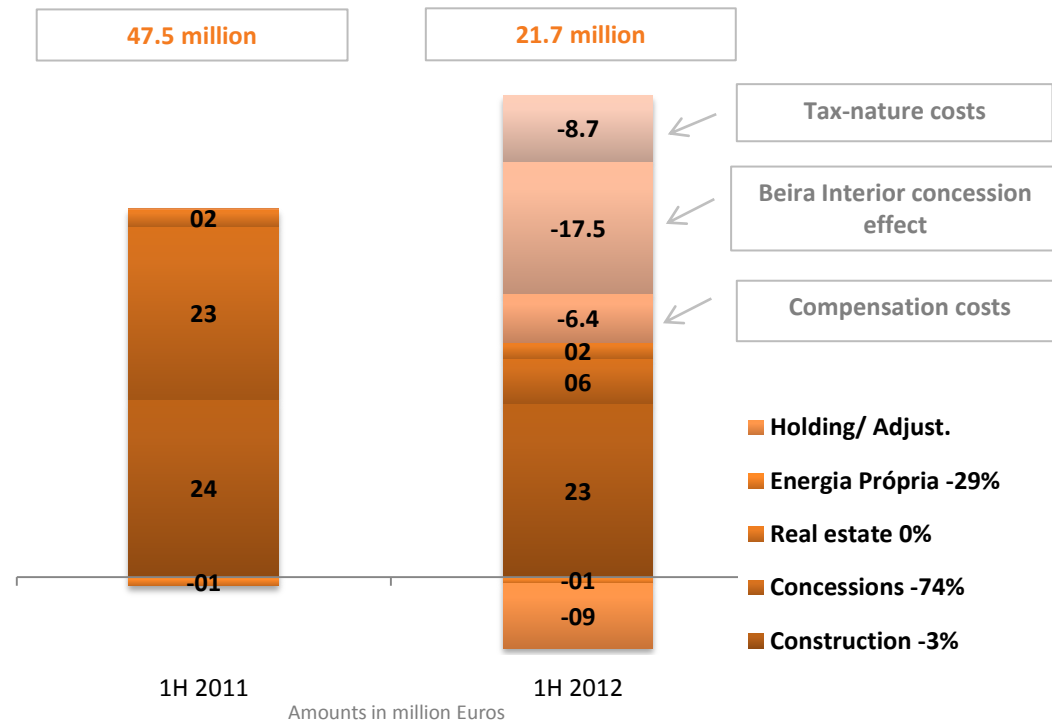
**21.6 MILLION EUROS EBITDA IN THE 1ST HALF OF 2012, CORRESPONDING TO A 5.3% MARGIN**

Negative impacts on EBITDA:

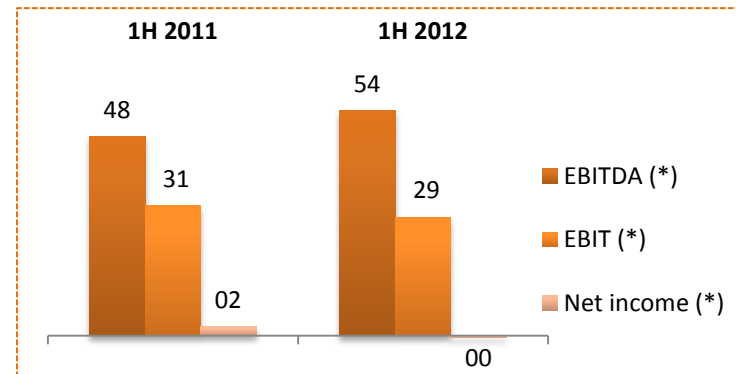
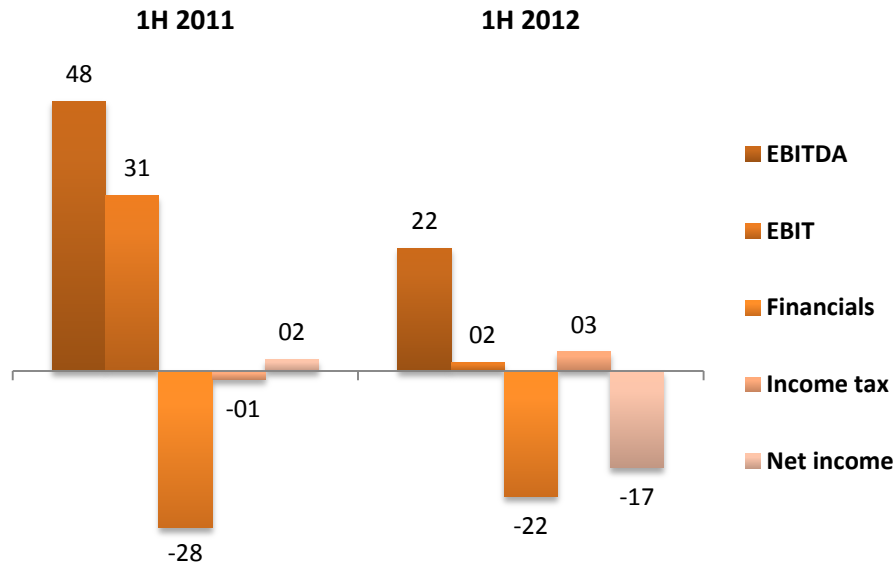
- Beira Interior accounting method change: **-17.5 million Euros**
- non recurring costs with compensation from labor contracts termination: **-6.4 million Euros**
- non recurring tax-nature costs: **-8.7 million Euros**

Excluding these effects:

**54.3 MILLION EUROS EBITDA IN THE 1<sup>ST</sup> HALF OF 2012, CORRESPONDING TO A 12.7% MARGIN**

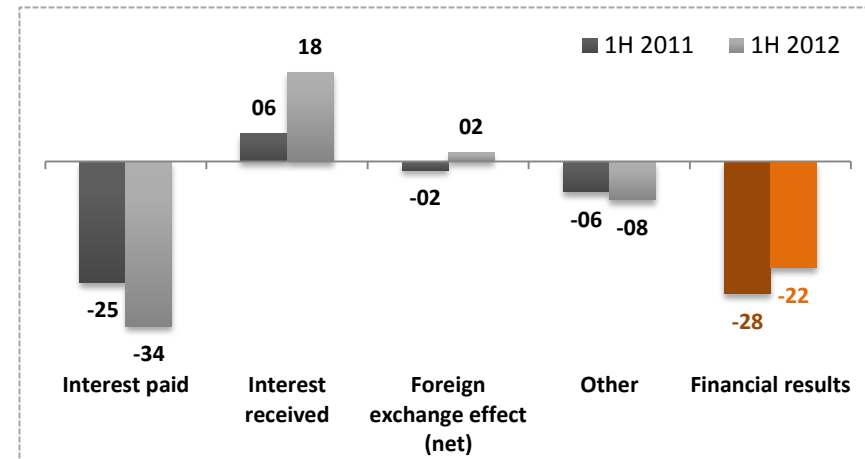


## 1ST HALF 2012 EARNINGS | PROFITABILITY



(\*) Amounts recalculated excluding the staff's compensation costs, tax-nature costs and without any change of the Beira Interior motorway concession accounting method

### FINANCIAL RESULTS BREAKDOWN

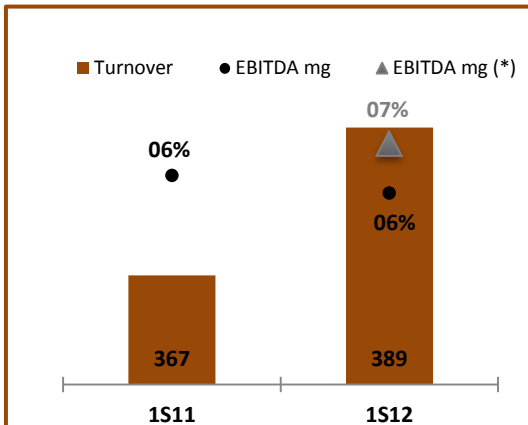


**+ Financial results improved benefiting from a 7.7 million contribution from Beira Interior accounting change, and a positive foreign exchange effect**

**- EBITDA and EBIT negatively influenced by the accounting change of Beira Interior motorway and by non recurring compensation costs and tax-nature costs; excluding these effects, net income would be marginally negative**

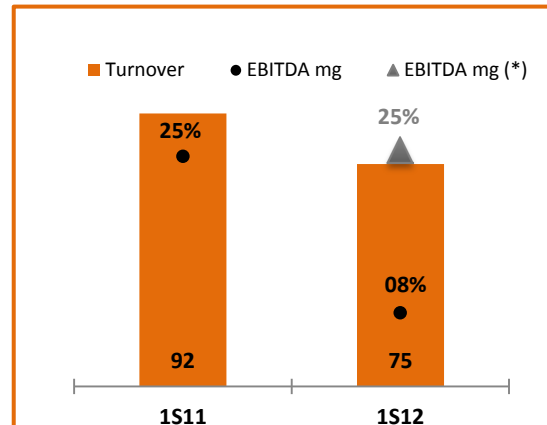
## 1ST HALF 2012 EARNINGS | PERFORMANCE BY BUSINESS AREA

### CONSTRUCTION



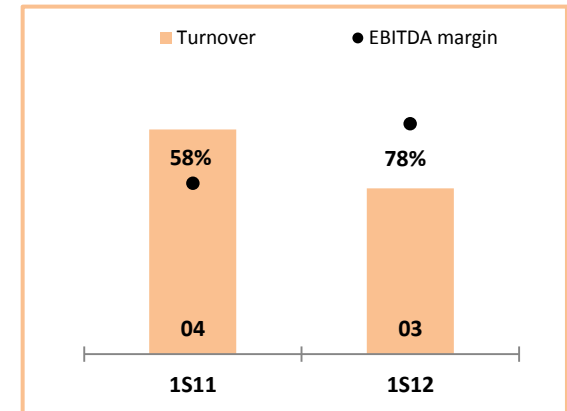
- Turnover rose 6% vs. 1H 2011, supported by the international activity growth, namely in Angola (+17%) and U.S. (+29%)
- **Recurring margin was 7.4%**, which compares favourably with the 6.4% reached in the previous year

### CONCESSIONS

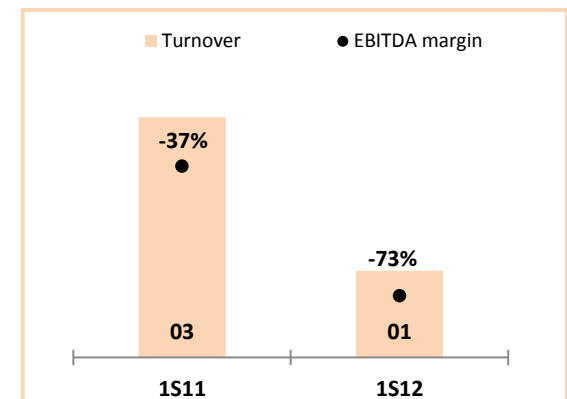


- Amounts influenced by the Beira Interior accounting change
- **EBITDA margin excluding that effect would be 25.4% in 1H12** (vs. 24.7% in 1H 2011)
- Turnover includes the recognition of the construction of the concessions Transmontana and Estradas do Zambeze (65.6 million vs. 60.8 in 1H 2011)

### REAL ESTATE



### ENERGIA PRÓPRIA



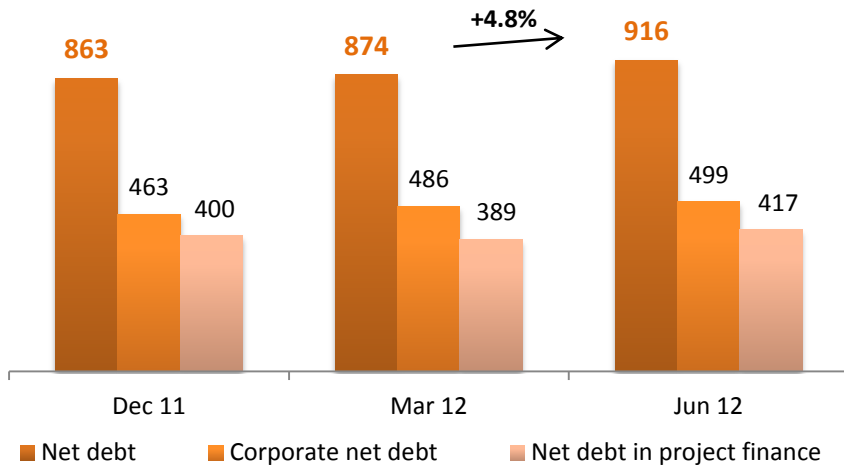
## FINANCIAL STRUCTURE | BALANCE SHEET AS OF JUNE 30, 2012

The increase in the Accounts Receivable in Non Current Assets is related with the development of the concessions (Transmontana and Zambeze) and with the transfer of Beira Interior concession to this item (from Intangibles)

ASSETS		1,843 million	+5%	SHAREHOLDERS' EQUITY + LIABILITIES		1,843 million	+5%
Non current 1,009 million	Intangible	144 million	-58%	Shareholders' equity 90 million			-22%
	Tangible	265 million	-3%	Non current 789 million	Loans	654 million	+3%
	Accounts receivable	505 milhões	+113%		Other	135 million	+1%
	Other	92 million	+8%	Current 969 million	Loans	371 million	+21%
Stocks	126 milhões	-1%	Accounts payable		381 million	+2%	
Accounts receivable	469 million	-7%	Other		211 million	+8%	
Other	129 million	+18%					
Current 839 million	Cash	114 million	+32%				

Shareholders equity is negatively impacted by the semester's net loss and the variation in fair value of the hedging derivatives related with the concessions area

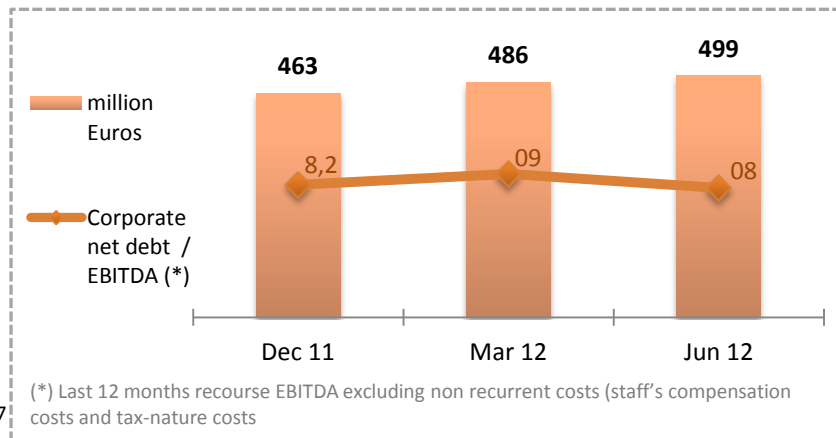
## FINANCIAL STRUCTURE | NET DEBT EVOLUTION



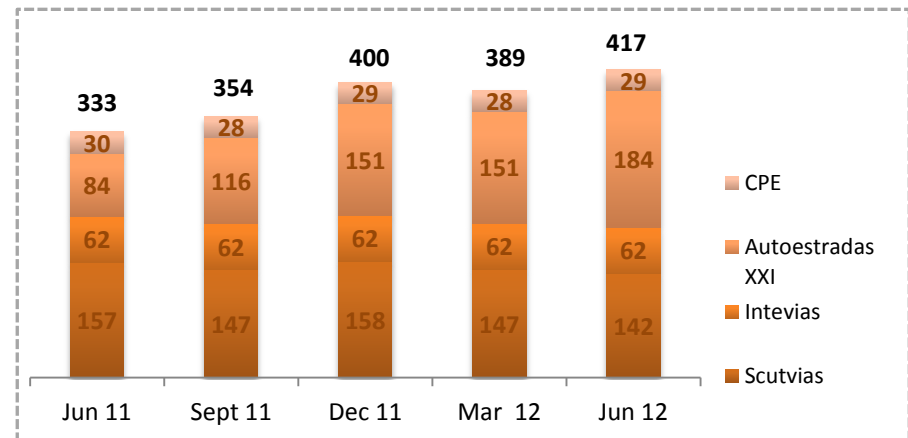
**CONSOLIDATED NET DEBT WAS 916 MILLION EUROS AS OF JUNE 30, +4.8% vs. the end of the 1st quarter, with corporate debt rising 2.8% and project finance debt increasing 7.2%**

Amounts in million Euros

### CORPORATE NET DEBT EVOLUTION



### PROJECT FINANCE NET DEBT EVOLUTION





## FINANCIAL CALENDAR

### 2012 Earnings Release:

3rd Quarter 2012 – November 29

## CONTACTOS

### GRUPO SOARES DA COSTA SGPS SA

[www.soaresdacosta.pt](http://www.soaresdacosta.pt)

Public Company

Head Office: Rua de Santos Pousada, 220

4000-478 Porto

Share Capital 160,000,000 Euros

Commercial Registry Office of Porto: corporate body and register nr. 500 265 753

#### Representative for Market Relations

António Frada

T: +351 22 834 22 43

#### Investor Relations

Rita Carles

T: + 351 21 791 3236 | + 351 22 834 2217

[rita.carles@soaresdacosta.pt](mailto:rita.carles@soaresdacosta.pt)