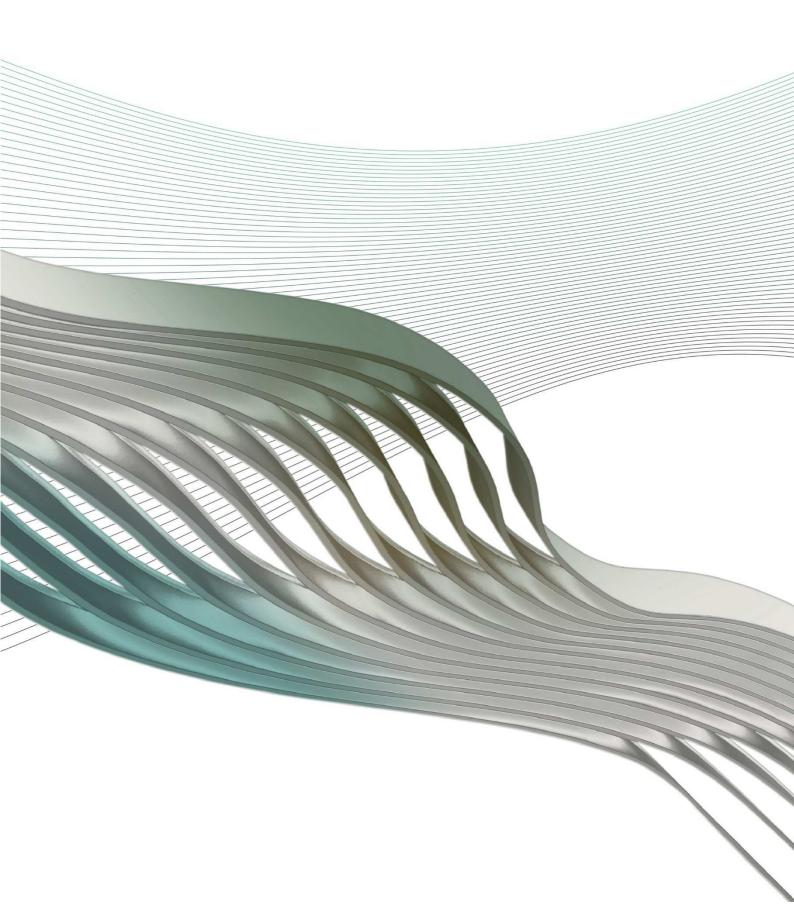
# SONAE FINANCIAL REPORT '16





IMPROVING LIFE

# CONSOLIDATED FINANCIAL STATEMENTS



#### CONSOLIDATED STATEMENT OF FINANCIAL POSITION AT 31 DECEMBER 2016 AND 2015

#### (Amounts expressed in euro)

(Translation of consolidated financial statements originally issued in Portuguese. In case of discrepancy the Portuguese version prevails.)

ASSETS	Notes	31 Dec 2016	31 Dec 2015 Restated Note 4
NON-CURRENT ASSETS:			
Tangible assets	8	1,612,469,478	1,543,114,788
Intangible assets	9	373,509,488	269,141,349
Investment properties		879,263	919,609
Goodwill	10	653,752,668	605,583,709
Investments in joint ventures and associates	11	1,362,270,890	1,214,889,100
Other investments	7 and 12	20,784,450	29,549,661
Deferred tax assets	19	61,360,744	64,094,618
Other non-current assets	7 and 13	19,226,166	31,610,627
Total Non-Current Assets		4,104,253,147	3,758,903,461
CURRENT ASSETS:			-
Inventories	14	696,297,968	634,764,894
Trade account receivables	7 and 15	116,003,860	96,177,303
Other debtors	7 and 16	83,961,449	78,506,544
Taxes recoverable	17		
	17	70,525,818	78,953,427
Other current assets		76,911,316	88,000,741
Investments	7 and 12	4,369,022	82,430,974
Cash and cash equivalents	7 and 20	340,920,458	282,751,583
Total Current Assets		1,388,989,891	1,341,585,466
Non-current assets held for sale	21	19,522,549	131,044,138
TOTAL ASSETS		5,512,765,587	5,231,533,065
EQUITY AND LIABILITIES			
EQUITY:			
Share capital	22	2,000,000,000	2,000,000,000
Own shares	22	(114,738,086)	(123,493,932)
Legal reserve		244,211,592	244,211,592
Reserves and retained earnings		(450,881,147)	(637,533,495)
Profit/(Loss) for the period attributable to the equity holders of the Parent Company		215,073,949	175,306,228
Equity attributable to the equity holders of the Parent Company		1,893,666,308	1,658,490,393
Equity attributable to non-controlling interests	23	170,771,866	136,303,721
TOTAL EQUITY		2,064,438,174	1,794,794,114
LIABILITIES:			
NON-CURRENT LIABILITIES:			
	7 and 24	E07 004 174	F66 206 612
Loans		507,884,174	566,306,612
Bonds	7 and 24	695,803,279	697,562,099
Obligation under finance leases	7, 24 and 25	1,463,520	3,231,481
Other loans	7 and 24	4,676,660	5,764,682
Other non-current liabilities	7 and 27	21,557,388	36,028,880
Deferred tax liabilities	19	114,370,917	78,832,522
Provisions	32	25,848,118	39,710,058
Total Non-Current Liabilities		1,371,604,056	1,427,436,334
CURRENT LIABILITIES:			
Loans	7 and 24	350,365,080	258,655,767
Bonds	7 and 24	7,998,517	49,962,081
Obligation under finance leases	7, 24 and 25	1,079,629	3,691,782
Other loans	7 and 24	1,769,184	1,953,298
Trade creditors	7 and 29	1,136,655,247	1,161,697,200
Other creditors	7 and 30	200,640,232	199,513,809
Taxes and contributions payable	17	91,929,635	92,269,879
Other current liabilities Provisions	31 32	271,000,382	238,474,811 3,083,990
Provisions Total Current Liabilities	52	3,558,708 2,064,996,614	2,009,302,617
Non-current liabilities held for sale	21	11,726,743	-
TOTAL LIABILITIES		3,448,327,413	3,436,738,951
TOTAL EQUITY AND LIABILITIES			5,231,533,065
		5,512,765,587	3,231,333,065

The accompanying notes are part of these consolidated financial statements.

#### CONSOLIDATED INCOME STATEMENTS FOR THE PERIOD ENDED 31 DECEMBER 2016 AND 2015

(Translation of consolidated financial statements originally issued in Portuguese. In case of discrepancy the Portuguese version prevails.)

(Amounts expressed in euro)	Notes	31 Dec 2016	31 Dec 2015
Sales	6 and 35	5,159,067,410	4,825,931,588
Services rendered	6 and 35	217,070,093	188,311,035
Income or expense relating to investments	36	1,089,450	(6,366,703
Gains and losses on investments recorded at fair value through results	12 and 37	(15,681,846)	22,135,189
Financial income	37	15,927,784	19,337,242
Other income	38	772,917,934	683,825,179
Cost of goods sold and materials consumed	14	(4,261,074,939)	(3,955,037,096
(Increase)/Decrease in Production	14	1,273,422	(46,783
External supplies and services	39	(720,362,710)	(654,546,532
Staff costs	40	(731,640,839)	(665,354,195
Depreciation and amortisation	8 and 9	(183,106,719)	(173,003,291
Provisions and impairment losses	32	(17,300,593)	(13,074,208
Financial expense	37	(52,659,808)	(73,668,281
Other expenses	41	(75,052,269)	(89,278,783
Share of results of joint ventures and associated companies	11.3	138,842,109	88,531,189
Profit/(Loss) before taxation from continuing operations		249,308,479	197,695,550
Taxation	42	(26,904,791)	(20,919,599
Profit/(Loss) after taxation from continuing operations		222,403,688	176,775,951
Profit/(Loss) from discontinued operations after taxation Consolidated profit/(Loss) for the period		(409,391) 221,994,297	176,775,951
Attributable to equity holders of the Parent Company:			
Continuing operations		215,278,645	175,306,228
Discontinued operations		(204,696)	-
		215,073,949	175,306,228
Attributable to non-controlling interests			
Continuing operations		7,125,044	1,469,723
Discontinued operations		(204,696)	-
	23	6,920,348	1,469,723
Profit/(Loss) per share			
From continuing operations			
Basic	44	0.118182	0.097429
Diluted	44	0.110308	0.090784
From discontinued operations			
Basic	44	(0.000108)	-
Diluted		(0.000101)	

The accompanying notes are part of these consolidated financial statements.

The Board of Directors

#### CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME FOR THE PERIODS ENDED 31 DECEMBER 2016 AND 2015

(Translation of consolidated financial statements originally issued in Portuguese. In case of discrepancy the Portuguese version prevails.)

(Amounts expressed in euro)	Notes	31 Dec 2016	31 Dec 2015
Net Profit / (Loss) for the period		221,994,297	176,775,951
Items that maybe reclassified subsequently to profirt or loss: Exchange differences arising on translation of foreign operations		5,127,738	(5,082,830)
Participation in other comprehensive income (net of tax) related to joint ventures and associated companies included in consolidation by the equity method	11.3 and 43	9,313,997	(51,195,018)
Changes in hedge and fair value reserves		2,174,375	(1,499,185)
Deferred taxes related with other components of comprehensive income		(440,149)	365,245
Others		(144,364) 16,031,597	109,304 (57,302,484)
Items that maybe reclassified subsequently to profit or loss:			
Change in fair value of available-for-sale assets	12	-	2,247,800
		16,031,597	(55,054,684)
Total comprehensive income for the period		238,025,894	121,721,267
Attributable to:			
Equity holders of parent company		231,135,043	123,215,319
Non controlling interests		6,890,851	(1,494,052)

The accompanying notes are part of these consolidated financial statements.

The Board of Directors

#### CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY FOR THE PERIODS ENDED 31 DECEMBER 2016 AND 2015

(Translation of consolidated financial statements originally issued in Portuguese. In case of discrepancy the Portuguese version prevails.)

						Reserve	es and Retained E	arnings						
(Amounts expressed in euro)	Notes	Share Capital	Own Shares	Legal Reserve	Currency Translation Reserve	Investments Fair Value Reserve	Hedging Reserve	Option Premium Convertible Bonds Note 24	Other Reserves and Retained Earnings	Total	Net Profit/(Loss)	Total	Non controlling Interests (Note 23)	Total Equity
						Attributable to B	quity Holders of	Parent Company						
Balance as at 1 January 2015		2,000,000,000	(136,273,735)	196,260,390	3,375,818	(1,124,124)	1,366,866	22,313,000	(557,725,640)	(531,794,080)	143,838,207	1,672,030,782	160,200,533	1,832,231,315
Total compreensive income for the period		-	-	-	(2,240,017)	1,124,124	(1,093,916)	-	(49,881,100)	(52,090,909)	175,306,228	123,215,319	(1,494,052)	121,721,267
Appropriation of consolidated net profit of 2014		-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer to legal reserves and retained earnings		-	-	47,951,202	-	-	-	-	95,887,005	95,887,005	(143,838,207)	-	-	-
Dividends distributed		-	-	-	-	-	-	-	(68,258,971)	(68,258,971)	-	(68,258,971)	(1,569,568)	(69,828,539)
Reserves distributed		-	-	-	-	-	-	-	(72,420,965)	(72,420,965)	-	(72,420,965)	-	(72,420,965)
Income distribution		-	-	-	-	-	-	-	-	-	-	-	(1,031,352)	(1,031,352)
Acquisition of own shares		-	(139,401)	-	-	-	-	-	-	-	-	(139,401)	-	(139,401)
Obligation fulfield by share attribution to employees	28	-	9,365,882	-	-	-	-	-	(5,380,063)	(5,380,063)	-	3,985,819	(4,655)	3,981,164
Partial cancellation of Cash Settled Equity Swap	22	-	3,553,322	-	-	-	-	-	760,722	760,722	-	4,314,044	-	4,314,044
Change percentage in subsidiaries	23	-	-	-	-	-	-	-	(4,186,728)	(4,186,728)	-	(4,186,728)	(28,557,533)	(32,744,261)
Capital increase	23	-	-	-	-	-	-	-	-	-	-	-	8,763,414	8,763,414
Others		-	-	-	-	-	-	-	(49,506)	(49,506)	-	(49,506)	(3,066)	(52,572)
Balance as at 31 December 2015		2,000,000,000	(123,493,932)	244,211,592	1,135,801	-	272,950	22,313,000	(661,255,246)	(637,533,495)	175,306,228	1,658,490,393	136,303,721	1,794,794,114
Balance as at 1 January 2016		2,000,000,000	(123,493,932)	244,211,592	1,135,801	-	272,950	22,313,000	(661,255,246)	(637,533,495)	175,306,228	1,658,490,393	136,303,721	1,794,794,114
Total compreensive income for the period		-	-	-	2,710,088	-	1,675,455	-	11,675,551	16,061,094	215,073,949	231,135,043	6,890,851	238,025,894
Appropriation of consolidated net profit of 2015														
Transfer to retained earnings		-	-	-	-	-	-	-	175,306,228	175,306,228	(175,306,228)	-	-	-
Dividends distributed	23	-	-	-	-	-	-	-	-	-	-	-	(2,730,711)	(2,730,711)
Obligation fulfield by share attribution to employees	28	-	101,864	-	-	-	-	-	(1,660,734)	(1,660,734)	-	(1,558,870)	(4,021)	(1,562,891)
Partial cancellation of Cash Settled Equity Swap	22	-	8,653,982	-	-	-	-	-	(374,625)	(374,625)	-	8,279,357	-	8,279,357
Change percentage in subsidiaries	23	-	-	-	-	-	-	-	(2,608,287)	(2,608,287)	-	(2,608,287)	2,647,778	39,491
Aquisitions of affiliated companies	5.1	-	-	-	-	-	-	-	-	-	-	-	27,329,248	27,329,248
Others		-	-	-	-	-	-	-	(71,328)	(71,328)	-	(71,328)	335,000	263,672
Balance as at 31 December 2016		2,000,000,000	(114,738,086)	244,211,592	3,845,889	<u> </u>	1,948,405	22,313,000	(478,988,441)	(450,881,147)	215,073,949	1,893,666,308	170,771,866	2,064,438,174

The accompanying notes are part of these consolidated financial statements.

The Board of Directors

#### CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE PERIOD ENDED 31 DECEMBER 2016 AND 2015

(Translation of consolidated financial statements originally issued in Portuguese. In case of discrepancy the Portuguese version prevails)

(Amounts expressed in euro)	Notes	31 Dec 2016	31 Dec 2015
OPERATING ACTIVITIES			
Cash receipts from trade debtors		5,375,547,549	5,013,539,109
Cash paid to trade creditors		(4,436,017,090)	(4,054,184,888)
Cash paid to employees		(730,180,943)	(671,314,787)
Cash flow generated by operations		209,349,516	288,039,434
Income taxes (paid) / received		(9,076,201)	(33,892,523)
Other cash receipts and (payments) relating to operating activities		9,460,752	(6,746,260)
Net cash flow from operating activities (1)		209,734,067	247,400,651
INVESTMENT ACTIVITIES			
Cash receipts arising from:			
Investments	45	1,416,954	-
Tangible assets	8	229,402,787	184,933,799
Intangible assets		473,927	186,131
Interests and similar income		1,872,916	8,815,606
Loans granted		1,665	64,417,098
Dividends	11.3 and 16	45,075,666	17,806,327
Disposal of investments at fair value	11.3	82,840,847	-
Others		26,167,985	13,130,359
		387,252,747	289,289,320
Cash Payments arising from:			
Investments	45	(106,433,473)	(31,550,174)
Tangible assets and investment properties		(240,096,139)	(172,207,335)
Intangible assets		(36,609,285)	(38,568,231)
Loans granted		-	(49,092,000
Others		(37,294,767)	(1,241,818)
		(420,433,664)	(292,659,558)
Net cash used in investment activities (2)		(33,180,917)	(3,370,238)
FINANCING ACTIVITIES			
Cash receipts arising from:			
Loans obtained		8,353,738,435	3,740,823,091
Capital increases, additional paid in capital and share premiums	45	2,844,114	30,174,078
Capital increase		296,000	-
Others		808,896	-
		8,357,687,445	3,770,997,169
Cash Payments arising from:			
Loans obtained		(8,435,775,090)	(4,026,948,010)
Investments	45	(584,004)	(82,957,645)
Interests and similar charges		(41,255,281)	(66,697,109)
Dividends and distributed reserves		(2,687,953)	(152,941,623)
Purchase of own shares		-	(139,401)
Others		(1,471,231)	(2,299,493)
\~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~		(8,481,773,559)	(4,331,983,281)
			1= 00 000 110
Net cash used in financing activities (3)		(124,086,114)	(560,986,112)
Net increase in cash and cash equivalents (4) = (1) + (2) + (3)		52,467,036	(316,955,699)
Net cash used in financing activities (3) Net increase in cash and cash equivalents (4) = (1) + (2) + (3) Effect of foreign exchange rate Cash and cash equivalents at the beginning of the period			(560,986,112) (316,955,699) 1,175,450 588,271,612

The accompanying notes are part of these financial statements.

#### The Board of Directors

# SONAE, SGPS, SA

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

# FOR THE YEAR ENDED 31 DECEMBER 2016

(Translation of consolidated financial statements originally issued in Portuguese. In case of discrepancy the Portuguese version prevails)

(Amounts stated in euro)

# **1** INTRODUCTION

SONAE, SGPS, SA ("Sonae Holding") has its head-office at Lugar do Espido, Via Norte, Apartado 1011, 4470-909 Maia, Portugal, and is the parent company of a group of companies, as detailed in Notes 50 and 51 the Sonae Group ("Sonae"). Sonae's operations and operating segments are described in Note 5.

# 2 PRINCIPAL ACCOUNTING POLICIES

The principal accounting policies adopted in preparing the accompanying consolidated financial statements are as follows:

# 2.1 Basis of presentation

The accompanying consolidated financial statements have been prepared in accordance with the International Financial Reporting Standards ("IFRS") as adopted by the European Union and applicable to economic periods beginning on 1 January 2016, issued by the International Accounting Standards Board ("IASB"), and interpretations issued by the IFRS Interpretations Committee ("IFRS - IC") or by the previous Standing Interpretations Committee ("SIC"), as adopted by the European Union as at the consolidated financial statements issuance date.

The accompanying consolidated financial statements have been prepared from the books and accounting records of the company, subsidiaries, joint ventures and associates, adjusted in the consolidation process, on a going concern basis and under the historical cost convention, except for some financial instruments and investment properties, which are stated at fair value.

Additionally, for financial reporting purposes, fair value measurement is categorized in Level 1, 2 and 3, according to the level in which the used assumptions are observable and its significance, in what concerns fair value valuation, used in the measurement of assets/liabilities or its disclosure.

Level 1 – Fair value is determined based on active market prices for identical assets/liabilities;

Level 2 - The fair value is determined based on other data other than market prices identified in Level 1 but they are possible to be observable; and

Level 3 - Fair value measurements derived from valuation techniques, whose main inputs are not based on observable market data.

New accounting standards and their impact in these consolidated financial statements:

Up to the date of approval of these consolidated financial statements, the European Union endorsed the following standards, interpretations, amendments and revisions some of which become mandatory during the year 2016:

	Effective date
	(for financial
With mandatory application during the year 2016:	years beginning
	on/after)

IAS 19 (amendment) - Employee benefits (clarifies under what circumstances employee contributions to post-employment benefit plans constitute a reduction 01 Feb 2015 in cost with short-term benefits)

Annual Improvements to IFRS (cycle 2010-2012)	01 Feb 2015
Annual Improvements to IFRS (cycle 2012-2014)	01 Jan 2016

IFRS 11 (amendment) - Joint agreements (introduces the mandatory application of IFRS 3 when the joint operation acquired constitutes a business activity in 01 Jan 2016 accordance with IFRS 3)

IAS 1 (Amendment) – Presentation of Financial Statements	01 Jan 2016
IAS 16 and IAS 38 (Amendments) – (Clarification of Acceptable Met Depreciation and Amortisation)	thods of 01 Jan 2016
IAS 16 (Amendments) – Tangible Assets and IAS 41 (Amendments)	– Bearer Plants 01 Jan 2016

IAS 27 (amendment) - Application of the equity method in the separate financial statements (introduces the possibility of application of the equity method in 01 Jan 2016 subsidiaries, joint arrangements and associates in separate financial statement)

IFRS 10 (amendment) - Consolidated financial statements, IFRS 12 (amendment) -Disclosures about shareholdings in other entities and IAS 28 (amendment) -Investments in associates and jointly controlled entities (contemplate the 01 Jan 2016 clarification of several aspects related to the application of the exception of consolidation by investment entities)

These standards were applied for the first time by the Group in 2016, however, there were no significant impacts on these financial statements. Most of the above mentioned standards are not applicable to the Group.

The following standards, interpretations, amendments and revisions were endorsed by the European Union and are mandatory in future financial years:

With mandatory application after 2016:

Effective date (for financial years beginning on/after)

IFRS 9 - Financial instruments (introduces new requirements regarding the classification and measurement of financial assets and liabilities, the 01 jan 2018 methodology for calculating impairment and for the application of hedge accounting rules)

IFRS 15 - Revenue from contracts with customers (introduces a principles-based revenue recognition framework based on a template to be applied to all 01 jan 2018 contracts with customers)

The Group did not proceed to the early adoption of any of these standards on the financial statements for the year ended on the 31 December 2016, since their application is not yet mandatory. There is no estimated significant impact on the accounts resulting from their application.

The following standards, interpretations, amendments and revisions were not endorsed by the European Union up to the approval date of these financial statements:

With mandatory application after 2016:	Effective date (for financial years beginning on/after)
IFRS 14 – (Regulatory Deferral Accounts)	01 Jan 2016
IFRS 16 – Leases (recognition and measurement principles)	01 Jan 2019
IFRS 10 and IAS 28 (amendment) - (eliminate the conflict between the standards, related to the sale or contribution of assets between the investor and the associated or between the investor and the joint venture)	
IAS 12 (amendment) - Income taxes (clarifies the conditions for recognition and measurement of tax assets resulting from unrealized losses)	01 Jan 2017
IAS 7 (amendment) - Statement of cash flows (introducing additional disclosures related to cash flows from financing activities)	01 Jan 2017
IFRS 15 (amendment) - Revenue from contracts with customers (various clarifications are introduced in the standard to eliminate the possibility of divergent interpretations of various topics)	

IFRS 2 (amendment) - Share-based payments (various clarifications are included in the standard relating to the recording of cash-settled share-based payment transactions, (ii) recording changes to share-based payment transactions (of net 01 Jan 2018 settled to equity settlement), (iii) the classification of transactions with net settlement characteristics.

IFRS 4 (amendment) - Insurance contracts (provides guidance on the application of IFRS 4 in together with IFRS 9) 01 Jan 2018

IAS 40 (amendment) - Investment properties (clarifies that the change in classification from or to investment property should only be made when there is 01 Jan 2018 evidence of a change in the use of the asset)

Annual Improvements to IFRS (cycle 2014-2016) 01 Jan 2017 and 01 Jan 2018 IFRIC 22 - Transactions in foreign currency and advances (establishes the date of

the initial recognition of the advance or deferred income as the date of the 01 Jan 2018 transaction for determining the exchange rate of the recognition of the revenue)

The Group did not proceed with the early implementation of any of these standards in the financial statements for the year ended 31 December 2016 due to the fact that their application is not mandatory, lying in the process of analyzing expected effects of those standards that, with exception of IFRS 9, IFRS 15 and IFRS 16 are not expected to reflect significant impacts.

## 2.2 Consolidation Principles

The consolidation methods adopted by Sonae are as follows:

#### a) Investments in Sonae companies

Investments in companies in which Sonae owns, directly or indirectly, control are included in the consolidated financial statements using the full consolidation method.

Sonae has control of the subsidiary when the company fulfils the following conditions cumulatively: i) has power over the subsidiary; ii) is exposed to, or has rights, to variable results from its involvement with the subsidiary; and iii) the ability to use its power to affect its returns.

When the Group has less than the majority of voting rights in an investee, it has power over the investee when the voting rights are sufficient to decide unilaterally on the relevant activities of its subsidiary. The Group considers all the facts and circumstances relevant to assess whether the voting rights in the subsidiary are sufficient to give it power.

Sonae reassesses whether or not it controls an entity if facts and circumstances indicate that there are changes to one or more of the control conditions listed above.

Equity and net profit attributable to minority shareholders are shown separately, under the caption noncontrolling interests, in the consolidated statement of financial position and in the consolidated income statement, respectively. Companies included in the consolidated financial statements are listed in Note 50. The comprehensive income of an associated is attributable to the Sonae Group owners and non-controlling interests, even if the situation results in a deficit balance at the level of non-controlling interests.

Assets and liabilities of each Sonae subsidiary are measured at their fair value at the acquisition date or control assumption, such measurement can be completed within twelve months after the date of acquisition. The excess of the consideration transferred plus the fair value of any previously held interests and non-controlling interests over the fair value of the identifiable net assets acquired is recognized as goodwill (Note 2.2.c)). If the difference between the acquisition price plus the fair value of any interests previously held and the value of non-controlling interests and the fair value of identifiable net assets and liabilities acquired is negative, it is recognized as income for the year under "Other Income "after reconfirmation of the fair value attributed to the net assets acquired. The Sonae Group will choose on transaction-by-transaction basis, the fair measurement of non-controlling interests, (i) according to the non-controlling interests share assets, liabilities and contingent liabilities of the acquired, or (ii) according to their fair value.

The results of subsidiaries acquired or disposed of during the period are included in the consolidated income statement from the effective date of gain of control or up to the effective date of loss of control, as appropriate.

Adjustments to the financial statements of Sonae companies are performed, whenever necessary, in order to adapt accounting policies to those used by Sonae. All intra-group transactions, balances and distributed dividends are eliminated on the consolidation process.

## b) Investments in jointly controlled companies and associated companies

A joint venture is a joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the joint arrangement instead of rights to the assets and obligations for the liabilities of the joint arrangement. Joint control is obtained by contractual provision and exists only when the associated decisions have to be taken unanimously by the parties who share control.

In situations where the investment or financial interest and the contract concluded between the parties allows the entity holds joint control directly on the active or detention rights obligations inherent liabilities related to this agreement, it is considered that such joint agreement does not correspond to a joint venture but rather a jointly controlled operation. As at 31 December 2016 and 2015 the Group not held jointly controlled operations.

Financial investments in associated companies are investments where Sonae has significant influence, but in which it does not have control or joint control. Significant influence (presumed when contributions are above 20%) is the power to participate in the financial and operating decisions of the entity, without, however, holding control or joint control over those decisions.

Investments in joint ventures and associates are recorded under the equity method.

Under the equity method, investments are recorded at cost, adjusted by the amount corresponding to Sonae in comprehensive income (including net profit for the period) of jointly controlled entities and associates, against the Group's comprehensive income or gains or losses for the year as applicable, and dividends received.

The excess of cost of acquisition over the fair value of identifiable assets and liabilities of each joint venture and associate at the acquisition date is recognized as goodwill, and is kept under which is included in the caption Investment in jointly controlled and associated companies (Note 2.2.c)). Any excess of Sonae's share in the fair value of the identifiable net assets acquired over cost are recognized as income in the profit or loss for the period of acquisition, after reassessment of the estimated fair value of the net assets acquired under the caption "Share of results of joint ventures and associated companies".

An assessment of investments in jointly controlled and associated companies is performed when there is an indication that the asset might be impaired being any impairment loss recorded in the income statement. Impairment losses recorded in prior years that are no longer justifiable are reversed.

When Sonae's share of losses exceeds the carrying amount of the investment, the investment is reported at null value and recognition of losses is discontinued, unless Sonae is committed beyond the value of its investment.

Sonae's share in not performed gains not related arising from transactions with jointly controlled and associated companies are eliminated in proportion to Sonae's interest in the above mentioned entities against the investment on the same entity. Unrealized losses are as well eliminated, but only to the extent that there is no evidence of impairment of the asset transferred.

When the not performed gains or losses on transactions correspond to business activities, and taking into consideration the inconsistency existing between currently the requirements of IFRS 10 and IAS 28, Sonae, taking into account the defined in amendment to IFRS 10 and IAS 28 proceeds to full gain/loss recognition in situations where there is loss of control of that business activity as a result of a transaction with a joint venture.

Investments in jointly controlled and associated companies are disclosed in Note 51.

## c) Goodwill

The excess of consideration transferred in the acquisition of investments in subsidiaries, jointly controlled and associated companies plus the amount of any non-controlling interests (in the case of affiliated companies) over Sonae's share in the fair value of the identifiable assets, liabilities and contingent liabilities of those companies at the date of acquisition, when positive, is shown as goodwill (Note 10) or as Investments in jointly controlled and associated entities (Note 11). The excess of the consideration transferred in the acquisition of investments in foreign companies the amounts of any non-controlling interests (in the case of affiliated companies) over the fair value of their identifiable assets, liabilities and contingent liabilities at the date of acquisition is calculated using the functional currency of each of those companies. Translation to the Sonae's functional currency (Euro) is made using the closing exchange rate. Exchange rate differences arising from this translation are recorded and disclosed in "Currency translation reserves".

Future contingent consideration is recognized as a liability, at the acquisition-date, according to its fair value, and any changes to its value are recorded as a change in the goodwill, but only as long as they occur during the measurement period (until 12 months after the acquisition-date) and as long as they relate to facts and circumstances prior to that existed at the acquisition date, otherwise these changes must be recognized in profit or loss on the income statement.

Transactions regarding the acquisition of additional interests in a subsidiary after control is obtained, or the partial disposal of an investment in a subsidiary while control is retained, are accounted for as equity transactions impacting the shareholders' funds captions, and without giving rise to any additional goodwill and without any gain or loss recognised.

When a disposal transaction generates a loss of control, assets and liabilities of the entity are derecognised, any interest retained in the entity sold is be remeasured at fair value and any gain or loss calculated on the sale is recorded in results.

Goodwill is not amortised, but it is subject to impairment tests on an annual basis or whenever there are indications of impairment to check for impairment losses to be recognized. Net recoverable amount is determined based on business plans used by Sonae management or on valuation reports issued by independent entities namely for real estate assets. Goodwill impairment losses recognized in the period are recorded in the income statement under the caption "Provisions and impairment losses".

Impairment losses related with goodwill will not be reversed.

The goodwill, if negative is recognized as income in the profit or loss for the period, at the date of acquisition, after reassessment of the fair value of the identifiable assets, liabilities and contingent liabilities acquired.

## d) Translation of financial statements of foreign companies

Assets and liabilities denominated in foreign currencies in the financial statements of foreign companies are translated to euro using exchange rates at date of the statement of financial position. Profit and loss and cash flows are converted to euro using the average exchange rate for the period. Exchange rate differences originated after 1 January 2004 are recorded as equity under "Translation Reserves" in "Other Reserves and Retained Earnings". Exchange rate differences that were originated prior to 1 January 2004 (date of transition to IFRS) were written-off through "Retained Earnings".

Goodwill and fair value adjustments arising from the acquisition of foreign companies are recorded as assets and liabilities of those companies and translated to euro using exchange rates at the statement of financial position date.

Whenever a foreign company is sold (totally or partially), accumulated exchange rate differences are recorded in the income statement as a gain or loss on the disposal, in the caption Investment income, when there is a control loss; in the case where there is no control loss, it is transferred to non-controlling interests.

Exchange rates used on translation of foreign group, jointly controlled and associated companies are listed below:

	31 De	oc 2016	31 De	ec 2015
	End of exercice	Average of exercise	End of exercice	Average of exercise
US Dollar	0.94868	0.90407	0.91853	0.90177
Swiss Franc	0.93119	0.91745	0.92293	0.93717
Pound Sterling	1.16798	1.22385	1.36249	1.37800
Brazilian Real	0.29150	0.26105	0.23193	0.27451
Australian Dollar	0.68512	0.67257	0.67128	0.67815
Mexican Peso	0.04593	0.04846	0.05287	0.05693
Turkish Lira	0.26975	0.29955	0.31481	0.33228
Mozambican Metical	0.01327	0.01489	-	-
Angolan Kwanza	0.00567	0.00545	0.00679	0.00757
Polish Zloty	0.22674	0.22924	0.23453	0.23915

# 2.3 Tangible assets

Tangible assets acquired up to 1 January 2004 (transition date to IFRS) are recorded at acquisition or production cost, or revalued acquisition cost, in accordance with generally accepted accounting principles in Portugal until that date, net of depreciation and accumulated impairment losses.

Tangible assets acquired after that date is recorded at acquisition cost, net of depreciation and accumulated impairment losses.

Depreciation is calculated on a straight-line basis, according to the estimated life cycle for each group of goods, starting from the date the asset is available for use in the necessary conditions to operate as intended by the management, and recorded against the income statement caption "Depreciation and amortization" in the consolidated income statements.

Impairment losses identified in the recoverable amounts of tangible assets are recorded in the year in which they arise, by a corresponding charge against, the caption "Provisions and impairment losses" in the profit and loss statement.

The depreciation rates used correspond to the following estimated useful lives:

	Years
Buildings	10 to 50
Plant and machinery	10 to 20
Vehicles	4 to 5
Tools	4 to 8
Fixture and fittings	3 to 10
Other tangible assets	4 to 8

Maintenance and repair costs relating to tangible assets are recorded directly as expenses in the year they are incurred.

Tangible assets in progress represent fixed assets still under construction-development and are stated at acquisition cost net of impairment losses. These assets are depreciated from the date they are completed or become ready for use.

Gains or losses on sale or disposal of tangible assets are calculated as the difference between the selling price and the carrying amount of the asset at the date of its sale-disposal. These are recorded in the income statement under either "Other income" or "Other expenses".

## 2.4 Investment properties

The group's investment properties are mainly property held by Sonae Sierra and its subsidiaries which are recorded under the equity method (Note 11).

Investment properties consist, mainly, in buildings and other constructions held to earn rentals or capital appreciation or both, rather than for use in the production or supply of goods or services or for administration purposes or for sale in the ordinary course of business.

Investment properties are recorded at their fair value performed by an independent assessor. Changes in fair values of investment properties are accounted for in the period in which they occur, in the income statement.

Assets which qualify as investment properties are recognized as such when they start being used or, in the case of the investment properties in progress, when their development is considered irreversible, as mentioned in the above conditions. Until the moment the asset is qualified as investment property, the same asset is booked at historical or production cost in the same way as a tangible asset (Note 2.3). Since that moment, the investment properties in progress are recorded at their fair value. The difference between cost (of acquisition or production) and the fair value at that date is accounted for in the consolidated income statement.

Expenses incurred with investment properties in use, namely maintenance, repairs, insurance and property taxes are recognised as an expense in the statement of profit and loss for the year to which they relate. The improvements estimated to generate additional economic benefits are capitalised.

# 2.5 Intangible assets

Intangible assets are stated at acquisition or production cost, net of depreciation and accumulated impairment losses. Intangible assets are only recognized if it is probable that future economic benefits will flow from them, if they are controlled by Sonae and if their cost can be reasonably measured.

Research expenditure associated with new technical knowledge is recognized as an expense recorded in the income statement when it is incurred.

Expenditure on development is recognized as an intangible asset if Sonae demonstrates the technical feasibility and its intention to complete the asset, its ability to sell or use it and the probability that the asset will generate future economic benefits. Expenditure on development which does not fulfil these conditions is recorded as an expense in the period in which it is incurred.

Internal costs associated with maintenance and development of software is recorded as an expense in the period in which they are incurred. Only costs directly attributable to projects for which the generation of future economic benefits for Sonae is probable are capitalized as intangible assets. According to this assumption, the costs are initially accounted for as expenses, being capitalized as intangible assets by mean of "Own work capitalized" (Note 38)

The expenses incurred with the acquisition of client portfolio's (attributed value relating to the allocation of the purchasing price in business activity concentration) are stated as intangible assets and amortized on straight-line bases, during the average estimated period of portfolio's client retention.

Brands and patents are recorded at their acquisition cost and are amortized on a straight-line basis over their respective estimated useful life. When the estimated useful life is undetermined, they are not depreciated but are subject to annual impairment tests.

Amortization is calculated on a straight-line basis, as from the date the asset is first used, over the expected useful life which usually is between 3 and 12 years and recorded in the caption of " Depreciations and Amortizations", in the income statement.

## 2.6 Accounting for leases

Lease contracts are classified as (i) a finance lease if the risks and rewards incidental to ownership lie with the lessee and (ii) as an operating lease if the risks and rewards incidental to ownership do not lie with the lessee.

The analysis of the transfer of risks and rewards of ownership of the asset takes into account several factors, including whether or not ownership is contractually conditioned to assume ownership of the asset, the value of minimum future payments over the contract, nature of the leased asset and the duration of the contract taking into consideration the possibility of renewal, when that renewal is considered to be probable.

Whether a lease is classified as finance or an operating lease depends on the substance of the transaction rather than the form of the contract.

## a) Accounting for leases where Sonae is the lessee

Tangible assets acquired under finance lease contracts and the related liabilities are recorded in accordance with the financial method. Under this method, the tangible assets, the corresponding accumulated depreciation and the related liability are recorded in accordance with the contractual financial plan at fair value or, if less, at the present value of payments. In addition, interests included in lease payments and the depreciation of the tangible assets is recognized as expenses in the profit and loss statement for the period to which they relate.

In operating leases, rents are recognized as expenses in the income statement on a straight-line basis over the lease period.

Possible incentives received related with leases are recorded as liabilities and recognized in a straight line over the lease period. Similarly amounts to be offset against future income are recognized as assets and reversed over the lease period.

## b) Accounting for leases where Sonae is the lessor

The accounting for leases where Sonae is the lessor, the amount of allocated goods is kept on Sonae statement of financial position and income is recognized on a straight-line basis over the period of the lease contract.

## c) The accounting treatment of Sale and Leaseback operations

The accounting treatment of Sale and Leaseback operations depends on the substance of the transaction by applying the principles explained previously on lease agreements. In case of sale of assets followed by operating lease contracts, the Company recognizes a gain related with the fair value of the asset sold deducted from the book value of the leased asset. In situations where the assets are sold for an amount higher than its fair value or when the Group receives a higher price as compensation for expenses to be incurred, namely with costs that are traditionally the owner's responsibility, such amounts is deferred over the lease period.

# 2.7 Non-current assets and liabilities held for sale

The non-current assets and liabilities are recorded as held for sale if it is expected that the book value will be recovered through the sale and not through the use in the operations. This condition is achieved only if the sale is highly probable and the asset (or disposal group) is available for the immediate sale in the actual conditions. Additionally, there must be in progress actions that should allow concluding the sale within 12 months counting from the classification's date in this caption. The non-current assets and liabilities recorded as held for sale are booked at the lower amount of the historical cost or the fair value deducted from costs, not being amortised after being classified as held for sale.

# 2.8 Government grants and other public entities

Government grants are recorded at fair value when there is reasonable assurance that they will be received and that Sonae will comply with the conditions attaching to them.

Grants received as compensation for expenses, namely grants for personnel training, are recognised as income in the same period as the relevant expense.

Grants related to depreciable assets are disclosed as "Other non-current liabilities" and are recognised as income on a straight-line basis over the expected useful lives of those underlying assets.

## 2.9 Impairment of non-current assets, except for Goodwill

Assets are assessed for impairment at each balance sheet date whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable.

Whenever the carrying amount of an asset exceeds its recoverable amount, an impairment loss is recognised in the income statement under Provisions and impairment losses.

The recoverable amount is the higher of an asset's fair value less costs to sell and its value in use. Fair value less costs to sell is the amount obtainable from the sale of an asset in an arm's length transaction less the costs of disposal. Value in use is the present value of estimated future cash flows expected to arise from the continuing use of an asset and from its disposal at the end of its useful life. Recoverable amounts are estimated for individual assets or, if this is not possible, for the cash-generating unit to which the asset belongs.

In situations where the use of the asset will be expectedly discontinued (stores to be closed or on the remodeling processes) the Group performs a review of the asset's useful life after considering its impact on the value of use of that asset far terms of impairment analysis, particularly on the net book value of the assets to derecognise.

Reversal of impairment losses recognised in prior years is only recorded when it is concluded that the impairment losses recognised for the asset no longer exist or have decreased. This analysis is performed whenever there is an indication that the impairment loss previously recognised has been reversed. The reversal is recorded in the income statement as Operational income. However, the increased carrying amount of an asset due to a reversal of an impairment loss is recognised to the extent it does not exceed the carrying amount that would have been determined (net of depreciation) had no impairment loss been recognised for that asset in prior years.

## 2.10 Financial expenses relating to loans obtained

Financial expenses related to loans obtained are usually recognised as an expense in the period in which they are incurred.

Financial expenses related to loans obtained directly attributable to the acquisition, construction or production of tangible and intangible assets, real estate projects classified as inventories or investment properties are capitalised as part of the cost of the qualifying asset. Financial expenses related to loans obtained are capitalised from the beginning of preparation of the activities to construct or develop the asset up to the time the production or construction is complete or when asset development is interrupted. Any income earned on funds temporarily invested pending their expenditure on the qualifying asset, is deducted from the borrowing costs that qualify for capitalisation.

## 2.11 Inventories

Consumer goods are stated at the lower of cost deducted from discounts obtained and net realisable value. Cost is determined on a weighted average basis.

Finished goods and intermediate and work in progress are stated at the lower of cost of the weighted average production cost or net realisable value. Production cost includes cost of raw materials, labour costs and overheads.

Differences between cost and net realisable value, if negative, are shown as expenses under the caption "Cost of goods sold", as well as impairment reversals.

# 2.12 Provisions

Provisions are recognised when, and only when, Sonae has an obligation (legal or constructive) resulting from a past event, it is probable that an outflow of resources will be required to settle the obligation, and a reliable estimate can be made of that obligation. Provisions are reviewed and adjusted at the balance sheet date to reflect the best estimate as of that date.

Restructuring provisions are recorded by Sonae whenever a formal and detailed restructuring plan exists and that plan has been communicated to the parties involved.

# 2.13 Financial instruments

Sonae classifies the financial instruments in the categories presented and conciliated with the consolidated balance sheet disclosed in Note 6.

## a) Investments

Investments are classified into the following categories:

- Held to maturity
- Investments measured at fair value through profit or loss
- Available-for-sale

Held to maturity investments are classified as non-current assets unless they mature within 12 months of the balance sheet date. Investments classified as held to maturity have defined maturities and Sonae has the intention and ability to hold them until the maturity date.

The investments measured at the fair value through profit or loss include the investments held for trading that Sonae acquires with the purpose of trading in the short term. They are classified in the consolidated balance sheet as current investments.

Sonae classifies as available-for-sale investments those that are neither included as investments measured at fair value through profit or loss neither as investments held to maturity. These assets are classified as non-current assets, except if the sale is expected to occur within 12 months from the date of classification.

All purchases and sales of investments are recognised on the trade date, independently of the settlement date.

Investments are initially measured at cost, which is the fair value of the consideration paid for them, including transaction costs apart from investment measured at fair value through results, in which the investments are initially recognised at fair value and transaction costs are recognised in the income statement.

Available-for-sale investments and investments measured at fair value through profit or loss are subsequently carried at fair value, without any deduction for transaction costs which may be incurred on sale, by reference to their quoted market price at the balance sheet date. Investments in equity instruments not listed and whose fair value cannot be reliably measured, are stated at cost less impairment losses.

Gains or losses arising from a change in fair value of available-for-sale investments are recognised directly in equity, under "Investments Fair value reserve", included in "Reserves and retained earnings" until the investment is sold or otherwise disposed of, or until it is determined to be impaired, at which time the cumulative gain or loss previously recognised in equity is transferred to net profit or loss for the period. A significant or prolonged decline in the fair value of an investment in an equity instrument below its cost is also objective evidence of impairment.

In the case of investments in equity securities classified as available for sale, an investment is considered to be impaired when there is a significant or prolonged decline in its fair value below its cost of acquisition.

Changes in the fair value of investments measured at fair value through profit or loss are included in the consolidated income statement for the period under "Gains and losses on investments recorded at fair value through profit or loss" in the consolidated income statement.

Held to maturity investments are carried at amortised cost using the effective interest rate, net of capital reimbursements and interest income received.

## b) Loans and accounts receivable

Loans and non current accounts receivables are measured at amortised cost using the effective interest method, less any impairment losses.

Interest income is recognised by applying the effective interest rate, except for short-term receivables when the recognition of interest would be immaterial.

These financial investments arise when Sonae provides money, goods or services directly to a debtor with no intention of trading the receivable.

Loans and receivables are recorded as current assets, except when its maturity is greater than 12 months from the balance sheet date, when they are classified as non-current assets. Loans and receivables are included in the captions presented in Note 6.

## c) Trade accounts receivable and other accounts receivable

"Trade accounts receivables" and "Other accounts receivable" are recorded at their nominal value and presented in the consolidated balance sheet net of eventual impairment losses, recognised under the allowance account Impairment losses on accounts receivable. These captions, when classified as current, do not include interests because the effect of discounting would be immaterial.

Impairment is recognised if there is objective and measurable evidence that, as a result of one or more events that occurred, the balance will not be fully received. Therefore, each Sonae company takes into consideration market information that indicates:

- significant financial difficulty of the issuer or counterparty;
- default or delinquency in interest or principal payments;
- it becoming probable that the borrower will enter bankruptcy or financial re-organisation.

When it's not feasible to assess the impairment for every single financial asset, the impairment is assessed on a collective basis. Objective evidence of impairment of a portfolio of receivables could include Sonae's past experience of collecting payments, an increase in the number of delayed payments in the portfolio, as well as observable changes in national or local economic conditions that correlate with default on receivables.

For financial assets carried at amortised cost, the amount of the impairment is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate. If the receipt of the full amount is expected to be within one year the discount is considered null as it is immaterial.

## d) Classification as equity or liability

Financial liabilities and equity instruments are classified and accounted for based on their contractual substance, independently from the legal form they assume.

Equity instruments are contracts that evidence a residual interest in the assets of Sonae after deducting all of its liabilities. Equity instruments issued by Sonae are recorded at the proceeds received, net of direct issue costs.

## e) Loans

Loans are recorded as liabilities at their nominal value, net of up-front fees and commissions related to the issuance of those instruments. Financial expenses are calculated based on the effective interest rate and are recorded in caption "Financial income" and "Financial expenses" in the income statement on an accruals basis, in accordance with the accounting policy defined in Note 2.10. The portion of the effective interest charge relating to up-front fees and commissions, if not paid in the period, is added to the book value of the loan.

Funding on the form of commercial paper are classified as non-current, when they have guarantees of placing for a period exceeding one year and it is the intention of the group to maintain the use of this form of financing for a period exceeding one year.

## f) Loans convertible into shares

The component parts of compound instruments, namely convertible bonds, issued by the Group are classified separately as financial liabilities and equity in accordance with the substance of the contractual arrangements and the definitions of a financial liability and an equity instrument. Conversion option that will be settled by the exchange of a fixed amount of cash or another financial asset for a fixed number of the Group's own equity instruments is an equity instrument.

At the date of issue, the fair value of the liability component is estimated using the prevailing market interest rate for similar non-convertible instruments. This amount is recorded as a liability on an amortized cost basis using the effective interest method until extinguished upon conversion or at the instrument's maturity date.

The conversion option classified as equity is estimated by deducting the amount of the liability component from the fair value of the compound instrument as a whole. This is recognized and included in equity. The conversion option classified as equity will remain in equity until the conversion option is exercised. When the conversion option remains unexercised at the maturity date of the convertible note, the balance recognized in equity will be transferred to retained profits/ other equity. No gain or loss is recognized in profit or loss upon conversion or expiration of the conversion option.

Transaction costs that relate to the issue of the convertible notes are allocated to the liability and equity components in proportion to the allocation of the gross proceeds.

## g) Trade accounts payable and other creditors

Accounts payable are stated at their nominal value, as they do not bear interests and the effect of discounting is considered immaterial.

## h) Confirming

Some subsidiaries within the retail business maintain agreements with financial institutions in order to enable its suppliers to an advantageous tool for managing its working capital by the confirmation by these subsidiaries of the validity of invoices and credits that these suppliers hold over these companies.

Under these agreements, some suppliers freely engage into contracts with these financial institutions that allow them to anticipate the amounts receivable from these retail subsidiaries, after confirmation of the validity of such receivables by these subsidiaries.

These retail subsidiaries consider that the economic substance of these financial liabilities does not change, therefore these liabilities are kept as accounts payable to Suppliers until the normal maturity of these instruments under the general supply agreement established between the company and the supplier, whenever (i) the maturity corresponds to a term used by the industry in which the company operates, this means that there are no significant differences between the payment terms established with the supplier and the industry , and (ii) the company does not have net costs related with the anticipation of payments to the supplier when compared with the payment within the normal term of this instrument. In some situations, such subsidiaries receive a commission from the financial institutions.

In the due date of such invoice, the amount is paid by the subsidiaries to the financial institution regardless whether or not it anticipated those amounts to the suppliers.

## i) Derivatives

Sonae uses derivatives in the management of its financial risks to hedge such risks and-or in order to optimize the funding costs.

Derivatives classified as cash flow hedging instruments are used by the Sonae mainly to hedge interest risks on loans obtained and exchange rate. Conditions established for these cash flow hedging instruments are identical to those of the corresponding loans in terms of base rates, calculation rules, rate setting dates and repayment schedules of the loans and for these reasons they qualify as perfect hedges. The inefficiencies, if any, are accounted under "Financial income" or "Financial expenses" in the consolidated income statement.

Sonae's criteria for classifying a derivative instrument as a cash flow hedge instrument include:

- The hedge transaction is expected to be highly effective in offsetting changes in cash flows attributable to the hedged risk;

- The effectiveness of the hedge can be reliably measured;
- There is adequate documentation of the hedging relationships at the inception of the hedge;
- The transaction being hedged is highly probable.

Cash flow hedge instruments used by the Sonae to hedge the exposure to changes in interest and exchange rates of its loans are initially accounted for at cost, if any, which corresponds to its fair value, and subsequently adjusted to their corresponding fair value. Changes in fair value of these cash flow hedge instruments are recorded in equity under the caption "Hedging reserves", and then recognized in the income statement over the same period in which the hedged instrument affects profit or loss.

The accounting of hedging derivative instruments is discontinued when the instrument matures or is sold. Whenever a derivative instrument can no longer be qualified as a hedging instrument, the fair value differences recorded in equity under the caption Hedging reserve are transferred to profit or loss of the period or to the carrying amount of the asset that resulted from the hedged forecast transaction or stay in equity if there is a high probability that the hedge transaction will occur. Subsequent changes in the revaluations are recorded in the income statement.

Sonae also uses financial instruments with the purpose of cash flow hedging, that essentially refer to exchange rate hedging ("forwards") of loans and commercial operations. If they configure a perfect hedging relation, hedge accounting is used. In certain situations, such as loans and other commercial operations, they do not configure perfect hedging relations, and so do not receive hedge accounting treatment, although they allow in a very significant way, the reduction of the loan and receivable-payable exchange volatility, nominated in foreign currency.

Sonae may agree to become part of a derivative transaction in order to hedge cash-flows related to exchange rate risk. In some cases, these derivatives may not fulfil the criteria for hedging accounting under IAS 39, and if so changes in their fair value are recognized in the income statement.

In some derivative transactions Sonae does not apply "hedge accounting", although they intend to hedge cash-flows (currency "forward", interest's rate option or derivatives including similar clauses). They are initially accounted for at value, and subsequently adjusted to the corresponding fair value, determined by specialized software. Changes in fair value of these instruments are recognized in the income statement under "Financial income" and "Financial expenses".

When embedded, derivatives exist, they are accounted for as separate derivatives when the risks and the characteristics of the host contract, and these are not stated at fair value, gains and losses which are not realizable are recorded in the Income Statement.

Sonae may agree to become part of a derivative transaction in order to fair value hedge some interest rate exposure. In these cases, derivatives are recorded at fair value through profit or loss and the effective portion of the hedging relationship is adjusted in the carrying amount of the hedged instrument, if not stated at fair value (namely loans recorded at amortised cost), through profit or loss.

## j) Own shares

Own shares are recorded at acquisition cost as a reduction to equity. Gains or losses arising from sales of own shares are recorded in "Other reserves", included in "Others reserves and retained earnings".

## k) Cash and cash equivalents

Amounts included under the caption "Cash and cash equivalents" correspond to cash on hand, cash at banks, term deposits and other treasury applications which mature in less than three months and are subject to insignificant risk of change in value.

In the consolidated statement of cash flows, cash and cash equivalents also include bank overdrafts, which are included in the balance sheet caption "Other loans".

All the amounts included in this caption can be reimbursed at demand as there are no pledges or guarantees over these assets.

## I) Shared based-payments

Share-based payments result from deferred performance bonus plans that are referenced to Sonae share price and/or that of its publicly listed affiliated companies and vest within a period of 3 years after being granted.

When the plans set out by Sonae are settled through the delivery of treasury shares, the value of this responsibility is determined at the time of assignment based on the fair value of shares allotted and recognized during the period of deferment of each plan. The responsibility is posted in equity, in the caption "Other revenues and retained earnings" against "staff costs".

When the settlement is made in cash, the value of these responsibilities are determined on the grant date (usually in April of each year) and subsequently remeasured at the end of each reporting period, based on the number of shares or options granted and the corresponding fair value at the closing date. These

obligations are stated as staff costs and other current and non-current liabilities on a straight-line basis, between the date the shares are granted and their vesting date, taking into consideration the time elapsed between these dates.

# 2.14 Contingent assets and liabilities

Contingent assets are not recorded in the consolidated financial statements but disclosed when future economic benefits are probable.

Contingent liabilities are not recorded in the consolidated financial statements. Instead they are disclosed in the notes to the financial statements, unless the probability of a cash outflow is remote, in which case, no disclosure is made.

# 2.15 Income tax and other tax

The tax charge for the year is determined based on the taxable income of companies included on consolidation and considers deferred taxation.

Current income tax is determined based on the taxable income of companies included on consolidation, in accordance with the tax rules in force in the respective country of incorporation.

Deferred taxes are calculated using the statement of financial position liability method, reflecting the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. Deferred tax assets and liabilities are calculated and annually remeasured using the tax rates that have been enacted or substantively enacted and therefore are expected to apply when the temporary differences are expected to reverse.

Deferred tax assets are recognized only when it is probable that sufficient taxable profits will be available against which the deferred tax assets can be used, or when taxable temporary differences are recognized and expected to reverse in the same period. At each statement of financial position date a review is made of the deferred tax assets recognized, being reduced whenever their future use is no longer probable.

Deferred tax assets and liabilities are recorded in the income statement, except if they relate to items directly recorded in equity. In these cases, the corresponding deferred tax is recorded in equity.

The value of taxes recognised in the financial statements correspond to the understanding of Sonae on the tax treatment of specific transactions being recognised liabilities relating to income taxes or other taxes based on interpretation that is performed and what is meant to be the most appropriate.

In situations where such positions will be challenged by the tax authorities as part of their skills by your interpretation is distinct from Sonae, such a situation is the subject of review. If such a review, reconfirm the positioning of the Group concluded that the probability of loss of certain tax process is less than 50% Sonae treats the situation as a contingent liability, i.e. is not recognized any amount of tax since the decision more likely is that there will be no place for the payment of any tax. In situations where the probability of loss is greater than 50% is recognized a provision, or if the payment is recognized the cost associated.

In situations in which payments were made to Tax Authorities under special schemes of regularization of debts, in which the related tax is Income Tax, and that cumulatively keep the respective lawsuits in progress and the likelihood of success of such lawsuits is greater than 50%, such payments are recognized as assets, as these amounts correspond to determined amounts, which will be reimbursed to the entity, (usually with interests) or which may be used to offset the payment of taxes that will be due by the group, in which case the obligation in question is determined as a present obligation. In the situations where the payments correspond to other taxes, those amounts are accounted for as expenses, even when the Group's understanding is that those amounts will be received with interests.

## 2.16 Accrual basis and revenue recognition

Revenue from the sale of goods is recognized in the income statement when the risks and benefits have been transferred to the buyer and the amount of the revenue can be measured reasonably. Sales are recognized net of sales taxes and discounts and other expenses arising from the sale, and are measured as the fair value of the amount received or receivable.

Revenue associated with extended warranties operations, which are granted for a period of 1 to 3 years, after the legally binding warranty of 2 years, by the specialized retail operating Segment, and are recognized in a straight-line basis over the warranty lifetime period. The revenue associated with warranties sold but for which the legal binding warranty hasn't yet expired is accounted under the captions of the Statement of Financial Position "Other non current liabilities" and "Other current liabilities " (Notes 27 and 31).

The revenues and costs of the consultancy projects developed in the information systems consultancy segment are recognised in each period, according to the percentage of completion method.

The income related to the commissions generated by the insurance mediation activity is recorded at the moment of the premium payment by the policyholder. No premium is accounted before it has been received. In that moment, Sonae posts a liability related with the obligation to transfer the insurance premium net of commissions, to the respective insurance company.

In cases where the premium is directly paid to the insurance company, Sonae records its commission in the moment in which is informed of the premium payment by the policyholder to the insurance company.

The deferral of revenue related with customer loyalty plans, awarding discounts on future purchases, by the food Retail Operating Segment, is quantified taking into account the probability of exercising the above mentioned discounts and are deducted from revenue when they are generated. The corresponding liability is presented under the caption other creditors.

Dividends are recognized as income in the year they are attributed to the shareholders.

Income and expenses are recorded in the year to which they relate, independently of the date of the corresponding payment or receipt. Income and expenses for which their real amount is not known are estimated.

"Other current assets" and "Other current liabilities" include income and expenses of the reporting year which will only be invoiced in the future. Those captions also include receipts and payments that have

already occurred but will only correspond to income or expenses of future years, when they will be recognized in the income statement.

## 2.17 Balances and transactions expressed in foreign currencies

Transactions are recorded in the separate financial statements of the subsidiaries in the functional currency of the subsidiary, using the rates in force on the date of the transaction.

At each statement of financial position date, all monetary assets and liabilities expressed in foreign currencies are translated to the functional currency of each foreign company at the exchange rates as at that date. All non-monetary assets and liabilities recorded at fair value and stated in foreign currencies are converted to the functional currency of each company, using the exchange rate at the date the fair value was determined.

Exchange gains and losses arising from differences between historical exchange rates and those prevailing at the date of collection, payment or the date of the statement of financial position, are recorded as income or expenses of the period, except for those related to non-monetary assets or liabilities, for which adjustments to fair value are directly recorded under equity.

When Sonae wants to reduce currency exposure, it negotiates hedging currency derivatives (Note 2.13.i)).

## 2.18 Subsequent events

Events after the statement of financial position date that provide additional information about conditions that existed at the statement of financial position date are reflected in the consolidated financial statements. Events after the statement of financial position date that are non-adjusting events are disclosed in the notes to the consolidated financial statements when material.

## 2.19 Judgements and estimates

The most significant accounting estimates reflected in the consolidated income statements include:

- a) Useful lives of the tangible and intangible assets;
- b) Impairment analysis of goodwill in investments in associated companies and jointly controlled entities and of tangible and intangible assets;
- c) Recognition of adjustments on assets, provisions and contingent liabilities;
- d) Determining the fair value of investment properties and derivative financial instruments;
- e) Recoverability of deferred tax assets;
- f) Valuation at fair value of assets, liabilities and contingent liabilities in business combination transactions.

Estimates used are based on the best information available during the preparation of consolidated financial statements and are based on best knowledge of past and present events. Although future events are neither controlled by Sonae nor foreseeable, some could occur and have impact on the estimates. Changes to estimates that occur after the date of these consolidated financial statements, will be recognized in net income, in accordance with IAS 8, using a prospective methodology.

The main estimates and assumptions in relation to future events included in the preparation of consolidated financial statements are disclosed in the corresponding notes.

#### 2.20 Insurance and reinsurance contracts

In order to optimise insurance costs, Sonae, through a wholly owned subsidiary, enters into reinsurance operations over non-life insurance contracts entered into by subsidiaries and related of the Efanor Group.

The subsidiary of Sonae acts like an intermediate in the assurance operations as a way to optimise insurance coverage and retention levels in accordance with the needs of each business, ensuring effective insurance management worldwide. The retained risk is immaterial in the context of reinsurance carried out.

Premiums written on non-life insurance contracts and associated acquisition costs are recognized as income and cost on a prorate basis over the term of the related risk periods, through changes in the provision for unearned premiums.

The provision for unearned premiums reflects the portion of non-life insurance premiums written attributable to future years, namely the portion corresponding to the period between the statement of financial position date and the end of the period to which the premium refers. It is calculated, for each contract in force.

In Provision for claims (Note 32) is recorded the estimated amounts payable for claims, including claims that have been incurred but not reported and future administrative costs to be incurred on the settlement of claims under management. Provisions for claims recorded by Sonae are not discounted.

Reinsurer's share of technical provisions (Assets – Note 13) are determined by applying the above described criteria for direct insurance, taking into account the percentages ceded, in addition to other clauses existing in the treaties in force.

At each statement of financial position date, Sonae assess the existence of evidence of impairment on assets originated by insurance or reinsurance contracts.

## 2.21 Information by segment

Information regarding operating segments identified is included in Note 6.

# 2.22 Legal reserves, other reserves and retained earnings

Legal reserves:

Portuguese commercial legislation requires that at least 5% of annual net profit must be appropriated to a legal reserve, until such reserve reaches at least 20% of the share capital. This reserve is not distributable, except in the case of liquidation of the company, but it may be used to absorb losses, after all the other reserves are exhausted, or to increase the share capital.

Hedging reserve:

The Hedging reserve reflects the changes in fair value of "cash flow" hedging derivatives that are considered as effective (Note 2.13.i) and is not distributable or used to cover losses.

Currency translation reserve:

The currency translation reserve corresponds to exchange differences relating to the translation from the functional currencies of the Sonae's foreign subsidiaries and joint ventures into Euro, in accordance with the accounting policy described in Note 2.2.d).

Fair value reserve:

This reserve arises on the revaluation of available-for-sale financial assets as mentioned in Note 2.13.a).

Reserves for the medium-term incentive plan are included in "other reserves":

According to IFRS 2 – "Share-based Payments", responsibility with the medium-term incentive plans settled through delivery of own shares is recorded, the credit, under the caption Reserves for the medium-term incentive plan, and is not distributable or used to cover losses.

# 2.23 Option premium embedded in convertible bonds

The balance recognized in equity corresponds to the initial fair value valuation of the equity component that fulfils with the definition of equity instrument (Note 2.13.f)). This reserve is not distributable, being transferred to retained earnings or to other reserves, at maturity date, or being recognized as premium in the event of conversion into the company's own shares.

# **3 FINANCIAL RISK MANAGEMENT**

## 3.1 Introduction

The ultimate purpose of financial risk management is to support Sonae in the achievement of its strategy, reducing unwanted financial risk and volatility and mitigate any negative impacts in the income statement arising from such risks. Sonae's attitude towards financial risk management is conservative and cautious. Derivatives are used to hedge certain exposures related to its operating business and, as a rule, Sonae does not apply into derivatives or other financial instruments that are unrelated to its operating business or for speculative purposes.

Due to its diversified nature Sonae is exposed to a variety of financial risks, consequently each Sub-holding is responsible for, where applicable, setting its own financial risk management policies, to monitor their own exposure and to implement their approved policies. Therefore for some risks there are not Sonae global risk management policies, but rather, where appropriate, customized risk management policies at Sub-holding level, existing, however, common guiding principles. Financial risk management policies are approved by each Executive Committee and exposures are identified and monitored by each Sub-holding Finance Department. Exposures are also monitored by the Finance Committee as mentioned in the Corporate Governance Report.

The Finance Committee coordinates and reviews, amongst other responsibilities, global financial risk management policies. The Finance Department of Sonae Holding is responsible for consolidating and measuring the Company's financial risk exposure, being also responsible for assisting each Sub-holding in managing their own currency, interest rate, liquidity and refinancing risks trough the Corporate Dealing Desk. Exposures are recorded in a main system (Treasury Management System). Risk control and reporting is carried out both at Sub-holding level, on a daily basis and on a consolidated basis for the monthly Finance Committee meeting.

# 3.2 Credit Risk

Credit risk is defined as the probability of a counterparty defaulting on its contractual obligations resulting in a financial loss. It is shown in two major ways:

## 3.2.1) Credit risk arising from Financial Instruments

The credit risk management related to the Financial Instruments (investments and deposits in banks and other financial institutions or resulting from derivative financial instruments entered during the normal hedging activities) or loans to subsidiaries and associates, there are principles for all Sonae companies:

- Only carry out transactions (short term investments and derivatives) with counterparties that have a high national and international prestige and based on their respective rating notations taking into consideration the nature, maturity and size of the operations; - Sonae only enters into eligible and approved financial instruments. The definition of the eligible instruments, for the investment of temporary excess of funds or derivatives, was made in a conservative approach (essentially consisting in short term monetary instruments, in what excess of funds is concerned and instruments that can be split into components and that can be properly fair valued, with a loss cap);

- In relation to excess funds: i) those are preferentially used, whenever possible and when more efficient to repay debt, or invested preferably in instruments issued by existing relationships banks in order to reduce exposure on a net basis, and ii) may only be applied in pre-approved instruments;

- In some cases, Sub-holdings can define more strict rules regarding counterparty exposure or more conservative policies;

- Any departure from the above mentioned policies needs to be pre-approved by the respective Executive Committee/Board of Directors.

Regarding to the policies and minimum credit rating, Sonae does not expect any material failure in contractual obligation from its external counterparties nevertheless exposure to each counterparty resulting from financial instruments and the credit rating of potential counterparties is regularly monitored by the Sub-holding Finance Department and any departure is promptly reported to the respective Executive Committee/Board of Directors and to the Sonae Finance Committee.

## 3.2.2) Credit risk in operational and commercial activities of each business

In this case, due to each business characteristics and consequently of different credit risk typology, each sub-holding determines the most appropriate policy, as described above. However, the policies follow the same wide principles of: prudence, conservatism, and the implementation of control mechanism.

- Retail

Credit risk is very low, considering that most transactions are made in cash. In the remaining, in the relationship with customers is controlled through a system of collecting quantitative and qualitative information, provided by high prestige and liable entities that provide information on risks by obtaining suitable guarantees, aimed at reducing the risk of granting credit. Credit risk arises in the relationship with suppliers as a result of advances or debits for discounts and is mitigated by the expectation to maintain the business relationship.

- Sonae IM

The Multimedia and Information Systems business exposure to credit risk is mainly associated with the accounts receivable related to current operational activities. The credit risk management purpose is to guarantee that the amounts owed by debtors are effectively collected within the periods negotiated without influencing the financial health of the Sub-holding. Sonaecom uses credit rating agencies and has specific departments responsible for risk control, collections and management of processes in litigation, which all contribute to the mitigation of credit risk.

In the remaining business of investment management the credit risk in the context of the current operating activity is controlled through a system of collecting qualitative and financial information provided by

recognized entities that supply information of risks, which allow to evaluate the viability of the of customers in fulfilling their obligations, aimed at reducing the risk of concession credit.

- Sonae Sierra – Joint venture

The credit risk results essentially of the risk of credit of the tenants of the commercial centers managed by Sub-holding and of the other debtors. Shopping Centre storekeepers credit risk monitoring is made by the adequate assessment of risk before the storekeepers are accepted and by the establishment of conservative credit limits for each storekeeper.

- NOS – Joint venture

NOS is subject to credit risk in its operating and treasury activities. The credit risk associated with operations is essentially related to services provided to customer's credits. This risk is monitored on a regular basis business, with the goal of management is: i) limit the credit granted to customers, considering the average collection period of each client; ii) monitor the evolution of the level of credit granted; and iii) perform impairment tests to receivables on a regular basis.

- Sonae Holding

Sonae Holding does not have any relevant commercial or trade activity, other than the normal activities of a portfolio manager. As such, it is only exposed, on a regular basis, to credit risk resulting from its investing activities (holding cash and cash equivalents instruments, deposits with banks and financial institutions or resulting from derivative financial instruments entered into in the normal course of its hedging activities) in accordance with the principles mentioned in note 3.2.1).

Additionally, Sonae Holding may also be exposed to credit risk as a result of its portfolio manager activities (buying or selling investments), but in those exceptional situations risk reducing mechanisms and actions are implemented on a case by case basis under the supervision of the Executive Committee (requesting bank guarantee, escrow accounts, obtaining collaterals, amongst others).

The amount related to customers, other debtors and other assets presented in Financial Statements, which are net of impairment losses represent maximum Sonae exposure to credit risk.

# 3.3 Liquidity risk

Sonae has the need, regularly, to raise external funds to finance its activities and investing plans. It holds a long term diversified portfolio, essentially made of, loan's and structured facilities, but which also includes a variety of other short-term financing facilities in the form of commercial paper and credit lines. As at 31 December 2016, the total gross debt (excluding shareholders loans) was 1,571 million euro (on 31 December 2015 was 1,587 million euro) excluding the contributions of Sonae Sierra and NOS operating segments measured by the equity method.

The purpose of liquidity risk management is to ensure, at all times, that Sonae has the financial capacity to fulfil its commitments as they become due and to carry on its business activities and strategy. Given the dynamic nature of its activities, Sonae needs a flexible financial structure and therefore uses a combination of:

- Maintaining with its relationship banks, a combination of short and medium term committed credit facilities, with sufficiently comfortable previous notice cancellation periods with a range that goes up to 360 days;

- Maintenance of commercial paper programs with different periods and terms, that allow, in some cases, to place the debt directly in institutional investors;

- Detailed rolling annual financial planning, with monthly, weekly and daily cash adjustments in order to forecast cash requirements;

- Diversification of financing sources and counterparties;

- Ensuring an adequate average debt maturity, adjusted by the amount of committed long term facilities and cash equivalents by issuing long term debt and avoiding excessive concentration of scheduled repayments. At the end of 2016, Sonae's average debt maturity was approximately 4.4 years (2015: 4.2 years) excluding the contributions of joint ventures Sonae Sierra and NOS which consolidated by the equity method;

- Negotiating contractual terms which reduce the possibility of the lenders being able to demand an early termination;

- Where possible, by pre financing forecasted liquidity needs, through transactions with an adequate maturity;

- Management procedures of short-term applications, assuring that the maturity of the applications will match with foreseen liquidity needs (or with a liquidity that allows to cover unprogrammed disbursements, concerning investments in assets), including a margin to hedge forecasting deviations. The margin of error needed in the treasury department prediction, will depend on the confidence degree and it will be determined by the business. The reliably of the treasury forecasts is an important variable to determinate the amounts and the periods of the market applications-borrowings.

The maturity of each major class of financial liabilities is disclosed in Notes 24, 25, 29, and 30, based on the undiscounted cash flows of financial liabilities based on the earliest date on which Sonae can be required to pay ("worst case scenario").

Sonae maintains a liquidity reserve in the form of credit lines together with the banks with which there are activities. This is to ensure the ability to meet its commitments without having to refinance itself in unfavorable terms. In 31 December 2016, the consolidated loan amount maturing in 2017 is of 361 million euro (313 million euro maturing in 2016) and in 31 December 2016 Sonae had 109 million euro available in consolidated credit lines (123 million euro in 2015) with commitment less than or equal to one year and 439 million euro (341 million euro in 2015) with a commitment greater than one year.

Additionally, Sonae held, as at 31 December 2016, cash and cash equivalents and current investments amounting to 341 million euro (283 million euro as at 31 December 2015).

Consequentially, Sonae expects to meet all its obligations by means of its operating cash flows and its financial assets as well as from drawing existing available credit lines, if needed.

## 3.4 Interest rate risks

#### 3.4.1) Policies

As each business operates in different markets and in different business environments, there is no single policy applicable to Sonae, but rather policies adjusted to each Sub-holding exposure which one described below. As previously mentioned, Sonae exposure is regularly monitored by the Finance Committee, at a group level, and at each Sub-holding level. Although there is no wide risk management interest rate policy in what concerns the derivatives negotiation, there are principles that have to be followed by all the companies and that are referred below:

- Sonae hedging activities do not constitute a profit-making activity and derivatives are entered into without any speculation purpose;

- For each derivative or financial instrument used to hedge a specific loan, the interest payment dates of the hedged loans should be consistent with the settlement dates of the hedging instruments to avoid any mismatch and hedging inefficiencies;

- For each derivative or financial instrument used to hedge a specific loan, the interest payment dates of the hedged loans should be a perfect match between the base rate: the base rate used in the derivative or hedging instrument should be the same as that of the hedged facility / transaction;

- Since the beginning of the transaction, the maximum cost of the hedging operation is known and limited, even in scenarios of extreme change in market interest rates, so that the resulting interest rates are within the cost of the funds considered in Sonae's business plans (or in extreme scenarios are not worse than the underlying cost of the floating rate);

- The counterparties of hedging instruments are limited to institutions of high prestige, national and international recognition and based on respective credit ratings, as described in 3.2. above. It is Sonae policy that, when contracting such instruments, preference should be given to financial institutions that form part of Sonae's relationships, whilst at the same time obtaining quotes from a sufficient large sample of banks to ensure optimum conditions;

- In determining the fair value of hedging operations Sonae uses certain methods, such as option valuation and discounted future cash flow models, using assumptions based on market interest rates, foreign exchange rates, volatility among others prevailing at the statement of financial position date. Comparative financial institution quotes for specific or similar instruments are used as benchmark for the valuation;

- All transactions have to be documented under ISDA's Agreements (International Swaps and Derivatives Association);

- All transactions which do not follow the rules mentioned above have to be individually approved by the respective Executive Committee/ Board of Directors, and reported to Finance Committee, namely transactions entered into with the purpose of optimizing the cost of debt when deemed appropriate according to prevailing financial market conditions.

- Retail

Business exposure to interest rates arises mainly from long term loans which bear interests at Euribor.

Sonae Investimentos purpose is to limit cash-flows volatility and results, considering the profile of its operational activity, by using an appropriate mix of fixed and variable interest rate debt. Sonae Group policy allows the use of interest rate derivatives to decrease the exposure to Euribor fluctuations but does not allow for trading purposes.

- Sonae IM

In the Business Multimedia and Information Systems total debt is indexed to variable rates, exposing the total cost of debt to a high risk of volatility. The impact of this volatility on the Group result or on its shareholders' equity is mitigated by the effect of the following factors (i) relatively low level of financial leverage; (ii) possibility of using interest rate hedging derivative instruments, as mentioned below; (iii) possible correlation between the market interest rates levels and economic growth, the latter having a positive effect on other lines of the Sub-holding consolidated results (namely operational), thus partially offsetting the increase of financial costs ("natural hedge"); and (iv) the availability of consolidated liquidity or cash, also bearing interests at variable rates.

In the remaining business of investment management exposure to interest rate arises essentially from short-term bank loans or loans payable to shareholders, which bears interests at Euribor market rates. The impact of this volatility on income or equity is mitigated by the following factors: (i) controlled financial leverage with conservative use of bank lending; (ii) probable correlation between the market interest rate levels and economic growth, the latter having a positive effect on other lines of the operating segment results (namely operational), thus partially offsetting the increased financial costs ("natural hedge").

- Sonae Sierra – Joint venture

Sonae Sierra's income and operating cash-flows are substantially independent of changes in market interests rates, as its cash and cash equivalents and its financing granted to other companies of the Group are dependent only of the evolution of the interest rates in Euro, which have had a minimum change.

In relation to long-term borrowings and in order to hedge the volatility of long term interest rates, Sonae Sierra uses, whenever appropriate, cash flow hedge instruments (swaps or zero cost collars), which represent perfect hedges of those long-term borrowings. In certain long-term borrowings Sonae Sierra chose to have a fixed interest rate in the first years of the financing agreement and will study afterwards the possibility to negotiate interest rate swaps or zero cost collars for the remaining period.

- NOS – Joint venture

The borrowings of NOS, except bonds, have variable interest rates, which exposes the group to the risk of cash flows interest rates. NOS has adopted a hedging policy by hiring "swap" interest rate to cover future payments of interest bonds and other loans.

- Sonae Holding and others

Sonae Holding mitigates interest rate risk by adjusting the proportion of its debt that bears fixed interest to that which bears floating interest although without a fixed goal or percentage to achieve, since hedging interest rate risk usually has an opportunity cost associated. Therefore, a more flexible approach is considered preferable to a more strict traditional approach. Part of the risk is also mitigated by the fact that Sonae Holding grants loans to its subsidiaries as part of its normal activities and thus there may be some degree of natural hedging on a company basis, since if interest rates increase the additional interest paid would be partially offset by additional interest received.

Sonae Holding hedging activities do not constitute a profit-making activity and derivatives are deemed to be entered into without any speculation purpose. Strict rules are observed in relation to any derivative transaction entered into.

Sonaecom's Board of Directors approves the terms and conditions of the funding with a significant impact on Sonaecom, based on an analysis of the debt structure, the inherent risks and the different options in the market, particularly as regards the type of interest rate (fixed / variable). Under this policy, the Executive Committee is responsible for decisions regarding the contracting of occasional interest rate hedging derivative financial instruments, through monitoring the conditions and alternatives that exist in the market.

## 3.4.2.) Sensitivity analysis

The interest rate sensitivity analysis is based on the following assumptions:

- Changes in market interest rates affect the interest income or expense of variable interest rate financial instruments (the interest payments of which are not designated as hedged items of cash flow hedges against interest rate risks). As a consequence, these instruments are included in the calculation of income-related sensitivities;

- Changes in market interest rates only affect interest income or expense in relation to financial instruments with fixed interest rates if these are recognized at their fair value. As such, all financial instruments with fixed interest rates that are carried at amortized cost are not subject to interest rate risk as defined in IFRS 7;

- In the case of fair value hedges designed for hedging interest rate risks, when the changes in the fair values of the hedged item and the hedging instrument attributable to interest rate movements are offset almost completely in the income statement in the same period, these financial instruments are also not exposed to interest rate risk;

- Changes in the market interest rate of financial instruments that were designated as hedging instruments in a cash flow hedge (to hedge payment fluctuations resulting from interest rate movements)

affect the hedging reserve in equity and are therefore taken into consideration in the equity-related sensitivity;

- Changes in the market interest rate of interest rate derivatives that are not part of a hedging relationship as set out in IAS 39 affect other financial income or expense (gain/loss in change of the derivatives fair value) therefore it has taken into consideration in the sensitivity calculations for changes in interest rate;

- Changes in the fair values of derivative financial instruments and other financial assets and liabilities are estimated by discounting the future cash flows to net present values using appropriate market rates prevailing at the year end, and assuming a parallel shift in interest rate curves;

- For the purposes of sensitivity analysis, such analysis is performed based on all financial instruments outstanding during the year.

Under these assumptions, if euro interest rate of denominated financial instruments had been 75 basis points higher, the consolidated net profit before tax of Sonae for the period ended as at 31 December 2016 would decrease by approximately 8.8 million euro, (7 million euro decrease as at 31 December 2015).

# 3.5 Exchange rate risk

## 3.5.1) Policies

Sonae operates at an international level, having subsidiaries that operate in different jurisdictions, and so it is exposed to foreign exchange rate risk. As each Sub-holding operates in different markets and in different business environments, there is no standard policy for Sonae, but rather individual policies for each Sub-holding which are stated below. Sonae's currency exposures are divided into two levels: transaction exposures (foreign exchange exposures relating to contracted cash flows and statement of financial position items where changes in exchange rates will have an impact on earnings and cash flows) and translation exposure (equity in foreign subsidiaries). Although there is not global management exchange rate risk policy in what concerns hiring derivatives to managing exchange interest risk, it also applies to all group companies, with the necessary adaptations, the principles referred at 3.4.1).

- Retail

The impact on the financial statements of changes in exchange rate is immaterial, as the most part of the transactions is denominated in euro. Sonae Investimentos is mainly exposed to exchange rate risk through transactions relating to acquisitions of goods in international markets, which are mainly in US Dollars.

The exchange risk management purpose is to provide a stable decision platform when deciding and negotiating the purchases of inventories establishing fixed exchange rates. The hedging accompanies all the purchase process, since procurement up to the formal agreement of purchase.

The exchange risk exposure is monitored through the purchase of forwards with the goal of minimizing the negative impacts of volatility in exposure level as a consequence of changes of the amounts of imports denominated in other currencies rather than euro.

#### - Sonae IM

In the Business Multimedia and Information Systems operates internationally, having subsidiaries that operate in Brazil, United Kingdom, Poland, United States of America, Mexico, Australia, Egypt, Malaysia, Chile, Panama, Singapore among others and so it is exposed to foreign exchange rate risk.

Foreign exchange risk management seeks to minimize the volatility of investments and transactions made in foreign currency and contributes to reduce the sensitivity of Sonaecom results to changes in foreign exchange rates.

Whenever possible, Sonaecom uses natural hedges to manage exposure, by offsetting credits granted and credits received expressed in the same currency. When such procedure is not possible, Sonaecom adopts derivatives financial hedging instruments.

Sonaecom exposure to exchange rate risk results mainly from the fact that some of its subsidiaries report in currencies other than the Euro, the risk relating to the operations being insignificant.

Insurance brokerage activity is developed in different countries. When transactions are made in a different currency than the one in the country where the entity operates, exposure to exchange rate risk is minimized by hiring hedging derivatives.

For the remaining of this business segment the impact on the financial statements of changes in exchange rate is immaterial, since most part of the transactions is denominated in euro.

- Sonae Sierra – Joint venture

The main activity of each company is developed inside its country of origin and consequently the majority of the company transactions are maintained in its functional currency. The policy to hedge this specific risk is to avoid, if possible, the contracting of services in foreign currency.

- NOS – Joint venture

The risk of exchange rate is mainly related to exposure resulting from payments made to terminal equipment suppliers and producers of audio-visual content for the TV business by subscription and audio-visual, respectively. Commercial transactions between NOS and these suppliers are denominated mostly in American dollars.

Considering the balance of accounts payable resulting from transactions denominated in currencies other than the functional currency of the group, NOS hires or can hire financial instruments such as short-term currency forwards to hedge the risk associated with these balances.

- Sonae Holding

Due to the nature of holding company, Sonae Holding, has very limited transaction exposure to foreign exchange risk. Normally, when such exposures arise foreign exchange risk management seeks to minimize the volatility of such transactions made in foreign currency and to reduce the impact on the Profit and loss of exchange rate fluctuations. When significant material exposures occur with a high degree of certainty, Sonae Holding hedges such exposures mainly through forward exchange rate contracts. For uncertain

exposures, options may be considered, subject to previous approval from the company's Executive Committee.

## 3.5.2) Exposure and sensitivity analysis

As at 31 December 2016 and 2015 Sonae amounts of assets and liabilities (in euro) denominated in a currency different from the subsidiary functional currency where the following:

	Asse	ets	Liabilities		
	31 Dec 2016	31 Dec 2015	31 Dec 2016	31 Dec 2015	
Euro	-	-	1,402,138	5,655,979	
Brazilian Real	-	-	1,038,401	327,020	
British Pound	1,024,603	1,256,083	660,464	117,870	
US Dollar	11,781,708	13,646,832	24,789,881	25,242,695	
Other Currencies	923,257	614,588	81,146	421,214	

The amounts presented above, only include assets and liabilities expressed in different currency than the functional currency used by the affiliated or jointly controlled company. Therefore, it does not represent any risk of financial statements translation. Due to the short-term character of the majority of monetary assets and liabilities and the magnitude of its net value, the exposure to currency risk is immaterial and therefore a sensitivity analysis to changes in the exchange rate isn't disclosed.

# 3.6 Price and capital market risks

Sonae is exposed to equity price risk arising from equity investments, held for strategic rather than for trading purposes as the group does not actively trade these investments, which are disclosed in Note 10.

Sonae is exposed to risks arising from changes in Sonae Holding share price due responsibilities related with the remuneration policy described in Sonae Corporate Governance report, as explained in Note 28.

In 2007, Sonae entered into a Total Return Swap (TRS) with Sonae Holding shares as underlying. As explained in Note 22, the Total Return Swap precluded the derecognition of those own shares, and as such, a change in the Sonae Holding share price will have an impact on the cash flows by means of TRS cash settlements. If Sonae price had been 1% higher/lower, Sonae would have receivables/payments of 877 thousand euro (at 31 December 2015 Sonae would not have additional receivables/payments).

# 3.7 Capital risk

The capital structure of Sonae, determined by the proportion of equity and net debt is managed in order to ensure continuity and development of its operations, maximize the return on shareholders and optimize financing costs.

Sonae periodically monitors its capital structure, identifying risks, opportunities and the necessary adjustment measures for the achievement of these objectives.

Sonae presented in 2016 an average gearing (countable) of  $0.7 \times (0.8 \times \text{in 2015})$ . The average gearing at market values in 2016 was  $0.8 \times (0.6 \times \text{in 2015})$ .

# 4 RESTATEMENT OF FINANCIAL STATEMENT

The Losan Group is a multinational group with its the parent company based in Spain. It specializes in the wholesale business of children's wear. This acquisition was aimed to improve skills in the supply chain and to strengthen international capacity expansion of Sonae through wholesale channels. These companies were incorporated in the consolidated financial statements as at 31 December 2015, date from which Sonae began to exercise control over its activities.

Given the proximity of the acquisition to the end of the year 2015, only in 2016 was it possible to complete the fair value allocation exercise and Goodwill calculation. The impact of the restatement in the statement of financial position of the Group as at 31 December 2015 can be analysed as follows:

		31 Dec 2015	
Amounts in thousands of euros	Before the restatement	Adjustments to fair value Note 5.4	After the restatement
Assets			
Tangible and intagible assets	1,787,565	24,691	1,812,256
Goodwill	624,544	(18,960)	605,584
Investments	1,244,439	-	1,244,439
Deferred tax assets	63,870	225	64,095
Other non-current assets	32,530	-	32,530
Non-current assets	3,752,948	5,956	3,758,904
Current assets			-
Inventories	634,765	-	634,765
Trade account receivables	96,577	(400)	96,177
Other debtors	244,043	1,417	245,460
Investments	82,431	-	82,431
Cash and cash equivalents	282,752	-	282,752
Current assets	1,340,568	1,017	1,341,585
Non-current assets held for sale	131,044	-	131,044
Total assets	5,224,560	6,973	5,231,533
Liabilities			
Borrowings	1,272,864	-	1,272,864
Other non-current liabilities	36,029	-	36,029
Deferred tax liabilities	72,760	6,073	78,833
Provisions	38,810	900	39,710
Non-current liabilities	1,420,463	6,973	1,427,436
Borrowings	314,263	-	314,263
Trade creditors and other current liabilities	1,695,040	-	1,695,040
Total current liabilities	2,009,303	-	2,009,303
Total liabilities	3,429,766	6,973	3,436,739
Shareholders' funds excluding non-controlling interests	1,658,490	-	1,658,490
Non-controlling interests	136,304	-	136,304
Total shareholders' funds	1,794,794	-	1,794,794
Total shareholders' funds and liabilities	5,224,560	6,973	5,231,533

# **5 CHANGES IN CONSOLIDATION PERIMETER**

# 5.1 Major acquisitions of subsidiaries occurred in the period ended at 31 December 2016

The acquisitions of companies included in the consolidation by the integral method can be analyzed as follows:

		Percentage of share	capital held
		At acquisitio	on date
Company	Head Office	Direct a)	Total b)
Sonae SR - Sports & Fashion			
Salsa Group			
1) IVN - Serviços Partilhados, SA	Vila Nova de Famalicão (Portugal)	50.00%	50.00%
Irmãos Vila Nova, SA	Vila Nova de Famalicão (Portugal)	100.00%	50.00%
Irmãos Vila Nova III - Imobiliária, SA	Vila Nova de Famalicão (Portugal)	100.00%	50.00%
IVN Asia Limited	Hong Kong (China)	100.00%	50.00%
Salsa DE GmbH	Dusseldorf (Germany)	100.00%	50.00%
Salsa Distribution USA LLC	New York (USA)	100.00%	50.00%
Salsa France, S.A.R.L.	Paris (France)	99.99%	50.00%
Salsa Luxembourg, Sàrl	Luxembourg	100.00%	50.00%
SLS Salsa - Comércio e Difusão de Vestuário, S.A.	Vila Nova de Famalicão (Portugal)	100.00%	50.00%
SLS Salsa España - Comercio y Difusión de Vestuario, S.A.U.	Pontevedra (Spain)	100.00%	50.00%
Sonae IM			
Sysvalue-Consult., Int. e seg. em S.I., SA	Mexico City (Mexico)	100.00%	89.97%
Iberosegur-Soc. Ibérica Med. Seguros,Lda	Porto (Portugal)	100.00%	50.01%
Inovretail, Lda	Maia (Portugal)	100.00%	89.97%
Moneris Serviços de Gestão, SA	Lisbon (Portugal)	60.00%	30.01%

a) Considers the interest held directly by a subsidiary of the Group;

b) Corresponds to the percentage of interest held directly or indirectly attributable to the parent company's shareholders, excluding noncontrolled interests.

1) Parent company of Salsa group.

The effects of these acquisitions on the consolidated financial statements can be analyzed as follows:

		Sonae SR - Sport	ts & Fashion		Sonae IM			
		Salsa Gr	oup			Others		
Amounts in euro	Financial Position before aquisition	Adjustments to fair value	Fair value	31 Dec 2016	Financial Position before aquisition	Adjustments to fair value	Fair value	31 Dec 2016
Net acquired assets								
Tangible assets (Note 8)	12,635,220	15,791,326	28,426,546	29,617,543	13,445	-	13,445	10,102
Intangible assets (Note 9)	2,477,267	86,470,000	88,947,267	86,891,888	554,218	982,257	1,536,475	1,114,183
Inventories (Note 14)	20,768,752	-	20,768,752	23,209,980	-	-	-	-
Deferred tax assets (Note 19)	1,691,120	1,267,477	2,958,597	2,832,354	9	-	9	-
Other assets	17,073,717	172,540	17,246,257	16,265,111	1,112,049	-	1,112,049	550,727
Cash and cash equivalents	7,501,069	-	7,501,069	3,487,787	214,190	-	214,190	81,334
Loans	(57,408,768)	-	(57,408,768)	(47,868,478)	(372,865)	-	(372,865)	-
Deferred tax liabilities (Note 19)	-	(21,417,032)	(21,417,032)	(21,029,053)	-	(115,718)	(115,718)	(115,718)
Other liabilities	(26,463,665)	(6,035,603)	(32,499,268)	(32,953,247)	(1,114,319)	-	(1,114,319)	(868,731)
Total net acquired assets	(21,725,288)	76,248,708	54,523,420	60,453,885	406,727	866,539	1,273,266	771,897
Goodwill (Note 10)			43,364,414				1,907,814	
Non-controlling interests (Note 23)			27,261,711				67,536	
Indemnity assets (Note 13)			2,463,875				-	
Acquisition cost			73,090,000				3,113,546	
Effective cash paid			73,090,000				1,519,920	
Outstanding amounts	-		-				1,593,624	
			73,090,000				3,113,544	
Net cash flow resulting from the acquisition (Note 46)								
Effective cash paid			(73,090,000)				(1,519,920)	
Cash and cash equivalents acquired			7,501,069				214,190	
			(65,588,931)				(1,305,730)	

	Sonae SR - S	ports & Fashion	Sonae IM		
	Salsa	a Group	Othe	ers	
Amounts in euro	Since acquisition 12 months date		onths Since acquisition date		
Sales and services	61,438,993	116,628,114	357,263	1,703,459	
Other income	1,784,677	4,862,315	350,340	184,530	
Cost of sales	(24,310,385)	(50,608,043)	(79,508)	(434,294)	
External supplies and services	(13,786,487)	(26,621,230)	(190,138)	(661,601)	
Staff costs	(10,784,173)	(22,188,418)	(425,543)	(967,549)	
Depreciation and amortisation	(3,924,059)	(3,713,742)	(81,480)	(162,470)	
Other expenses and losses	(649,009)	(2,755,299)	(22,597)	(86,207)	
Net financial income	(748,061)	(3,770,954)	(6,426)	140,513	
Profit/loss before taxation	9,021,496	11,832,743	(98,089)	(283,619)	
Taxation	(2,681,646)	(3,286,303)	(14,279)	(16,631)	
Net Income	6,339,850	8,546,440	(112,368)	(300,250)	
Profit/loss from discontinuing operations after taxation	(409,391)	(409,391)	-	-	
Net Income	5,930,459	8,137,049	(112,368)	(300,250)	

IVN – Serviços Partilhados, SA holds the brand Salsa which is a Portuguese brand of jeanswear of international renown, recognized for its entrepreneurial spirit and the development of innovative products. Being a truly international company, its products can be found in about 2,000 points of sale in 32 countries.

This acquisition fits in Sonae's strategic pillars, namely the international expansion, the diversification of investment styles and the reinforcement of the assets and competencies base. Salsa will continue to rely on the current management team and in line with the terms of the agreement, their results will be included in Sonae by the full consolidation method considering that the Group controls the relevant activities of Salsa, being reported in the segment of "Sports and Fashion" of Sonae SR.

Following the acquisition of these companies, a preliminary assessment was made regarding the fair value of the assets acquired and the liabilities assumed.

The fair value was determined through various valuation methodologies for each type of asset or liability, based on the best information available. The main adjustments to fair value made under this process were:

- (i) wholesale and franchise portfolio (+35.5 million euro) valued based on the discounted cash-flow methodology, using for this purpose the discount rates based on the weighted average cost of capital of the segment of the companies (11%) and considering an average customer retention (9.4% for wholesale customers). These portfolios will be amortized on a straight-line basis based on the estimated average retention period of the clients (10 years);
- (ii) Salsa brand (+51 million euro) was valued based on the methodology of the released royalties, using for this purpose the discount rates based on weighted average cost of capital of the segment where the companies fall (11%) and a royalty rate of 4%, and for which was not estimated a defined useful life;
- (iii) Real estate assets (+15.8 million euro) were valued based on a preliminary external valuation of the mentioned assets, which had been obtained prior to the acquisition, being a new valuation process under way that is not yet completed; and
- (iv) contingent liabilities relating to present obligations in the amount of 6 million euro, over which there were also recognized indemnifying assets as contractually supported;

For the other remaining assets and liabilities, until this date, there were no significant differences identified between the fair value and the corresponding book value. As usually happens in business combinations, also in this operation, a part of the acquisition cost there could not be assigned, in reporting terms, to the fair value of identifiable assets and liabilities, being that component recognized as goodwill. However, the purchase price allocation is preliminary and may be subject to change until the end of the period of one year from the date of acquisition, as permitted by IFRS3 - Business Combinations.

The above valuations correspond to Level 3 of Fair Value, in accordance with IFRS 13.

# 5.2 Major acquisitions of associated companies occurred in the period ended at 31 December 2016

The acquisitions of companies included in the consolidation under the equity method can be analyzed as follows:

		Percentage of shar	e capital held
		At acquisitio	n date
Company	Head Office	Direct	Total
Sonae MC			
S2 Mozambique, SA	Maputo (Mozambique)	30.00%	30.00%
Sonae IM			
Filhet Allard España Correduria de Seguros S.L.	Madrid (Spain)	35.00%	17.50%
Armilar Venture Partners - Sociedade de Capital de Risco, SA	Lisbon (Portugal)	35.00%	31.49%
Fundo de Capital de Risco Armilar Venture Partners II	Lisbon (Portugal)	50.21%	45.17%
Fundo de Capital de Risco Armilar Venture Partners III	Lisbon (Portugal)	41.99%	37.78%
Fundo de Capital de Risco Espirito Santo Ventures Inovação e Internacionalização	Lisbon (Portugal)	37.54%	33.77%

#### Armilar, Armilar II, Armilar III e ESVIINT

Following the announcement made on the 5<sup>th</sup> of August 2016, Sonae IM together with a group of investors celebrated a contract with NOVO BANCO, S.A. and his subsidiary, ES TECH VENTURES, SGPS, S.A, for the acquisition to Novo Banco, of participation units in three venture capital funds: Espirito Santo Ventures Innovation and Internationalization ('ESVIINT'); Espírito Santo Ventures II (currently called to Ventures Capital Fund Armilar Venture Partners II, 'Armilar II') and Venture Capital Fund Espírito Santo Ventures III (currently called to Ventures Capital Fund Armilar Ventures Capital Fund Armilar Venture Partners III, 'Armilar II') and the total capital of Espírito Santo Ventures - Sociedade de Capital de Risco (currently called Armilar Venture Partners – Sociedade de Risco S.A. 'Armilar'), held by its subsidiar ES TECH VENTURES, SGPS, S.A.. After approval by Banco de Portugal, the transaction was completed on 13 December 2016.

Armilar II, Armilar III and ESVIINT have the purpose of investing their assets in minority interests, in companies with high potential for growth and appreciation, and which have technological base or innovate business concept subjacent their activity, being privileged projects in phase of start-up, early-stage and expansion in Portugal and internationally. The management of the funds, according to the applicable legislation, is the responsibility of the management company. The management company has autonomy in relation to the management and investment policies of the funds, and this is not a competence of the holders of units.

The participation of the subsidiary Sonae IM in the management company is 35%, not exercising control over it, and in accordance with the context and specificity of the transaction, a fair value of 1 euro was assumed. As described, under this operation, the acquired participations were classified as "Investments in associated companies" (Note 11).

	31 Dec 2016			
Amounts in euro	Amilar II	Amilar III	ESVIINT	
Net acquired assets				
Investments	80,587,398	69,452,246	18,585,117	
Other current assets	1,172,000	2,682,053	109,180	
Cash and cash equivalents	1,761,897	613,065	92	
Loans	(8,965,340)	(7,111,940)	-	
Trade creditors	(1,479,656)	(1,533,153)	(23,767)	
Other debts	(2,535,468)	(1,771,881)	(328,446)	
Total net acquired assets	70,540,831	62,330,390	18,342,176	
% Acquired	50.21%	41.99%	37.54%	
Total net acquired assets	35,416,004	26,173,814	6,885,820	
Acquisition price	16,330,035	13,028,803	2,390,500	
Negative Goodwill (Note 11)	19,085,969	13,145,011	4,495,320	

The allocation of the purchase price of the 3 funds can be detailed as follows:

The negative goodwill generated on this acquisition resulted in deferred tax liabilities amounting to 8.3 million euro (Note 19).

Given that the funds recognize investments in subsidiaries at fair value, the initial allocation of the purchase price was made based on the amount of equity of the preliminary financial statements of the funds as at 31 December 2016, not approved which represent the best estimate at the fair value date of the acquired participations.

At the date of this report, these financial statements are not approved, and the group does not have at its disposal all the necessary information to assess the fair value attributed to funds subsidiaries companies and to complete the valuation of the net assets acquired.

The accounting was provisionally determined and subject to change until the date of conclusion of the 12month period from the date of acquisition, as defined in the IFRS 3 - Business Combinations.

Within the scope of this transaction, the debt of Armilar II and Armilar III funds was also acquired from Espírito Santo Ventures – Sociedade de Capital de Risco (currently called "Armilar Venture Partners"), in the amount of 1,503,660 euro and 1,274,357 euro, respectively, recorded in the caption "Other non-current assets" (note 13).

# 5.3 Major disposal companies occurred in the period ended at 31 December 2016

As at 31 December 2016, the Group sold its subsidiary Imoconti - Sociedade Imobiliária, SA to a related entity of the Sonae Sierra group. The effects of this sale on the consolidated financial statements can be analyzed as follows:

	Sonae RP			
Amounts in euro	At disposal data	31 Dec 2015		
Net assets disposals				
Tangible assets (Note 8)	15,960,059	17,114,189		
Other assets	21,260	19,411		
Cash and cash equivalents	22,792	802		
Deferred tax liabilities (Note 19)	(1,282,258)	(1,322,934)		
Other liabilities	(6,532,171)	(8,284,509)		
Total of net assets disposals	8,189,682	7,526,959		
Shareholder's loans, treasury operations and interests	6,046,123			
Gain in disposal (Note 36)	6,773,227			
Selling price	21,009,032			
Effective cash received	-			
Amounts receivable (Note 16)	21,009,032 21,009,032			

	Sona	e RP
Amounts in euro	At disposal data	31 Dec 2015
Sales and services	-	-
Other income	1,580,669	2,380,637
Other expenses and losses	(543,842)	(644,311)
Net financial income	(178,361)	(231,201)
Profit/loss before taxation	858,466	1,505,125
Taxation	(195,563)	(341,372)
Net Income	662,903	1,163,753

# 5.4 Fair value allocation to assets acquired and liabilities assumed on Losan's Group acquisition in 2015

The Losan Group is a multinational group with its parent company based in Spain. It specializes in the wholesale business of children's wear. This acquisition aimed to improve skills in the supply chain and strengthen international capacity expansion of Sonae through wholesale channels. These companies were incorporated in the consolidated as at 31 December 2015 period from which Sonae began to exercise control over their activities.

As at 31 December 2015, due to the proximity of the date of acquisition, it was not possible for the Group to finalize the fair value of the net assets acquired, which was concluded during the year as follows, and goodwill was reduced by approximately 19 million euro and can be analysed as follows:

		Retail					
		Losai	n Group				
Amounts in euro	Financial Position before aquisition	Adjustments to fair value	Fair value	31 Dec 2015			
Net acquired assets							
Tangible assets	4,281,581	-	4,281,581	4,281,581			
Intangible assets (Note 9)	734,881	24,691,000	25,425,881	734,881			
Inventories (Note 14)	13,451,587	-	13,451,587	13,451,587			
Deferred tax assets (Note 19)	309,948	225,000	534,948	309,948			
Other assets	15,681,488	(400,000)	15,281,488	15,681,488			
Cash and cash equivalents	12,006,623	-	12,006,623	12,006,623			
Loans	(8,145,659)	-	(8,145,659)	(8,145,659)			
Deferred tax liabilities (Note 19)	(359,764)	(6,072,750)	(6,432,514)	(359,764)			
Other liabilities	(14,765,358)	(900,000)	(15,665,358)	(14,765,358)			
Total net acquired assets	23,195,327	17,543,250	40,738,577	23,195,327			
Goodwill			95,495	19,055,699			
Acquisition cost			40,834,072	42,251,026			
Effective cash paid in 2015			42,251,026	42,251,026			
Price adjustment (Note 46)			(1,416,954)	-			
			40,834,072	42,251,026			
Net cash flow resulting from the acquisition (Note 46)							
Effective cash paid			(40,834,072)	(42,251,026)			
Cash and cash equivalents acquired			12,006,623	12,006,623			
			(28,827,449)	(30,244,403)			
			· · ·				

The fair value of the net assets acquired was determined through various valuation methodologies for each type of asset or liability, based on the best information available. The main adjustments to fair value made under this process were:

(i) wholesale customer portfolio (+13.1 million euro), valued based on the discounted cash-flow methodology, using discount rates based on the weighted average cost of the segment's capital (11%), where Companies are included and considering an average retention rate of customers (84% based on historical data). These portfolios will be amortized on a straight-line basis based on the estimated average retention period of customers (10 years);

- (ii) Losan brand (+11.6 million euros), valued based on the released royalty methodology and for which no defined life was identified; and
- (iii) Contingent liabilities relating to present liabilities amounting to 0.9 million euro;

## 6 INFORMATION BY SEGMENTS

Sonae has in its portfolio four main segments: the retail units, Sonae IM and the two major partnerships in the areas of Shopping Centres (Sonae Sierra) and Telecommunications (NOS). The following business segments were identified:

In retail, the group has three segments:

- Sonae MC is our food retail unit, operating 41 Continente hypermarkets, 130 Continente Modelo supermarkets, 77 convenience stores Bom Dia, 260 stores operated under franchise Meu Super and 198 parapharmacy Well's;
- Sonae SR is the specialized retail unit with two large divisions:
  - Worten that is included in the top 3 of Iberian electronic players, counting on a portfolio of 235 physical stores in Iberia;
  - Sports&Fashion directly operating 363 own stores of sports and clothing products, combined with a franchise network and also includes the recent acquisitions of Salsa and Losan.
- Sonae RP is our retail real estate unit which actively manages properties of Sonae, composed mainly of stores operating under the brand Continente and under other brands of Sonae SR.
- Sonae IM has an active portfolio management strategy, with the clear objective of building and managing a portfolio of technology-based companies related to retail and telecommunications
- In addition to the operating segments above mentioned Sonae still has two major partnerships Sonae Sierra (shopping centres) and Zopt (which has control over NOS in telecommunications).
- These operating segments have been identified taking into consideration that each of these segments have separate identifiable revenues and costs, separate financial information is produced, and its operating results are reviewed by management on which it makes decisions.

Sonae operates in 89 countries, including operations, third-party services, representation offices, franchising and partnerships.

The list of Group companies and their businesses are detailed in Notes 50 and 51.

# 6.1 Financial information by business segment

The main operating segment information as at 31 December 2016 and 2015 can be detailed as follows:

31 Dec 2016	Turnover	Depreciation and amortisation	Provisions and impairment losses	EBIT	Financial results (2)	Income tax <sup>(2)</sup>
Sonae MC	3,686,808,069	90,891,772	1,662,669	112,149,103	-	-
Sonae SR						
Worten	910,303,455	25,294,017	2,815,681	(9,152,360)	-	-
Sports & Fashion	527,299,167	25,127,268	1,396,866	(25,702,036)	-	-
Sonae RP	91,962,156	23,739,373	6,536,987	119,945,354	-	-
Retail	5,216,372,847	165,052,430	12,412,203	197,240,061	(56,571,685)	31,466,626
Sonae IM	258,150,125	14,958,675	4,740,576	(12,187,596)	(2,143,191)	(21,949,527)
Other, eliminations and adjustments <sup>(1)</sup>	(98,385,469)	3,095,614	6,406	28,024,117	12,619,909	9,124,274
Total consolidated	5,376,137,503	183,106,719	17,159,185	213,076,582	(46,094,967)	18,641,373
31 Dec 2015	Turnover	Depreciation and amortisation	Provisions and impairment losses	EBIT	Financial results (2)	Income tax <sup>(2)</sup>
Sonae MC Sonae SR	3,490,025,696	85,806,855	1,939,973	119,760,878	-	-
Worten	891,470,876	23,750,199	2,245,532	(12,852,706)	-	-
Sports & Fashion	402,834,310	21,133,375	703,900	(44,094,679)	-	-
Sonae RP	121,266,202	27,487,028	-	121,207,518	-	-
Retail	4,905,597,084	158,177,457	4,889,405	184,021,011	(53,670,088)	19,880,913
Sonae IM	248,979,341	14,770,909	1,678,916	(4,579,149)	(1,612,492)	2,055,292
Other, eliminations and adjustments <sup>(1)</sup>	(140,333,801)	54,925	-	26,345,809	(1,629,189)	(1,016,606)
Total consolidated	5,014,242,624	173,003,291	6,568,321	205,787,671	(56,911,769)	20,919,599

	31 Dec 2016			31 Dec 2015		
	Investment (CAPEX)	Invested capital	Total net debt <sup>(2)</sup>	Investment (CAPEX)	Invested capital	Total net debt <sup>(2)</sup>
Sonae MC	167,010,365	629,840,098	-	113,771,108	533,730,705	-
Sonae SR						
Worten	39,439,683	(53,506,754)	-	39,313,761	(18,148,441)	-
Sports & Fashion	112,943,592	372,337,388	-	71,997,061	189,556,528	-
Sonae RP	62,354,568	930,735,887	-	60,418,121	1,046,536,798	-
Unidades de Retalho	381,748,208	1,879,406,619	683,533,046	285,500,051	1,751,675,590	643,978,322
Sonae IM	51,813,972	219,747,878	49,011,868	11,317,601	132,664,890	39,546,259
Other, eliminations and adjustments <sup>(1)</sup>	3,050,497	1,180,286,753	482,458,145	3,016,966	1,203,292,497	609,314,264
Total consolidated	436,612,677	3,279,441,250	1,215,003,059	299,834,618	3,087,632,977	1,292,838,845

1) Includes Sonae separate financial statements;

2) These captions are accompanied by Management in more aggregated form, and not allocated to individual operating segments identified above.

The intra-groups of the turnover can be analyzed by following:

Turnover	31 Dec 2016 Inter-segment	31 Dec 2015 Inter-segment
Sonae MC	(1,999,094)	(1,983,822)
Sonae SR	-	-
Worten	(4,526,457)	(4,018,262)
Sports & Fashion	(29,091,974)	(29,120,431)
Sonae RP	(81,736,023)	(112,270,462)
Sonae IM	(13,686,480)	(14,928,074)
Other, eliminations and adjustments	(160,000)	(160,000)
Total consolidated	(131,200,028)	(162,481,051)

## The caption "Eliminations Adjustments and Others" can be analyzed as follows:

	Turno	over	EBIT		
	31 Dec 2016	31 Dec 2015	31 Dec 2016	31 Dec 2015	
Inter-segment intra-groups	(131,200,028)	(162,481,051)	-	-	
Contributions of entities not included in the segments	32,814,559	22,147,250	(10,085,948)	(22,646,540)	
Equity Method	-	-	43,754,559	48,195,730	
Others	-	-	(5,644,493)	796,619	
Other, eliminations and adjustments	(98,385,469)	(140,333,801)	28,024,118	26,345,809	

	Invest	ment	Invested capital		
	31 Dec 2016	31 Dec 2015	31 Dec 2016	31 Dec 2015	
Inter-segment intra-groups and contributions of entities non- individualized entities as segments	3,050,496	3,016,966	(43,753,616)	(25,111,790)	
Investments in joint ventures and associated companies	-	-	1,293,795,248	1,214,889,100	
Other investments	-	-	17,966,231	105,042,967	
Cash settled equity swap <sup>(3)</sup>	-	-	(87,721,109)	(103,720,530)	
Dividends available	-	-	-	12,192,750	
	3,050,496	3,016,966	1,180,286,754	1,203,292,497	

3) Financial Instrument reported in Note 22.

All performance measures are reconciled to the financial statements in note 48.

Non-current assets and sales and services by geographic segment are detailed as follows:

	31 De	c 2016	31 Dec 2015		
Destination market	Non-current assets	Sales and services rendered	Non-current assets	Sales and services rendered	
Portugal	3,979,439,556	4,825,039,745	3,691,581,995	4,543,057,011	
Spain	116,275,357	356,428,492	134,679,867	338,037,728	
France	-	55,626,405	-	41,757,068	
United Kingdom	-	3,757,817	-	3,792,569	
Germany	-	4,586,905	-	2,866,129	
Italy	-	12,498,905	-	488,730	
Brazil	23,458,355	29,220,921	22,571,204	32,544,002	
Mexico	1,228,297	6,344,768	594,344	2,415,051	
Rest of the world	3,374,131	82,633,545	34,564,392	49,284,335	
	4,123,775,696	5,376,137,503	3,883,991,802	5,014,242,623	

#### Glossary:

Net Invested capital = Total net debt + total shareholder funds;

Net debt = Bonds + bank loans + other loans + shareholder loans + financial leases - cash, bank deposits, current investments, excluding the participation of 2.14% in NOS, and other long term financial applications;

Other eliminations and adjustments = Intra-groups + consolidation adjustments + contributions from other companies not included in the disclosed segments as they do not fit in any reportable segment, ie in addition to Sonae SGPS, the companies identified as "Other" in Note 50 are included;

Investments (CAPEX) = Gross investment in tangible and intangible assets and investments in acquisitions.

# 6.2 Sonae Sierra financial information

Assets, Liabilities, Income, Expenses and Losses amounts related to joint ventures are disclosed in Note 11. However, taking into account the relevance of Sonae Sierra's financial statements and since it is being consolidated using the equity method are the most relevant situations the following (amounts disclosed are not proportional to the percentage of detention of 50%).

## a) Investment properties

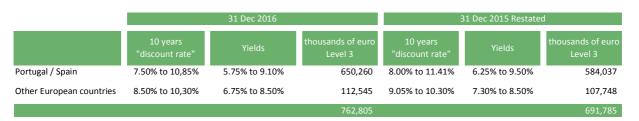
During the year ended at 31 December 2016 and 2015, movements in investment properties are as follows:

		Inv	vestment properties		
			under development		
Amounts in thousands of euro	In Operation	"Fit Out"	at cost	Advances	Total
Opening balance as at 1 January 2015 - Restated	864,480	1,927	23,492	1,725	891,624
Increases	4,389	-	21,727	-	26,116
Receivables	-	612	-	-	612
Fit-out receivables	-	(333)	-	-	(333)
Variation in fair value on the investment properties					
between years:					
- Gains	96,253	243	-	-	96,496
- Losses	-	(147)	-	-	(147)
Mouvements for assets available for sale	(273,337)	(163)	-	-	(273,500)
Currency translation differences	-	-	(473)	-	(473)
Opening balance as at 1 January 2016 - Restated	691,785	2,139	44,746	1,725	740,395
Increases	6,079	(125)	2,559	-	8,513
Impairments and write-off	-	-	(7,285)	-	(7,285)
Sales	-	-	(427)	-	(427)
Fit-out receivables	-	(834)	-	-	(834)
Variation in fair value on the investment properties	-	-	-	-	-
between years:	-	-	-	-	-
- Gains	69,290	402	-	-	69,692
- Losses	(4,349)	-	-	-	(4,349)
Currency translation differences	-	-	28	-	28
Closing balance as at December 2016	762,805	1,582	39,621	1,725	805,733

Increases in investment properties under development as cost, in the amounts of 2,559 thousand euro and 21,727 thousand euro in the years ended 31 December 2016 and 2015, respectively, relates to a project in Germany which estimated opening date is 2019.

The amount of 273,500 thousand euro recorded in "Transfer to assets available for sale" refers to assets that were classified as held for sale at the end of 2015.

At 31 December 2016 and 2015 investment properties in operation and the information about the fair value assessment are as follows:



The fair value of each investment property was determined by means of a valuation as of the reporting date made mainly by independent specialised entities (Cushman & Wakefield and Jones Lang LaSalle).

The valuation of these investment properties was made in accordance with the Practice Statements of the RICS Appraisal and Valuation Manual published by The Royal Institution of Chartered Surveyors ("Red Book"), located in England.

The methodology used to compute the market value of the investment properties consists in preparing 10 years' projections of income and expenses of each shopping centre added to the residual value, corresponding to a projected net income at year 11 and a return market rate ("Exit yield" or "cap rate"). These projections are then discounted to the valuation date using a discount market rate. Projections are intended to reflect the actual best estimate of the valuer regarding future revenues and costs of each shopping centre. Both the return rate and discount rate are defined in accordance to the local real estate and institutional market conditions, being the reasonableness of the market value obtained in accordance to the first year of projections.

In the valuation of investment properties, some assumptions, that in accordance with the Red Book are considered to be special, were in addition considered, namely in the case of recently inaugurated shopping centres, in which the possible costs still to be incurred were not considered, as the accompanying financial statements already include a provision for them.

In terms of fair value hierarchy as defined in IFRS 13 investment properties of Sonae Sierra which are valued at fair value are all within Level 3.

The relationship of unobservable inputs to fair value can be described as follows:

- a decrease in the estimated annual rent will decrease the fair value;
- an increase in the discount rates and the capitalization rates will decrease the fair value.

As mentioned in the valuation reports of the investment properties prepared by independent specialised entities, the assessment of their fair value considered the definition of fair value in IFRS 13, which is consistent with the definition of market value defined by the investment properties valuation international standards.

## b) Acquisition and disposal of companies

Major disposals of companies in 2016 were as follows:

During 2016, Sierra B.V. and one of its subsidiaries, Luz del Lajo B.V., sold 100% of the shares of Estação Viana- Centro Comecial, S.A. ("Estação Viana"), Project Sierra 8 B.V. which owns 100% of the Algarveshopping- Centro Comercial, S.A. ("Algarveshopping") and Luz del Tajo Centro Comercial S.A. ("Luz del Tajo") to Iberia Shopping Centre Venture Cooperatief UA ("Iberia Coop") by the amount of 184,601 thousand euro. These transactions generated a net gain of 37,164 thousand euro (net of expenses incurred in these transactions of 3,869 thousand euro). These companies were classified as held for sale in 2015.

In December 2016, Sierra Investments Holding B.V. sold 100% of the shares of Project Guia, S.A. ("Project Guia") to Iberia Shopping Centre Venture Cooperatief UA ("Iberia Coop") by the amount of 951 thousand euro. This transaction generated a loss of 63 thousand.

As the Group owns 10% of Iberia Coop, these companies sold are now classified as associates and measured using the equity method.

### c) Goodwill

The goodwill on Sonae Sierra is allocated to each company with investment properties. The impairment tests of goodwill are done taking into consideration the Net Asset Value ("NAV") of the shares held, at each reporting date.

The Net Asset Value corresponds to the evaluation at fair value, at each reporting date, of the net assets of the subsidiary excluding deferred tax liabilities arising on unrealized gains on investment properties, at the market value (Open Market Value).

## 6.3 Zopt financial information

The consolidated financial statements of ZOPT (joint venture that controls NOS) and NOS as at 31 December 2016 and 2015, incorporated into the financial statements of Sonae through ZOPT by the equity method (Note 11).

The net income value of ZOPT arises from the net income for the year of NOS, the net income for the year of ZOPT and the impacts on the results of the process of allocation of the fair value of the assets and liabilities acquired by ZOPT.

The consolidated financial statements of NOS as at 31 December 2016 and 2015, incorporated in the consolidated financial statements of Sonaecom through ZOPT by the equity method can be summarized as follows:

Amounts in thousands of euros	31 Dec 2016	31 Dec 2015
Assets		
Tangible assets	1,158,181	1,167,538
Intangible assets	1,158,779	1,178,559
Deferred tax assets	117,302	122,539
Other non-current assets	18,740	41,496
Non-current assets	2,453,002	2,510,132
Trade account receivables	348,926	347,837
Cash and cash equivalents	2,313	9,948
Other current assets	178,400	108,577
Current assets	529,639	466,362
Total assets	2,982,641	2,976,494
Liabilities		
Borrowings	972,003	979,422
Provisions	146,287	139,484
Other non-current liabilities	50,406	31,837
Non-current liabilities	1,168,696	1,150,743
Borrowings	224,692	178,022
Trade creditors	238,828	327,485
Other current liabilities	297,327	256,722
Total current liabilities	760,847	762,229
Total liabilities	1,929,543	1,912,972
Shareholders' funds excluding non-controlling interests	1,044,057	1,054,092
Non-controlling interests	9,041	9,430
Total shareholders' funds	1,053,098	1,063,522
Total shareholders' funds and liabilities	2,982,641	2,976,494

Amounts in thousands of euros	31 Dec 2016	31 Dec 2015
Total revenue	1,514,969	1,444,305
Costs and losses		
Direct costs and External supplies and services	(642,190)	(656,555)
Depreciation and amortisation	(391,555)	(339,294)
Other operating costs	(338,452)	(301,681)
	(1,372,197)	(1,297,530)
Financial results	(30,549)	(32,145)
Income taxation	(22,226)	(32,138)
Consolidated net income/(loss) for the year	89,997	82,492
Attributed to non-controlling interests	(385)	(228)
Attributed to shareholders' of parent company	90,382	82,720

# 7 FINANCIAL INSTRUMENTS BY CLASS

The financial instruments classification according to policies disclosed in Note 2.13 can be detailed as follows:

Financial assets	Notes	Loans and accounts receivable	Assets at fair value through the income statment	Available for sale	Derivates (Note 26)	Sub-total	Assets not convered by IFRS 7	Total
As at 31 December 2016								
Non-current assets								
Other investments	12	9,966,231	-	10,818,219	-	20,784,450	-	20,784,450
Other non-current assets	13	18,640,416	-	-	-	18,640,416	585,750	19,226,166
		28,606,647	-	10,818,219	-	39,424,866	585,750	40,010,616
Current assets		-	-	-	-	-	-	-
Trade receivables	15	116,003,860	-	-	-	116,003,860	-	116,003,860
Other debitors	16	83,961,449	-	-	-	83,961,449	-	83,961,449
Investments	12	161,050	-	-	4,207,972	4,369,022	-	4,369,022
Cash and cash equivalent	20	340,920,458	-	-	-	340,920,458	-	340,920,458
		541,046,817	-	-	4,207,972	545,254,789	-	545,254,789
		569,653,464	-	10,818,219	4,207,972	584,679,655	585,750	585,265,405
As at 31 December 2015 Restated								
Non-current assets								
Other investments	12	9,996,932	-	19,552,729	-	29,549,661	-	29,549,661
Other non-current assets	13	12,463,292	-	-	-	12,463,292	19,147,335	31,610,627
		22,460,224	-	19,552,729	-	42,012,953	19,147,335	61,160,288
Current assets								
Trade receivables	15	96,177,303	-	-	-	96,177,303	-	96,177,303
Other debitors	16	68,521,667	-	-	-	68,521,667	9,984,877	78,506,544
Investments	12	128,080	79,796,807	-	2,506,087	82,430,974	-	82,430,974
Cash and cash equivalent	20	282,751,583	-	-	-	282,751,583	-	282,751,583
		447,578,633	79,796,807	-	2,506,087	529,881,527	9,984,877	539,866,404
		470,038,857	79,796,807	19,552,729	2,506,087	571,894,480	29,132,212	601,026,692

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Financial liabilities	Notes	Derivates (Note 26)	Financial liabilities recorded at amortised cost	Sub-total	Liabilities not covered by IFRS 7	Total
As at 31 December 2016						
Non-current liabilities						
Bank loans	24	-	507,884,174	507,884,174	-	507,884,174
Bonds	24	-	695,803,279	695,803,279	-	695,803,279
Obligations under finance leases	24 and 25	-	1,463,520	1,463,520	-	1,463,520
Other loans	24	-	4,676,660	4,676,660	-	4,676,660
Other non-current liabilities	27	-	2,542,407	2,542,407	19,014,981	21,557,388
		-	1,212,370,040	1,212,370,040	19,014,981	1,231,385,021
Current liabilities						
Bank loans	24	-	350,365,080	350,365,080	-	350,365,080
Bonds	24	-	7,998,517	7,998,517	-	7,998,517
Obligations under finance leases	24 and 25	-	1,079,629	1,079,629	-	1,079,629
Other loans	24	358,117	1,411,067	1,769,184	-	1,769,184
Trade creditors	29	-	1,136,655,247	1,136,655,247	-	1,136,655,247
Other creditors	30	-	200,640,232	200,640,232	-	200,640,232
		358,117	1,698,149,772	1,698,507,889	-	1,698,507,889
		358,117	2,910,519,812	2,910,877,929	19,014,981	2,929,892,910
As at 31 December 2015 Restated						
Non-current liabilities						
Bank loans	24	-	566,306,612	566,306,612	-	566,306,612
Bonds	24	-	697,562,099	697,562,099	-	697,562,099
Obligations under finance leases	24 and 25	-	3,231,481	3,231,481	-	3,231,481
Other loans	24	-	5,764,682	5,764,682	-	5,764,682
Other non-current liabilities	27	-	5,481,467	5,481,467	30,547,413	36,028,880
		-	1,278,346,341	1,278,346,341	30,547,413	1,308,893,754
Current liabilities						
Bank loans	24	-	258,655,767	258,655,767	-	258,655,767
Bonds	24	-	49,962,081	49,962,081	-	49,962,081
Obligations under finance leases	24 and 25	-	3,691,782	3,691,782	-	3,691,782
Other loans	24	860,503	1,092,795	1,953,298	-	1,953,298
Trade creditors	29	-	1,161,697,200	1,161,697,200	-	1,161,697,200
Other creditors	30	-	199,513,809	199,513,809	-	199,513,809
		860,503	1,674,613,434	1,675,473,937	-	1,675,473,937
		860,503	2,952,959,775	2,953,820,278	30,547,413	2,984,367,691

# Financial Instruments recognized at fair value

The Group applies IFRS 13 - Fair Value Measurement. This standard requires that the fair value is disclosed in accordance with the fair value hierarchy:

		31 Dec 2016		31 Dec 2015 Restated			
	Level 1	Level 2	Level 3	Level 1	Level 2	Level 3	
Financial assets measured at fair value							
Investments	-	-	8,000,000	79,796,807	-	15,249,229	
Derivatives	-	4,207,972	-	-	2,506,087		
	-	4,207,972	8,000,000	79,796,807	2,506,087	15,249,229	
Financial liabilities measured at fair value							
Derivatives	-	358,117	-	-	860,503		
	-	358,117	-	-	860,503		

# 8 TANGIBLE ASSETS

During the periods ended as at 31 December 2016 and 2015, the movements in tangible assets as well as accumulated depreciation and impairment losses are made up as follows:

	Land and	Plant and		Fixtures and	Others tangibles	Tangible assets	Total tangible
	Buildings	Machinery	Vehicles	Fittings	assets	in progress	assets
Gross costs:							
Opening balance as at 1 January 2015	1,668,538,078	1,286,938,925	22,505,451	121,438,766	40,325,250	27,306,513	3,167,052,983
Investment	7,575,725	1,947,749	60,340	1,036,837	28,021	155,389,676	166,038,348
Acquisitions of subsidiaries	5,088,587	1,274,558	401,035	2,099,195	933,097	-	9,796,472
Disposals	(171,141,961)	(74,262,342)	(1,475,015)	(9,248,179)	(1,829,783)	(9,287,537)	(267,244,817)
Exchange rate effect	(343,103)	(118,071)	(88,116)	(677,368)	(3,033)	(1,357)	(1,231,048)
Transfers	(169,686,894)	115,995,429	1,582,589	14,980,205	3,513,549	(149,152,440)	(182,767,562)
Opening balance as at 1 January 2016	1,340,030,432	1,331,776,248	22,986,284	129,629,456	42,967,101	24,254,855	2,891,644,376
Investment	19,651,941	5,104,021	358,337	1,122,012	753,393	239,302,839	266,292,543
Acquisitions of subsidiaries (Note 5.1)	38,596,783	12,121,189	1,851,477	4,655,788	1,474,657	54,012	58,753,906
Disposals	(32,046,800)	(59,029,925)	(1,297,318)	(6,217,287)	(1,387,274)	(1,419,331)	(101,397,935)
Disposals of subsidiaries (Note 5.3)	(23,843,817)	(2,667,983)	-	(35,456)	-	-	(26,547,256)
Exchange rate effect	154,035	109,918	43,287	476,279	(3,195)	21,068	801,392
Transfers	28,550,401	150,827,286	1,886,202	15,674,609	2,947,941	(231,228,950)	(31,342,511)
Closing balance as at 31 December 2016	1,371,092,975	1,438,240,754	25,828,269	145,305,401	46,752,623	30,984,493	3,058,204,515
Accumulated depreciation and impairment losses							
Opening balance as at 1 January 2015	432,793,307	783,680,414	18,382,649	95,222,909	35,025,823	-	1,365,105,102
Depreciation of period	23,807,895	104,278,761	1,179,174	10,229,281	2,469,045	-	141,964,156
Impairment losses of the period (Note 32)	-	1,198,626	(3,369)	68,526	5,392	-	1,269,175
Acquisitions of subsidiaries	1,923,295	1,154,741	362,563	1,438,103	591,458	-	5,470,160
Disposals	(37,525,897)	(61,420,408)	(1,404,618)	(8,699,390)	(1,774,506)	-	(110,824,819)
Exchange rate effect	(308,298)	(57,423)	(52,348)	(492,214)	(1,308)	-	(911,591)
Transfers	(53,327,632)	(728,587)	58,933	22,350	432,341	-	(53,542,595)
Opening balance as at 1 January 2016	367,362,670	828,106,124	18,522,984	97,789,565	36,748,245	-	1,348,529,588
Depreciation of the period	21,341,732	106,583,600	1,425,676	11,805,832	2,902,388	-	144,059,228
Impairment losses of the period (Note 32)	6,572,324	2,177,208	4,177	94,270	5,869	110,824	8,964,672
Acquisitions of subsidiaries (Note 5.1)	16,217,062	7,761,499	1,240,310	4,146,189	948,855	-	30,313,915
Disposals	(5,308,206)	(48,900,527)	(1,234,329)	(5,839,121)	(1,312,196)	-	(62,594,379)
Disposals of subsidiaries (Note 5.3)	(7,883,758)	(2,667,983)	-	(35,456)	-	-	(10,587,197)
Exchange rate effect	148,899	44,163	22,226	343,234	(1,804)	-	556,718
Transfers	(476,933)	(11,606,204)	(168,493)	(967,009)	(288,869)	-	(13,507,508)
Closing balance as at 31 December 2016	397,973,790	881,497,880	19,812,551	107,337,504	39,002,488	110,824	1,445,735,037
Carrying amount							
As at 31 December 2015 Restated	972,667,762	503,670,124	4,463,300	31,839,891	6,218,856	24,254,855	1,543,114,788
As at 31 December 2016	973,119,185	556,742,874	6,015,718	37,967,897	7,750,135	30,873,669	1,612,469,478

The investment includes the acquisition of assets of approximately 238 million euro (164 million euro in 2015), associated with the opening and remodeling of stores of Sonae retail operating segments.

Disposal in the years 2016 and 2015 can be analyzed as follow:

	Land and Buildings	Plant and Machinery	Vehicles	Fixtures and Fittings	Others tangibles assets	Tangible assets in progress	Total tangible assets
Gross assets:							
Disposals	(660,641)	(57,422,135)	(1,297,318)	(6,217,287)	(1,387,274)	(1,419,331)	(68,403,986)
Sale and Leaseback	(31,386,159)	(1,607,790)	-	-	-	-	(32,993,949)
Closing balance as at 31 December 2016	(32,046,800)	(59,029,925)	(1,297,318)	(6,217,287)	(1,387,274)	(1,419,331)	(101,397,935)
Accumulated depreciation and impairment losses							
Disposals	(566,623)	(47,725,521)	(1,234,329)	(5,839,121)	(1,312,196)	-	(56,677,790)
Sale and Leaseback	(4,741,583)	(1,175,006)	-	-	-	-	(5,916,589)
Closing balance as at 31 December 2016	(5,308,206)	(48,900,527)	(1,234,329)	(5,839,121)	(1,312,196)		(62,594,379)
Carrying amount							
Disposals	(94,018)	(9,696,614)	(62,989)	(378,166)	(75,078)	(1,419,331)	(11,726,196)
Sale and Leaseback	(26,644,576)	(432,784)					(27,077,360)

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					Others	Tangible	
	Land and	Plant and		Fixtures and	tangibles	assets	tangible
	Buildings	Machinery	Vehicles	Fittings	assets	in progress	assets
ross assets:							
Disposals	(7,211,982)	(66,727,064)	(1,475,015)	(9,248,179)	(1,829,783)	(9,287,537)	(95,779,56
Sale and Leaseback	(163,929,979)	(7,535,278)	-	-	-	-	(171,465,25
Closing balance as at 31 December 2015	(171,141,961)	(74,262,342)	(1,475,015)	(9,248,179)	(1,829,783)	(9,287,537)	(267,244,81
ccumulated depreciation and impairment losses							
Disposals	(7,021,353)	(54,554,708)	(1,404,618)	(8,699,390)	(1,774,506)	-	(73,454,57
Sale and Leaseback	(32,179,103)	(6,865,700)	-	-	-	-	(39,044,80
Closing balance as at 31 December 2015	(39,200,456)	(61,420,408)	(1,404,618)	(8,699,390)	(1,774,506)	-	(112,499,37
arrying amount							
Disposals	(190,629)	(12,172,356)	(70,397)	(548,789)	(55,277)	(9,287,537)	(22,324,98
Sale and Leaseback	(131,750,876)	(669,578)					(132,420,45

During the period, several sale and leaseback transactions were accounted for by the Group (see Note 35 - Operating Leases). The accounting values of the disposed assets, approximately, 158 million euro (132.4 million euro in 31 December 2015), 27 million euro are disclosed as disposals of the year and the rest are recorded as non-current assets held for sale (In 31 December 2015 the entire amount was recorded as disposal) (Note 21). The disposed assets correspond to 16 real estate food retail assets located in Portugal (15 assets in 31 December 2015) and 3 Worten stores in Spain. These operations resulted in a cash inflow of 230 million euro (184.7 million euro in 31 December 2015) and generated a net capital gain (Note 31) of approximately, 63.1 million euro (42.3 million euro in 31 December 2015) (Note 38).

Tangible assets held by Imoconti, a subsidiary disposed in the year (Note 5.3), were leased under similar conditions to the assets included in the Sale and Leaseback operations above mentioned. These assets represented 16 million euro at the date of disposal, resulting in a cash inflow of 21 million euro and a capital gain of 6.9 million euro (Note 36).

The lease agreements for the above mentioned assets, including those of Imoconti, were considered as operating leases, taking into account the indicators traditionally used to determine the nature of the lease agreements as defined in IAS 17. These agreements have an initial period of 20 years, and the lease term can be extended, at market conditions, by four additional periods of 10 years. The Board of Directors considered probable only the maintenance of the initial period of the lease which is less than the remaining useful life of the assets subject to the transaction. For the assets in Spain, the term of the contracts was 12 years, considering the period of 6 and 9 years (option of early termination). It was also considered that there is no obligation to repurchase the assets subject to leasing, and the Group's current call options are exercisable based on market prices, as well as the present value of the minimum lease payments.

In disposal also included about 8.4 million euro related to the restructuring process of the new store concepts, of Sonae SR, mainly in Spain, resulting in the use of impairment losses in the amount of 4.5 million euro.

Transfer includes in 31 December 2016 the net amount of 16.4 million euro of assets transferred to "Noncurrent assets held for sale" related to Sohimeat, due to the loss of control of this company in January 2017 (Note 21). Transfers include in 31 December 2015 the net amount of 131 million euro of net assets transferred to "Non-current assets held for sale" during the period, relating to real estate assets of the Food Retail Segment and Worten Spain retail stores, whose sale took place in 2016 (Note 21).

Most real estate assets from Sonae RP (Note6), as at 31 December 2016 and 2015, which are recorded at acquisition cost deducted of amortization and impairment charges, were evaluated by independent appraisers (Jones Lang LaSalle). These evaluations were performed using the income method, using yields between 6.75% and 9.00 % (7.25% and 9.25 % in 2015), where the fair value of the property is in "Level 3" hierarchy - according to the classification given by IFRS 13. Such assessments support the value of the assets as at 31 December 2016. There were no impairments recorded during the period. During the year, an impairment loss of 6.5 million euro was recorded on a property held by the Group as a result of the valuation produced by Cushman & Wakefield and which took into account the latest changes to the municipal master plan applicable to that property.

The most significant values under the caption "Tangible assets in progress" refer to the following projects:

	31 Dec 2016	31 Dec 2015 Restated
Refurbishment and expansion of stores in the retail businesses located in Portugal	25,828,922	17,356,382
Refurbishment and expansion of stores in the retail businesses located in Spain	1,610,531	1,030,144
Projects "Continente" stores for which advance payments were made	1,693,500	2,968,500
Others	1,740,717	2,899,830
	30,873,670	24,254,856

The caption "Impairment losses for tangible assets" can be detailed as follows:

	Land and Buildings	Plant and Machinery	Vehicles	Fixtures and Fittings	Others tangibles assets	Total tangible assets
Impairment losses Opening balance as at 1 January 2016 Restated	99,853,204	33,179,777	34,330	408,450	88,602	133,564,363
Impairment losses of the period (Note 32)	6,572,324	2,177,208	4,177	94,270	116,693	8,964,672
Disposals (Note 32)	(15,988,825)	(7,289,344)	(601)	(131,102)	(18,942)	(23,428,814)
Closing balance as at 31 December 2016	90,436,703	28,067,641	37,906	371,618	186,353	119,100,221

# 9 INTANGIBLE ASSETS

In the years ended at 31 December 2016 and 2015, the movement occurred in intangible assets and in the corresponding accumulated amortisation and impairment losses, was as follows:

	Patents			Intangible	Total
	and other	C . D	Other intangible	assets	intangible
Gross assets:	similar rights	Software	assets	in progress	assets
Opening balance as at 1 January 2015	116,610,221	283,205,409	47,774,431	37,819,101	485,409,162
Investment	86,237	1,983,007	325,319	45,010,421	47,404,984
Fair value of assets acquired (Note 5.4)	11,559,000	1,985,007	13,132,000	45,010,421	24,691,000
Acquisitions of subsidiaries	18,486	3,741,493	-	582,266	4,342,245
Disposals	(69,930)	(1,076,304)	-	(378,569)	(1,524,803)
Exchange rate effect	551,178	(573,953)	(6,463,658)	111,199	(6,375,234)
Transfers	596,172	52,186,223	(55,813)	(53,026,617)	(300,035)
Opening balance as at 1 January 2016 Restated	129,351,364	339,465,875	54,712,279	30,117,801	553,647,319
Investment	186,707	3,177,999	189,448	50,672,876	54,227,030
Acquisitions of subsidiaries (Note 5.1)	51,321,434	4,142,482	38,747,581	92,784	94,304,281
Disposals	(251,104)	(1,326,871)	(200,717)	(347,806)	(2,126,498)
Exchange rate effect	166,298	855,199	4,715,923	(12,671)	5,724,749
Transfers	238,491	49,294,911	(390,362)	(52,461,994)	(3,318,954)
Closing balance as at 31 December 2016	181,013,190	395,609,595	97,774,152	28,060,990	702,457,927
Accumulated depreciation and impairment losses					
Opening balance as at 1 January 2015	37,123,054	190,009,426	27,316,794	-	254,449,274
Depreciation of the period	1,724,308	27,196,104	2,094,835	-	31,015,247
Acquisitions of subsidiaries	11,921	3,145,404	-	-	3,157,325
Disposals	(68,519)	(753,849)	-	-	(822,368)
Exchange rate effect	471,136	(580,390)	(3,193,574)	-	(3,302,828)
Transfers	(444,179)	453,499	-	-	9,320
Opening balance as at 1 January 2016 Restated	38,817,721	219,470,194	26,218,055	-	284,505,970
Depreciation of the period	1,998,273	33,329,270	3,705,787	-	39,033,330
Impairment losses of the period (Note 32)	-	1,141,737	-	-	1,141,737
Acquisitions of subsidiaries (Note 5.1)	29,514	2,391,489	1,399,536	-	3,820,539
Disposals	(251,104)	(1,138,959)	(200,717)	-	(1,590,780)
Exchange rate effect	169,355	635,564	2,716,631	-	3,521,550
Transfers	(47)	(1,236,268)	(247,592)	-	(1,483,907)
Closing balance as at 31 December 2016	40,763,712	254,593,027	33,591,700		328,948,439
Carrying amount					
As at 31 December de 2015 Restated	90,533,643	119,995,681	28,494,224	30,117,801	269,141,349
As at 31 December de 2016	140,249,478	141,016,568	64,182,452	28,060,990	373,509,488

As at 31 December 2016 the Investment related to intangible assets in progress includes 50 million euro related to IT projects and development software (45 million at 31 December 2015). Within that amount it is included 14.6 million euro of capitalizations of personnel costs related to own work (about 12.3 million euro in 31 December 2015) (Note 38).

The caption intangible assets in progress includes a 3.7 million euro asset related to an E-Commerce project, a 2.1 million euro related to the warehouses Management Platform project and a 1.4 million euro related to the electronic logistics management platform project.

Additionally, the caption "Patents and other similar rights" include the acquisition cost of a group of brands with undefined useful lives among which the "Continente" brand, acquired in previous years, amounting to

75,000,000 euro (the same amount as in 2015) and the Salsa and Losan brands valued in the acquisition process in 2016 (Notes 5.1 and 5.4).

Sonae performs annual impairment tests over the brands, and obtains periodically for this purpose an independent assessment of Continente brand made by independent appraisers (Interbrand). In 31 December 2016 the external evaluation realized in the beginning of 2016 was internally updated and its value completely supports the accounting value of the asset as at 31 December 2016, not being recorded any impairment in the year.

# 10 GOODWILL

Goodwill is allocated to each operating segment and within each segment to each of the homogeneous groups of cash generating units as follows:

- Retail - Goodwill is allocated to each operating business segment, Sonae MC and Sonae SR, being afterwards distributed by each homogenous group of cash generating units, namely to each insignia within each segment and country, distributed by country and each of the properties in case of operating segment Sonae RP;

- Sonae IM – In this segment the Goodwill is mainly related to: (i) technology business; (ii) Insurance business including values generated previous to the date of the adoption of IFRS and supported by the value of the customer portfolio (Portugal) as well as with the subsequent business combination acquired in Brazil.

As at 31 December 2016 and 2015, the caption "Goodwill" was made up as follows by insignia and country:

			31 Dec 2016		
Insígnia	Portugal	Spain Note 5.4	Brazil	Other countries	Total
Sonae MC	478,307,362	-	-	-	478,307,362
Sonae SR					
Worten	65,283,532	-	-	-	65,283,532
Sports and Fashion	63,058,745	95,497			63,154,242
Sonae RP	2,651,846	-	-	-	2,651,846
Sonae IM					
Technology	2,686,758	-	7,090	11,533,124	14,226,972
MDS	8,363,810	-	21,764,904	-	30,128,714
	620,352,053	95,497	21,771,994	11,533,124	653,752,668

		31 Dec 2015 Restated				
Insígnia	Portugal	Spain Note 5.4	Brazil	Other countries	Total	
Sonae MC	478,207,362	-	-	-	478,207,362	
Sonae SR						
Worten	65,283,532	-	-	-	65,283,532	
Sports and Fashion	19,694,331	95,497	-	-	19,789,828	
Sonae RP	2,906,853	-	-	-	2,906,853	
Sonae IM						
Technology	778,944	-	7,090	11,820,276	12,606,310	
MDS	9,096,498	-	17,693,326	-	26,789,824	
	575,967,520	95,497	17,700,416	11,820,276	605,583,709	

During the year ended in 31 December 2016 and 2015, movements occurred in Goodwill as well as in the corresponding impairment losses, are as follows:

	31 Dec 2016	31 Dec 2015 Restated
Gross value:		
Opening balance	620,657,733	625,358,011
Goodwill generated in the period (Note 5.1)	45,272,228	20,620,177
Re-allocation of goodwill to the fair value of the assets acquired		(18,960,204)
(Note 5.4)	-	(18,960,204)
Assets disposals	(795,226)	(409,081)
Currency translation	4,721,195	(5,951,170)
Other variations	100,000	-
Closing balance	669,955,930	620,657,733
Accumulated impairment		
Opening balance	15,074,024	14,767,547
Increases	1,677,383	396,829
Assets disposals	(540,273)	-
Currency translation	(7,872)	(90,352)
Closing balance	16,203,262	15,074,024
Carrying amount	653,752,668	605,583,709

The evaluation of the existence, or not, of impairment losses in Goodwill is made by taking into account the cash-generating units, based on the most recent business plans duly approved by the Group's Board of Directors, which are made on an annual basis prepared with cash flow projections for periods of five years, unless there is evidence of impairment, in which case the analysis is done in shorter periods of time.

During the periods ended at 31 December 2016 and 2015, Sonae made up analysis in order to test any impairment on goodwill. As a result of that analysis, recorded impairment losses as follows:

	31 Dec 2016	31 Dec 2015 Restated
Sonae IM		
Technology	369,402	-
MDS	1,307,981	396,829
	1,677,383	396,829

The main assumptions used in the above mentioned business plans are detailed as follows for each of Sonae operating segments.

#### Retail

For this purpose, the Sonae MC and Sonae SR operating segments in Portugal use internal valuation of its business concepts, using annual planning methodologies, supported in business plans that consider cash flow projections for each unit which depend on detailed and properly supported assumptions. These plans take into consideration the impact of the main actions that will be carried out by each business concept as well as a study of the resources allocation of the company.

The recoverable value of cash generating units is determined based on its value in use, which is calculated taking into consideration the last approved business plans which are prepared using cash flow projections for periods of 5 years.

The case scenarios are elaborated with a weighted average cost of capital and with a growth rate of cashflows in perpetuity that can be detailed as follows:

	31 Dec 2016		31 Dec 2015			
	Average capital cost	Growth rate in perpetuity	Compound growth rate sales	Average capital cost	Growth rate in perpetuity	Compound growth rate sales
Sonae MC Sonae SR	9% to 10%	<=2%	-0.6%	9% to 10%	<= 2%	-0.7%
Worten	9% to 11%	<=1%	1.9%	9% to 11%	<= 1%	3.1%
Sports and Fashion	9% to 11%	<=1%	6.9%	9% to 11%	<= 1%	5,8% a 6,5%
Sonae IM (excluding Technology and Insurance)	9% to 11%	<=1%	5.4%	9% to 10%	<= 1%	5.6%

#### Sonae IM

The main assumptions used in segment of Sonae IM are:

#### Technology

Business plans were prepared using the method of discounted cash flows for the period of 5 years.

In technologies, in the information systems sector, the assumptions used are essentially based on the Group's several businesses and the growth of the several geographic areas where the Group operates. The average growth rate considered for the 5-year turnover was 9.1%. For the Multimedia sector, the average discount rate of the considered volume was around 2%. The discount rates used are based on the weighted average costs of capital, estimated based on the segments where the companies are included, as shown in the table below. In perpetuity, is considered growth rates between 1% and 3% in the information systems sector and 0% in the multimedia sector. In situations where the measurement of the existence or not of impairment is made based on the net selling price, similar transaction values and other proposals are used.



For the sector of Information Systems, in digital security area (Cybersecurity), the growth rate used was 3%.

#### Insurance

Goodwill generated in Portugal was exclusively allocated to business insurance client portfolio, as consequence, the impairment analysis is made using the estimated profitability of the mentioned portfolio, being the main assumptions as follows:

31 Dec 2	2016	31 Dec 2015		
Portugal	Brazil	Portugal	Brazil	
3.4%	7.2%	4% to 6%	10% to 12%	
2.0%	4.0%	2%	4.0%	
8.98%	15.5%	7.5%	15.8%	
	Portugal 3.4% 2.0%	3.4%         7.2%           2.0%         4.0%	Portugal         Brazil         Portugal           3.4%         7.2%         4% to 6%           2.0%         4.0%         2%	

The analyses of the impairment indices and the review of the impairment projections and tests of Sonae have not lead to the account of losses, during the year ended at 31 December 2016. For the sensitivity analyses made, required in the IAS 36 - Impairment of Assets, have not lead to material changes of the recoverable value. Therefore, this results in unmaterial additional impairments.

## 11 JOINT VENTURES AND ASSOCIATED COMPANIES

## **11.1** Detail of book value of Investment in joint ventures and associates

The value of investments in joint ventures and associates can be analyzed as follows:

COMPANY	31 Dec 2016	31 Dec 2015 Restated
Shopping Centres		
Sonae Sierra SGPS, SA (consolidated)	605,762,434	499,327,197
Telecommunications		
ZOPT, SGPS, SA (consolidated)	676,799,309	710,450,710
Sonae IM		
Intelligente Big Data, S.L.	-	-
SIRS - Sociedade Independente de Radiodifusão Sonora, SA	-	-
Unipress - Centro Gráfico, Lda	588,925	580,205
Investments in joint ventures	1,283,150,668	1,210,358,112
Retail		
APOR - Agência para a Modernização do Porto, S.A.	323,193	373,147
) MOVVO, S.A.	2,793,649	-
Sempre a Postos - Produtos Alimentares e Utilidades, Lda	1,338,322	1,236,445
) S2 Mozambique, SA	1,406,710	-
) Ulabox, SL	3,817,381	2,879,651
Sonae IM		
Brokerslink Management AG	124,834	41,745
Filhet Allard España Correduria de Seguros S.L.	840,494	-
Armilar Venture Partners - Sociedade de Capital de Risco, SA	1	-
Fundo de Capital de Risco Armilar Venture Partners II	35,416,004	-
Fundo de Capital de Risco Armilar Venture Partners III	26,173,814	-
Fundo de Capital de Risco Espirito Santo Ventures Inovação e	6,885,820	-
Investment in associates companies	79,120,222	4,530,988
Total	1,362,270,890	1,214,889,100

1) On May 27, 2016, the group proceeded to a capital increase in MOVVO. Now the Group holds significant influence on that subsidiary and therefore is consolidating by the equity method (Note 12);

2) Acquisition, on July 18, 2016, of 30%. Through this the Group now holds significant influence;

3) Capital increase mad up as at 14 April 2016 and 6 September 2016;

4) Acquisition, on 11 October 2016, of 35%. Through this the Group now holds significant influence;

5) Associated companies acquired in December 2016 (Nota 5.2).

IAS 28 contains the option to keep the investments at fair value in situations of investments in associates that are held through venture capital funds. The Group made this option in applying the equity method to Armilar I, Armilar II and ESVIINT funds, and maintained the fair value recognised by the funds in its subsidiaries.

The amount included in the consolidated statement related to the Armilar II, Armilar III and ESVIINT and Armilar refers to the negative goodwill calculated in the transaction, which was recorded with reference to 31 December 2016, and there is no calculation of the result for the year.

# **11.2** Financial indicators of participations

## 11.2.1 Joint Ventures

As at 31 December 2016 and 2015, summary financial information of joint ventures of the group can be analyzed as follows:

		31 Dec 2016	
Joint ventures	Sonae Sierra SGPS, SA (consolidated)	ZOPT, SGPS, SA (consolidated)	Others
Assets			
Investment properties	805,733,400	663,000	-
Tangible assets	2,009,354	1,205,070,385	821,056
Intangible assets	2,000,546	601,491,621	-
Goodwill	4,273,688	1,749,001,673	-
Investments in joint ventures and associates	1,169,527,759	194,168,879	-
Other non-current assets	94,653,928	139,012,122	97
Non-current assets	2,078,198,675	3,889,407,680	821,153
Cash and cash equivalents	149,628,277	7,094,383	61,807
Other current assets	87,289,259	527,340,846	1,587,807
Current assets	236,917,536	534,435,229	1,649,614
Total assets	2,315,116,211	4,423,842,909	2,470,767
Liabilities			
Borrowings	367,154,873	1,035,508,000	25,000
Other non-current liabilities	139,138,153	275,899,909	1,043,985
Non-current liabilities	506,293,026	1,311,407,909	1,068,985
Borrowings	52,995,528	224,692,000	26,262
Other current liabilities	87,932,125	537,188,000	445,143
Total current liabilities	140,927,653	761,880,000	471,405
Total liabilities	647,220,679	2,073,287,909	1,540,390
Equity attributable to the equity holders of the Parent Company	1,159,410,669	1,192,361,000	930,377
Non-controlling interests	508,484,863	1,158,194,000	-
Total equity	1,667,895,532	2,350,555,000	930,377
Total equity and liabilities	2,315,116,211	4,423,842,909	2,470,767

		31 Dec 2015	
Joint ventures	Sonae Sierra SGPS, SA (consolidated) Restated	ZOPT, SGPS, SA (consolidated)	Others
Assets			
Investment properties	740,394,905	697,557	-
Tangible assets	1,337,452	1,218,762,526	1,557,119
Intangible assets	2,705,989	639,261,319	13,213
Goodwill	4,273,686	1,749,506,673	-
Investments in joint ventures and associates	998,811,340	264,465,220	-
Other non-current assets	131,778,042	145,726,069	97
Non-current assets	1,879,301,414	4,018,419,364	1,570,429
Cash and cash equivalents	93,792,289	21,504,911	71,511
Other current assets	50,178,517	465,454,752	1,908,042
Current assets	143,970,806	486,959,663	1,979,553
Assets classified as available for sale	289,273,527	-	-
Total assets	2,312,545,747	4,505,379,027	3,549,982
Liabilities	-	-	-
Borrowings	295,050,783	979,421,660	1,698,657
Other non-current liabilities	125,747,459	257,648,405	5,306
Non-current liabilities	420,798,242	1,237,070,065	1,703,963
Borrowings	173,870,889	180,262,683	26,262
Other current liabilities	113,087,831	582,696,254	1,233,012
Total current liabilities	286,958,720	762,958,937	1,259,274
Liabilities directly associated with assets classified as available for sale	147,226,011	-	-
Total liabilities	854,982,973	2,000,029,002	2,963,237
Equity attributable to the equity holders of the Parent Company	938,240,752	1,258,356,499	586,745
Non-controlling interests	519,322,022	1,246,993,526	
Total equity	1,457,562,774	2,505,350,025	586,745
Total equity and liabilities	2,312,545,747	4,505,379,027	3,549,982

In 2015, Sonae Sierra decided to reduce its exposure to some of its shopping center's holding companies by presenting those assets and liabilities directly related to these companies as available for sale. During 2016, only part of these assets were disposed and for that reason the restatement of the 2015 accounts was made up, as required by IFRS 5 - Non-current assets held for sale and discontinued operations.

		31 Dec 2016	
Joint ventures	Sonae Sierra SGPS, SA (consolidated)	ZOPT, SGPS, SA (consolidated)	Others
Turnover	179,459,748	1,496,692,000	3,067,104
Other operating income	69,024,819	18,277,123	20,783
	248,484,567	1,514,969,123	3,087,887
External supplies and services	(93,955,080)	(184,363,856)	(815,737)
Amortisation	(1,042,401)	(414,383,923)	(677,602)
Other operating costs	(57,303,855)	(795,816,221)	(1,518,803)
	(152,301,336)	(1,394,564,000)	(3,012,142)
Financial income	6,255,947	-	-
Financial expense	(17,178,012)	(36,343,614)	(3,373)
Financial results	(10,922,065)	(36,343,614)	(3,373)
Results of joint ventures and associated companies	244,336,264	-	-
Income taxation	(24,400,132)	(15,802,247)	(17,348)
Consolidated net income/(loss) for the year	305,197,298	68,259,262	55,024
Attributable to:			
Equity holders of the Parent Company	181,196,494	34,168,262	55,024
Non-controlling interests	124,000,802	34,091,000	-
	305,197,296	68,259,262	55,024
Other comprehensive income for the period	65,063,353	(46,465,547)	-
Total comprehensive income for the period	370,260,649	21,793,715	55,024

		31 Dec 2015	
Joint ventures	Sonae Sierra SGPS, SA (consolidated)	ZOPT, SGPS, SA (consolidated)	Others
Turnover	191,895,202	1,429,868,680	3,916,769
Other operating income	107,528,574	14,436,914	37,121
	299,423,776	1,444,305,594	3,953,890
External supplies and services	(94,180,375)	(183,816,507)	(1,258,141)
Amortisation	(1,129,315)	(387,505,327)	(762,549)
Other operating costs	(53,884,018)	(741,977,063)	(1,888,218)
	(149,193,708)	(1,313,298,897)	(3,908,908)
Financial income	6,461,053	-	372
Financial expense	(22,399,768)	(32,172,386)	(10,439)
Financial results	(15,938,715)	(32,172,386)	(10,067)
Results of joint ventures and associated companies	159,528,729	-	-
Income taxation	(33,726,326)	(27,024,745)	(14,302)
Consolidated net income/(loss) for the year	260,093,756	71,809,566	20,613
Attributable to:			
Equity holders of the Parent Company	141,745,133	35,951,643	20,613
Non-controlling interests	118,348,623	35,857,923	-
	260,093,756	71,809,566	20,613
Other comprehensive income for the period	(75,930,658)	(41,409,367)	-
Total comprehensive income for the period	184,163,098	30,400,199	20,613

### 11.2.2 Associates

As at 31 December 2016 and 2015, summary financial information of associated companies of the Group can be analyzed as follows:

		31 Dec 2016					
		Ret		Sonae IM			
Associates	Sempre a Postos	Ulabox	S2MOZAMB	Others	Funds	Others	
Non-current assets	1,205,266	1,176,547	3,517,781	986,708	168,624,761	572,12	
Current assets	10,371,548	1,662,970	1,838,977	3,316,322	6,338,287	1,632,456	
Non-current liabilities		-	-	2,240,946	16,077,280		
Current liabilities	6,223,527	531,941	667,722	977,842	7,672,371	1,179,340	
Equity	5,353,287	2,307,576	4,689,036	1,084,242	151,213,397	1,025,243	
		31 Dec 2015 Restated					
		Retail					
Associates	Sempre a Postos	Ulabox	Others				
Non-current assets	1,778,633	1,923,349	18,619				
Current assets	10,076,920	2,548,955	1,679,225				
Non-current liabilities	8,594	-	-				
Current liabilities	6,901,181	103,517	57,638				
Fauity	4 945 778	4 368 787	1 640 206				

About 60% of the value of the financial holdings of Armilar II, Armilar III and ESVIINT correspond to the units held in Outsystems, SA, Feedzai, SA and SAF T PAY, Inc, which are valued in the accounts of the funds, at fair value according to the last market transaction (Level 1).

		31 Dec 2016					
		Retail				ie IM	
Associates	Sempre a Postos	Ulabox	S2MOZAMB	Others	Funds	Others	
Turnover	53,935,164	7,483,591	2,085,457	433,737	-	1,563,422	
Other operating income	3,437,205	298,931	-	88,062	-	1,165	
Operating costs	(54,995,713)	(11,900,557)	(2,750,597)	(4,450,287)	-	(1,501,729)	
Financial results	9,534	-	29,875	(16,443)	-	7,971	
Taxation	(566,900)	-	-	(40)	-	(24,800)	
Consolidated net income/(loss) for the year	1,819,290	(4,118,035)	(635,265)	(3,944,971)		46,029	
Other comprehensive income for the period		-	-	-	-	-	
Total comprehensive income for the period	1.819.290	(4.118.035)	(635.265)	(3.944.971)		46.029	

		31 Dec 2015	
Associates	Sempre a Postos	Ulabox	Others
Turnover	51,477,596	3,738,298	71,680
Other operating income	3,917,030	994,534	279
Operating costs	(53,556,308)	(7,065,594)	(301,497)
Financial results	13,681	(39,010)	33,263
Taxation	(440,218)	577,431	(32)
Consolidated net income/(loss) for the year	1,411,781	(1,794,341)	(196,307)
Other comprehensive income for the period		-	-
Total comprehensive income for the period	1,411,781	(1,794,341)	(196,307)

# **11.3** Movements occurred in the period

During the year ended at 31 December 2016 and 2015, movements in investments in joint ventures and associates are as follows:

	31 Dec 2016			31 Dec 2015 Restated		
	Proportion on equity	Goodwill	Total investment	Proportion on equity	Goodwill	Total investment
Joint ventures and associates companies						
Initial balance as at 1 January	638,605,623	571,752,489	1,210,358,112	621,439,679	579,547,428	1,200,987,107
Transfer to assets held for sale	-	-	-	7,794,938	(10,057,629)	(2,262,691)
Equity method						
Gains or losses in joint controlled and associated companies	109,015,083	(4,391,103)	104,623,980	88,591,530	-	88,591,530
Distributed dividends	(30,686,194)	-	(30,686,194)	(28,008,250)	-	(28,008,250)
Effect in equity capital and non-controlling interests	(73,064)	-	(73,064)	(51,212,274)	-	(51,212,274)
Impairment in joint ventures	-	(711,346)	(711,346)	-	2,262,690	2,262,690
Other effects in net income	(360,821)	-	(360,821)	-	-	-
	716,500,627	566,650,040	1,283,150,667	638,605,623	571,752,489	1,210,358,112
Investments in associates companies						
Initial balance as at 1 January	2,807,146	1,723,842	4,530,988	1,502,111	137,494	1,639,605
Capital increase in associated companies	4,697,727	(340,363)	4,357,364	-	-	-
Acquisitions during the period	31,897,505	481,659	32,379,164	1,644,681	1,586,348	3,231,029
Transfer of "Other non-current investments" and change method	1,102,140	2,149,921	3,252,061	-	-	-
Equity method Effect in gains or losses in joint controlled and associates companies	(1,796,826)	-	(1,796,826)	(60,341)	-	(60,341)
Write off badwill on aquisitions during the period (Note 5.2)	36,726,300	-	36,726,300	-	-	-
Distributed dividends	(352,946)	-	(352,946)	(296,562)	-	(296,562)
Effect in equity capital and non-controlling interests	24,118	-	24,118	17,257	-	17,257
	75,105,164	4,015,059	79,120,223	2,807,146	1,723,842	4,530,988
Total	791,605,791	570,665,099	1,362,270,890	641,412,769	573,476,331	1,214,889,100

The value of the "Effect of equity and non-controlling interests" includes:

- 32 million euro (40 million euro as at 31 December 2015) relating to currency translation reserve related to the devaluation of real in Brazil;

- 11 million negative euro (9.5 million euro as at 31 December 2015) relating to currency translation reserve related to financial participation in which NOS has in the Finstar in Angola; and

- As established in the shareholders agreement between Sonaecom, Kento Holding Limited and Jadeium BV (currently named Unitel International Holdings, BV), on 14 June 2016, Sonaecom sold all its direct participation in NOS (2.14%) to ZOPT by the amount of Euro 82,840,847. This transaction generated a capital gain of 18,725,887 (note 12), being 50% of the capital gain annulled through Reserves and the other 50% registered in Gains and losses on financial assets at fair value through profit or loss. In addition, the transaction had also impact on equity equivalence recorded through Reserves, by the difference between the paid amount and the book value of the 2.14% of non-controlling interests.

The amount of distributed dividends related to Investments in Joint Ventures includes Sonae Sierra's 12,355,520 euro (12,192,750 euro as at 31 December 2015) and 18,511,947 euro (15,815,500 euro as at 31 December 2015) of ZOPT.

As at 31 December 2016, for associate companies, the caption "Acquisitions during the period" mainly includes the interests in the capital of Armilar, Armilar II, Armilar III and ESVINT, which includes the negative goodwill of 36,726,301 (Note 5.2).

The measurement of the existence or not of impairment in investments in joint ventures companies is determined as follows:

- Regarding the telecommunications Segment (ZOPT), the existence or not of impairment is determined taking into consideration the business plan approved by the Board of Directors, whose implicit average growth rate of operating margin grows until 4.8%, the discount rate used is 7.3% and growth rate in the perpetuity is 1.5% and the average of evaluations carried out by external analysts (researches); and

- Regarding Sonae Sierra the impairment tests are made by comparison with the "Net Asset Value ", this results from the valuation of investment properties at market value and does not include the deferred taxes on unrealized capital gains. The amount of goodwill written off was related to the value of investment properties that were disposed of during the year.

The consolidated financial statements of ZOPT have a significant exposure to the African market, particularly through financial investments that Group holds in associated companies (Finstar, Mistar, Zap Media) operating in the Angolan and Mozambican markets, which are engaged in providing satellite and fiber television services. The book value of these associates in the financial statements of ZOPT on 31 December 2015 amounts to approximately Euro 172.7 million, included in the caption "Other non-current assets"

The Group made impairment tests for those assets, which are denominated in the currencies of those countries, Kwanzas and Meticals, respectively, considering the business plans (internal valuation using the discounted cash flow method, compared to researches) approved by the Board of Directors for a five years period, which include average growth rates of revenue for that period of 13% (Angola) and 14%

(Mozambique). These revenue growth rates reflects: (i) the best estimate for the growth of the customer base, reflecting an expectation of new clients and churn estimated rates, when considered prudent, and (ii) an annual price increase which corresponds, over the period 2017 to 2021, to an average of 75% of the inflation rate, since, considering the nature of the activity carried out by the companies, especially in Angola and in line with the price increases in previous years, it is not expected that companies will be able to reflect in their prices the total inflation in the country.

The business plans also consider a growth rate in perpetuity of 7.7% (Angola) and 5.6% (Mozambique) and a discount rate ('wacc') in perpetuity of 17.5% (Angola) and 19.1% (Mozambique). The discount rate, over the period 2017 to 2021 ranged from a maximum of 31.5% to a minimum of 17.5% (in 2021), for Angola, and from a maximum of 30.9% to a minimum of 19.1% (2021) in Mozambique, in line with the most appropriate inflation forecasts (source: The Economist Intelligence Unit (EIU)).

The impairment tests carried out, based on the assumptions above, support the value of the assets, so no additional impairments were recorded. However, it should be taken into consideration that the current economic conditions of uncertainty in these markets, particularly in the foreign exchange market and the limitation of currency transfer, particularly in Angola, introduces an additional degree of variability to the assumptions, which could significantly impact the estimates considered, in terms of the rate of inflation and the ability to reflect the rate in price increases. In the sensitivity analyses were used intervals above the usual, in which variations of 2pp in WACC and 0.5 pp in the perpetuity growth rate allow us to conclude that in extreme situations, with a high inflation rate and a lower capacity of the company to reflect a higher price increase (scenarios of price repercussion between 50% and 100% of the inflation rate analyzed, being this the most critical variable with impacts in variation of 82% and 123% of the book value), the valuation would not support the assets' value, varying between 74% and 157% of the book value. Therefore, being the Board of Directors' conviction that the assumptions used in the business plans are the most prudent and appropriate, and that the situations of high inflation and lower capacity of the company to reflect a higher price increase correspond to extreme situations that are not expected, reason why they were not considered, it was not recorded any impairment in the assets.

Contingent liabilities related to joint ventures are disclosed in Note 47, as well as more detailed information about them.

# **12 OTHER INVESTMENTS**

Other non-current investments, their head offices, percentage of share capital held and book value as at 31 December 2016 and 2015, are as follows:

		Percentage of share capital held				neld		
			31 Dec	2016	31 Dec	2015	Statment of fina	ncial position
	Company	Head Office	Direct	Total	Direct	Total	31 Dec 2016	31 Dec 2015
	Retail							
	Dispar - Distrib. de Participações, SGPS, SA	Lisbon	14.28%	14.28%	14.28%	14.28%	9,976	9,976
	Insco - Insular de Hipermerc., SA	Ponta Delgada	10.00%	10.00%	10.00%	10.00%	925,197	898,197
1)	MOVVO, SA	Porto	25.58%	25.58%	16.00%	16.00%	-	991,315
2)	Solferias- Operadores Turísticos, SA	Lisbon	-	-	11.11%	11.11%	-	133,162
	Sonae IM							
3)	Ed Broking LLP	London	6.68%	3.34%	9.72%	4.86%	8,000,000	15,249,229
	Lusa - Agên. de Notícias de Portugal, SA	Lisbon	1.38%	1.24%	1.38%	1.24%	75,069	75,069
	Other investments						11,774,208	12,192,713
	Total						20,784,450	29,549,661

- 1) On May 27, 2016, the group proceeded to a capital increase in MOVVO. Now the Group holds significant influence on that subsidiary and therefore is consolidating by the equity method (Note 11);
- 2) Investment disposed in the period;
- 3) Ex Cooper Gay Sweet & Crawford, Lda.

The financial investment in Ed Broking LLP was revalued to its fair value as at 31 December 2016 based on EBITDA multiples adjusted by the net debt value and sales multiples by region adjusted by the costs of the central structure after optimization. This valuation led to a reduction in the investment amounting 7.2 million euros corresponding to an impairment in the same amount (Notes 32 and 36) (3.8 million euros as at 31 December 2015). The valuation of this investment, in 2015, had been made using the same methodology. The disposal, of the company's North American operation and the costs associated with the ongoing restructuring significantly affected the valuation of the company taking into account the valuation criteria used. Both valuations correspond to Level 3 of Fair Value, although the multiples used are market benchmarks.

As at 31 December 2016 the caption "Other investments" includes, among others, 9,966,231 euro (9,996,932 euro in 31 December 2015) related to deposited amounts on an Escrow Account which is applied in investment funds with superior rating, which is a guarantee for contractual liabilities assumed in the disposal of a Brazil Retail business and for which provisions were recorded in the applicable situations (Note 32 and 33).

As at 31 December 2016, with the exception of Ed Broking LLP and the above mentioned Escrow Account, these amounts represent financial investments of immaterial value in unlisted companies and in which the Group does not hold significant influence. Their cost of acquisition was considered to be a reasonable approximation to its fair value, adjusted, if applicable, by the identified impairments.

	31 Dec 2	2016	31 Dec 2015 Restated	
	Non current	Current	Non current	Current
Other investments:				
Fair value (net of impairment losses) as at 1 January	29,549,661	79,924,887	30,566,117	57,667,740
Acquisitions in the period	1,533,774	166,533	403,000	128,228
Disposals in the period	(1,061,109)	(64,187,435)	-	(6,270)
Increase/(decrease) in fair value	(7,273,998)	(15,742,935)	(1,419,456)	22,135,189
Transfers	(1,963,878)	-	-	
Fair value (net of impairment losses) as at 31 December	20,784,450	161,050	29,549,661	79,924,887
Derivative financial instruments (Note 26)				
Fair value as at 1 January	-	2,506,087	-	3,995,221
Acquisitions in the period	-	2,393,451	-	-
Changes in perimeter	-	-	-	522,124
Increase/(decrease) in fair value	-	(691,566)	-	(2,011,258)
Fair value as at 31 December		4,207,972		2,506,087
	20,784,450	4,369,022	29,549,661	82,430,974

As at 31 December 2016 and 2015, the movements in "Other investments" made up as follows:

The amount of increase/(decrease) in fair value in the caption "Other non-current investments" is related to the measurement at fair value of the investment in Ed Broking LLP 7,272,998 euro (1,517,355 euro at 31 December 2015).

The fair value increase / (decrease) in the caption "Other current investments" is mainly associated to the fair value of NOS investment up to the disposal date in the amount of 15,681,846 euros (22,135,189 euro in 31 of December 2015) (Note 37). The fair value of this investment was determined based on the NOS market share price and the respective changes were recorded in the consolidated income statement (Note 11.3).

As at 31 December 2016, "Disposals in the period " in Other current investments correspond to the disposal of the direct participation of Sonaecom in NOS (2.14%) to ZOPT as described in note 11.3. For the determination of the fair value of NOS shares at the date of sale, it was used the share price of the day 14 of June of 2016 (5.822) for the 11,012,532 treasury shares at the moment of the disposal.

The Other non-current financial Investments are recorded at acquisition cost net of impairment losses. It is Sonae understanding that no reliable fair value estimate can be made as there is no market data available for these investments. The heading of "Other non-current Investments" includes 2,818,219 euro (3,185,404 euro in 31 December 2015) of investments recorded at the cost net of impairment losses for the same reasons.

The Other non-current Investments are net of impairment losses amounting to 370,685 euro (369,248 euro in 31 December 2015) (Note 32).

# **13 OTHER NON - CURRENT ASSETS**

As at 31 December 2016 and 2015, "Other non-current assets" are detailed as follows:

		31 Dec 2016			31 Dec 2015 Restated		
	Gross Value	Accumulated impairment losses (Note 32)	Carrying Amount	Gross Value	Accumulated impairment losses (Note 32)	Carrying Amount	
rade accounts receivable and other debtors							
Legal deposits	762,246	-	762,246	605,316	-	605,316	
Cautions	5,043,273	-	5,043,273	4,633,112	-	4,633,112	
Special regime for payment of tax and social security debts	7,247,481	-	7,247,481	6,240,960	-	6,240,960	
Receivables from disposal of financial investments	40,000	-	40,000	527,618	-	527,618	
Debt to receive related to Armilar Funds (Note 5.2)	2,778,017	-	2,778,017	-	-	-	
Amount retained on acquisition of Salsa group (Note 5.1.)	2,463,875	-	2,463,875	-	-	-	
Others	305,524	-	305,524	456,286	-	456,286	
Total financial instruments (Note 9)	18,640,416	-	18,640,416	12,463,292	-	12,463,292	
einsurer's' share of technical provisions	412,943	-	412,943	19,103,740	-	19,103,740	
ther non-current assets	172,807	-	172,807	43,595	-	43,595	
	19,226,166		19,226,166	31,610,627		31,610,627	

The amount disclosed as Special Regime for Payment of Tax and Social Security Debts corresponds to taxes paid, voluntarily, related to settlements of income tax on corporate income, which were already in judicial process. The judicial processes are still in progress, however the guarantees provided for the said processes were canceled. No impairment loss was recorded since it is the Board of Directors understanding that the claims presented will have a favourable end to Sonae, reason why they were not object of provision.

The amounts included in "Reinsurer's' share of technical provisions" refer to a Sonae's subsidiary whose activity is non-life reinsurance. The amount of the provision is related to provisions for claims declared (Note 32).

## **14 INVENTORIES**

As at 31 December 2016 and 2015, "Inventories" are detailed as follows:

	31 Dec 2016	31 Dec 2015 Restated
Raw materials and consumables	3,164,832	1,511,622
Goods for resale	713,712,744	663,771,737
Finished and intermediate goods	11,308,942	332,646
Work in progress	1,334,436	245,455
	729,520,954	665,861,460
Accumulated adjustments in inventories	(33,222,986)	(31,096,566)
	696,297,968	634,764,894

Cost of goods sold as at 31 December 2016 and 2015 amounted to 4,261,074,939 euro and 3,955,037,096 euro, respectively, and may be detailed as follows:

	31 Dec 2016	31 Dec 2015 Restated
Opening balance	665,283,359	633,444,339
Acquisitions of subsidiaries (Note 5.1)	9,054,531	13,451,587
Purchases	4,315,914,488	3,982,733,338
Adjustments	(13,487,146)	(7,492,791)
Closing balance	716,877,576	665,283,359
	4,259,887,656	3,956,853,114
Adjustments in inventories	1,187,283	(1,816,018)
	4,261,074,939	3,955,037,096

As at 31 December 2016 and 2015, the caption Regularization of inventories refers essentially to regularizations resulting from offers to social solidarity institutions carried out by retail.

The Caption Increase/ decrease in Production, as at 31 December 2016 and 2015 amounted to 1,273,422 euro and -46,783 euro, respectively, and may be detailed as follows:

	31 Dec 2016	31 Dec 2015 Restated
Opening balance	578,100	618,982
Acquisitions of subsidiaries (Note 5.1)	11,714,221	-
Adjustments	(699,865)	(1,661)
Closing balance	12,643,378	578,100
	1,050,922	(39,221)
Adjustments in inventories	222,500	(7,562)
	1,273,422	(46,783)

# **15 TRADE ACCOUNTS RECEIVABLE**

As at 31 December 2016 and 2015, "Trade accounts receivable" are detailed as follows:

	31 Dec 2016				31 Dec 2015 Restated	
Trade accounts receivable and doubtful accounts	Gross Value	Impairment losses (Note 32)	Carrying Amount	Gross Value	Impairment losses (Note 32)	Carrying Amount
Retail						
Sonae MC	33,022,912	(3,725,262)	29,297,650	37,993,222	(3,422,303)	34,570,919
Sonae SR						
Worten	6,410,376	(546,620)	5,863,756	223,804	(47,024)	176,780
Sports&Fashion	34,230,110	(3,204,853)	31,025,257	21,854,342	(978,359)	20,875,983
Sonae RP	182,547	(47,024)	135,523	-	-	-
Sonae IM	45,921,237	(2,748,521)	43,172,716	42,714,138	(2,672,126)	40,042,012
Sonae Holding	6,508,958	-	6,508,958	511,609	-	511,609
	126,276,140	(10,272,280)	116,003,860	103,297,115	(7,119,812)	96,177,303

Sonae's exposure to credit risk is related to accounts receivable arising from its operational activity. The amounts disclosed on the statement of financial position are net of impairment losses that were estimated based on Sonae's past experience and on the assessment of current economic conditions. It is Sonae understanding that the book value of the accounts receivable net of impairment losses does not differ significantly from its fair value.

As at 31 December 2016 there is no indication that the normal delivery periods will not be met in relation to amounts included in trade receivables that are not overdue, thus no impairment loss was recognized. As at 31 December 2016 and 2015, the ageing of the trade receivables are as follows:

	Trade Receiva		ivables	
31 Dec 2016	Retail	Sonae IM	Sonae Holding	Total
Not due	29,935,560	22,763,398	6,038,776	58,737,734
Due but not impaired				
0 - 30 days	9,886,812	6,735,325	84,242	16,706,379
30 - 90 days	23,597,586	3,128,370	86,800	26,812,756
+ 90 days	2,902,230	10,545,622	299,139	13,746,991
Total	36,386,628	20,409,317	470,181	57,266,126
Due and impaired				
0 - 90 days	66,795	710	-	67,505
90 - 180 days	186,056	142	-	186,198
180 - 360 days	474,258	56,867	-	531,125
+ 360 days	6,796,649	2,690,803	-	9,487,452
Total	7,523,758	2,748,522	-	10,272,280
	73,845,946	45,921,237	6,508,957	126,276,140

	Trade Receivables			
31 Dec 2015 Restated	Retail	Sonae IM	Sonae Holding	Total
Not due	11,728,646	19,616,370	3,594,539	34,939,555
Due but not impaired				
0 - 30 days	6,098,410	7,029,685	-	13,128,095
30 - 90 days	32,019,789	3,011,148	-	35,030,937
+ 90 days	2,451,186	10,227,530	-	12,678,716
Total	40,569,385	20,268,363	-	60,837,748
Due and impaired				
0 - 90 days	56,356	16,946	-	73,302
90 - 180 days	50,060	-	-	50,060
180 - 360 days	302,220	141,184	-	443,404
+ 360 days	4,039,051	2,513,995	-	6,553,046
Total	4,447,687	2,672,125	-	7,119,812
	56,745,718	42,556,858	3,594,539	102,897,115

In determining the recoverability of trade receivables, Sonae considers any change in the credit quality of the trade receivable from the date the credit was initially granted up to the consolidated financial statements reporting date. The concentration of credit risk is limited due to the large number of customers. Accordingly, it is considered that the risk of not recovering the trade receivables does not exceed the impairment created for doubtful debts.

Additionally, Sonae considers that the maximum exposure to the credit risk is the total client amounts presented in the consolidated statement of financial position.

# **16 OTHER DEBTORS**

As at 31 December 2016 and 2015, Other debtors are detailed as follows:

	31 Dec 2016	31 Dec 2015 Restated
Granted loans to related companies		22,061
Other debtors		
Trade creditors - debtor balances	40,574,473	37,379,130
Disposal of financial investments	21,584,746	2,642,097
Dividends to be received of jointly controlled companies	-	12,192,750
Amounts receivable from insurers and policyholders	1,456,925	3,047,910
Disposal of tangible assets	2,310,866	2,304,243
Vouchers and gift cards	1,924,216	1,214,062
VAT recoverable on real estate assets and vouchers discounts	3,723,869	2,560,040
Advances to suppliers	1,122,073	852,495
Other current assets	18,863,035	17,872,924
	91,560,203	80,065,651
Accumulated impairment losses in receivables (Note 32)	(7,598,754)	(11,566,045)
Total of financial instruments (Note 7)	83,961,449	68,521,667
Other current assets	-	9,984,877
	83,961,449	78,506,544

The amounts disclosed as "Trade creditors - debtor balances" relate with commercial discounts billed to suppliers, to be net settled with future purchases - mainly in the retail segment.

The amount receivable to the disposal of financial investments includes the amount related to the disposal of the subsidiary Imoconti amounted to 21,009,032 euro (Note 5.3).

As at 31 December 2016 and 2015, the ageing of "Other debtors" can be analyzed as follows:

	Other Debtors		
	31 Dec 2016	31 Dec 2015 Restated	
Not due	43,058,779	41,279,042	
Due but not impaired			
0 - 30 days	12,702,256	13,452,794	
30 - 90 days	24,005,051	19,866,278	
+ 90 days	2,959,900	3,805,138	
Total	39,667,207	37,124,210	
Due and impaired			
0 - 90 days	127,013	682,978	
90 - 180 days	5,672	380,238	
180 - 360 days	855,916	1,042,992	
+ 360 days	7,845,616	9,541,068	
Total	8,834,217	11,647,276	
	91,560,203	90,050,528	

As at 31 December 2016 there is no indication that the debtors not due will not fulfil their obligations on normal conditions, thus no impairment loss was recognized.

The carrying amount of "Other debtors" is estimated to be approximately its fair value.

# 17 TAXES RECOVERABLE AND TAXES AND CONTRIBUTIONS PAYABLE

As at 31 December 2016 and 2015, Taxes recoverable and taxes and contributions payable are made up as follows:

	31 Dec 2016	31 Dec 2015 Restated
Debtors values		
Income taxation	43,808,036	43,523,620
VAT	24,879,216	33,518,626
Other taxes	1,838,566	1,911,181
	70,525,818	78,953,427
Creditors values		
Income taxation	21,037,710	24,919,444
VAT	51,029,599	49,308,109
Staff income taxes withheld	5,719,252	5,358,441
Social security contributions	13,251,151	11,806,258
Other taxes	891,923	877,627
	91,929,635	92,269,879

# **18 OTHER CURRENT ASSETS**

As at 31 December 2016 and 2015, "Other current assets" is made up as follows:

	31 Dec 2016	31 Dec 2015 Restated
Invoices to be issued	11,429,811	10,390,059
Commercial discounts	35,591,922	47,174,036
Deferred costs - supplies and services	10,156,350	11,503,748
Deferred costs - rents	6,160,370	6,155,172
Insurance indemnities	1,509,212	16,462
Other current assets	12,063,651	12,761,264
	76,911,316	88,000,741

The caption "Commercial discounts" refers to promotional campaigns carried out in the retail operating segment stores and reimbursed by partners of Sonae (Note 38).

# **19 DEFERRED TAXES**

Deferred tax assets and liabilities as at 31 December 2016 and 2015 are as follows, split between the different types of temporary differences:

	Deferred t	ax assets	Deferred tax liabilities	
	31 Dec 2016	31 Dec 2015 Restated	31 Dec 2016	31 dez 2015 Restated
Difference between fair value and acquisition cost	4,653,193	6,352,552	39,752,769	30,659,571
Temporary differences on tangible assets and intangible	1,811,359	1,622,953	62,768,314	43,830,296
Temporary difference of negative goodwill	-	-	8,263,418	-
Provisions and impairment losses not accepted for tax purposes	25,168,714	9,009,843	-	-
Write off of tangible and intangible assets	25,524	73,408	44,232	-
Valuation of hedging derivatives	86,933	242,174	626,051	364,824
Non taxed exchange differences	-	-	639,053	-
Revaluation of tangible assets	-	-	1,046,525	1,166,623
Tax losses carried forward	25,442,311	41,618,697	-	-
Reinvested capital gains/losses	-	-	329,611	547,219
Tax Benefits	1,037,115	2,222,202	-	-
Others	3,135,595	2,952,789	900,944	2,263,989
	61,360,744	64,094,618	114,370,917	78,832,522

During the periods ended 31 December 2016 and 2015, movements in deferred tax assets and liabilities are as follows:

	Deferred t	ax assets	Deferred ta	x liabilities
	31 Dec 2016	31 Dec 2015 Restated	31 Dec 2016	31 dez 2015 Restated
Opening balance	64,094,618	89,951,943	78,832,522	94,392,315
Effects in net income:				
Difference between fair value and acquisition cost	(2,150,522)	(88,739)	(12,499,321)	(622,489)
Temporary differences on tangible assets and intangible	(153,655)	(193,272)	3,987,260	404,836
Temporary difference of negative goodwill (Note 5.2)	-	-	8,263,418	-
Provisions and impairment losses not accepted for tax purposes	(1,451,131)	(4,705,321)	-	-
Provisions and impairment losses transfer	16,568,897	-	16,568,897	-
Write-off of tangible and intangible assets	25,317	(1,745,288)	-	-
Revaluation of tangible assets	-	-	(109,814)	(119,141)
Tax losses carried forward	(17,582,833)	(21,818,382)	-	-
Write off of goodwill for fiscal purposes	-	-	-	(18,613,422)
Reinvested capital gains/(losses)	-	-	(217,608)	(662,714)
Changes in tax rates	(15,088)	(53,477)	(294,247)	(825,316)
Tax Benefits	(1,185,087)	(1,036,775)	-	-
Others	2,166,154	3,510,835	(1,568,915)	(213,402)
	(3,777,948)	(26,130,419)	14,129,670	(20,651,648)
Effects in equity:				
Valuation of hedging derivatives	(124,456)	66,572	324,909	(311,623)
Others	(1,623,275)	(328,426)	1,117,956	(1,029,036)
	(1,747,731)	(261,854)	1,442,865	(1,340,659)
Acquisitions of subsidiaries (Note 5.1 and 5.4)	2,958,597	534,948	21,532,750	6,432,514
Disposals of subsidiaries (Note 5.3)	-	-	(1,282,258)	-
Non-current assets held for sale (Note 21)	(166,792)	-	(284,632)	-
Closing Balance	61,360,744	64,094,618	114,370,917	78,832,522

As at 31 December 2016, the tax rate to be used in Portuguese companies, for the calculation of the deferred tax assets relating to tax losses is 21%. The tax rate to be used to calculate deferred taxes in temporary differences in Portuguese companies is 22.5% increased by the state surcharge in companies in which the expected reversal of those deferred taxes will occur when those rates will be applicable. For companies or branches located in other countries, rates applicable in each jurisdiction were used.

As at 31 December 2016 and 2015, and in accordance with the tax statements presented by companies that recorded deferred tax assets arising from tax losses carried forward and using exchange rates effective at that time, tax losses carried forward can be summarized as follows:

	31 Dec 2016		31 Dec 2015			
	Tax losses carried forward	Deferred tax assets	Time limit	Tax losses carried forward	Deferred tax assets	Time limit
With limited time use						
Generated in 2013	595,877	125,646	2018	-	-	2018
Generated in 2014	1,194,236	250,790	2026	1,194,236	250,790	2026
Generated in 2015	90,184	18,939	2027	230,791	48,466	2027
Generated in 2016	4,847,243	1,017,920	2028	-	-	
	6,727,540	1,413,295		1,425,027	299,256	
Without limited time use	73,577,733	18,428,924		151,590,107	37,927,462	
With a time limit different from the above mentioned	16,406,949	5,600,092		10,258,659	3,391,979	
	96,712,222	25,442,311		163,273,793	41,618,697	

As at 31 December 2016 and 2015, the deferred taxes to be recognized arising from tax losses were evaluated. Deferred tax assets have only been recorded to the extent that future taxable profits will arise which might be offset against available tax losses or against deductible temporary differences. This assessment was based on the business plans of Sonae's companies, which are periodically reviewed and updated. The main assumptions used in those business plans are described in Note 10.

As at 31 December 2016 deferred tax assets related to tax losses generated in current and previous years, by Modelo Continente Hipermercados, S.A. Spanish Branch of Retail operating segment, amount to 14.1 million euro (35.1 million euro as at 31 December 2015). The mentioned tax losses can be recovered within the Income Tax Group established in Spain, according to Spanish law. Modelo Continente Hipermercados, S.A. Spanish Branch, as at 31 December 2016 and 2015, was the dominant entity within the group of companies taxed in accordance with the Spanish regime for taxing groups of companies.

The recoverability of the above mentioned deferred tax assets, regarding Sonae operations in Spain is supported by the analysis of the recoverable amount of the cash-generating units for the specialized retail formats in Spain based on their value in use, obtained from business plans with a 10-year projection period, assuming it is the most realistic and appropriate deadline for the implementation of the strategy of internationalization of Sonae in the specialized retail segment, taking into consideration not only the nature of the products in question (more discretionary character) but also the current macro-economic conditions.

Main assumptions used in the business plans of the retail companies and other companies in Spain, included in consolidation, are a compound growth rate of 7.7% over a 10-year period (9.2% in 2015) and a growth rate in perpetuity less than or equal to 1%. From the analysis carried out and taking into consideration the changes in tax legislation in Spain regarding the use of tax losses and the recent court decisions regarding the possibility of maintaining goodwill's tax depreciation in Spain, we reverse deferred tax assets of 28,3 million euro.

It is the Board of Directors understanding, considering the existing business plans for each of the companies, that such deferred tax assets are fully recoverable, including those who were reversed likely to be recoverable in a longer period to 10 years of the projection.

As at 31 December 2016, there are reportable tax losses in the amount of 315.4 million euro (312.7 million euro as at 31 December 2015), whose deferred tax assets are not recorded for prudence purposes.

FINANCIAL STATEMENTS 10	6					
		31 Dec 2016			31 Dec 2015	
	Tax losses carried forward	Deferred tax credit	Time limit	Tax losses carried forward	Deferred tax credit	Time limit
With limited time use						
Generated in 2012	5,299,518	1,112,899	2017	8,379,732	1,759,744	2017
Generated in 2013	2,888,221	606,526	2018	3,957,748	831,127	2018
Generated in 2014	5,957,222	1,251,016	2026	5,856,149	1,229,791	2026
Generated in 2015	2,841,579	596,732	2027	2,629,640	552,224	2027
Generated in 2016	1,377,324	289,238	2028	-	-	2028
	18,363,864	3,856,411		20,823,269	4,372,886	
Without limited time use	310,309,574	79,418,492		189,969,957	48,704,159	
With a time limit different from the above mentioned	99,994,869	25,041,365		101,948,790	25,518,479	
	428,668,307	108,316,268		312,742,016	78,595,524	

In 2010 and 2011, Spanish Tax authorities notified Modelo Continente S.A. Spanish Branch of a decrease in 2008 and 2009 tax losses incurred, amounting to approximately 23.3 million euro, challenging the deduction of Goodwill depreciation, generated on the acquisition of Continente Hipermercados for each of the mentioned years. That branch appealed to the proper Spanish Authorities (Tribunal Economico Administrativo Central de Madrid) in 2010 and 2011 respectively, and it is the Board of Directors understanding that the decision will be favorable to the Group, thus maintaining the recognition of deferred tax assets and deferred tax liabilities related with Goodwill. In 2012 the Company interposed na appeal to the National Court in Spain ("Audiencia Nacional Espanha"), due to a decision opposite to the claims and estimates of the Company, by the Economic and Administrative Central Court of Madrid, for the notification for fiscal year of 2008.

In 2014 following an additional inspection for fiscal years 2008 to 2011, Spanish Tax authorities corrected tax losses carried forward regarding goodwill depreciation and financial expenses that resulted from the acquisition of Continente Hipermercados S.A. Although in complete disagreement, Sonae carried out the tax returns correction and appealed, to the proper Spanish Authorities (Tribunal Economico-Administrativo em Espanha). Tax reports for 2012 to 2014 were corrected and the same procedure will be followed for 2015, and in subsequent periods.

In 2015, the Spanish Authorities (Tribunal Economico-Administrativo Central em Espanha) decided in court against the Group's intentions, and Sonae, despite having appealed to the Supreme Court as a matter of prudence, decided to reverse the deferred tax assets recognized in the financial statements from 2008 to 2011 in the amount of 36 million euro, and deferred tax liabilities related to amortization of goodwill for tax purposes in the amount of 18.6 million euro.

In 2016, the Supreme Court gave a positive opinion to the Group's pretensions regarding tax amortization of Goodwill.

## 20 CASH AND CASH EQUIVALENTS

As at 31 December 2016 and 2015, Cash and cash equivalents are as follows:

	31 Dec 2016	31 Dec 2015 Restated
Cash at hand	9,105,344	9,325,162
Bank deposits	207,343,682	115,357,583
Treasury applications	124,471,432	158,068,838
Cash and cash equivalents on the statement of financial position	340,920,458	282,751,583
Bank overdrafts (Note 24)	(17,730,231)	(12,611,120)
Cash and cash equivalents in the statement of cash flows	323,190,227	270,140,463

Bank overdrafts are disclosed in the statement of financial position under Current bank loans.

The treasury applications are remunerated at an average interest rate of 0.664% during 2016 (0.59% in 2015), being distributed on that date by 5 financial institutions

## 21 NON-CURRENT ASSETS AND LIABILITIES AVAILABLE FOR SALE

In 2016 an agreement was reached between the Group and an entity specialized in the processing and packaging of meat with the objective of realizing a joint venture to operate the Meat Processing Center. This partnership was deal in January 2017, which is why as at 31 December, we transferred the related assets and liabilities to the asset and liability items held for sale. The detail of these figures is as follows:

Amounts in euro	31 Dec 2016
Tangible and intangible assets	17,057,018
Deferred tax assets (Note 19)	166,792
Inventories	1,850,977
Other current assets	445,762
Cash and cash equivalents	2,000
Non-current assets held for sale	19,522,549
Deferred tax liabilities (Note 19)	284,632
Trade creditors	2,802,583
Other current liabilities	8,639,528
Non-current liabilities held for sale	11,726,743

On 29 January 2016, Sonae undertook, in the Sonae RP segment, an agreement for the promise of sale and leaseback of 12 food retail real estate assets located in Portugal. This operation totaled 164 million euro and was finalized on 25 February 2016.

On March 1, 2016, Sonae performed a Sale and Leaseback transaction of three Worten stores in Spain, located in Madrid, Barcelona and Valencia. This transaction amounted to 26.8 million euro.

Considering that both transactions were in advanced negotiations as at 31 December 2015, we've transferred the carrying amount of the referred assets amounting to 131 million euro to "Non-current Assets held for sale" (Note 8).

## 22 SHARE CAPITAL

## **Capital Social**

As at 31 December 2016, the share capital, which is fully subscribed and paid for, is made up of 2,000,000,000 ordinary shares, which do not have the right to a fixed dividend, with a nominal value of 1 euro each.

#### **Cash Settled Equity Swap**

On 15th November 2007, Sonae Holding sold 132,856,072 Sonae Holding shares directly owned by the Company. The shares were sold in a market operation at the unit price of 2.06 euro per share and resulted on a cash inflow (net of brokerage commissions) of 273,398,877 euro.

On the same date, Sonae Investments, BV wholly owned by Sonae Holding entered into a derivative financial instrument - Cash Settled Equity Swap - over a total of 132.800.000 Sonae Holding shares, representative of 6.64% of its capital.

This transaction has strictly financial liquidation, without any duty or right for the Company or any of its associated companies in the purchase of these shares. This transaction allows Sonae Investments BV to totally maintain the economic exposure to the sold shares.

In this context, although legally all the rights and obligations inherent to these shares have been transferred to the buyer. Sonae Holding did not derecognize their own shares, recording a liability in the caption "Other current liabilities" (Note 30). According to the interpretation made by Sonae of the IAS 39, applied by analogy to own equity instruments, the derecognition of own shares is not allowed as the group maintains the risks and rewards arising on the instruments sold.

Consequently, Sonae maintains in its capital acquisition cost of the shares that remain covered by the contract.

In November 2014, was made a renewal for an additional period of one year renewable automatically, keeping the remaining conditions unchanged. During the year of 2016 the Group requested the partial termination of the Cash Settled Equity Swap for 8,322,338 Sonae SGPS shares.

Considering the operations mentioned above, the liability recorded amounts to 87,721,109 euro (Note 30) (103,602,523 euro as at 31 December 2015) reflecting the market value of 110,341,017 Sonae Holding shares (118.663.355 shares as at 31 de December 2015).

The value of these liabilities is adjusted at the end of each month by the effect of Sonae Holding share price variation being recognized a current asset/liability in order to present the right / obligation related to the receipt / financial liquidation that occurs on a monthly basis

Additionally, the costs related to the "floating amount" based on the Euribor 1 month are recognized in the income statement.

The value to get established on the basis of dividends and reserves distributed by Sonae is credited in equity to offset the charge of the distribution. During the financial year of 2016 there was no distribution of dividends, in the year ended on December 31, 2015, the dividends on Sonae SGPS, SA shares amounted to 4,573,728 euro that was credited to equity.

## **Capital Structure**

As at 31 December 2016, the following entities held more than 20% of the subscribed share capital:

Company

%

Efanor Investimentos, SGPS, SA and subsidiaries 52.48

# 23 NON-CONTROLING INTERESTS

As at 31 December 2016 and 2015, "Non-controlling interests" are detailed as follows:

			31 Dec 2016		
COMPANY	Equity	Profit/(Loss) for the period	Book value of non- controlling interests	Proportion in income attributable to non-controlling interests	Dividends attributable to non-controlling interests
Retail					
Real Estate Investment Funds	125,811,358	25,529,809	2,629,269	533,537	(610,230)
IVN - Serviços Partilhados, SA – Consolidated	60,453,882	5,930,459	30,226,941	2,965,230	-
Others	9,152,769	2,570,584	2,404,163	793,781	21
Sonae IM					
Sonaecom, SGPS, SA (consolidated)	1,017,143,618	52,755,605	102,914,088	5,124,109	(1,809,412)
MDS, SGPS, SA	20,506,341	(7,145,437)	11,630,167	(3,347,778)	(282,387)
Others	41,492,754	1,445,220	20,812,117	821,336	-
Others	2,713,521	435,461	155,121	30,133	(28,703)
Total	1,277,274,243	81,521,701	170,771,866	6,920,348	(2,730,711)

31 Dec 2015 Restated income attributable to non-controlling non-controlling Retail 129,481,158 22,506,516 2,691,601 727,499 (1,031,352) Real Estate Investment Funds Others 6,466,321 728,018 1,582,104 194,440 46 Sonae IM Sonaecom, SGPS, SA (consolidated) 1,003,586,540 34,567,046 99,303,284 2,035,502 (1,418,022) MDS, SGPS, SA 23,077,858 (4,395,487) 12,599,188 (2,157,187) (94,943) 39,910,765 1,366,215 19,814,378 601,735 Others Others 2,609,417 826,905 313,166 67,734 (56,649) Total

Movements in non-controlling interests during the periods ended as at 31 December 2016 and 2015 are as follows:

		31 Dec 2016						
		Retail			Sonae IM		Others	Total
	Real Estate Investment Funds	IVN - Serviços Partilhados, SA — Consolidated	Others	Sonaecom, SGPS, SA	MDS, SGPS, SA	Others	Others	Total
Opening balance as at 1 January	2,691,601		1,582,104	99,303,284	12,599,188	19,814,378	313,166	136,303,721
Distributed dividends	-	-	21	(1,809,412)	(282,387)	-	(28,703)	(2,120,481)
Distributed Investment Funds	(610,230)	-	-	-	-	-	-	(610,230)
Acquisition in subsidiary (Note 5.1)	-	27,261,711	-	-	67,537	-	-	27,329,248
Change in percentage of subsidiaries	14,361	-	-	2,514,646	(15,141)	133,912	-	2,647,778
Change in currency translation reserve Participation in other comprehensive income (net of tax) related to	-	-	-	56,380	2,335,535	25,736	-	2,417,651
joint ventures and associated companies included in consolidation by the equity method	-	-	-	(2,313,099)	-	-	-	(2,313,099)
Delivery of shares to employees to settle the obligation	-	-	-	31,245	(16,953)	(14,989)	(3,324)	(4,021)
Increase of capital	-	-	-	39,000	296,000	-	-	335,000
Changes in hedging reserves	-	-	27,027	-	-	31,744	-	58,771
Others	-	-	1,230	(32,065)	(5,834)	-	(156,151)	(192,820)
Profit for the period attributable to non-controlling interests	533,537	2,965,230	793,781	5,124,109	(3,347,778)	821,336	30,133	6,920,348
Closing balance as at 31 December	2,629,269	30,226,941	2,404,163	102,914,088	11,630,167	20,812,117	155,121	170,771,866

	31 Dec 2015 Restated						
	Retail			Sonae IM		Others	Total
	Real Estate Investment Funds	Others	Sonaecom, SGPS, SA	MDS, SGPS, SA	Others	Others	Total
Opening balance as at 1 January	34,308,486	32,118	99,447,776	7,782,645	18,327,427	302,081	160,200,533
Distributed dividends	-	46	(1,418,022)	(94,943)	-	(56,649)	(1,569,568)
Distributed Investment Funds	(1,031,352)	-	-	-	-	-	(1,031,352)
Acquisition in subsidiary	-	140,624	-	76,068	-	-	216,692
Changes of increased shareholding by acquisitions	(31,313,014)	1,135,770	400,773	-	1,002,246	-	(28,774,225)
Change in currency translation reserve	-	-	11,176	(2,782,962)	(71,026)	-	(2,842,812)
Participation in other comprehensive income (net of tax) related to joint ventures and associated companies included in consolidation by the equity method	-	-	(1,257,235)	-	-	-	(1,257,235)
Change in fair value of investments available for sale (Note 7)	-	-	-	1,123,676	-	-	1,123,676
Obligation fulfilled by share attribution to employees	-	(10,848)	103,590	(91,417)	(5,980)	-	(4,655)
Increase of capital	-	-	-	8,763,414	-	-	8,763,414
Changes in hedging reserves	-	-	-		(40,024)	-	(40,024)
Others	(18)	89,954	(20,276)	(20,106)	-	-	49,554
Profit for the period attributable to non-controlling interests	727,499	194,440	2,035,502	(2,157,187)	601,735	67,734	1,469,723
Closing balance as at 31 December	2,691,601	1,582,104	99,303,284	12,599,188	19,814,378	313,166	136,303,721

During the year ended at 31 December 2016, the Group acquired 50% of the share capital of IVN - Serviços Partilhados, SA, which owns the Salsa brand. This transaction generated an impact on non-controlling interests in the amount of 27.3 million euro.

As at 31 December 2015 were acquired 42.949 participation units of Fundo de Investimento Imobiliário Fechado Imosede by the amount of 34.1 million euro to a related entity.

As at 31 December 2016 and 2015, aggregate financial information of subsidiaries with non-controlling interests is as follows:

				31 Dec 20	16			
		Retail		Sonae IM			Others	
	Real Estate Investment Funds	IVN - Serviços Partilhados, SA (consolidated)	Others	Sonaecom, SGPS, SA (consolidated)	MDS, SGPS, SA (consolidated)	Others	Others	Total
Total Non-Current Assets Total Current Assets	126,179,640 2,078,376	120,393,539 41,911,123	15,576,385 19,957,275	792,852,930 291,110,185	51,156,904 15,432,124	33,000,472 32,820,394	1,508,979 3,324,314	1,140,668,849 406,633,791
Total Non-Current Liabilities Total Current Liabilities	- 2,446,658	66,491,618 35,359,162	12,662,084 13,718,807	18,105,369 48,714,128	22,290,402 23,792,285	1,567,798 22,760,314	1,030,658 1,089,114	122,147,929 147,880,468
Equity	125,811,358	60,453,882	9,152,769	1,017,143,618	20,506,341	41,492,754	2,713,521	1,277,274,243

			31 Dec 2015	Restated			
	Ret	ail		Sonae IM	Others		
	Real Estate Investment Funds	Others	Sonaecom, SGPS, SA (consolidated)	MDS, SGPS, SA (consolidated)	Others	Others	Total
Total Non-Current Assets	133,323,996	11,844,726	749,082,651	53,545,741	33,631,689	21,008,412	1,002,437,215
Total Current Assets	6,550,991	9,724,769	317,293,705	18,940,941	28,328,550	2,686,446	383,525,402
Total Non-Current Liabilities	615,165	6,301,046	13,241,024	25,711,189	3,671,207	20,424,752	69,964,383
Total Current Liabilities	9,778,664	8,802,128	49,548,792	23,697,635	18,378,267	660,689	110,866,175
Equity	129,481,158	6,466,321	1,003,586,540	23,077,858	39,910,765	2,609,417	1,205,132,059

				31 Dec 201	.6			
	Retail				Sonae IM		Others	
	Real Estate Investment Funds	IVN - Serviços Partilhados, SA (consolidated)	Others	Sonaecom, SGPS, SA (consolidated)	MDS, SGPS, SA (consolidated)	Others	Others	Total
Turnover	7,271	61,438,992	66,759,242	117,348,677	46,645,890	73,239,154	225,399	365,664,625
Other operating income	30,950,747	591,877	1,881,398	8,543,645	795,268	2,861,129	1,076,585	46,700,649
Operating expenses	(3,697,288)	(52,261,313)	(65,267,406)	(135,551,672)	(45,991,614)	(74,048,898)	(787,013)	(377,605,204)
Financial results	(26,139)	(748,060)	(677,604)	(7,080,738)	(1,381,359)	(150,605)	8,124	(10,056,381)
Gains or losses on joint and associated ventures	-	-	-	53,829,591	210,743	-	-	54,040,334
Investment results	-	-	59	1,771,968	(7,216,342)	-	-	(5,444,315)
Taxation	(1,704,782)	(2,681,646)	(125,105)	13,894,134	(208,023)	(455,560)	(87,634)	8,631,384
Consolidated profit/(Loss) for the period	25,529,809	6,339,850	2,570,584	52,755,605	(7,145,437)	1,445,220	435,461	81,931,092
Profit/(Loss) from discontinuing operations	-	(409,391)	-	-	-	-	-	(409,391)
Other comprehensive income for the period	-	-	(284,043)	(2,288,784)	2,329,701	57,480	156,149	(29,497)
Total comprehensive income for the period	25,529,809	5,930,459	2,286,541	50,466,821	(4,815,736)	1,502,700	591,610	81,492,204

			31 [	Dec 2015 Restated			
	Retai	il		Sonae IM		Others	
	Real Estate Investment Funds	Others	Sonaecom, SGPS, SA (consolidated)	MDS, SGPS, SA (consolidated)	Others	Others	Total
Turnover	18,740,471	62,904,340	142,832,610	45,545,815	72,032,603	1,210,287	343,266,126
Other operating income	11,475,198	1,299,071	7,489,093	1,039,865	3,322,915	610,783	25,236,925
Operating expenses	(4,617,231)	(62,650,787)	(136,487,184)	(48,766,152)	(73,846,196)	(949,296)	(327,316,846)
Financial results	8,286	(696,349)	3,783,578	1,316,978	(174,790)	45,146	4,282,849
Gains or losses on joint and associated ventures	-	-	17,718,964	-	-	-	17,718,964
Investment results	-	43	1,519,480	(3,766,196)	-	-	(2,246,673)
Taxation	(3,100,208)	(128,300)	(2,289,495)	234,203	31,683	(90,015)	(5,342,132)
Consolidated profit/(Loss) for the period	22,506,516	728,018	34,567,046	(4,395,487)	1,366,215	826,905	55,599,213
Other comprehensive income for the period	(19)	48,018	(1,286,335)	(1,656,325)	(69,114)	1	(2,963,774)
Total comprehensive income for the period	22,506,497	776,036	33,280,711	(6,051,812)	1,297,101	826,906	52,635,439

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## 24 LOANS

As at December 2016 and 2015, loans are made up as follows:

	31 Dec	2016	31 Dec 201	5 Restated
	Outstandin	g amount	Outstandin	g amount
	Current	Non Current	Current	Non Current
Bank loans				
Sonae, SGPS, SA - commercial paper	162,000,000	144,000,000	159,300,000	180,000,000
Sonae Investimentos, SGPS,SA - commercial paper	148,000,000	121,000,000	60,000,000	160,000,000
Sonae Investimentos affiliated /2014/2020	-	50,000,000	-	50,000,000
Sonae Investimentos affiliated /2015/2020	-	55,000,000	-	55,000,000
Sonae Investimentos affiliated /2015/2019	5,000,000	35,000,000	-	25,000,000
Sonae Holding affiliated /2014/2018	-	40,000,000	-	40,000,000
Sonae Holding affiliated /2014/2021	-	30,000,000	-	30,000,000
MDS, SGPS, SA - commercial paper	6,875,000	13,125,000	5,250,000	14,950,000
MDS SGPS, SA affiliated / 2011/2016	4,081,000	-	3,131,055	3,247,020
Others	6,678,849	20,540,714	18,363,592	8,631,589
	332,634,849	508,665,714	246,044,647	566,828,609
Bank overdrafts (Note 20)	17,730,231	-	12,611,120	-
Up-front fees beard with the issuance of borrowings	-	(781,540)	-	(521,997)
Bank loans	350,365,080	507,884,174	258,655,767	566,306,612
Bonds				
Bonds Sonae SGPS / 2014/2018	-	-	-	60,000,000
Bonds Sonae SGPS / 2014/2020	-	-	-	50,000,000
Bonds Sonae SGPS / 2015/2022	-	100,000,000	-	100,000,000
Bonds Sonae SGPS / 2016/2023	-	60,000,000	-	-
Bonds Sonae Investments BV / 2014/2019	-	198,892,884	-	194,535,791
Bonds Sonae Investimentos SGPS/ 2012/2017	-	-	50,000,000	95,000,000
Bonds Sonae Investimentos/ June 2013/2018	-	50,000,000	-	50,000,000
Bonds Sonae Investimentos / December 2015/2020	-	50,000,000	-	50,000,000
Bonds Sonae Investimentos/ May 2015/2020	-	75,000,000	-	75,000,000
Bonds Sonae Investimentos/ December 2015/2020	-	30,000,000	-	30,000,000
Bonds Sonae Investimentos/ June 2016/2021	-	95,000,000	-	-
Bonds Sonae Investimentos/ September 2016/2021	3,000,000	12,000,000	-	-
Bonds IVN 2016/2023	5,000,000	30,000,000	-	-
Up-front fees beard with the issuance of borrowings	(1,483)	(5,089,605)	(37,919)	(6,973,692)
Bonds	7,998,517	695,803,279	49,962,081	697,562,099
Other loans	1,411,067	4,676,660	1,092,795	5,764,682
Derivates (Note 26)	358,117	-	860,503	-
Other loans	1,769,184	4,676,660	1,953,298	5,764,682
Obligations under finance leases (Note 25)	1,079,629	1,463,520	3,691,782	3,231,481
J	361,212,410	1,209,827,633	314,262,928	1,272,864,874

In June 2014, a subsidiary of Sonae SGPS, SA issued bonds which may be convertible (Sonae Investments BV 2014/2019) in Sonae shares already issued and fully subscribed or to be later on issued.

The fair value of the Equity component of this compound instrument was valued at 22,313,000 euro at 31 December 2014 and it was determined by an independent entity from Sonae, taking into consideration the fair value of similar non- convertible financial instruments, having been estimated a market interest rate to establish the amortized cost of this financial liability. This process of measurement represents a Level 3 fair value measurement according to IAS 39. The liability component is recorded at the amortized cost based on the market rate.

The Bonds were issued at par with a nominal value of 100,000 euro per bond, (2.105 euro per bond) with a maturity of 5 years and with a fixed coupon of 1.625% per year, paid in arrears and semi-annually.

The bonds can be converted at the request of the bondholder when the Sonae SGPS, SA share price, in accordance with the technical data sheet, exceeds 1,656 euro per share. This price is subject to adjustments in accordance with the market practices, in particular when the dividend exceeds 0.0287 euro per share.

It is estimated that the book value of all loans does not differ significantly from its fair value, determined based on discounted cash flows methodology, with the exception the convertible bond loan into shares whose fair value is determined by the market price at the balance sheet date.

Bonds and bank loans bear an average interest rate of 1.32% (2.05% as at 31 December 2015). Most of the bonds and bank loans have variable interest rates indexed to Euribor.

The derivatives are recorded at fair value (Note 26).

The loans face value, maturities and interests are as follows (including obligations under financial leases):

	31 Dec 3	2016	31 Dec 2015	Restated
	Capital	Interests	Capital	Interests
N+1 <sup>a)</sup>	360,854,294	19,864,500	313,440,344	29,983,095
N+2	134,813,933	17,251,598	225,888,798	23,804,943
N+3	263,494,503	13,667,802	193,792,207	19,056,285
N+4	334,769,210	10,026,308	331,879,992	11,253,904
N+5	286,814,675	5,171,670	377,426,614	7,563,322
After N+5	207,415,055	2,914,747	167,337,162	2,915,204
	1.588.161.670	68.896.625	1.609.765.117	94.576.753

a) Includes amounts drawn under commercial paper programs when classified as current liabilities.

The maturities above were estimated in accordance with the contractual terms of the loans, and taking into account Sonae's best estimated regarding their reimbursement date and include the amount to be paid in 2019 related to the convertible bond updated to the referred date and whose fair value of unamortized liabilities amounted to 11.6 million euros (17 million euros at 31 December 2015).

As at 31 December 2016 there are financial covenants included in borrowing agreements at market conditions, and which at the date of this report are in regular compliance.

As at 31 December 2016, Sonae has, as detailed below, cash and cash equivalents in the amount of 341 million euro (283 million euro in 2015) and available credit lines as follows:

	31 Dec	31 Dec 2016		L5 Restated
	Commitments of less than one year	Commitments of more than one year	Commitments of less than one year	Commitments of more than one year
Unused credit facilities				
Retail	52,769,017	348,000,000	60,806,401	340,000,000
Sonae IM	-	1,250,000	2,481,663	1,050,000
Sonae Holding	56,695,242	90,000,000	59,395,242	-
	109,464,259	439,250,000	122,683,306	341,050,000
Agreed credit facilities				
Retail	218,260,000	511,000,000	142,060,000	535,000,000
Sonae IM	6,625,000	14,625,000	7,505,648	17,250,000
Sonae Holding	218,695,242	184,000,000	143,695,242	180,000,000
	443,580,242	709,625,000	293,260,890	732,250,000

## 25 OBLIGATIONS UNDER FINANCE LEASES

As at 31 December 2016 and 2015, Obligations under finance leases are as follows:

Obligations under finance leases	Minimum finance lease payments		Present value of minimum finance leas payments	
Amounts under finance leases:	31 Dec 2016	31 Dec 2015 Restated	31 Dec 2016	31 Dec 2015 Restated
N+1	1,138,417	3,856,053	1,079,629	3,691,782
N+2	805,044	1,377,738	782,989	1,323,273
N+3	514,564	806,098	506,810	777,559
N+4	137,695	538,020	136,601	522,957
N+5	36,514	432,708	36,349	426,493
After N+5	771	181,697	771	181,199
	2,633,005	7,192,314	2,543,149	6,923,263
Future Interests	(89,856)	(269,051)		
	2,543,149	6,923,263		
Current obligations under finance leases			1,079,629	3,691,782
Non-current obligations under finance leases			1,463,520	3,231,481

Finance leases contracts are agreed at market interest rates, have defined periods and include an option for the acquisition of the related assets at the end of the period of the agreement.

As at 31 December 2016 and 2015, the fair value of finance leases is close to its carrying amount.

Obligations under finance leases are guaranteed by related assets.

As at 31 December 2016 and 2015, accounting net value of assets acquired under finance leases can be detailed as follows:

Property leasing object	31 Dec 2016	31 Dec 2015 Restated
Lands and buildings	360,323	11,086,165
Plant and machinery	1,008,857	551,691
Vehicles	720,726	19,079
Fixture and Fittings	573,093	901,114
Total tangible assets	2,662,999	12,558,049
Software	378,670	359,947
Total intangible assets	378,670	359,947
	3,041,669	12,917,996

As at 31 December 2016, the acquisition cost of tangible and intangible assets amounted to 4,556,218 euro (30,110,337 euro as at 31 December 2015).

As at 31 December 2015, among the assets leased there are net assets amounting to 10,816,240 euro related to Worten stores in Spain that were transferred to the caption "Non-Current Assets Held for Sale" and disposed during 2016.

## 26 DERIVATIVES

## **Exchange rate derivatives**

Sonae uses exchange rate derivatives, essentially to hedge future cash flows that will occur in the next 12 months.

Therefore, Sonae entered several exchange rate forwards in order to manage its exchange rate exposure.

The fair value of exchange rate derivatives hedging instruments, calculated based on present market value of equivalent financial instruments of exchange rate, is 358.117 euro as liabilities (860,503 euro as at 31 December 2015) and 4.207.972 euro as assets (1,983,962 euro as at 31 December 2015).

The accounting of the fair value for these financial instruments was made taking into consideration the present value at financial position statement date of the forward settlement amount in the maturity date of the contract. The settlement amount considered in the valuation, is equal to the currency notional amount (foreign currency) multiplied by the difference between the contracted forward exchange rate and the forward exchange market rate at that date as at the valuation date.

Losses in the period arising from changes in the fair value of instruments that do not qualify for hedging accounting treatment were recorded directly in the income statement in the captions "Others Financial income" or "Financial expenses".

Gains and losses for the year associated with the change in market value of derivative instruments are recorded under the caption "Hedging reserve" when considered cash flow hedging and when considered as fair value hedging are recorded under the caption "Financial income" or "Financial expenses".

## Interest rate derivatives

Sonae does not have any interest rate hedging derivatives recorded as at 31 December 2016.

## Interest rate and exchange rate derivatives

As at 31 December 2016 no contracts existed, related to interest rate and exchange rate derivatives simultaneously.

## Fair value of derivatives

The fair value of derivatives is detailed as follows:

	Assets		Liabilities	
Hedging derivatives	31 Dec 2016	31 Dec 2015 Restated	31 Dec 2016	31 Dec 2015 Restated
Derivatives not qualified as hedging Exchange rate	4,207,972	1,983,962	358,117	860,503
Derivates qualified as pending Exchange rate	-	522,125	-	-
	4,207,972	2,506,087	358,117	860,503

## 27 OTHER NON-CURRENT LIABILITIES

As at 31 December 2016 and 2015 "Other non-current liabilities" are made up as follows:

	31 Dec 2016	31 Dec 2015 Restated
Shareholders loans	415,382	2,780,947
Fixed assets suppliers	406,872	604,822
Other non-current liabilities	1,720,153	2,095,698
Financial instruments (Note 7)	2,542,407	5,481,467
Deferral of the disposal of the extended warranties in the Sonae SR segment (Note 2.16)	15,101,455	28,196,895
Accruals and deferrals	3,913,526	2,350,518
Other non-current liabilities	21,557,388	36,028,880

The caption "Shareholder loans" relates to loans in affiliated undertakings in the Retail, and Sonae IM operating segments. These liabilities do not have a defined vesting date and bear interests at variable market rates.

The carrying amount of "Other non-current liabilities" is estimated to be approximately its fair value.

## **28 SHARE-BASED PAYMENTS**

In 2016 and in previous years, Sonae in accordance with the remuneration policy described in the corporate governance report granted deferred performance bonus to its directors and eligible employees. These are either based on shares to be acquired at nil cost or with discount, three years after they were attributed to the employee, or based on share options with the period price equal to the share price at the grant date, to be exercised three years later. In both cases, the acquisition can be exercised during the period commencing on the third anniversary of the grant date and the end of that year.

As at 31 December 2016, all Sonae Holding share plans responsibilities are accounted in the statement of financial position under "other reserves" and in the Profit and Loss statement under caption "staff costs". They are recognized at the shares fair value on the grant date, concerning the 2016, 2015 and 31 December 2014. Share-based payments costs are recognized on a straight line basis between the grant and the settlement date.

As at 31 December 2016 and 2015, the number of attributed shares related to the assumed responsibilities arising from share based payments, which have not yet vested, can be detailed as follows:

		Sonae SGPS		Number	of shares
Grant year	Vesting year	Number of participants	Share price on date of assignment	31 Dec 2016	31 Dec 2015
2013	2016	-	0.701	-	5,404,038
2014	2017	233	1.024	4,340,464	4,306,697
2015	2018	253	1.048	3,619,285	3,784,460
2016	2019	277	0.97	4,964,016	-
				12,923,765	13,495,195

During the period ending 31 December 2016 the movements on the above mentioned share based plans were the following:

	Sonae	Shares
	Aggregate number of participants	Number of shares
Balance as at 31 December 2015	625	13,495,195
Grant	293	5,444,776
Vesting	(100)	(5,554,138)
Canceled /extinct / corrected / transferred <sup>(1)</sup>	(55)	(462,068)
Closing balance as at 31 December 2016	763	12,923,765

(1) Corrections are made on the basis of the dividend paid and the changes of share capital and other equity adjustments.

As at 31 December 2016 and 2015, the fair value of total liabilities on the date of allocation arising from share based payments, which have not yet vested, may be summarized as follows:

		Fair value *		
		31 Dec 2016	31 Dec 2015	
Grant year	Vesting year	Sonae SGPS	Sonae SGPS	
2013	2016	-	5,663,432	
2014	2017	4,210,250	3,008,946	
2015	2018	2,340,471	1,322,038	
2016	2019	1,605,032	-	
	Total	8,155,753	9,994,416	

\* Share market value as of 31 December 2016 and 2015.

As at 31 December 2016 and 2015 the financial statements include the following amounts corresponding to the period elapsed between the date of granting and those dates for each deferred bonus plan, which has not yet vested:

	31 Dec 2016	31 Dec 2015
Recorded in staff costs in the current period	1,785,772	2,024,040
Recorded in previous years	6,825,062	6,312,164
	8,610,834	8,336,204
Recorded value in Other reserves	8,610,834	8,336,204
	8,610,834	8,336,204

## 29 TRADE CREDITORS

As at 31 December 2016 and 2015 Trade creditors are as follows:

		Payable to	
	31 Dec 2016	up to 90 days	more than 90 days
Trade creditors - current account			
Retail			
Sonae MC	659,474,549	659,474,549	-
Sonae SR			
Worten	309,637,742	309,637,742	-
Sports & Fashion	57,481,628	57,331,354	150,274
Sonae RP	79,059	55,417	23,642
Sonae IM	27,016,297	26,965,493	50,804
Sonae Holding	3,242,400	2,923,177	319,223
	1,056,931,675	1,056,387,732	543,943
Trade creditors - Invoice Accruals	79,723,572	79,723,572	-
	1,136,655,247	1,136,111,304	543,943

		Рауа	ble to
	31 Dec 2015 Restated	up to 90 days	more than 90 days
Trade creditors - current account			
Retail			
Sonae MC	657,824,997	657,824,997	-
Sonae SR			
Worten	327,599,593	327,593,062	6,531
Sports & Fashion	43,748,550	43,748,407	143
Sonae RP	142,412	142,412	-
Sonae IM	28,946,024	28,921,793	24,231
Sonae Holding	5,696,186	5,607,159	89,027
	1,063,957,762	1,063,837,830	119,932
Trade creditors - Invoice Accruals	97,739,438	97,739,438	-
	1,161,697,200	1,161,577,268	119,932

As at 31 December 2016 and 2015 this caption includes amounts payable to suppliers resulting from Sonae operating activity. The Board of Directors believes that the fair value of these balances does not differ significantly from its book value and the effect of discounting these amounts is not material.

The company maintains cooperation agreements with financial institutions in order to enable the suppliers of retail segment, Sonae MC and Sonae SR, to access to an advantageous tool for managing their working capital, upon confirmation by Sonae of the validity of credits that suppliers hold on it. Under these agreements, some suppliers freely engage into contracts with these financial institutions that allow them to anticipate the amounts receivable from these retail subsidiaries, after confirmation of the validity of such receivables by these companies. These retail subsidiaries consider that the economic substance of these financial liabilities does not change, therefore these liabilities are kept as accounts payable to Suppliers until the normal maturity of these instruments under the general supply agreement established between the company and the supplier, whenever (i) the maturity corresponds to a term used by the industry in which the company operates, this means that there are no significant differences between the payment terms established with the supplier and the industry , and (ii) the company does not have net costs related with the anticipation of payments to the supplier when compared with the payment within the normal term of this instrument.

## **30 OTHER CREDITORS**

As at 31 December 2016 and 2015, the caption "Other creditors" is detailed as follows:

		Payable to		
	31 Dec 2016	up to 90 days	90 to 180 days	more than 180 days
Fixed assets suppliers	67,208,877	65,926,664	600,122	682,091
Other debts	133,431,355	44,299,688	1,104,459	88,027,208
	200,640,232	110,226,352	1,704,581	88,709,299
Related undertakings	-	-	-	-
	200,640,232	110,226,352	1,704,581	88,709,299

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	1		Payable to	
	31 Dec 2015 Restated	up to 90 days	90 to 180 days	more than 180 days
Fixed assets suppliers	44,750,697	42,948,045	486,180	1,316,472
Other debts	154,763,112	43,421,700	6,639,830	104,701,582
	199,513,809	86,369,745	7,126,010	106,018,054
Related undertakings	-	-	-	-
	199,513,809	86,369,745	7,126,010	106,018,054

The caption "Other debts" includes:

- 87,721,109 euro (103,602,523 euro as at 31 December 2015) relating to the fair value of the shares covered by Sonae Holding financial derivative referred to in Note 22;

- 8,344,127 euro (14,219,757 euro as at 31 December 2015) of attributed discounts not yet redeemed related to loyalty card "Cartão Cliente";

- 15,042,306 euro (14,365,559 euro as at 31 December 2015) related to vouchers, gift cards and discount tickets not yet redeemed;

- 3,992,919 euro (3,176,938 euro as at 31 December 2015) related to amounts payable to Sonae Distribuição Brasil. S.A. buyer as result of responsibilities assumed with that entity (Note 32);

- 4,430,926 euro (7,174,939 euro as at 31 December 2015) relating to amounts payable to insurance companies, insurance buyers and insurance agents; and

- 811,244 euro (386,111 euro as at 31 December 2015) relating to amounts payable associated to reinsurance operations.

As at 31 December 2016 and 2015, this caption includes payable amounts to other creditors and fixed assets suppliers that do not bear interest. The Board of Directors understands that the fair value of these payables is similar to its book value and the result of discounting these amounts is immaterial.

## **31 OTHER CURRENT LIABILITIES**

As at 31 December 2016 and 2015, "Other current liabilities" are made up as follows:

	31 Dec 2016	31 Dec 2015 Restated
Holiday pay and bonus	122,568,080	111,077,895
Other external supplies and services	32,121,742	41,018,028
Deferred Revenue of warranty extension (Note 2.16)	45,073,283	24,471,084
Marketing expenses	11,807,052	14,159,475
Charges made on the sale of real estate (Notes 2.6.c) and 8)	17,558,769	10,031,166
Advance receipts from Trade Receivables	10,615,437	8,407,899
Rentals	8,092,102	6,773,465
Expenses on purchases	6,238,536	5,270,530
Interest payable	2,449,632	5,022,010
Insurance payable	632,982	1,745,005
Others	13,842,767	10,498,254
	271,000,382	238,474,811

# 32 PROVISIONS AND ACCUMULATED IMPAIRMENT LOSSES

Movements in Provisions and impairment losses over the period ended 31 December 2016 and 2015 are as follows:

Caption	Balance as at 31 Dec 2015 Restated	Increase	Decrease	Acquisition of subsidiaries	Balance as at 31 Dec 2016
Accumulated impairment losses on investments (Note 11 and 12)	1,886,603	7,249,229	(81,256)	-	9,054,576
Impairment losses on fixed tangible assets (Note 8)	133,564,363	8,964,672	(23,428,814)	-	119,100,221
Impairment losses on intangible assets (Note 9)	1,497,024	1,141,737	-	-	2,638,761
Accumulated impairment losses on trade account receivables (Note 15)	7,119,812	3,241,294	(2,360,331)	2,271,505	10,272,280
Accumulated impairment losses on other current debtors (Note 16)	11,566,045	594,402	(4,596,353)	34,660	7,598,754
Non - current provisions	39,710,058	6,971,026	(25,979,216)	5,146,250	25,848,118
Current provisions	3,083,990	674,607	(199,889)	-	3,558,708
	198,427,895	28,836,967	(56,645,859)	7,452,415	178,071,418

Caption	Balance as at 31 Dec 2014 Restated	Increase	Decrease	Transfers and other mouvements	Balance as at 31 Dec 2015 Restated
Accumulated impairment losses on investments (Note 11 and 12)	6,301,835	1,613,342	(2,262,691)	(3,765,883)	1,886,603
Impairment losses on fixed tangible assets (Note 8)	143,623,367	1,269,175	(11,398,562)	70,383	133,564,363
Impairment losses on intangible assets	1,497,101	-	(77)	-	1,497,024
Accumulated impairment losses on trade account receivables (Note 15)	7,540,929	1,814,275	(2,635,392)	400,000	7,119,812
Accumulated impairment losses on other debtors (Note 16)	14,955,612	1,550,358	(4,939,925)	-	11,566,045
Non - current provisions	36,489,900	21,727,202	(15,607,913)	(2,899,131)	39,710,058
Current provisions	3,724,196	1,105,083	(1,745,289)	-	3,083,990
	214,132,940	29,079,435	(38,589,849)	(6,194,631)	198,427,895

## As at 31 December 2016 and 2015 increases in Provisions and impairment losses are as follows:

	31 Dec 2016	31 Dec 2015
Provisions and impairment losses in the income statement Provisions for severance payments	17,300,593	13,074,208 2,089,303
Impairment losses on "Other investments" (Note 12)	7,249,229	1,613,342
Technical reinsurance provisions	651,577	11,665,197
Currency translation	2,726,895	-
Others	908,673	637,385
	28,836,967	29,079,435

As at 31 December 2016 and 2015 the value of decreases in provisions and impairment losses can be detailed as follows:

	31 Dec 2016	31 Dec 2015
Provisions and impairment losses reversal (Note 38)	(11,229,959)	(11,112,665)
Direct use of impairments on accounts receivable	(3,516,197)	(3,331,669)
Compensation receivable from Walmart	-	(9,607,850)
Technical provisions on reinsurance	(20,053,711)	-
Direct use and reversals recorded in tangible assets	(7,448,463)	(10,695,475)
Direct use and reversals recorded in Non-Current		
Assets held for sale (Note 21)	(13,949,808)	-
Impairment reversal in financial investments	(81,256)	(2,262,691)
Ohers responsibilities	(366,465)	(1,579,499)
	(56,645,859)	(38,589,849)

As at 31 December 2016 and 2015, the Current and Non-Current provisions for other risks and charges can be analysed current and non-current details are as follows:

	31 Dec 2016	31 Dec 2015 Restated
Technical provisions on reinsurance (a)	1,061,465	20,463,598
Future liabilities relating to retail subsidiaries operations sold in Brazil	8,521,318	6,779,929
Clients guarantees (c)	1,449,195	3,363,334
Judicial claims	2,270,177	3,558,791
Contingent liabilities for subsidiaries acquired (Notes 5.1 and 5.4)	7,811,959	900,000
Others responsibilities	8,292,712	7,728,396
	29 406 826	42,794,048

- (a) Amounts included in "Technical provisions on reinsurance" relate to a group's company that operates in the non-life reinsurance industry in which the amount of the provision is related to provisions for outstanding claims. The amount to be recovered from the reinsurance companies is recorded in the captions "Reinsurer's share of technical provisions" (Note 13) and "Other Debtors" (Note 18);
- (b) The caption non-current provisions includes 8,521,318 euro (6,779,929 euro as at 31 December 2015), relating to non-current contingencies assumed by the Company, when it sold its subsidiary Sonae Distribuição Brasil, S.A. in 2005. The evolution of the provision between years is associated with the evolution of the real against the euro. This provision is being used as the liabilities are materialized, being constituted based on the best estimate of the expenses to be incurred with such liabilities and that result from a significant set of processes of a civil and labor nature and of small value;
- (c) The caption "Non-current provisions" and "Current provisions" includes as at 31 December 2016 the estimated liabilities incurred by the Group on the sale of own brand products in the stores of the Specialized Retail business segments in the amount of 1,449,195 euro (3,363,334 euro as at 31 December 2015 which amount also includes warranty extension programs granted for a period of one to three years after the end of the legal mandatory warranty.

Impairment losses are deducted from the book value of the corresponding asset.

## **33 CONTIGENT ASSETS AND LIABILITIES**

As at 31 December 2016 and 2015, major contingents liabilities exposed are as follows:

## - Guarantees and sureties given

	31 Dec 2016	31 Dec 2015
Guarantees given:		
on tax claims	1,153,774,789	1,083,444,776
on judicial claims	887,275	695,238
on municipal claims	8,048,110	8,268,603
contractual guaranties by proper compliance	21,516,088	17,445,799
others guarantees	9,261,512	4,824,720

## a) Tax claims

The main tax claims with bank guarantees given or sureties associated are as follows:

- Some retail operating segment subsidiaries of the Company granted guarantees in favor of the Portuguese Tax Administration, associated with tax claims for additional VAT payment amounting to 556.7 million euro (520 million euro as at 31 December 2015) related to the period from 2004 to 2013, which the Company has presented, or has the intention of presenting, a tax appeal. The increase in the value of guarantees and securities provided in relation to the previous year, mainly result from additional tax assessments over 2012 and 2013. Portuguese tax authorities claim that the Company should have invoiced VAT related to promotional discounts invoiced to suppliers which depend on the purchases made by the Group during the year, as it considers that the discounts correspond to services rendered by the company. Tax authorities also claim that the company should not have deducted VAT from discount vouchers used by its non-corporate clients;

- The caption guarantees given on tax claims include guarantees granted, in the amount of 142.9 million euro (144.3 million euro as at 31 December 2015), in favor of Tax authorities regarding 2007 up to 2013. Concerning these guarantees, the most significant amount relates to an increase in equity arising on the disposal of own shares to a third party in 2007, as well as to the disregard of the reinvestment concerning capital gains in share disposal, and the fact that demerger operations must be disregarded for income tax purposes. The Company has presented an appeal against this additional tax claim, being the Board of Directors understanding, based on its advisors assessment, that such appeal will be favourable.

- Sureties in the amount of, approximately, 60 million euro as a result of a tax appeal presented by the Company concerning an additional tax assessment by Tax authorities, relating to 31 December 2005, following the correction of taxable income for that period as Tax authorities did not accept the recognition of tax losses incurred after the liquidation of a subsidiary of Sonae Investimentos, since it considered that the cover of losses in that subsidiary should not be part of its acquisition cost, which is not in accordance with previous assessments of Tax Authorities.

- Sureties in the amount of, approximately 50 million euro, following a tax appeal presented by the Company concerning additional tax assessments made by Tax authorities, relating to 31 December 2002, which refer to the non-acceptance by Tax authorities of tax losses arising on the sale and liquidation of a subsidiary of the Group;

- Fiscal lawsuit related to rent tax, concerning a subsidiary of the Company in Brazil, in the amount of, approximately, 19.1 million euro (65.6 million Brazilian real), which is being judged by a tax court, for which there were granted guarantees in the amount of 48.4 million euro (165.9 million Brazilian real). The difference between the value of the contingency and the value of the guarantee relates with the update of the related responsibility.

# b) Contingent assets and liabilities related to tax claims paid under regularization programs of tax debts

Within the framework of regularization of tax debts to Tax Authorities, (Outstanding Debts Settlement of Tax and Social Security - Decree of Law 151-A/2013 e Decree of Law 248-A), the Group made tax payments in the amount of, approximately, 26.3 million euro, having the respective guarantees been eliminated. The related tax appeals continue in courts, having the maximum contingencies been reduced through the elimination of fines and interests related with these tax assessments.

As permitted by law, the Group maintains the legal proceedings, in order to establish the recovery of those amounts, having recorded as an asset the amounts related with income taxes paid under those plans (Note 13).

## c) Other contingent liabilities

- Contingent liabilities related to discontinued activities in subsidiaries in Brazil

Following the disposal of a subsidiary in Brazil, Sonae guaranteed to the buyer of the subsidiary all the losses incurred by that company arising on unfavorably decisions not open for appeal, concerning tax lawsuits on transactions that took place before the sale date (13 December 2005) and that exceed 40 million euro. As at 31 December 2016, the amount claimed by the Brazilian Tax Authorities, concerning the tax lawsuits still in progress, which the company's lawyers assess as having a high probability of loss, plus the amounts already paid (28.5 million euro) related to programs for the Brazilian State of tax recovery, amount to near 32.4 million euro (31.4 million euro at 31 December 2015). Furthermore, there are other tax assessments totaling 60.8 million euro (44.5 million euro as at 31 December 2015) for which the Board of Directors, based on its lawyers' assessment, understands will not imply future losses to the former subsidiary.

- Contingent liabilities related to joint ventures are disclosed in Note 46.

No provision has been recorded to face risks arising from events related to guarantees given, as the Board of Directors considers that no liabilities will result for Sonae.

## 34 OPERATIONAL LEASE

Minimum lease payments (fixed income) arising from operational leases, in which the Group acts as a lessor, recognized as income during the period ended 31 December 2016 and 2015 amounted to 7,811,239 euro and 8,044,681 euro, respectively.

Additionally, at 31 December 2016 and 2015, Sonae had operational lease contracts, as a lessor, whose minimum lease payments (fixed income) had the following payment schedule:

	31 Dec 2016	31 Dec 2015 Restated
Due in:		
N+1 automatically renewal	2,279,926	2,540,507
N+1	5,333,931	4,206,117
N+2	4,563,589	3,800,458
N+3	3,355,334	3,101,846
N+4	2,453,356	1,942,667
N+5	1,556,643	1,203,964
After N+5	5,179,130	3,617,576
	24,721,909	20,413,135

During the year ended at 31 December 2016, the amount of 135,864,890 euros (109,089,103 euros as of 31 December 2015) was recognized as cost of the year related to rents paid under operating lease agreements in which Sonae acts as lessee.

Additionally, at 31 December 2016 and 2015, Sonae had operational lease contracts, as a lessee, whose minimum lease payments had the following payment schedule:

	31 Dec 2016	31 Dec 2015 Restated
Due in:		
N+1 automatically renewal	32,416,193	22,012,049
N+1	104,309,175	95,153,393
N+2	96,651,908	89,505,303
N+3	91,418,163	85,156,859
N+4	85,821,305	77,672,139
N+5	78,240,242	82,676,284
After N+5	654,336,715	675,098,903
	1,143,193,701	1,127,274,930

At the end of the lease period, the Group has, in certain contracts, the possibility of exercising the option to acquire the assets at its fair value.

# 35 TURNOVER

As at 31 December 2016 and 2015, Turnover is made up as follows:

	31 Dec 2016	31 Dec 2015
Sale of goods	5,120,879,449	4,816,617,320
Sale of products	38,187,961 9,31	
	5,159,067,410	4,825,931,588
Services rendered	217,070,093	188,311,035
Turnover (Note 6)	5,376,137,503	5,014,242,623

# 36 GAINS OR LOSSES ON INVESTMENTS

As at 31 December 2016 and 2015, Gain or losses Investment is made up as follows:

	31 Dec 2016	31 Dec 2015
Dividends	1,864,330	1,694,266
Imoconti disposal (Note 5.3)	6,773,227	-
Raso SGPS disposal Others	- (314,218)	(4,263,823) -
Gains / (losses) on the sale of investments in subsidiaries, joint ventures and associates	6,459,009	(4,263,823)
Gains / (losses) on the sale of investments on available for sale		-
Others	15,340	(31,991)
Impairment of investments in assets available for sale (Notes 12 and 32) Impairment reversal/(losses) on investments	(7,249,229) (7,249,229)	(3,765,155) (3,765,155)
Total income and (expenses) related to investments	1,089,450	(6,366,703)

# **37 NET FINANCIAL EXPENSES**

As at 31 December 2016 and 2015, Net financial expenses are as follows:

	31 Dec 2016	31 Dec 2015
Expenses		
Interest payable		
related with bank loans and overdrafts	(10,815,112)	(13,621,585)
related with non convertible bonds	(15,992,293)	(32,764,404)
related with financial leases	(151,647)	(213,873)
others	(5,959,767)	(6,215,634)
	(32,918,819)	(52,815,496)
Foreign exchange losses	(8,322,338)	(8,537,491)
Losses on fair value of hedge derivatives	(326,290)	-
Up front fees and commissions related to loans	(8,704,662)	(10,456,472)
Others	(2,387,699)	(1,858,822)
	(52,659,808)	(73,668,281)
ncome		
Interest receivable		
related with bank deposits	67,984	116,486
others	720,982	4,029,812
	788,966	4,146,298
Foreign exchange gains	4,725,585	8,157,789
Payments discounts received	37,706	90,737
Gains on disposal of treasury applications (Notes 11.3 and 12)	9,362,946	-
Other financial income	1,012,581	6,942,418
	15,927,784	19,337,242
Fair value adjustment of investments registered at fair value on the income statement (Note 12)	(15,681,846)	22,135,189
Net financial expenses	(52,413,870)	(32,195,850)

As at 31 December 2016, the caption "Gains on disposal of treasury applications" refers to the capital gain generated by the disposal of NOS shares as described in Note 11.

# **38 OTHER INCOME**

As at 31 December 2016 and 2015, the caption "Other Income" is made up as follow:

	31 Dec 2016	31 Dec 2015
Supplementary income	632,776,290	555,390,084
Prompt payment discounts obtained	24,659,986	23,076,701
Foreign currency exchange gains	19,866,574	30,572,567
Own work capitalised (Note 9)	14,569,849	12,276,842
Gains on sales of assets	63,212,743	43,308,584
Provisions and impairment losses reversals (Note 32)	11,229,959	11,112,665
Insurance claims	202,159	890,711
Subsidies	752,282	431,540
Others	5,648,092	6,765,485
	772,917,934	683,825,179

The caption "Supplementary income" relates mainly to promotional campaigns carried out in the stores of retail segment, reimbursed by the Sonae's partners.

Under the caption of "Gains on sales of assets" are included gains related to the operation of "Sale & Leaseback" amounting to 63.1 million euro (42.3 million euro as at 31 de December 2015) (Note 8).

## **39 EXTERNAL SUPPLIES AND SERVICES**

As at 31 December 2016 and 2015, External supplies and services are as follows:

	31 Dec 2016	31 Dec 2015
Rents	171,556,924	142,666,036
Publicity	107,739,895	108,893,120
Electricity	58,234,583	56,931,700
Transports	57,919,088	50,445,107
Services	81,959,619	69,669,969
Subcontracts	23,021,813	21,154,581
Maintenance	25,318,873	25,609,264
Costs with automatic payment terminals	11,877,994	10,826,709
Security	20,373,181	19,875,601
Cleaning up services	23,162,474	21,198,159
Consumables	13,441,395	13,695,024
Travel expenses	18,281,983	17,527,290
Commissions	17,455,304	9,065,282
Insurances	6,731,750	6,140,400
Communications	12,338,472	12,399,213
Home delivery	6,479,543	5,979,094
Others	64,469,819	62,469,983
	720,362,710	654,546,532

# 40 STAFF COSTS

As at 31 December 2016 and 2015, Staff costs are as follows:

	31 Dec 2016	31 Dec 2015
Salaries	575,987,377	522,311,584
Social security contributions	121,691,721	110,442,393
Insurance	11,646,451	10,955,309
Welfare	4,758,559	3,857,910
Other staff costs	17,556,731	17,786,999
	731,640,839	665,354,195

# 41 OTHER EXPENSES

As at 31 December 2016 and 2015, other expenses are as follows:

	31 Dec 2016	31 Dec 2015
Exchange differences	19,697,330	31,263,453
Other taxes	10,954,151	11,027,558
Losses on the sale and write-off of assets	11,857,579	14,765,443
Municipal property tax	1,893,933	2,043,768
Donations	8,068,924	7,381,047
Doubtful debts written-off	858,664	197,395
Others	21,721,688	22,600,119
	75,052,269	89,278,783

# 42 INCOME TAX

As at 31 December 2016 and 2015, income tax is made up as follows:

	31 Dec 2016	31 Dec 2015
Current tax	8,997,173	15,440,828
Deferred tax (Note 19)	17,907,618	5,478,771
	26,904,791	20,919,599

The reconciliation between the profit before Income tax and the tax charge for the years ended 31 December 2016 and 2015 is as follows:

	31 Dec 2016	31 Dec 2015
Profit before income tax	249,308,479	197,695,549
Difference between capital (losses)/gains for accounting and tax purposes	(18,980,321)	(70,239,866)
Gains or losses in jointly controlled and associates companies (Note 11)	(102,115,809)	(88,531,190)
Impairment of goodwill (Note 10)	1,677,383	396,829
Provisions and impairment losses not accepted for tax purposes	7,249,229	6,545,056
Others	-	(2,580,635)
Taxable Profit	137,138,961	43,285,743
Use of tax losses that have not originated deferred tax assets	(14,404,310)	(26,023,297)
Recognition of tax losses that have not originated deferred tax assets	7,034,017	234,335
	129,768,668	17,496,781
Income tax rate in Portugal	21%	21%
	27,251,420	3,674,324
Effect of different income tax rates in other countries	(12,954,292)	(11,587,767)
Effect of the write-off of deferred taxes (Note 19)	28,306,619	17,404,712
Effect of increases or decreases in deferred taxes	45,356	151,107
Effect of change in tax income rate in the calculation of deferred taxes	(17,547,730)	-
Use of tax benefits	(2,985,031)	(1,858,220)
Under/(over) Income tax estimates	(11,431,708)	(3,731,368)
Autonomous taxes and tax benefits	3,618,970	3,140,140
Municipality surcharge	10,542,310	12,006,625
Others	2,058,877	1,720,046
Income tax	26,904,791	20,919,599

# 43 RELATED PARTIES

Balances and transactions with related parties during the periods ended 31 December 2016 and 2015 are as follows:

	Sales and services rendered Purchases and services ob		vices obtained	
Transactions	31 Dec 2016	31 Dec 2015	31 Dec 2016	31 Dec 2015
Parent Company	210,773	224,026	716,561	772,551
Jointly controlled companies	17,667,706	18,209,969	44,892,547	48,314,600
Associated companies	34,859,664	33,145,186	13,688	2,424,400
Other related parties	58,863,841	63,239,983	19,679,076	23,055,149
	111,601,984	114,819,164	65,301,872	74,566,700

	Interest	Interest income		Interest expenses	
Transactions	31 Dec 2016	31 Dec 2015	31 Dec 2016	31 Dec 2015	
Parent Company	-	-	168,233	72,256	
Jointly controlled companies	-	332,379	-	-	
Associated companies	-	-	-	-	
Other related parties	-	-	63,538	322,393	
		332,379	231,771	394,649	

	Accounts	Accounts receivable		payable
Balances	31 Dec 2016	31 Dec 2015 Restated	31 Dec 2016	31 Dec 2015 Restated
Parent Company	25,136	65,568	688,294	611,479
Jointly controlled companies	29,377,178	16,621,469	15,192,431	10,403,025
Associated companies	6,583,207	4,024,521	147,945	1,868,694
Other related parties	16,965,780	17,816,186	10,405,360	7,431,116
	52,951,301	38,527,744	26,434,030	20,314,314
		Loa	ans	
	Obta	ained	Grant	ted
Balances	31 Dec 2016	31 Dec 2015 Restated	31 Dec 2016	31 Dec 2015 Restated

		nestatea		nestatea
Parent Company	-	-	-	-
Jointly controlled companies	1,000	1,000	-	-
Associated companies	-	-	-	-
Other related parties	442,382	2,887,573	3,570	3,570
	443,382	2,888,573	3,570	3,570

During the year ended at 31 December 2016, Sonaecom disposed its direct interest in NOS (2.14%) to ZOPT. This operation generated a gain of 18,725,887 euro. 50% of this gain were accounted under the caption "Financial income and gains" and the remaining 50% written off against reserves (Note 12).

In December 2016, the Group disposed its subsidiary Imoconti - Sociedade Imobiliária, SA to a related entity of the Sonae Sierra group. This operation generated a financial contribution of 21 million euro and a gain of 6.9 million euro (Note 36).

The caption "Other related parties" includes Sonae Sierra SGPS, SA, Zopt SGPS, SA, Sonae Industria, SGPS, SA and Sonae Capital, SGPS, SA affiliated, associated and jointly controlled companies, and also other shareholders of affiliated companies or jointly controlled companies of Sonae, as well as other affiliated companies of the ultimate parent company Efanor Investimentos, SGPS, SA.

The remuneration of the members of the Board of Directors of the parent company and of the employees with strategic management responsibility, earned in all Sonae companies for the years ended at 31 December 2016 and 2015, is composed as follows:

	31 Dec 2016		31 Dec 2015	
	Board of Directors	Strategic direction <sup>(a)</sup>	Board of Directors	Strategic direction (a)
Short-term employee benefits	1,274,000	6,700,385	1,489,027	6,458,079
Share-based payments	394,400	2,101,900	455,100	1,955,300
	1,668,400	8,802,285	1,944,127	8,413,379

(a) Includes personnel responsible for the strategic management of the companies of Sonae (excluding members of the Board of Directors of Sonae Holding).

## 44 EARNING PER SHARE

Earnings per share for the periods ended 31 December 2016 and 2015 were calculated taking into consideration the following amounts:

	31 Dec 2016		31 Dec 2015
	Continuing Operations	Descontinuing Operations	Continuing Operations
Net profit			
Net profit taken into consideration to calculate basic earnings per share (consolidated profit for the period)	215,278,645	(204,696)	175,306,228
Effect of dilutive potential shares	-	-	-
Interest related to convertible bonds (net of tax)	7,778,796	-	7,568,999
Net profit taken into consideration to calculate diluted earnings per share	223,057,441	(204,696)	182,875,227
Number of shares			
Weighted average number of shares used to calculate basic earnings per share	1,887,410,072	1,887,410,072	1,877,002,993
Effect of dilutive potential ordinary shares from convertible bonds	127,113,527	127,113,527	127,113,527
Outstanding shares related with share based payments	12,923,765	12,923,765	13,495,195
Shares related to performance bonus that can be bought at market price	(5,319,084)	(5,319,084)	(3,211,968)
Weighted average number of shares used to calculate diluted earnings per share	2,022,128,280	2,022,128,280	2,014,399,747
Earnings per share			
Basic	0.118182	(0.000108)	0.097429
Diluted	0.110308	(0.000101)	0.090784

The 2016 average number of shares for the year ended 31 December 2016 considers 110,341,017 Sonae Holding shares (118,663,355 in 31 December 2015) as own shares (Note 22).

## 45 CASH RECEIPTS AND CASH PAYMENTS OF INVESTMENTS

As at 31 December 2016 and 2015, cash receipts and cash payments related to investments can be detailed as follows:

#### - Investment Activities

Receipts	31 Dec 2016	31 Dec 2015
Losan adjust price acquisition (Note 5.4)	1,416,954	-
	-	-
	1,416,954	

Payments	31 Dec 2016	31 Dec 2015
Acquisition of Salsa (Note 5.1)	65,588,931	-
Acquisition of a participation of Armilar Funds (Note 5.2)	31,749,338	-
Capital increase in Ulabox	2,667,132	-
Capital increase in Movvo	2,260,746	-
Capital increase in S2 Mozambique SA	1,607,217	-
Acquisition of Iberosegur	256,417	-
Acquisition of SYSVALUE	346,128	-
Acquisition of INOVRETAIL	653,346	-
Acquisition a participation of Filhet Allard Esp	629,751	-
Elergone adjust price acquisition	600,562	-
Acquisition of Losan Group (Note 5.4)	-	30,244,403
Acquisition of MJB - Design, Lda	-	916,123
Acquisition of Elergone Energias, Lda	-	187,591
Others	73,905	202,057
	106,433,473	31,550,174

#### - Financing Activities

Receipts	31 Dec 2016	31 Dec 2015
Disposal of Raso SGPS	2,500,000	29,000,000
Disposal of Imosonae Dois fund units	173,261	1,173,697
Others	170,853	381
	2,844,114	30,174,078
Payments	31 Dec 2016	31 Dec 2015
Acquisition of Imosede's fund units		34,082,452
Acquisition of a participation in Ulabox	-	3,231,029
Acquisition of the other 50% Raso SGPS, SA	-	3,888,849
Capital increase in Raso SGPS	-	41,000,000
Others	584,004	755,315
	584,004	82,957,645

# 46 PROVISIONS AND CONTINGENT LIABILITIES RELATING TO JOINT-VENTURES

## Sonae Sierra Group

## a) Contingent liabilities

As of 31 December 2016, the main Sonae Sierra contingent liabilities relate to the following situations:

- In 2014 Sonae Sierra has agreed to pay up to the amount of 4 million euro in case of breach of the obligations undertaken under the pre-sales and purchase agreement between Parklake Shopping SA and Carrefour Romania SA.
- In 2015, Sonae Sierra has agreed with the bank that granted the loan to Parklake Shopping SA for the construction of the shopping centre Parklake the payment of the debt service in the maximum amount 9.2 million euro, in case the company is not able to comply with its obligations.
- In December 2013, the subsidiary Gli Orsi received a tax notification, whereby it is asked to pay the amount of 19.5 million euro, related with real estate transfer tax in the amount of 9.5 million euro and 10 million euro related with penalties and interest, plus court agent fees amounting to 0.905. Based on the opinion of the tax expert there are valid reasons to consider the claim without foundation, and so the Group has appealed to the Supreme Court. In the specific

case of the penalties requested by the tax authorities, the tax expert understands that no penalty is due. To provide for this contingency, the Group has expensed in 2013 an amount of 10.4 million euro (corresponding to real estate transfer tax (9.5 million euro) plus count agent fee (0.905 million euro). In 2016, the Group assumed the commitment to the bank ING Bank N. V. (Milan), that finance the company Gli Orsi Shopping Centre 1, Srl, to pay future tax liabilities which may arise in relation to these tax litigations up to the maximum amount of 25 million euro, in case the company is not able to settle it.

During 2008 – 2015, Sonae Sierra has received tax notifications regarding the tax deductibility of interest expenses on loans obtained, concerning the years 2005, 2007, 2008, 2009, 2010 and 2011, in the total amount of 11 millions euro. All these tax notifications were claimed by Sonae Sierra and guarantees in the same amount were granted by the subsidiary Sierra Investments, SGPS, S.A. to the Portuguese tax administration. No provision was recorded because the Board of Directors understands that the risk of these tax contingencies is unlikely. The fact that Sonae Sierra received on 20 January 2015 a second favourable court decision regarding the deductibility of interest incurred in 2004 corroborates the Group's assessment of these contingencies.

Additionally, At 31 December 2016 and 2015 the bank guarantees granted to third parties were as following:

	31 Dec 2016	31 Dec 2015
Bank Guarantees (thousands of euro):		
relating to tax processes in course	2,775	2,513
relating to legal processes in course	74	74
to complete the construction of several projects	1,180	765
to secure claims of the buyer of the Münster asset	15,978	2,018
others guarantees	409	1,477

No provision has been made for any liability arising from the tax and legal processes mentioned above, as the Board of Directors believes that the corresponding risk is not probable.

## b) Commitments from the disposal of subsidiaries subject to price revision

Following the sale of 49.9% of Sierra European Retail Real Estate Assets Holdings BV's (Sierra BV) share capital to a group of Investors, in 2003, Sonae Sierra has agreed to revise the sale price of such shares in the event of a sale, to third parties, of some of the shopping centres owned by subsidiaries of Sierra BV (subject to some conditions).

The price revision can occur both with a sale of the asset (investment property in the case) or with a sale of the shares of the company that is, directly or indirectly, the owner of such asset.

The price revision will be made by Sonae Sierra to the Investors in Sierra Fund or to Sierra BV if, in a relevant sale, discounts related to deferred taxes on capital gains have been made.

The price revision will be dependent on the percentage ownership in the company that owns the asset, the Investors' ownership percentage in Sierra BV (and in case of a sale of shares adjusted by a 50% discount) and is limited to:

(i) in the case of the asset sale, a maximum amount of 118,3 million euro;

(ii) in the case of a sale of shares of the company that directly or indirectly owns the asset, a maximum amount of 59,1 million euro;

(iii) in the case of a sale of shares of the company that directly or indirectly owns the asset, the price revision plus the selling price, cannot result in a revised price that is greater than the proportion of the Net Asset Value.

Similar commitments were granted by Sonae Sierra in relation to the companies transferred to Sierra BV after 2003 and to CBRE companies regarding the sale of 50% of Vasco da Gama.

These commitments are valid while the current agreements with the other stockholders of Sierra BV are maintained.

Furthermore, Sonae Sierra has the right to make a proposal for the acquisition of the asset or the shares at stake before they are offered for sale to a third party.

In accordance with the agreements made between the shareholders of Sierra BV at the time of its incorporation in 2003, it was agreed that Sierra BV should exist for an initial period of 10 years (that ends in October 2013), that could be extended by two additional periods of one year starting in 2013. On September 2013 all the shareholders of Sierra BV approved an amendment agreement relating to the continuation of the operations of the Fund with a long-stop date until October 2018. The Group continues to study several alternatives to dispose of the properties held by Sierra BV, but there are no intentions to proceed with forced asset sales.

In accordance with the agreements made between the shareholders of SPF at the time of its incorporation in 2008, it was agreed that SPF should exist for a period of 10 years (that will end in 2018), with the non-Sonae Sierra shareholders having the option to redeem its shares after 2014, provided that some conditions are met. The Group is not aware of any intention by any of those shareholders to redeem its shares. Additionally, in 2015 shareholders agreed to extend the fund until 2020.

Sonae Sierra believes that the direct sale of the asset is a less attractive solution as it is subject to certain liabilities that are not crystalized in the event of a sale of the shares.

## **Grupo ZOPT**

The consolidated financial statements of ZOPT (joint venture that controls NOS) and NOS as at 31 December 2016 and 2015, incorporated into the financial statements of Sonae through ZOPT by the equity method (Note 5 and Note 11).

## a) **Provisions of ZOPT Group**

The processes described below are provisioned in the consolidated accounts of Zopt, given the level of risk identified.

- 1. Actions by MEO against NOS S.A., NOS Madeira and NOS Açores and by NOS S.A. against MEO
- In 2011, MEO (PT) brought an action in Lisbon Judicial Court against NOS SA, claiming payment of Euro 10.3 million, as compensation for alleged undue portability of NOS SA in the period between March 2009 and July 2011. NOS SA lodged a contest and reply, having started the expert evidence, that the

Court however declared void. The hearing was held in late April and early May, having a ruling beendelivered last September, which judged the action partially founded, based not on the existence of undue portability, but on the mere delay of the documentation shipment. NOS was condemned to pay, approximately 5.3 million euro, a decision which NOS will appeal.

 MEO (PT) made three court notices to NOS SA (April 2013, July 2015 and March 2016), three to NOS Açores (March and June 2013 and May 2016) and three to NOS Madeira (March and June 2013 and May 2016), in order to stop the prescription of alleged damages resulting from claims of undue portability, absence of response time to requests submitted to them by MEO and alleged illegal refusal of electronic portability requests.

MEO doesn't indicate in all notifications the amounts in which it wants to be financially compensated, specifying only part of these, in the case of NOS SA, in the amount of 26 million euro (from August 2011 and May 2014), in the case of NOS Açores, in the amount of 195 thousand euro and NOS Madeira, amounting to Euro 817 thousand.

- In 2011, NOS SA brought an action in the Lisbon Judicial Court against MEO (PT), claiming payment of Euro 22.4 million, for damages suffered by NOS SA, arising from violations of the Portability Regulation by MEO, in particular, the large number of unjustified refusals of portability requests by MEO in the period between February 2008 and February 2011. The court declared the compulsory performance of expert evidence, which is currently underway, the expert report having been notified to the parties and the parties have submitted their requests for clarification to the experts. At the same time, experts who will be tasked with the economic and financial expertise have been appointed.
- It is the understanding of the Board of Directors of NOS, supported by lawyers who monitor the process, that there is, in substance, a good possibility of NOS SA winning the action, due to the fact that MEO has already been convicted for the same offense, by ANACOM. However, it is impossible to determine the outcome of the action. In the event of action be judged totally unfounded, the court costs, which are the responsibility of NOS could amount to over 1,150 million euro.
- 2. ANACOM

Infringement proceedings due to an alleged failure, by NOS SA, to apply the resolutions taken by ANACOM on 26 October 2005, concerning termination rates for fixed calls. Following a deliberation of Board of Directors of the regulator, in April 2012, a fine of approximately Euro 6.5 million was applied to NOS SA; NOS SA has appealed for the judicial review of the decision and the court has declared the process's nullity on January 2014 (based on violation of NOS, SA's right of defense). In April 2014 ANACOM has notified NOS SA of a new judicial process, based on the same accusations. This process is a repetition of the initial one, taking into consideration the same facts. In September 2014, ANACOM applied a new fine to NOS SA in the amount of Euro 6.5 million. This decision was contested by NOS SA. In May 2015, it was acquitted, which revoked the decision by ANACOM and the fine which applied. ANACOM appealed the decision and the process is currently and since June 2015 on appeal in Lisbon Court of Appeal.

3. Supplementary Capital

The fiscal authorities are of the opinion that NOS SA has broken the principle of full competition under the terms of (1) of article 58 of the Corporate Tax Code (CIRC), (actual article 63), by granting supplementary capital to its subsidiary NOS Towering, without having been remunerated at a market interest rate. In consequence, it has been notified, with regard to the years 2004, 2005, 2006 and 2007, of corrections to the determination of its taxable income in the total amount of Euro 20.5 million. NOS SA contested the decision with regard to all the above mentioned years. As for the year 2004, the Court has decided

favorably. This decision is concluded (favorably), originating a reversal of provisions, in 2016, in the amount of Euro 1.3 million plus interest. As for the years 2006 and 2007, the Oporto Fiscal and Administrative Court has already decided unfavorably. The company has contested this decision and the final decision of the processes is still pending.

### 4. Future credits transferred

For the year ended at 31 December 2010, the subsidiary NOS SA was notified of the Report of Tax Inspection, where it is considered that the increase, when calculating the taxable profit for the year 2008, of the amount of Euro 100 million, with respect to initial price of future credits transferred to securitization, is inappropriate. Given the principle of periodisation of taxable income, NOS SA was subsequently notified of the improper deduction of the amount of Euro 20 million in the calculation of taxable income between 2009 and 2013. Given that the increase made in 2008 was not accepted due to not complying with Article 18 of the CIRC, also in the years following, the deduction corresponding to credits generated in that years, will eliminate the calculation of taxable income, to meet the annual amortisation hired as part of the operation (20 million per year during 5 years). NOS SA challenged the decisions regarding the 2008, 2009, 2010, 2011 and 2012 fiscal year and regarding the 2013 fiscal year it is still being challenged in administrative proceedings. Regarding the year 2008, the Administrative and Fiscal Court of Porto has already decided unfavourably, in March 2014. The company has appealed.

5. Extraordinary contribution toward the fund for the compensation of the net costs of the universal service of electronic communications (CLSU):

The Extraordinary contribution toward the fund for the compensation of the net costs of the universal service of electronic communications (CLSU) is legislated in Articles 17 to 22 of Law nr 35/2012, of 23 August. From 1995 until June 2014, MEO, SA (ex-PTC) was the sole provider for the universal service of electronic communications, having been designated administratively by the government, i.e without a tender procedure, which constitutes an illegality, as acknowledged by the European Court of Justice who, through its decision taken in June 2014, condemned the Portuguese State to pay a fine of Euro 3 million for illegally designating MEO. In accordance with Article 18 of the abovementioned Law number 35/2012, the net costs incurred by the operator responsible for providing the universal service, approved by ANACOM, must be shared between other companies who provide, in national territory public communication networks and publicly accessible electronic communications services. NOS is therefore within the scope of this extraordinary contribution given that MEO has being requesting the payment of CLSU to the compensation fund of the several periods during which it was responsible for providing the services. Indeed, in accordance with the law, the compensation fund can be activated to compensate the net costs of the electronic communications universal service, relative to the period before the designation of the provider by tender, whenever, cumulatively (i) there are net costs, considered excessive, the amount of which is approved by ANACOM, following an audit to their preliminary calculation and support documents, which are provided by the universal service provider, and (ii) the universal service provider requester the Government compensation for the net costs approved under the terms previously mentioned.

In 2013, ANACOM deliberated to approve the final results of the CLSU audit presented by MEO, relative to the period from 2007 to 2009, in a total amount of about Euro 66.8 million, decision contested by the Company. In January 2015, ANACOM issued the settlement notes in the amount of Euro 18.6 million, which were contested by NOS and for which bail were presented by NOS SGPS to avoid Tax Execution Proceedings, guarantees that have been accepted by ANACOM.

In 2014, ANACOM deliberated to approve the final results of the CLSU audit by MEO, relative to the period from 2010 to 2011, in a total amount of about Euro 47.1 million, a decision also contested by NOS. In February 2016, ANACOM issued the settlement notes to the Company in amount of Euro 13 million wich

will be contested by NOS and for which it was before also presented bail by NOS SGPS in order to avoid the promotion of respective tax enforcement processes, guarantees that have been accepted by ANACOM.

In 2015, ANACOM deliberated to approve the final results of the audit to CLSU presented by MEO for the year of 2012 and 2013, in the amount of about Euro 26 million and Euro 20 milion, respectively, decision which was contested by NOS.

At October 2016, ANACOM approved the results of the audit to the CLSU presented by MEO related with the period between January and June 2014, in the amount of Euro 7.7 million, decision which NOS will contest in the usual terms.

It is the opinion of the Board of Directors of NOS that these extraordinary contributions to CLSU of service providing by MEO (not designated through a tender procedure) violates the Directive of Universal Service. Moreover, considering the existing legal framework since NOS began its activity, the request of payment of the extraordinary contribution violates the principle of the protection of confidence, recognised on a legal and constitutional level in Portuguese domestic law. For these reasons, NOS will continue judicially challenge the liquidation of each extraordinary contributions, once the Board of Directors is convinced it will be successful in all challenges, both future and already undertaken.

Regardless of the belief of the Board of Directors of NOS, was attributed, in 2014, in the Goodwill allocation period provided by IFRS 3, a provision to remedy this situation, with regard to possible liability to the date of the merger.

## b) Legal actions and contingent assets and liabilities of Zopt Group

1. Legal actions with regulators

NOS SA, NOS Açores and NOS Madeira brought actions for judicial review of ANACOM's decisions in respect of the payment of the Annual Fee (for 2009, 2010, 2011, 2012, 2013, 2014 and 2015) for carrying on the business of Electronic Communications Services Networks Supplier in the amounts, respectively, of (i) Euro 1,861 thousand, Euro 3,808 thousand, Euro 6,049 thousand, Euro 6,283 thousand, Euro 7,270 thousand, Euro 7,426 thousand and Euro 7,253 thousand; (ii) Euro 29 thousand, Euro 60 thousand, Euro 95 thousand, Euro 95 thousand, Euro 104 thousand, Euro 107 thousand and Euro 98 thousand; (iii) Euro 40 thousand, Euro 83 thousand, Euro 130 thousand, Euro 132 thousand, Euro 149 thousand, Euro 165 thousand and Euro 161 thousand, and seeking reimbursement of the amounts meanwhile paid in connection with the enforcement proceedings.

This fee is a percentage decided annually by ANACOM (in 2009 it was 0.5826%) of operators' electronic communications revenues. The scheme is being introduced gradually: 1/3 in the first year, 2/3 in the second year and 100% in the third year.

NOS SA, NOS Açores and NOS Madeira claim, in addition to defects of unconstitutionality and illegality, that only revenues from the electronic communications business per se, subject to regulation by ANACOM, should be considered for the purposes of the application of the percentage and the calculation of the fee payable, and that revenues from television content should be excluded

On 18 December 2012 a ruling was passed on the proceedings instigated by NOS SA for the annual rate of 2009, for which the appeal was upheld, with no prior hearing, condemning ANACOM to pay the interests. ANACOM appealed and by decision of July 2013, this appeal was not upheld.

The remaining proceedings are awaiting trial and/or decision.

### 2. Tax Authorities

During the course of the 2003 to 2016 financial years, some companies of the NOS Group were the subject of tax inspections for the 2001 to 2014 financial years. Following these inspections, NOS SGPS, as the controlling company of the Tax Group, and companies not covered by Tax Group, were notified of the corrections made to the Corporate Income Tax, to VAT and stamp tax and to make the payments related to the corrections made to the above exercises. The total amount of the notifications unpaid is about Euro 24 million, plus interest and charges. Note that the Group considered that the corrections were unfounded, and contested the corrections and the amounts mentioned. The Group provided the bank guarantees demanded by the Tax Authorities in connection with these proceedings.

At end of year 2013 and taking advantage of the extraordinary settlement scheme of tax debts, the Group settled 7.7 million euro. This amount was recorded as "taxes receivable" non-current net of the provision recorded.

As belief of the Board of Directors of the NOS Group, supported by our lawyers and tax advisors, the risk of loss of these proceedings is not likely and the outcome thereof will not affect materially the consolidated position.

- 3. Action against Sport TV
- Action brought by Cogeco Cable Inc., former shareholder of Cabovisão, against Sport TV, NOS SGPS and a third, requesting, among others: (i) joint condemnation of the three institutions to pay compensation for damages caused by anti-competitive conduct, guilty and illegal, between 3 August 2006 and 30 March 2011, specifically for the excess price paid for Sport TV channels by Cabovisão, in the amount of Euro 9.1 million; (ii) condemnation for damages corresponding to the remuneration of capital unavailable, in the amount Euro 2.4 million; and (iii) condemnation for damages corresponding to the loss of business from anti-competitive practices of Sport TV, in connection with the enforcement proceedings. The NOS Group contested the action, waiting for appointment

It is the understanding of the Board of Directors of NOS Group, supported by lawyers who monitor the process, that, in substance, it is unlikely that the group is responsible in this action.

- Cabovisão brought an action against the SPORT TV, in which it requests compensation from the latter for alleged losses resulting from abuse of a dominant position in amount of Euro 18 million, more capital and interest that will win from 31 December 2014 and profits. The Board of Directors of Sport TV and lawyers, who monitor the process, predict a favourable outcome, not estimating impacts in the accounts, in addition to those already registered.
- 4. Contractual penalties

The general conditions that affect the agreement and termination of this contract between NOS and its clients, establish that if the products and services provided by the client can no longer be used prior to the end of the binding period, the client is obliged to immediately pay damages.

Until 31 December 2014, revenue from penalties, due to inherent uncertainties was recorded only at the moment when it was received, so at 31 December 2016, the receivables by NOS SA, NOS Madeira and NOS Açores amount to a total of Euro 97,884 thousand. During the nine months ended on 31 December 2016 Euro 3,819 thousand related to 2014 receivables were received and recorded in the income statement.

From 1 January 2015, revenue from penalties is recognised taking into account an estimated collectability rate taking into account the Group's collection history. The penalties invoiced are recorded as accounts receivable and amounts determined as uncollectible are recorded as impairment by deducting revenue recognized upon invoicing.

## 5. Interconnection tariffs

At 31 December 2016, accounts receivable and accounts payable include Euro 37,139,253 and Euro 29,913,608, respectively, resulting from a dispute between the subsidiary NOS SA and, essentially, the operator MEO – Serviços de Comunicação e Multimédia, S.A. (previously named TMN – Telecomunicações Móveis Nacionais, S.A.), in relation to the indefinition of interconnection tariffs, recorded in the year ended at 31 December 2001. In the lower court, the decision was favourable to NOS SA. The Court of Appeal, on appeal, rejected the intentions of MEO. However, MEO again appealed to the Supreme Court, for final and permanent decision, who upheld the decision of the Court of Appeal, thus concluding that the interconnection prices for 2001 were not defined. The settlement of outstanding amounts will depend on the price that will be established.

## c) Other commitments Zopt Group

In December 2015, NOS Group signed a contract with Sport Lisboa e Benfica - Futebol SAD and Benfica TV, S.A. of television rights of home football games of football NOS' league, broadcasting rights and distribution of Benfica TV Channel. The contract will begin in 2016/2017 sports season and has an initial duration of three years and may be renewed by decision of either party to a total of 10 sports seasons, with the overall financial consideration reaching the amount of 400 million euro, divided into progressive annual amounts.

Also in December 2015, the NOS Group signed a contract with Sporting Clube de Portugal - Futebol SAD and Sporting Comunicação e Plataformas, S.A. for the assignment of the following rights:

- 1) Television and multimedia rights of home games of the Sporting SAD senior team;
- 2) Right to explore the static and virtual advertising of José Alvalade Stadium;
- 3) Right of Transmission and Distribution Sporting TV channel;
- 4) Right to be its main sponsor.

The contract will last 10 seasons as regards the rights indicated in 1) and 2) above, starting in July 2018, 12 seasons in the case of the rights mentioned in 3) starting in July 2017 and 12 and a half seasons in the case of the rights mentioned in 4) beginning in January 2016, amounting to overall financial contribution to the amount of 446 million euro, divided into progressive annual amounts.

Also in December 2015, the NOS Group signed contracts of assignment of television rights credits of Senior home football games with the following sports clubs:

- 1) Associação Académica de Coimbra Organismo Autónomo de Futebol, SDUQ, Lda
- 2) Os Belenenses Sociedade Desportiva Futebol, SAD
- 3) Clube Desportivo Nacional Futebol, SAD
- 4) Futebol Clube de Arouca Futebol, SDUQ, Lda
- 5) Futebol Clube de Paços de Ferreira, SDUQ, Lda
- 6) Marítimo da Madeira Futebol, SAD
- 7) Sporting Clube de Braga Futebol, SAD
- 8) Vitória Futebol Clube, SAD

The contracts wil begin in the 2019/2020 sports season and last up to 7 seasons, with the exception of the contract with Sporting Clube de Braga - Futebol, SAD which lasts 9 seasons.

During the year of 2016, has signed contracts regarding the television rights of home senior team football games with the following sports clubs:

- 1) C. D. Tondela Futebol, SDUQ, Lda
- 2) Clube Futebol União da Madeira, Futebol, SAD
- 3) Grupo Desportivo de Chaves Futebol, SAD
- 4) Sporting Clube da Covilhã Futebol, SDUQ, Lda
- 5) Clube Desportivo Feirense Futebol, SAD
- 6) Sport Clube de Freamunde Futebol, SAD
- 7) Sporting Clube Olhanense Futebol, SAD
- 8) Futebol Clube de Penafiel, SDUQ, Lda
- 9) Portimonense Futebol, SAD

The contracts wil begin in the 2019/2020 sport season and last up to 3 seasons.

In May 2016, NOS and Vodafone have agreed on reciprocal availability, for several sports seasons, of sports content (national and international) owned by the companies, in order to assure to both companies the availability of broadcasting rights of the sports clubs home football games, as well as the broadcasting and distribution rights of sports and sports clubs channels, whose rights are owned by each of the companies in each moment. The agreement came into force from the beginning of the sports season 2016/2017, assuring access to Benfica's channel and Benfica's home football games to NOS' and Vodafone's clients, independent from the channel where these football games are broadcast.

Considering that the contract signed allowed for the possibility of extending the agreement to the other operators, in July 2016 MEO and Cabovisão joined the agreement, ending the lack of availability of Porto Canal in the NOS's channel grid, assuring that every pay-tv client can have access to every relevant sports content, regardless of which operator they use.

Under the agreement signed with the other operators, as compensation for the reciprocal provision of the rights, the global costs are shared according with the telecommunications retail revenues and Pay TV market shares.

 Seasons
 2016/17
 Flowing

 Estimated cash flows with the contracts signed by NOS with the sports entities\*
 41 million euro
 1,150 million euro

 NOS estimated cash flows for the contracts signed by NOS (net of the amounts charged to the operators) and for the contracts
 24 million euro
 660 million euro

 signed by the remaining operators
 24 million euro
 660 million euro

The estimated cash flows are estimated as follow:

\* Includes games and channels broadcanting rights, advertising and others.

In August 2016, it was reached an agreement that aims the shareholder structure of Sport TV to be held in equal parts by NOS, MEO, Vodafone and Olivedesportos. In February 2017, MEO entered into the share capital of Sport TV.

# **47 PRESENTATION OF CONSOLIDATED INCOME STATEMENT**

In the Management Report, and for the purposes of the purposes of calculating financial indicators as EBIT, EBITDA and Underlying EBITDA the consolidated income statement is divided between Direct Income and Indirect Income.

The Indirect Income includes the contribution of Sonae Sierra, net of taxes that result from: (i) valuation of investment properties; (ii) gains (losses) with the sale of financial investments, joint ventures or associates; (iii) impairment losses relating to non-current assets (including Goodwill) and (iv) provisions for assets at risk. Additionally and with regard to the portfolio of Sonae, it includes: (i) impairment of real estate assets for retail, (ii) decreases in Goodwill, (iii) negative Goodwill (net of taxes) related to acquisitions in the financial year, (iv) provisions (net of tax) for possible future liabilities, and impairments related to noncore investments, businesses and discontinued assets (or to be discontinued / repositioned), (v) valuation results based on the methodology "mark-to-market" of other current investments that will be sold or traded in the near future and (vi) other irrelevant issues.

The value of EBITDA and EBIT are calculated in the direct income component, i.e. excluding the indirect contributions.

The reconciliation between the two presentation formats for the consolidated income statement for the periods ended 31 December 2016 and 2015 can be summarized as follows:

		31 Dec 2016			31 Dec 2015		
	Consolidated	Indirect Income	Direct Income	Consolidated	Indirect income	Direct income	
Turnover	5,376,137,503	-	5,376,137,503	5,014,242,623	-	5,014,242,623	
Investment income							
Dividends and others adjustments	1,864,330	1,762,005	102,325	1,694,266	1,542,101	152,165	
Impairments losses	(7,249,229)	(7,249,229)	-	(8,028,978)	(8,028,978)	-	
Others	6,474,349	-	6,474,349	(31,991)	-	(31,991)	
Others income							
Impairment losses Reversal	9,204,743	-	9,204,743	4,842,359	(471,539)	5,313,898	
Others	698,444,546	-	698,444,546	675,321,257	-	675,321,257	
Total income	6,084,876,242	(5,487,224)	6,090,363,466	5,688,039,536	(6,958,416)	5,694,997,952	
Total expenses	(5,764,446,625)	(1,056,884)	(5,763,389,742)	(5,366,883,192)	(2,919,593)	(5,363,963,599)	
Depreciation and amortisation	(183,106,719)	-	(183,106,719)	(173,003,291)	-	(173,003,291)	
Gains and Losses on tangible and intangible assets	(,,,,,,	-		(13,017,198)	-	(13,017,198)	
Non-recurring impairment losses over inventories	(11,787,603)	_	(11,787,603)	(10)017/1007	-	(10)017,1007	
Impairment losses and provisions	(11,707,003)		(11,707,003)				
Provisions for warranty extensions	1,914,139	_	1,914,139	5,410,462	_	5,410,462	
Unusual provisions and impairments	1,514,155	_	1,514,155	(6,505,887)	(6,505,887)	5,410,402	
Others	(17,159,185)	_	(17,159,185)	(6,568,321)	(0,505,007)	(6,568,321)	
	(17,155,165)		(17,155,165)	(0,500,521)		(0,500,521)	
Profit before financial results and results of joint ventures and associates	110,290,249	(6,544,108)	116,834,356	127,472,109	(16,383,896)	143,856,005	
Unusual results	52,589,992		52,589,992	13,888,102	-	13,888,102	
Gains and losses on investments recorded at fair	(45 604 046)	(45 604 046)		22 425 400	22 425 400		
value through results	(15,681,846)	(15,681,846)	-	22,135,189	22,135,189	-	
Financial profits/(loss) Share of results of joint ventures and associated	(36,732,024)	9,362,943	(46,094,967)	(54,331,039)	2,580,730	(56,911,769)	
undertakings							
Sonae Sierra	86,809,343	58,361,250	28,448,093	70,872,567	40,335,459	30,537,108	
Armilar Venture Funds	36,726,300	36,726,300	20,440,000	70,072,307	40,555,455	50,557,100	
ZOPT	17,075,644		17,075,644	17,975,720		17,975,720	
Others	(1,769,179)		(1,769,179)	(317,098)		(317,098)	
Profit before income tax	249,308,479	82,224,539	167,083,939	197,695,550	48,667,482	149,028,068	
Income Tax	(26,904,791)	(8,263,418)	(18,641,373)	(20,919,599)	48,007,482	(20,919,599)	
Profit/(Loss) from continued operations	222,403,688	73,961,121	148,442,566	176,775,951	48,667,482	128,108,469	
Profit/(Loss) from discontinued operations	(409,391)	(409,391)	140,442,300	110,113,351	40,007,402	120,100,409	
Profit/(Loss) for the period	221,994,297	73,551,730	148,442,567	176,775,951	48,667,482	128,108,469	
Attributable to equity holders of Sonae	215,073,949	74,948,475	140,125,474	175,306,228	48,667,482	126,638,746	
Non-controlling interests	6,920,348	(1,396,745)	8,317,093	1,469,723	40,007,402	1,469,723	
	0,020,010	(1)000)/ 10/	0,017,000	1,103,723		1)100)/20	
"Underlying" EBITDA (b)			319,580,796			330,978,752	
EBITDA (a)			415,925,347			393,062,584	
ЕВІТ (с)			213,076,582			205,787,672	

- (a) 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, and Zopt) + unusual results;
- (b) "Underlying" EBITDA = EBITDA effect of share result in joint ventures and associated undertakings –non-recurrent results;
- (c) EBIT = EBT financial results dividends;
- (d) EBT = Direct results before non-controlling interests and taxes;
- (e) Direct income = Results excluding contributions to indirect results;
- (f) Indirect income = Includes Sonae Sierra's results, net of taxes, arising from: (i) investment properties valuations; (ii) capital gains (losses) on the sale of financial investments, joint ventures or associates; (iii) impairment losses for noncurrent assets (including Goodwill) and; (iv) provision for assets at risk. Additionally and with regard to the portfolio of Sonae, it includes: (i) impairment of real estate assets for retail, (ii) decrease in goodwill, (iii) provisions (net of tax) for possible future liabilities and impairments related with non-core financial investments, businesses, discontinued assets (or be

discontinued/ repositioned);(iv) valuation results based on the methodology "mark-to-market" of other current investments that will be sold or traded in the near future and (v) other irrelevant issues.

### Indirect income can be analysed as follows:

Indirect income	31 Dec 2016	31 Dec 2015
Indirect income of Sonae Sierra	58,361,250	40,335,459
Measurement of NOS at fair value	(15,681,846)	22,135,189
Negative Goodwill recognised on Armilar Venture Funds acquisition, net of taxation	28,436,582	-
Impairment of financial investments (Note 12)	9,362,943	-
Impairment of financial investments (Note 12)	(7,249,229)	(3,765,155)
Dividends of joint ventures	1,762,005	1,542,101
Provision for contingencies in Brazil	-	(6,505,887)
Loss on disposal of "non-current assets held for sale"	-	(4,263,823)
Discontinued operations	(409,391)	-
Others	(1,030,584)	(810,402)
Total	73,551,730	48,667,482

"Underlying EBITDA" can be analysed as follows:

	31 Dec 2016	31 Dec 2015
Direct EBITDA	415,925,347	393,062,584
Share of results of joint ventures and associated companies accounted by Equity Method and others	(43,754,558)	(48,195,730)
Unusual results		
Gains on disposal of fixed assets	(63,144,814)	(39,829,478)
Gains from the disposal of Imoconti	(6,389,099)	-
Expenses related to the launch of new business	-	11,909,088
Other expenses considered non-recurring	16,943,921	14,032,288
	(52,589,992)	(13,888,102)
"Underlying" Direct EBITDA	319,580,796	330,978,752

# 48 SUBSEQUENT EVENTS

On February 17<sup>th</sup> 2017, Sonae Sierra and Bankinter launched the Socimi on the Alternative Stock market. This listed real estate investment company was created in December 2016 on a 50:50 basis, and its major investment focus is on hypermarkets and supermarkets, retail parks and high street retail. Shopping centres will not be included in the asset portfolio.

On March 9<sup>th</sup> 2017, Sonae through one of its subsidiaries, signed a Memorandum of Understanding (MoU) with JD Sports Fashion Plc (JD Group), UK's leading retailer of sports, fashion and outdoor brands, and JD Sprinter Holdings (JD Sprinter), which provides the combination of the JD Group's existing businesses in Iberia and JD Sprinter, with Sport Zone's business. This MoU establishes the key parameters for the creation of an Iberian Sports Retail Group that will have as shareholders the JD Group, Sonae and the family shareholders of JD Sprinter, with shareholdings of approximately 50%, 30% and 20%, respectively. Under the agreement reached, the procedures for determining the assets, liabilities and transactions to be the object of this transaction were initiated, reason why the effects are not detailed to this date.

1)

# 49 APPROVAL OF FINANCIAL STATEMENTS

The accompanying consolidated financial statements were approved by the Board of Directors on 14 March 2017. Nevertheless, they are still subject to approval at the Shareholders Annual General Meeting.

# 50 GROUP COMPANIES INCLUDED IN THE CONSOLIDATED FINANCIAL STATEMENT

Group companies included in the consolidated financial statements, their head offices and percentage of share capital held by Sonae as at 31 December 2016 and 31 December 2015 are as follows:

			Percentage of capital held				
			31 Dec	2016	31 De	ec 2015	
COMPANY		Head Office	Direct*	Total*	Direct*	Total*	
Sonae - SGPS, S.A.		Maia	HOLDING	HOLDING	HOLDING	HOLDING	
Retail							
Aduanas Caspe, S.L.U.	a)	Zaragoza (Spain)	100.00%	100.00%	100.00%	100.00%	
Arat Inmuebles, SA	a)	Madrid (Spain)	100.00%	100.00%	100.00%	100.00%	
Azulino Imobiliária, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%	
BB Food Service, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%	
Bertimóvel - Sociedade Imobiliária, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%	
Bom Momento - Restauração, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%	
Canasta - Empreendimentos Imobiliários, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%	
Chão Verde - Sociedade de Gestão Imobiliária, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%	
Citorres - Sociedade Imobiliária, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%	
Comercial Losan Polonia SP Z.O.O	a)	Warsaw (Poland)	100.00%	100.00%	100.00%	100.00%	
Comercial Losan, S.L.U.	a)	Zaragoza (Spain)	100.00%	100.00%	100.00%	100.00%	
Contibomba - Comércio e Distribuição de Combustíveis, SA	a)	Matosinhos (Portugal)	-	-	100.00%	100.00%	
Contimobe - Imobiliária de Castelo de Paiva, SA	a)	Castelo de Paiva (Portugal)	100.00%	100.00%	100.00%	100.00%	
Continente Hipermercados, SA	a)	Lisbon (Portugal)	100.00%	100.00%	100.00%	100.00%	
Cumulativa - Sociedade Imobiliária, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%	
Discovery Sports, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%	

	Elergone Energias, Lda	a)	Matosinhos (Portugal)	75.00%	75.00%	75.00%	75.00%
	Farmácia Selecção, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
	Fashion Division, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
	Fashion Division Canárias, SL	a)	Tenerife (Spain)	100.00%	100.00%	100.00%	100.00%
	Fozimo - Sociedade Imobiliária, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
	Fundo de Investimento Imobiliário Fechado Imosede	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
	Fundo de Investimento Imobiliário Imosonae Dois	a)	Maia (Portugal)	97.91%	97.91%	97.92%	97.92%
	Global Usebti, S.L.	a)	Zaragoza (Spain)	100.00%	100.00%	100.00%	100.00%
	HighDome PCC Limited (Cell Europe)	a)	La Valletta (Malta)	100.00%	100.00%	100.00%	100.00%
	Igimo – Sociedade Imobiliária, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
	Iginha – Sociedade Imobiliária, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
2)	Imoconti – Sociedade Imobiliária, SA	a)	Matosinhos (Portugal)	-	-	100.00%	100.00%
	Imoestrutura – Sociedade Imobiliária, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
	Imomuro – Sociedade Imobiliária, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
	Imoresultado – Sociedade Imobiliária, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
	Imosistema – Sociedade Imobiliária, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
	Infofield – Informática, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
3)	Irmãos Vila Nova, SA	a)	Vila Nova de Famalicão (Portugal)	100.00%	50.00%	-	-
3)	Irmãos Vila Nova III - Imobiliária, SA	a)	Vila Nova de Famalicão (Portugal)	100.00%	50.00%	-	-
3)	IVN – Serviços Partilhados, SA	a)	Vila Nova de Famalicão (Portugal)	50.00%	50.00%	-	-
3)	IVN Asia Limited	a)	Hong Kong (China)	100.00%	50.00%	-	-
	Losan Colombia, S.A.S	a)	Bogota (Colombia)	100.00%	100.00%	100.00%	100.00%
	Losan Overseas Textile, S.L.	a)	Zaragoza (Spain)	100.00%	100.00%	100.00%	100.00%
	Losan Tekstil Urunleri V e Dis Ticaret, L.S.	a)	Istanbul (Turkey)	100.00%	100.00%	100.00%	100.00%
	Marcas MC, zRT	a)	Budapest (Hungary)	100.00%	100.00%	100.00%	100.00%
4)	MCCARE – Serviços de Saúde, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	-	-
	MJB Design, Lda	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
	MJLF - Empreendimentos Imobiliários, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
	Modalfa - Comércio e Serviços, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%

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		Modalloop - Vestuário e Calçado, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
		Modelo Continente Hipermercados, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
		Modelo Continente International Trade, SA	a)	Madrid (Spain)	100.00%	100.00%	100.00%	100.00%
		Modelo Hiper Imobiliária, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
1	1)	Modelo.com - Vendas p/Correspond., SA	a)	Maia (Portugal)	-	-	100.00%	100.00%
		Pharmaconcept – Actividades em Saúde, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
		Pharmacontinente - Saúde e Higiene, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
		Ponto de Chegada – Sociedade Imobiliária, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
		Predicomercial - Promoção Imobiliária, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
		Predilugar- Promoção Imobiliária, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
3	3)	Salsa DE Gmbh	a)	Dusseldorf (Germany)	100.00%	50.00%	-	-
Э	3)	Salsa Distribution USA LLC	a)	New York (USA)	100.00%	50.00%	-	-
3	3)	Salsa France, S.A.R.L.	a)	Paris (France)	99.99%	50.00%	-	-
-	3)	Salsa Luxembourg, Sàrl	a)	Luxembourg	100.00%	50.00%	-	-
(1)	3)	SLS Salsa – Comércio e Difusão de Vestuário, S.A.	a)	Vila Nova de Famalicão (Portugal)	100.00%	50.00%	-	-
-	3)	SLS Salsa España – Comercio y Difusión de Vestuario, S.A.U.	a)	Pontevedra (Spain)	100.00%	50.00%	-	-
		SDSR – Sports Division SR, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
		Selifa - Empreendimentos Imobiliários de Fafe, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
		Sempre à Mão - Sociedade Imobiliária, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
		Sesagest - Proj.Gestão Imobiliária, SA	a)	Porto (Portugal)	100.00%	100.00%	100.00%	100.00%
		SIAL Participações, Ltda	a)	São Paulo (Brazil)	100.00%	100.00%	100.00%	100.00%
		Socijofra - Sociedade Imobiliária, SA	a)	Gondomar (Portugal)	100.00%	100.00%	100.00%	100.00%
		Sociloures - Sociedade Imobiliária, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
		Soflorin, BV	a)	Amsterdam (Netherlands)	100.00%	100.00%	100.00%	100.00%
Z	1)	Sohi Meat Solutions- Distribuição de Carnes, SA	a)	Santarém (Portugal)	100.00%	100.00%	-	-
		Sonae Capital Brasil, Lda	a)	São Paulo (Brazil)	100.00%	100.00%	100.00%	100.00%
		Sonae Center Serviços II, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
		Sonae Investimentos, SGPS, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
		Sonae MC – Modelo Continente SGPS, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
Z	1)	Sonae MC S2 Africa Limited	a)	La Valletta (Malta)	100.00%	100.00%	-	-

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5)	Sonae Retalho España - Servicios Generales, SA	a)	Madrid (Spain)	-	-	100.00%	100.00%
	Sonae SR Malta Holding Limited	a)	La Valletta (Malta)	100.00%	100.00%	100.00%	100.00%
	Sonaegest-Soc.Gest.Fundos Investimentos, SA	a)	Maia (Portugal)	100.00%	90.00%	100.00%	90.00%
	Sonaerp - Retail Properties, SA	a)	Porto (Portugal)	100.00%	100.00%	100.00%	100.00%
	SONAESR – Serviços e Logística, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
6)	Sonae Specialized Retail, SGPS, SA	a)	Matosinhos (Portugal)	-	-	100.00%	100.00%
	Sondis Imobiliária, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
	Sonvecap, BV	a)	Amsterdam (Netherlands)	100.00%	100.00%	100.00%	100.00%
	Sport Zone Canárias, SL	a)	Tenerife (Spain)	60.00%	60.00%	60.00%	60.00%
	Sport Zone España - Comércio de Articulos de Deporte, SA	a)	Madrid (Spain)	100.00%	100.00%	100.00%	100.00%
	Sport Zone spor malz.per.satis ith.ve tic.ltd.sti	a)	Istanbul (Turkey)	100.00%	100.00%	100.00%	100.00%
	Têxtil do Marco, SA	a)	Marco de Canaveses (Portugal)	92.76%	92.76%	92.76%	92.76%
	Usebti Textile México S.A. de C.V.	a)	Mexico City (Mexico)	100.00%	100.00%	100.00%	100.00%
	Valor N, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
	Worten Canárias, SL	a)	Tenerife (Spain)	60.00%	60.00%	60.00%	60.00%
	Worten - Equipamento para o Lar, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
	Worten España Distribución, S.L.	a)	Madrid (Spain)	100.00%	100.00%	100.00%	100.00%
	Zippy - Comércio e Distribuição, SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
	Zippy - Comércio Y Distribución, SA	a)	Madrid (Spain)	100.00%	100.00%	100.00%	100.00%
	Zippy cocuk malz.dag.ith.ve tic.ltd.sti	a)	lstanbul (Turkey)	100.00%	100.00%	100.00%	100.00%
	ZYEvolution-Invest.Desenv., SA	a)	Matosinhos (Portugal)	100.00%	100.00%	100.00%	100.00%
	Sonae IM						
5)	Accive Insurance – Consultoria e Franchising, Lda	a)	Porto (Portugal)	-	-	100.00%	35.01%
	Accive Insurance – Corretor de Seguros, SA	a)	Porto (Portugal)	70.00%	35.01%	70.00%	35.01%
7)	ADD Avaliações Engenharia de Avaliações e Perícias, Ltda	a)	Santa Catarina (Brazil)	-	-	100.00%	50.01%
4)	Bright Development Studio, SA	a)	Maia (Portugal)	100.00%	89.97%	-	-
4)	Bright Ventures Capital SCR	a)	Maia (Portugal)	100.00%	89.97%	-	-
	Cape Tecnologies Limited	a)	Dublin (Ireland)	100.00%	89.97%	100.00%	89.97%

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	Digitmarket - Sistemas de Informação, SA	a)	Maia (Portugal)	75.10%	67.56%	75.10%	67.56%
	Herco Consultoria de Risco e Corretora de Seguros, Ltda	a)	Santa Catarina (Brazil)	100.00%	50.01%	100.00%	50.01%
	Herco, Consultoria de Risco, SA	a)	Maia (Portugal)	100.00%	50.01%	100.00%	50.01%
	HighDome PCC Limited	a)	La Valletta (Malta)	100.00%	50.01%	100.00%	50.01%
3)	Iberosegur – Sociedade Ibérica de Mediação de Seguros, Lda	a)	Porto (Portugal)	100.00%	50.01%	-	-
3)	Inovretail, Lda	a)	Maia (Portugal)	100.00%	89.97%	-	-
8)	S21SEC Portugal – Cybersecurity and Intelligence Services, SA	a)	Maia (Portugal)	100.00%	89.97%	100.00%	89.97%
	Larim Corretora de Resseguros Ltda	a)	Rio de Janeiro (Brazil)	99.99%	50.01%	99.99%	50.01%
	Lazam/mds Correctora Ltda	a)	São Paulo (Brazil)	100.00%	50.01%	100.00%	50.01%
9)	MDS África, SGPS, SA	a)	Porto (Portugal)	50.00%	25.05%	100.00%	50.01%
10)	MDS - Corretor de Seguros, SA	a)	Porto (Portugal)	100.00%	50.01%	100.00%	50.01%
	MDS Affinity-Sociedade de Mediação Lda	a)	Porto (Portugal)	100.00%	50.01%	100.00%	50.01%
	MDS Auto - Mediação de Seguros, SA	a)	Porto (Portugal)	50.01%	25.01%	50.01%	25.01%
5)	Mds Knowledge Centre, Unipessoal, Lda	a)	Lisbon (Portugal)	100.00%	50.01%	100.00%	50.01%
	MDS Malta Holding Limited	a)	La Valletta (Malta)	100.00%	50.01%	100.00%	50.01%
	MDS RE – Mediador de resseguros, SGPS, SA	a)	Porto (Portugal)	100.00%	25.05%	100.00%	50.01%
	MDS, SGPS, SA	a)	Maia (Portugal)	50.01%	50.01%	50.01%	50.01%
	Modelo - Distribuição de Materiais de Construção, SA	b)	Maia (Portugal)	50.00%	50.00%	50.00%	50.00%
3)	Moneris Seguros - Mediação de Seguros, Lda	a)	Oeiras (Portugal)	60.00%	30.01%	-	-
	PCJ-Público, Comunicação e Jornalismo, SA	a)	Maia (Portugal)	100.00%	89.97%	100.00%	89.97%
	Praesidium Services Limited	a)	Berkshire (U.K.)	100.00%	89.97%	100.00%	89.97%
	Público - Comunicação Social, SA	a)	Porto (Portugal)	100.00%	89.97%	100.00%	89.97%
7)	RSI Corretora de Seguros, Ltda	a)	São Paulo (Brazil)	100.00%	50.01%	100.00%	50.01%
	S21 Sec Brasil, Ltda	a)	São Paulo (Brazil)	99.99%	89.96%	99.99%	69.98%
	S21 Sec Ciber Seguridad SA de CV	a)	Mexico City (Mexico)	100.00%	89.97%	100.00%	69.86%
	S21 Sec Gestion, SA	a)	Navarra (Spain)	100.00%	89.97%	77.80%	69.99%
	S21 Sec Information Security Labs, S.L.	a)	Navarra (Spain)	100.00%	89.97%	100.00%	69.99%
	S21 Sec México, SA de CV	a)	Mexico City (Mexico)	100.00%	89.97%	99.87%	69.89%
	S21 Sec SA de CV	a)	Mexico City (Mexico)	100.00%	89.97%	99.99%	69.98%
	Saphety – Transacciones Electronicas SAS	a)	Bogota (Colombia)	100.00%	78.27%	100.00%	78.27%

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	Saphety Brasil Transações Electrônicas Lda	a)	São Paulo (Brazil)	100.00%	78.27%	100.00%	78.27%
	Saphety Level - Trusted Services, SA	a)	Maia (Portugal)	86.99%	78.27%	86.99%	78.27%
	Sonaecom-Cyber Security and Int., SGPS, SA	a)	Maia (Portugal)	100.00%	89.97%	100.00%	89.97%
	Sonaecom - Serviços Partilhados, SA	a)	Maia (Portugal)	100.00%	89.97%	100.00%	89.97%
	Sonaecom - Sistemas de Información España, SL	a)	Madrid (Spain)	100.00%	89.97%	100.00%	89.97%
5)	Sonaecom BV	a)	Amsterdam (Netherlands)	100.00%	89.97%	100.00%	89.97%
	Sonaecom, SGPS, SA	a)	Maia (Portugal)	90.15%	89.97%	90.15%	89.97%
	Sonae Investment Management - Software and Technology, SGPS, SA	a)	Maia (Portugal)	100.00%	89.97%	100.00%	89.97%
5)	Sonaetelecom, BV	a)	Amsterdam (Netherlands)	100.00%	89.97%	100.00%	89.97%
11)	Sysvalue – Consult.Int.e Seg. em SI, SA	a)	Lisbon (Portugal)	100.00%	89.97%	-	-
	Tecnológica Telecomunicações, Ltda	a)	Rio de Janeiro (Brazil)	99.99%	89.87%	99.99%	89.87%
	Tlantic, BV	a)	Amsterdam (Netherlands)	70.71%	70.71%	72.10%	72.10%
	Tlantic Portugal - Sistemas de Informação, SA	a)	Maia (Portugal)	100.00%	70.71%	100.00%	72.10%
	Tlantic Sistemas de Informação, Ltda	a)	Porto Alegre (Brazil)	100.00%	70.71%	100.00%	72.10%
	We Do Brasil Soluções Informáticas, Ltda	a)	Rio de Janeiro (Brazil)	99.91%	89.88%	99.91%	89.88%
	We Do Consulting - Sistemas de Informação, SA	a)	Maia (Portugal)	100.00%	89.97%	100.00%	89.97%
5)	We Do Poland SP. Z.o.o.	a)	Poznan (Poland)	100.00%	89.97%	100.00%	89.97%
	We Do Technologies (UK) Limited	a)	Berkshire (U.K.)	100.00%	89.97%	100.00%	89.97%
	We Do Tecnologies Americas, Inc.	a)	Delaware (USA)	100.00%	89.97%	100.00%	89.97%
	We Do Technologies Australia PTY Limited	a)	Sydney (Australia)	100.00%	89.97%	100.00%	89.97%
	We Do Technologies Egypt Limited Liability Company	a)	Cairo (Egypt)	100.00%	89.97%	100.00%	89.97%
	We Do Technologies Mexico S. de RL	a)	Mexico City (Mexico)	100.00%	89.97%	100.00%	89.97%
	We Do Tecnologies BV	a)	Amsterdam (Netherlands)	100.00%	89.97%	100.00%	89.97%
	Others						
	Libra Serviços, Lda	a)	Funchal (Portugal)	100.00%	100.00%	100.00%	100.00%
4)	SFS – Serviços de Gestão e Marketing, SA	a)	Maia (Portugal	100.00%	100.00%	-	-
	Sonae Investments, BV	a)	Amsterdam (Netherlands)	100.00%	100.00%	100.00%	100.00%

Sonae RE, SA	a)	Luxembourg	99.92%	99.92%	99.92%	99.92%
Sonaecenter Serviços, SA	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
Sonae Financial Services, S.A.	a)	Maia (Portugal)	100.00%	100.00%	100.00%	100.00%
Sontel, BV	a)	Amsterdam (Netherlands)	100.00%	100.00%	100.00%	100.00%

\*the percentage of capital held "Total" is the total percentage of interest held by the parent company's shareholders; the percentage of capital held "Direct" corresponds to the percentage that subsidiary(s) which hold(s) a participation, hold(s) this participation directly in the share capital of that company.

a) Control held by majority of voting rights which gives power of relevant activities;

b) Control held by majority of Board members;

- 1) Companies merged into Modelo Continente Hipermercados, SA, at 1 January 2016;
- 2) Company disposed on 30 December 2016 to Iberia Shopping Centre Venture Cooperatief UA;
- 3) Company acquired during the period;
- 4) Company created during the period;
- 5) Company liquidated during the period;
- 6) Company incorporated by merger in Sonae MC Modelo Continente, SGPS SA at 1 January 2016;
- 7) Company incorporated by merger in Lazam/MDS Correctora Ltda at 1 January 2016;
- 8) Ex Itrust Cyber Security and Intelligence, SA;
- 9) On May 6, 2016, the share capital of MDS Africa, SGPS, SA was increased, through the issuance of the new shares subscribed by a new shareholder. Now this company is a joint venture;
- 10) Company merged into MDS Corretora SA;
- 11) Company acquired in the period and incorporated by merger in S21 SEC Portugal Cyber Security Services, SA.

These entities are consolidated using the full consolidation method.

# 51 JOINT VENTURES AND ASSOCIATED COMPANIES INCLUDED IN THE CONSOLIDATED FINANCIAL STATEMENT

Joint ventures and associates, their head offices and percentage of share capital held by Sonae as at 31 December 2016 and 31 December 2015 are as follows:

## 51.1 Joint ventures

			Percentage of capital held			
			31 De	c 2016	31 Dec	2015
	COMPANY	Head Office	Direct*	Total*	Direct*	Total*
	Sonae Sierra					
	3shoppings - Holding, SGPS, SA	Maia (Portugal)	100.00%	25.05%	100.00%	25.05%
	8ª Avenida Centro Comercial, SA	Maia (Portugal)	100.00%	11.25%	100.00%	23.75%
1)	Adlands BV	Amsterdam (Netherlands)	50.00%	25.00%	50.00%	25.00%
	Aegean Park Constructions Real Estate and Development, SA	Athens (Greece)	100.00%	25.00%	100.00%	25.00%
	ALBCC – Albufeirashopping – Centro Comercial, SA	Maia (Portugal)	100.00%	11.25%	100.00%	23.75%
	ALEXA Holding GmbH	Dusseldorf (Germany)	100.00%	50.00%	100.00%	50.00%
	ALEXA Shopping Centre GmbH	Dusseldorf (Germany)	100.00%	50.00%	100.00%	50.00%
2)	Algarveshopping - Centro Comercial, SA	Maia (Portugal)	100.00%	5.00%	100.00%	25.05%
	ARP Alverca Retail Park, SA	Maia (Portugal)	100.00%	50.00%	100.00%	50.00%
	Arrábidashopping - Centro Comercial, SA	Maia (Portugal)	100.00%	12.53%	100.00%	23.75%
1)	Avenida M-40, BV	Amsterdam (Netherlands)	100.00%	25.05%	100.00%	25.05%
1)	Beralands BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
	Campo Limpo Lda	S. Paulo (Brazil)	20.00%	3.33%	20.00%	3.33%
	Cascaishopping - Centro Comercial, SA	Maia (Portugal)	100.00%	28.62%	100.00%	28.62%
	Cascaishopping Holding I, SGPS, SA	Maia (Portugal)	100.00%	28.62%	100.00%	28.62%
	CCCB Caldas da Rainha - Centro Comercial, SA	Maia (Portugal)	100.00%	50.00%	100.00%	50.00%

	Centro Colombo - Centro Comercial, SA	Maia (Portugal)	100.00%	12.53%	100.00%	12.53%
	Centro Vasco da Gama - Centro Comercial, SA	Maia (Portugal)	100.00%	12.53%	50.00%	12.53%
	Coimbrashopping - Centro Comercial, SA	Maia (Portugal)	100.00%	25.05%	100.00%	25.05%
	Colombo Towers Holding, BV	The Hague (Netherlands)	50.00%	25.00%	50.00%	25.00%
	DOC Malaga Holdings S.L.	Madrid (Spain)	50.00%	12.53%	50.00%	12.53%
	DOC Malaga SITECO S.L.U.	Madrid (Spain)	100.00%	12.53%	100.00%	12.53%
	Dortmund Tower GmbH	Dusseldorf (Germany)	100.00%	50.00%	100.00%	50.00%
	Dos Mares - Shopping Centre, BV	Amsterdam (Netherlands)	100.00%	25.05%	100.00%	25.05%
	Dos Mares - Shopping Centre, SA	Madrid (Spain)	100.00%	25.05%	100.00%	25.05%
2)	Estação Viana - Centro Comercial, SA	Viana do Castelo (Portugal)	100.00%	5.00%	100.00%	25.05%
	Freccia Rossa - Shopping Centre, Srl	Milan (Italy)	50.00%	25.00%	50.00%	25.00%
	Fundo de Investimento Imobiliário Parque Dom Pedro Shopping Center	Rio de Janeiro (Brazil)	50.00%	10.34%	50.00%	10.34%
	Fundo de Investimento Imobiliário Shopping Parque Dom Pedro	Rio de Janeiro (Brazil)	87.61%	15.78%	87.61%	15.78%
	Gaiashopping I - Centro Comercial, SA	Maia (Portugal)	100.00%	12.53%	100.00%	23.75%
	Gaiashopping II - Centro Comercial, SA	Maia (Portugal)	100.00%	12.53%	100.00%	23.75%
	Gli Orsi Shopping Centre 1, Srl	Milan (Italy)	100.00%	50.00%	100.00%	50.00%
	Guimarãeshopping - Centro Comercial, SA	Maia (Portugal)	100.00%	25.05%	100.00%	25.05%
	Harvey Dos Iberica, SL	Madrid (Spain)	50.00%	12.53%	50.00%	12.53%
	Iberian Assets, SA	Madrid (Spain)	49.81%	12.48%	49.78%	12.48%
3)	Iberia Shopping Centre Venture Cooperatief UA	Amsterdam (Netherlands)	100.00%	5.00%	-	-
4)	Iberian Holdings Spain, S.L.	Madrid (Spain)	100.00%	50.00%	-	-
	Ioannina Development of Shopping Centres, SA	Athens (Greece)	100.00%	50.00%	100.00%	50.00%
	Land Retail, BV	Amsterdam (Netherlands)	100.00%	32.19%	100.00%	32.19%
	Larissa Development of Shopping Centres, SA	Athens (Greece)	100.00%	25.00%	100.00%	25.00%
	LCC – Leiriashopping – Centro Comercial, SA	Maia (Portugal)	100.00%	11.25%	100.00%	23.75%
	Le Terrazze – Shopping Centre 1, Srl	Milan (Italy)	50.00%	5.00%	50.00%	5.00%
5)	Loop 5 - Shopping Centre Gmbh	Dusseldorf (Germany)	9.00%	4.50%	50.00%	25.00%

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	Loureshopping – Centro Comercial, SA	Maia (Portugal)	50.00%	5.63%	50.00%	11.88%
2)	Luz del Tajo - Centro Comercial, SA	Madrid (Spain)	100.00%	5.00%	100.00%	25.05%
	Luz del Tajo, BV	Amsterdam (Netherlands)	100.00%	25.05%	100.00%	25.05%
	Madeirashopping - Centro Comercial, SA	Funchal (Portugal)	50.00%	12.53%	50.00%	12.53%
	Maiashopping - Centro Comercial, SA	Maia (Portugal)	100.00%	25.05%	100.00%	25.05%
	Microcom Doi, Srl	Bucharest (Romania)	100.00%	50.00%	100.00%	50.00%
1)	Münster Arkaden, BV	Amsterdam (Netherlands)	100.00%	25.05%	100.00%	25.05%
	Norte Shopping Retail and Leisure Centre, BV	Amsterdam (Netherlands)	50.00%	12.53%	50.00%	12.53%
	Norteshopping - Centro Comercial, SA	Maia (Portugal)	100.00%	12.53%	100.00%	12.53%
	Pantheon Plaza BV	Amsterdam (Netherlands)	50.00%	25.00%	50.00%	25.00%
	Paracentro - Gestão de Galerias Comerciais, SA	Maia (Portugal)	100.00%	50.00%	100.00%	50.00%
	Park Avenue Developement of Shopping Centers, SA	Athens (Greece)	50.00%	25.00%	100.00%	25.00%
	Parklake Shopping, SA	Bucharest (Romania)	50.00%	25.00%	50.00%	25.00%
	Parque Atlântico Shopping - Centro Comercial SA	Ponta Delgada (Portugal)	50.00%	12.53%	50.00%	12.53%
	Parque D. Pedro 1, BV Sarl	Luxembourg	100.00%	25.00%	100.00%	25.00%
	Parque de Famalicão - Empreendimentos Imobiliários, SA	Maia (Portugal)	100.00%	50.00%	100.00%	50.00%
	Pátio Boavista Shopping, Ltda	São Paulo (Brazil)	100.00%	16.66%	100.00%	16.66%
6)	Pátio Campinas Shopping, Ltda	São Paulo (Brazil)	100.00%	16.66%	100.00%	16.66%
	Pátio Goiânia Shopping, Ltda	São Paulo (Brazil)	100.00%	16.66%	100.00%	16.66%
	Pátio Londrina Empreendimentos e Participações, Ltda	São Paulo (Brazil)	100.00%	16.66%	100.00%	16.66%
	Pátio São Bernardo Shopping Ltda	São Paulo (Brazil)	100.00%	16.66%	100.00%	16.66%
	Pátio Sertório Shopping, Ltda	Manaus (Brazil)	100.00%	16.66%	100.00%	16.66%
	Pátio Uberlândia Shopping, Ltda	São Paulo (Brazil)	100.00%	16.66%	100.00%	16.66%
	Plaza Eboli - Centro Comercial, SA	Madrid (Spain)	100.00%	50.00%	100.00%	50.00%
	Plaza Mayor Parque de Ócio, BV	Amsterdam (Netherlands)	100.00%	25.05%	100.00%	25.05%
	Plaza Mayor Parque de Ócio, SA	Madrid (Spain)	100.00%	25.05%	100.00%	25.05%
	Plaza Mayor Shopping, BV	Amsterdam (Netherlands)	100.00%	25.05%	100.00%	25.05%

	Plaza Mayor Shopping, SA	Madrid (Spain)	100.00%	25.05%	100.00%	25.05%
4)	Plenerg Srl	Bucharest (Romania)	50.00%	25.00%	-	-
	PORTCC – Portimãoshopping – Centro Comercial, SA	Maia (Portugal)	100.00%	11.25%	100.00%	23.75%
2)4)	Project Guia, SA	Maia (Portugal)	100.00%	5.00%	-	-
	Project Sierra 10 BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
	Project Sierra 11 BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
	Project Sierra 12 BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
	Project Sierra 2, BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
2)	Project Sierra 8, BV	Amsterdam (Netherlands)	100.00%	5.00%	100.00%	25.05%
	Project Sierra Cúcuta, BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
	Project Sierra Four, SA	Bucharest (Romania)	100.00%	50.00%	100.00%	50.00%
	Project Sierra Germany 2 (two), Shopping Centre, GmbH	Dusseldorf (Germany)	100.00%	50.00%	100.00%	50.00%
	Project Sierra Germany 4 (four), Shopping Centre, GmbH	Dusseldorf (Germany)	100.00%	50.00%	100.00%	50.00%
	Project Sierra Spain 1, BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
	Project Sierra Spain 2 - Centro Comercial, SA	Madrid (Spain)	100.00%	50.00%	100.00%	50.00%
	Project Sierra Two, Srl	Bucharest (Romania)	100.00%	50.00%	100.00%	50.00%
	Proyecto Cúcuta S.A.S	Santiago de Cali (Colombia)	50.00%	25.00%	50.00%	25.00%
	Rio Sul – Centro Comercial, SA	Lisbon (Portugal)	50.00%	5.63%	50.00%	11.88%
	River Plaza BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
	River Plaza Mall, Srl	Bucharest (Romania)	100.00%	50.00%	100.00%	50.00%
	SC Aegean, BV	Amsterdam (Netherlands)	50.00%	25.00%	50.00%	25.00%
	Serra Shopping – Centro Comercial, SA	Lisbon (Portugal)	50.00%	5.63%	50.00%	11.88%
	Shopping Centre Colombo Holding, BV	Amsterdam (Netherlands)	50.00%	12.53%	50.00%	12.53%
	Shopping Centre Parque Principado, BV	Amsterdam (Netherlands)	100.00%	25.05%	100.00%	25.05%
1)	Sierra Asia Limited	Hong Kong	100.00%	50.00%	100.00%	50.00%

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Sierra Berlin Holding BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
Sierra Brazil 1, BV	Amsterdam (Netherlands)	100.00%	25.00%	100.00%	25.00%
Sierra Central, S.A.S.	Santiago de Cali (Colômbia)	50.00%	25.00%	50.00%	25.00%
Sierra Cevital Shopping Center, Spa	Algeria	49.00 %	24.50%	49.00 %	24.50%
Sierra Core Assets Holdings, BV	Amsterdam (Netherlands)	50.00%	25.05%	50.00%	25.05%
Sierra Developments Holding, BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
Sierra Developments, SGPS, SA	Maia (Portugal)	100.00%	50.00%	100.00%	50.00%
Sierra European Retail Real Estate Assets Holdings, BV	Amsterdam (Netherlands)	50.10%	25.05%	50.10%	25.05%
Sierra Germany GmbH	Dusseldorf (Germany)	100.00%	50.00%	100.00%	50.00%
Sierra GP, Limited	Guernsey (U.K.)	100.00%	50.00%	100.00%	50.00%
Sierra Greece, SA	Athens (Greece)	100.00%	50.00%	100.00%	50.00%
Sierra Investimentos Brasil Ltda	São Paulo (Brazil)	100.00%	16.66%	100.00%	16.66%
Sierra Investments (Holland) 1, BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
Sierra Investments (Holland) 2, BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
Sierra Investments Holding, BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
Sierra Investments SGPS, SA	Maia (Portugal)	100.00%	50.00%	100.00%	50.00%
Sierra Italy, Srl	Milan (Italy)	100.00%	50.00%	100.00%	50.00%
Sierra Management, SGPS, SA	Maia (Portugal)	100.00%	50.00%	100.00%	50.00%
Sierra Maroc, SARL	Casablanca (Morocco)	100.00%	50.00%	-	-
Sierra Maroc Services, SARL	Casablanca (Morocco)	100.00%	50.00%	-	-
Sierra Portugal, SA	Lisbon (Portugal)	100.00%	50.00%	100.00%	50.00%
Sierra Project Nürnberg BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
Sierra Real Estate Greece BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
Sierra Retail Ventures BV	Amsterdam (Netherlands)	100.00%	50.00%	-	-

4)

4)

4)

	Sierra Romania Shopping Centers Services, SRL	Bucharest (Romania)	100.00%	50.00%	100.00%	50.00%
	Sierra Turkey Gayrimenkul Yönetim Pazarlama ve Danışmanlık Anonim Şirket	lstanbul (Turkey)	100.00%	50.00%	100.00%	50.00%
	Sierra Services Holland BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
1)	Sierra Services Holland 2 BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
	Sierra Solingen Holding GmbH	Dusseldorf (Germany)	100.00%	50.00%	100.00%	50.00%
4)	Sierra Spain Malaga Holdings, S.L.	Madrid (Spain)	100.00%	50.00%	-	-
	Sierra Spain – Shopping Centers Services, SA	Madrid (Spain)	100.00%	50.00%	100.00%	50.00%
	Sierra VdG Holding BV	Amsterdam (Netherlands)	100.00%	12.53%	100.00%	25.05%
	Sierra Zenata Project B.V.	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
	Solingen Shopping Center GmbH	Dusseldorf (Germany)	100.00%	25.00%	100.00%	25.00%
	Sonae Sierra Brasil, SA	São Paulo (Brazil)	66.65%	16.66%	66.65%	16.66%
	Sonae Sierra Brazil, BV Sarl	Luxembourg	50.00%	25.00%	50.00%	25.00%
	Sonae Sierra, SGPS, SA	Maia (Portugal)	50.00%	50.00%	50.00%	50.00%
	SPF - Sierra Portugal	Luxembourg	100.00%	50.00%	100.00%	50.00%
	SPF - Sierra Portugal Real Estate, Sarl	Luxembourg	22.50%	11.25%	47.50%	23.75%
	Unishopping Consultoria Imobiliária, Ltda	São Paulo (Brazil)	100.00%	16.66%	100.00%	16.66%
	Via Catarina - Centro Comercial, SA	Maia (Portugal)	50.00%	12.53%	50.00%	12.53%
	Weiterstadt Shopping BV	Amsterdam (Netherlands)	100.00%	50.00%	100.00%	50.00%
	Zenata Commercial Project, SA	Mohammedia (Morocco)	100.00%	5.5%	100.00%	5.5%
	ZOPT (NOS)					
	Big Picture 2 Films, SA	Oeiras (Portugal)	20.00%	4.69%	20.00%	4.50%
	Canal 20 TV, SA	Madrid (Spain)	50.00%	11.73%	50.00%	11.25%
	Dreamia Holding BV	Amsterdam (Netherlands)	50.00%	11.73%	50.00%	11.25%
	Dreamia Serviços de Televisão, SA	Lisbon (Portugal)	100.00%	11.73%	100.00%	11.25%
	East Star Ltd	Port Louis (Mauricias)	30.00%	7.04%	30.00%	6.75%
	Empracine – Empresa Promotora de Atividades					

Empracine – Empresa Promotora de Atividades Cinematográficas, Lda

Lisbon (Portugal)

100.00%

23.46%

100.00%

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22.50%

FINSTAR – Sociedade de Investimentos e Participações, SA	Luanda (Angola)	30.00%	7.04%	30.00%	6.75%
Lusomundo – Sociedade de investimentos imobiliários, SGPS, SA	Lisbon (Portugal)	99.87%	23.43%	99.87%	22.47%
Lusomundo Imobiliária 2, SA	Lisbon (Portugal)	99.87%	23.43%	99.87%	22.47%
Lusomundo Moçambique, Lda	Maputo (Mozambique)	100.00%	23.46%	100.00%	22.50%
MSTAR, SA	Maputo (Mozambique)	30.00%	7.04%	30.00%	6.75%
NOS Açores Comunicações, SA	Ponta Delgada (Azores)	83.82%	19.66%	83.82%	18.86%
NOS Communications Sàrl	Luxemburgo	100.00%	23.46%	100.00%	22.50%
NOS Comunicações, SA	Lisbon (Portugal)	100.00%	23.46%	100.00%	22.50%
NOS Inovação, SA	Matosinhos (Portugal)	100.00%	23.46%	100.00%	22.50%
NOS Lusomundo Audiovisuais, SA	Lisbon (Portugal)	100.00%	23.46%	100.00%	22.50%
NOS Lusomundo Cinemas, SA	Lisbon (Portugal)	100.00%	23.46%	100.00%	22.50%
NOS Lusomundo TV, Lda	Lisbon (Portugal)	100.00%	23.46%	100.00%	22.50%
NOS Madeira Comunicações, SA	Funchal (Madeira)	77.95%	18.29%	77.95%	17.54%
NOS SGPS, SA	Lisbon (Portugal)	52.15%	23.46%	52.15%	22.50%
NOS Sistemas España, SL	Madrid (Spain)	100.00%	23.46%	100.00%	22.50%
NOS Sistemas, SA	Maia (Portugal)	100.00%	23.46%	100.00%	22.50%
NOSPUB – Publicidade e Conteúdos, SA	Lisbon (Portugal)	100.00%	23.46%	100.00%	22.50%
NOS Tecnology – Concepção Construção e Gestão de Redes de Comunicação, SA	Matosinhos (Portugal)	100.00%	23.46%	100.00%	22.50%
NOS Towering – Gestão de Torres de Telecomunicações, SA	Maia (Portugal)	100.00%	23.46%	100.00%	22.50%
Per-Mar – Sociedade de Construções, SA	Maia (Portugal)	100.00%	23.46%	100.00%	22.50%
Sontária – Empreendimentos Imobiliários, SA	Maia (Portugal)	100.00%	23.46%	100.00%	22.50%
Sport TV Portugal	Lisbon (Portugal)	33.33%	7.82%	50.00%	11.25%
Teliz Holding, BV	Amstelveen (Netherlands)	100.00%	23.46%	100.00%	22.50%
Upstar Comunicações, SA	Vendas Novas (Portugal)	30.00%	7.04%	30.00%	6.75%
ZAP Cinemas, SA	Luanda (Angola)	100.00%	7.04%	100.00%	6.75%
ZAP Media, SA	Luanda (Angola)	100.00%	7.04%	100.00%	6.75%
ZAP Publishing, SA	Luanda (Angola)	100.00%	7.04%	100.00%	6.75%

1)	ZON Finance BV	Amsterdam (Netherlands)	100.00%	23.46%	100.00%	22.50%
	ZOPT, SGPS, SA	Porto (Portugal)	50.01%	44.98%	50.01%	44.98%
	Sonae IM					
	Intelligent Big Data, SL	Guipuzcoa (Spain)	50.00%	44.99%	50.00%	35.00%
	SIRS – Sociedade Independente de Radiodifusão Sonora, SA	Porto (Portugal)	45.00%	40.49%	45.00%	40.49%
	Unipress - Centro Gráfico, Lda	Vila Nova de Gaia (Portugal)	50.00%	44.99%	50.00%	44.99%

\*the percentage of capital held "Total" is the total percentage of interest held by the parent company's shareholders; the percentage of capital held "Direct" corresponds to the percentage that subsidiary(s) which hold(s) a participation, hold(s) this participation directly in the share capital of that company.

- 1) Company liquidated during the period;
- 2) Participation of 20% sold to Iberia Shopping Centre Venture Cooperatief UA during the period;
- 3) Company acquired during the period;
- 4) Company created in the period;
- 5) In January 2016, the Group sold 41% of the Company retaining a minority interest of 9%;
- 6) Company sold during the period.

### 51.2 Associated companies

			Percentage of share capital held			held
			31 De	ec 2016	31 De	c 2015
	СОМРАНУ	Head Office	Direct*	Total*	Direct*	Total*
	Retail					
	APOR – Agência para a Modernização do Porto, S.A.	Porto (Portugal)	22.75%	22.75%	22.75%	22.75%
1)	MOVVO, SA	Porto (Portugal)	25.58%	25.58%	16.00%	16.00%
	Sempre a Postos – Produtos Alimentares e Utilidades, Lda	Lisbon (Portugal)	25.00%	25.00%	25.00%	25.00%
2)	Ulabox, S.L.	Barcelona (Spain)	39.18%	39.18%	28.57%	28.57%
	Sonae IM					
	Brokerslink Management AG	Zug (Switzerland)	20.00%	20.00%	20.00%	20.00%

\*the percentage of capital held "Total" is the total percentage of interest held by the parent company's shareholders; the percentage of capital held "Direct" corresponds to the percentage that subsidiary(s) which hold(s) a participation, hold(s) these participations directly in the share capital of that company.

- 1) On May 27, 2016, the group proceeded to a capital increase in MOVVO. Now the Group holds significant influence on that subsidiary and therefore is consolidating by the equity method (Note 11);
- 2) Capital increase carried out on April 14, 2016 and on September 6, 2016.

Jointly controlled companies and associated companies were included in the consolidated financial statements by the equity method.

Approved at the meeting of the Board of Directors held on March 14th 2017

The Board of Directors

Duarte Paulo Teixeira de Azevedo, Chairman and Co-CEO

Ângelo Gabriel Ribeirinho dos Santos Paupério, Executive Director and Co-CEO

Andrew Eustace Clavering Campbell, Non-Executive Director

Christine Cross, Non-Executive Director

Dag Johan Skattum, Non-Executive Director

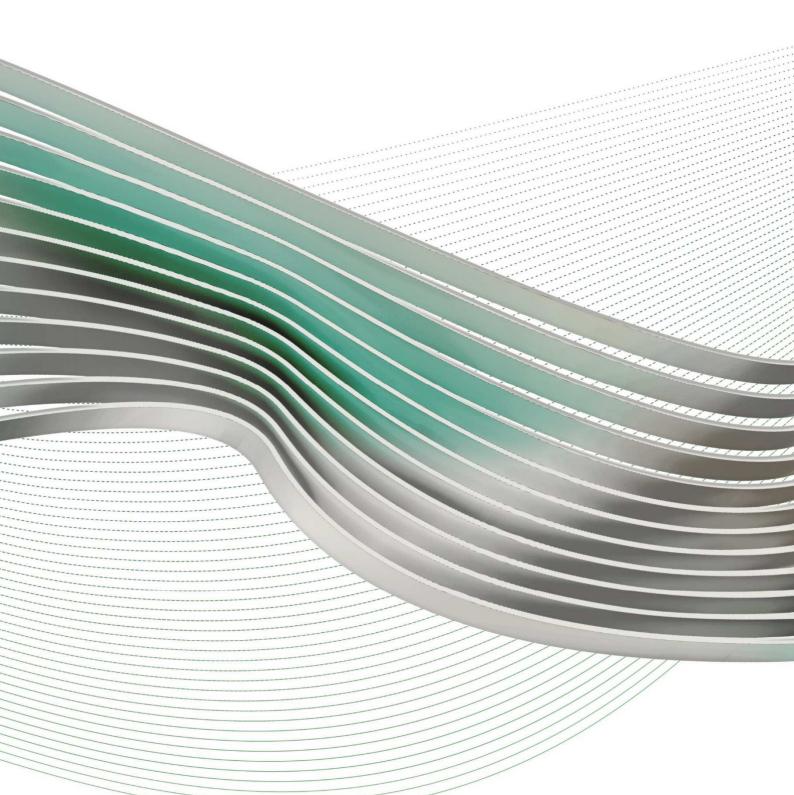
José Manuel Neves Adelino, Non-Executive Director

Marcelo Faria de Lima, Non-Executive Director

Margaret Lorraine Trainer, Non-Executive Director

Tsega Gebreyes, Non-Executive Director

# SEPARATE FINANCIAL STATEMENTS



### SEPARATE STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2016 AND 2015

(Translation of separate financial statements originally issued in Portuguese. In case of discrepancy the Portuguese version prevails)

(Amounts expressed in euro)	Notes	31 Dec 2016	31 Dec 2015
ASSETS			
NON-CURRENT ASSETS:			
Tangible assets	6	65,375	90,243
Intangible assets	7	47	2,153
Investments in subsidiaries, associates and joint ventures	4, 8	4,094,293,240	3,936,004,695
Other investments	4, 9	30,644,385	29,617,075
Deferred taxes		966,895	-
Other non-current assets	4, 10	173,092,867	347,400,000
Total non-current assets		4,299,062,809	4,313,114,166
CURRENT ASSETS:			
Trade account receivables	4, 11	715,428	500,159
Other debtors	4, 12	41,504,643	44,464,350
Taxes recoverable	13	20,425,842	25,714,649
Other current assets	4, 14	2,760,665	2,166,828
Cash and cash equivalents	4, 15	950,886	390,501
Total current assets		66,357,464	73,236,487
TOTAL ASSETS		4,365,420,273	4,386,350,653
EQUITY AND LIABILITIES			
EQUITY:			
Share capital	16	2,000,000,000	2,000,000,000
Legal reserves	18	244,211,592	244,211,592
Hedging reserve, fair value reserve and other reserves	19	1,484,176,439	1,604,617,615
Profit / (loss) for the year		61,300,218	(279,672,410
TOTAL EQUITY		3,789,688,249	3,569,156,797
LIABILITIES:			
NON-CURRENT LIABILITIES:			
Bonds	4, 21	158,361,552	207,406,442
Bank loans	4, 21	143,678,553	180,000,000
Total non-current liabilities		302,040,105	387,406,442
CURRENT LIABILITIES:			
Bank loans	4, 21	162,000,000	159,300,000
Trade accounts payable	4	545,724	403,764
Loans obtained from group companies	4, 22	38,642,000	201,328,447
Other creditors	4, 23	53,280,686	42,828,123
Taxes and contributions payable	13	15,749,775	20,205,511
Other current liabilities	4, 24	3,473,734	5,721,569
Total current liabilities		273,691,919	429,787,414
TOTAL EQUITY AND LIABILITIES		4,365,420,273	4,386,350,653

The accompanying notes are part of these separate financial statements.

The Board of Directors

### SEPARATE INCOME STATEMENT FOR THE YEARS ENDED 31 DECEMBER 2016 AND 2015

(Translation of separate financial statements originally issued in Portuguese. In case of discrepancy the Portuguese version prevails)

(Amounts expressed in euro)	Notes	31 Dec 2016	31 Dec 2015
Services rendered	28	479,662	469,550
Gains or losses on investments	29	58,996,853	(313,337,590)
Financial income	30	29,483,595	74,936,517
Otherincome		2,345,021	2,327,577
External supplies and services	31	(3,786,607)	(3,552,258)
Staff costs	32	(1,967,496)	(2,156,795)
Depreciation and amortisation	6, 7	(35,508)	(34,266)
Provisions and impairment losses		(1,913)	-
Financial expense	30	(14,204,643)	(30,689,583)
Other expenses		(792,278)	(732,369)
Profit/(loss) before taxation		70,516,686	(272,769,217)
Taxation	33	(9,216,468)	(6,903,193)
Profit/(loss) after taxation		61,300,218	(279,672,410)
Profit/(loss) per share			
Basic	34	0.030651	(0.140748)

The accompanying notes are part of these separate financial statements.

The Board of Directors

### SEPARATE STATEMENT OF COMPREHENSIVE INCOME FOR THE YEARS ENDED 31 DECEMBER 2016 AND 2015

(Translation of separate financial statements originally issued in Portuguese. In case of discrepancy the Portuguese version prevails)

(Amounts expressed in euro)	Notes	31 Dec 2016	31 Dec 2015
Net Profit / (loss) for the year		61,300,218	(279,672,410)
Changes on fair value of available-for-sale financial assets	8, 9	159,318,401	83,232,889
Other comprehensive income for the year		159,318,401	83,232,889
Total comprehensive income for the year		220,618,619	(196,439,521)

The accompanying notes are part of these separate financial statements.

The Board of Directors



#### SEPARATE STATEMENT OF CHANGES IN EQUITY FOR THE YEARS ENDED AS AT 31 DECEMBER 2016 AND 2015

(Translation of the separate financial statements originally issued in Portuguese. In case of discrepancy the Portuguese version prevails)

						Reserves and re	tained earnings			
(Amounts expressed in euro)	Notes	Share capital	Treasury shares	Legal reserve	Fair value reserve	Share based payments reserve	Free reserves	Total reserves and retained earnings	Net Profit/(loss)	Total
Balance as at 1 January 2015		2,000,000,000	(6,857,332)	196, 260, 390	176,990,899	785,602	582,803,888	760,580,389	959,024,034	3,909,007,481
Total comprehensive income for the year		-	-	-	83,232,889	-	-	83,232,889	(279,672,410)	(196,439,521)
Appropriation of profit of 2014:										
Transfer to legal reserves and other reserves	18	-	-	47,951,202	-	-	838,072,832	838,072,832	(886,024,034)	-
Dividends distributed	36	-	-	-	-	-	5,215	5,215	(73,000,000)	(72,994,785)
Free reserves distributed	36	-	-	-	-	-	(76,994,692)	(76,994,692)	-	(76,994,692)
Purchase of treasury shares	17	-	(139,401)	-	-	-	-	-	-	(139,401)
Sale of treasury shares	17	-	5,912,942	-	-	-	241,601	241,601	-	6,154,543
Share-based payments	20	-	-	-	-	508,066	-	508,066	-	508,066
Shares sold under the terms of Annual Performance Bonus		-	1,083,791	_	_	(335,400)	(693,285)	(1,028,685)	_	55,106
Plan and Medium Term Incentive Plans	20		1,003,751			(555,400)	(055,205)	(1,020,003)		55,100
Balance as at 31 December 2015		2,000,000,000	-	244,211,592	260,223,788	958,268	1,343,435,559	1,604,617,615	(279,672,410)	3,569,156,797
Balance as at 1 January 2016		2,000,000,000	-	244,211,592	260,223,788	958,268	1,343,435,559	1,604,617,615	(279,672,410)	3,569,156,797
Total comprehensive income for the year		-	-	-	159,318,401	-	-	159,318,401	61,300,218	220,618,619
Appropriation of loss of 2015:										
Transfer to retained earnings		-	-	-	-	-	(279,672,410)	(279,672,410)	279,672,410	-
Obligation fulfilled by a third party		-	(1,118,141)	-	-	-	-		-	(1,118,141)
Share-based payments	20	-	-	-	-	524,900	-	524,900	-	524,900
Shares sold under the terms of Annual Performance Bonus							(207.457)	,		
Plan and Medium Term Incentive Plans	20	-	1,118,141	-	-	(404,600)	(207,467)	(612,067)	-	506,074
Balance as at 31 December 2016		2,000,000,000	-	244,211,592	419,542,189	1,078,568	1,063,555,682	1,484,176,439	61,300,218	3,789,688,249

The accompanying notes are part of these separate financial statements.

The Board of Directors

### SEPARATE STATEMENT OF CASH FLOWS FOR THE YEARS ENDED 31 DECEMBER 2016 AND 2015

(Translation of the separate financial statements originally issued in Portuguese. In case of discrepancy the Portuguese version prevails)

(Amounts expressed in euro)	Notes	31 Dec 2016	31 Dec 2015
OPERATING ACTIVITIES			
Cash receipts from trade debtors		264,393	678,024
Cash paid to trade creditors		(3,637,472)	(3,595,661)
Cash paid to employees		(2,125,002)	(1,805,544)
Cash flow generated by operations		(5,498,081)	(4,723,181)
Income taxes (paid) / received		(9,023,787)	2,298,925
Other cash receipts and (payments) relating to operating activities		1,388,351	2,961,673
Net cash flow from operating activities (1)		(13,133,517)	537,417
INVESTMENT ACTIVITIES			
Cash receipts arising from:			
Investments	35	2,102	1,815,901,002
Tangible assets		2,084	52
Interest and similar income		30,457,232	77,000,500
Dividends	12, 29	49,555,660	14,826,535
Others		790,387	643,124
Loans granted		2,646,654,272	4,478,376,788
		2,727,461,737	6,386,748,001
Cash payments arising from:			(
Investments	35	-	(1,836,500,000)
Tangible assets		(8,536)	(9,032)
Intangible assets		-	(80)
Loans granted		(2,451,503,139)	(4,363,376,788)
Not each used in investment activities (2)		(2,451,511,675) 275,950,062	(6,199,885,900)
Net cash used in investment activities (2)		275,950,062	186,862,101
FINANCING ACTIVITIES			
Cash receipts arising from:		5 0 40 700 455	2 000 050 700
Loans obtained		5,943,700,455	2,939,352,786
Sale of treasury shares	17	-	6,209,650
Others		5,616	-
Cash pour ants arising from		5,943,706,071	2,945,562,436
Cash payments arising from: Loans obtained		(6,189,686,902)	(3,232,563,361)
Interest and similar charges		(16,275,329)	(42,334,064)
Dividends		(10,275,525)	(149,955,750)
Purchase of treasury shares	17	_	(149,999,790) (139,401)
r urchase of treasury shares	1/	(6,205,962,231)	(3,424,992,576)
Net cash used in financing activities (3)		(262,256,160)	(479,430,140)
Not increase in each and each aquivalents $(4) = (1) + (2) + (2)$		560,385	(292,030,622)
Net increase in cash and cash equivalents $(4) = (1) + (2) + (3)$ Cash and cash equivalents at the beginning of the year	15	390,501	292,421,123
Cash and cash equivalents at the end of the year	15	950,886	390,501

The accompanying notes are part of these separate financial statements.

The Board of Directors

# SONAE, SGPS, SA

# NOTES TO THE SEPARATE FINANCIAL STATEMENTS

# FOR THE YEAR ENDED 31 DECEMBER 2016

(Translation of the separate financial statements originally issued in Portuguese.

In case of discrepancy the Portuguese version prevails)

(Amounts expressed in euro)

# 1 INTRODUCTION

SONAE, SGPS, SA ("the Company" or "Sonae"), has its head-office at Lugar do Espido, Via Norte, Apartado 1011, 4470-909 Maia, Portugal.

The separate financial statements are presented as required by Commercial Companies Code. According to Decree-Law 158/2009 of 13 July, the company financial statements have been prepared in accordance with International Financial Reporting Standards as adopted by the European Union (IFRS – EU).

Consolidated financial statements are also presented in accordance with applicable legislation.

# 2 PRINCIPAL ACCOUNTING POLICIES

The principal accounting policies adopted in preparing the accompanying separate financial statements are as follows:

# 2.1 Basis of preparation

The accompanying financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as adopted by the European Union. This standards were issued by the International Accounting Standards Board ("IASB") and interpretations issued by the IFRS Interpretations Committee ("IFRS IC") or by the previous Standing Interpretations Committee ("SIC"), that have been adopted by the European Union.

Interim financial statements are presented quarterly, in accordance with IAS 34 – "Interim Financial Reporting".

The accompanying financial statements have been prepared from the books and accounting records on a going concern basis and under the historical cost convention, except for financial instruments and investment properties which are stated at fair value.

Management has assessed the Company's ability to operate on a going concern basis, taking into consideration all relevant information, facts and circumstances of financial, commercial and other nature, including subsequent events to the date of the financial statements. As a result of this evaluation, Management concluded that the Company has adequate resources to maintain its activities, having no intention to cease activities in the short term, and considered the use of the going concern assumption as appropriate.

## New accounting standards and their impact in the financial statements

Up to the approval date of these financial statements, the European Union endorsed standards, interpretations, amendments and revisions, some of which have become effective during the year 2016. These changes are presented in note 2 of the notes to the consolidated financial statements. The adoption, during 2016, of the mentioned standards did not produce relevant impacts on the Company financial statements, since they aren't applicable to the separate financial statements of the Company.

Additionally, there are standards that have been approved for adoption in the periods started on or after 1 January 2017, and standards not yet approved by the European Union. The company did not early adopt any of the mentioned standards and do not expect significant impacts in the separate financial statements of the company from the application of those standards, with the possible exception of IFRS 9. The impacts of this standard are under analysis as at this date. The description of these standards is presented in note 2 of the notes to the consolidated financial statements.

# 2.2 Tangible assets

Tangible assets are recorded at acquisition cost in accordance with generally accepted accounting principles in Portugal until that date, net of depreciation and accumulated impairment losses.

Depreciation charges for the year are calculated on a straight line basis over the useful life of each asset in the caption depreciation and amortisation.

The impairment losses in the realisable value of tangible assets are recorded in the year they arise in the caption of the income statement - impairment losses.

# 2.3 Intangible assets

Intangible assets are stated at acquisition cost, net of amortisation and accumulated impairment losses. Intangible assets are only recognised if it is probable that future economic benefits will flow from them, if they are controlled by the Company and if their cost can be reliably measured.

Depreciation charges for the year are calculated on a straight line basis over the useful life of each asset in the caption depreciation and amortization.

# 2.4 Borrowing costs

Borrowing costs are usually recognised as an expense in the period in which they are incurred on an accruals basis in accordance with effective interest rate method.

## 2.5 Non-current assets held for sale

Non-current assets (or disposal groups) are classified as held for sale if their carrying amount will be recovered principally through a sale transaction rather than through continuing use. For this to be the case the sale must be highly probable and the asset or disposal group is available for immediate sale in its present condition. In addition, the sale should be expected to occur within 12 months from the date of classification.

Non-current assets (or disposal groups) classified as held for sale are measured at the lower of their carrying amount and fair value less cost to sell. These assets are not depreciated.

# 2.6 Financial instruments

The Company classifies the financial instruments in the categories presented and conciliated with the statement of financial position disclosed in note 4.

### a) Investments

Investments are classified into the following categories:

Held to maturity

Investments measured at fair value through profit or loss

Available for sale

Held to maturity investments are classified as non-current assets unless they mature within 12 months of the statement of financial position date. Investments classified as held to maturity have defined maturities and the Company has the intention and ability to hold them until the maturity date. Investments measured at fair value through profit or losses are classified as current assets. Available for sale investments are classified as non-current assets.

Equity investments in subsidiaries, associates and jointly controlled companies are classified as available for sale.

The investments measured at fair value through profit or loss include the investments held for trading that the company acquires for sale in a short period of time, and are classified in the statement of financial position as current assets.

The Company classifies as available for sale those investments that are neither included as investments measured at fair value through profit or loss nor as investments held to maturity. These assets are

classified as non-current assets, except if the sale is expected to occur within 12 months from the date of classification.

All purchases and sales of investments are recognized on the trade date, independently of the settlement date.

Investments are initially measured at fair value, which is considered to be the fair value of the consideration paid for them, including transaction costs, in the case of available for sale investments.

Available for sale investments and investments measured at fair value through profit or loss are subsequently measured at fair value, without any deduction for transaction costs which may be incurred on sale, by reference to their quoted market price or independent valuation at the statement of financial position date. Available for sale investments that do not have a quoted market price and whose fair value cannot be reliably measured are stated at cost or last reliable fair value measurement, less impairment losses.

Gains or losses arising from a change in fair value of available for sale investments are recognised directly in equity, under fair value reserve, until the investment is sold or otherwise disposed of, or until it is determined to be impaired, at which time the cumulative gain or loss previously recognised in equity is transferred to net profit or loss.

Gains or losses arising from a change in fair value of investments measured at fair value through profit or loss are recorded in the income statement captions financial gains or losses on investments.

Held to maturity investments are carried at amortised cost using the effective interest rate, net of capital reimbursements and interest income received.

### b) Loans and accounts receivable

Loans and accounts receivable are recorded at amortised cost using the effective rate method net of accumulated impairment losses, in order to reflect its realisable value.

Interest income is recognised by applying the effective interest rate, except for short-term receivables when the recognition of interest would be immaterial.

These financial investments arise when the Company provides money or services directly to a debtor with no intention of trading the receivable.

Loans and receivables are recorded as current assets, except when its maturity is greater than 12 months from the statement of financial position date, situations when they are classified as non-current assets. Loans and receivables are included in the captions presented in note 4.

## c) Trade accounts receivable

Receivables are stated at net realisable value corresponding to their nominal value less impairment losses (recorded under the caption impairment losses in accounts receivable).

Impairment is recognised if there is objective and measurable evidence that, as a result of one or more events that occurred, the balance will not be fully received.

For financial assets carried at amortised cost, the amount of the impairment is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate. If the receipt of the full amount is expected to be within one year the discount is considered null as it is immaterial.

## d) Classification as equity or liability

Financial liabilities and equity instruments are classified and accounted for based on their contractual substance, independently from the legal form they assume.

Equity instruments are contracts that evidence a residual interest in the assets of Sonae after deducting all of its liabilities. Equity instruments issued by Sonae are recorded by the amount of proceeds received, net of direct issuance costs.

## e) Loans

Loans are recorded as liabilities at their nominal value, net of up-front fees and commissions related to the issuance of those instruments which corresponds to their fair value at transaction date.

Financial expenses are calculated based on the effective interest rate and are recorded in the income statement on an accruals basis, in accordance with the accounting policy defined in note 2.8. The portion of the effective interest charge relating to up-front fees and commissions, if not paid in the period, is added to the book value of the loan.

Borrowings on the form of commercial paper are classified as non-current, when the Company has guarantees of placing for a period exceeding one year and it is its' intention to maintain the use of this form of financing for a period exceeding one year.

## f) Trade accounts payable and other creditors

Trade accounts payable are stated at their nominal value, since it relates to short term debt, and its discount effect is estimated to be immaterial.

### g) Derivatives

The Company uses derivatives in the management of its financial risks to hedge such risks and/or in order to optimise funding costs, in accordance with Management interest rate risk policy described in point 3.4.1.

Derivatives classified as cash flow hedge instruments are used by the Company mainly to hedge interest rate risks on loans obtained. Conditions established for these cash flow hedge instruments are identical to those of the corresponding loans in terms of base rates, calculation rules, rate setting dates and repayment schedules of the loans and for these reasons they qualify as perfect hedges. The gain or loss

relating to the ineffective portion of the hedge, if any, is recorded in the income statement under financial income or expenses.

The Company's criteria for classifying a derivative instrument as a cash flow hedge instrument include:

- the hedge transaction is expected to be highly effective in offsetting changes in cash flows attributable to the hedged risk;

- the effectiveness of the hedge can be reliably measured;
- there is adequate documentation of the hedging relationships at the inception of the hedge;
- the transaction being hedged is highly probable.

Cash flows hedge instruments used by the Company to hedge the exposure to changes in interest of its loans are initially accounted for at cost, if any which corresponds to its fair value, and subsequently adjusted to their corresponding fair value. Changes in fair value of these cash flow hedge instruments are recorded in equity under the caption hedging reserves, and then recognised in the income statement over the same period in which the hedged instrument affects profit or loss.

Hedge accounting of derivative instruments is discontinued when the instrument matures or is sold. Whenever a derivative instrument can no longer be qualified as a hedging instrument, the fair value differences recorded in equity under the caption hedging reserve are transferred to profit or loss of the period or to the carrying amount of the asset that resulted from the hedged forecast transaction. Subsequent changes in fair value are recorded in the income statement.

Derivatives entered into in accordance with interest rate risk management policy described in point 3.4.1 and not eligible for hedge accounting (mainly interest rate option), are initially recorded at cost, which corresponds to fair value at inception, and then, remeasured at fair value through profit and loss under financial income or expenses captions.

When embedded derivatives exist, they are accounted for as separate derivatives when the risks and the characteristics are not closely related to economic risks and characteristics of the host instruments, and this is not stated at fair value through profit or loss.

## h) Treasury shares

Treasury shares are recorded at acquisition cost as a reduction to equity. Gains or losses arising from sales of treasury shares are recorded in other reserves.

## i) Cash and cash equivalents

Cash and cash equivalents include cash on hand, cash at bank, term deposits and other treasury applications which mature in less than three months and are subject to insignificant risk of change in value.

In the statement of cash flows, cash and cash equivalents also include bank overdrafts, which are included in the statement of financial position caption of current bank loans.

#### j) Effective interest rate method

The effective interest rate method is a method of calculating the amortised cost of a financial asset or liability and of allocating interest income or expense over the relevant period.

#### k) Impairment

Financial assets, other than investments measured at fair value through profit or loss, are assessed for indicators of impairment at each statement of financial position date.

Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the investment have been impacted.

Equity instruments classified as available for sale are considered to be impaired if there is a significant or prolonged decline in its fair value below its acquisition cost.

For non-listed equity instruments determining whether the investment is impaired requires an estimation of the value in use of the investment. The value in use calculation requires the entity to estimate the future cash flows expected to arise for the entity and a suitable discount rate in order to calculate present value.

For financial assets carried at amortised cost, the amount of the impairment is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate.

For investments of non-listed subsidiaries, which are measured at acquisition cost less impairment (equity investments and loans granted) the impairment analysis is based on the fair value estimate of its net assets, mainly equity investments in other Company's subsidiaries, less the subsidiaries liabilities measured at fair value.

The above mentioned estimate is based on the fair value computation of the value in use of its holdings by means of discounted cash flow models.

It is the Board of Directors understanding that the use of the above mentioned methodology is adequate to conclude on the eventual existence of financial investments impairment as it incorporates the best available information as at the date of the financial statements.

With the exception of available for sale equity instruments, if, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed through profit or loss to the extent that the carrying amount of the investment at the date the impairment is reversed does not exceed what the amortised cost would have been had the impairment not been recognised.

In respect of equity available for sale securities, impairment losses previously recognised through profit or loss are not reversed. Any increase in fair value subsequent to an impairment loss is recognised directly in equity.

# 2.7 Contingent assets and liabilities

Contingent assets are not recorded in the financial statements but disclosed when future economic benefits are probable.

Contingent liabilities are not recorded in the financial statements. Instead they are disclosed in the notes to the financial statements, unless the probability of a cash outflow is remote, in which case, no disclosure is made.

# 2.8 Revenue recognition and accrual basis

Revenue from services rendered is recognised in the income statement in the period they are performed.

Dividends are recognised as income in the year they are attributed to the shareholders.

Income and expenses are recorded in the year to which they relate, independently of the date of the corresponding payment or receipt. Income and expenses for which their real amount is not known are estimated.

Other current assets and other current liabilities include income and expenses of the reporting year which will only be invoiced in the future. Those captions also include receipts and payments that have already occurred but that correspond to income or expenses of future years, when they will be recognized in the income statement.

# 2.9 Subsequent events

Events after the statement of financial position date that provide additional information about conditions that existed at the statement of financial position date (adjusting events), are reflected in the financial statements. Events after the statement of financial position date that are non-adjusting events are disclosed in the notes when material.

# 2.10 Judgements and estimates

The most significant accounting estimates reflected in the financial statements are as follows:

- a) Record of adjustments to the value of assets and provisions;
- b) Impairment analysis of financial investments and loans granted to affiliated and associated companies;

Estimates used are based on the best information available during the preparation of these financial statements and are based on the best knowledge of past and present events. Although future events are not controlled by the Company and are not foreseeable, some could occur and have impact on the

#### **FINANCIAL STATEMENTS '16**

estimates. Therefore and due to this uncertainty the outcome of the transactions being estimated may differ from the initial estimate. Changes to the estimates used by management that occur after the approval date of these separate financial statements, will be recognised in net income prospectively, in accordance with IAS 8.

The main estimates and assumptions in relation to future events included in the preparation of these financial statements are disclosed in the correspondent notes, if applicable.

## 2.11 Share-based payments

Deferred performance bonus plans are indexed to Sonae share price and are classified as share-based payments. These bonus plans vest within a period of 3 years after being granted.

Share-based payments are measured at fair value on the date they are granted (usually in March of each year).

The settlement of plans is made by the delivery of Sonae shares, although the Company has an option to settle in cash, and the value of each plan is determined as at the grant date based on fair value of shares granted and cost is recognized rateably during the period of each plan. The fair value of the plan is recognized as staff costs against equity.

## 2.12 Income tax

Sonae from 2014 is taxed in accordance with Special Regime of Taxing Groups of Companies (Parent company). Each company included in this regime records income tax for the year in its nets in the caption "group companies". When a subsidiary contributes with a tax loss, it reflects, in its individual accounts, the amount of tax corresponding to the loss to be compensated by the profits of the other companies covered by this regime.

Deferred taxes are calculated using the statement of financial position liability method, reflecting the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. Deferred tax assets and liabilities are calculated and annually remeasured using the tax rates that have been enacted or substantively enacted and therefore expected to apply in the periods when the temporary differences are expected to reverse.

Deferred tax assets are recognized only when it is probable that sufficient taxable profits will be available against which the deferred tax assets can be used, or when taxable temporary differences are recognized and expected to reverse in the same period. At each statement of financial position date an assessment of the deferred tax assets recognized is made, being reduced whenever their future use is no longer probable.

Deferred tax assets and liabilities are recorded in the income statement, except if they relate to items directly recorded in equity. In these cases the corresponding deferred tax is recorded in equity.

# 2.13 Transactions with related parties

Transactions with related parties are performed at arm's length conditions, and the gains or losses arising on those transactions are recognized and disclosed in note 27.

# **3** FINANCIAL RISK MANAGEMENT

# 3.1 Introduction

The ultimate purpose of financial risk management is to support the Company in the achievement of its strategy by reducing unwanted financial risk and volatility and mitigate any negative impacts in the profit or loss statement arising from such risks.

The Group's attitude towards financial risk management is conservative and cautious. Derivatives are used to hedge certain exposures related to its operating business and, as a rule, Sonae does not enter into derivatives or other financial instruments that are unrelated to its operating business or for speculative purposes.

Financial risk management policies are approved by the Sonae Executive Committee. Exposures are identified and monitored by the Finance Department. Exposures are also monitored by the Finance Committee as noted in the Corporate Governance Report.

# 3.2 Credit risk

Credit risk is defined as the probability of a counterparty defaulting on its payment contractual obligations resulting in a financial loss. Sonae is a holding company without any relevant commercial or trade activity, other than the normal activities of a portfolio manager. As such, it is only exposed, on a regular basis, to credit risk resulting from its investing activities (holding cash and cash equivalent instruments, deposits with banks and financial institutions or resulting from derivative financial instruments entered into in the normal course of its hedging activities) or from its lending activities to subsidiaries.

Additionally, Sonae may sometimes also be exposed to credit risk as a result of its portfolio management activities (buying or selling investments), but in those exceptional situations risk reducing mechanisms and actions are implemented on a case by case basis (bank guarantees, escrow accounts, collaterals, among others) under the supervision of the Executive Committee.

In order to reduce the probability of counterparties default Sonae transactions (short term investments and derivatives) are only concluded in accordance with the following principles:

- Only carry out transactions (short term investments and derivatives) with counterparties that have been selected based on its high national and international reputation, and taking, into account its rating notations and the nature, maturity and extension of the operations;

- Sonae should only invest in previously authorized financial instruments. The definition of the eligible instruments, for the investment of temporary excess of funds or derivatives, was made with a conservative approach (essentially consisting in short term monetary instruments, in what excess of funds

#### **FINANCIAL STATEMENTS '16**

is concerned and instruments that can be split into components and that can be properly fair valued, with a loss cap);

- In relation to excess funds: i) those are preferentially used, whenever possible and when more efficient to repay debt, or invested preferably in instruments issued by relationship banks in order to reduce exposure on a net basis, and ii) may only be applied on pre-approved instruments;

- Any departure from the above mentioned policies needs to be pre-approved by the Executive Committee.

Given the above mentioned policies and the credit ratings restrictions imposed management does not expect any material failure in contractual obligations from its external counterparties. Nevertheless, exposure to individual counterparties resulting from financial instruments and the credit rating of potential counterparties is regularly monitored by the Financial Department and any departure is promptly reported to the Executive Committee and Finance Committee.

Settlement risk is also a risk faced by Sonae, which is managed through the rigorous selection of its brokers which must be highly rated counterparties.

In relation to credit risk resulting from loans granted to subsidiaries, there is no specific risk management policy as the financing of its subsidiaries is part of the main operations of a holding company.

## 3.3 Liquidity risk

Sonae needs to raise external funds to finance its activities and investing plans. It holds a diversified loan portfolio, essentially made up of long term bond financing, but which also includes a variety of other short-term financing facilities in the form of commercial paper and credit lines. As at 31 December 2016 the total gross debt was 464 million euro (547 million euro as at 31 December 2015) (note 21).

The purpose of liquidity risk management is to ensure, at all times, that Sonae has the financial capacity to fulfil its commitments as they become due and to carry on its business activities and strategy.

Given the dynamic nature of its activities, Sonae needs a flexible financial structure and therefore uses a combination of:

- Maintaining, with its relationship banks, a combination of short and medium term committed credit facilities, commercial paper programme with sufficiently comfortable previous notice cancellation periods within a range between 30 and 360 days;

- Maintenance of commercial paper with different periods, that allow, in some cases, to place the debt directly in institutional investors;

- Detailed rolling annual financial planning, with monthly, weekly and daily cash adjustments in order to forecast cash requirements;

- Diversification of financing sources and counterparties;

- Ensuring an adequate debt average maturity, by issuing long term debt and avoiding excessive concentration of scheduled repayments. As at 31 December 2016 Sonae debt average life maturity, adjusted by the amount of committed long-term facilities and cash equivalents, was 4.4 years (3.2 years as at 31 December 2015);

- Negotiating contractual terms which reduce the possibility of the lenders being able to demand an early termination;

- Where possible, by prefinancing forecasted liquidity needs;

- Management procedures of short term applications, assuring that the maturity of the applications will match with foreseen liquidity needs, including a margin to hedge forecasting deviations. The reliability of the treasury forecasts is an important variable to determine the amounts and the periods of the market applications/borrowings.

Sonae maintains a liquidity reserve in the form of credit lines with its relationship banks, to ensure the ability to meet its commitments without having to refinance itself on unfavourable terms. Sonae has a total of 395.5 million euro (317.5 million euro as at 31 December 2015) committed credit facilities, of which only 16% (19% as at 31 December 2015) are cancellable with a notice period until 6 months and the remainder with no less than a 360 days' notice period. As at 31 December 2016, the amount of loans with maturity in 2017 is 162 million euro (159 million euro with maturity in 2016), of which 127 million are in the form of automatically renewable credit lines. At the reporting date Sonae has no expectation that such renewals will not occur. Additionally, considering the credit lines used at 31 December 2016, 139.5 million euro are available (as at 31 December 2015 Sonae had available credit lines amounting to 53.2 million euro). In view of the above Sonae expects to meet all its obligations by means of its investments cash flows and from its financial assets as well as from drawing existing available credit lines, if needed. Furthermore, Sonae maintains a liquidity reserve that includes cash and cash equivalents and current investments amounting approximately to 1 million euro as at 31 December 2016 (0.4 million euro as at 31 December 2015).

Sonae believes that within the short term, it has access to all the necessary financial resources to meet its commitments and investments.

# 3.4 Interest rate risk

## 3.4.1 Policy

Sonae is exposed to cash flow interest rate risk in respect of items in the statement of financial position (loans and short term investments) and to fair value interest rate risk as a result of interest rate derivatives (swaps, FRA's and options). Most of Sonae debt bears variable interest rates, and interest rate derivatives may be entered into to convert part of the variable rate debt into fixed rate (usually through interest rate swaps or forward rate agreements), or to limit the maximum rate payable (usually through zero cost collars or the purchased caps).

#### **FINANCIAL STATEMENTS '16**

Sonae mitigates interest rate risk by adjusting the proportion of its debt that bears fixed interest to that which bears floating interest although without a fixed goal or percentage to achieve since hedging interest rate risk usually has an opportunity cost associated. Therefore a more flexible approach is considered preferable to a more strict traditional approach. Part of the risk is also mitigated by the fact that Sonae grants loans bearing interest at variable interest rates to its subsidiaries as part of its usual activities and thus there may be some degree of natural hedging on a company basis, since if interest rates increase the additional interest paid would be partially offset by additional interest received.

Sonae hedging activities do not constitute a profit-making activity and derivatives are deemed to be entered into without any speculation purpose. Strict rules are observed in relation to any derivative transaction entered into:

- For each derivative or instrument used to hedge a specific loan, the interest payment dates of the hedged loans should be the same as the settlement dates of the hedging instrument to avoid any mismatch and hedging inefficiency;

- Perfect match between the base rates (the base rate used in the derivative or hedging instrument should be the same as that of the hedged facility / transaction);

- The maximum cost of the hedging operation is known and limited, even in scenarios of extreme change in market interest rates, so that the resulting interest rates are within the cost of the funds considered in Sonae's business plans (or in extreme scenarios are not worse than the underlying cost of the floating rate);

- The counterparties of the derivative hedging instruments are limited to highly rated financial institutions, as described in 3.2. above - Credit Risk Management. It is Group policy that, when contracting such instruments, preference should be given to financial institutions that form part of Sonae's existing relationships, whilst at the same time obtaining quotes from a sufficient large sample of banks to ensure optimum conditions;

- Swaps fair value was determined by discounting estimated future cash flows to the statement of financial position date. The cash flows result from the difference between the fixed interest rate of the fixed leg and the indexed variable interest rate inherent to the variable leg. For options, the fair value is calculated according the "Black-Scholes" model and other similar models. The future cash-flow estimates are based on market forward interest rates, discounted to the present using the most representative market rates. The estimate is supported on reliable sources, such as those conveyed by Bloomberg and others. Comparative financial institution quotes for the specific or similar instruments are used as a benchmark for the evaluation. This estimate assumes all other variables constant.

- All transactions are documented under ISDA's agreements;

- All transactions which do not follow the rules above have to be individually approved by the Executive Committee, and reported to the Financial Committee, namely transactions entered into with the purpose of optimizing the cost of debt when deemed appropriate according to prevailing financial market conditions.

## 3.4.2 Sensitivity analysis

The interest rate sensitivity analysis is based on the following assumptions:

- Changes in market interest rates affect the interest income or expense of variable interest financial instruments (the interest payments of which are not designated as hedged items of cash flow hedges against interest rate risks). As a consequence, they are included in the calculation of incomerelated sensitivities;

- Changes in market interest rates only affect interest income or expense in relation to financial instruments with fixed interest rates if these are recognized at their fair value. As such, all financial instruments with fixed interest rates that are carried at amortized cost are not subject to interest rate risk as defined in IFRS 7;

- In the case of fair value hedges designed for hedging interest rate risks, when the changes in the fair values of the hedged item and the hedging instrument attributable to interest rate movements are offset almost completely in the income statement in the same period, these financial instruments are also not exposed to interest rate risk;

- Changes in the market interest rate of financial instruments that were designated as hedging instruments in a cash flow hedge (to hedge payment fluctuations resulting from interest rate movements) affect the hedging reserve in equity and are therefore taken into consideration in the equity-related sensitivity calculations;

- Changes in the market interest rate of interest rate derivatives that are not part of a hedging relationship as set out in IAS 39 affect other financial income or expense and are therefore taken into consideration in the income-related sensitivity calculations;

- Changes in the fair values of derivative financial instruments and other financial assets and liabilities are estimated by discounting the future cash flows to net present values using appropriate market rates prevailing at the year end, and assuming a parallel shift in interest rate curves;

- For the purposes of sensitivity analysis, such analysis is performed based on all financial instruments outstanding during the year.

Under the previously mentioned assumptions, if interest rates of euro denominated financial instruments had been 75 basis points higher, the company net profit before taxes as at 31 December 2016 (separate statements) would decrease by approximately 5 million euro (as at 31 December 2015 the net loss would have decrease by 9 million euro). The increase in interest rate in 75 basis points would not have an impact over total equity (not considering the impact over net profit) as at 31 December 2016 (no impact on 31 December 2015).

# 3.5 Foreign exchange risk

Due to its nature of holding company, Sonae has very limited transaction exposure to foreign exchange risk. Normally, when such exposures arise foreign exchange risk management seeks to minimise the

volatility of such transactions made in foreign currency and to reduce the impact on the income statement of exchange rate fluctuations. When significant material exposures occur with a high degree of certainty, Sonae hedges such exposures mainly through forward exchange rate contracts. For uncertain exposures, options may be considered, subject to pre-approval from the company's Executive Committee.

Sonae does not have any material foreign exchange rate exposure at holding level, since almost all equity and loans to subsidiaries are denominated in euro.

## 3.6 Price risk and market risk

The Group is exposed to equity price risks arising from equity investments, maintained for strategic rather than for trading purposes as the group does not actively trade these investments. These investments are presented in note 8.

For the investment in Sonaecom, SGPS, SA a 10% change in the shares price would have an impact in total equity amounting to 20.7 million euro.

## 4 FINANCIAL INSTRUMENTS BY CLASS AND FAIR VALUE

The accounting policies disclosed in note 2.6 have been applied to the line items below:

			31	Dec 2016		
Financial Assets	Notes	Loans and accounts receivable	Available for sale	Sub Total	Assets not within scope of IFRS 7	Total
Non-current assets						
Investments in subsidiaries, associates and						
joint ventures	8	-	4,094,293,240	4,094,293,240	-	4,094,293,240
Other available for sale investments	9	-	30,644,385	30,644,385	-	30,644,385
Other non-current assets	10	173,092,867	-	173,092,867	-	173,092,867
		173,092,867	4,124,937,625	4,298,030,492	-	4,298,030,492
Current assets						
Trade accounts receivables	11	715,428	-	715,428	-	715,428
Other debtors	12	41,504,643	-	41,504,643	-	41,504,643
Other current assets	14	2,041,758	-	2,041,758	718,907	2,760,665
Cash and cash equivalents	15	950,886	-	950,886	-	950,886
		45,212,715	-	45,212,715	718,907	45,931,622
		218,305,582	4,124,937,625	4,343,243,207	718,907	4,343,962,114

			31	. Dec 2015		
Financial Assets	Notes	Loans and accounts receivable	Available for sale	Sub Total	Assets not within scope of IFRS 7	Total
Non-current assets						
Investments in subsidiaries, associates and						
joint ventures	8	-	3,936,004,695	3,936,004,695	-	3,936,004,695
Other available for sale investments	9	-	29,617,075	29,617,075	-	29,617,075
Other non-current assets	10	347,400,000	-	347,400,000	-	347,400,000
		347,400,000	3,965,621,770	4,313,021,770	-	4,313,021,770
Current assets						
Trade accounts receivables	11	500,159	-	500,159	-	500,159
Other debtors	12	44,464,350	-	44,464,350	-	44,464,350
Other current assets	14	1,969,691	-	1,969,691	197,137	2,166,828
Cash and cash equivalents	15	390,501	-	390,501	-	390,501
		47,324,701	-	47,324,701	197,137	47,521,838
		394,724,701	3,965,621,770	4,360,346,471	197,137	4,360,543,608

		31 Dec 2016						
Financial Liabilities	Notes	Other financial liabilities	Sub Total	Liabilities not within scope of IFRS 7	Total			
Non-current liabilities								
Bonds	21	158,361,552	158,361,552	-	158,361,552			
Bank loans	21	143,678,553	143,678,553	-	143,678,553			
		302,040,105	302,040,105	-	302,040,105			
Current liabilities								
Bank loans	21	162,000,000	162,000,000	-	162,000,000			
Trade accounts payable		545,724	545,724	-	545,724			
Loans obtained from group companies	22	38,642,000	38,642,000	-	38,642,000			
Other payables accounts	23	53,280,686	53,280,686	-	53,280,686			
Other current liabilities	24	3,473,734	3,473,734	-	3,473,734			
		257,942,144	257,942,144	-	257,942,144			
		559,982,249	559,982,249		559,982,249			

			31 Dec 201	15	
Financial Liabilities	Notes	Other financial liabilities	Sub Total	Liabilities not within scope of IFRS 7	Total
Non-current liabilities					
Bonds	21	207,406,442	207,406,442	-	207,406,442
Bank loans	21	180,000,000	180,000,000	-	180,000,000
		387,406,442	387,406,442	-	387,406,442
Current liabilities					
Bank loans	21	159,300,000	159,300,000	-	159,300,000
Trade accounts payable		403,764	403,764	-	403,764
Loans obtained from group companies	22	201,328,447	201,328,447	-	201,328,447
Other payables accounts	23	42,828,123	42,828,123	-	42,828,123
Other current liabilities	24	5,721,569	5,721,569	-	5,721,569
		409,581,903	409,581,903	-	409,581,903
		796,988,345	796,988,345		796,988,345

#### Financial instruments at fair value

The table below details the financial instruments that are measured at fair value after initial recognition, grouped into 3 levels according to the possibility of observing its fair value on the market:

		31 Dec 2016			31 Dec 2015		
	Level 1	Level 2	Level 3	Level 1	Level 2	Level 3	
Financial assets at fair values							
Investments in affiliated companies (note 8)	206,689,581	-	709,210,000	167,717,536	-	589,893,500	
Other investments (note 9)	-	-	30,594,505	-	-	29,564,649	
	206,689,581	-	739,804,505	167,717,536	-	619,458,149	

Level 1: fair value is determined based on market prices for assets

Level 2: fair value is determined based on valuation techniques. The main inputs of the valuation models are observable in the market;

Level 3: fair value is determined based on valuation models, whose main inputs are not observable in the market.

The investments presented as level 3 correspond to companies/funds (Sonae Sierra, SGPS, SA and Fundo de Investimento Imobiliário Fechado Imosede) operating in the real estate business, whose fair value is determinate based on the net asset value of the assets held by those entities, which is made public. This amount is calculated based on independent valuations of its real estate assets, mainly based on the income that is expected to be earned by the properties, updated by required rates of return, which are observable on the real estate market.

# 5 CHANGES IN ACCOUNTING POLICIES AND CORRECTION OF ERRORS

During the year there were no material changes in accounting policies or prior period errors.

#### 6 TANGIBLE ASSETS

As at 31 December 2016 and 2015 tangible assets movements are as follows:

	Plant and machinery	Vehicles	Fixtures and fittings	Others	In progress	Total
Gross cost						
Opening balance as at 1 January 2015	132,742	194,768	1,645,208	723	-	1,973,441
Increase	-	-	2,045	-	6,986	9,031
Decrease	-	-	(3,202)	-	-	(3,202)
Transfers and write-offs	-	-	6,986	-	(6,986)	-
Opening balance as at 1 January 2016	132,742	194,768	1,651,037	723	-	1,979,270
Increase	-	3,690	761	-	4,085	8,536
Decrease	-	(177,637)	(2)	-	-	(177,639)
Transfers and write-offs	-	-	4,085	-	(4,085)	-
Closing balance as at 31 December 2016	132,742	20,821	1,655,881	723	-	1,810,167
Accumulated depreciation						
Opening balance as at 1 January 2015	65,523	194,768	1,600,568	723	-	1,861,582
Increase	13,229	-	17,416	-	-	30,645
Decrease	-	-	(3,200)	-	-	(3,200)
Opening balance as at 1 January 2016	78,752	194,768	1,614,784	723	-	1,889,027
Increase	13,229	615	19,558	-	-	33,402
Decrease	-	(177,637)	-	-	-	(177,637)
Closing balance as at 31 December 2016	91,981	17,746	1,634,342	723	-	1,744,792

As at 31 December 2015	53,990	-	36,253	-	-	90,243
As at 31 December 2016	40,761	3,075	21,539			65,375

# INTANGIBLE ASSETS

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	Patents and other similar rights	Software	In progress	Total intangible assets
Gross cost				
Opening balance as at 1 January 2015	187,305	2,758	-	190,063
Increase	-	-	79	79
Transfers and write-offs	-	79	(79)	-
Opening balance as at 1 January 2016	187,305	2,837	-	190,142
Increase	-	-	-	-
Transfers and write-offs	-	-	-	-
Closing balance as at 31 December 2016	187,305	2,837	-	190,142
Accumulated depreciation				
Opening balance as at 1 January 2015	181,658	2,710	-	184,368
Increase	3,589	32	-	3,621
Opening balance as at 1 January 2016	185,247	2,742	-	187,989
Increase	2,058	48	-	2,106
Closing balance as at 31 December 2016	187,305	2,790	-	190,095
Carrying amount				
As at 31 December 2015	2,058	95		2,153
As at 31 December 2016		47		47

As at 31 December 2016 and 2015 intangible assets movements are as follows:

# 8 INVESTMENTS IN SUBSIDIARIES, ASSOCIATES AND JOINT VENTURES

As at 31 December 2016 and 2015, the Company held investments in the following subsidiaries, associates and joint venture:

				31 Dec 2016			
Companies	% Held	Opening balance	Increase	Decrease	Changes in fair value	Impairment loss recognized during da year	Closing balance
Interlog, SGPS, SA	1.02%	106,686	-	-	-	-	106,686
Sonae Investimentos, SGPS, SA (a)	25.03%	637,971,655	-	-	-	-	637,971,655
Sonae Investments, BV	100.00%	803,200,000	-	-	-	-	803,200,000
Sonae RE, SA	99.92%	583,059	-	-	-	-	583,059
Sonae Sierra SGPS, SA (b)	50.00%	589,893,500	-	-	119,316,500	-	709,210,000
Sonaecom, SGPS, SA	26.02%	167,717,536	-	-	38,972,045	-	206,689,581
Sonaegest, SA	20.00%	159,615	-	-	-	-	159,615
Sonaecenter Serviços, SA	100.00%	1,496,231,545	-	-	-	-	1,496,231,545
Sontel, BV	35.87%	240,141,099	-	-	-	-	240,141,099
Total		3,936,004,695	-	-	158,288,545	-	4,094,293,240

				31 Dec 2015			
Companies	% Held	Opening balance	Increase	Decrease	Changes in fair value	Impairment loss recognized during da year	Closing balance
Interlog, SGPS, SA	1.02%	106,686	-	-	-	-	106,686
Sonae Investimentos, SGPS, SA (a)	25.03%	637,971,655	-	-	-	-	637,971,655
Sonae Investments, BV	100.00%	803,200,000	-	-	-	-	803,200,000
Sonae RE, SA	99.92%	583,059	-	-	-	-	583,059
Sonae Sierra SGPS, SA (b)	50.00%	557,372,500	-	-	32,521,000	-	589,893,500
Sonaecom, SGPS, SA	26.02%	117,483,298	-	-	50,234,238	-	167,717,536
Sonaegest, SA	20.00%	159,615	-	-	-	-	159,615
Sonaecenter Serviços, SA	100.00%	731,545	1,836,500,000	-	-	(341,000,000)	1,496,231,545
Sontel, BV	35.87%	240,141,099	-	-	-	-	240,141,099
Total		2,357,749,457	1,836,500,000	-	82,755,238	(341,000,000)	3,936,004,695

:

a) The value of this investment is the price paid in the public tender offer for de-listing occurred in 2006. Since that date no change in the value of the investment was recorded.

b) The market value was determined based on the Net Asset Value ("NAV") of the assets in accordance with INREV (European Association for Investors in Non-Listed Real Estate Vehicles) guidelines. The NAV is based on the fair value of real estate assets owned by this Joint-venture and deducting the corresponding net debt and non-controlling interests shares, as well as deferred tax liabilities when the real estate assets are located in jurisdictions where transaction consider that assumption in determining the fair value. The assumptions regarding the valuation of real estate assets are disclosed on consolidated financial statements.

In December 2015 the Company subscribed and fully realized a capital increase in Sonaecenter Serviços, SA amounting to 1,836,500,000 euro.

In previous years, the Company recorded an impairment loss over the financial investments held in Sontel BV (165,500,000 euro), in Sonae Investments, BV (32,500,000 euro), in Sonae RE, SA (3,089,000 euro) and Sonaecenter Serviços, SA (341,000,000 euro) as result of applying the accounting policy mentioned in 2.6 k), and according to a valuation of those subsidiaries made with the use of discounted cash flow models, in order to estimate the value in use of those investments.

The assumptions used are similar to those used on goodwill impairment test and are disclosed in the consolidated financial statements.

#### 9 OTHER INVESTMENTS

As at 31 December 2016 and 2015 other investments available for sale are as follows:

			31 Dec 2016		
Companies	Opening balance	Increase	Decrease	Changes in fair value	Closing balance
Associação Escola Gestão Porto	49,880	-	-	-	49,880
Fundo Especial de Invest.Imob. Fechado Imosonae Dois	2,546	-	(2,546)	-	-
Fundo de Investimento Imobiliário Fechado Imosede	29,564,649	-	-	1,029,856	30,594,505
Total	29,617,075		(2,546)	1,029,856	30,644,385
			31 Dec 2015		
Companies	Opening balance	Increase	Decrease	Changes in fair value	Closing balance
Associação Escola Gestão Porto	49,880	-	-	-	49,880
Fundo Especial de Invest.Imob. Fechado Imosonae Dois	2,546	-	-	-	2,546
Fundo de Investimento Imobiliário Fechado Imosede	29,086,999	-	-	477,650	29,564,649
Total	29,139,425	-	-	477,650	29,617,075

# **10 OTHER NON-CURRENT ASSETS**

As at 31 December 2016 and 2015 other non-current assets are as follows:

	31 Dec 2016	31 Dec 2015
Loans granted to group companies:		
Sonae Investments, BV	173,092,867	-
Sonae Investimentos, SGPS, SA	-	347,400,000
	173,092,867	347,400,000

The amount recognized under the caption loans granted to Sonae Investimentos, SGPS, SA, refers to a subordinate bond loan, repayable in 10 years issued by Sonae Investimentos at market conditions in 28 December 2010 amounting to 400,000,000 euro, relating 8,000 bonds with nominal value of 50,000 euro each, bearing fixed interest rate with full reimbursement in the end of the period.

In December 2011, 1,052 bonds were sold to a subsidiary for 42,080,000 euro.

In December 2016, the remaining 6,948 bonds were sold to a subsidiary for 368,244,000 euro (note 29).

As at 31 December 2016 the loans granted to group companies, bear interest at market rates indexed to Euribor, have a long-term maturity and its fair value is similar to its carrying amount.

There are no past due or impaired receivable balances as at 31 December 2016 and 2015. The eventual impairment of loans granted to group companies is assessed in accordance with note 2.6.k).

## **11 TRADE ACCOUNTS RECEIVABLE**

Trade accounts receivable amounted to 715,428 euro and 500,159 euro as at 31 December 2016 and 2015 respectively, and include balances arising solely from services rendered to group companies.

As at the statement of financial position dates there are no accounts receivable past due, and no impairment loss was recorded, as there are no indications as of the reporting date that the debtors will not meet their payment obligations.

#### **12 OTHER DEBTORS**

As at 31 December 2016 and 2015 other debtors are as follows:

	31 Dec 2016	31 Dec 2015
Group companies		
Interest	44,793	709,630
Sonae Investments, BV	44,793	709,630
Dividends (note 29)	-	12,192,750
Taxes - Special regime for taxation of group companies	41,289,044	31,251,889
Other debtors		
Others	170,806	310,081
	41,504,643	44,464,350

#### **FINANCIAL STATEMENTS '16**

The amount recorded in the caption taxes-special regime for taxation of groups corresponds to the tax estimate calculated by the companies taxed under the Special Regime for Taxation of Corporate Groups, of which the Company is the dominant company.

Loans granted to group companies return interest at variable market rates indexed to Euribor and have a maturity of less than one year.

There were no assets impaired or past due as at 31 December 2016 and 2015. The fair value of loans granted is similar to its carrying amount.

#### **13 TAXES**

As at 31 December 2016 and 2015 taxes balances are as follows:

Assets	31 Dec 2016	31 Dec 2015
Advance payments	8,400,836	5,982,263
Taxes withheld	10,687,395	19,672,056
Others	1,337,611	60,330
	20,425,842	25,714,649
Liabilities	31 Dec 2016	31 Dec 2015
Income tax charge for the year	15,574,542	20,049,387
Taxes withheld		
Staff	20,810	27,366
Other	9,268	3,750
Value added tax	129,113	108,142
Social security contributions	16,042	16,866
	15,749,775	20,205,511

The income tax charge for the year corresponds to the income tax estimated by the companies included in the special tax regime for groups of companies which the Company is dominant and that will be paid by the subsidiaries.

#### **14 OTHER CURRENT ASSETS**

As at 31 December 2016 and 2015 other current assets are as follows:

	31 Dec 2016	31 Dec 2015
Accrued income	2,041,758	1,969,691
Prepayments	718,907	197,137
	2,760,665	2,166,828

The amount recorded under the caption "Accrued income" relates essentially to the interests to be received for loans granted and commissions from guarantees given to subsidiaries.

# 15 CASH AND CASH EQUIVALENTS

As at 31 December 2016 and 2015 cash and cash equivalents are as follows:

	31 Dec 2016	31 Dec 2015
Cash in hand	2,233	1,086
Bank deposits	948,653	389,415
Cash and cash equivalents on the balance sheet	950,886	390,501
Cash and cash equivalents on the cash flow		
statement	950,886	390,501

## 16 SHARE CAPITAL

As at 31 December 2016 and 2015 share capital consisted of 2,000,000,000 ordinary shares of 1 euro each.

As at 31 December 2016 and 2015 Efanor Investimentos, SGPS, SA and affiliated companies held 52.48% of Sonae's share capital.

# **17 TREASURY SHARES**

As at 31 December 2016 the Company do not hold directly or indirectly any treasury shares.

## **18 LEGAL RESERVE**

The Company has set up legal reserves in accordance with Commercial Companies Code.

## **19 HEDGING RESERVE, FAIR VALUE RESERVE AND OTHER RESERVES**

As at 31 December 2016 and 2015 other reserves are detailed as follows:

	31 Dec 2016	31 Dec 2015
Free reserves	1,063,555,682	1,343,266,374
Legal reserve in accordance with article 324 of CommercialCompanies Code	-	169,185
Fair value reserve		
Sonae Investimentos, SGPS, SA	105,724,959	105,724,959
Sonae Sierra, SGPS, SA	219,096,661	99,780,161
Sonaecom, SGPS, SA	94,126,607	55,154,562
Fundo de Investimento Imobiliário Fechado Imosede	593,962	(435,894)
Share-based payments reserve (note 20)	1,078,568	958,268
	1,484,176,439	1,604,617,615

Movements occurred in 2016 and 2015 in these reserves are detailed in the Company Statement of changes in equity and in the statement of comprehensive income.

Fair value reserves correspond to changes in fair value of available for sale financial investments.

The share-based payments reserve relates to equity-share based payments under the deferred performance bonuses, which will be settled by the delivery of shares.

# 20 SHARE-BASED PAYMENTS

In 2016 and in previous years, according to the remuneration policy disclosed in its Corporate Governance Report, Sonae granted deferred performance bonuses to its directors. These are based on shares to be acquired with discount, three years after being attributed. These shares are only granted if the Director still works for Sonae at the vesting date.

As at 31 December 2016 and 2015, the outstanding plans were as follows:

	Vesting	ng period 3:		31 Dec 2016		c <b>2015</b>
	Year of grant	Vesting year	Number of participants	Number of shares	Number of participants	Number of shares
Plan 2012	2013	2016	-	-	2	730,708
Plan 2013	2014	2017	2	472,175	2	490,067
Plan 2014	2015	2018	2	368,547	2	472,875
Plan 2015	2016	2019	2	345,689	-	-

The fair values of the attributed shares for the outstanding plans can be detailed as follows:

	Year of grant	Vesting year	Grant date	31 Dec 2016	31 Dec 2015
Plan 2012	2013	2016	404,600	-	765,782
Plan 2013	2014	2017	541,400	412,681	513,590
Plan 2014	2015	2018	578,200	322,110	495,573
Plan 2015	2016	2019	455,100	302,132	-

During the year the movements occurred can be detailed as follows:

Number of shares	31 Dec 2016	31 Dec 2015
Opening balance	1,693,650	2,054,146
Changes during the year:		, ,
Attribued	469,176	452,426
Vested	(769,166)	(862,399)
Canceled/ extinct/ correted/ transferred	(207,249)	49,477
Closing balance	1,186,411	1,693,650
Amount	31 Dec 2016	31 Dec 2015
Recorded as staff cost in the year	524,900	508,066
Recorded as staff cost in previous year	553,668	450,202

## 21 BORROWINGS

	31 Dec 2016	31 Dec 2015
Bonds Sonae, SGPS 2014/2018	-	60,000,000
Bonds Sonae, SGPS 2014/2020	-	50,000,000
Bonds Sonae, SGPS 2015/2022	100,000,000	100,000,000
Bonds Sonae, SGPS 2016/2023	60,000,000	-
Up-front fees not yet charged to income statement	(1,638,448)	(2,593,558)
Bonds	158,361,552	207,406,442
Sonae SGPS - Commercial paper	144,000,000	180,000,000
Up-front fees not yet charged to income statement	(321,447)	-
Bank loans	143,678,553	180,000,000
Non-current loans	302,040,105	387,406,442
Sonae SGPS - Commercial paper	162,000,000	159,300,000
Bank loans	162,000,000	159,300,000
Current loans	162,000,000	159,300,000

As at 31 December 2016 and 2015 this caption included the following loans:

As at 31 December 2016 and 2015, all the loans bear interests at variable interest rates. The above mentioned loans estimated fair value is considered to be near its carrying amount. Loans fair value was determined by discounting estimated future cash flows.

#### **Maturity of Borrowings**

As at 31 December 2016 and 2015 the analysis of the maturity of loans excluding derivatives is as follows:

	31 Dec 2016		31 Dec 2015	
	Nominal value	Interests	Nominal value	Interests
N+1	162,000,000	3,735,801	159,300,000	8,160,065
N+2	-	3,483,874	35,000,000	7,878,493
N+3	-	3,487,627	80,000,000	7,641,636
N+4	55,000,000	3,481,854	70,000,000	4,006,085
N+5	59,000,000	2,942,644	60,000,000	3,861,546
after N+5	190,000,000	2,535,039	145,000,000	2,551,829

The maturities above were estimated in accordance with the contractual terms of the loans, and taking into account Sonae's best estimated regarding their reimbursement date.

The interest amount was calculated considering the applicable interest rates for each loan at 31 December.

As at 31 December 2016, there are financial covenants included in borrowing agreements at market conditions, and which at the date of this report are complied with.

#### **FINANCIAL STATEMENTS '16**

Sonae held 139.5 million euro available to meet its cash requirements in lines of credit and commercial paper programs with firm commitments, as follows:

	31 Dec 2016		31 Dec 2016 31 Dec	
	Commitments of less than one year	Commitments of more than one year	Commitments of less than one year	Commitments of more than one year
Agreed credit facilities amounts	211,500,000	184,000,000	137,500,000	180,000,000
Available credit facilities amounts	49,500,000	90,000,000	53,200,000	

Interest rate as at 31 December 2016 of the bonds and bank loan was, in average, 0.95% (1.76% as at 31 December 2015).

#### Interest rate derivatives

The financial instruments considered to be hedging instruments are variable to fixed interest rates swaps entered into with the purpose of hedging interest rate risk on loans. As at 31 December 2016, there were no loans hedged by interest rate derivatives.

### 22 LOANS FROM GROUP COMPANIES

As at 31 December 2016 and 2015 loans obtained from group companies are as follows:

	31 Dec 2016	31 Dec 2015
Sonae Investments, BV	-	200,798,286
Sontel, BV	4,254,000	-
Sonae RE, SA	1,596,000	-
Sonaecenter Serviços, SA	32,792,000	530,161
	38,642,000	201,328,447

Loans obtained from group companies bear interest at rates indexed to the Euribor.

#### **23 OTHER CREDITORS**

As at 31 December 2016 and 2015 other creditors are as follows:

	31 Dec 2016	31 Dec 2015
Group companies		
Taxes - Special regime for taxation of groups	53,092,883	42,710,114
Shareholders	107,636	107,636
Others	80,167	10,373
	53,280,686	42,828,123

# 24 OTHER CURRENT LIABILITIES

As at 31 December 2016 and 2015 other current liabilities are as follows:

	31 Dec 2016	31 Dec 2015
Accruals:		
Salaries	497,092	551,485
Interest	2,141,837	4,324,619
Others	834,805	845,465
	3,473,734	5,721,569

## **25 CONTINGENT LIABILITIES**

As at 31 December 2016 and 2015, contingent liabilities were guarantees given are as follows

	31 Dec 2016	31 Dec 2015
Guarantees given:		
on tax claims	142,932,296	128,624,001
on judicial claims	70,766	70,766
Guarantees given in the name of subsidiaries (a)	386,112,500	359,213,603

a) Guarantees given to Tax Authorities in favour of subsidiaries to defer tax claims. The main tax claims for which guarantees were issued are disclosed in consolidated financial statements.

The caption guarantees given on tax claims includes guarantees in favor of Tax authorities regarding the periods of 2007 up to 2013 income tax. Concerning these guarantees, the most significant amount relates to an increase in equity arising on the disposal of treasury shares to a third party in 2007 as well as to the disregarded of reinvestment concerning capital gains in shares disposal and the fact that demerger operations shall be considered neutral for income tax proposes. The Company has presented an appeal against this additional tax claim, being the Board of Directors understanding, based on its advisors assessment, that such appeal will be favorable.

No provision has been recorded to face risks arising from events related to guarantees given, as the Board of Directors considers that no liabilities will result for the Company.

#### **26 OPERATIONAL LEASES**

As at 31 December 2016 and 2015, the company had operational lease contracts, as a lessee, whose minimum lease payments had the following schedule:

	31 Dec 2016	31 Dec 2015
Due in		
N+1 automatically renewable	259,653	258,259
N+1	2,236	20,192
N+2	-	2,375
	261,889	280,826

In 2016 Sonae recognized costs on operational leases amounting 280,041 euro (277,742 euro in 2015).

# 27 RELATED PARTIES

As at 31 December 2016 and 2015 balances and transactions with related parties are as follows:

Balances	31 Dec 2016	31 Dec 2015
Subsidiaries	52,150,959	34,281,213
Jointly controlled companies	420,628	12,398,109
Other related parties	98,000	98,000
Accounts receivable	52,669,587	46,777,323
Parent company	688,281	611,470
Subsidiaries	63,662,351	45,526,331
Jointly controlled companies	85	-
Other related parties	6,615	13,588
Accounts payable	64,357,332	46,151,389
Subsidiaries	173,092,867	347,400,000
Loans granted	173,092,867	347,400,000
Subsidiaries	38,642,000	201,328,447
Loans obtained	38,642,000	201,328,447

Transactions	31 Dec 2016	31 Dec 2015
Subsidiaries	2,379,371	2,468,928
Jointly controlled companies	219,662	210,717
Other related parties	100,000	100,000
Services rendered	2,699,033	2,779,645
Parent company	716,561	772,551
Subsidiaries	1,495,434	1,511,210
Jointly controlled companies	85	-
Other related parties	14,396	130,293
Purchases and services obtained	2,226,476	2,414,054
Subsidiaries	29,479,647	74,455,104
Other related parties	-	1,247
Interest income	29,479,647	74,456,351
Parent company	56,341	-
Subsidiaries	4,121,493	7,114,298
Interest expenses	4,177,834	7,114,298
Subsidiaries	25,007,590	14,826,535
Jointly controlled companies	12,355,320	12,192,750
Dividend income (note 29)	37,362,910	27,019,285
Subsidiaries	790,388	643,125
Income from investment fund participations units	790,388	643,125
Subsidiaries	368,244,000	-
Disposal of bonds	368,244,000	-
Subsidiaries	-	1,836,500,000
Acquisition of investments (note 35)	-	1,836,500,000
Subsidiaries	-	5,207,737
Jointly controlled companies	-	946,806
Other related parties	-	55,106
Sale of treasury shares	-	6,209,649

All Sonae, SGPS, S.A. subsidiaries, associates and joint ventures are considered related parties and are identified in Consolidated Financial Statements. All Efanor Investimentos, SGPS, SA (parent company), subsidiaries, including the ones of Sonae Indústria, SGPS, SA and of Sonae Capital, SGPS, SA are also considered related parties (Other related parties).

The remuneration attributed to the Board of Directors for the years ended 31 December 2016 and 2015 is detailed as follows:

	31 Dec 2016	31 Dec 2015
Short term benefits	1,274,000	1,489,027
Share-based payments	394,400	455,100
	1,668,400	1,944,127

In 2016 and 2015 no loans were granted to the Company's Directors.

As at 31 December 2016 and 2015 no balances existed with the Company's Directors.

## 28 SERVICES RENDERED

Services rendered amounted to 479,662 euro and 469,550 euro, in 31 December 2016 and 2015. These fees correspond to services rendered to subsidiaries of the Company, performed in accordance with Portuguese Holding Companies law.

### 29 GAINS OR LOSSES RELATED TO INVESTMENTS

As at 31 December 2016 and 2015 investment income are as follows:

	31 Dec 2016	31 Dec 2015
Dividends received	37,362,910	27,019,285
Gains/(losses) on sale of investments	20,843,555	-
Impairment losses (note 8)	-	(341,000,000)
Others gains / (losses) on investments	790,388	643,125
	58,996,853	(313,337,590)

Dividends were received from Sonae Investimentos, SGPS, SA (11,123,853 euro), Sonaegest, SA (57,405 euro), Sonae Sierra, SGPS, SA (12,355,320 euro), Sonaecom, SGPS, SA (4,699,332 euro) and Sonae Investments BV (9,127,000 euro).

The caption gains /(losses) on sale investments is essentially related to the gain on the disposal of Sonae Investimentos bonds (20,844,000 euro).

#### **30 FINANCIAL INCOME / EXPENSES**

As at 31 December 2016 and 2015 net financial expenses are as follows:

	31 Dec 2016	31 Dec 2015
Interest arising from:		
Bank loans	(3,046,673)	(5,930,084)
Bonds	(3,226,578)	(13,017,126)
Other	(4,177,834)	(7,114,471)
Up front fees on the issuance of debt	(3,634,005)	(4,289,779)
Other financial expenses	(119,553)	(338,123)
Financial expenses	(14,204,643)	(30,689,583)
Interest income	29,483,595	74,545,942
Others	-	390,575
Finacial income	29,483,595	74,936,517

# 31 EXTERNAL SUPPLIES AND SERVICES

As at 31 December 2016 and 2015 external supplies and services are as follows:

	31 Dec 2016	31 Dec 2015
Operational rents	439,024	378,535
Services obtained	2,119,047	2,013,725
Others	1,228,536	1,159,998
	3,786,607	3,552,258

## 32 STAFF COSTS

#### As at 31 December 2016 and 2015 staff costs are as follows:

	31 Dec 2016	31 Dec 2015
Salaries	1,745,250	1,876,913
Social costs	170,648	214,637
Other staff costs	51,598	65,245
	1.967.496	2,156,795

## 33 INCOME TAX

The reconciliation between the profit before taxes and the tax charge for the years ended 31 December 2016 and 2015 are summarized as follows:

	31 Dec 2016	31 Dec 2015
Profit / (loss) before taxes	70,516,686	(272,769,217)
(Decrease) / Increase to net income for tax purposes:		
Dividends (note 29)	(37,362,910)	(27,019,285)
Impairment losses	-	341,000,000
Others	(180,554)	312,284
Taxable income	32,973,222	41,523,782
Used tax losses for wich no deferred tax assets were recognized	-	(20,312,448)
Net taxable income	32,973,222	21,211,334
Tax charge	21%	21%
Calculated tax	(6,924,377)	(4,454,382)
Special Regime of Taxing Groups of Companies savings	(43,395)	973,759
Change in income tax estimate from previous years	(293,608)	(784,794)
Municipal surcharge	(1,948,259)	(2,634,521)
Autonomous taxation	(6,829)	(3,255)
Tax charge	(9,216,468)	(6,903,193)

# 34 EARNINGS PER SHARE

Earnings per share for the period ended 31 December 2016 and 2015 were calculated taking into consideration the following amounts:

	31 Dec 2016	31 Dec 2015
Net profit		
Net profit / (loss) taken into consideration to calculate basic earnings per share (Net profit / (loss) for the period)	61,300,218	(279,672,410)
Effect of dilutive potential shares	-	-
Interest related to convertible bonds (net of tax)	-	-
Net profit / (loss) taken into consideration to calculate diluted earnings per share	61,300,218	(279,672,410)
Number of shares		
Weighted average number of shares used to calculated basic earnings	1,999,966,007	1,987,044,420
Effect of dilutive potential ordinary shares from convertible bonds	-	-
Outsanding shares related with deferred performance bonus (note 20)	1,186,411	1,693,650
Number of shares that could be acquired at average market price	(592,432)	(474,833)
Weighted average number of shares used to calculated diluted		
earnings per share	2,000,559,986	1,988,263,237
Profit/(Loss) per share		
Basic	0.030651	(0.140748)
Diluted	0.030642	(0.140662)

# 35 RECEIPTS / PAYMENTS OF INVESTMENTS

During 2016 and 2015, the following receipts and payments occurred:

		31 Dec 2016	
Companies	Acquisitions/ (disposal) for the year	Amount received	Amount paid
Fundo Especial de Invest.Imob. Fechado Imosonae Dois	(2,102)	2,102	-
	(2,102)	2,102	-
		31 Dec 2015	
Companies	Acquisitions/ (disposal) for the year	Amount received	Amount paid
Sonaecenter Serviços, SA	1,836,500,000	-	1,836,500,000
		1 915 001 002	
Sonae Investimentos, SGPS, SA	-	1,815,901,002	-

## 36 DIVIDENDS

For the year 2016, the Board of Directors will propose a gross dividend of 0.04 euro per share, in the total amount of 80,000,000 euro (58,235,207 euro from net profit for the year and 21,764,793 euro from free reserves). This dividend is subject to the approval by shareholders of the Company in the Shareholders Meeting.

## **37 APPROVAL OF THE FINANCIAL STATEMENTS**

The accompanying financial statements were approved by the Board of Directors on 14th March 2017. These financial statements will be presented to the Shareholders' General Meeting for final approval.

## 38 INFORMATION REQUIRED BY LAW

#### Decree-Law nr 318/94 art 5 nr 4

In 2016 long-term loan contracts were entered into with the following companies:

Sonae Investments, BV

In 2016 short-term loan contracts were entered into with the following companies:

Bertimóvel – Sociedade Imobiliária, SA

Efanor Investimentos, SGPS, SA

Elergone Energia, Lda

Modelo Hiper Imobiliária, SA

Ponto de Chegada - Sociedade Imobiliária, SA

Predicomercial - Sociedade Imobiliária, SA

Sonaecenter, Serviços, SA

Sonae Investimentos, SGPS, SA

Sonae RE, SA

Sonaecom, SGPS, SA

Sontel, BV

As at 31 December 2016 amounts owed by subsidiaries can be detailed as follows:

	Closing Balance
Sonae Investments, BV	173,092,867
Total	173,092,867

As at 31 December 2016 amounts owed to subsidiaries can be detailed as follows:

	Closing Balance
Sonae RE, SA	1,596,000
Sonaecenter Serviços, SA	32,792,000
Sontel, BV	4,254,000
Total	38,642,000

## Article 66 A of the Commercial Companies Code

As at 31 December 2016, fees Statutory Auditor amounted to 34,384 euro fully related with audit fees.

Approved at the meeting of the Board of Directors held on March 14th 2017 The Board of Directors Duarte Paulo Teixeira de Azevedo, Chairman and Co-CEO Ângelo Gabriel Ribeirinho dos Santos Paupério, Executive Director and Co-CEO Andrew Eustace Clavering Campbell, Non-Executive Director Christine Cross, Non-Executive Director Dag Johan Skattum, Non-Executive Director José Manuel Neves Adelino, Non-Executive Director Marcelo Faria de Lima, Non-Executive Director Margaret Lorraine Trainer, Non-Executive Director

# LEGAL CERTIFICATION OF ACCOUNTS / AUDITOR'S REPORT

#### STATUTORY AUDIT CERTIFICATION AND AUDIT REPORT

(Translation of a report originally issued in Portuguese In the event of discrepancies, the Portuguese language version prevails)

#### REPORT ON THE AUDIT OF THE CONSOLIDATED AND SEPARATE FINANCIAL STATEMENTS

#### Opinion

We have audited the accompanying consolidated and separate financial statements of Sonae, SGPS, S.A. ("the Entity") and of its subsidiaries ("the Group"), which comprise the consolidated and separate statement of financial position as at 31 December 2016 (that presents total consolidated and separate assets of Euro 5,512,765,587 and Euro 4,365,420,273, respectively; consolidated and separate equity of Euro 2,064,438,174 and Euro 3,789,688,249, respectively, including a net profit attributable to the Entity's shareholders of Euro 215.073.949 and an Entity's net profit of Euro 61.300.218, respectively), the consolidated and separate statements of comprehensive income, the consolidated and separate statement of changes in equity and the consolidated and separate statements of the year then ended, and the accompanying notes to the consolidated and separate financial statements, including a summary of the significant accounting policies.

In our opinion, the accompanying consolidated and separate financial statements present true and fairly, in all material respects, the consolidated and separate financial position of Sonae, SGPS, S.A. as at 31 December 2016 and of its consolidated and separate financial performance and its consolidated and separate cash flows for the year then ended in accordance with International Financial Reporting Standards ("IFRS") as adopted by the European Union.

#### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and further standards, technical and ethical directives of the Portuguese Institute of Statutory Auditors. Our responsibilities under those standards are further described in the "Auditor's responsibilities for the audit of the consolidated and separate financial statements" section below. We are independent from the entities that constitute the Group in the terms of the law and we have fulfilled our other ethical responsibilities arising from the requirements of the ethical code of the Portuguese Institute of Statutory Auditors ("Ordem dos Revisores Oficiais de Contas").

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated and separate financial statements of the current period. These matters were addressed in the context of our audit of the consolidated and separate financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Description of the most significant risks of material misstatement identified	Summary of the auditor's responses to the assessed risks of material misstatement
Impairment of Goodwill and other non-cu (Notes 2.2, 2.9, 2.13 a), 8, 10, 12 and 32 to the consolid	
As at 31 December 2016, the carrying amount of goodwill amounts to 654 million Euro, tangible assets to 1,612 million Euro and intangible assets to 373 million Euro. As disclosed in Notes 2.2 and 2.9, the Group recognizes impairment losses when the recoverable amount of a given asset or group of assets is lower than its carrying amount.	Our audit procedures included, in this area, the evaluation of relevant controls in relation with the assessment of impairment indicators in what relates with non-current assets, analysis of the recoverability of Goodwill and of cash generating units with Goodwill associated, as well as review of the impairment tests, in the cases where impairment indicators in non-current assets were identified by the Group.

Applicable to consolidated financial statements

Description of the most significant risks of material misstatement identified	Summary of the auditor's responses to the assessed risks of material misstatement
The impairment tests involve complex judgements, based on business plans, which are supported in assumptions, such as discount rates, forecasted margins, short term and long term growth rates, capital expenditure plans as well as the demand behaviour. In some situations, namely for real estate assets, the group estimates fair value less costs to sell, essentially by the use of valuations performed by specialists. Such valuations are also based on several assumptions. As a result of the analysis performed, the Group recognized, on its consolidated financial statements as at 31 December 2016, impairment losses on Goodwill amounting to 2 million Euro (Note 10), 10 million Euro on tangible and intangible assets and of 7 million Euro in relation with available for sale financial investments (Note 32).	<ul> <li>In what concerns the estimate of the recoverable amount used by the Group in impairment tests, our procedures included:</li> <li>review of the criteria used by the Group to determine cash generating units;</li> <li>obtaining the valuation models used to determine the recoverable amount of each cash generating unit and test the clerical correction of those models;</li> <li>review of the methodology used by the Group to determine the value in use, namely its compliance with applicable accounting standards;</li> <li>assessing the assumptions used in the referred models, involving, whenever deemed necessary Deloitte specialists to challenge those assumptions, namely discount rates, short term and long term growth rates used, in addition to projected cash flows;</li> <li>meeting with management and other officers responsible for the preparation of the valuation models;</li> <li>performing sensitivity analysis on key assumptions in order to assess the model used and its forecasts.</li> <li>For the assets that were measured based on market values, we assessed the assumptions used, namely lease income and yields used by the Group and its specialists, as well as assessed the adequacy of the methodologies used comparing this year valuations with the ones provided in previous periods.</li> </ul>

#### Valuation of investments in joint ventures and associates

(Notes 2.2. b), 6.2, 6.3 and 11 to the consolidated financial statements)

As at 31 December 2016, the Group holds significant investments on joint ventures and associates, with a carrying amount of 1,362 million Euro, mainly corresponding to shares of Sonae Sierra (606 million Euro), and NOS, through ZOPT, SGPS, S.A. (677 million Euro), as well as on a group of venture capital funds (68 million Euro), acquired in the end of 2016, which generated a gain through the recognition of a negative goodwill amounting to 37 million Euro (Notes 11.1 and 11.3).

Interests in joint ventures and associates are recognized in accordance with the equity method (Note 2.2.b), hence there is a risk for those investments to be incorrectly measured due to: (i) misstatements on the financial statements of those entities; and (ii) from not recognizing eventual impairment losses that might arise.

In relation with the investment in ZOPT, SGPS, S.A., the impairment tests are based on the assumptions of the future profitability of the related businesses, forecasted considering the short and long term growth rates, discounted to 31 December 2016 (Note 11.3).

As referred in Note 11.3, ZOPT, SGPS, S.A. presents a significant exposure to African markets due to its investments in associates in Angola and Mozambique, with a carrying amount of, approximately, 173 million Euro. The Group performed impairment tests on the carrying amount of those investments considering the functional currencies of each associate.

Current economic conditions of those markets cast additional risks of impairment over those investments, hence sensitivity tests were performed on the key assumptions and its results are disclosed in the referred note.

In relation with Sonae Sierra SGPS, S.A., its recoverable amount is computed with reference to its market value based on the valuation of its investment

Our audit procedures included:

- obtaining the financial statements of the joint ventures and associates as well as the last available Auditors' Report;
- validating the proper application of the equity method on the mentioned investments and verifying the accuracy of the computation of negative goodwill for the venture capital funds and analysing the reasoning of considering it provisional;
- verifying the valuation models used to determine the recoverable amount of each joint venture or associate investment as well as reviewing the clerical correction of the models;
- comparing ZOPT, SGPS, S.A. investment's carrying amount with the market value of its assets (NOS);
- regarding ZOPT, SGPS, S.A. evaluation of associates on African markets:
  - assessing the assumptions used in the models, including discount rates used, long term growth rates and forecasted cash flows;
  - consulting with Deloitte specialists to challenge the assumptions used, namely discount rates and long term growth rates;
  - assessing the consistency of the valuation performed at Sonae level with the valuation used for impairment purposes at Sonaecom, ZOPT and NOS when reviewing the work performed by the component auditors;
  - considering the current economic environment, namely the high inflation in African markets as well as the uncertainty associated with the evolution of macroeconomic conditions. We have obtained the sensitivity analysis prepared by management to some assumptions used on the valuation of the referred associates, having verified that changes within a reasonable range may cause significant changes in the estimated recoverable value of the above mentioned

Description of the most significant risks	Summary of the auditor's responses to the
of material misstatement identified	assessed risks of material misstatement
properties determined by specialized valuers (Notes	investments, from 74% to 157% of its carrying amount
6.2 and 11.3.) and in accordance with INREV (European Association for Investors in Non-Listed Real Estate Vehicles) guidelines for Net asset value calculations.	<ul> <li>(Note 11.3);</li> <li>we analysed the valuation performed over Sonae Sierra SGPS, S.A., regarding which we:</li> </ul>
Regarding risks of material misstatements on the	<ul> <li>obtained the valuation of the assets classified as</li></ul>
financial statements of the referred joint ventures, it is	investment properties performed by independent
important to mention:	specialized entities hired by the Group;
<ul> <li>Sonae Sierra, SGPS, S.A.: the risk and</li></ul>	<ul> <li>met with independent valuers and analysed the key</li></ul>
complexity arising from the fair value	assumptions used, namely lease income, discount rates
measurement of investment properties;	and yields used;
<ul> <li>NOS, SGPS, S.A.: i) Revenue recognition and its inherent complexity as well as the recoverability of accounts receivable; ii) risk of inappropriate recognition of non-current assets, determination of useful live and its recoverability considering the significant amount of intangible assets (1,159 million Euro, including goodwill) and tangible assets (1,159 million Euro) – Note 6.3; and iii) the complexity and the high level of judgement regarding contingent liabilities at NOS (Note 46).</li> <li>The risk that material impairment losses might exist or errors in the fair value measurement given the amounts of the captions referred as well as the complex nature and judgements involved on the estimates used, causes us to consider this as a key audit matter.</li> </ul>	<ul> <li>for a sample of assets, analysed the information provided to the valuers and validated its accuracy;</li> <li>Additionally, Sonaecom, SGPS, S.A. and ZOPT, SGPS, S.A. are audited by other audit firms. In this context we issued audit instructions for the auditors of those entities in accordance with ISA 600 – Special considerations— Audits of Group Financial Statements (Including The Work of Component Auditors).</li> <li>We assessed the technical competence of the component auditors and were involved in the Planning of the mentioned audits and reviewed the audit working papers assuring that the risks identified at group level were appropriately addressed. We reviewed the conclusion of the audit procedures to mitigate such risks, namely in what refers to internal control testing in the areas under analysis, and in what concerns revenue recognition.</li> <li>We analysed the conclusion of financial statements audit, reviewed the reports issued by the component auditors and discussed the main conclusions and supporting information.</li> </ul>

# **Recoverability of non-current assets and deferred tax assets of retail operations in Spain** (Notes 6.1, 8 and 19 to the consolidated financial statements)

As at 31 December 2016 the Group maintains recognized, approximately, 14 million Euro of deferred tax assets related with its retail operations in Spain (Note 19), having reversed, approximately, 28 million Euro of deferred tax assets in the 4 <sup>th</sup> quarter of 2016. Additionally, the group maintains approximately, 116 million Euro of non-current assets in that country (Note 6.1). In the last years, the Group restructured its store concept in Spain (Note 8). The recoverability of the above mentioned assets depends on the success of the restructuring operations performed and the accomplishment of the established business plans forecast. The analysis of the recoverability of these systems involves a high level of judgement and uncertainty, namely considering the losses recorded in previous years by the retail operations in Spain as well as the long estimated period to recover the deferred tax assets (10 years) (Note 19).	<ul> <li>We obtained management documentation supporting the recoverability of deferred tax assets arising on tax losses carried forward of retail operations in Spain. We performed, among others, the following procedures:</li> <li>tested the arithmetical accuracy of the estimate and its compliance with Spanish tax rules;</li> <li>verified the consistency of the plan used to support the recoverability of deferred tax assets with the business plans for each business in Spain for the purpose of impairment testing;</li> <li>reviewed the main developments of the Group tax claims in Spain related with tax losses carried forward from previous years, for which no deferred tax asset is recognized, as well as assessed the impacts of such developments in future taxable profits of the Group in Spain;</li> <li>performed a specific analysis over the Spanish operations, namely verifying the capacity of the companies taxed under the consolidated tax regime to generate sufficient taxable income to offset the tax losses carried forward for which</li> </ul>
period to recover the deferred tax assets (10 years)	namely verifying the capacity of the companies taxed under the consolidated tax regime to generate sufficient taxable
Commercial income from suppliers (Notes 2.11, 14, 18 and 38 to the consolidated financial	
As described in Nates 2.11 and 20 to the senselidated	Our audit presedures in this area included the analysis of the design

As described in Notes 2.11 and 38 to the consolidated financial statements, the Group, through its retail operations, signs a significant number of agreements with suppliers from which obtains commercial income. Commercial income from suppliers is an area of focus due to the quantum, complexity and the number of transactions recorded. Our audit procedures in this area included the analysis of the design and implementation of controls over commercial income as well as the assessment of operating effectiveness of identified key controls. The analysis of operating effectiveness of controls implemented by the Group includes not only the analysis of procedures established over the agreements, its existence, approval and proper agreement with suppliers, but also internal controls over information systems and interfaces supporting the computation of income, namely on volume

Description of the most significant risks	Summary of the auditor's responses to the
of material misstatement identified	assessed risks of material misstatement
Generically, commercial income has two main natures:	based agreements, in order to assure the completeness and accuracy of data.
<ul> <li>(i) volume based discounts being recorded as a deduction to cost of sales. Determining the applicable volume of purchases made or to be made during the year, and the range of criteria on the determination of the products targeted for each specific discount, increases significantly the complexity of the calculations of the referred agreements;</li> <li>(ii) related with promotional agreements linked with specific actions, placement of articles in stores, based on sales made to final customers, among other natures, but not directly related to the purchase of inventory, which are recognized as "Other operating income" (Note 38).</li> <li>The accounting recognition of each nature implies the existence of written agreements, detailed analysis of the terms of such agreement, judgement regarding the classification and timing of recognition of the income, being supported in specific information systems with defined categories of commercial income, being its accounting treatment mainly daily and automatic based on the applicable categories.</li> <li>Given the nature of the operation, the materiality of the amounts involved, the judgement implicit in the recording and classification of the agreements made with suppliers, we consider the existence of a risk that the agreements are not being dully formalized or that as a key audit matter.</li> </ul>	<ul> <li>Additionally, among others, we performed the following procedures:</li> <li>several analytical procedures, namely involving the analysis of monthly changes in main captions, analysis of income over purchase ratios, comparing ratios with the ones verified in previous years;</li> <li>for a sample of agreements, selected based on quantitative and qualitative criteria, we performed an evaluation of these agreements and verified that those were properly agreed with suppliers;</li> <li>for the above mentioned samples, we independently computed the amount of discounts and compared it with accounting records, validating, when applicable, the amount of purchases used;</li> <li>for that sample, we validated the adequacy of the accounting treatment used;</li> <li>We also performed a sample over agreements accrued at yearend, verified the agreements and the proper cut off of income. Additionally, we performed procedures in order to identify unusual transactions, namely when considering its amount, standard accounting procedures of the Group or because of being manual adjustments to the common procedures to recognize commercial income. For those cases, including the situations where accrued income was recognized, we selected a larger sample considering the risk of distortion, assessed the nature of each case and obtained the reasoning for its recognition.</li> <li>Besides the above mentioned procedures we obtained third party confirmation of balances for a sample of suppliers, chosen based on its relevance to the group purchases, as well as considering qualitative criteria identified by the audit team. We have reviewed, when applicable, the reconciliations obtained between information received and the group accounting records.</li> </ul>
Net realizable value of inventories (Notes 2.11 and 14 to the consolidated financial statem	ents)
As disclosed in Note 14, as at 31 December 2016, Sonae Group presents, approximately, 696 million Euro of Inventories in its statement of financial position. The analysis of the net realizable value of those inventories is judgemental and its complexity is increased due to the fact that the inventories are scattered in more than 1,100 stores and in several warehouses, as well as from the fact that the Group operates stores in several retail areas, such as food, electronics, fashion and sports.	<ul> <li>Our audit procedures comprise the analysis of the Group procedures in what concerns to the valuation of inventories, verifying its adequacy with the accounting policies, and included:</li> <li>the analysis of the criteria defined by the Group to identify the slow moving or obsolete items, as well as the criteria to adjust its carrying amount to net realizable value;</li> <li>testing the operating effectiveness in what concerns inventories, namely the adequate interface of the information systems used and the general computer controls applicable to</li> </ul>
The definition of criteria to identify items that might be signalled as obsolete or slow movers, and, consequently which net realisable value might be below its cost, as well as the criteria defined to adjust the cost of inventories are matters which require a significant amount of judgement, hence we consider the impariment of inventories as a key audit matter.	<ul> <li>obtaining from the Group the internal analysis over the defined criteria, performing a comparison of the results of these criteria with recent historical information;</li> <li>we have verified the correct arithmetical application of the defined criteria for a sample of random itens.</li> </ul>

• we have verified the correct arithmetical application of the defined criteria for a sample of random itens.

#### Tax contingencies

(Notes 2.12, 2.14, 2.15, 32 and 33 to consolidated financial statements)

As at 31 December 2016, the Group has a relevant number of uncertain tax positions with significant amounts being disputed in tax courts (Note 33), for which the Group granted warranties amounting to more than 1,100 million Euro (which considers tax amounts as well as other related expenses), part of which (557 million Euro) related to disputes of value

the impariment of inventories as a key audit matter.

Our audit procedures, with the assistance of our tax specialists, in relation with additional tax assessments and tax disputes included the following:

we obtained from the tax department of the Group, for the significant subsidiaries of the Group, the list of tax disputes, as

Description of the most significant risks of material misstatement identified	Summary of the auditor's responses to the assessed risks of material misstatement
added tax additional assessments ("VAT") on	<ul> <li>assessed risks of material misstatement</li> <li>well as of other tax litigation being questioned by tax</li></ul>
commercial income from suppliers, that tax authorities	authorities but that were not yet appealed by the Group; <li>for a sample of the main claims, based on qualitative and</li>
understand should be liable of VAT, as well as VAT	quantitative criteria, we obtained the assessment performed by
deducted over discount vouchers deducted by non-	the Group as well as the documentation of the claims; <li>for the above mentioned sample, we reviewed correspondence</li>
corporate clients.	with tax authorities, reviewed the tax claims and appeals made
The classification of the litigations as contingent	by the Group to courts; <li>we discussed with the company the support and arguments</li>
liabilities or provisions, or its measurement in	used by the Tax Group department and that are the base of the
accordance with accounting standards on income	management position; <li>for the sample above, we independently reviewed the</li>
taxes, are matters that imply a significant amount of	assumptions established by the Group as well as the level of
judgement and uncertainty, hence being subject to	risk attributed in the classification of the contingency, based on
error or inadequate assessment. Consequently we	evidence and existence information related with analysed tax
consider this as an area of focus in our audit.	assessments; <li>We reviewed the disclosures on these matters.</li>

#### Accounting treatment of significant and unusual transactions in subsidiaries (Notes 5.1, 5.3, 5.4, 8 and 10 to the consolidated financial statements)

During 2016, some significant unusual transactions were performed by the Group, namely the aquisition	Our audit procedures, regarding Salsa and Losan operations, comprised:
of Salsa Group (Note 5.1), and the finalization of the purchase price allocation process in relation with 2015 acquisition of Losan (Note 5.4), as well as several real estate sale and leaseback operations (Note 8).	<ul> <li>understanding the operations of the subsidiaries based on the information collected by the Group as well as based on the information reviewed with the component auditors;</li> </ul>
In June 2016, the Group acquired control over Group Salsa, through the acquisition of shares representing 50% of its share capital and performed a provisional	<ul> <li>analyzing the acquisition date statements of financial position as well as the process of purchase price allocation in each operation;</li> </ul>
purchase price allocation of the business combination (Note 5.1), recognizing Goodwill amounting to 43 million euro.	<ul> <li>obtaining and reviewing the share purchase agreements supporting the business combinations as well as the shareholders agreements and companies by-laws established</li> </ul>
During the year, the Group finalized the purchase price allocation to the identified assets, liabilities and	<ul><li>post acquisition;</li><li>obtaining the documentation supporting the purchase price</li></ul>
contingent liabilities of Losan (Note 5.4), recognizing positive adjustments to the value of the net assets acquired amounting to, approximately, 18 million	allocation and review the assumptions used by management in the process.
euro.	In what concerns the real estate sale and leaseback operations, our audit procedures included:
year, the Group proceeded with the sale and leaseback of a group of real estate assets recognized as tangible	<ul> <li>obtaining and reviewing the sale agreements of the referred assets as well as the corresponding lease contracts;</li> </ul>
as through the sale of a subsidiary (Note 5.3), with	<ul> <li>qualitative review of the criteria defined in the accounting standards for the purposes of classifying the lease;</li> </ul>
recognizing capital gains of approximately, 70 million euro (Notes 5.3 and 8).	<ul> <li>review of the computation of the net present value of minimum lease payments, including the analysis of the lease term</li> </ul>
Considering the use of relevant estimates, the use of the fair value concept as well as the judgemental	considered, and the estimate of incremental borrowing rate used for this purpose;
nature of the assessment of control as well as of the classification of leases and the materiality of the above operations, we consider the referred transactions as	For the mentioned transactions we have reviewed the disclosures made by the Group.
<ul> <li>positive adjustments to the value of the net assets acquired amounting to, approximately, 18 million euro.</li> <li>Additionally, and as referred in Note 8, during the year, the Group proceeded with the sale and leaseback of a group of real estate assets recognized as tangible assets and as not current assets held for sale, as well as through the sale of a subsidiary (Note 5.3), with the subsequent operating lease of such assets, recognizing capital gains of approximately, 70 million euro (Notes 5.3 and 8).</li> <li>Considering the use of relevant estimates, the use of the fair value concept as well as the judgemental nature of the assessment of control as well as of the classification of leases and the materiality of the above</li> </ul>	<ul> <li>the process.</li> <li>In what concerns the real estate sale and leaseback operations, our audit procedures included:</li> <li>obtaining and reviewing the sale agreements of the referred assets as well as the corresponding lease contracts;</li> <li>qualitative review of the criteria defined in the accounting standards for the purposes of classifying the lease;</li> <li>review of the computation of the net present value of minimum lease payments, including the analysis of the lease term considered, and the estimate of incremental borrowing rate used for this purpose;</li> <li>For the mentioned transactions we have reviewed the disclosures</li> </ul>

#### Applicable to separate financial statements

Description of the most significant risks of material misstatement identified	Summary of the auditor's responses to the assessed risks of material misstatement
Impairment of investments in subsidiaries (Notes 2.6.a), 2.6.k), 8 and 9 to the separate financial s	
As referred in Note 2.6.a) investments on subsidiaries, joint ventures and associates are classified as available for sale as allowed by the applicable accounting standards, being measured at fair value in the situations where the Board of Directors understands that such estimate is reliable. In the	At separate financial statements level, the analysis of the fair value of Sonae Sierra, is mainly based on the valuation of investment properties owned by this joint venture, as described in the key audit matter related with the valuation of investments in joint ventures applicable to the consolidated financial statements.

remaining situations, investments are stated at cost less impairment.	Regarding the impairment test of the remaining investments measured at acquisition cost less impairment losses, as referred in
As at 31 December 2016, the Entity, in its separate	notes 2.6 k), 8 and 9 of the separate financial statements as at 31
financial statements, has investments accounted for at	December 2016, our analysis is based on the procedures performed
cost less impairment losses with a carrying amount of	regarding impairment test of Goodwill for consolidated purposes, as
3,178 million euro and accounted at fair value in the	well as on the analysis of the arithmetical accuracy of the tests
amount of 946 million euro.	performed by management and analysis of the remaining
Considering the materiality of the referred assets to	assumptions and methodologies used.
the separate financial statements and the level of	We reviewed the adequacy of the disclosures performed.
estimate involved, we consider this area to be a key	
audit matter.	

# Responsibilities of Management and Supervisor Body for the consolidated and separate financial statements

Management is responsible for:

- the preparation of consolidated and separate financial statements that present true and fairly, in all material respects, the financial position, the financial performance and the cash flows of the Group in accordance with IFRS as adopted by the European Union;
- the preparation of a management report, including a corporate governance report, under the applicable law and regulation;
- the implementation and maintenance of an appropriate internal control system that allows the preparation of financial statements that are free from material misstatements due to fraud or error;
- the adoption of accounting principles and criteria appropriate in the circumstances; and
- the evaluation of the Entity's and the Group's ability to continue as a going concern, disclosing, whenever applicable, the matters that may cast significant doubt on the continuity of its operations.

The Statutory Audit Board is responsible for overseeing the Group's financial reporting process.

#### Auditor's responsibilities for the audit of the consolidated and separate financial statements

Our responsibility consists in obtaining a reasonable assurance on whether the consolidated and separate financial statements as a whole are free from material misstatements, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- identify and assess the risks of material misstatement of the consolidated and separate financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control;
- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control;
- evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management;
- conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our

opinion. Our conclusions are based on the audit evidence obtained up to the date of our report. However, future events or conditions may cause the Entity to cease to continue as a going concern;

- evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the consolidated and separate financial statements represent the underlying transactions and events in a manner that achieves fair presentation;
- obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated and separate financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion;
- we communicate with those charged with governance, including the Statutory Audit Board, regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit;
- from the matters communicated with those charged with governance, including the Statutory Audit Board, we determine those matters that were of most significance in the audit of the consolidated and separate financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter;
- we provide the Statutory Audit Board with a statement that we have complied with relevant ethical requirements regarding independence, and we communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

Our responsibility includes also the verification of the agreement between the information included in the Management report with the consolidated and separate financial statements and the verifications required in article 451, numbers 4 and 5, of the Portuguese Commercial Code ("Código das Sociedades Comerciais")

#### REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS

#### About the Management report

In compliance with article 451, number 3.e) of the Portuguese Commercial Code ("Código das Sociedades Comerciais"), in our opinion, the Management report was prepared in accordance with the applicable law and regulations and the information included therein is in agreement with the audited consolidated and separate financial statements, and considering our knowledge and appreciation of the Group, we did not identify material misstatements.

#### About the Management report

In compliance with article 451, number 4, of the Portuguese Commercial Code ("Código das Sociedades Comerciais"), we conclude that the corporate governance report includes the elements required to the Entity under the terms of article 245-A of the Portuguese Securities Code ("Código dos Valores Mobiliários"), and we have not identified any material mistakes in the information disclosed in such report, which, accordingly, complies with the requirements of items c), d), f), h), i) and m) of that article.

#### About the additional elements included in article 10 of Regulation (UE) 537/2014

In compliance with article 10 of Regulation (UE) 537/2014 of the European Parliament and of the Council of April 16<sup>th</sup>, 2014, and beyond the key audit matters mentioned above, we further report on the following:

 We have been appointed auditors of Sonae, SGPS, S.A. (parent-company of the Group) in the shareholders' general meeting that took place on 31 March 2003 for a first complete mandate covering the period between 2003 and 2006, which has been successively renewed. We have been appointed in the shareholders' general meeting that took place on 30 April 2015 for the present mandate covering the period between 2015 and 2018.

- The Board of Directors confirmed to us that is unaware of the occurrence of any fraud or suspected fraud with a material effect in the financial statements. As part of the planning and execution of our audit in accordance with ISAs, we kept professional scepticism and designed audit procedures to respond to the risk of material misstatements in the consolidated and separate financial statements due to fraud. As a result of our work, we have not identified any material misstatement in the consolidated and separate financial statements due to fraud.
- We confirm that the audit opinion issued is consistent with the additional report that we prepared and delivered to the Entity's Statutory Audit Board as at 27 March 2017.
- We declare that we have not rendered any prohibited services under the terms of article 77, number 8, of the Legal Regime of the Portuguese Statutory Auditors and that we kept our independence from the Group during the execution of the audit.

Porto, 27 March, 2017

Deloitte & Associados, SROC S.A. Represented by Nuno Miguel dos Santos Figueiredo, ROC

# REPORT AND OPINION OF THE STATUTORY AUDIT BOARD

#### Report and Opinion of Sonae SGPS Statutory Audit Board

## (Translation of a Report and Opinion originally issued in Portuguese. In case of discrepancy the Portuguese version prevails)

To the Shareholders

1 – Report

#### 1.1 - Introduction

In compliance with the applicable legislation and statutory regulations, as well in accordance with the terms of our mandate, the Statutory Audit Board presents its report over the supervision performed and its Report and Opinion on the Report of the Board of Directors and the remaining individual and consolidated documents of accounts for the year ended 31 December 2016, which are the responsibility of the Board of Directors.

#### 1.2 - Supervision

During the year under analysis, the Statutory Audit Board, in accordance with its competence, accompanied the management of the Company and its affiliated companies, and has oversaw, with the required scope, the evolution of the operations, the adequacy of the accounting records, the quality and appropriateness regarding the process of preparation and disclosure of financial information, corresponding accounting policies, valuation criteria used as well as the compliance with legal and regulatory requirements.

In the exercise of its competences and mandate, the Statutory Audit Board had twelve meetings during the year, six of which in person, with the presence of, depending on the matters in the agenda, the Board of Directors, the officers in charge of Planning and Control department, Administrative and Accounting department, Treasury and Finance department, Tax department, Internal Audit department, Risk Management department, the Statutory Auditor and External Auditor and Sonae's ombudsman. Additionally, the Statutory Audit Board participated in the Board of Directors meeting where the Report of the Board of Directors and the financial statements for the year were approved.

The Statutory Audit Board verified the effectiveness of the risk management and internal control, analyzed the planning and the results of external and internal auditors' activity, accompanied the system involving the reception and follow up of reported irregularities and oversaw the reports issued by Sonae's ombudsman. The Statutory Audit Board has also assessed the process of preparing the individual and consolidated statements, communicated to the Board of Directors information regarding the conclusion and quality of the financial statements audit and its intervention in the process, has pronounced itself in favor of the rendering of non-audit services by the Statutory and External Auditor, having exercised its mandate in what concerns the evaluation of the competence and independence of external auditors, as well as to the supervision of the establishment of the Statutory and External Auditor remuneration.

During the year, the Statutory Audit Board accompanied, with special care, the accounting treatment of transactions that had had material impact on the evolution of operations and on the individual and consolidated financial position of Sonae SGPS, S.A., and highlights the positive evolution of the business segments and main joint ventures which effects are visible in the economic and financial development of the Group.

In compliance with CMVM's Recommendation V.2., the Statutory Audit Board take in consideration the criteria established by CMVM in paragraphs 3 to 5 of article 4 of CMVM's Regulation for description of businesses with significant relevance between the company and shareholders of qualifying holdings or related entities, in accordance with the number 1 of article 20 of the Portuguese Securities Market Code, neither having identified relevant transactions that complied with that criteria nor identified any conflict of interests.

The Statutory Audit Board complied with CMVM's Recommendations II.2.1, II.2.2, II.2.3, II.2.4 and II.2.5, regarding Corporate Governance. Being all members of the Statutory Audit Board independent considering the legal criteria and professionally able to perform its duties, the Statutory Audit Board exercised its competences and its relations with the other statutory bodies and Company's services, in accordance with the principles and conduct recommended in the referred Recommendations.

The Statutory Audit Board reviewed the Corporate Governance Report, enclosed to the Report of the Board of Directors, in accordance with nr. 5 of article 420° of Commercial Companies Code, having verified that the it includes the elements referred to in article 245°-A of the Portuguese Securities Market Code.

Still, in the fulfilment of its duties, the Statutory Audit Board reviewed the Report of the Board of Directors, including the Corporate Governance Report, and remaining individual and consolidated documents of account prepared by the Board of Directors, concluding that these information was prepared in accordance with the applicable legislation and that it is appropriate to the understanding of the financial position and results of the Company and the consolidation perimeter, and has reviewed the Statutory Audit and Auditors' Report issued by the Statutory Audit or and agreed with its content.

#### 2 – Opinion

Considering the above, in the opinion of the Statutory Audit Board, that all the necessary conditions are fulfilled in order for the Shareholders' General Meeting to approve:

- a) the Report of the Board of Directors,
- b) the individual and consolidated statements of financial position, profit and loss by natures, comprehensive income, changes in equity and of cash flows and related notes for the year ended 31 December 2016
- c) the proposal of net profit appropriation presented by the Board of Directors.

#### 3 – Responsibility Statement

In accordance with paragraph a), number 1 of article 8° of the Regulation of CMVM nr. 5/2008 and with the terms defined in paragraph c) n° 1 of the article 245° of the Portuguese Securities Market Code, the members of the Statutory Audit Board declare that, to their knowledge, the information contained individual and consolidated financial statements were prepared in accordance with applicable accounting standards, giving a true and fair view of the assets and liabilities, financial position and the results of the Sonae, SGPS, S.A. and companies included in the consolidation. Also, it is their understanding that the Board of Directors Report faithfully describes the business evolution, performance and financial position of Sonae, S.G.P.S., S.A. and of the companies included in the consolidation perimeter and contains a description of the major risks and uncertainties that they face. It is also declared that the Corporate Governance Report complies with article 245° A of the Portuguese Securities Market Code.

Maia, 27 March 2017

The Statutory Audit Board

Daniel Bessa Fernandes Coelho

Manuel Heleno Sismeiro

Maria José Martins Lourenço da Fonseca

