



## Consolidated Results 3M12

### Privileged Information

May 9, 2012

### Highlights:

**Turnover: 53.7 M€**

(59.3 M€ in 3M11)

**EBITDA: 5.3 M€**

(4.9 M€ in 3M11)

**Net Profit: 2.5 M€**

(2.2 M€ in 3M11)

**Net Cash: 20.8 M€**

(14.7 M€ in 12M11)

### Message from the CEO - Luís Paulo Salvado

"The results of the first quarter are positive, reflecting a recovery in the domestic profitability and the continuation of the internationalization effort.

However, due to the contraction of business in Portugal, in the product component, Turnover decreased 10% compared to the same period of last year. Noteworthy is the growth in services, above 5% and now accounting for nearly 2/3 of the total business. International business represented almost 24%, in line with the targets set for this year.

Despite the intense competitive pressure which affected mainly the profitability in product sales, EBITDA increased by 8%. This improvement is the result of the measures implemented in the end of 2011, which have proven effective.

Net Profit reached 2.5 M€, a 12% increase, in line with the operating profitability growth. Also positive was the evolution of cash, with a generation above 6 M€, primarily due to a reduction in working capital.

As expected, 2012 is proving to be a particularly challenging year for the domestic business. These results confirm that the changes we operated in late 2011 were necessary and important.

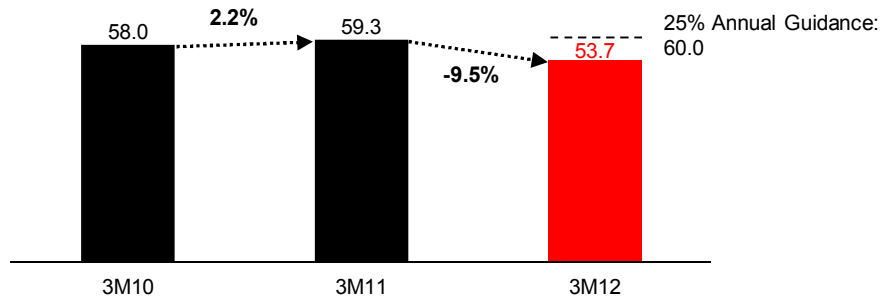
They also show a company capable of addressing great adversities, driven and engaged to swiftly adapt to a new market context. This can only be possible when one has the privilege of working with professionals of enormous talent and dedication. To them, all of Novabase employees, I want to thank for the excellent work they have performed.

Despite the economic environment that remains highly unfavorable and uncertain, we are committed to compliance with the Guidance for 2012, reaffirming as priorities the international growth and the preservation of our position in the domestic market."

## 1. Key Indicators Evolution

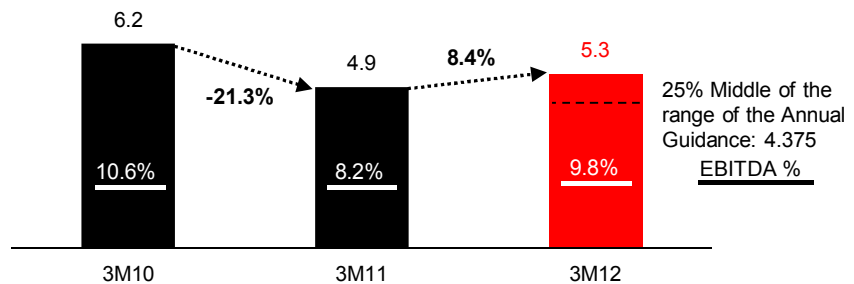
### Turnover (M€)

Turnover below the annual Guidance linearized (-10.6%), due to the contraction of business in Portugal in the product component.



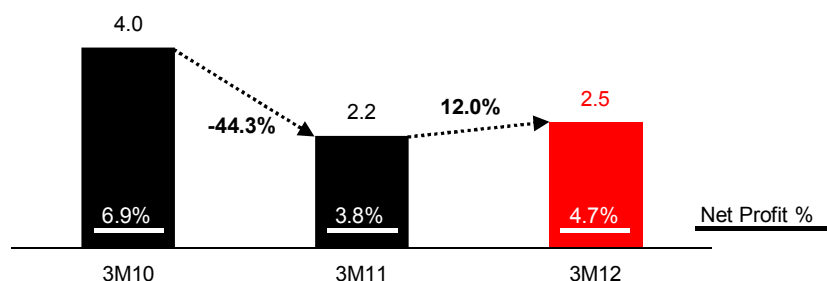
### EBITDA (M€)

EBITDA above the annual Guidance linearized of 16-19 M€ and 7.3%: +20.2% above the middle of the range (+2.5 points %).



### Net Profit (M€)

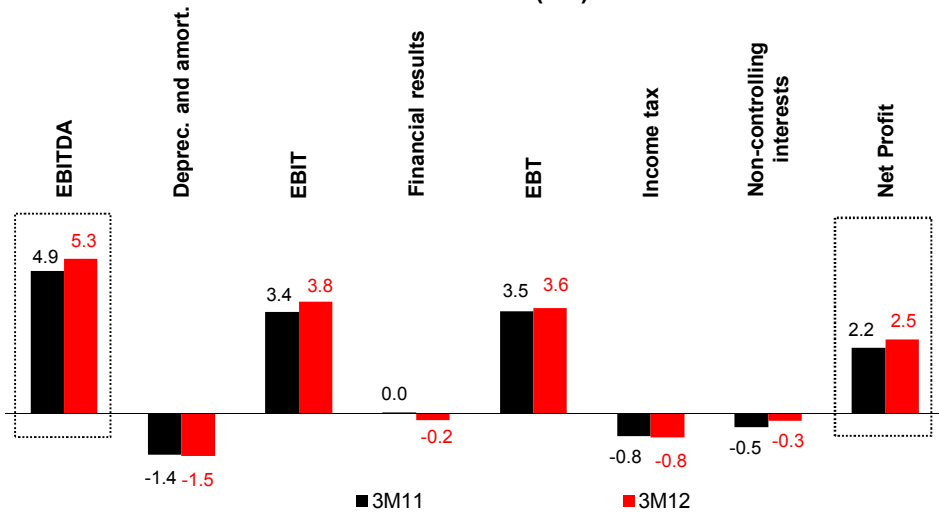
Profitability improved as a result of the measures adopted in the end of 2011.



Earnings per share (EPS) in 3M12 reached 0.08 euros per share, registering an increase of 11.4% towards the EPS from the previous year of 0.07 euros per share.

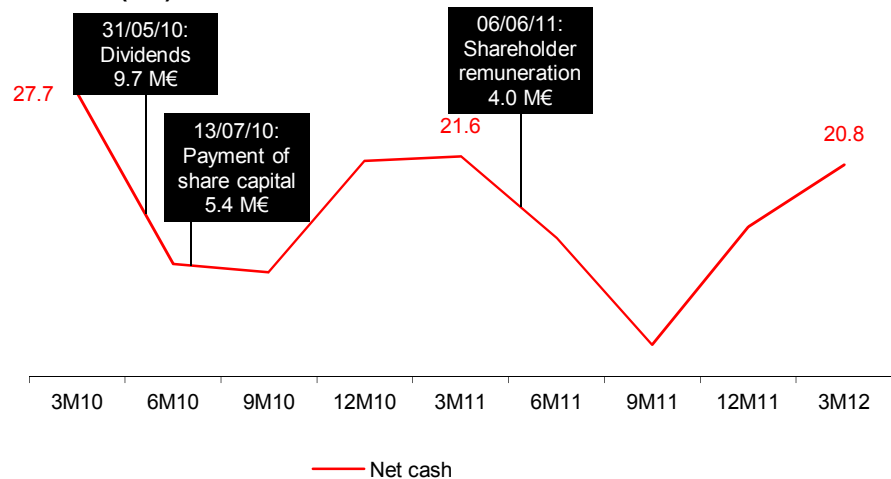


**From EBITDA to Net Profit 3M12 Vs 3M11 (M€)**



Non-controlling interests in 3M12 amounted to -0.3 M€, which compares to -0.5 M€ in 3M11. This variation is mainly due to the less positive evolution of the results of subsidiary Celfocus compared to the same period of the prior year.

**Net Cash (M€)**



Cash generation of 6.1 M€ in the first quarter of 2012, with reduction of the investment in working capital.

In the 3M12, Novabase shows a positive performance in cash generation. Novabase ended the 3M12 with 20.8 M€ in net cash, which compares to 14.7 M€ in the 12M11.

**2. Short Summary of the Activity**

The first quarter of 2012 was marked by strong pressure on prices in the product component in Portugal, but also by significant improvement of the operating performance, which already reflects the measures adopted in the end of 2011 (restructuring process with the double objective of decreasing the average production cost and enabling the company to increase international growth).

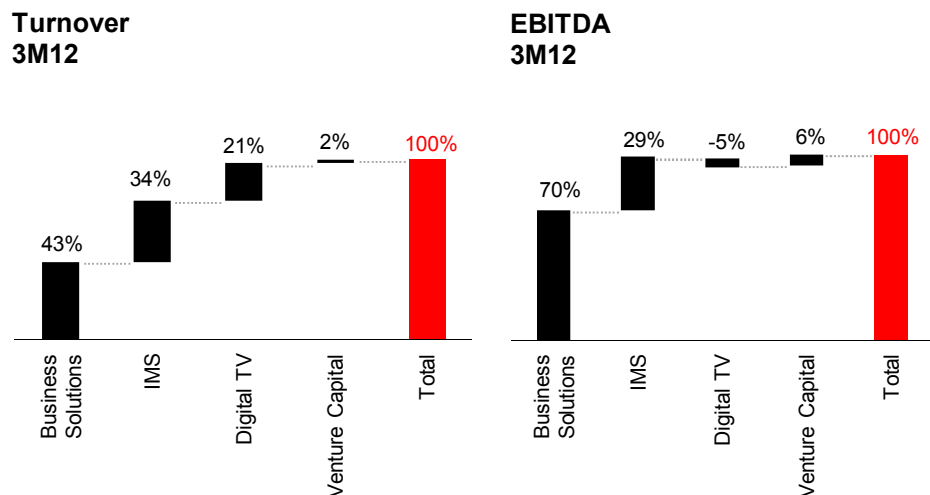
Thus, the results of the first quarter of 2012 are below the Turnover Guidance (-10.6%), but remained above the middle of the range of the EBITDA Guidance (+20.2%). Compared to 2011, Turnover decreased 9.5%, however, services grew 5.2% and international business represented 23.8% of the total business. EBITDA raised 8.4% and Net Profit reached 2.5 M€.



Novabase's management was focused on strengthening internationalization, the great challenge of the company for 2012, continuing the effort to maintain the position in the domestic market, which is proving extremely challenging.

Noteworthy is the inauguration of Parque Oriente Operations Centre in the first quarter of 2012. The new space, which occupies more than 3,000 m2 and is designed to operate 24 hours a day, 7 days a week, incorporates all of the expertise needed to design and deploy large-scale technology infrastructure projects. This new Operations Centre at Parque Oriente will allow us to reinforce outsourcing and managed services in Portugal and the rest of the world.

The percentage breakdown of Turnover and EBITDA by the different businesses, in the 3M12, is as follows:



5.2% rise in services, in line with Novabase strategic orientation to increase the added value of its offers.

Of the overall Turnover generated in 3M12, the services rendered represent 65.7%, which compares to 56.5% in 3M11.

Of the 53.7 M€ Turnover, 23.8% is generated outside Portugal, that is 12.8 M€, which compares to the 12.9 M€ registered in 3M11.

**Turnover by geography 3M11**



**Turnover by geography 3M12**



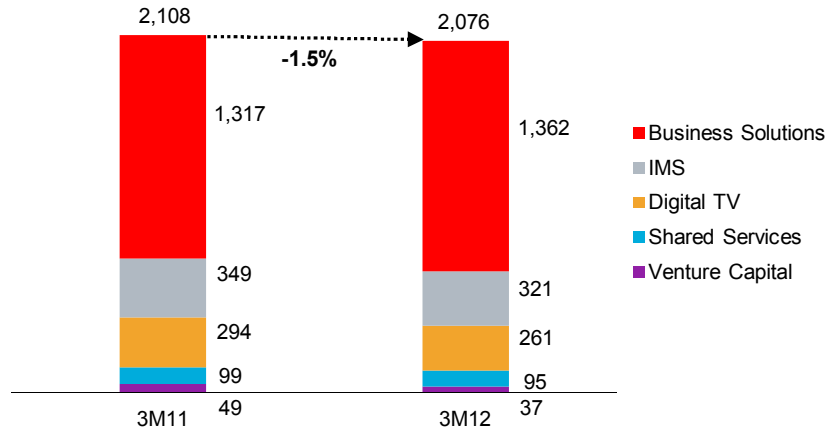
Business outside Portugal generated in the Business Solutions area increased to 18.5% of the respective invoicing (18.0% in 3M11). In the IMS business area, the international business in 3M12 decreased to 26.4% (29.9% in 3M11) and in the Digital TV area increased to 26.5% (13.4% in 3M11).

Novabase had on average, in the 3M12, 2,076 employees, which represents a decrease of 1.5% compared to the 3M11 (2,108) and of 1.6% compared to FY11 (2,109).



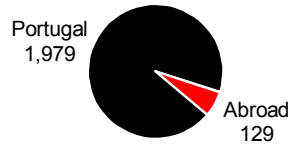
Employee breakdown by business area, in 3M12, is as follows:

**Average Number of Employees**



The average number of employees decreased for the third consecutive quarter, but shows an increase in the international team, in line with the focus of Novabase on markets outside Portugal.

**Average Number of Employees by geography 3M11**

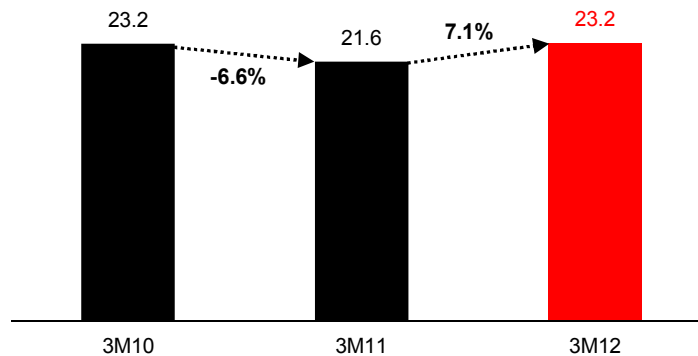


**Average Number of Employees by geography 3M12**



**2.1. Business Solutions**

**Turnover Business Solutions (M€)**

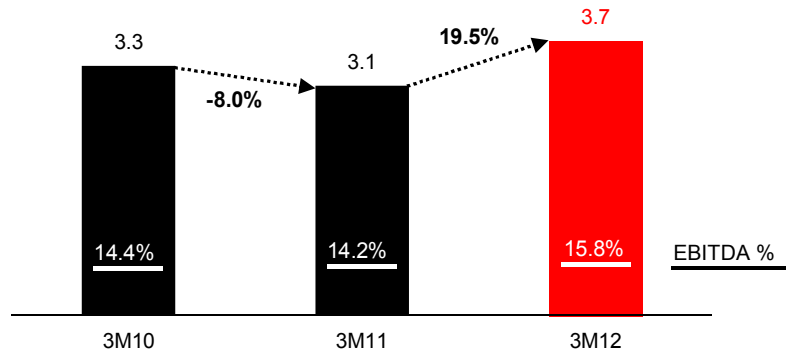


International growth of +10.2% and of +6.4% in the domestic market.



**EBITDA Business Solutions (M€)**

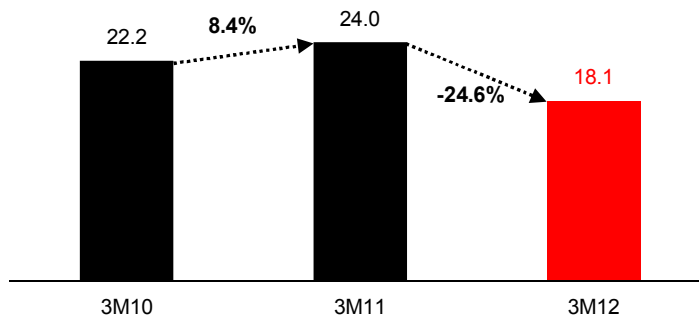
BS positive evolution reflects the measures adopted in 2011 for the improvement of operating competitiveness.



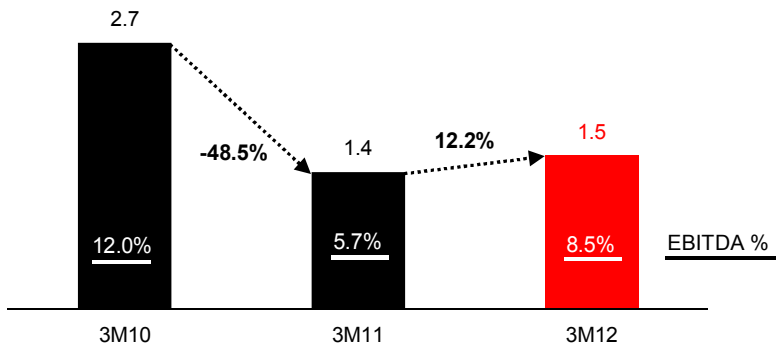
**2.2. Infrastructures & Managed Services**

**Turnover IMS (M€)**

IMS evolution is mainly due to the pressure on prices in the product sales component, despite the growth in services (+5.5%). However, this area should be analysed for time periods longer than a quarter.

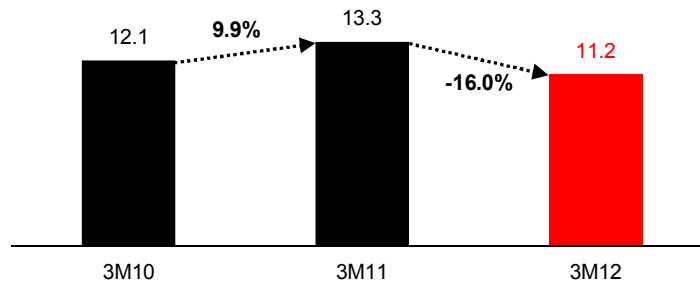


**EBITDA IMS (M€)**



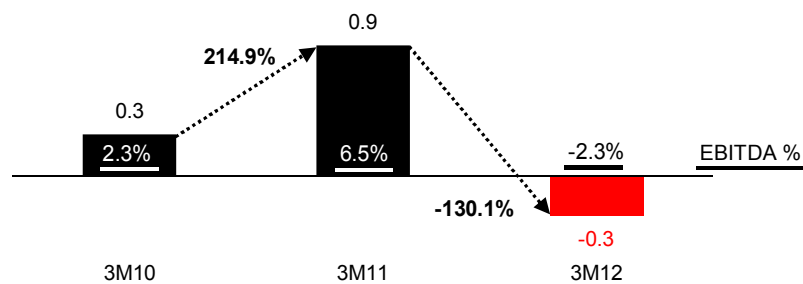
### 2.3. Digital TV

#### Turnover Digital TV (M€)



The negative evolution of DTV area is explained by the strong contraction of business in Portugal, despite the international business growth (+66.3%). However, this area should be analysed for time periods longer than a quarter.

#### EBITDA Digital TV (M€)



VC results are primarily due to improvement of the performance of the subsidiary Collab.

### 2.4. Venture Capital

Global Turnover in this area reached 1.2 M€, which represents an increase of 272.8% compared to 3M11.

Venture Capital EBITDA in 3M12 increased, year on year, from -0.5 M€ to 0.3 M€, reaching an EBITDA margin of 26.5%.

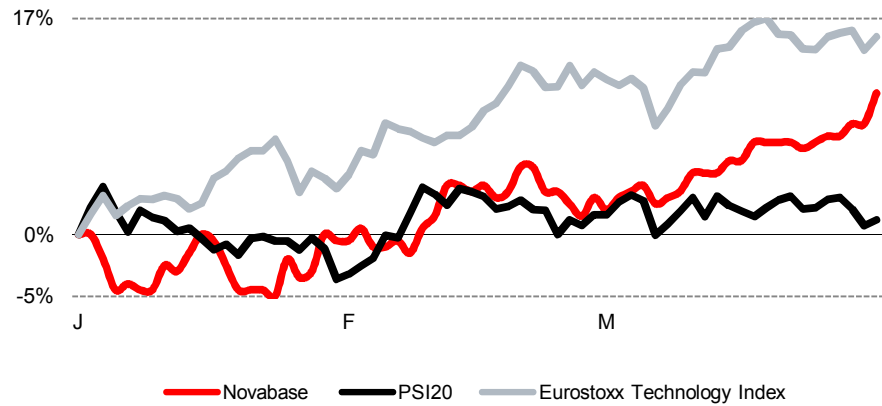
## 3. Stock Performance

Novabase share price in 2012 gained 11.0%, comparing to a 1.1% gain in the PSI20 Index and a 15.4% gain in the EuroStoxx Technology Index.

Up to the date of issue of this report, it was approved in the General Meeting of Shareholders of May 3, 2012, the distribution of dividends to the shareholders in the amount of 0.9 M€, corresponding to 0.03€ per share. The payment of these dividends will occur in the second quarter of 2012.

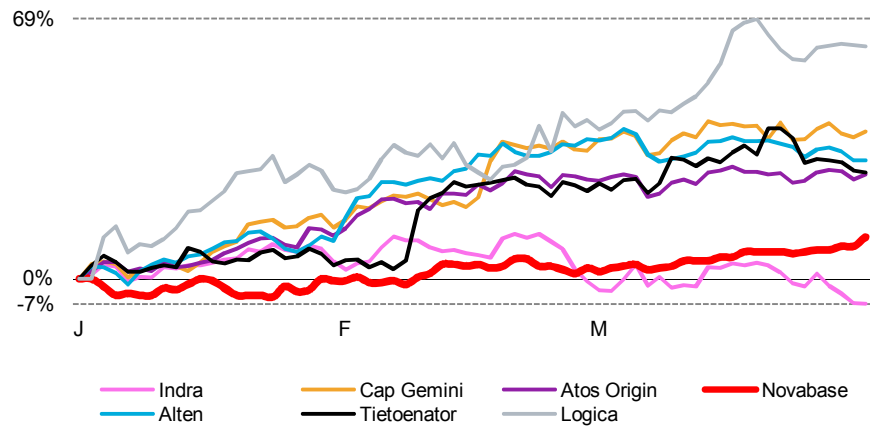


### Novabase and the Market



When comparing Novabase share prices with other companies in the IT sector in Europe, we verify that Novabase share performance in 3M12 was lower than the performance of other IT.

### Novabase and other TMT

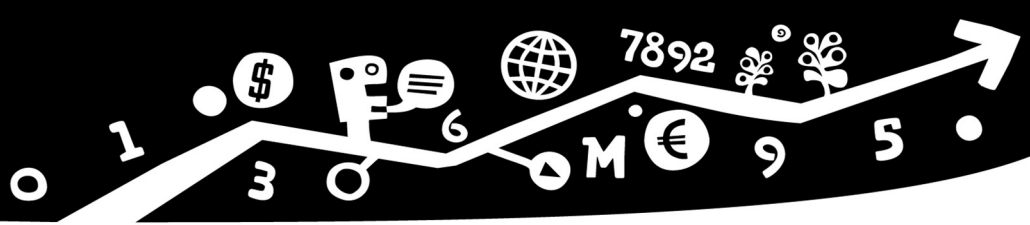


Average upside of 58.0%, according to the analysts who cover Novabase.

The average price target disclosed by the analysts who cover Novabase is 3.67 euros.

Rotation in 3M12 represented 2.3% of the capital and 0.7 million shares were traded, below the values in 3M11 (rotation of 6.0% of the capital and 1.9 million shares traded).





Summary	1Q12	4Q11	3Q11	2Q11	1Q11
Minimum price (€)	1.99	1.70	2.26	2.58	2.66
Maximum price (€)	2.32	2.38	2.75	3.10	3.21
Volume weighted average price (€)	1.92	1.99	2.55	2.80	2.96
Closing price at the end of the Quarter (€)	2.32	2.09	2.45	2.75	3.10
Nr. of shares traded	717,461	833,186	1,284,390	1,491,268	1,883,117
Market cap in the last day (M€)	72.9	65.6	76.9	86.4	97.3

## 4. Outlook 2012

The results of the first quarter of 2012 are positive, 20.2% above the middle of the range of the EBITDA Guidance, as a result of the measures implemented in the end of 2011 for the improvement of operating competitiveness. However, we experienced a strong pressure in the product component in Portugal, which explains the negative evolution of Turnover in this quarter. International business now accounts for 23.8% of total business, close to the annual goal of 25%, and the weight of services increased to 65.7%.

Despite the macroeconomic context, that remains difficult and uncertain, Novabase is committed to compliance with the Guidance for 2012, reaffirming as its priorities the international focus and the preservation of the position in the domestic market.

**Consolidated Statement of Financial Position  
as at 31 March 2012**

	31.03.12	31.12.11
	(Thousands of Euros)	
<b>Assets</b>		
Tangible assets	8,334	9,000
Intangible assets	30,526	31,127
Financial investments	1,691	1,786
Deferred income tax assets	12,117	12,387
Other non-current assets	45	-
<b>Total Non-Current Assets</b>	<b>52,713</b>	<b>54,300</b>
Inventories	5,436	6,909
Trade debtors and accrued income	91,477	99,168
Other debtors and prepaid expenses	19,556	18,523
Derivative financial instruments	109	245
Cash and cash equivalents	32,032	27,157
<b>Total Current Assets</b>	<b>148,610</b>	<b>152,002</b>
<b>Assets for continuing operations</b>	<b>201,323</b>	<b>206,302</b>
<b>Assets for discontinued operations</b>	<b>-</b>	<b>-</b>
<b>Total Assets</b>	<b>201,323</b>	<b>206,302</b>
<b>Shareholders' Equity</b>		
Share capital	15,701	15,701
Treasury shares	(490)	(490)
Share premium	43,560	43,560
Reserves and retained earnings	33,840	31,206
Net profit	2,512	2,651
<b>Total Shareholders' Equity</b>	<b>95,123</b>	<b>92,628</b>
<b>Non-controlling interests</b>	<b>10,005</b>	<b>9,811</b>
<b>Total Equity</b>	<b>105,128</b>	<b>102,439</b>
<b>Liabilities</b>		
Non-current borrowings	9,713	10,500
Finance lease liabilities	1,362	1,528
Provisions	1,629	1,721
Deferred income tax liabilities	100	100
Other non-current liabilities	65	308
<b>Total Non-Current Liabilities</b>	<b>12,869</b>	<b>14,157</b>
Current borrowings	3,826	4,053
Trade payables	21,303	26,165
Other creditors and accruals	34,467	36,013
Derivative financial instruments	44	461
Deferred income	23,341	22,669
<b>Total Current Liabilities</b>	<b>82,981</b>	<b>89,361</b>
<b>Total Liabilities for cont. operations</b>	<b>95,850</b>	<b>103,518</b>
<b>Total Liabilities for discount. operations</b>	<b>345</b>	<b>345</b>
<b>Total Liabilities</b>	<b>96,195</b>	<b>103,863</b>
<b>Total Equity and Liabilities</b>	<b>201,323</b>	<b>206,302</b>
<b>Net Cash</b>	<b>20,768</b>	<b>14,653</b>

**Consolidated Income Statement  
for the period of 3 months ended 31 March 2012**

	31.03.12	31.03.11	Var. %
	(Thousands of Euros)		
Sale of goods	18,423	25,811	
Cost of goods sold	(17,210)	(23,226)	
<b>Gross margin</b>	<b>1,213</b>	<b>2,585</b>	<b>-53.1 %</b>
<b>Other income</b>			
Services rendered	35,247	33,490	
Supplementary income	8	31	
Other operating income	129	47	
	<b>35,384</b>	<b>33,568</b>	
	<b>36,597</b>	<b>36,153</b>	
<b>Other expenses</b>			
External supplies and services	(11,713)	(11,402)	
Employee benefit expense	(19,648)	(19,642)	
(Provisions) / Provisions reversal	145	(3)	
Other operating expenses	(122)	(255)	
	<b>(31,338)</b>	<b>(31,302)</b>	
<b>Gross Net Profit (EBITDA)</b>	<b>5,259</b>	<b>4,851</b>	<b>8.4 %</b>
Depreciation and amortization	(1,451)	(1,409)	
<b>Operating Profit (EBIT)</b>	<b>3,808</b>	<b>3,442</b>	<b>10.6 %</b>
Financial Gains / (Losses)	(224)	23	
<b>Net Profit before taxes (EBT)</b>	<b>3,584</b>	<b>3,465</b>	<b>3.4 %</b>
Income tax expense	(821)	(763)	
<b>Non-controlling interests</b>	<b>(251)</b>	<b>(460)</b>	
<b>Attributable Net Profit</b>	<b>2,512</b>	<b>2,242</b>	<b>12.0 %</b>
<b>Other information:</b>			
Turnover	53,670	59,301	<b>-9.5 %</b>
Gross margin from sales %	6.6 %	10.0 %	
EBITDA margin	9.8 %	8.2 %	
EBT % on Turnover	6.7 %	5.8 %	
Net profit % on Turnover	4.7 %	3.8 %	

**Consolidated Income Statement by SEGMENTS  
for the period of 3 months ended 31 March 2012**

(Thousands of Euros)

	<b>Business Solutions</b>	<b>IMS</b>	<b>Digital TV</b>	<b>Venture Capital</b>	<b>NOVABASE</b>
Sale of goods	129	10,419	7,875	-	<b>18,423</b>
Cost of goods sold	(81)	(9,658)	(7,471)	-	<b>(17,210)</b>
<b>Gross margin</b>	<b>48</b>	<b>761</b>	<b>404</b>	<b>-</b>	<b>1,213</b>
<b>Other income</b>					
Services rendered	23,061	7,723	3,296	1,167	<b>35,247</b>
Supplementary income and subsidies	7	-	-	1	<b>8</b>
Other operating income	87	36	6	-	<b>129</b>
	<b>23,155</b>	<b>7,759</b>	<b>3,302</b>	<b>1,168</b>	<b>35,384</b>
	<b>23,203</b>	<b>8,520</b>	<b>3,706</b>	<b>1,168</b>	<b>36,597</b>
<b>Other expenses</b>					
External supplies and services	(5,762)	(3,453)	(2,167)	(331)	<b>(11,713)</b>
Employee benefit expense	(13,761)	(3,528)	(1,838)	(521)	<b>(19,648)</b>
(Provisions) / Provisions reversal	61	41	43	-	<b>145</b>
Other operating expenses	(70)	(39)	(6)	(7)	<b>(122)</b>
	<b>(19,532)</b>	<b>(6,979)</b>	<b>(3,968)</b>	<b>(859)</b>	<b>(31,338)</b>
<b>Gross Net Profit (EBITDA)</b>	<b>3,671</b>	<b>1,541</b>	<b>(262)</b>	<b>309</b>	<b>5,259</b>
Depreciation and amortization	(897)	(343)	(168)	(43)	<b>(1,451)</b>
<b>Operating Profit (EBIT)</b>	<b>2,774</b>	<b>1,198</b>	<b>(430)</b>	<b>266</b>	<b>3,808</b>
Financial Gains / (Losses)	(120)	(23)	(94)	13	<b>(224)</b>
<b>Net Profit / (Loss) before Taxes (EBT)</b>	<b>2,654</b>	<b>1,175</b>	<b>(524)</b>	<b>279</b>	<b>3,584</b>
Income tax expense	(629)	(371)	252	(73)	<b>(821)</b>
Non-controlling interests	(69)	(115)	-	(67)	<b>(251)</b>
<b>Attributable Net Profit / (Loss)</b>	<b>1,956</b>	<b>689</b>	<b>(272)</b>	<b>139</b>	<b>2,512</b>
<b>Other information :</b>					
Turnover	23,190	18,142	11,171	1,167	<b>53,670</b>
EBITDA	3,671	1,541	(262)	309	<b>5,259</b>
EBITDA % on Turnover	15.8%	8.5%	-2.3%	26.5%	<b>9.8%</b>
EBT % on Turnover	11.4%	6.5%	-4.7%	23.9%	<b>6.7%</b>