

## **Reditus EBITDA increases by 55% in the first nine months of 2009**

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- **Turnover of € 73.9 million (+ 13%)**
- **Operating Income of € 76.0 million (+ 15%)**
- **EBITDA of € 7.0 million (+ 55%)**
- **EBITDA Margin of 9.2% (vs. 6.8%)**
- **EBIT of € 3.4 million (+ 48%)**
- **Net Income of € 149 thousand (vs. €- 138 thousand)**
- **International Sales represented 34% of Turnover**

**Note:** The results for 9M09 are compared with those of 9M08 pro-forma considering the integration of the Tecnidata Group.

#### **1. Summary of Activity**

In the first nine months of 2009, we managed to successfully implement our organic growth strategy in the Outsourcing of Services area, in spite of the current macroeconomic situation. The positive performance recorded in terms of revenue demonstrates our capacity to foresee market trends and create new products and services. The consolidated EBITDA of Reditus registered a significant improvement compared with the first nine months of the previous year, and maintained a consistent performance over 2009.

The activity of Reditus in the first nine months of the year was marked by the integration of Tecnidata, the opening of Service Centres dedicated to Business Process Outsourcing contracts, the consolidation of the Software Factory concept and the increase in international sales.

The Reditus Group is organised into two business areas: **Outsourcing of Services** and **Engineering and Mobility Systems**.

The activities of the Outsourcing of Services area include Business Process Outsourcing (BPO - Front-Office and Back-Office), Outsourcing of IT Infrastructures and IT Consulting. The area of Engineering and Mobility Systems covers Engineering Systems, Mobility Systems and Customisation of Financial Documents.

## **2. Consolidated Indicators**

### **2.1. Consolidated Operating Income**

The Consolidated Operating Income of Reditus reached the value of € 76.0 million in the first nine months of 2009 (9M09), representing an increase of 14.6% relative to the € 66.3 million registered in the same period of 2008 (9M08).

The Consolidated Turnover in this period came to € 73.9 million, corresponding to a 13.2% year-on-year increase, driven by the growth in the area of Outsourcing of Services.

International Sales represented 34% of Turnover.

### **2.2. Operating Costs**

The Consolidated Operating Costs, net of depreciation, provisions and adjustments reached a total of € 69.0 million in 9M09, representing a year-on-year increase of 11.6% and corresponded to 90.8% of Total Income, compared to 93.2% in the same period of the previous year. This performance reflects the continuous focus of the Group on the streamlining of operating and structural costs.

### **2.3. Operating Profit before Depreciation (EBITDA)**

Consolidated EBITDA registered a strong year-on year increase of 55.3% to € 7.0 million, equivalent to an EBITDA margin of 9.2%, representing a gain of 2.4 p.p. compared to the margin registered in the same period of 2008.

### **2.4. Net Income**

Depreciation, Amortisations, Provisions and Adjustments for 9M09 reached € 3.6 million, reflecting an increase of 63% relative to the € 2.2 million recorded in the same period of the previous year, essentially explained by the investment in intangible assets related to the development of projects which are indispensable to the start-up of new operations of multi-annual character.

The Operating Profit (EBIT) recorded an increase of 48% to € 3.4 million. The operating margin stood at 4.5%, compared with the 3.5% achieved in the same period of the previous year.

The Financial Results reached a negative net value of € 2.6 million vs. € 2.2 million achieved in the same period of 2008. This increase is essentially explained by the increase in working capital needs as a consequence of the growth of the Outsourcing activity.

The Provision for Income Tax stood at € 0.61 million in 9M09, which compares to € 0.22 million in 9M08.

Consolidated Net Income reached € 149 thousand in the period under analysis, representing an increase of € 286 thousand relative to the same period of 2008, explained essentially by the positive evolution of EBITDA.

## **3. Indicators by Business Area**

### **3.1. Outsourcing of Services**

The area of Outsourcing of Services reached a Turnover in 9M09 of € 71.4 million, an increase of 17% compared with € 61.2 million reached in the same period of the previous year. This performance is essentially due to the excellent performance in the area of IT Consulting which increased by 41%. EBITDA increased by 73% year-on year to € 6.1 million, equivalent to an EBITDA margin of 8.6%, 2.8 p.p. above the margin achieved in the same period of the previous year.

In the 9M09, Reditus signed new contracts in the area of Outsourcing of Services of the value of € 99 million, of which 36% will be reflected in the turnover for 2009. The area of Outsourcing of IT Infrastructures was responsible for new contracts of the value of € 48.5 million, IT Consulting for € 49.0 million and Business Process Outsourcing for € 4.3 million.

These new contracts, signed over the period of nine months, reflect the capacity of organic growth of the Reditus Group and are the result of the ongoing evolution and development of its Customer service activities.

During the 9M09, the following were created: the Benavente Service Centre, the Roma Service Centre with capacity for 270 operation positions and the Castelo Branco Service Centre in partnership with the respective City Hall and Vodafone which will enable the creation of a further 360 operation positions.

### **3.1.1 Business Process Outsourcing (BPO - Front-Office and Back-Office)**

Reditus presents the best BPO (Business Process Outsourcing) solutions in the area of management of processes supporting business, including the processing, analysis and interpretation of data derived from specific methodologies, optimised and flexible processes and information technologies.

Amongst the Group's Customers are various large companies, namely in the banking, insurance and telecommunications sectors, with highly complex operating procedures.

The Business Process Outsourcing area presented, year-on-year, a modest increase of 1.5% in Turnover to € 11.2 million. The EBITDA margin reached 13.1%, representing a decrease of 1.7 p.p. relative to the 14.8% achieved in the same period of the previous year, explained mainly by the recognition of costs inherent to the start-up of the new Service Centres.

### **3.1.2 Outsourcing of IT Infrastructures**

The Outsourcing of IT Infrastructures area provides companies with an integrated management of their entire information system. The services provided by this area include: HelpDesk of Information and Communications Technologies (Service Desk), Management and Maintenance of Equipment, Project and Implementation of Data Networks (Networking and Security) and Management and Maintenance of Networks and Systems.

In 9M09, the Turnover of this operating unit increased by 7.4% to € 32.7 million, where the international market represented 42% of total turnover. EBITDA recorded a considerable improvement, having reached € 2.3 million, compared with the € 434 thousand of the same period of the previous year. The EBITDA margin increased by 5.6 p.p to 7.0%.

### **3.1.3 IT Consulting**

The IT Consulting segment provides strategic consultancy services relative to information technologies, implementation, post-implementation quality control, technical and operational services, outsourcing of information technologies, training in the context of projects for the implementation of documental management systems and solutions.

In order to improve the quality and productivity of this area, Reditus has adopted methodologies and technologies to enable the greater agility and reuse of the solutions which are developed, and has implemented the Software Factory concept which integrates the SAP and Outsystems areas. In April 2009, the Software Factory was created in Covilhã in a partnership between Roff and the City Hall of Covilhã.

IT Consulting showed an excellent performance during this quarter, having recorded in 9M09 an increase in Turnover of 41% to € 26.3 million. Sales on the international market increased significantly, contributing to 35% of total turnover. EBITDA presented a strong year-on year increase of 64% to € 2.3 million, equivalent to an EBITDA margin of 8.6%, 1.1 p.p. above the margin registered in the same period of the previous year.

### 3.2. Engineering and Mobility Systems

Reditus develops Engineering Solutions for the assembly (back-end and front-end) of semiconductors and other microelectronic components, Geo-referencing and Telemetry solutions and Customised Financial Documents.

The Engineering and Mobility Systems business presented a decline of 27% due to the strong fall registered in the semiconductor sector. EBITDA reached € 0.86 million, compared with the EBITDA of € 0.96 million achieved in the same period of the previous year. The EBITDA margin stood at 19%, 0.5 p.p. above the margin of the previous year.

## 4. Balance Sheet - Main Headings

€ Million			
	9M09	2008	Var. %
<b>Total Assets</b>	119.0	131.3	-9.4%
Non-current Assets	68.7	68.9	-0.3%
Current Assets	50.3	62.4	-19.4%
<b>Equity</b>	20.4	21.7	-6.1%
<b>Total Liabilities</b>	98.6	109.5	-10.0%
Non-current Liabilities	31.9	29.2	9.5%
Current Liabilities	66.6	80.4	-17.1%

## 5. Stock Market Behaviour

At the end of the 3rd quarter, on 30 September 2009, the closing market price of Reditus shares stood at € 7.60, representing an appreciation of 8.6% relative to the € 7.0 registered at the beginning of 2009.

In terms of liquidity, during 9M09 approximately 633 thousand Reditus shares were traded, representing a transaction value of € 3.4 million.

The daily average number of shares traded stood at approximately 3.4 thousand, corresponding to a daily average value of about € 24.3 thousand.