

Net Income of Reditus reaches € 1.1 million in 2009

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- **Net Income of € 1.1 million**
- **Turnover of € 104.3 million**
- **Operating Income of € 107.2 million**
- **EBITDA of € 10.5 million**
- **EBITDA Margin of 9.8%**
- **EBIT of € 6.7 million**
- **International Sales represented 33% of Turnover**

Note: Reditus` growth strategy altered the consolidation perimeter with the acquisition of the Tecnidata Group in 2008 and Panda Security in 2009, therefore the financial information for 2009 is not directly comparable with that of previous periods, even pro-forma based.

1. Summary of Activity

2009 was marked by the success of the integration of the companies acquired at the end of 2008, the opening of Services Centres dedicated to Business Process Outsourcing contracts (Castelo Branco, Benavente, Lisbon Roma and Lisbon Expo.) and of the software factory in Covilhã, as well as the acquisition of the exclusive distributor of Panda Security in Portugal and increase in international sales.

During 2009, the Group continued its strategy of streamlining and restructuring which implied the merger by incorporation of the companies which provide services and supply solutions in the area of IT infrastructures and a reorganisation of the companies which provide supporting services to the Reditus Group.

The objective of this restructuring was to simplify the organisational structure, reduce costs, standardise the business management of the companies involved and enhance operating efficiency.

The Reditus Group is segmented into four business units: Business Process Outsourcing (BPO), IT Outsourcing, IT Consulting and Engineering and Mobility Systems.

In spite of the current macroeconomic context, Total Income reached €107.2 million and the EBITDA margin was 9.8%.

2. Consolidated Indicators

2.1. Consolidated Operating Income

In 2009, the Consolidated Operating Income of Reditus grew by 71% year-on-year to € 107.2 million.

Consolidated Turnover reached € 104.2 million, corresponding to an increase of 76% in relation to the same period of the previous year. International Sales represented 33% of the Turnover in 2009.

2.2. Operating Costs

Consolidated Operating Costs net of amortisations, provisions and adjustments reached a total of € 96.7 million in 2009, representing an increase of 81.3% year-on-year.

2.3. Operating Profit before Depreciation (EBITDA)

Consolidated EBITDA reached € 10.5 million, equivalent to a margin of 9.8%.

2.4. Net Income

Depreciation, Amortisations, Provisions and Adjustments reached € 3.7 million in 2009, reflecting a decrease of 16.0% in relation to the previous year.

Net Operating Income (EBIT) stood at € 6.7 million, equivalent to a margin of 6.3%.

The Financial Results achieved a negative net value of € 3.6 million, representing an increase of 1.2% in relation to the same period of the previous year.

The Provision for Income Tax stood at € 2.0 million in 2009, compared with € 0.54 million in 2008.

Consolidated Net Income reached € 1.1 million in 2009, corresponding to an increase of € 0.52 million relative to the € 0.63 million achieved in the previous year.

3. Indicators by Business Area

3.1.1 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 through specific methodologies, optimised and flexible processes and information technologies.

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

BPO contributed to approximately 16% of the total Turnover of Reditus and 21% of the total EBITDA generated in 2009.

This business area achieved a Turnover of 16.8 million euros, representing growth of 14% in relation to the value registered in the same period of the previous year.

During 2009 four new service centres were opened (Castelo Branco, Benavente, Lisbon Roma and Lisbon Expo) adding 900 new operating positions, thus resulting in Redware`s installed capacity having a total of over 1,300 positions. 13 new services were also started up for seven existing customers and seven new customers were attracted in diversified markets.

EBITDA and the EBITDA margin remained practically unaltered in relation to the previous year, standing at 2.1 million euros and 12.1%, respectively.

3.1.2 IT Outsourcing

As noted above, the Group has recently carried out corporate streamlining and restructuring which implied the merger by incorporation of the companies which provide services and supply solutions in this area, permitting the reduction of costs and increase of operating efficiency.

This area provides companies with an integrated management of their entire information system. The services provided by this area include: HelpDesk of Information and Communication 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.

IT Outsourcing represented 47% of the Turnover and 43% of the total EBITDA of the Reditus Group.

Turnover stood at 49.3 million euros, compared with 23.9 million euros in the previous year. EBITDA reached € 4.5 million in 2009, equivalent to a margin of 9.0%.

3.1.3 IT Consulting

The IT Consulting segment provides strategic consultancy services relative to information technologies, technical matters and systems implementation, outsourcing of information technologies and training in the context of projects.

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 partnership between Roff and the City Hall of Covilhã.

IT Outsourcing represented 32% of the Turnover and total EBITDA of the Reditus Group.

Turnover reached € 33.1 million, compared with € 12.7 million in 2008. EBITDA stood at € 3.4 million, equivalent to a margin of 9.7%.

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.

In 2009 the Engineering and Mobility Systems unit presented a Turnover of € 4.9 million, compared with € 7.9 million in 2008. This decrease is explained by the sharp fall registered in the semiconductor sector. EBITDA reached € 0.5 million, representing a decrease of 42% year-on-year.

A recovery of this business area is expected for 2010, based on the complete inversion of investment behaviour related to equipment for the semiconductor sector, on the level of orders received during the beginning of this year and on the state of the evolution of the negotiations of various projects.

5. Stock Market Behaviour

In 2009 the closing price of Reditus shares stood at 7.34 euros, approximately 3.4% above the closing price of the previous year of 7.10 euros.

In terms of liquidity, during the financial year there were approximately 727 thousand transactions of Reditus shares, representing a transaction value of 5.3 million euros.

The daily average number of shares traded stood at approximately 3.6 thousand, corresponding to a daily average value of about 21 thousand euros.

6. Future Outlook

The main vectors of growth of the Reditus Group for 2010, after the successful conclusion of the integration of Tecnidata and Roff, are its internationalisation, cross-selling and profitability.

At an international level, Reditus will stimulate and develop its activity in the different countries where it operates, so as to consolidate its presence, and will be attentive to new opportunities in countries where it does not yet develop any activity, but where its presence would make sense. The international development will explore the opportunities of arbitrage (competence versus price) in markets where it has clear competitive advantages and specific levels of know-how in certain technologies and services. Particular attention will be given to the growth of the Angolan market.

As a result of the strong complementarity of the service and customer portfolios of the different companies of the Group, there continues to be a great opportunity for the growth of business on this basis, with the success which has already been achieved being a good argument for the continuation of this practice. The clear objectives of cross-selling are the retention of customers, increase in profitability and the sustained growth of the revenue from each customer. Therefore, in the internal market, Reditus will continue to implement a strategy driven by growth, not only through the full exploitation of the entire potential of its portfolio of assets, but also through the creation of innovative products/services associated to the on-going concern to respond to customer needs.

Reditus will also pursue efforts towards the streamlining of costs, fostering synergies and commercial, technical, human and financial optimisation, continuously ensuring high standards of service quality.