

Net income of Reditus increases by 65% in 2013

- **Operating Income of 112,7 million euros (-13.4%)**
- **EBITDA of 11,7 million euros (-27.9%)**
- **EBITDA Margin of 10,4% (against 12,5%)**
- **Net Income of 460 thousand euros (against 280 thousand euros)**
- **International Sales represent 38% of Revenue**

1. Summary of Activity

During 2013, the Reditus Group continued its strong commitment to the expansion of its international operations, namely in Europe and Africa, as well as on the reinforcement of its integrated offering with development of new products and services.

The group opened new branches in key markets, and 38% of its total revenue came from international customers, in line with its experience in 2012.

The Operating Revenue and the EBITDA fell, due to factors related solely to the execution in 2012 of a specific and “one-off” project in the area of ITO in the Angolan market. The Operating Revenue of Reditus was 112.7 million euros, which was 17.5 million euros less than in 2012, and the EBITDA was 11.7 million euros, or 4.6 million euros lower than the 16.3 million euros of the previous year.

By contrast, the Net Results grew significantly by 65%, registering 460 thousand euros, compared with the 280 thousand euros of the previous year, benefiting from the decrease recorded in net financial charges, lower taxes, and various measures implemented to optimize costs and increase operating efficiency.

Operations in the domestic market decreased by 12.5%, reflecting the rationalization of service centers in Portugal and the generally adverse economic environment that continued to affect Portugal.

Reditus Group will carry on implementing its strategy to deliver greater value to the market, focusing on products and services for international markets, increasing its portfolio and optimizing its costs.

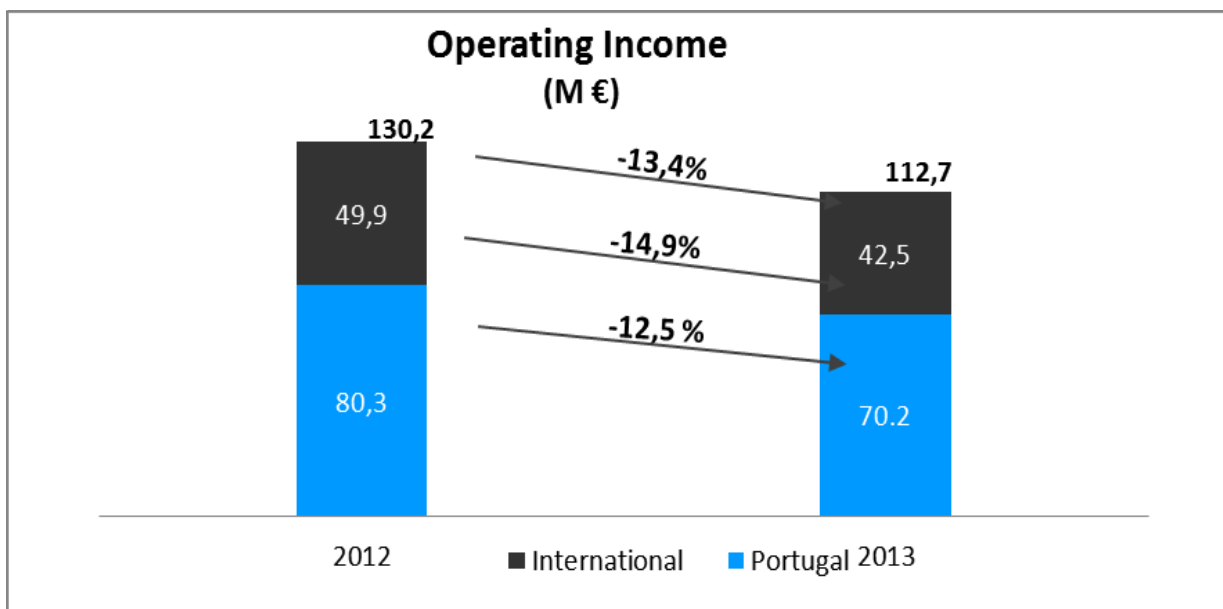
2. Consolidated Indicators

2.1. Consolidated Operating Income

The Reditus consolidated operating income amounted to 112.7 million euros in 2013, representing a decrease of 13.4% compared with 130.2 million euros in 2012.

International activity registered a fall of 14.9% due to a specific, one-off international ITO project in 2012. Excluding this project, international activity increased by 10.3% in 2013.

International sales accounted for 38% of the total revenue of the Group.



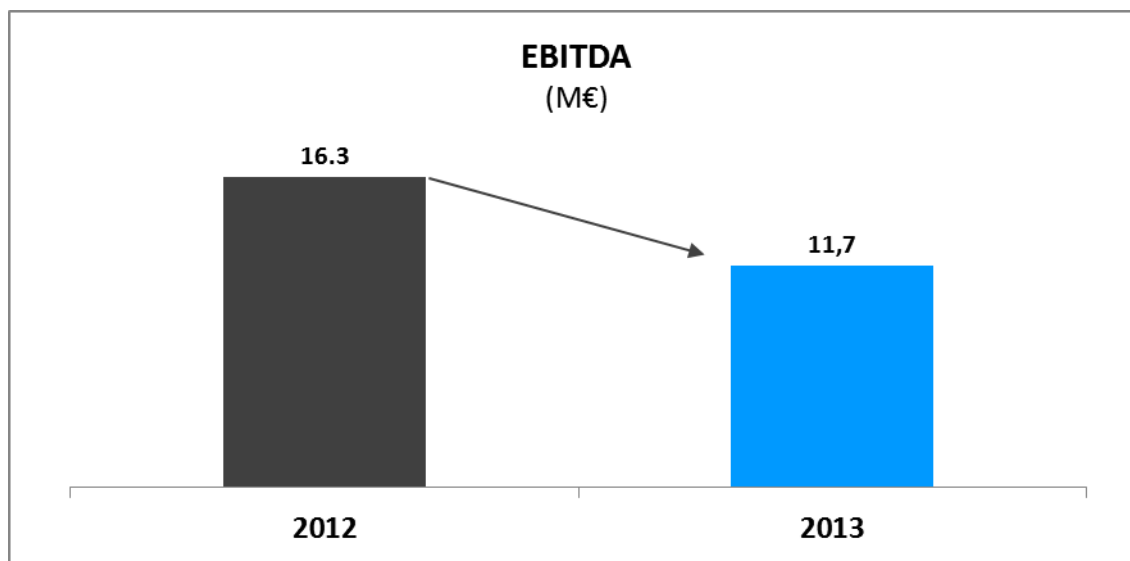
2.2. Operating Costs

Consolidated operating expenses net of depreciation, provisions and adjustments amounted to 101 million euros in 2013, representing a fall of 11.4% and 89.6% of Total Income, compared with 87.4% in the previous year.

2.3. Earnings Before Interest, Taxes, Depreciation and Amortisation (EBITDA)

The consolidated EBITDA of the Group amounted to 11.7 million euros, 27.9% below 2012, with the margin shrinking from 2.1pp to 10.4%. This decrease is mainly explained by the specific, one-off project implemented in the Angolan market in the area of IT Outsourcing (ITO) in 2012.

The good performance of the ITC area should be noted. This recorded an EBITDA increase of 21.2%.



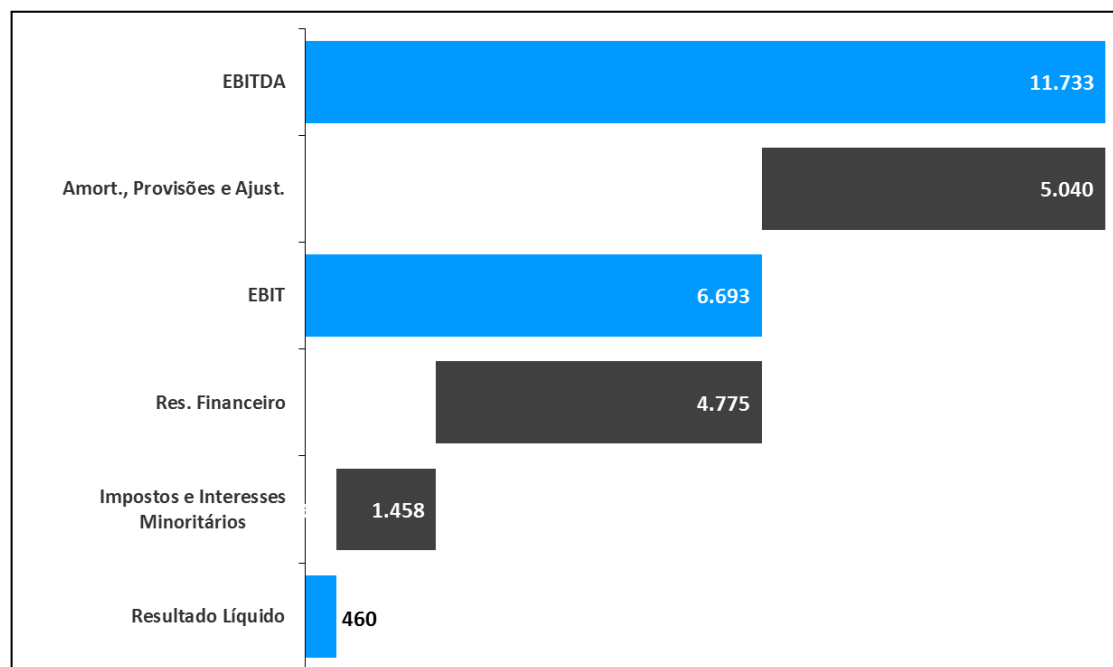
2.4. Net Result

Depreciation, Amortization, Provisions and Adjustments amounted to 5 million euros in 2013, a decrease of 8.6% compared with the previous year.

The consolidated Operating Income (EBIT) was 6.7 million, a decrease of 37.7% compared with the 10.8 million euros obtained in 2012.

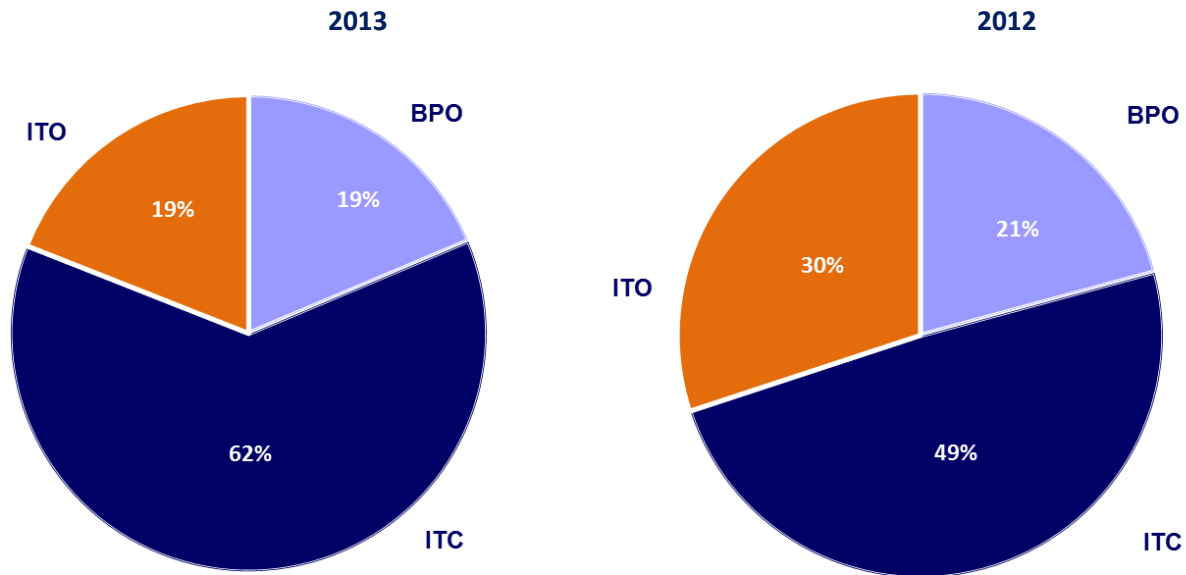
Financial Results had a very positive performance, registering 4.8 million euros in 2013, a drop of 26.6% in relation to the 6.5 million euros recorded in 2012. This improvement reflects the better financing conditions obtained through the renegotiation of the main financing contracts, specifically in terms of the average pricing.

The consolidated Net Result rose to 460 thousand euros, an increase of 180 thousand euros compared with 2012 and benefiting from the decrease in net financial charges, as well as lower tax.

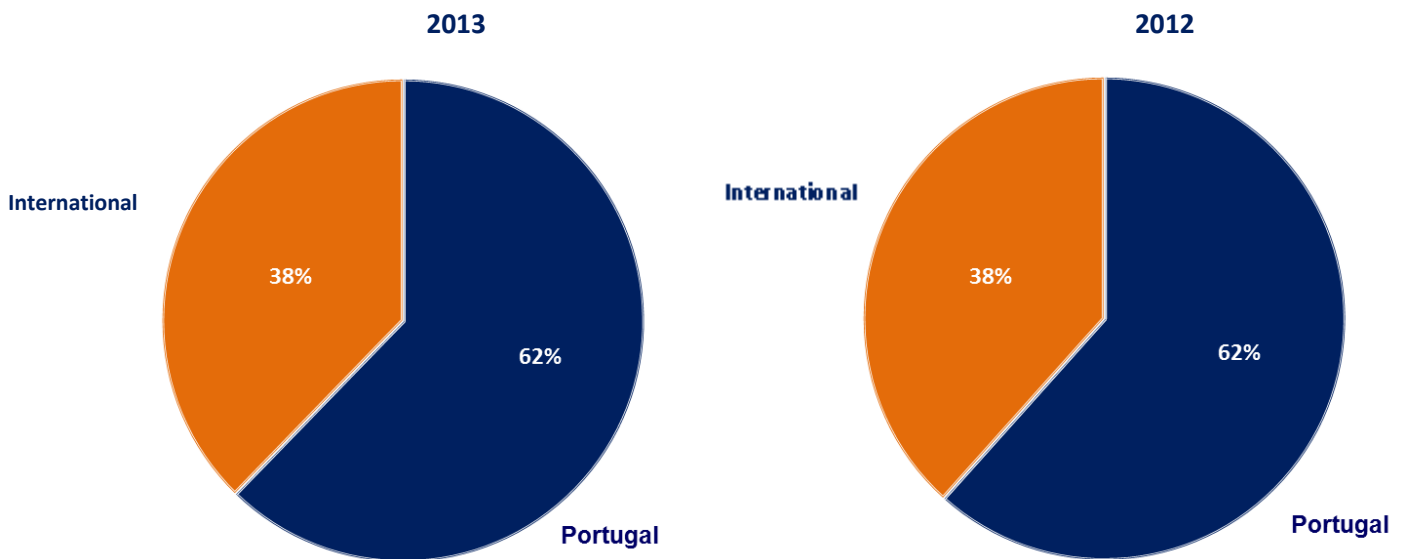
From EBITDA to Net Earnings (in thousands of euros)

3. Indicators by Business Area

Revenue by Activity Area



Revenue by Geographic Market



3.1. Business Process Outsourcing (BPO)

The BPO area involves the provision of business support services in the categories of BPO (Business Process Outsourcing), BTO (Business Transformation Outsourcing) and BPaaS (Business Process as a Service), as well as Multichannel Contact Center services. This area represented 19% of the total Reditus business in 2013.

Revenue from this segment amounted to 22.3 million euros, a decrease of 17.5% compared with the amount obtained in 2012. This was mainly due to the impact of the rationalization of Service Centers in Portugal. EBITDA amounted to 416 thousand euros, a fall compared with the 2.4 million euros achieved in the previous year.

3.2. IT Outsourcing

The IT Outsourcing area is made up of IT infrastructure expertise and representation and distribution of IT products, with a focus on security products, business continuity and Business Intelligence. This activity represented 19% of the total Reditus business.

The results of this operation were reduced due to a specific, one-off project in the Angolan market. Operational revenues totaled 22.7 million euros, a decrease of 43.7% compared with the previous year. EBITDA was 6.7 million euros, a figure that compares with 10.0 million euros in 2012. However, it recorded an increase in the EBITDA margin by 4.6pp to 29.3%.

3.3. IT Consulting

The ITC area is made up of Business Consulting and Transformation, SAP Consultancy and Development and Systems Development and Integration. This area represented 62% of the total Group revenue in 2013.

In the area of SAP Consultancy and Implementation, the subsidiary company ROFF, which represents 68% of the ITC area, increased its turnover, reinforcing its position in the Portuguese market and continuing to gain space as the largest SAP consultancy company in Portugal and the most important Portuguese partner of the German multinational. International expansion was marked by the opening of a new branch in Macau to service the Asian market and also by the opening of a new office in Switzerland, where ROFF recently signed its biggest contract to date with the Swiss multinational Givaudan.

In 2013, the evolution of ITC activity was very positive, showing an increase of 12.8% in operating income to 74.5 million euros. EBITDA increased by 21.2% to 4.6 million euros, equivalent to an EBITDA margin of 6.2%.

4. Balance Sheet - Main Headings

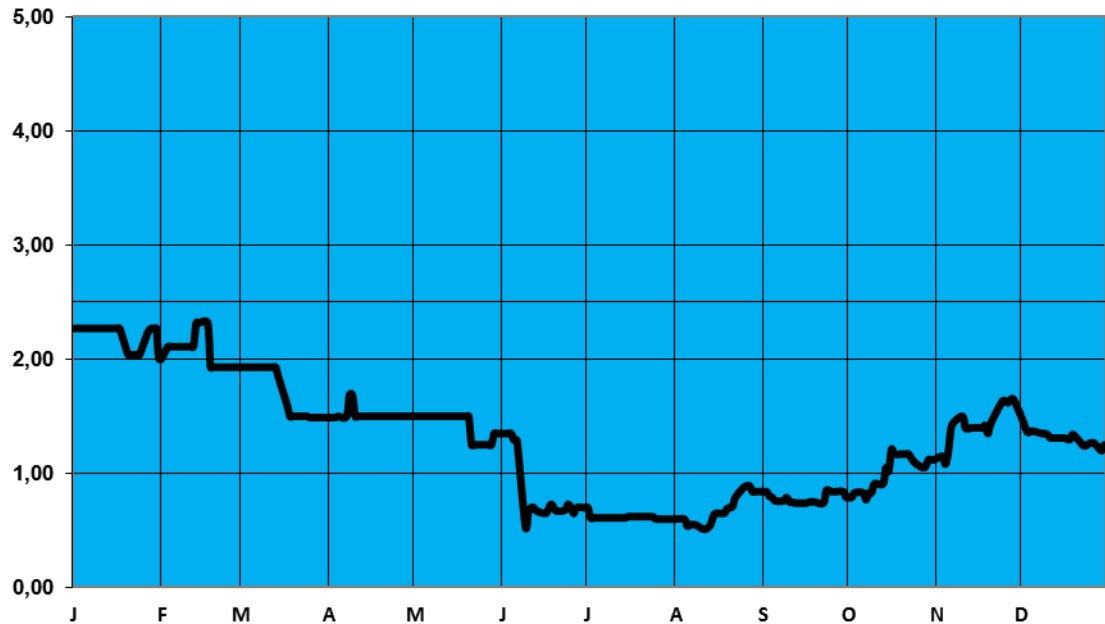
Million euros

	2013	2012	Var %
Total Assets	191.3	185.2	3.3%
Non-Current Assets	99.9	97.4	2.6%
Current Assets	91.4	87.8	4.1%
Equity Capital	35.0	34.3	2.0%
Total Liabilities	156.3	150.9	3.6%
Non-Current Liabilities	87.4	69.2	26.3%
Current Liabilities	69.0	81.7	-15.6%
Net Debt	66.4	68.6	-3.3%

At the end of December 2013, net bank debt (including loans, finance lease liabilities, net of cash and cash equivalents) decreased to 66.4 million euros, as compared with the 68.6 million euros recorded at the end of 2012.

Liabilities for finance leases include 6.5 million euros of real estate leases

5. Stock Market Behaviour



At the end of 2013, the closing price for Reditus stocks settled at 1.25 euros, which compares with the 2.27 euros recorded at the start of the year.

In terms of liquidity, during the year, around 930 thousand Reditus stocks were traded, with a transaction value of 906 thousand euros.

The average daily number of stocks traded settled at approximately 3,691, corresponding to a daily average value of about EUR 3,594.

6. Outlook for 2014

As in other years, and taking into account the fact that Reditus will continue to operate against a backdrop of economic vulnerability, the profitability of its business will remain one of the Group's top priorities.

Thus, in the domestic market, Reditus will continue to focus on developing integrated, innovative and very high added value offerings associated with the new technological challenges and current needs of a number of market sectors, while at the same time maintaining rigorous cost control, both at the operational level and in structural terms.

At the international level, Reditus will continue expanding its presence, developing investment opportunities in markets that have growth potential and where it has clear competitive advantages and specific levels of expertise. In developed economies, Reditus plans to explore the opportunities relating to the growing scarcity of specialized human resources.

	<i>Unit: thousand €</i>		
	31-12-2013	30-12-2012	%Var.
Total Reditus			
Operating Revenue	112.733	130.220	-13,4%
Sales	14.419	15.576	-7,4%
Services Rendered	95.279	110.489	-13,8%
Other Operating Income	3.034	4.154	-27,0%
Operating Costs (excl. deprec., amort., provisions & adjust.)	101.000	113.954	-11,4%
EBITDA	11.733	16.265	-27,9%
EBITDA Margin	10,4%	12,5%	-2,1 pp
BPO			
Operating Income	22.297	27.013	-17,5%
Sales	9	-	
Services Rendered	22.287	27.013	-17,5%
Other Operating Income	1	-	
Operating Costs (excl. deprec., amort., provisions & adjust.)	21.881	24.566	-10,9%
EBITDA	416	2.447	-83,0%
EBITDA Margin	1,9%	9,1%	-7,2 pp
ITO			
Operating Income	22.738	40.409	-43,7%
Sales	5.298	7.962	-33,5%
Services Rendered	15.987	31.044	-48,5%
Other Operating Income	1.452	1.404	3,4%
Operating Costs (excludes deprec., amort., provisions & adjust.)	16.067	30.425	-47,2%
EBITDA	6.671	9.984	-33,2%
EBITDA Margin	29,3%	24,7%	-4,6 pp
ITC			
Operating Income	74.544	66.088	12,8%
Sales	10.356	8.204	26,2%
Services Rendered	61.610	54.784	12,5%
Other Operating Income	2.578	3.100	-16,8%
Operating Costs (excl. deprec., amort., provisions & adjust.)	69.898	62.254	12,3%
EBITDA	4.645	3.834	21,2%
EBITDA Margin	6,2%	5,8%	0,4 pp
Other and Intra-Group			
Operating Income	(6.846)	(3.290)	
Sales	(1.244)	(590)	
Services Rendered	(1,257)	(2.351)	
Other Operating Income	(996)	(349)	
Operating Costs (excl. deprec., amort., provisions & adjust.)	(6.846)	(3.290)	

REDITUS SGPS, SA
CONSOLIDATED INCOME STATEMENT
FOR THE PERIODS ENDED DECEMBER 31, 2013 and 2012
(Values expressed in euros)

	Notes	31/12/13	31/12/12
<u>OPERATING REVENUES</u>			
Sales	27	14 419 321	15 575 815
Services rendering	27	95 279 287	110 489 473
Operating Income	28	3 034 266	4 154 262
Total operating revenues		112 732 874	130 219 550
<u>OPERATING EXPENSES</u>			
Inventories Consumed and Sold	29	(11 687 067)	(11 591 798)
External supplies and services	30	(33 834 135)	(44 700 393)
Staff costs	31	(54 158 092)	(56 455 255)
Depreciation and amortization costs	32	(3 899 875)	(4 556 108)
Provisions and impairment losses	33	(1 139 800)	(958 462)
Other operating costs and losses	34	(1 320 839)	(1 206 759)
Total operating expenses		(106 039 808)	(119 468 775)
Operating Income		6 693 066	10 750 775
<u>FINANCIAL RESULTS</u>			
Net financial expenses	35	(4 774 534)	(6 504 505)
Net losses in associates companies		-	-
Income before taxes		1 918 532	4 246 270
Tax on fiscal year income	36	(1 374 796)	(3 954 960)
Income before considering minority interests		543 736	291 310
Minority interests	21	(83 286)	(11 808)
Income from ongoing operations		460 450	279 502
Net income		460 450	279 502
Income attributable to:			
Parent company shareholders		460 450	279 502
EBITDA		11.732.741	16.265.345
EBITDA Margin		10,4%	12,5%

REDITUS SGPS, SA
CONSOLIDATED STATEMENT OF FINANCIAL POSITION
ON DECEMBER 31, 2013 AND DECEMBER 31, 2012
(Values expressed in euros)

	Notes	31/12/13	31/12/12
NON-CURRENT ASSETS			
Tangible Fixed Assets	7	11 714 348	12 210 940
Investment Properties	8	1 500 000	1 500 000
Goodwill	9	56 690 855	54 243 058
Intangible Assets	10	25 534 133	27 274 613
Advances for Financial Investments	12	1 574 707	-
Other Receivables	16	904 963	-
Other Financial Investments	12	32 078	5 000
Deferred Tax Assets and Liabilities	13	1 941 661	2 172 562
		<u>99 892 745</u>	<u>97 406 173</u>
CURRENT ASSETS			
Inventories	14	295 417	1 911 817
Clients	15	67 323 330	44 785 925
Other Receivables	16	4 939 953	6 976 916
Other Current Assets	17	14 341 472	24 250 715
Financial Assets Fair Value	18	302 520	143 856
Cash and Cash Equivalents	19	4 175 245	4 477 504
Assets held for sale	11	-	5 203 694
		<u>91 377 937</u>	<u>87 750 427</u>
TOTAL ASSETS		<u><u>191 270 682</u></u>	<u><u>185 156 600</u></u>
EQUITY AND LIABILITY			
EQUITY:			
Equity	20	73 193 455	73 193 455
Own Shares	20	(1 426 438)	(1 426 438)
Share emission premiums	20	9 952 762	9 952 762
Reserves	20	3 592 304	3 592 304
Income carried forward	20	(51 991 719)	(52 271 221)
Financial Assets adjustments	20	(501 763)	(501 763)
Fixed Assets evaluation surplus	20	2 157 280	1 855 317
Consolidated Net Income in fiscal year	20	460 450	279 502
Own capital attributable to majority shareholders		<u>35 436 331</u>	<u>34 673 918</u>
Own capital attributable to minority interests	21	<u>(481 097)</u>	<u>(403 747)</u>
Total own capital		<u>34 955 234</u>	<u>34 270 171</u>
LIABILITY:			
NON-CURRENT LIABILITY:			
Loans	22	52 983 233	46 911 706
Other Payables	23	22 685 696	9 274 944
Deferred Tax Assets and Liabilities	13	5 234 625	5 815 520
Leasing Liabilities	24	6 453 109	7 159 110
		<u>87 356 663</u>	<u>69 161 280</u>
CURRENT LIABILITY:			
Loans	22	10 266 056	18 210 580
Suppliers	25	15 613 669	21 061 342
Other Payables	23	16 124 723	20 362 253
Other Current Liabilities	26	26 111 445	16 579 650
Leasing Liabilities	24	842 892	816 011
Assets held for sale	11	-	4 695 313
		<u>68 958 785</u>	<u>81 725 149</u>
Total Liabilities		<u>156 315 448</u>	<u>150 886 429</u>
TOTAL EQUITY AND LIABILITIES		<u><u>191 270 682</u></u>	<u><u>185 156 600</u></u>