



## PRESS RELEASE

---

***Approved the Exprivia Group draft budget of 31/12/2006 drawn up according to international accounting standards (IAS/IFRS).***

---

**The results achieved as at 31/12/06 compared according to the same consolidation parameter highlight:**

- ✓ **A production value of 47 Million Euro in line with that achieved as at 31/12/05 (47.6 Million Euro).**
  - ✓ **EBITDA of 5.55 Million Euro more than double that of 31/12/05 (amounting to 2.5 Million Euro).**
  - ✓ **Net profit of 1.1 Million Euro rising by 4.7 Million Euro on the previous year (from -3.6 Million Euro to +1.1 Million Euro).**
- 

*20 March 2007.* Exprivia S.p.A.'s Board of Directors approved the 2006 Draft Budget and consolidated Balance Sheet drawn up in accordance with international accounting standards (IAS/IFRS).

Exprivia Group consolidated Balance Sheet data as at 31/12/05, compared with that of 31/12/2006, does not contain 2005 Quarter 1 data for the AISoftw@re Group following the inverse merger (Abaco-AISoftw@re) that came into force as at 01/04/05.

To better illustrate the results obtained as regards the Group's main consolidated economic and financial data, we believe it best to compare the 2006 results with those of 2005 according to the same **"Reference Parameter"**.



<b>K/Euro</b>	<b>31/12/2006</b>	<b>31/12/2005</b>
<b>Production value</b>	47,030	47,623
<b>Revenue</b>	44,209	44,675
<b>EBITDA</b>	5,552	2,483
<b>EBIT</b>	3,421	(1,158)
<b>Net result</b>	1,111	(3,663)
<b>Net Financial Position</b>	(16,752)	(10,768)
<b>Net Worth</b>	28,558	27,319

2006 saw turnover in line with 2005 and significant improvements in the EBITDA and EBIT margins thanks to external cost containment action.

The Finance and Banking sector rose by 8.2% (amounting to 10.2 Million Euro) thanks to the Capital Market component and new projects in the Credit sector.

The Industry, Telecommunications and Media sector, confirming the previous year's turnover and reaching 14.8 Million Euro, significantly improved its operating margin.

The PA, Transport and Utilities sector fell by 8.6% amounting to 13,098 Million Euro, mainly due to the focus on high margin services and elimination of low added value activities.

Lastly Medical and Health business line revenue fell by 9.5% mainly due to the reduction in public tenders in the radiological sector, offset, in part, by the increase in the number of direct customers such as ASL and private Hospitals.

The group's EBITDA reached 5.5 Million Euro compared to the 2.5 Million Euro of 31/12/05. Said result was achieved thanks mainly to external cost containment amounting to around 4 Million Euro.

The net result as at 31/12/06 was of 1.1 Million Euro improving by 4.7 Million Euro on the previous year (from -3.6 Million Euro to 1.1 Million Euro).

"2006" comments Domenico Favuzzi, Exprivia S.p.A.'s Managing Director, "was a year of integration in which the Group's overall offer was strengthened and margins recovered thus confirming the complete success of the merger. In 2007 the attention will be placed mainly on developing the business, even with external acquisitions, to achieve the goal of 100 Million Euro and a 16% EBITDA margin as at 31/12/2008 as already illustrated to the market in February 2006."



## **Exprivia**

Exprivia SpA is a company specialised in planning and developing innovative software technologies and providing IT services for the banking, medical, industrial, telecommunications and Public Administration market.

The company is listed on the MTAX of the Italian Stock Exchange (XPR).

The company has around 650 staff between employees and collaborators with offices in Molfetta (BA), Milan, Rome, Trento, Vicenza and Bologna.

## **Contacts**

### ***Communications and Investor Relations Manager***

#### **Exprivia SpA**

Ms. Alessia Vanzini E-mail: [alessia.vanzini@exprivia.it](mailto:alessia.vanzini@exprivia.it)

Tel. +39 0228014.1 - Fax. +39 022610853

### ***Press Office***

#### **Polytems Hir**

E-mail: [r.camelli@polytemshir.it](mailto:r.camelli@polytemshir.it)

Ms. Rita Camelli

Mob. 335439571