

## PRESS RELEASE

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**19 May 2008** – Today, Exprivia – a company listed in the STAR segment of the Italian Stock Exchange [XPR.MI] – has underwritten an increase in capital of SPEGEA S.c.r.l., acquiring 60% of the company.

**SPEGEA**, a limited liability consortium based in Bari with a 2007 value of production of 1,7 Million Euro, is a college of higher education in company management started 26 years ago on the initiative of Confindustria, Bari, with the support of banks and institutions. The aim of SPEGEA has always been to invest in the creation of highly qualified professional profiles, able to allow companies a high level of flexibility and ability to adapt to the continuous changes of the markets.

SPEGEA develops many training projects destined for:

- ✓ young graduates to start on brilliant managerial careers of businesses through numerous specialised 'Masters';
- ✓ entrepreneurs, senior and middle managers, and consultants interested in continually being updated on the topics and methods of management through specialist seminars in the catalogue and in-house training paths, made to measure for specific company needs;
- ✓ Public Administration for which it develops ad hoc paths for the different company levels.

In particular, SPEGEA organises and manages the Master in Management and Industrial Development, ASSFOR accredited, now in its 23rd edition.

Today, Exprivia S.p.A. has underwritten an increase in company capital, depositing Euro 75,000.00 and paying a surcharge of Euro 225,000.00. Following this increase of capital, the company structure of SPEGEA consists of Exprivia S.p.A. with 60%, Confindustria Bari with 22.66% and the Construction Section of Confindustria Bari with 17.34%.

At the same time as this operation, the institutional bodies of Spegea were renewed with the appointment of the new Board of Directors and the Board of Auditors. Giancarlo Di Paola has been appointed President of the new Board while Domenico Favuzzi and Vito Bellomo has been appointed as Board members. Vito Bellomo is also Vice President in Confindustria Bari and President of the Sezione Edile in Confindustria Bari.

The general management of Spegea will be entrusted to Vito Carnimeo, who co-ordinated the Master until 1994. He has dedicated the last fifteen years to personnel management in important multi-national companies without ever interrupting managerial training and university teaching.

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He was national vice president of AIF (Italian Association of Trainers) and is currently a member of the National Board of AIDP (Italian Association for Personnel Management).

The entry of Exprivia as majority shareholder in SPEGEA is intended to lead to achievement of the following objectives:

- 1) return a structure able to develop postgraduate training paths in line with the best national and international business schools oriented to the economic and managerial growth of public and private organisations to the area of Puglia and southern Italy, The aim will be that of diversifying the offer of training services, increasingly adapting them to the features and needs of the local industrial and organisational fabric to promote development. The synergies and collaboration with universities and other training institutions will be increased for this reason.
- 2) equipment with a structure inside the group which allows managerial and specialist training paths to be designed and created in support of the company development project, with specific reference to:
  - a. acquisition of expertise concerning business processes relating to the main sectors of the market in which the company operates and their evolution;
  - b. managerial and organisational development in support of the internationalisation process of the group;
  - c. extension of our offer portfolio with courses in managerial development process innovation and change management in support of the development of the business of Exprivia's current and potential clientele

**Domenico Favuzzi, president and managing director of Exprivia SpA commented,** *"With participation in SPEGEA, Exprivia intends to bring a contribution which is not just financial but also and above all managerial and industrial to the company to relaunch its work and take it quickly to profit. The synergies with this new situation will enable both management training inside group companies and collaboration in the search for new qualified personnel to benefit, in addition to possible positive synergies in the reference market of the two organisations."*

### **EXPRIVIA**

Exprivia S.p.A specialises in the design and development of innovative software technology and IT services for the banking, industrial, telecommunications, health and public administration sectors.

The company is listed in the MTA Star segment of the Italian Stock Exchange (XPR). The company has a workforce of around 1200 employees and collaborators, with operating centres in Molfetta (BA), Bari, Milan, Rome, Piacenza, Trento, Vicenza and Bologna.

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