

THE BOARD OF DIRECTORS OF EXPRIVIA SPA APPROVES THE FINANCIAL STATEMENTS FOR THE FIRST QUARTER OF 2014

- **STABLE REVENUES COMPARED TO PREVIOUS YEAR**
- **CONTINUING GROWTH IN MARKETS OF BANKS AND FINANCIAL INSTITUTIONS AND UTILITIES**
- **HIGHLIGHT ON THE PERFORMANCE OF THE PARENT COMPANY EXPRIVIA SPA**
- **CONTINUING IMPROVEMENT OF NET FINANCIAL POSITION**

May 13, 2014. The Board of Directors of Exprivia SpA has approved today the figures for the first quarter of 2014 prepared in accordance with International Accounting Standards (IAS / IFRS) and in particular with the requirements of IAS 34.

The Italian ICT market, according to the source SIRMI, recorded an expenditure volume of 12.967 billion euro in the first quarter of 2014, a decrease of 4.3% compared to the same period of 2013, when the contraction was equal to 5.7%. In this economic context, Exprivia maintains substantially stable its revenues and therefore its presence in the market, while continuing to remain focused on strengthening its offering in the digital economy and security, acquisition and management of greater complexity projects and the development of international markets.

In addition, with the acquisition of the Italian company of the French group Devoteam, Devoteam auSystem, today Exprivia Telco&Media (finalized at the closing of last 16 April, which will be consolidated in the accounts starting from the second quarter), Exprivia intends to pursue new business opportunities in a market among the most promising of the whole ICT sector.

Consolidated results for the first quarter of 2014

Consolidated Revenues in the first quarter of 2014 amounted to Euro 31.5 million, stable over to the same period of the previous year (Euro 31.1 million).

Consolidated Net revenues amounted to Euro 30.1 million, stable over to the same period of the previous year (Euro 30.4 million).

Consolidated **EBITDA** amounted to Euro 1.8 million (Euro 2.5 million in 2013) equal to 5.7% on revenues.

Consolidated **EBIT** amounted to Euro 0.9 million, (2,86% on revenues) lower than the amount of the same period of the previous year (Euro 1.6 million).

Lastly, **Profit before tax** amounted to Euro 0.2 million (0.62% on Revenues), compared to 0.9 million of the first quarter of the previous year.

Net Financial Position at 31 March 2014 was equal to Euro -32.1 million, in growth compared to 31 December 2013 when it was equal to Euro -37.4 million.

Group shareholders' equity at 31 March 2014 amounted to EUR 68.9 million, substantially stable compared to the amount at 31 December 2013.

Revenues trend by Business area

Exprivia Group (value in K €)	31.03.2104	31.03.2013	Variations%
Banks, Financial Institutions and Insurance	5,523	5,162	7%
Industry, Aerospace and Media	3,538	4,335	-18%
Energy and Telecommunication	3,316	3,704	-10%
Healthcare	5,410	5,639	-4%
Utilities	7,882	6,920	14%
Public Administration	1,136	1,426	-20%
International Business	2,770	2,882	-4%
Other	541	293	85%
Total	30,116	30,363	-0.81%

Holding Company results

Revenues were equal to Euro 19.3 million, up 13,7% compared to the first quarter 2013 (Euro 17 million).

Net revenues were equal to Euro 18 million, showing an increase of 10.7% over the first quarter 2013 (Euro 16,3 million).

EBITDA amounted to Euro 0.2 million (in the first quarter 2013 was equal to Euro 0.5 million).

EBIT was equal to Euro -0.3 million (in the first quarter 2013 was equal to Euro 55 thousands).

Profit before tax amounts to EUR 1.7 million compared to Euro 4 million to the same period of 2013.

Shareholders' equity amounted to Euro 69 million compared to Euro 67.5 at 31 December 2013.

The **net financial position** at 31 March 2013 was equal to Euro -25 million compared to Euro -30.7 million at 31 December 2013.

EXPRIVIA

Exprivia S.p.A. is a company specialised in the design and development of innovative software technologies and in supplying IT services for the banking, financial institution, industry, energy, telecommunications, utilities, healthcare and public administration markets.

The company today is listed on the Borsa Italiana MTA, Star segment (XPR), and it is subject to the direction and coordination of Abaco Innovation Spa.

The company numbers a total of approximately 1800 resources, and has head offices in Molfetta, Bari, Milan, Rome, Piacenza, Padua, Trento, Vicenza, Genoa, Madrid, Barcelona, Las Palmas, Mexico City, Guatemala City, Lima, and Sao Paulo do Brazil.

CONTACTS

Exprivia SpA

Marketing & Communication

Alessia Vanzini

e-mail: alessia.vanzini@exprivia.it

Tel. +39 0228014.1 - Fax. +39 022610853

Investor Relations

Gianni Sebastiano

e-mail: gianni.sebastiano@exprivia.it

Tel. + 39 0803382070 - Fax. +39 0803382077

Consolidated Statement of asset and liabilities

	31.03.2014	31.03.2013	31.12.2013
Land and buildings	6,738,437	6,421,479	6,542,909
Work in progress and advances	3,764,541	1,644,822	3,210,906
Other assets	3,349,793	4,007,223	3,340,849
Property, plant and machinery	13,852,771	12,073,524	13,094,664
Goodwill	29,387,603	29,417,045	29,394,963
Consolidation difference	39,504,995	39,617,327	39,533,078
Goodwill and other assets with an indefinite useful life	68,892,597	69,034,372	68,928,041
Intangible assets	1,493,702	1,377,822	1,618,137
Research and development costs	3,044,556	2,939,036	3,010,465
Work in progress and advances	748,927	748,926	748,927
Other Intangible Assets	5,287,185	5,065,784	5,377,529
Investments in associates		175,188	15,613
Investments in other companies	867,173	903,335	857,172
Equity investments	867,173	1,078,523	872,785
Receivables from associates		20,388	
Other receivables	1,935,693	1,983,282	1,837,134
Other financial assets	1,935,693	2,003,670	1,837,134
Tax advances/deferred taxes	1,554,670	1,320,299	1,568,095
Deferred tax assets	1,554,670	1,320,299	1,568,095
NON-CURRENT ASSETS	92,390,088	90,576,172	91,678,248

	31.03.2014	31.03.2013	31.12.2013
Trade receivables	51,730,076	58,874,634	56,217,164
Crediti verso imprese controllate	20,388		20,388
Receivables from associates		178,301	
Receivables from parent companies	1,689,322	1,054,462	1,675,919
Other receivables	15,933,110	13,336,832	14,288,417
Tax receivables	1,376,292	1,368,179	1,131,054
Trade receivables and other	70,749,189	74,812,408	73,332,942
Inventories	181,958	280,888	449,799
Inventories	181,958	280,888	449,799
Work in progress contracts	13,294,958	16,368,394	12,214,932
Work in progress contracts	13,294,958	16,368,394	12,214,932
Held at bank	8,734,702	7,991,585	7,199,765
Cheques and cash in hand	44,681	29,340	49,782
Cash at bank and on hand	8,779,384	8,020,925	7,249,547
CURRENT ASSETS	93,005,488	99,482,615	93,247,220
ASSETS	185,395,577	190,058,787	184,925,468

	31.03.2014	31.03.2013	31.12.2013
Share Capital	26,979,658	26,979,658	26,979,658
Share capital	26,979,658	26,979,658	26,979,658
Treasury shares	(636,787)	(514,450)	(636,787)
Treasury shares	(636,787)	(514,450)	(636,787)
Share premium	18,081,738	18,081,738	18,081,738
Share Premium Reserve	18,081,738	18,081,738	18,081,738
Revaluation reserve	2,907,138	2,907,138	2,907,138
Revaluation reserve	2,907,138	2,907,138	2,907,138
Legal reserve	3,312,805	3,182,603	3,312,804
Other reserves	11,718,309	9,395,117	11,718,309
Other reserves	15,031,114	12,577,720	15,031,113
Retained earning/loss	8,770,675	9,189,764	5,975,474
Profits/Losses for previous periods	8,770,675	9,189,764	5,975,474
Profit/Loss for the period	(409,317)	67,016	2,855,879
SHAREHOLDERS' EQUITY	70,724,219	69,288,584	71,194,213
Minority interest	1,870,041	2,052,130	1,906,014
GROUP SHAREHOLDERS' EQUITY	68,854,178	67,236,454	69,288,199
Non-current bank debt	8,605,012	8,477,083	8,531,974
Non-current bank debt	8,605,012	8,477,083	8,531,974
Trade payables after the financial year	470,105	674,235	489,948
Payables for equity investments	1,740,396	1,740,396	1,740,396
Tax liabilities and amounts for social security payable after the financial year		164,569	119,161
Other financial liabilities	2,329,662	2,579,200	2,349,505
Other provisions	1,777,216	1,527,921	1,600,483
Provision for risks and charges	1,777,216	1,527,921	1,600,483
Employee severance indemnities	8,542,137	8,539,635	8,714,511
Employee provisions	8,542,137	8,539,635	8,714,511
Provisions for deferred taxes	1,254,640	1,295,893	1,262,729
Deferred tax liabilities	1,254,640	1,295,893	1,262,729
TOTAL NON-CURRENT LIABILITIES	22,508,667	22,419,732	22,459,202

	31.03.2014	31.03.2012	31.03.2012
Current bank debt	32,292,957	41,682,201	36,120,716
Current bank debt	32,292,957	41,682,201	36,120,716
Trade payables	21,638,298	18,506,114	20,512,414
Trade payables	21,638,298	18,506,114	20,512,414
Advances	2,387,950	2,863,831	2,448,157
Advances payment on work in progress contracts	2,387,950	2,863,831	2,448,157
Payables to associated companies		74,361	
Other payables	4,174,434	2,641,280	4,023,929
Other financial liabilities	4,174,434	2,715,641	4,023,929
Tax liabilities	9,783,443	10,750,826	8,848,388
Tax liabilities	9,783,443	10,750,826	8,848,388
Amounts payable to pension and social security institutions	3,566,882	3,524,854	4,976,918
Other payables	18,318,724	18,307,004	14,341,531
Other current liabilities	21,885,607	21,831,858	19,318,449
CURRENT LIABILITIES	92,162,690	98,350,471	91,272,053
LIABILITIES	185,395,577	190,058,787	184,925,468

Consolidated Profit & Loss

	31.03.2014	31.03.2013	31.12.2013
Revenue from sales and services	29,355,165	28,383,412	127,190,277
Revenues	29,355,165	28,383,412	127,190,277
Other revenues and income	157,843	205,517	801,065
Grants related to income	871,978	203,653	2,171,208
Other income	1,029,820	409,170	2,972,273
Changes in inventories of work in progress	(267,842)	95,609	279,051
Changes in work in progress contracts	1,028,868	1,883,032	(868,266)
Increase in capitalised expenses for intenal projects	378,594	350,265	1,652,966
Changes in inventories of finished goods and work in progress	1,139,621	2,328,906	1,063,751
PRODUCTION REVENUES	31,524,606	31,121,488	131,226,301
Costs of raw, subsid. & consumable mat. and goods	2,751,828	1,607,520	11,182,948
Raw materials and consumables used	2,751,828	1,607,520	11,182,948
Salaries	15,424,087	15,597,159	60,361,447
Social security charges	4,240,110	4,291,631	16,243,345
Employee severance indemnities	880,518	873,470	4,056,182
Other staff costs	290,698	268,427	1,144,177
Costs related to employee benefits	20,835,413	21,030,687	81,805,151
Other costs for services	4,444,057	4,397,332	18,348,989
Costs for leased assets	1,228,234	1,269,012	4,998,890
Sundry operating expenses	276,946	305,526	1,450,226
Provisions	188,389	31,717	367,156
Other costs	6,137,625	6,003,587	25,165,261
TOTAL PRODUCTION COSTS	29,724,866	28,641,794	118,153,360
DIFFERENCE BETWEEN PRODUCTION COSTS AND REVENUES	1,799,740	2,479,694	13,072,941

	31.03.2014	31.03.2013	31.12.2013
Ordinary amortisement of intangible assets	474,363	409,448	2,055,464
Ordinary depreciation of tangible assets	394,780	429,373	1,536,264
Othe write-downs	28,083	56,494	294,050
Doubtful receivables included in current assets		15,700	482,469
Amortisation, depreciation and write-downs	897,225	911,015	4,368,247
OPERATIVE RESULT	902,514	1,568,680	8,704,694
Income from parents companies	(13,404)	(3,435)	(31,694)
Income from other investments		(46)	(111,256)
Other income other than the above	(16,722)	(10,803)	(37,236)
Interest and other financial charges	742,577	734,007	2,804,308
Profit and loss on currency exchange	(4,457)	(77,576)	46,930
Financial income and charges	707,995	642,147	2,671,052
PRE-TAX RESULT	194,519	926,533	6,033,642
IRES	130,702	213,549	1,250,125
IRAP	485,307	634,979	2,572,396
Taxes previous years		13,817	(689,788)
Deferred taxes	(8,089)	109	(694)
Tax paid in advance	(4,084)	(2,937)	45,724
Income tax	603,836	859,517	3,177,763
PROFIT OR LOSS FOR THE PERIOD	(409,317)	67,016	2,855,879
Attributable to:			
Shareholders of holding company	(402,707)	34,311	2,418,127
Minority interest	(6,610)	32,704	437,752

Consolidated Cash Flow Statement

	31.03.2014	31.03.2013	31.12.2013
Operating activities:			
Profit (loss)	(409,317)	67,016	2,855,879
Amortisation, depletion and depreciation of assets	869,142	838,821	3,591,728
Provision for Severance Pay Fund	880,518	873,470	4,056,182
Advances/Payments Severance Pay	(1,052,892)	(1,033,110)	(4,040,946)
Adjustment of value of financial assets			
Cash flow arising from operating activities	287,452	746,197	6,462,843
Increase/Decrease in net working capital:			
Variation in stock and payments on account	(872,392)	(2,301,574)	1,267,303
Variation in receivables to customers	4,487,088	3,740,415	6,397,885
Variation in receivables to parent/subsidiary/associated company	(13,403)	- 58,071.00	(501,227)
Variation in other accounts receivable	(1,889,931)	(1,591,315)	(2,305,775)
Variation in payables to suppliers	1,125,884	246,019	2,252,319
Variation in payables to parent/subsidiary/associated company		1,856	(72,505)
Variation in tax and social security liabilities	(474,980)	(2,162,954)	(2,613,328)
Variation in other accounts payable	4,127,699	3,957,798	1,374,974
Cash flow arising (used) from current assets and liabilities	6,489,964	1,832,174	5,799,646
Cash flow arising (used) from current activities	6,777,416	2,578,371	12,262,489
Investment activities:			
Variation in tangible assets	(1,152,886)	(781,983)	(2,910,014)
Variation in intangible assets	(348,575)	(361,982)	(2,213,412)
Variation in financial assets	(79,522)	53,955	158,045
Cash flow arising (used) from investment activities	(1,580,983)	(1,090,011)	(4,965,382)
Financial activities:			
Changes in financial assets not held as fixed assets	148,801	(134,615)	(324,912)
Variation in other reserves	(60,677)	540,693	(342,542)
Cash flow arising (used) from financial activities	88,123	406,078	(667,454)
Increase (decrease) in cash	5,284,556	1,894,438	6,629,653
Banks and cash profits at start of year	7,249,547	5,343,335	5,343,335
Banks and cash losses at start of year	(44,652,690)	(49,376,132)	(49,376,132)
Banks and cash profits at end of period	8,779,384	8,020,925	7,249,547
Banks and cash losses at end of period	(40,897,969)	(50,159,284)	(44,652,690)
Increase (decrease) in liquidity	5,284,557	1,894,438	6,629,654