



**Interim report on operations as at 30 September 2012**

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## Corporate Bodies

### Board of Directors

As at 30 September 2012 the Board of Directors, whose term of office will expire when the year-end 2013 financial statements are approved, is composed as follows:

BoD Member	Office	Executive/Non-Executive	Place and Date of Birth
Domenico Favuzzi	Chairman and Chief Executive Officer	Executive	Molfetta (BA) 18/04/1962
Dante Altomare	Vice Chairman	Executive	Molfetta (BA) 18/09/1954
Pierfilippo Vito Maria Roggero	Chief Executive Officer	Executive	Milan 22/06/1954
Giancarlo Di Paola	Executive Officer	Executive	Bari 22/05/1952
Marco Forneris	Executive Officer	Executive	Caluso (TO) 19/02/1951
Rosa Daloiiso	Non-independent Director	Non-Executive	Margherita di Savoia (FG) 05/04/1966
Valeria Savelli	Non-independent Director	Non-Executive	Matera 15/10/1962
Alessandro Laterza	Independent Director (*)	Non-Executive	Bari 9/02/1958
Giorgio De Porcellinis	Independent Director (*)	Non-Executive	Milan 21/01/1948

(\*) *Independent Directors under art. 3 of the Corporate Governance Code adopted by Borsa Italiana*

The Independent Director Umberto Paolucci, whose office was confirmed by the shareholders' meeting of 19 April 2012, submitted his resignation on 14 May 2012. The board of directors has not yet replaced him but is planning to do so at the next shareholders' meeting.

For the purpose of their office all directors are domiciled at the registered offices of the company in Molfetta (BA), Via Adriano Olivetti 11/A.

The Board of Directors is vested with all the broadest powers necessary for ordinary and extraordinary management of the company without any exception and all options are available to pursue the company purpose. Thus, it can undertake any type of obligation and perform any act without limitation as all operations fall within the scope of their competence with the exception of any matters expressly delegated by law to the shareholders' meeting (please see Corporate Governance).

## Board of Statutory Auditors

As at 30 September 2012 the Board of Statutory Auditors, whose term of office will expire when the year-end 2013 financial statements are approved, is composed as follows:

Member	Office	Place and Date of Birth
Renato Beltrami	Chairman	Storo (TN) 07/12/1942
Gaetano Samarelli	Standing Legal Auditor	Molfetta (BA) 07/12/1945
Ignazio Pellecchia	Standing Legal Auditor	Bari 28/06/1968
Leonardo Giovanni Ciccolella	Substitute Legal Auditor	Bari 24/06/1964
Mauro Ferrante	Substitute Legal Auditor	Bisceglie (BA) 01/11/1964

The shareholders' meeting for Exprivia S.p.A., which was held on 28 April 2011 and approved the 2010 financial statements, confirmed the previous Board of Statutory Auditors for 2011–2013, thereby keeping it unchanged.

## Independent Auditors

The Independent Auditors for Exprivia Group is PKF Italia S.p.A.. Their appointment shall end at the end of the 2013 financial year.

## Exprivia: one step ahead

### The Company

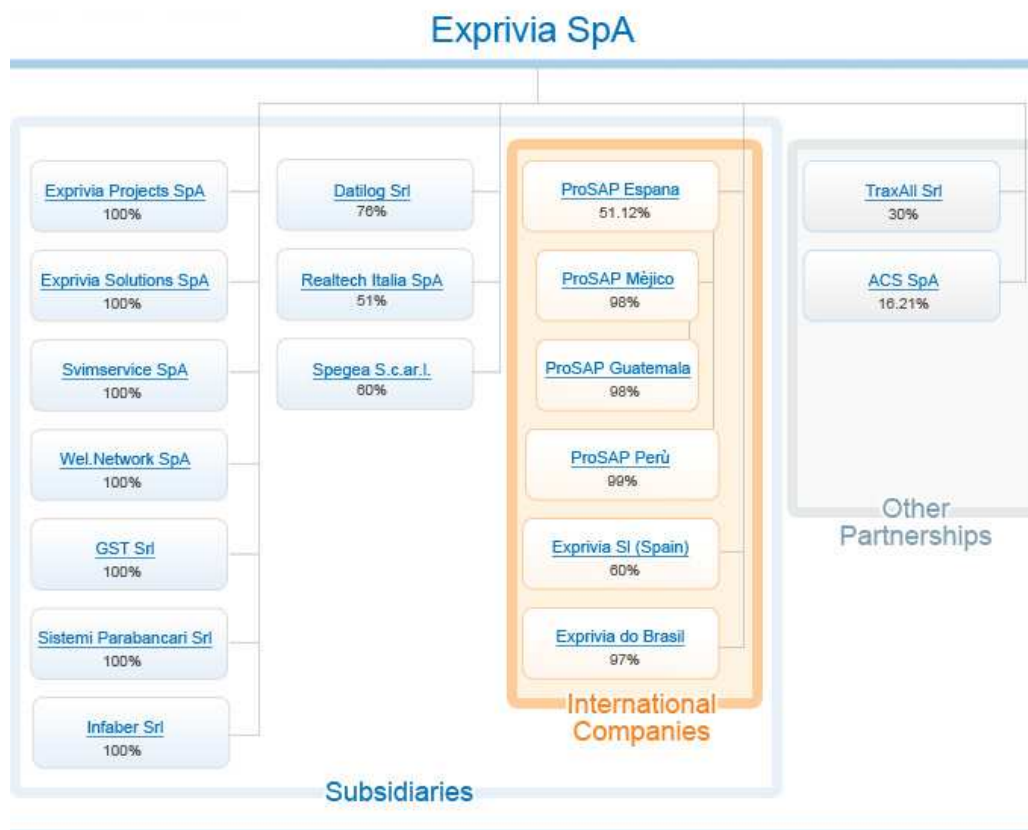
In Italy Exprivia is a leading international company in process consultancy, technological services and Information Technology solutions.

Our constant investments in research and development make us stand out as a benchmark for the creation of innovative solutions to meet the increasingly more sophisticated demands of our customers.

It has been listed on the Italian stock exchange since 2000 and in the STAR MTA segment since October 2007. Exprivia currently employs a team of over 1,800 people distributed among their headquarters in Molfetta (BA), branches in Italy (Milan, Rome, Piacenza, Trento, Bari, Vicenza, Genoa, and Padua) and abroad (Spain, Mexico, Guatemala, Peru, and Brazil).

Exprivia has developed a quality system conforming to UNI EN ISO 9001:2008 for the effective management of company processes, guaranteeing the greatest transparency inside and outside the company.

### The Group



## Subsidiaries

**Exprivia Projects S.p.A.** is 100% owned by Exprivia. It is based in Rome and has Euro 242,000.00 share capital (fully paid-up). It is specialised in designing and managing services and infrastructure for Call Centres, Contact Centres and Helpdesk.

**Exprivia Solutions S.p.A.** is 100% owned by Exprivia, it is based in Rome and has Euro 170,795.00 share capital (fully paid-up). It is the Group company dedicated to developing and providing high value-added IT solutions and products to the defence and space markets and to a lesser degree also services and national and regional public administration.

**Svimservice S.p.A.** is 100% owned by Exprivia, it is based in Bari and has Euro 1,548,000.00 share capital (fully paid-up). It is a leading ICT company in the healthcare IT sector with a broad and diverse customer base. It develops and manages healthcare IT systems based on proprietary solutions and web-oriented technologies, in addition to operating in the field of IT systems and software applications for regional public administration.

Svimservice S.p.A. holds 100% of the share capital of **Al Faro S.r.l.** (in liquidation), a company that does not conduct any industrial activity. Exprivia Solutions S.p.A. holds 100% of the share capital of **Farm Multimedia S.r.l.** (in liquidation).

**Wel.Network S.p.A.** is 100% owned by Exprivia, it is based in Piacenza and has Euro 1,500,000.00 share capital (fully paid-up). It has acquired in-depth experience in a wide variety of IT segments. In recent years it has focused on professional services for SAP applications especially in the field of Industry and Oil & Gas, where a significant amount of business in reselling third-party software licences has been developed as well.

**Gruppo Soluzioni Tecnologiche S.r.l. - GST** is 100% owned by Exprivia, it is based in Trento and has Euro 27,500.00 share capital (fully paid-up). It is focused on developing and designing speech recognition solutions. GST currently produces and sells sophisticated software applications and services using the best speech recognition technologies available on the international market.

GST S.r.l. has held a 24.9% interest in the company **PerVoice S.p.a.**, a company specialised in voice recognition and processing technologies, since March 2007.

**Sistemi Par bancari S.r.l.** is 100% owned by Exprivia. Based in Milan and with Euro 580,000.00 share capital (fully paid-up), it is the leading company in outsourcing IT, legal and administrative services for factoring firms in Italy. SiSpa, founded in 1997 by its sole shareholder Meliorbanca S.p.A., operates with about 60 employees and is now the only Italian company able to provide a wide range of business process outsourcing services for the financial services system and not strictly IT in nature.

**InFaber S.r.l.** is 100% owned by Exprivia. Based in Molfetta with Euro 110,000.00 share capital (fully paid-up), it is a company specialised in supplying Manufacturing Execution System (MES) services and solutions for the Italian and international manufacturing market.

**Datilog S.r.l.** is 76% owned by Exprivia. Based in Milan with Euro 10,400.00 share capital (fully paid-up), it is a company specialised in supplying Warehouse Management System (WMS) solutions for automating complex warehouses and large-scale distribution centres.

**Realtech Italia S.p.A.** is 51% owned by Exprivia and has Euro 1,520,000.00 share capital (fully paid-up). It is an Italian company specialised in designing and setting up IT solutions on the SAP platform. From 1996 until December 2010 Realtech Italia was the Italian branch of the German multinational Realtech AG, which is listed on the Frankfurt stock exchange. It was then taken over by the company G&K Management S.r.l. through a management buy-out.

**Spegea S.C.a r.l.** is 60% owned by Exprivia and has Euro 125,000.00 share capital (fully paid-up). It is a School of Management based in Bari, organises and manages specialised seminars, training courses for companies and public administration in addition to the "Master in Management and Industrial Development" programme certified by ASFOR. It was founded 28 years ago by Confindustria Bari with the support of banks and institutions.

## Foreign Companies

**Profesionales de Sistemas Aplicaciones y Productos S.L. (ProSap)**, a Spanish company in operation since 2002, also through its subsidiaries in Mexico, Guatemala and Peru, it provides professional services in the SAP environment and services for systems integration and application management for important medium and large customers. Exprivia Spa controls the company with a 51.12% share.

**Exprivia S.L.**, incorporated in April 2008 in Madrid, it is a start-up dedicated to the development of IT solutions and systems for the Spanish healthcare market. In July 2008, Exprivia Spa acquired a controlling share (60%) by subscribing to a share capital increase.

**Exprivia do Brasil Serviços de Informatica Ltda**, a Brazilian company specialised in IT Security solutions that operates with about 16 employees at its headquarters in Sao Paulo. Exprivia SpA controls the company with a 97.00% share.

## Strategic Shareholdings

**ACS S.p.A.**, 16.21% held by Exprivia, covers a significant role on an international scale in the sector of software and hardware for the acquisition, management and interpretation of satellite imagery. The company employs about 110 workers and is based in Rome and Matera.

**Software Engineering Research & Practices S.r.l.**, 6% held by Exprivia S.p.A., is spin-off of the University of Bari. Its goal is to implement the results of university research in the field of software engineering and transfer them into business processes.

**TraxAll Srl**, 30% held by Exprivia S.p.A., is a start-up that uses the SAP application platform to manage travel & entertainment outsourcing for Italian and foreign companies.

## Consortia Initiatives

**Consorzio Exprivia Scarl**, established on 6 September 2012 with the aim of facilitating the participation of the Group companies in public tenders for project development or service provision. Exprivia SpA controls 55% of the consortium. The remaining 45% is controlled by other Group companies, which in turn are 100% owned by the holding company.

**Società cons. a r.l. Pugliatech** was formed to participate in the fulfilment of the programme agreement required by the 2000-2006 POR Puglia notice.

**Società cons. a r.l. Conca Barese** was formed to manage the Conca Barese Land Agreement.

**Consorzio Biogene** was formed to develop the project known as "Public-private laboratory for the development of integrated bioinformatic tools for Genomics, Transcriptomics, and Proteomics (LAB GTP)".

**Società cons. a r.l. "DAISY – NET"** was formed to undertake initiatives for the development of an I.C.T. technology centre to be part of a network of regional technology centres.

**Distretto Tecnologico Pugliese ("DHITECH")**, based in Lecce, intends to develop and integrate an interdisciplinary cluster for nanosciences, bioscience and infoscience according to the guidelines of the seventh framework programme and national research plan.

**Distretto Tecnologico Nazionale per l'Energia ("DiTNE")**, based in Brindisi, was formed to provide support for research in production sectors in the field of energy, to encourage the technology transfer needed by national and international players in the sector, and to favour connections between the worlds of research, production of goods and services, credit and the territory.



**Distretto Agroalimentare Regionale (“D.A.Re.”)**, a consortium based in Foggia, it acts as the interface for technology transfer from the Puglia research system to the agribusiness system. It provides services to support technological innovation by managing complex projects relating to industrial research and competitive development.

## The Exprivia Business Model

The Exprivia Group is a leading Italian company specialised in designing, developing and integrating software solutions and innovative services with a wide range of skills gained from twenty years of working in the reference markets.

Its constant attention to the expansion and segmentation of the offer is confirmed by the over 2000 customers that are supported by the Group specialists on a daily basis with an extensive portfolio of proprietary solutions, and our main partners, combined with the high level technological skills that make them stand out.

The business model adopted by the Group is based on market segmentation as specified below:

- **Banks and Financial Institutions**
- **Energy and Telecom**
- **Industry, Aerospace and Media**
- **Public Administration**
- **Health and Healthcare**
- **Utilities**

## Markets

### Banks and Financial Institutions

Customers of banks and financial institutions are becoming increasingly demanding and require services that are available without interruption anywhere and from any device. Exprivia boasts more than 25 years of partnership with major groups and credit institutes in Italy and abroad.

Together with more than 100 customers, Exprivia has searched and developed innovative technological solutions to control strategic processes, particularly in the credit, risk control and financial market field.

### FINANCE

The financial market is constantly changing, thus forcing companies to continuously review their business model. Exprivia’s experience in the Capital Markets means that it can provide each of its customers with innovative solutions that are customised to keep up with the continuously evolving market. Thanks to the skills gained from the **Murex** technological platform and the experience gathered together with major financial organisations, Exprivia is able to propose specific services and solutions for all the processes that are characteristic of the financial market.

## **CREDIT & RISK MANAGEMENT**

For 25 years Exprivia has been present in banking, leasing and factoring instructions of all sizes spread across Europe. The proprietary solutions support the various phases of the credit life cycle in both operating and decisional terms: from the screening and resolution to periodic monitoring and dispute management.

## **OPERATIONAL MANAGEMENT**

Exprivia supports its customers with services that assist them in the operating management of IT systems in the financial sectors, provided in on-site and nearshoring mode. As regards operating management, Exprivia proposes comprehensive IT infrastructure optimisation services ranging from project consultancy to architectural designs and their implementation.

## **IT SECURITY**

Compliance, reputation and operating risks: these are the main issues that banks, and all the companies featuring systems that are accessible to a broad range of users, are trying to solve through "security technological instruments". These days the value of security for banks is driven by several factors, which all converge in a univocal need: having secure infrastructures, accesses and processes.

In the IT sector Exprivia supports its customers with its extensive security-related technological expertise combined with years of experience regarding the characteristic issues of the banking market.

## **MULTICHANNEL**

As support for marketing, sales and customer service Exprivia has devised web 2.0 based services, solutions to manage unstructured information and mobile payment products.

## **Energy and Telecommunications**

In the Energy and Telecommunications industry, Exprivia's experience derives from 10 years of partnership with the main multinationals in the sector, allowing it to propose innovative solutions and services that make companies competitive by optimising the sector-specific processes.

### **ENERGY**

In the Energy market Exprivia has consolidated its position over the years through its ability to combine its knowledge of the best practices in the IT sector with specific skills related to processes for the extraction, transportation, storage, refining and distribution of oil and natural gas.

The in-depth understanding of the processes concerning the entities that operate in the oil and natural gas markets, combined with the knowledge of the innovative technological platforms, makes the Group an ideal partner for projects on both core (Work & Asset Management, Engineering & Automation) and non-core processes (AFC, HR, dematerialisation and storage).

### **TELECOMMUNICATIONS**

The Telecommunications sector is characterised by the continuous search for added value services to be offered to customers and by the need for competitive prices in order to maintain the acquired market share. In the telecommunications market, Exprivia supplies solutions for the core processes of mobile and landline

network operators with a complete and innovative range of systems integration for both business support and operational support.

The expertise in this sector includes design activities and the creation of customer care & billing, pricing model configuration and CRM systems based on Business Process Management methods to encourage the integration of processes and information systems.

Exprivia also proposes solutions for the configuration and management of provisioning, order management, testing and quality control systems and the efficient management of network infrastructures, security, remote database management, configuration management, network management and performance analysis. Its technological skills allow the provision of cloud services, application management, ERP, payment systems and others, in partnership with telco providers.

## Industry, Aerospace and Media

The value of IT only emerges when the instruments and the solutions are perfectly integrated in accordance with the individual peculiarities of each industry: size, production chain and distribution models. Exprivia supports large and small sized companies with flexible and modular technologies designed for each individual company requirement and for each of its production and organisational process.

The association with SAP, which started over 10 years ago, makes Exprivia one of the main reference partners in the Italian and international markets, also thanks to six hundred certified professionals specialised in ERP and logistics.

The widespread presence in Italy means that Exprivia can assist companies all over the country, also thanks to the innovative models for the provisions of services in nearshoring mode.

## LARGE CORPORATIONS

Thanks to its consolidated expertise in the SAP sector, Exprivia is able to create integration projects through ERP, CRM, SCM, Business Intelligence and Analytics application and middleware platforms.

Implementations based on Simatic IT, Siemens Industry Software and with Service Oriented architectures are created in the Manufacturing Execution System (MES) sector.

In the Retail and Wholesale sector, Exprivia designs innovative solutions for any type of process, from back office to points of sale, for any reporting and analysis requirement and for any type of activity, BtB or BtC.

The history of Exprivia is full of Best Practices that have enabled it to create implementation models for the specific requirements of any market: Automotive, Aerospace, Consumer Products, Chemical & Pharma, Engineering and Construction, Food, Manufacturing Discrete and Process.

## SME

Small-sized enterprises can also benefit from all the IT advantages of large corporations, with solutions and costs that reflect their smaller size. With this in mind, Exprivia has designed tools for SMEs featuring advanced functions that cover all the main core processes of the enterprise in the financial, commercial and logistic sector. IT management, service desk, server and desktop virtualisation services are also available to meet infrastructure needs.

In the Application Management field, the widespread presence all over Italy and abroad enables Exprivia to propose structured offers while guaranteeing high service levels.

## MEDIA

In the Media market Exprivia assists companies with solutions that support digital marketing by defining an integrated strategy that includes content management, Web 2.0 applications, search engines all the way to social media to obtain a synergy among contents, user profile and information programs.

## Public Administration

The Public Administration market features IT solutions that simplify the processes of organisations to increase the quality and speed of the services provided to citizens and corporations. The modernisation policy of the Public Administration has generated a great demand for operating tools and models aiming to significantly improve the services and substantially rationalise public spending.

The Public Administration's objective of combining optimal expenditure with service quality can only be achieved by focusing on state-of-the-art technologies that make the provision of services more efficient.

In this scenario Exprivia has identified new effective solutions to computerise processes, ensure elastic and transparent management as well as improve and intensify communications among the various administrations, citizens and companies.

Exprivia's 10-year presence in the National and Regional Public Administration means that the Group's customers can benefit from its knowledge of both peripheral and central processes to better manage their complexity.

Public Administration reforms have significantly stimulated the adoption of innovative IT technologies to quickly achieve tangible results in terms of optimised expenditure and process industrialisations. To achieve these objectives the Group supports national and regional organisations on a daily basis, proposing the most suitable solutions to obtain efficient processes and reduce their expenditure.

For each area concerned by changes Exprivia offers solutions and services created with innovative technologies, in complete compliance with the strategic guidelines defined by the competent institutional bodies.

The range is divided into design, creation and management services in the following fields:

- products and services for the management area of Regional Bodies (financial statements and accounts, personnel, management control, demographic services, document management, personal services, etc.)
- eGovernment aimed at citizens, companies and institutions
- eProcurement to support purchase processes and the monitoring of suppliers' performance
- solutions for the management, storage and sharing of electronic documents
- solutions for planning and control through business intelligence platforms and business analytics
- performance measurement systems in Public Administration processes
- solutions to support administrative processes concerning self governance and cooperation between administrations based on the SOA paradigm
- web based solutions for the information exchange among bodies, citizens and companies via a single access point
- system integration, business continuity and disaster recovery solutions

## Health and Healthcare

Care for patients has always been a pivotal point for all the activities of the healthcare system.

Starting from our focus on the patients and the continuous improvement of the healthcare services destined for them, Exprivia has devised its offer for the healthcare market with innovative solutions for governance and control at regional level, local care provided by local healthcare providers (ASL) and hospital care.

250 healthcare institutions and hospitals totalling 20 million assisted citizens: this is the result of the daily commitment ensured by a team of 350 professionals and the thirty years of experience in the healthcare segment.

For the Health and Healthcare market Exprivia has developed **e4cure**, a suite of solutions that brings together into one circuit all the players in the regional healthcare system, from health authorities to family doctors and accredited private clinics, also providing online services to the public. **e4cure** addresses all the needs of the healthcare market: from governance and control at **regional level** (Regions, Regional Agencies), to **local care** provided by local healthcare providers (ASL) and **hospital care** (hospitals, clinics and public and private healthcare facilities).

## Utilities

The companies in the utilities sector are experiencing a complex historical period characterised by profound changes related to the liberalisation process and company mergers that generate an increasingly marked competitive pressure.

The Public Utility Services sector, which also includes energy, postal, environmental, water and transport services, has undergone significant transformations in the last ten years, which are related to the conversion into a joint stock company, the definition of service contracts to fulfil the public service obligations, the introduction of service charters for consumer protection, the regulation by independent authorities or the ministers in charge, the laying of the legislative and regulatory basis to start competition or the regulation of the regime for the concession of natural monopolies.

The separated management of the infrastructure (networked) from the services, the efficient management and profit control as well as the measuring of the service level are among the main aspects of importance in this context.

Exprivia assists its customers with solutions for the development and management of transversal and characteristic processes. In particular it proposes solutions aimed at ensuring an integrated management of administrative processes, efficient operating processes, the quality of customer services, process performance and compliance with service levels.

## Solutions

Exprivia has always looked towards the future in a constant search for technologies that anticipate market trends so that customers can be provided with solutions and services that actually improve their business processes.

This strategic vision, together with the knowledge of specific market needs, the ability to manage complex projects and an internationally renowned research and development department, have made it possible to develop proprietary technological platforms and choose high quality third-party solutions, and in particular:

- Healthcare solutions
- Trading room solutions
- Credit & Risk Management solutions
- Mobile solutions
- IT infrastructure monitoring solutions
- SAP Suite solutions
- Security solutions
- Voice recognition solutions

## Skills

Exprivia proposes a high-quality and competitive **range of services** to the market, with a market value that is expressed through the accurate planning of the right mix of professional profiles, technological skills and in-depth knowledge of the specific markets.

The quality and competitiveness of the service provided is guaranteed by an offer that focuses on **Competence Centres** specialised on specific topics (Murex, Tibco, SAP, Java, proprietary applications, etc.), to share personal experience and the experience gained in companies in order to always ensure that the most suitable knowledge and expertise are delivered to the customer.

By structuring and formalising the processes, the Competence Centres accumulate the knowledge needed to make application management, project development and training services efficient both on site and remotely, all the way to the full outsourcing.

In methodological terms the Competence Centre is a mix between the ITIL best practices and the methodology of analysis for Jacobson's BPR processes.

This service model proposed by Exprivia ensures a suitable governance of the activities relating to:

- SLA (Service Level Agreement) monitoring
- Business continuity
- Change management
- Capacity management

The Group relies on a team of experts with domain functional and technical skills specialised in the various technological aspects:

- Capital Market
- Credit & Risk Management
- SAP
- Social & WEB 2.0
- IT Governance & Infrastructure
- Business Analytics
- Business Process Management & Enterprise Application Integration
- Business Process Outsourcing

## Trend of Exprivia Group Results

The trend of **revenues per business area** rose by 7% during the third quarter of 2012 with respect to the same period of 2011, despite the general economic situation and the significant downward trend recorded for ICT services (-3.8% of services on an annual basis, Assinform estimates). The growth was mainly due to the sectors of Industry, Aerospace and Media, Utilities and Public Administration, with the addition of the revenues arising from the foreign companies Exprivia SL, Prosap and Exprivia do Brasil (included under the item Spain and the Americas). Nonetheless, demand in the Health and Healthcare sector is still recording a decline, mostly ascribable to a slow-down in public investments.

Exprivia Group (value in K €)	30/09/2012	30/09/2011	Changes %	Q3 2012	Q3 2011	Changes %
Healthcare	19,639	22,742	-14%	5,777	6,805	-15%
Utilities	19,562	15,244	28%	5,438	4,960	10%
Banks and Financial Institutions	14,912	10,561	41%	5,018	5,057	-1%
Industry, Aerospace and Media	14,418	12,166	19%	5,276	4,371	21%
Energy & Telecom	10,418	9,661	8%	2,983	3,082	-3%
Public Administration	4,926	2,967	66%	1,599	1,251	28%
Spain and the Americas	9,010	5,989	50%	3,277	1,730	89%
Other	1,276	1,201	6%	160	287	-44%
<b>Total</b>	<b>94,161</b>	<b>80,531</b>	<b>17%</b>	<b>29,529</b>	<b>27,544</b>	<b>7%</b>

The details of the revenues concerning 30 September 2012 and the third quarter of 2012, compared with the figures of the same period of the previous year, broken down by area of business are shown below (in K €).

Exprivia Group (value in K €)	30/09/2012	30/09/2011	Changes %	Q3 2012	Q3 2011	Changes %
Projects and services	82,464	70,080	18%	25,885	24,240	7%
Maintenance	6,781	6,227	9%	2,242	2,021	11%
HW/ SW third parties	2,004	1,588	26%	333	517	-36%
Own licences	1,636	1,435	14%	910	478	90%
Other	1,276	1,201	6%	160	287	-44%
<b>Total</b>	<b>94,161</b>	<b>80,531</b>	<b>17%</b>	<b>29,529</b>	<b>27,544</b>	<b>7%</b>

The details of the revenues concerning 30 September 2012, compared with the figures as at 30 September 2011, broken down by private and public sector are shown below (in K €).

Exprivia Group (value in K €)	30/09/2012	Incidence %	30/09/2011	Incidence %	Changes%
Private	68,996	73.3%	54,520	67.7%	26.6%
Public	25,165	26.7%	26,012	32.3%	-3.3%
<b>Totale</b>	<b>94,161</b>		<b>80,531</b>		<b>16.9%</b>

The details of the revenues concerning 30 September 2012, compared with the figures as at 30 September 2011, broken down by geographic area are shown below (in K €).

Exprivia Group (value in K €)	30/09/2012	Incidence %	30/09/2011	Incidence %	Changes%
Italy	84,149	89.4%	73,349	91.1%	14.7%
Foreing	10,012	10.6%	7,182	8.9%	39.4%
<b>Total</b>	<b>94,161</b>		<b>80,531</b>		<b>16.9%</b>

## HEALTHCARE

In the third quarter of 2012 the Health and Healthcare area recorded revenues of Euro 5.8 million, down by 15% compared to the same period of last year; in the first 9 months of 2012 revenues totalled Euro 19.6 million, 14% lower than in the same period of 2011.

This decline was due to the slowdown in the demand from the reference sector also due to government directives.

In the third quarter new modules of the **E4CURE** suite, launched on the market in the first half of 2012, were sold to the customer base.

Revenues from the **Region and Territory** sector were slightly down consequently to the completion of the project of the Regione Puglia healthcare IT system.

## UTILITIES

In the third quarter of 2012 the **Utilities** area recorded revenues of Euro 5.4 million, up by 10% compared to the same period of last year, thus confirming the positive trend of the previous quarters. Revenues as at 30 September 2012 totalled Euro 19.6 million (+28%).

Some important contracts awarded towards the end of last year are progressively becoming operational, thus increasing the volume of activities.

During 2012 new contracts were acquired for a value of about Euro 15 million, to be added to the backlog of the revenues expected for the five-year period 2012-2016, which totals Euro 75 million.

More than 75% of the revenues derive from the **IT Outsourcing** services, while the remainder refers to **Business Process Outsourcing** services, which recorded a more considerable growth (+50%). A significant portion of the activities concerns the design and management of systems supporting characteristic processes in the sector. This results in a qualified and specialised offer while increasing the visibility of the company in the market.

The progressive implementation of some contracts justifies the improving margin trend, which in any case remains a critical element mostly attributable to economic reasons.

## BANKS AND FINANCIAL INSTITUTIONS

In the third quarter of 2012 the **Banks and Financial Institutions** area consolidated its positive trend with a volume of revenues that was substantially in line with the same period of 2011 (-1%). An overall 41% growth was recorded as at 30 September 2012, which is attributable to both the fundamental contribution given by SIS.PA srl and the internal growth due to a continuously evolving offer portfolio able to effectively satisfy the changeable requirements of the primary segments of reference, despite the international crisis, which slowed down the start-up of new design initiatives considerably throughout the first half of the year. The competitive positioning acquired on the major customers in the area in core fields for relaunching the business of the single segments and the attention paid to proposing innovative solutions certainly led to the results recorded.

In this perspective, confirmation of the volumes of credit and the marked increase in the capital market, the growth in the multichannel and mobile field and the start-up of new partnerships in IT Security and Compliance becomes clear.

New customers have been acquired in both the Finance and Factoring and Leasing areas, which reinforce a solid customer base that has allowed both activities under way to be confirmed and new partnerships in various supply segments to be started up.



## INDUSTRY, AEROSPACE AND MEDIA

In a setting with the market following a downward trend, the third quarter of the year for the **Industry, Aerospace and Media** area recorded revenues 21% higher than the same period of 2011. An overall 19% growth was recorded as at 30 September 2012, with revenues equal to Euro 14.4 million. The results concerned all types of revenue: software product services, product licenses and maintenance.

It was the acquisition of numerous ERP solution product license maintenance contracts, in force since January 2012 in the Medium Enterprise sector, that made it possible to expand the customer base and, as a result, also increase design activities and supply of services.

From the territorial viewpoint, the North East recorded the highest rate of growth and breathed vitality into the entrepreneurial fabric of the region.

In terms of offer, the most innovative areas - such as mobility solutions - have still not begun to generate significant turnover figures, although they have met with a good amount of market interest, which stands to show the low propensity of companies to invest today. The demand for the implementation of new ERP projects in sectors such as luxury and Italian made products is evolving.

## ENERGY AND TELECOM

Generally speaking, the Markets are showing differentiated dynamics: Energy Gas is on the rise while Telecom is stable. In this context, in the third quarter of 2012 the area recorded revenues in line with the same period of 2011, with an overall growth of 8% as at 30 September 2012.

Positioning in the Energy area is good with core solutions in Enterprise Applications, innovative Portals, analytical Reporting and Enterprise Integration. Entry into the Telco domain (portals, integrations, security) was recorded.

## PUBLIC ADMINISTRATION

In the third quarter of 2012 the **Public Administration area** obtained revenues equal to Euro 1.6 million, up by 28% compared to the same period of 2011 following the acquisition of new contracts and additional activities performed at existing customers.

The growing trend of the previous quarters is essentially confirmed. This is a good result when considering the significant and progressive decrease in IT expenditure by both national and regional public administrations.

In the **National Public Administration** area there was a decrease in the tender procedures for the awarding of contracts, combined with a trend to consolidate and enhance the current range of IT systems rather than invest in new developments.

Also in the **Regional Public Administration** the tendency emerged to consolidate and upgrade the range of applications owned by institutions.

The recent legislative provisions concerning the Digital Administration Code are further encouraging the habit of reuse.

## SPAIN AND THE AMERICAS

International development in 2012 was concentrated in consolidating the presence in the Spanish market and in developing the Latin America and Brazil market.

In Spain, where the Exprivia Group is present through two subsidiaries, the characteristic product range of **Prosap (Profesionales de Sistemas Aplicaciones y Productos SL)**, based on ERP applications and SAP services for industry and distribution, and of **Exprivia SL**, with Business Intelligence solutions for the Healthcare sector, and web services (marketing and online sales) for Banks and large distribution companies, has been expanded.

In Mexico, where Exprivia operates directly with **Prosap Mexico**, the important project is being completed. Its purpose is to update the ERP SAP-based management information system of API, the public consortium that groups together all Mexican trading ports. Prosap Mexico is a Gold Partner of SAP.

New contracts were acquired for the provision of PACS clinical solutions in other Latin American countries through the cooperation with partners specialised in the medical sector.

Activities continue for **Prosap Guatemala**, which operates also in other Central America countries through the provision of application management services and the development of ERP SAP projects for several multinationals in the area.

The business activities of the company **Prosap Peru** are expanding. This start-up is focussed on the industry sector and public administration, and is a partner of SAP Andina.

In Brazil, activities to expand the business of **Exprivia do Brasil Serviços de Informática Ltda** into the IT Security sector is continuing, and targeted measures having the goal of carrying the offer of solutions and services into the medical sector and the ERP SAP products in the forthcoming months have been defined.

## Significant Group Figures and Result Indicators

The table below gives a summary of the main consolidated economic, capital and financial data of the Group as result from the Financial Statements referring to 30 September 2012, 30 September 2011 and 31 December 2011.

Please note that the figures as at 30 September 2011 did not include (i) Exprivia Do Brasil Serviços de Informatica Ltda, consolidated starting from 1 November 2011, (ii), for a portion of the period, SiSpa Srl, consolidated starting from 1 July 2011, and Realtech Italia, which was consolidated starting from June 2011.

	30.09.2012	30.09.2011	31.12.2011
Total production revenues	96,521,286	83,577,890	120,222,016
net proceeds and variation to work in progress to order	94,160,445	80,530,707	115,776,738
increase to assets for internal work	1,356,704	1,181,057	1,837,504
other proceeds and contributions	1,004,137	1,866,126	2,607,774
Difference between costs and production proceeds (EBITDA)	7,441,564	7,333,029	13,486,774
% on production proceeds	7.71%	8.77%	11.22%
Net operating result (EBIT)	4,534,862	5,278,101	10,499,001
% on production proceeds	4.70%	6.32%	8.73%
Net result	(240,869)	668,066	3,206,289
Group net equity	65,049,683	64,789,388	67,240,606
Total assets	198,453,618	194,041,199	197,897,777
Capital stock	26,979,658	26,979,658	26,979,659
Net working capital (1)	38,059,413	41,135,024	39,950,807
Cash flow (2)	8,308,325	3,966,841	6,755,715
Fixed capital (3)	89,136,182	86,910,795	87,619,519
Investment	3,819,383	5,898,210	7,668,109
Cash resources/bonds (a)	4,679,042	7,409,103	7,473,881
Short-term financial debts (b)	(40,801,839)	(29,705,387)	(38,053,114)
Medium-/long-term financial debts (c)	(10,636,773)	(24,549,160)	(13,774,738)
Net financial position (4)	(46,759,569)	(46,845,444)	(44,353,971)

(1) - The "working capital" is calculated as a sum of total current activities, less cash balance, less total current liabilities plus debts with banks within current

(2) - The Cash flow is calculated as the sum of the net result adjusted for amortisements variations in TFR

(3) - The "capital assets" are equal to total non-current activities

(4) - Net financial position = a - (b + c)

The table below shows the main economic indicators of the Group as at 30 September 2012, compared with the same period of the previous year.

Exprivia Group	30/09/2012	30/09/2011
Index ROE (Net income / equity capital)	-0.37%	1.03%
Index ROI (EBIT / Net Capital Invested)	4.02%	4.67%
Index ROS (EBIT / Revenues)	4.63%	7.38%
Financial charges / Net profit	-892.39%	247.30%

The table below shows the main capital and financial indicators of the Group as at 30 September 2012, 30 September 2011 and 31 December 2011.

Exprivia Group	30/09/2012	30/09/2011	31/12/2011
Net Financial Debt / Equity Capital	0.72	0.72	0.66
Debt ratio (Total Liabilities / Equity Capital)	3.05	2.99	2.94

## Summary of the operations in the third quarter of 2012

A summary of the main consolidated economic, capital and financial data of the Group is reported below, prepared in accordance with International Financial Reporting Standards, and particularly with standard IAS 34, as emerging from the situation as at 30 September 2012 and the third quarter of 2012, compared with the same period of the previous year.

Exprivia Group (value in K €)	30/09/2012	30/09/2011	Changes %	Q3 2012	Q3 2011	Changes
Total revenues	96,521	83,578	15.49%	30,262	28,115	7.64%
Net revenues	94,160	80,531	16.92%	29,528	27,543	7.21%
EBITDA	7,442	7,333	1.49%	3,002	2,045	46.80%
EBIT	4,535	5,278	-14.08%	1,974	1,387	42.32%
Pre-tax result	2,409	3,878	-37.88%	1,222	796	53.52%

The Exprivia Group closed the third quarter of 2012 with **consolidated revenues** of Euro 30.3 million (+7.6% over 2011), an **EBITDA** of Euro 3 million (Euro 2 million in 2011), an **EBIT** of Euro 2 million (Euro 1.4 million in 2011) and a **profit before taxes** for the Group of Euro 1.2 million (Euro 0.8 million in 2011). The **EBITDA to revenues ratio** was 10% while for the **EBIT** it was 6.5%.

**Consolidated revenues** as at 30 September 2012 were up 15% over the same period of the previous year, Euro +13 million in absolute terms.

6% of this increase is attributable to internal growth, namely net of acquisitions of companies or business units; 11% of the revenues were realised abroad (9% as at 30 September 2011), through the sale of products and services by Italy to foreign customers and by subsidiaries located abroad (in Spain, Brazil and Latin America).

The Group continues to expand, also through internal growth, in an Italian and Spanish IT market featuring a persisting decrease in expenditure and investments.

The penetration in the Italian public administration sector came to 27% as at 30 September 2012, down compared to 33% as at 30 September 2011. Please note that in line with market practices, the Company considers private customers companies such as Enel, Poste Italiane, Terna and Italferr.

In terms of bottom line, a loss of about Euro 240,000 was recorded as at 30 September 2012. The results of the second quarter of 2012 and the third quarter of 2012 almost entirely offset the loss recorded in the first quarter of 2012

Exprivia Group (value in K €)	30/09/2012	30/09/2011	31/12/2011
Group Net Worth	65,050	64,789	67,241
Net Financial Position	(46,760)	(46,845)	(44,354)

The **Net Financial Position** (“NFP”) as at 30 September 2012 was Euro -46.8 million, Euro 5.2 million worse than 30 June 2012 due to the seasonal decrease in receipts from customers, which is typical of the month of August.

**Group Shareholders’ Equity** as at 30 September 2012 was Euro 65 million, compared to Euro 64.6 million as at 30 June 2012.

## Significant events of the third quarter of 2012

### ACQUISITIONS/SALES IN THE EXPRIVIA GROUP

On 25 July 2012, the Junta Comercial in Rio de Janeiro formally recorded a face value capital increase for and subscribed by the minority shareholder of Exprivia do Brasil Serviços de Informática Ltda; the controlling share of Exprivia SpA is thus 97%.

“Consorzio Exprivia Scarl” was established on 6 September 2012. Exprivia SpA owns 55% of it and the remaining 45% is owned by the other Group companies that are 100% owned by the holding company. This Consortium aims to facilitate the participation of the Exprivia companies in public tenders for project development or service provision.

### COMPANY EVENTS

As proposed by the Internal Control Committee and with the favourable opinion of the Board of Statutory Auditors, on 3 August 2012 the Board of Directors of the Company appointed Gianni Sebastiano "executive manager responsible for preparing the corporate accounts".

Mr. Gianni Sebastiano also took on the office of Investor Relations Manager starting from the same date.

## Events after 30 September 2012

No significant events were recorded after 30 September 2012.

## Staff and Turnover

Company	Employees 30/09/2012	Employees 30/06/2012	Employees 31/03/2012	Employees 31/12/2011	Temporary workers 30/09/2012	Temporary workers 30/06/2012	Temporary workers 31/03/2012	Temporary workers 31/12/2011
Exprivia SpA	758	762	765	736	69	60	55	53
Wel.Network SpA	105	108	111	117	2	2	2	2
Svimservice SpA	270	271	268	283	0	0	0	1
Exprivia Solutions SpA	113	115	113	110	10	10	15	18
Exprivia SL (Spain)	14	14	12	11	0	0	0	3
Exprivia Projects SpA	271	273	283	246	0	0	0	
GST Srl	10	10	11	11	0	1	0	1
Realtech Italia Spa	144	148	153	154	4	4	3	2
Datilog Srl	7	7	6	6	1	0	2	2
Prosap (group) SL	146	139	142	160	0	0	0	2
InFaber Srl	20	21	21	20	0	1	0	0
Sispa Spa	56	57	57	60	2	2	2	2
Spegea S.c. a r.l.	9	9	9	9	3	4	3	4
Exprivia do Brasil Servicos de Informatica Ltda	10	9	8	10	4	4	4	6
<b>Total</b>	<b>1933</b>	<b>1943</b>	<b>1959</b>	<b>1933</b>	<b>95</b>	<b>88</b>	<b>86</b>	<b>96</b>
<i>of which Management</i>	<i>38</i>	<i>37</i>	<i>38</i>	<i>33</i>				
<i>of which Middle Management</i>	<i>184</i>	<i>179</i>	<i>181</i>	<i>180</i>				

Part-time workers make up about 21% of all employees, with 327 units working part-time in various configurations of contractual working hours as at 30 September 2012.

## Inter-company Relations

The organisational structure of the Exprivia Group functionally integrates all staff services of the Group subsidiaries within the consolidation area, thereby optimising the operational structures of each company to ensure effectiveness and efficiency in supporting the business of the Group.

A new organisational structure regarding Staff services became operational starting on 1 July 2012. It operationally and hierarchically reports to the CEO.

The structure is divided into: Finance, Administration and Control Department, Human Resources Department, Corporate IT System and Quality, Legal Office, and Marketing and Communication Department.

The Group companies constantly collaborate with each other for commercial, technological and application development. In particular the following should be pointed out:

- Widespread use of specific corporate marketing and communication competencies within the Group including the production of paper, digital and web-based promotional material;
- Centralised management for the supply of specialist technical resources between Group companies to manage critical points in turnover and to give all operational units access to highly specialised technical competencies;
- Coordinated participation by Exprivia in public contract tenders with the contribution of all companies according to their specific competencies.

The table below shows financial relationships between the companies of Exprivia Group.

Description	30/09/2012	31/12/2011	Variation
Farm Srl winding up	20,388	20,388	0
Al Faro Srl winding up	2,100	2,100	0
<b>TOTAL</b>	<b>22,488</b>	<b>22,488</b>	<b>0</b>

## Relations with Affiliates and Associated Companies

In compliance with applicable legislative and regulatory provisions, and in particular with:

(i) the new "Regulations on transactions with affiliated parties – CONSOB resolution no. 17221 of 12 March 2010" as amended by resolution no. 17389 of 23 June 2010; (ii) the outcome of the subsequent "consultation" published by CONSOB on 24 September 2010; (iii) the CONSOB notice on guidelines for applying the regulations published on 24 September 2010; (iv) CONSOB notice no. 10094530 of 15 November 2010 with additional clarifications.

On 27 November 2010 the Board of Directors of the company adopted a new PROCEDURE FOR TRANSACTIONS WITH AFFILIATES, setting forth provisions concerning transactions with affiliates in order to ensure transparent and correct operations with affiliates in substance and procedure carried out directly or through companies that are directly and/or indirectly controlled by Exprivia ("Exprivia Group").

This new procedure replaced the one previously in force, which had been introduced on 26 March 2007.

Transactions with affiliates are part of normal business management and are carried out under normal market terms.

The procedure for performing inter-company transactions and transactions with associated companies is published on the company website in the section "*Investor – Corporate Information*".

The table below shows amounts payable and receivable and costs and revenues, both commercial and financial, between the companies of Exprivia Group and associated companies.

### Receivables from Affiliates and Associated Companies

Description	30/09/2012	31/12/2011	Variation
Pervice S.p.A.	337	914	(577)
Traxall Srl	123,791		123,791
<b>TOTAL</b>	<b>124,128</b>	<b>914</b>	<b>123,214</b>

### Payables to Affiliates and Associated Companies

Description	30/09/2012	31/12/2011	Variation
Pervice S.p.A.	25,292	9,941	15,351
Traxall Srl	31,500		31,500
<b>TOTAL</b>	<b>56,792</b>	<b>9,941</b>	<b>46,851</b>

### Costs with Affiliates and Associated Companies

Description	Q3 2012	Q3 2011	Variation
Pervice S.p.A.	15,000	3,117	11,883
Traxall Srl	31,500		31,500
<b>TOTAL</b>	<b>46,500</b>	<b>3,117</b>	<b>43,383</b>

### Revenues from Affiliates and Associated Companies

Description	Q3 2012	Q3 2011	Variation
Pervice S.p.A.	553	526	27
Traxall Srl	89,910		89,910
<b>TOTAL</b>	<b>90,463</b>	<b>526</b>	<b>89,937</b>



## Group Relations with Parent Companies

Exprivia S.p.A. has relationships of a commercial nature with its Parent Company Abaco Innovazione S.p.A., namely, these consist of the supply of logistics services, consultancy and support.

The tables below show relations between the Exprivia Group and the parent company Abaco Innovazione SpA, at 30 September 2012.

### Receivables

Description	30/09/2012	31/12/2011	Variation
Exprivia S.p.A.	230,763	229,713	1,050
Exprivia Solutions S.p.A.	609,291	599,250	10,041
<b>TOTAL</b>	<b>840,054</b>	<b>828,963</b>	<b>11,091</b>

### Revenues and Income

Description	Q3 2012	Q3 2011	Variation
Exprivia Solutions S.p.A.	10,041	4,584	5,457
<b>TOTAL</b>	<b>10,041</b>	<b>4,584</b>	<b>5,457</b>

## Business Outlook

In the first half of the year the Italian ICT market recorded a 3.8% decrease; **Assinform's** forecasts for the whole of 2012 depict an even more pessimistic picture with an overall 4.4% reduction compared to 2011.

Nevertheless, a few positive signs are coming from development of the digital economy. Strong hope arises from the implementation of the Digital Agenda and the recent appointment of the Director General, which will definitively aid and strengthen switching over to a more modern country with less bureaucracy.

Both in Italy and abroad, the market and the companies constantly searching for elements of differentiation and competitiveness have become increasingly demanding when identifying their ICT partners.

These partners, to be entrusted with the management of IT services, are selected not only based on their competitive conditions but also upon the strength of their skills, service quality and solutions as well as long-term reliability.

Despite the unfavourable forecasts for the ICT market in 2012, the Exprivia Group managed to obtain, also in the third quarter, results that go against the trend, thanks to its ability to understand and interpret market changes in advance

- by adjusting its Industrial Strategy to this transformation process;
- by reviewing its organisational structure;
- by addressing the changing needs of its customers with innovative solutions and services;
- by investing in the skills of its own resources;
- by improving the quality of its services

In the third quarter the Exprivia Group confirmed a rapid growth of its revenues equal to 15.5% compared to the same period of 2011, exceeding Euro 96 million in the first nine months.

A similar trend is predicted also for the last quarter of the year, thus confirming the objective of growth and development defined in the industrial plan, while contributing to offsetting the drop in productivity and margins recorded in the first quarter of 2012.

## Organisational outlook

The profound changes that are transforming the global economy are pushing the markets and the companies in them towards increasingly marked competition, thus making the knowledge of one's own business essential.

Therefore, ICT companies that wish to become key partners for their customers need to adjust their offers and the relative organisation models to respond to the changing market requirements.

For this reason, starting from July 2012 Exprivia reviewed its organisation, with the objective of:

- consolidating customer knowledge and identifying new requirements;
- improving the quality of the services and solutions offered;
- expanding its portfolio and skills;
- increasing internal and external efficiency and flexibility;
- targeting its investments and developments.

The various business areas are encompassed by two Public and Private Market Divisions: Energy and Utilities, Health and Healthcare, Industry and Aerospace, Banks and Financial Institutions, Public Administration, Telecom and Media.

There are three Production Departments that include a wide range of services and solutions for healthcare, trading rooms, credit and risk Management, the Sap Suite, the monitoring of IT infrastructures, security, voice recognition and mobility.

In addition to this organisational change Exprivia has also redesigned its website [www.exprivia.it](http://www.exprivia.it) to renew the way it communicates its Strategies, Solutions and Expertise.

# **Quarterly Consolidated Financial Statements of the Exprivia Group**

## Consolidated Balance Sheet

	30.09.2012	30.09.2011	31.12.2011
<b>NON-CURRENT ASSETS</b>			
<b>Property, plant &amp; machinery</b>	<b>11,597,902</b>	<b>10,733,414</b>	<b>10,871,998</b>
Land and buildings	6,450,313	6,455,808	6,496,858
Assets under construction and payments on account	516,763	188,005	231,468
Other assets	4,630,827	4,089,601	4,143,672
<b>Goodwill and other undefined assets</b>	<b>69,105,259</b>	<b>68,817,799</b>	<b>69,211,588</b>
Goodwill	29,431,767	29,370,645	29,453,849
Consolidation difference	39,673,492	39,447,154	39,757,739
<b>Other intangible assets</b>	<b>5,134,673</b>	<b>3,908,865</b>	<b>4,337,933</b>
Intangible assets	1,545,903	586,443	907,207
Research and development costs	3,026,846	3,107,107	3,154,541
Assets under construction and payments on account	561,925	215,315	276,185
<b>Shareholdings</b>	<b>1,916,681</b>	<b>1,845,169</b>	<b>1,862,205</b>
Shareholdings in subsidiaries	51,644	51,646	51,646
Shareholdings in associated companies	231,701	175,188	189,224
Shareholdings in other companies	1,633,336	1,618,335	1,621,335
<b>Other financial assets</b>	<b>341,368</b>	<b>280,452</b>	<b>279,716</b>
Receivables to subsidiaries	22,488	22,488	22,488
Other accounts receivable	318,880	257,964	257,228
<b>Deferred tax assets</b>	<b>1,040,299</b>	<b>1,325,096</b>	<b>1,056,079</b>
Tax advances/deferred taxes	1,040,299	1,325,096	1,056,079
<b>TOTAL NON-CURRENT ASSETS</b>	<b>89,136,182</b>	<b>86,910,795</b>	<b>87,619,519</b>

	30.09.2012	30.09.2011	31.12.2011
<b>CURRENT ASSETS</b>			
<b>Trade receivables and others</b>	<b>79,629,448</b>	<b>71,156,278</b>	<b>73,882,552</b>
Receivables to customers	63,191,801	58,604,005	58,151,010
Receivables to subsidiaries	124,128	228	914
Receivables to parent companies	840,054	819,808	828,963
Other accounts receivable	14,102,367	10,514,683	13,388,129
Tax credits	1,371,098	1,217,554	1,513,536
<b>Stock</b>	<b>615,978</b>	<b>204,665</b>	<b>136,934</b>
Stock	615,978	204,665	136,934
<b>Work in progress to order</b>	<b>24,392,967</b>	<b>28,360,040</b>	<b>28,784,892</b>
Work in progress to order	24,392,967	28,360,040	28,784,892
<b>Current financial assets</b>		<b>318</b>	
Other bonds		318	
<b>Cash resources</b>	<b>4,679,042</b>	<b>7,409,103</b>	<b>7,473,881</b>
Current banks	4,655,183	7,371,553	7,447,395
Cheques and unrepresented effects	23,859	37,550	26,486
<b>TOTAL CURRENT ASSETS</b>	<b>109,317,436</b>	<b>107,130,404</b>	<b>110,278,259</b>
<b>TOTAL ASSETS</b>	<b>198,453,618</b>	<b>194,041,199</b>	<b>197,897,778</b>

	30.09.2012	30.09.2011	31.12.2011
<b>NET WORTH</b>			
Capital stock	26,979,658	26,979,658	26,979,658
Capital stock	26,979,658	26,979,658	26,979,658
<b>Own shares</b>	<b>(462,081)</b>		<b>(46,508)</b>
Own shares	(462,081)		(46,508)
<b>Premium reserve</b>	<b>18,081,738</b>	<b>18,081,738</b>	<b>18,081,738</b>
Share premium	18,081,738	18,081,738	18,081,738
<b>Revaluation reserve</b>	<b>2,907,138</b>	<b>2,907,138</b>	<b>2,907,138</b>
Revaluation reserve	2,907,138	2,907,138	2,907,138
<b>Other reserves</b>	<b>12,589,589</b>	<b>11,008,827</b>	<b>10,998,820</b>
Legal reserve	3,182,603	3,021,831	3,021,831
Other reserves	9,406,986	7,986,996	7,976,989
<b>Profits/Losses for previous periods</b>	<b>6,202,400</b>	<b>6,644,950</b>	<b>6,405,325</b>
Profits/losses brought forward	6,202,400	6,644,950	6,405,325
<b>Profit/Loss for the period</b>	<b>(240,869)</b>	<b>668,066</b>	<b>3,206,289</b>
<b>TOTAL NET WORTH</b>	<b>66,057,574</b>	<b>66,290,377</b>	<b>68,532,460</b>
<b>Minority interest</b>	<b>1,007,891</b>	<b>1,500,988</b>	<b>1,291,854</b>
<b>TOTAL GROUP NET WORTH</b>	<b>65,049,683</b>	<b>64,789,389</b>	<b>67,240,606</b>

	30.09.2012	30.09.2011	31.12.2011
<b>NON-CURRENT LIABILITIES</b>			
<b>Payables to non-current banks</b>	<b>10,636,773</b>	<b>24,549,160</b>	<b>13,774,738</b>
Payables to non-current banks	10,636,773	24,549,160	13,774,738
<b>Other financial liabilities</b>	<b>2,873,603</b>	<b>3,022,551</b>	<b>3,215,077</b>
Payables to other financiers	750,387	298,511	516,608
Payables to parent companies	120,714	481,987	478,368
Investment in subsidiaries	1,740,396	1,934,492	1,957,996
Payables for tax and social security beyond the period	262,105	307,561	262,105
<b>Provision for risks and charges</b>	<b>1,443,457</b>	<b>1,381,288</b>	<b>1,521,892</b>
Other provisions	1,443,457	1,381,288	1,521,892
<b>Staff-related funds</b>	<b>8,771,891</b>	<b>9,173,124</b>	<b>8,632,353</b>
Severance pay	8,771,891	9,173,124	8,632,353
<b>Deferred tax liabilities</b>	<b>1,289,502</b>	<b>1,333,035</b>	<b>1,314,573</b>
Deferred tax funds	1,289,502	1,333,035	1,314,573
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>25,015,225</b>	<b>39,459,158</b>	<b>28,458,633</b>

	30.09.2012	30.09.2011	31.12.2011
<b>CURRENT LIABILITIES</b>			
<b>Payables to current banks</b>	<b>40,801,839</b>	<b>29,705,387</b>	<b>38,053,114</b>
Payables to current quota banks	40,801,839	29,705,387	38,053,114
<b>Payables to suppliers</b>	<b>19,669,148</b>	<b>17,932,726</b>	<b>19,570,296</b>
Payables to suppliers	19,669,148	17,932,726	19,570,296
<b>Advances on work in progress to order</b>	<b>9,057,654</b>	<b>4,180,607</b>	<b>4,662,209</b>
Payments on account	9,057,654	4,180,607	4,662,209
<b>Other financial liabilities</b>	<b>5,191,400</b>	<b>9,048,888</b>	<b>10,634,234</b>
Payables to associated companies	56,792	13,247	9,941
Other accounts payable	5,134,608	9,035,641	10,624,293
<b>Tax debits</b>	<b>9,465,461</b>	<b>10,583,619</b>	<b>7,686,919</b>
Tax debits	9,465,461	10,583,619	7,686,919
<b>Other current liabilities</b>	<b>23,195,319</b>	<b>16,840,437</b>	<b>20,299,913</b>
Payables to welfare and social security institutions	4,147,903	3,470,488	4,488,200
Other payables	19,047,415	13,369,949	15,811,713
<b>TOTAL CURRENT LIABILITIES</b>	<b>107,380,820</b>	<b>88,291,664</b>	<b>100,906,685</b>
<b>TOTAL LIABILITIES</b>	<b>198,453,618</b>	<b>194,041,199</b>	<b>197,897,778</b>



## Consolidated Income Statement

	Q3 2012	Q3 2011	30.09.2012	30.09.2011	31.12.2011
<b>Revenues</b>	<b>29,406,346</b>	<b>25,468,472</b>	<b>97,893,374</b>	<b>71,544,382</b>	<b>106,821,525</b>
Proceeds of sales and services	29,406,346	25,468,472	97,893,374	71,544,382	106,821,525
<b>Other revenues</b>	<b>269,065</b>	<b>247,277</b>	<b>1,004,137</b>	<b>1,866,126</b>	<b>2,607,774</b>
Other proceeds	50,725	72,786	322,818	1,255,525	1,575,582
Invest. grants trf to P&L account	218,341	174,491	681,320	610,601	1,032,192
<b>Variation in stock of finished products and products being processed</b>	<b>586,798</b>	<b>2,399,717</b>	<b>(2,376,225)</b>	<b>10,167,382</b>	<b>10,792,717</b>
Var. stock of products being processed, semi-finished items	416,516	29,834	479,044	18,432	(48,474)
Variation in work in progress to order	(294,489)	2,045,409	(4,211,974)	8,967,893	9,003,687
Increase in assets for internal work	464,770	324,474	1,356,704	1,181,057	1,837,504
<b>TOTAL PRODUCTION REVENUES</b>	<b>30,262,209</b>	<b>28,115,466</b>	<b>96,521,286</b>	<b>83,577,890</b>	<b>120,222,016</b>
<b>Raw materials and consumables used</b>	<b>1,886,407</b>	<b>1,406,754</b>	<b>5,098,366</b>	<b>4,749,781</b>	<b>6,736,024</b>
Costs of raw, subsid. & consumable mat. and goods	1,886,407	1,406,754	5,098,366	4,749,781	6,736,024
<b>Costs connected with employee-related benefits</b>	<b>19,145,646</b>	<b>17,536,637</b>	<b>62,255,417</b>	<b>50,516,731</b>	<b>70,249,449</b>
Salaries and wages	14,042,416	12,863,217	46,013,230	37,538,883	52,435,426
Social charges	3,988,973	3,580,522	12,606,214	9,977,968	13,973,412
Severance Pay	914,577	809,693	2,803,511	2,276,417	2,852,463
Other staff costs	199,681	283,205	832,463	723,463	988,148
<b>Other costs</b>	<b>6,228,516</b>	<b>7,126,952</b>	<b>21,725,939</b>	<b>20,978,349</b>	<b>29,749,769</b>
Other costs for services	4,801,226	5,858,018	16,900,116	17,407,344	24,478,703
Costs for leased assets	958,194	998,287	3,633,122	2,549,366	3,643,538
Sundry management charges	407,956	253,704	1,093,736	958,411	1,413,136
Stock and payments on account	61,140	16,943	98,965	63,228	214,392
<b>TOTAL PRODUCTION COSTS</b>	<b>27,260,570</b>	<b>26,070,343</b>	<b>89,079,723</b>	<b>76,244,861</b>	<b>106,735,242</b>
<b>DIFFERENCE BETWEEN PRODUCTION COSTS AND REVENUES</b>	<b>3,001,640</b>	<b>2,045,123</b>	<b>7,441,564</b>	<b>7,333,029</b>	<b>13,486,774</b>

	Q3 2012	Q3 2011	30.09.2012	30.09.2011	31.12.2011
<b>Depreciation and devaluation</b>	<b>1,027,831</b>	<b>658,403</b>	<b>2,906,701</b>	<b>2,054,928</b>	<b>2,987,773</b>
Ordinary amortisement of intangible assets	554,228	428,185	1,483,060	1,246,721	1,785,540
Ordinary amortisement of tangible assets	408,111	211,392	865,531	622,673	875,276
Altre svalutazioni delle immobilizzazioni	28,082	28,082	84,248	84,247	158,294
Devaluation of credits included in working capital	37,409	(9,256)	473,862	101,287	168,663
<b>OPERATIVE RESULT</b>	<b>1,973,809</b>	<b>1,386,720</b>	<b>4,534,862</b>	<b>5,278,101</b>	<b>10,499,001</b>
<b>Proceeds and financial charges</b>	<b>752,110</b>	<b>591,072</b>	<b>2,125,616</b>	<b>1,400,388</b>	<b>2,204,166</b>
Proceeds from shareholdings from parents	(2,871)	(4,584)	(10,041)	(12,816)	(16,970)
Proceeds from others shareholdings	0	(669)	(39)	(669)	(669)
Other proceeds with separate indication	(20,153)	(57,778)	(48,237)	(226,187)	(320,805)
Interest and other financial charges	649,357	658,446	2,149,487	1,652,130	2,569,749
Profit and loss on foreign exchange	125,776	(4,343)	34,445	(12,070)	(27,139)
<b>PRE-TAX RESULT</b>	<b>1,221,699</b>	<b>795,648</b>	<b>2,409,247</b>	<b>3,877,713</b>	<b>8,294,835</b>
<b>Income tax</b>	<b>861,665</b>	<b>1,400,983</b>	<b>2,650,115</b>	<b>3,209,647</b>	<b>5,088,546</b>
IRES	454,980	550,100	1,002,087	1,296,752	2,336,943
IRAP	521,350	674,817	1,900,979	1,824,998	2,615,437
Prior year taxes	(133,121)	113,411	(273,839)	(329,415)	(387,108)
Deferred taxes	(5,284)	(1,843)	(27,543)	63,993	49,646
Tax paid in advance	23,740	64,498	48,431	353,319	473,628
<b>PROFIT OR LOSS FOR THE PERIOD</b>	<b>360,034</b>	<b>(605,335)</b>	<b>(240,869)</b>	<b>668,066</b>	<b>3,206,289</b>
Attributable to:					
Shareholders of parent company	357,056	(477,243)	(234,864)	809,737	3,393,473
Minority shareholder	2,978	(128,092)	(6,005)	(141,671)	(187,184)

## Comprehensive Income Statement (\*)

Description	30/09/2012	30/09/2011	31/12/2011
Profit for the period	(240,869)	668,066	3,206,289
Net income (loss) from sale of own shares	39,645		
<i>Net income / (expense) for the period recognized in equity</i>	<i>39,645</i>	<i>-</i>	<i>-</i>
<b>Total comprehensive income</b>	<b>(201,224)</b>	<b>668,066</b>	<b>3,206,289</b>
<i>attributable to:</i>			
Group	(195,219)	809,737	3,393,473
Minority interest	(6,005)	(141,671)	(187,184)

(\*) It should be noted that accounting standard IAS 1, paragraph 81, in force since 1 January 2009, prescribes that the Comprehensive Income Statement should be presented as one of the following:

- a single summary of the income statement
- a separate summary of the comprehensive income statement

The presentation of a separate summary of the comprehensive income statement was considered preferable.

## Statement of Changes in Consolidated Shareholders' Equity

Operations	Company Capital	Own shares	Share Premium Fund	Reval. Reserve	Other Reserves	Profits (Losses) brought forward	Profit (Loss) for the period	Minority Interests	Minority Interests	Total Net Worth	Total Group Net Worth
<b>Balance at 31/12/2010</b>	26,979,658	0	18,081,738	2,907,138	7,478,094	6,243,417	4,929,299	829,160	4,590,447	66,619,344	65,790,184
Reclassification previous year's profit to previous year's profit						4,929,299	(4,929,299)			-	
Destination of the period result					5,308,350	(5,308,350)				-	
Dividend distribution					(2,075,358)					(2,075,358)	
Stock Option					297,742					297,742	
Changes in consolidated companies						780,584				780,584	
Profit (loss) of the period							668,066	671,828		668,066	
Net income / (expense) for the period recognized in equity											
<b>Balance at 30/09/2011</b>	26,979,658	-	18,081,738	2,907,138	11,008,828	6,644,950	668,066	1,500,988	668,066	66,290,377	64,789,389
Purchase of own shares		(46,508)			(10,007)					(56,515)	
Changes in consolidated companies						(239,625)				(239,625)	
Profit (loss) of the period							2,538,223	(209,134)		2,538,223	
Net income / (expense) for the period recognized in equity									2,538,223	2,538,223	
<b>Balance at 31/12/2011</b>	26,979,658	(46,508)	18,081,738	2,907,138	10,998,821	6,405,325	3,206,289	1,291,854	3,206,289	68,532,460	67,240,606
Reclassification previous year's profit to previous year's profit					1,607,041	1,599,248	(3,206,289)			-	
Dividend distribution						(1,603,295)				(1,603,295)	
Purchase of own shares		(498,539)			(47,600)					(546,139)	
Sale of own shares		82,966			(8,318)					74,648	
Profit (loss) of the period						(198,878)	(240,869)	(283,963)	(240,869)	(439,747)	
Net income / (expense) for the period recognized in equity					39,645				39,645	39,645	
<b>Balance at 30/09/2012</b>	26,979,658	(462,081)	18,081,738	2,907,138	12,589,589	6,202,400	(240,869)	1,007,891	(201,224)	66,057,574	65,049,683

## Consolidated Cash Flow Statement

	30.09.2012	30.09.2011	31.12.2011
<b>Operating activities:</b>			
- Profit (loss)	(240,869)	668,066	3,206,289
- Amortisation, depletion and depreciation of assets	2,348,592	1,869,394	2,660,816
- Provision for Severance Pay Fund	2,803,511	2,276,417	2,852,463
- Advances/Payments Severance Pay	(2,663,973)	(847,036)	(1,963,853)
<b>Cash flow arising from operating activities</b>	<b>2,247,261</b>	<b>3,966,841</b>	<b>6,755,715</b>
<b>Increase/Decrease in net working capital:</b>			
- Variation in stock and payments on account	8,308,325	(8,641,602)	(8,998,723)
- Variation in receivables to customers	(5,040,791)	(6,599,903)	(6,146,908)
- Variation in receivables to parent/subsidiary/associated company	(134,305)	5,850.00	(3,990)
- Variation in other accounts receivable	(571,800)	(32,828)	(3,201,938)
- Variation in payables to suppliers	98,852	6,198,915	8,054,582
- Variation in payables to parent/subsidiary/associated company	46,851	(4,832)	(8,138)
- Variation in tax and social security liabilities	1,438,245	2,120,522	196,078
- Variation in other accounts payable	(2,253,982)	3,828,149	8,360,051
<b>Cash flow arising (used) from current assets and liabilities</b>	<b>1,891,394</b>	<b>(3,125,729)</b>	<b>(1,748,986)</b>
<b>Cash flow arising (used) from current activities</b>	<b>4,138,655</b>	<b>841,112</b>	<b>5,006,729</b>
<b>Investment activities:</b>			
- Variation in tangible assets	(1,591,436)	(752,638)	(1,143,825)
- Variation in intangible assets	(2,173,471)	(5,125,688)	(6,487,364)
- Variation in financial assets	(100,348)	(251,374)	1,343
<b>Cash flow arising (used) from investment activities</b>	<b>(3,865,255)</b>	<b>(6,129,700)</b>	<b>(7,629,846)</b>
<b>Financial activities:</b>			
- Variazioni di attività finanziarie che non costituiscono immobilizzazioni	(444,981)	(802,204)	(680,061)
- Variation in other reserves	(2,234,018)	(997,033)	(1,293,174)
<b>Cash flow arising (used) from financial activities</b>	<b>(2,678,999)</b>	<b>(1,799,237)</b>	<b>(1,973,235)</b>
<b>Increase (decrease) in cash</b>	<b>(2,405,598)</b>	<b>(7,087,825)</b>	<b>(4,596,352)</b>
Banks and cash profits at start of year	7,473,881	7,276,753	7,276,753
Banks and cash losses at start of year	(51,827,852)	(47,034,372)	(47,034,372)
Banks and cash profits at end of period	4,679,042	7,409,103	7,473,881
Banks and cash losses at end of period	(51,438,611)	(54,254,547)	(51,827,852)
<b>Increase (decrease) in liquidity</b>	<b>(2,405,598)</b>	<b>(7,087,825)</b>	<b>(4,596,352)</b>

## Explanatory Notes to Exprivia Group Financial Statements

### DECLARATION OF COMPLIANCE WITH IFRS

The quarterly report as at 30 September 2012 of the Exprivia Group was prepared in accordance with International Financial Reporting Standards approved by the European Commission (hereafter IAS/IFRS individually or IFRS as a whole).

- The form and content of this quarterly report as at 30 September 2012 conform to the information set out by IAS 34 "Interim Financial Statements", in compliance with art. 154-ter of Leg. Decree 58/1998 of the Consolidated Finance Act (TUF) as amended.
- The financial statements were drawn up in accordance with IAS 1 while the notes were prepared in an abbreviated form, applying the right set out by IAS 34, and consequently do not include all the information required for an annual report drawn up in accordance with IFRS.

### CONSOLIDATION AREA

The consolidated financial statements as at 30 September 2012, include the equity, economic and financial situations of the Holding Company Exprivia S.p.A. and subsidiaries, and is subjected to changes with respect to 31 December 2011 as a result of the consolidation of the Exprivia Consortium (for more information reference is made to the indications in paragraph "Significant events of the third quarter of 2012").

The table below shows the companies under consolidation:

Company	Area
Datilog S.r.l.	Industry, Aerospace and Media
Exprivia Projects S.p.A.	Utilities
Exprivia SL	Spain and the Americans
Exprivia Solutions S.p.A.	Spain and the Americans
Exprivia Solutions S.p.A.	Industry, Aerospace and Media
GST S.r.l.	Healthcare
Infaber Srl	Industry, Aerospace and Media
ProSap	Spain and the Americans
Realtech S.p.A.	Industry, Aerospace and Media/Public Administration/Utilities/ Banks and Finance/ Energy and Telco/Healthcare
SiSpa Srl	Banks and Finance
Spegea Scarl	Other
Svimservice S.p.A.	Healthcare/ Public Administrations
Wel.Network S.p.A.	Industry, Aerospace and Media/Energy and Telco

The table below provides the main data on the aforementioned subsidiaries consolidated using the line-by-line method.

Company	H.O.	Company capital	Results for period	Net worth	Value of production	Total Assets	% of holding
Consorzio Exprivia	Milano	20,000	(321)	19,679		20,000	100.00%
Datilog Srl	Cinisello Balsamo (MI)	10,400	(189,673)	(179,273)	529,303	449,427	76.00%
Exprivia SL	Madrid (Spagna)	8,250	264,448	687,264	2,090,963	1,553,896	60.00%
Exprivia Do Brasil Servicos Ltda	Rio de Janeiro (Brasile)	58,836	129,493	540,693	852,340	660,883	97.00%
Exprivia Projects S.p.A.	Roma	242,000	549,136	872,712	5,371,944	5,621,070	100.00%
Exprivia Solutions S.p.A.	Roma	170,795	293,754	1,073,316	5,986,507	10,782,844	100.00%
GST S.r.l.	Trento	27,500	(10,915)	358,677	1,536,735	2,190,979	100.00%
Infaber S.r.l.	Molfetta (BA)	110,000	108,505	615,176	1,107,183	1,141,803	100.00%
Gruppo ProSap	Madrid (Spagna)/Città del Messico/Città del Guatemala/Lima	197,904	5,727	1,394,094	6,359,449	5,318,191	51.12%
Realtech S.p.A.	Agrate Brianza (MB)	1,520,000	(294,430)	1,317,296	7,320,948	5,944,778	51.00%
SiSpa Srl	Milano	580,000	787,732	2,203,263	5,286,881	3,833,535	100.00%
Spegea Sc a rl	Bari	125,000	84,527	319,341	1,361,165	2,951,948	60.00%
Svimservice S.p.A.	Molfetta (BA)	1,548,000	1,607,313	3,800,408	14,916,756	27,597,253	100.00%
Wel.Network S.p.A.	Piacenza	1,500,000	(67,380)	956,188	8,343,721	12,460,966	100.00%

Farm Multimedia S.r.l. and Al Faro Srl (both in liquidation and 100% owned) are not included among the consolidated companies as they are not pertinent.

## INFORMATION ON THE CONSOLIDATED BALANCE SHEET

Details are provided below on the items in the Balance Sheet and Income Statement, drawn up in accordance with international accounting standards (IAS/IFRS).

All the figures reported in the tables below are in Euro.

## SHAREHOLDERS' EQUITY

### SHARE CAPITAL

“Share Capital”, fully paid up, amounts to Euro 26,979,658.16 and is represented by 51,883,958 ordinary shares at Euro 0.52 nominal value each. This is the same as 31 December 2011.

## TREASURY SHARES

At 30 September 2012 “**treasury shares**” amounted to Euro -462,080.84 compared to Euro -46,508.28 of 31 December 2011, and the amount refers to the purchase/sale of treasury shares under the plan approved by the shareholders' meeting of 19 April 2012. The number of treasury shares amounts to 892,860.

## SHARE PREMIUM RESERVE

At 30 September 2012 the “**share premium reserve**” amounted to Euro 18,081,738 and is the same as 31 December 2011.

## REVALUATION RESERVE

At 30 September 2012 the “**revaluation reserve**” amounted to Euro 2,907,138 and is the same as 31 December 2011.

## OTHER RESERVES

The balance of item “**other reserves**” amounts to Euro 12,589,589 compared to Euro 10,998,820 at 31 December 2011 and pertains to:

- Euro 3,182,603 for the “**legal reserve**”, which rose by Euro 160,772 compared to 31 December 2011 after allocating profit from the previous year, as resolved by the shareholders' meeting of 19 April 2012;
- Euro 1,636,092 for the “**extraordinary reserve**” compared to Euro 189,823 at 31 December 2011. The change pertains to allocation of the 2011 profit, as resolved by the Exprivia S.p.A. shareholders' meeting of 19 April 2012.
- Euro 7,904,776 to the “**Provision for Investments in the Regione Puglia Programme Agreement**” under the General Regulations governing aid no. 9 of 26 June 2009 as amended – Title VI “Aid to the investment programmes promoted by Large Enterprises to be granted through Regional Programme Agreements”;
- Euro 90,011 to “**other reserves**” compared to Euro 106,283 as at 31 December 2011. The change of Euro 16,272 pertains to the share premium value resulting from transactions to purchase treasury shares.
- Euro -236,486 “**IAS/IFRS tax effect reserve**” represents the tax effect calculated on changes after adopting IFRS and is the same as 31 December 2011;
- Euro 12,593 “**available IAS/IFRS tax effect reserve**” represents the tax effect calculated on changes after adopting IFRS and is the same as 31 December 2011.

## PROFIT FROM PREVIOUS PERIODS

At 30 September 2012 **profit from previous periods** amounted to Euro 6,202,400 compared to Euro 6,405,325 at 31 December 2011.



## NON-CURRENT LIABILITIES

### NON-CURRENT BANK DEBT

At 30 September 2012 the item “**non-current bank debt**” amounted to Euro 10,636,773 compared to Euro 13,774,738 at 31 December 2011, and pertains to medium-term bank debt from major credit and financial institutions and to low-interest loans for specific investments programmes.

It is reported that after 30 September 2012, the bank BNL, as leader of the pool of banks that in 2008 provided the Company the Medium Term loan, accepted the waiver request to cover the failure to respect the financial parameters recorded with reference to 31 December 2011 and 30 June 2012.

## PRODUCTION REVENUES

### REVENUES

**Revenue from sales and services** in the third quarter of 2012 amounted to Euro 29,406,346 compared to Euro 25,468,472 of the third quarter of 2011. See the section ‘Trends in Exprivia Group results’ in the Report for details and information on sales revenues and performance for the business segments (including changes in inventories in progress), in accordance with IFRS 8.

The table below provides details on the revenue from sales and services (Euro 29,406,346), including changes in inventories for products in progress (Euro 416,516) and fluctuations in work in progress contracts (Euro -294,489) pertaining to the third quarter of 2012, compared to the figures of the third quarter of 2011 and broken down by business segment (in K Euro).

Exprivia Group (value in K €)	30/09/2012	30/09/2011	Changes %	Q3 2012	Q3 2011	Changes %
Healthcare	19,639	22,742	-14%	5,777	6,805	-15%
Utilities	19,562	15,244	28%	5,438	4,960	10%
Banks and Financial Institutions	14,912	10,561	41%	5,018	5,057	-1%
Industry, Aerospace and Media	14,418	12,166	19%	5,276	4,371	21%
Energy & Telecom	10,418	9,661	8%	2,983	3,082	-3%
Public Administration	4,926	2,967	66%	1,599	1,251	28%
Spain and the Americas	9,010	5,989	50%	3,277	1,730	89%
Other	1,276	1,201	6%	160	287	-44%
<b>Total</b>	<b>94,161</b>	<b>80,531</b>	<b>17%</b>	<b>29,529</b>	<b>27,544</b>	<b>7%</b>

The details of the revenues concerning the third quarter of 2012, compared with the figures of the same period of the previous year, broken down by area of business are shown below (in K €).

Exprivia Group (value in K €)	30/09/2012	30/09/2011	Changes %	Q3 2012	Q3 2011	Changes %
Projects and services	82,464	70,080	18%	25,885	24,240	7%
Maintenance	6,781	6,227	9%	2,242	2,021	11%
HW/ SW third parties	2,004	1,588	26%	333	517	-36%
Own licences	1,636	1,435	14%	910	478	90%
Other	1,276	1,201	6%	160	287	-44%
<b>Total</b>	<b>94,161</b>	<b>80,531</b>	<b>17%</b>	<b>29,529</b>	<b>27,544</b>	<b>7%</b>

## OTHER INCOME

### Other revenues and income

In the third quarter of 2012 “**other revenues and income**” amounted to Euro 50,725 compared to Euro 72,786 in the same period of the previous year. The table below provides details on the items.

Description	Q3 2012	Q3 2011	Variation
Contingency assets	32,899	38,819	(5,921)
Penalty on customer/damages	-	(8,000)	8,000
Other revenue	(14,430)	12,623	(27,053)
Pay in lieu of notice	14,203	(8,127)	22,330
Income from assignment of vehicles to staff	17,051	37,461	(20,410)
Capital gains	1,001	10	991
<b>TOTAL</b>	<b>50,725</b>	<b>72,786</b>	<b>(22,062)</b>

### Grants related to income

In the third quarter of 2012 “**grants related to income**” amounted to Euro 218,341 compared to Euro 174,491 in the same period of the previous year and refer to grants and tax breaks pertaining to the period or authorised in the period for development projects.

## CHANGES IN INVENTORIES

### Changes in inventories of work in progress, semi-finished and finished goods

In the third quarter of 2012 the item “**changes in inventories of work in progress, semi-finished and finished goods**” amounted to Euro 416,516 compared to Euro 29,834 in the same period of the previous year. It refers to changes in finished products for the medical sector held by the holding company and its subsidiaries GST and Svimservice.

### Fluctuation in work in progress contracts

In the third quarter of 2012 the item “**fluctuation in work in progress contracts**” amounted to Euro -294,489 compared to Euro 2,045,409 of the same period of 2011 and refers to the fluctuation in contract work in progress pertaining to the reporting period.

### Increase in capitalised expenses for internal projects

In the third quarter of 2012 the item “**increase in capitalised expenses for internal projects**” amounted to Euro 464,770 compared to Euro 324,474 in the third quarter of 2011 and mainly refers to expenses incurred in the period to develop products for the banking, healthcare and manufacturing sectors.

## PRODUCTION COSTS

### RAW MATERIALS, CONSUMABLES AND GOODS

In the third quarter of 2012 the item “**raw materials, consumables and goods**” amounted to Euro 1,886,407 compared to Euro 1,406,754 in the same period of the previous year. The table below provides details on the items.

Description	Q3 2012	Q3 2011	Variation
Purchase of HW-SW products	597,148	969,278	(372,130)
Purchase of HW-SW maintenance	1,132,469	140,225	992,244
Stationery and consumables	42,239	40,740	1,499
Fuel and oil	85,808	89,552	(3,745)
Transport and freight on purchases	-	3,989	(3,989)
Transport and freight rates on purchases	123	(2,452)	2,575
Purchase of sundries	9,547	(23,914)	33,461
Warranty services on our customers activities	19,073	189,335	(170,262)
<b>TOTAL</b>	<b>1,886,407</b>	<b>1,406,754</b>	<b>479,654</b>

### STAFF COSTS

In the third quarter of 2012 the item “**staff costs**” amounted to Euro 19,145,646 compared to Euro 17,536,637 in the third quarter of 2011. The table below provides details on the item

Description	Q3 2012	Q3 2011	Variation
Salaries and wages	14,042,416	12,863,217	1,179,198
Social charges	3,988,973	3,580,522	408,452
Severance Pay	914,577	809,693	104,884
Other staff costs	199,680	283,205	(83,524)
<b>TOTAL</b>	<b>19,145,646</b>	<b>17,536,637</b>	<b>1,609,010</b>

The number of group employees at 30 September 2012 amounted to 2,028 workers, 1,933 of which employees and 95 temporary workers, compared to 2,031 (1,943 employees and 88 temporary workers) at 30 June 2012 and 2,013 (1,923 employees and 90 temporary workers) at 31 December 2011.

### OTHER COSTS

#### Other costs for services

In the third quarter of 2012 the item “**other costs for services**” amounted to Euro 4,801,226 compared to Euro 5,858,018 of the third quarter of 2011. The table below provides details on the items:

Description	Q3 2012	Q3 2011	Variation
Technical and commercial consultancy	2,453,666	2,416,878	36,788
Administrative/company/legal consultancy	103,177	261,397	(158,219)
Consultancy to subsidiary companies	22,050	-	22,050
Data processing service	226,886	412,513	(185,627)
Auditors' fees	31,902	76,499	(44,596)
Travel and transfer expenses	674,199	932,817	(258,618)
Other staff costs	33,049	48,740	(15,691)
Utilities	204,423	339,362	(134,939)
Advertising and agency expenses	168,411	110,804	57,608
HW and SW maintenance	268,507	202,686	65,821
Insurance	188,558	110,994	77,564
Costs of temporary staff	288,585	755,036	(466,450)
Other costs	(22,320)	134,467	(156,787)
Mail services	160,131	55,827	104,304
<b>TOTAL</b>	<b>4,801,226</b>	<b>5,858,018</b>	<b>(1,056,792)</b>

### Costs for leased assets

In the third quarter of 2012 the item “**costs for leased assets**” amounted to Euro 958,194 compared to Euro 998,287 in the same period of the previous year. The table below provides details on the items:

Description	Q3 2012	Q3 2011	Variation
Rental expenses	566,397	453,881	112,515
Car rental/leasing	360,485	341,439	19,046
Rental of other assets	230,257	5,526	224,731
Royalties	(2,855)	23,546	(26,401)
Leasing payments	(203,944)	166,032	(369,976)
<b>TOTAL</b>	<b>958,194</b>	<b>998,287</b>	<b>(40,093)</b>

### Sundry operating expenses

In the third quarter of 2012 the item “**sundry operating expenses**” amounted to Euro 407,956 compared to Euro 253,704 of the first quarter of 2011. The table below provides details on the item:

Description	Q3 2012	Q3 2011	Variation
Annual subscriptions	27,395	26,863	532
Books and magazines	2,532	6,672	(4,140)
Taxes	103,484	11,350	92,134
Stamp duty	45,008	27,397	17,611
Penalties and fines	20,507	26,971	(6,464)
Charitable donations	44	760	(716)
Contingency liabilities	90,427	72,026	18,401
Bank charges and commissions	138,638	43,517	95,121
Sundry expenses	(23,060)	22,081	(45,141)
Capital losses on disposals	2,253	(2,853)	5,106
<b>TOTAL</b>	<b>407.956</b>	<b>253.704</b>	<b>154.252</b>

## Inventories and provisions

In the third quarter of 2012 the item “**inventories and provisions**” amounted to Euro 61,140 compared to Euro 16,943 of the third quarter of 2011. It mainly refers to the provisions for risks related to legal proceedings.

## AMORTISATION, DEPRECIATION AND WRITE-DOWNS

### Amortisation and depreciation

The item “**amortisation and depreciation**” amounts to Euro 962,339 compared to Euro 639,577 in the third quarter of 2011 and refers to Euro 554,228 for intangible assets and Euro 408,111 for tangible assets.

### Other write-downs

The item “**other write-downs**” amounts to Euro 28,082.

### Doubtful receivables included in current assets

The balance of “**write-downs**” amounts to Euro 37,409 compared to a Euro -9,256 of the third quarter of 2011 and refers to doubtful receivables unlikely to be collected.

## FINANCIAL INCOME AND CHARGES

### Income from parent companies

In the third quarter of 2012 the item “**income from parent companies**” amounted to Euro 2,871 compared to Euro 4,584 in the third quarter of 2011 and refers to interest accrued by the Parent Company Abaco Innovazione S.p.A. for a loan with the subsidiary Exprivia Solutions S.p.A.

### Other financial income

In the third quarter of 2012 the item “**other financial income**” amounted to Euro 20,153 compared to Euro 57,778 in the same period of 2011. The table below provides details on the item:

Description	Q3 2012	Q3 2011	Variation
Bank interest receivable	19,683	7,823	11,860
Revenues from financial derivatives	-	49,833	(49,833)
Interest income from securities	-	(23)	23
Other interest income	(882)	89	(971)
Rounding up of assets	1,352	56	1,296
<b>TOTAL</b>	<b>20.153</b>	<b>57.778</b>	<b>(37.625)</b>

### Interest and other financial charges

In the third quarter of 2012 the item “**interest and other financial charges**” amounted to Euro 649,357 compared to Euro 658,446 in the same period of the previous year. The table below provides details on the items:

Description	Q3 2012	Q3 2011	Variation
Bank interest payable	249,962	106,585	143,378
Interest on loans and mortgages	184,579	361,034	(176,455)
Sundry interest	(11,385)	19,974	(31,358)
Financial charges	180,040	143,017	37,023
Charges derivatives	42,467	26,997	15,470
Rounding up/down	3,694	840	2,854
<b>TOTAL</b>	<b>649,357</b>	<b>658,446</b>	<b>(9,088)</b>

### Profit and loss on currency exchange

In the third quarter of 2012 “**losses on currency exchange**” amounted to Euro 125,776 compared to Euro -4,343 regarding the profits on currency exchange of the third quarter of 2011.

### INCOME TAXES

In the third quarter of 2012 “**income taxes**” amounted to Euro 861,665 compared to Euro 1,400,983 in the third quarter of 2011 and refers to tax provisions, namely Euro 454,980 for IRES, Euro 521,350 for IRAP, Euro -133,121 for the taxes of previous years, Euro -5,284 for deferred taxes and Euro 23,740 for prepaid taxes.

The Holding Company Exprivia S.p.A. acts as the consolidating company and determines a single taxable result for the companies under National Tax Consolidation in accordance with art. 117 of T.U.I.R..

Each company under Tax Consolidation contributes taxable income or tax loss to Exprivia S.p.A. as a payable/receivable for the consolidating company, depending on their IRES.

### PROFIT (LOSS) FOR THE PERIOD

The income statement for the third quarter of 2012 closed with a consolidated profit (after taxes) of Euro 360,034.

## **INFORMATION ON THE CASH FLOW STATEMENT**

The **Net Financial Position** as at 30 September 2012 was Euro -46.8 million, Euro 5.2 million worse than 30 June 2012 due to two combined effects: seasonal decrease in receipts from customers, which is typical of the month of August, and the lesser use of non-recourse factoring transactions compared to the previous quarters.

The Exprivia Group repaid the banking system principal on loans totalling roughly Euro 5.5 million during the first nine months of 2012, without further disbursements.

## **DECLARATION IN ACCORDANCE WITH ART. 154-BIS. PAR. 2 OF LEGISLATIVE DECREE NO. 58 OF 24 FEBRUARY 1998. ON THE PROVISIONS ON BROKING AND SUBSEQUENT AMENDMENTS**

The undersigned Gianni Sebastiano, executive manager responsible for preparing the corporate accounts, in accordance with art. 154-bis, par. 2 of legislative decree no. 58 of 24/02/1998, introduced by law no. 262 of 28/12/2005, states that the information and data on the economic, capital and financial situation contained in this Interim Report on Operations as at 30 September 2012 referring to the Consolidated Financial Statements correspond to the documentary results of the accounting records.

Molfetta, 14 November 2012

Executive Manager responsible for Preparing the Corporate Accounts

Mr. Gianni Sebastiano