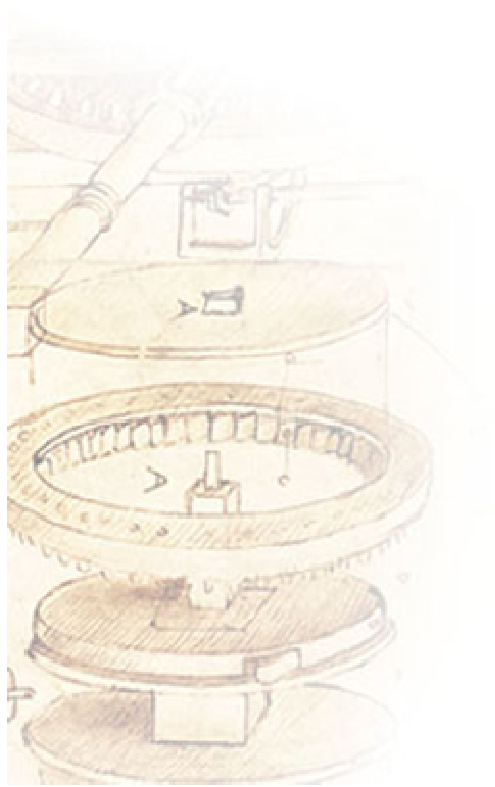




Interim Report on Operations as at 30 September 2013



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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 2013, 30 September 2012 and 31 December 2012.

	30.09.2013	30.09.2012	31.12.2012
Total production revenues	94,289,693	96,521,286	132,488,003
net proceeds and variation to work in progress to order	91,435,475	94,160,445	128,986,593
increase to assets for internal work	1,160,406	1,356,704	1,869,045
other proceeds and contributions	1,693,812	1,004,137	1,632,365
Difference between costs and production proceeds (EBITDA)	8,483,192	7,441,564	12,409,926
% on production proceeds	9.00%	7.71%	9.37%
Net operating result (EBIT)	5,448,434	4,534,862	7,242,091
% on production proceeds	5.78%	4.70%	5.47%
Net result	1,306,705	(240,869)	2,424,481
Group net equity	68,252,586	65,049,683	67,180,603
Total assets	179,304,215	198,453,618	187,120,765
Capital stock	26,979,658	26,979,658	26,979,658
Net working capital (1)	30,353,999	38,059,413	36,625,594
Cash flow (2)	9,976,183	8,308,325	5,833,084
Fixed capital (3)	91,068,576	89,136,182	90,324,982
Investment	3,146,283	3,819,383	4,048,426
Cash resources/bonds (a)	5,238,945	4,679,042	5,343,335
Short-term financial debts (b)	(36,247,403)	(40,801,839)	(39,824,155)
Medium-/long-term financial debts (c)	(7,092,681)	(10,636,773)	(9,551,977)
Net financial position (4)	(38,101,139)	(46,759,569)	(44,032,797)

(1) **“Net working capital”** is calculated as the sum of total current assets less cash at bank and on hand and total current liabilities plus current bank debt.

(2) **Cash flow** is calculated as the sum of net profit (loss) adjusted by amortisation, changes in employee severance indemnities and write-downs

(3) **“Fixed capital”** is equal to total non-current assets

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

The table below shows the main economic indicators of the Group referring to 30 September 2013, compared with the same period of the previous year.

For the calculation of ROE and ROI, it was considered appropriate, from this report, use a logic "rolling" as a reference annual net profit and operating income from 1 October 2012-30 September 2013, for the data 30 September 2013 and 1 October 2011-30 September 2012 for the figures at 30 September 2012.

Exprivia Group	30/09/2013	30/09/2012
Index ROE (Net income / equity capital)	5.82%	3.53%
Index ROI (EBIT / Net Capital Invested)	7.57%	6.93%
Index ROS (EBIT / Revenues)	6.04%	4.63%
Financial charges / Net profit	1.580	-8.924

The table below shows the main capital and financial indicators of the Group as at 30 September 2013, 30 September 2012 and 31 December 2012.

Exprivia Group	30/09/2013	30/09/2012	31/12/2012
Net Financial Debt / Equity Capital	0.56	0.72	0.66
Debt ratio (Total Liabilities / Equity Capital)	2.63	3.05	2.79

SUMMARY OF THE OPERATIONS IN THE THIRD QUARTER OF 2013

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 2013, compared with the same period of the previous year.

Exprivia Group (value in K €)	30.09.2013	30.09.2012	Variations %	Q3 2013	Q3 2012	Variations %
Revenues	94,290	96,521	-2.31%	30,885	30,262	2.06%
Net revenues	91,435	94,160	-2.89%	29,974	29,528	1.51%
EBITDA	8,483	7,442	13.99%	3,531	3,002	17.62%
EBIT	5,448	4,535	20.13%	2,409	1,974	22.04%
Pre-tax result	3,269	2,409	35.70%	1,670	1,222	36.66%
Result	1,307	-241	642.32%	770	360	113.89%

At the end of the third quarter of 2013, the Exprivia Group's **revenues** stood at Euro 30.9 million, up 2.06% compared to the same period of 2012 (Euro 30.3 million). Consolidated **net revenues** amounted to Euro 30 million, up 1.51% compared to the same period of 2012 (Euro 29.5 million).

Consolidated **EBITDA** totalled Euro 3.5 million in the third quarter of 2013 (Euro 3 million in the third quarter of 2012), 11% of the revenues, a significant growth compared with the same period of the previous year. In the third quarter of 2013, consolidated **EBIT** amounted to Euro 2.4 million and was also up, by 22% compared to the same period of the previous year (Euro 2 million). **Profit before taxes** stood at Euro 1.7 million, 5% of revenues, a clear improvement compared to the same period of 2012.

The Group's margins continued to improve significantly in the first nine months of the year compared to the same period of 2012 as well as considering progressive growth in the individual quarters.

Revenues remained stable, and the commercial policy of selecting higher-value contracts continued. Growth continued in the Banking market and in international markets, with revenues reaching 12.3% of the Group's consolidated revenues.

Despite the continued shrinkage of the IT market in Italy, the mix of Group revenues has changed to favour private markets over the Public Administration market.

The improvement in profitability parameters can be seen particularly in the performance of the holding company, which had EBITDA of Euro 2.7 million, up compared to Euro 0.2 million in the same period of 2012.

As at 30 September 2013, the **Net Financial Position** was Euro -38.1 million, a clear improvement (Euro +5.9 million) over 31 December 2012, when it was Euro -44.0 million. The Group's **Shareholders' equity** as at 30 September 2013 totalled Euro 68.3 million, up Euro 1.1 million compared to 31 December 2012.

Exprivia Group (value in K €)	30.09.2013	30.09.2012	31.12.2012
Group Net Worth	68,253	65,050	67,181
Net Financial Position	(38,101)	(46,760)	(44,033)

CORPORATE BODIES

BOARD OF DIRECTORS

As at 30 September 2013, following the appointment of Prof. Vito Albino as third independent director occurred on 12 March 2013 and its subsequent confirmation by the Ordinary Shareholders' Meeting of 18 April 2013, the Board of Directors, which will remain in office until the approval of the 2013 financial statements, 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	Milano 22/06/1954
Giancarlo Di Paola	Executive Officer	Executive	Bari 22/05/1952
Marco Forneris	Executive Officer	Executive	Caluso (TO) 19/02/1951
Rosa Daloiso	Non-independent Director	Non-Executive	Margherita di Savoia (FG) 5/04/1966
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	Milano 21/01/1948
Vito Albino	Independent Director (*)	Non-Executive	Bari 10/09/1957

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

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 (See Corporate Governance).

BOARD OF STATUTORY AUDITORS

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

Membro Collegio	Carica ricoperta	Luogo e data di nascita
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 Board of Statutory Auditors has been confirmed by Ordinary Shareholders' Meeting of the 28 April 2011, for the period 2011-2013. The term of office will expire with the approval of the financial statements for the year ended 31 December 2013.

INDEPENDENT AUDITORS

The Independent Auditors for the Exprivia Group are PKF Italia S.p.A.. Their appointment shall end on approval of the financial statements as at 31 December 2013.

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.

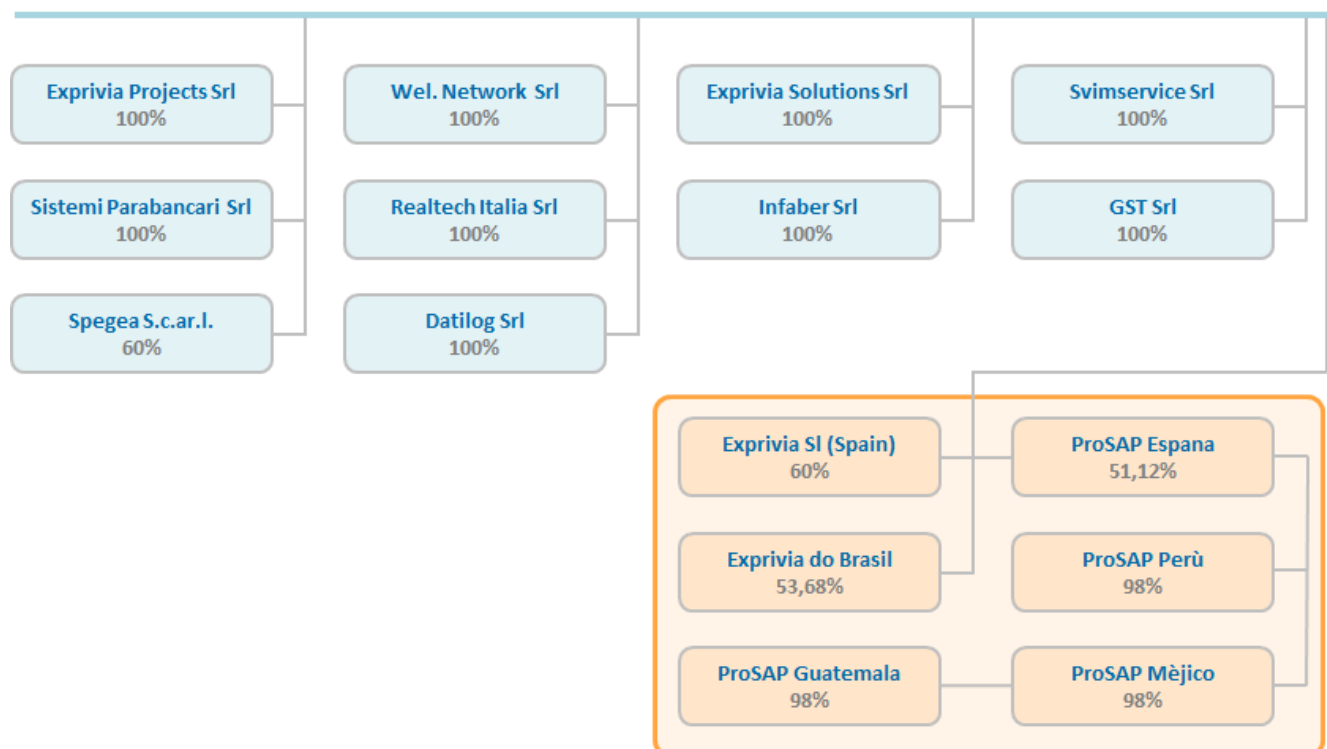
The Company has been listed on the Italian stock exchange since 2000 and in the STAR MTA segment since October 2007. Exprivia currently employs a team of over 1,800 people distributed among its headquarters in Molfetta (BA), branches in Italy (Milan, Rome, Piacenza, Trento, Bari, Vicenza, Genoa, and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

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

Exprivia SpA



SUBSIDIARIES

Exprivia Projects Srl 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 Srl 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.

Exprivia Solutions Srl holds 100% of the share capital of **Farm Multimedia S.r.l.** (in liquidation).

Svimservice Srl. 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.

Wel.Network Srl 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, 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.

Sistemi Parabancari 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. Sis.Pa 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 100% owned by Exprivia. Based in Milan with Euro 10,000.00 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 Srl is 100% 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 2011, 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, which 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.

“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.

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, is dedicated to the development of IT solutions and systems for the for the Spanish healthcare market. Exprivia controls the company with a 60% share

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 53.68% share while the company Simest it holds 46.145%.

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.

CONSORTIA INITIATIVES

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)”. LabGTP is a public-private laboratory dedicated to bioinformatics and is based in Naples. Created in 2006, this laboratory has recently received the approval of the Ministry of Industry University and Research for 2 projects PON 2011, to continue its researches.

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, 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.

Distretto H-BIO Puglia, a consortium company named “Puglia technology district for the health of persons and biotechnologies”, based in Bari, will develop its operations in the strategic areas of molecular diagnostics and integrated diagnostics products, treatment and rehabilitation products, and bioinformatics products.

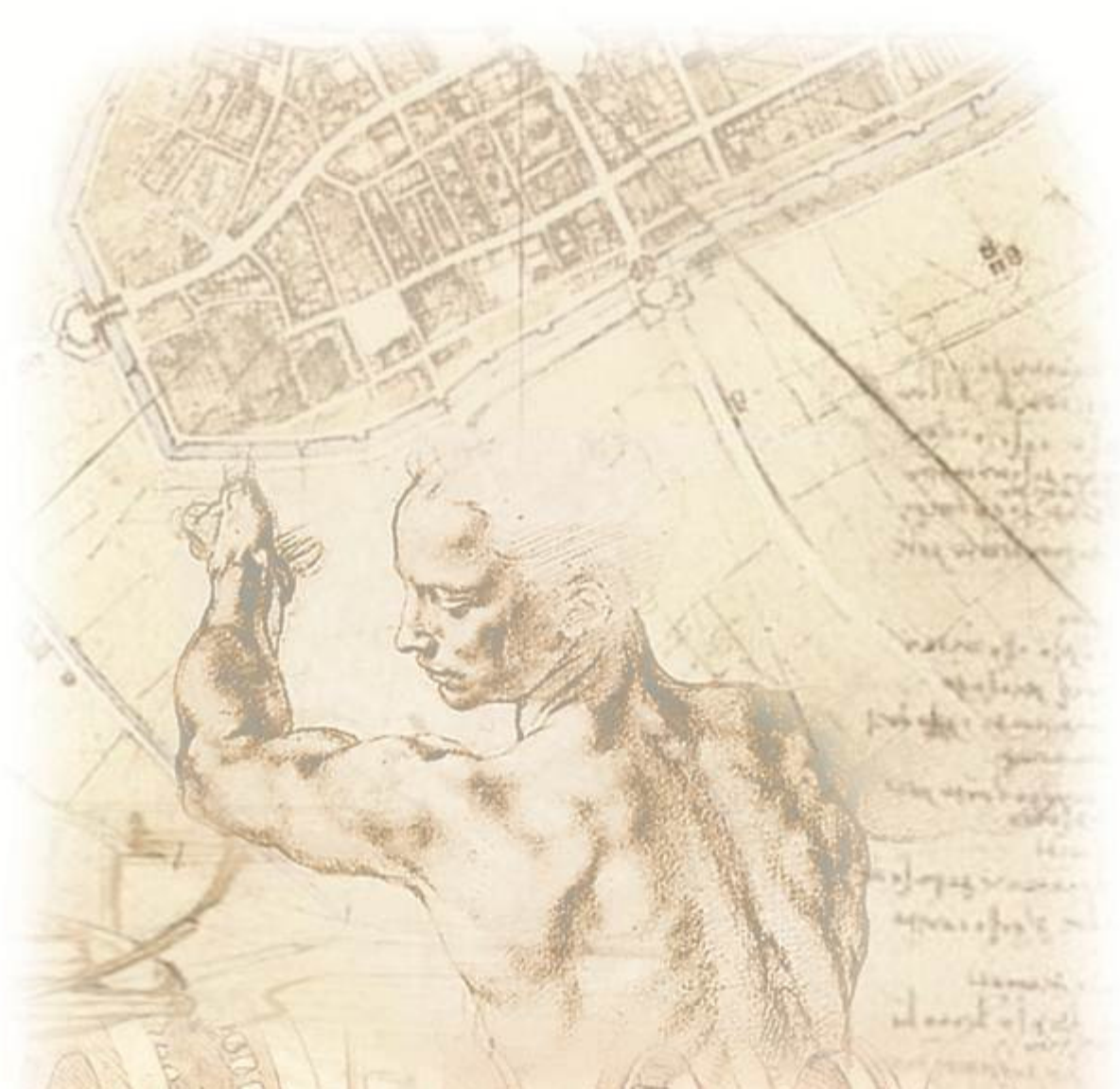
THE EXPRIVIA BUSINESS MODEL

The Exprivia Group is a leading Italian company specialised in designing, developing and integrating innovative software solutions and 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

Banking, Finance and Insurance

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 banks 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.

INTERCHANNELS

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 using business intelligence platforms e 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 focused on 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.

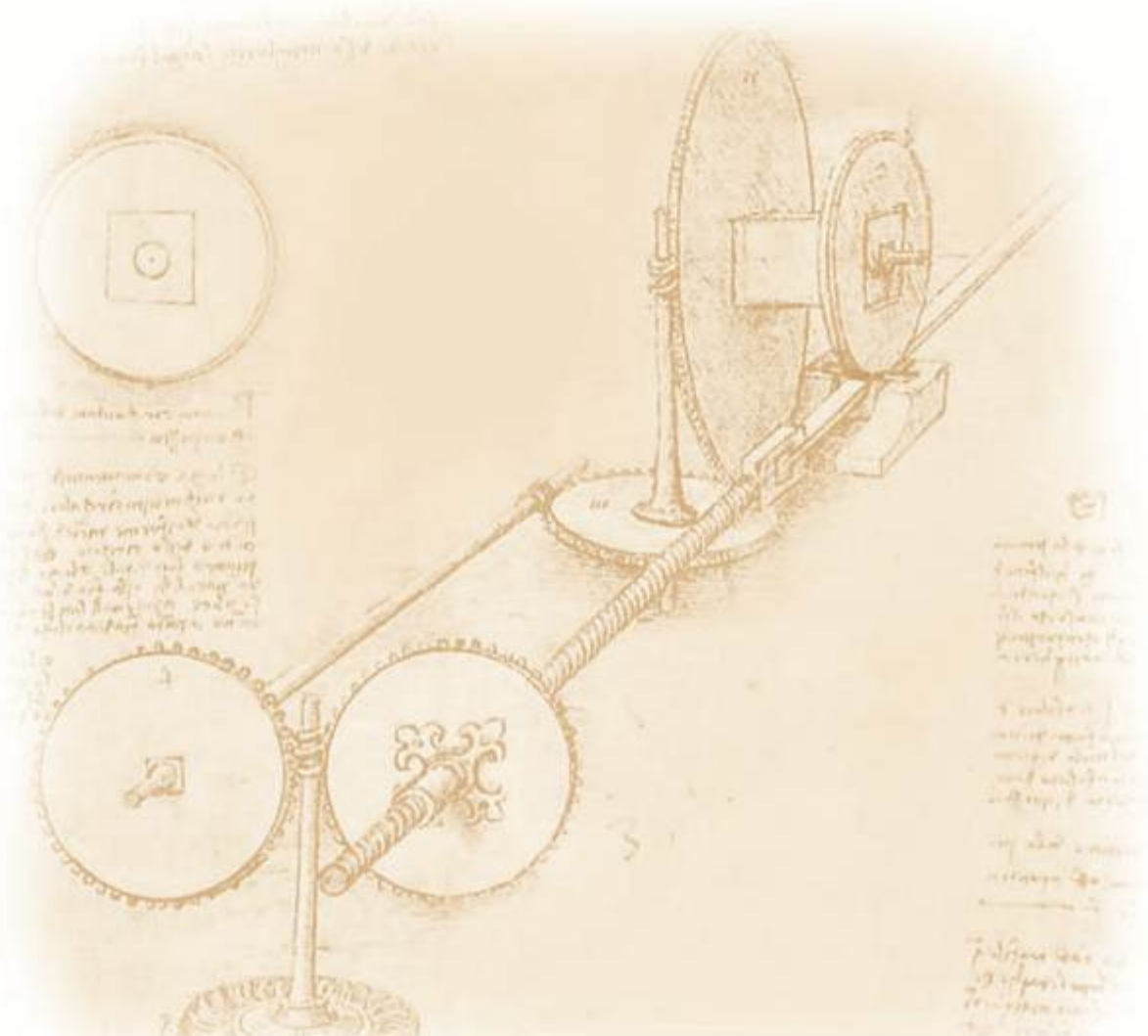
Exprivia assists its customers with solutions for the development and management of transversal and characteristic processes. In particular it proposes solutions aimed at ensuring an integrated management of administrative processes, efficient operating processes, the quality of customer services, process 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 in 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** in the third quarter of 2013 is substantially in line with the same period of 2012.

The details of the revenues concerning 30 September 2013 and the third quarter of 2013, 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 €)	30.09.2013	30.09.2012	Variations %	3° Q 2013	3° Q 2012	Variations %
Banks, Financial Institutions and Insurance	19,246	14,912	29%	7,741	5,018	54%
Industry, Aerospace and Media	12,541	14,418	-13%	3,592	5,276	-32%
Energy and Telecom	9,559	10,418	-8%	2,651	2,983	-11%
Health and Healthcare	15,818	19,639	-19%	4,845	5,777	-16%
Utilities	19,818	19,562	1%	6,464	5,438	19%
Public Administration	3,809	4,926	-23%	1,027	1,599	-36%
International Business	9,816	9,010	9%	3,362	3,277	3%
Other	828	1,276	-35%	294	160	84%
Total	91,435	94,160	-2.89%	29,975	29,528	1.51%

The details of the revenues concerning 30 September 2013 and the third quarter of 2013, 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 €)	30.09.2013	30.09.2012	Variations	3° Q 2013	3° Q 2012	Variations %
Projects and Services	72,793	82,464	-12%	21,973	25,885	-15%
Maintenance	11,228	6,781	66%	3,515	2,242	57%
HW/ SW third parties	5,759	2,004	187%	3,914	333	1077%
Own licences	829	1,636	-49%	280	910	-69%
Altro	827	1,276	-35%	293	160	83%
Total	91,435	94,160	-2.89%	29,975	29,528	1.51%

The details of the revenues concerning 30 September 2013, compared with the figures as at 30 September 2012, broken down by private and public sector are shown below (in K €).

Exprivia Group (value in K €)	30.09.2013	Effect %	30.09.2012	Effect%	Variations%
PRIVATE	71,602	78.3%	68,996	73.3%	3.8%
PUBLIC	19,834	21.7%	25,164	26.7%	-21.2%
TOTAL	91,435		94,160		-2.89%

The details of the revenues concerning 30 September 2013, compared with the figures as at 30 September 2012, broken down by geographic area are shown below (in K €).

Exprivia Group (value in K €)	30.09.2013	Effect %	30.09.2012	Effect %	Variations %
ITALY	80,222	87.7%	84,226	89.4%	-4.8%
FOREIGN	11,213	12.3%	9,935	10.6%	12.9%
TOTAL	91,435		94,160		-2.89%

BANKING, FINANCE AND INSURANCE

The **Banking, Finance and Insurance** Business Line generated Euro 7.7 million in revenues in the third quarter of 2013, up 53% compared to the same period of the previous year, as a confirmation of the positive trend already recorded in the first half year (+20% year-on-year) thanks to some significant Trading, Security, Applications projects that came into production. Exprivia's distinctive skills in Finance (capital market, credit and risk management applications, factoring, etc.), enriched by new specific trading room skills, Byod (bring your device) and expanded Compliance (Governance risk management) and Security (ensuring the security of priority users) skills have led to the development of a particularly interesting product range for Credit Institutions.

Our work on these topics at leading banks has provided us with significant and successful experience.

In the Insurance sector, we are pursuing contacts with the market and consolidating our presence in certain large insurance groups.

INDUSTRY, AEROSPACE AND MEDIA

The **Industry, Aerospace and Media** Business Line had revenues of Euro 3.6 million in the third quarter of 2013 compared to Euro 5.3 million in the same period of the previous year.

Exprivia is impacted by the general downturn in the Industry market, particularly in the segment of large users and specifically in the area of Aerospace Defence.

However, in the average Italian company that exports, we have some cases of successfully applying ERP on a global scale (Italy, North America, South America and China).

The Made in Italy, Design and Luxury segment is still an attractive subsegment for ERP application extensions (logistics chain, shop management, etc.), but especially for mobile and web applications and e-commerce configurators and catalogues, areas in which we have important projects.

The SAP centre of competence, historically one of the distinctive factors of Exprivia in this sector, successfully delivered the first SAP projects in the HANA environment.

The process of integrating the companies in the Industry area (Realtech, Wel.Network, Datilog) is under way to create an increasingly specialised hub around ERP applications called Exprivia Enterprise Consulting.

ENERGY AND TELECOM

In the third quarter of 2013, the revenues of the **Energy and Telecom** Business Line amounted to Euro 2.6 million, down 11% compared to the third quarter of 2012 (Euro 3 million). Internal dynamics are different, and the Energy segment increased with ever more distinctive projects from traditional SAP ERP to the world of Finance, to innovative projects in the portal and mobile realms relating to the Consumer market, to the production and search for natural resources and relating to security in general. All of this distinctive skill in the Energy area creates knowledge that can be used in other markets.

On the other hand, due to specific customer situations there was a decrease in the Telecom area, which we count on recovering in the coming quarters.

HEALTH AND HEALTHCARE

In the **Health and Healthcare** Business Line, revenues amounted to Euro 4.8 million in the third quarter of 2013, down 16% compared to the same period of the previous year. This result is mainly due to the expiration of two important long-term agreements in the **Region and Territory** sector. In the **Medical and Hospital** sector, revenues were basically in line with revenues in the same period of 2012. In this area,

revenues continued to be generated by projects acquired in 2012 while the Company is completing investments in key application areas of its products and solutions, i.e. in imaging and medical records with the new integrated solution, e4cure.

Lastly, as regards the **Voice Recognition** sector, expressed by the GST company, revenues reported an excellent result with growth of 33% compared to the corresponding period of 2012.

UTILITIES

In the **Utilities** Business Line, revenues amounted to Euro 6.5 million in the third quarter of 2013, up 19% compared to the same period of the previous year.

The greatest growth was in Information Technology Outsourcing (ITO); in Business Process Outsourcing (BPO), on the other hand, there was an approximately 6.2% increase.

In the third quarter of 2013, the Business Line recorded positive revenues, recovering from the downturn in the second quarter. The trend was generally positive, largely due to the tendency for the main energy players to outsource increasingly large portions of internal administrative processes and the increasing focus on the topics of renewable energies and energy mobility. Since profits from the sale of energy are continuing to go through a downturn, sector companies are aiming to sell their customers complementary services and products in order to increase the value of their customer bases and ensure greater customer retention. Exprivia is investing in process automation for this complementary market segment.

As regards the product range, particular attention is being placed on the transport sector as the market increasingly demands services to be provided to the general public for the electronic payment of public transport tickets and parking fees, services which are expected to become increasingly widespread and economically significant in the coming years.

PUBLIC ADMINISTRATION

In the third quarter of 2013, the **Public Administration** Business Line recorded revenues of Euro 1 million, down 36% compared to the same period of the previous year.

This decrease is due to the increasingly widespread desire of customers to allocate fewer economic resources to the services offered, while also requiring stable quality levels.

In line with trends in previous quarters, the overall IT expenditure of central government administrations decreased, and the effects of the unification policies launched in 2012 for those entities having a significant amount of IT spending are noted. The critical situation of the financial statements of the local administrations and the uncertainty of the fate lying in wait for the provincial administrations and in-house companies had a negative impact.

In terms of the Regional Public Administration, Exprivia has basically confirmed the revenues from current customers and has implemented commercial initiatives intended to increase the business volume for the coming year. It has also entered into agreements with new customers.

As regards the National Public Administration, Exprivia is intensifying commercial activities with respect to customers and prospects to identify initiatives that complement the services and solutions it offers.

INTERNATIONAL BUSINESS

International development in the third quarter of 2013 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, **Profesionales de Sistemas Aplicaciones y Productos S.L. (ProSap)** and **Exprivia S.L.**, the characteristic product range based on ERP applications and SAP services for industry and distribution, with Business Intelligence solutions for the Healthcare sector, and web services (marketing and online sales) for Banks and large distribution chains, has been expanded.

Sales in the Latin American countries through local operators of area imaging solutions and Business Intelligence for Healthcare made an important contribution to Exprivia SL's results.

In Mexico, where the Exprivia Group operates directly with **Prosap Mexico**, an important project aimed at updating the ERP-based SAP IT management system of the largest infrastructure construction company in Latin America has been completed. The development of a SAP system for the public administration of the state of Tamaulipas has also started. Prosap Mexico is a SAP Gold Partner.

Activities continue for **Prosap Guatemala**, which operates also in other Central America countries, and Prosap Perú, start-up focused 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 Informatica Ltda** into the IT Security sector continue, with the acquisition of important customers in the sectors of large-scale retail, boats and insurance. Technical and commercial activities regarding SAP ERP products have begun in the industry market, and the first important installation at the production unit of an Italian company is under way.

In August, the **Exprivia Representation Office in China** was officially opened in Beijing.

SIGNIFICANT EVENTS OF THE THIRD QUARTER OF 2013

COMPANY STREAMLINING PROJECT

The implementation of the company streamlining project outlined and approved by the Board of Directors on 23 April 2013 continued.

The initial phase, which was completed in the first half of the year, consisted in acquiring the minority interest of the companies Realtech S.p.A. and Datilog S.r.l., in turning the juridical form into private limited company for all 100% owned companies, in concentrating their headquarters and in the possibility of appointing a single supervisory body as an alternative to the Board of Statutory Auditors.

Work continued on the second phase, which consists in three mergers. They will let us attain important synergies deriving from the elimination of corporate and administrative duplications and overlapping, with consequent savings on overheads due to exercising a lower number of entrepreneurial activities.

The first operation consists of **merger by incorporation of the companies Exprivia Solutions Srl and Infaber Srl into Exprivia SpA.**

The “plan for merger” was approved by the individual administrative bodies of the three companies and was afterwards approved by the respective shareholders' meetings (for Exprivia S.p.A. the board of directors pursuant to Art. 2505 and 2505-ter of the Italian Civil Code). It was then filed with the Register of Companies in accordance with current laws.

The merger was concluded on 28 October 2013 when the merger deed was registered.

The second operation consists of **merger by incorporation of the companies Realtech Italia Srl and Datilog Srl into Wel.Network Srl.**

The “plan for merger” was approved by the individual administrative bodies of the three companies and was afterwards approved by the respective shareholders' meetings. It was then filed with the Register of Companies in accordance with current laws.

The merger was concluded on 15 October 2013 when the merger deed was registered. **The incorporating company Wel.Network Srl changed its name to Exprivia Enterprise Consulting Srl** and moved its registered office to Milan at the same time Realtech and Datilog were incorporated.

The third operation is the **merger by incorporation of the company Gruppo Soluzioni Tecnologiche Srl - GST into Svimservice Srl.**

The “plan for merger” was approved by the individual administrative bodies of the two companies and was afterwards approved by the respective shareholders' meetings. It was then filed with the Register of Companies in accordance with current laws.

The operation is expected to be concluded by 31 December and, at the same time as the merger, **the incorporating company Svimservice Srl will change its name to Exprivia Healthcare IT Srl** and transfer its registered office to Trento.

EVENTS AFTER 30 SEPTEMBER 2013

COMPANY EVENTS

There were no events after the closing of the financial statements at 30 September 2013 which could have significant impacts on the financial statements themselves.

ACQUISITIONS/SALES IN THE EXPRIVIA GROUP

There were no events after the closing of the financial statements at 30 September 2013 which could have significant impacts on the financial statements themselves.

STAFF AND TURNOVER

The table below shows the Group staff as at 30 September 2013 compared to the previous quarters.

Company	Employees 30.09.2013	Employees 30.06.2013	Employees 31.03.2013	Employees 31.12.2012	Temporary workers 30.09.13	Temporary workers 30.06.13	Temporary workers 31.03.13	Temporary workers 31.12.12
Exprivia SpA	735	731	737	750	52	55	68	70
Wel.Network Srl	96	98	101	104	1	1	1	2
Svimservice Srl	256	257	262	266	0	0	0	
Exprivia Solutions Srl	108	107	106	108	-	3	7	9
Exprivia SL (Spain)	14	14	13	14	-	-	-	
Exprivia Projects Srl	394	375	357	287	-	-	-	
GST Srl	9	10	10	11	-	-	-	
Realtech Italia Srl	111	118	120	138	2	2	2	4
Datilog Srl	2	2	3	4	-	-	-	1
Prosap (Group) SL	140	140	147	145				
InFaber Srl	18	19	21	21	-	-	-	
Sispa Srl	56	56	56	56	1	1	1	1
Spegea S.c. a r.l.	9	9	9	9	-	1	1	2
Exprivia do Brasil Serviços de Informática Ltda	14	12	10	10	9	10	5	5
Total	1962	1948	1952	1923	65	73	85	94
of which Management	35	35	34	34				
of which Middle Management	183	189	188	187				

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.

On 1 January 2013, a new top level organisational structure of the Exprivia Group became operational, which made changes to the organisational structure implemented on 1 June 2012.

The Administration, Finance and Control Department aggregates the Group Finance function with the Administration and Control functions, reporting to the Chairman of the Exprivia Group.

The Human Resources Department reports directly to the Chairman of the Exprivia Group, who is the head of the department ad interim.

The Internal Audit, Mergers & Acquisitions, Corporate Affairs and International Business Departments, as well as the CEO/Chief Executive Officer, also report to the Chairman.

The operational structure under the CEO/Chief Executive Officer is based on a “Matrix Model”, and is organised into:

2 Commercial Divisions with market development functions: the Private Markets Division, divided into Industry – Banking and Insurance – Oil, Telecom & Media, and the Public Markets Division, divided into in CPA & RPA - Utilities & Public Services – Healthcare. These Divisions are in charge of developing their specific markets to achieve the revenue/profit targets and, in synergy with the production and delivery divisions, identifying area for improvement/expansion of the offer of products and solutions.

8 Production and Delivery Departments specialised according to technology and type of services, which supplement and oversee all the expertise and skills provided by the companies in the Group. Each Department is fully responsible for the profit & loss of the business achieved transversally across the various markets.

3 Staff Functional Units that operate transversally to support the Divisions and Departments at Group level. These are: Marketing & Communication, Corporate IT System and Quality and Legal Office.

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 the financial receivables due from subsidiaries of Exprivia, not included in the consolidation area.

Description	30/09/2013	31/12/2012	Variation
Farm Srl winding up	20,388	20,388	-
TOTAL	20,388	20,388	-

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 the "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 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.

During the third quarter of 2013, no relevant transactions were carried out pursuant to the procedure of transactions with affiliates.

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

RECEIVABLES FROM AFFILIATES AND ASSOCIATED COMPANIES

Description	30/09/2013	31/12/2012	Variation
Traxall Srl		125,345	(125,345)
TOTAL	-	125,345	(125,345)

PAYABLES TO AFFILIATES AND ASSOCIATED COMPANIES

Description	30/09/2013	31/12/2012	Variation
Pervoice S.p.A.		34,390	(34,390)
Traxall Srl		38,115	(38,115)
TOTAL	-	72,505	(72,505)

EXPENSIVE FROM AFFILIATES AND ASSOCIATED COMPANIES

Description	Q3 2013	Q3 2012	Variation
Pervoice Spa		15,000	(15,000)
Traxall Srl		31,500	(31,500)
TOTAL	-	46,500	(46,500)

REVENUES FROM AFFILIATES AND ASSOCIATED COMPANIES

Description	Q3 2013	Q3 2012	Variation
Pervoice Spa		553	(553)
Traxall S.r.l.		89,910	(89,910)
TOTAL	-	90,463	(90,463)

EVENTS AFTER 30 SEPTEMBER 2013

On 21 October 2013, Exprivia SpA carried out a transaction of low relevance with an affiliate, consisting of the disbursement to its parent company Abaco Innovazione SpA of an interest-bearing loan of Euro 400,000.00, settled at an interest rate equal to the 3-month Euribor + 5 percentage points, to be repaid in a single instalment eighteen months after disbursement, and therefore by 22 April 2015.

The loan is secured by a commitment to sell Exprivia shares of equivalent value in the event the loan is not repaid on maturity. This transaction was previously evaluated and approved by the Risk and Control Committee on 14 October 2013 and approved by the Board of Directors on 15 October 2013.

Following the merger by incorporation of the company Exprivia Solutions Srl into Exprivia SpA, concluded on 28 October 2013, Exprivia SpA's receivables due from its parent company Abaco Innovazione SpA amounted to a total of Euro 1,657,692.73 on the date of publication of this interim report.

GROUP RELATIONS WITH PARENT COMPANIES

The tables below show relations between the Exprivia Group and the parent company Abaco Innovazione SpA as at 30 September 2013, compared with 31 December 2012 for the equity data and with the same period of the previous year for economic data.

RECEIVABLES

Description	30/09/2013	31/12/2012	Variation
Exprivia S.p.A.	850,174	437,446	412,728
Exprivia Solutions S.p.A.	619,791	611,901	7,890
TOTAL	1,469,965	1,049,347	420,618

REVENUES AND INCOME

Description	Q3 2013	Q3 2012	Variation
Exprivia S.p.A.	6,350	2,500	3,850
Exprivia Solutions S.p.A.	2,686	7,170	(4,484)
TOTAL	9,036	9,670	(634)

BUSINESS OUTLOOK

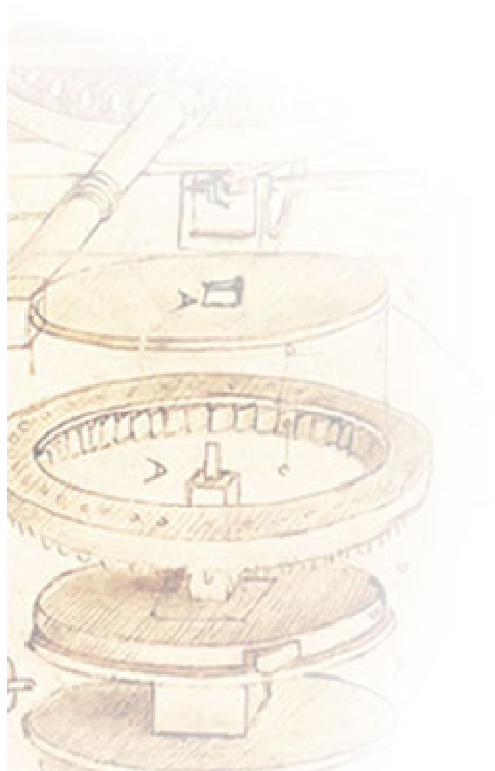
While the shrinkage of the IT market continues in Italy alongside political uncertainty, the Exprivia Group's results as at 30 September 2013, better than the performance of the reference sector, marked an increase in profit margins, partially due to its cost reduction initiatives and the reinforcement of customer satisfaction.

In the third quarter, the Group continued to streamline the company and governance, which led to the establishment of the new company Exprivia Enterprise Consulting, specialised in activities in the SAP environment.

Commercial development abroad also continued and made a significant contribution to Exprivia's growth in terms of revenues and margins. In particular, the following international initiatives began in the third quarter:

- in Azerbaijan: a meeting with the ambassador in Bari and scouting with a team of dedicated consultants
- in Russia: participation in an event in Moscow specialised in the healthcare field and commercial scouting initiated by consultants specialised in this region
- in Brazil: the acquisition of leading customers by a local company in the areas of banking, insurance, large-scale retail and telecommunications.

Quarterly Consolidated Financial Statements of the Exprivia Group



Consolidated Balance Sheet

	30.09.2013	30.09.2012	31.12.2012
Land and buildings	6,279,701	6,450,313	6,469,466
Work in progress and advances	2,468,872	516,763	898,331
Other assets	3,505,704	4,630,827	4,353,117
Property, plant and machinery	12,254,277	11,597,902	11,720,914
Goodwill	29,402,324	29,431,767	29,424,407
Consolidation difference	39,561,161	39,673,492	39,645,410
Goodwill and other assets with an indefinite useful life	68,963,485	69,105,259	69,069,817
Intangible assets	1,597,806	1,545,903	1,440,500
Research and development costs	3,002,927	3,026,846	2,956,859
Work in progress and advances	778,926	561,925	680,446
Other Intangible Assets	5,379,659	5,134,673	5,077,805
Investments in subsidiaries		51,644	
Investments in associates		231,701	218,599
Investments in other companies	905,172	1,633,336	903,335
Equity investments	905,172	1,916,681	1,121,934
Receivables from associates	20,388	22,488	20,388
Other receivables	1,949,343	318,880	1,977,936
Other financial assets	1,969,731	341,368	1,998,324
Tax advances/deferred taxes	1,596,252	1,040,299	1,336,189
Deferred tax assets	1,596,252	1,040,299	1,336,189
NON-CURRENT ASSETS	91,068,576	89,136,182	90,324,982
Trade receivables	53,424,380	63,191,801	62,615,049
Receivables from associates		124,128	125,345
Receivables from parent companies	1,469,965	840,054	1,049,347
Other receivables	12,507,884	14,102,367	11,610,375
Tax receivables	1,078,252	1,371,098	1,503,321
Trade receivables and other	68,480,481	79,629,448	76,903,437
Inventories	439,416	615,978	171,054
Inventories	439,416	615,978	171,054
Work in progress contracts	14,076,797	24,392,967	14,377,957
Work in progress contracts	14,076,797	24,392,967	14,377,957
Held at bank	5,206,371	4,655,183	5,310,083
Cheques and cash in hand	32,574	23,859	33,252
Cash at bank and on hand	5,238,945	4,679,042	5,343,335
CURRENT ASSETS	88,235,639	109,317,436	96,795,783
ASSETS	179,304,215	198,453,618	187,120,765

	30.09.2013	30.09.2012	31.12.2012
Share Capital	26,979,658	26,979,659	26,979,658
Share capital	26,979,658	26,979,659	26,979,658
Treasury shares	(559,300)	(462,081)	(494,012)
Treasury shares	(559,300)	(462,081)	(494,012)
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	3,312,804	3,182,603	3,182,603
Other reserves	11,851,662	9,406,986	9,399,821
Other reserves	15,164,466	12,589,589	12,582,424
Retained earning/loss	5,693,564	6,202,400	6,199,449
Profits/Losses for previous periods	5,693,564	6,202,400	6,199,449
Profit/Loss for the period	1,306,705	(240,869)	2,424,481
SHAREHOLDERS' EQUITY	69,573,969	66,057,574	68,680,875
Minority interest	1,321,383	1,007,891	1,500,272
GROUP SHAREHOLDERS' EQUITY	68,252,586	65,049,683	67,180,603

	30.09.2013	30.09.2012	31.12.2012
Non-current bank debt	7,092,681	10,636,773	9,551,977
Non-current bank debt	7,092,681	10,636,773	9,551,977
Trade payables after the financial year	628,300	750,387	697,665
Payables to other lenders		120,714	
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	130,550	262,105	191,085
Other financial liabilities	2,499,246	2,873,603	2,629,146
Other provisions	1,514,793	1,443,457	1,612,698
Provision for risks and charges	1,514,793	1,443,457	1,612,698
Employee severance indemnities	8,462,999	8,771,891	8,699,275
Employee provisions	8,462,999	8,771,891	8,699,275
Provisions for deferred taxes	1,270,429	1,289,502	1,295,785
Deferred tax liabilities	1,270,429	1,289,502	1,295,785
TOTAL NON-CURRENT LIABILITIES	20,840,148	25,015,225	23,788,881
Current bank debt	36,247,403	40,801,839	39,824,155
Current bank debt	36,247,403	40,801,839	39,824,155
Trade payables	17,881,471	19,669,148	18,260,095
Trade payables	17,881,471	19,669,148	18,260,095
Advances	2,318,551	9,057,654	3,065,134
Advances payment on work in progress contracts	2,318,551	9,057,654	3,065,134
Payables to associated companies		56,792	72,505
Other payables	2,705,986	5,134,608	2,761,627
Other financial liabilities	2,705,986	5,191,400	2,834,132
Tax liabilities	9,147,669	9,465,461	11,703,372
Tax liabilities	9,147,669	9,465,461	11,703,372
Amounts payable to pension and social security institutions	3,855,478	4,147,903	4,735,262
Other payables	16,733,540	19,047,415	14,228,859
Other current liabilities	20,589,018	23,195,319	18,964,121
CURRENT LIABILITIES	88,890,098	107,380,820	94,651,009
LIABILITIES	179,304,215	198,453,618	187,120,765

Consolidated Income Statement

	Q3 2013	Q3 2012	30.09.2013	30.09.2012	31.12.2012
Revenue from sales and services	31,133,325	29,406,346	90,172,531	97,893,374	137,421,919
Revenues	31,133,325	29,406,346	90,172,531	97,893,374	137,421,919
Other revenues and income	75,795	50,725	525,975	322,818	508,108
Grants related to income	439,751	218,341	1,167,837	681,320	1,124,257
Other income	515,546	269,065	1,693,812	1,004,138	1,632,365
Changes in inventories of work in progress	(159,818)	416,516	96,012	479,044	42,204
Changes in work in progress contracts	(999,257)	(294,489)	1,166,932	(4,211,974)	(8,477,530)
Increase in capitalised expenses for intenal projects	395,378	464,770	1,160,406	1,356,704	1,869,045
Changes in inventories of finished goods and work in progress	(763,697)	586,798	2,423,350	(2,376,226)	(6,566,281)
PRODUCTION REVENUES	30,885,174	30,262,209	94,289,693	96,521,286	132,488,003
Costs of raw, subsid. & consumable mat. and goods	2,800,598	1,886,407	7,336,165	5,098,366	7,429,209
Raw materials and consumables used	2,800,598	1,886,407	7,336,165	5,098,366	7,429,209
Salaries	13,686,781	14,042,416	44,857,175	46,013,230	61,335,697
Social security charges	3,652,888	3,988,973	12,147,106	12,606,214	16,718,142
Employee severance indemnities	902,295	914,577	2,678,339	2,803,510	4,012,832
Other staff costs	246,020	199,681	826,264	832,463	1,123,978
Costs related to employee benefits	18,487,984	19,145,646	60,508,884	62,255,417	83,190,649
Other costs for services	4,563,226	4,801,226	13,303,640	16,900,116	22,664,387
Costs for leased assets	1,306,105	958,194	3,775,665	3,633,122	4,931,809
Sundry operating expenses	252,966	407,956	852,184	1,093,736	1,606,243
Provisions	-57,089	61,140	29,963	98,965	255,780
Other costs	6,065,208	6,228,516	17,961,452	21,725,939	29,458,219
TOTAL PRODUCTION COSTS	27,353,790	27,260,570	85,806,501	89,079,722	120,078,077
DIFFERENCE BETWEEN PRODUCTION COSTS AND REVENUES	3,531,384	3,001,640	8,483,192	7,441,564	12,409,926

	Q3 2013	Q3 2012	30.09.2013	30.09.2012	31.12.2012
Ordinary amortisement of intangible assets	555,981	554,228	1,441,031	1,483,060	2,068,899
Ordinary depreciation of tangible assets	387,369	408,111	1,193,128	865,532	1,272,782
Other write-downs	64,111	28,082	148,688	84,248	897,406
Doubtful receivables included in current assets	114,602	37,409	251,912	473,862	928,749
Amortisation, depreciation and write-downs	1,122,063	1,027,830	3,034,759	2,906,702	5,167,836
OPERATIVE RESULT	2,409,321	1,973,809	5,448,434	4,534,862	7,242,091
Income from parents companies	(9,036)	(2,871)	(19,569)	(10,041)	(13,245)
Income from other investments	(366)		(111,256)	(39)	(39)
Other income other than the above	(9,128)	(20,153)	(19,923)	(48,237)	(71,580)
Interest and other financial charges	627,174	649,357	2,063,978	2,149,487	3,025,454
Profit and loss on currency exchange	130,141	125,776	265,780	34,445	77,639
Financial income and charges	738,785	752,110	2,179,010	2,125,615	3,018,229
PRE-TAX RESULT	1,670,536	1,221,700	3,269,424	2,409,247	4,223,862
IRES	432,209	454,980	808,378	1,002,087	1,746,354
IRAP	594,616	521,350	1,847,189	1,900,980	2,605,956
Taxes previous years	(103,264)	(133,121)	(718,173)	(273,839)	(2,533,326)
Deferred taxes	(8,089)	(5,284)	(24,050)	(27,543)	(33,812)
Tax paid in advance	(14,631)	23,740	49,375	48,431	14,209
Income tax	900,841	861,665	1,962,719	2,650,116	1,799,381
PROFIT OR LOSS FOR THE PERIOD	769,695	360,035	1,306,705	(240,869)	2,424,481
Attributable to:					
Shareholders of holding company	793,752	357,056	1,055,906	(234,864)	2,151,958
Minority interest	(24,057)	2,978	250,799	(6,005)	272,523

Statement of Comprehensive Income (*)

Description	30/09/2013	30/09/2012	31/12/2012	01/01/2012
Profit for the period	1,306,705	(240,869)	2,424,481	
Net income (loss) from the change in costs for stock option exercise			(19,711)	378,233
Net income (loss) from sale of own shares			(45,788)	
Fiscal effects	-	-	18,012	(104,014)
Net income / (expense) for the period recognized in equity	-	-	(47,487)	274,219
Total comprehensive income	1,306,705	(240,869)	2,376,994	274,219
<i>attributable to:</i>				
Group	1,055,906	(234,854)	2,104,471	242,780
Minority interest	250,799	(6,005)	272,523	31,439

(*) 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.

It should be noted that the amounts presented in the Statement of Comprehensive Income as at 01/01/2012 represent the value of the past actuarial gain/loss from severance assessments, reclassified after applying the revised IAS 19.

Statement of Changes in Consolidated Shareholders' Equity

Operations	Company Capital	Own shares	Share Premium Fund	Reval. Reserve	Other Reserves	Profits (Losses) brought forward	Valuation reserve	Profit (Loss) for the period	Minority Interests	Minority Interests	Total Net Worth	Total Group Net Worth
Balance at 31/12/2011	26,979,658	(46,508)	18,081,738	2,907,138	10,998,820	6,405,325		3,206,289	1,291,854	3,206,289	68,532,460	67,240,606
Changes in opening balances						(274,219)	274,219					
Opening at 01/01/12	26,979,658	(46,508)	18,081,738	2,907,138	10,998,820	6,131,106	274,219	3,206,289	1,291,854	3,206,289	68,532,460	67,240,606
Reclassification previous year's profit to previous year's					1,607,041	1,599,248		(3,206,289)			-	
Dividend distribution						(1,603,295)					(1,603,295)	
Purchase of own shares		(243,291)			(4,850)						(248,141)	
Changes in consolidated companies						(246,064)					(246,064)	
Profit (loss) of the period								(600,903)	(71,576)	(600,903)	(600,903)	
Net income / (expense) for the period recognized in					-					-	-	
Balance at 30/06/2012	26,979,658	(289,799)	18,081,738	2,907,138	12,601,011	5,880,995	274,219	(600,903)	1,220,278	(600,903)	65,834,058	64,613,780
year's profit to previous year's profit					1,699						1,699	
Purchase of own shares		(287,180)			(49,916)						(337,096)	
Sale of own shares		82,967			62,827						145,794	
Changes in consolidated companies						58,525					58,525	
Profit (loss) of the period								3,025,384	279,994	3,025,384	3,025,384	
Net income / (expense) for the period recognized in					(33,197)		(14,290)			(47,487)	(47,487)	
Balance at 31/12/2012	26,979,658	(494,012)	18,081,738	2,907,138	12,582,424	5,939,520	259,929	2,424,481	1,500,272	2,376,994	68,680,875	67,180,603
Reclassification previous year's profit to previous year's					2,604,023	(179,542)		(2,424,481)			-	
Purchase of own shares		(65,288)			(21,981)						(87,269)	
Sale of own shares											-	
Changes in consolidated companies						(326,343)					(326,343)	
Profit (loss) of the period								1,306,705	(178,889)	1,306,705	1,306,705	
Net income / (expense) for the period recognized in					-					-	-	
Balance at 30/09/2013	26,979,658	(559,300)	18,081,738	2,907,138	15,164,466	5,433,635	259,929	1,306,705	1,321,383	1,306,705	69,573,969	68,252,586

Consolidated Cash Flow Statement

	30.09.2013	30.09.2012	31.12.2012
Operating activities:			
Profit (loss)	1,306,705	(240,869)	2,424,481
Amortisation, depletion and depreciation of assets	2,634,159	2,348,592	3,341,681
Provision for Severance Pay Fund	2,678,339	2,803,511	4,012,832
Advances/Payments Severance Pay	(2,914,615)	(2,663,973)	(3,945,910)
Cash flow arising from operating activities	3,704,588	2,247,261	5,833,084
Increase/Decrease in net working capital:			
Variation in stock and payments on account	(713,785)	8,308,325	12,775,740
Variation in receivables to customers	9,190,669	(5,040,791)	(4,464,039)
Variation in receivables to parent/subsidiary/associated company	(295,273)	134,305.35	(344,815)
Variation in other accounts receivable	(472,440)	(571,800)	1,787,969
Variation in payables to suppliers	(378,624)	98,852	(1,310,201)
Variation in payables to parent/subsidiary/associated company	(72,505)	46,851	62,564
Variation in tax and social security liabilities	(3,435,487)	1,438,245	4,263,515
Variation in other accounts payable	2,449,040	(2,253,982)	(9,445,520)
Cash flow arising (used) from current assets and liabilities	6,271,595	1,891,394	3,325,213
Cash flow arising (used) from current activities	9,976,183	4,138,655	9,158,297
Investment activities:			
Variation in tangible assets	(1,726,491)	(1,591,436)	(2,121,698)
Variation in intangible assets	(1,636,553)	(2,173,471)	(2,667,000)
Variation in financial assets	(14,709)	(100,348)	(1,258,447)
Cash flow arising (used) from investment activities	(3,377,753)	(3,865,255)	(6,047,144)
Financial activities:			
Debiti verso altri finanziatori			
Changes in financial assets not held as fixed assets	(253,161)	(444,981)	(513,913)
Variation in other reserves	(413,611)	(2,234,018)	(2,276,065)
Cash flow arising (used) from financial activities	(666,772)	(2,678,999)	(2,789,979)
Increase (decrease) in cash	5,931,658	(2,405,598)	321,174
Banks and cash profits at start of year	5,343,335	7,473,881	7,473,881
Banks and cash losses at start of year	(49,376,132)	(51,827,852)	(51,827,852)
Banks and cash profits at end of period	5,238,945	4,679,042	5,343,335
Banks and cash losses at end of period	(43,340,084)	(51,438,611)	(49,376,132)
Increase (decrease) in liquidity	5,931,658	(2,405,598)	321,174

EXPLANATORY NOTES TO EXPRIVIA GROUP FINANCIAL STATEMENTS

DECLARATION OF COMPLIANCE WITH IFRS

The quarterly report as at 30 September 2013 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 2013 conform to the information set out by IAS 34 “Interim Financial Reporting”, in compliance with art. 154-ter of Legislative 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 2013 include the equity, economic and financial situations of the holding company Exprivia S.p.A. and subsidiaries, and are not subjected to changes with respect to 31 December 2012.

The table below shows the companies under consolidation:

Company	Area
Consorzio Exprivia	Energy and Telco
Datilog S.r.l.	Industry, Aerospace and Media
Exprivia Projects S.p.A.	Utilities
Exprivia Do Brasil	Spain and the Americans
Exprivia SL	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, Finance and Insurances/ Energy and Telco/Healthcare
SiSpa Srl	Banks, Finance and Insurances
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 S.c.a.r.l	Milano	20,000	(606)	12,408		20,973	100.00%
Datilog Srl	Milano	10,000	(70,924)	(60,924)	213,809	301,806	100.00%
Exprivia SL	Madrid (Spagna)	8,250	325,814	1,028,808	1,937,275	1,991,987	60.00%
Exprivia Do Brasil Servicos Ltda	Rio de Janeiro (Brasile)	881,808	116,506	1,089,795	1,053,597	1,521,534	53.68%
Exprivia Projects Srl	Roma	242,000	(150,369)	199,257	6,212,468	3,596,033	100.00%
Exprivia Solutions Srl	Roma	170,795	567,684	1,347,247	5,526,712	7,441,688	100.00%
GST S.r.l.	Trento	27,500	178,042	547,634	1,528,371	1,935,882	100.00%
Infaber S.r.l.	Molfetta (BA)	110,000	117,874	635,724	1,064,094	1,137,122	100.00%
Gruppo ProSap	Madrid (Spagna)/Città del Messico/Città del Guatemala/Lima (Perù)	197,904	273,737	604,668	6,912,762	5,724,728	51.12%
Realtech Srl	Milano	1,520,000	(1,010,470)	843,478	5,072,011	4,610,345	100.00%
SiSpa Srl	Milano	580,000	755,205	2,170,736	5,218,770	3,763,275	100.00%
Spegea S.c.a.r.l	Bari	125,000	(128,926)	313,075	788,248	1,496,332	60.00%
Svimservice Srl	Molfetta (BA)	1,548,000	939,218	3,812,759	11,929,717	18,974,586	100.00%
Wel.Network Srl	Piacenza	1,500,000	244,977	1,398,549	7,635,518	15,619,026	100.00%

Farm Multimedia S.r.l., in liquidation, 100% owned, is not included in the consolidation area as it is considered irrelevant.

Information on the consolidated balance sheet and income statement

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, amounted 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 at 31 December 2012.

TREASURY SHARES

At 30 September 2013 **"treasury shares"** amounted to Euro -559,300 compared to Euro -494,012 as at 31 December 2012 and refer to the purchase/sale of treasury shares under the plan approved by the shareholders' meeting of 18 April 2013. The number of treasury shares amounts to 1,075,577.

SHARE PREMIUM RESERVE

As at 30 September 2013 the **"share premium reserve"** amounted to Euro 18,081,738 and is the same as at 31 December 2012.

REVALUATION RESERVE

As at 30 September 2013 the **"revaluation reserve"** amounted to Euro 2,907,138 and is the same as at 31 December 2012.

OTHER RESERVES

The balance of item **"other reserves"** amounts to Euro 15,164,466 compared to Euro 12,582,424 as at 31 December 2012 and pertains to:

- Euro 3,312,804 for the **"legal reserve"**, which rose by Euro 130,201 compared to 31 December 2012 after the allocation of profit from the previous year, as resolved by the shareholders' meeting of 18 April 2013;
- Euro 263,790 for the **"extraordinary reserve"** compared to Euro 1,636,092 at 31 December 2012. The change pertains to allocation of the 2012 profit and part of the reserve to a restricted reserve, as resolved by the Exprivia S.p.A. shareholders' meeting of 18 April 2013.
- 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". The amount has not changed with respect to 31 December 2012;

- Euro 3,846,124 to the **“Puglia Digitale Project Reserve”** created in connection with the investment programme called **“Puglia Digitale Project”** as resolved by the Exprivia shareholders' meeting on 18 April 2013;
- Euro 60,865 to **“other reserves”** compared to Euro 82,846 as at 31 December 2012. The decrease pertains to the share premium value resulting from transactions to purchase/sell treasury shares.
- Euro -223,893 **“IAS/IFRS tax effect reserve”** represents the tax effect calculated on changes after adopting IFRS and is the same as 31 December 2012;

PROFIT FROM PREVIOUS PERIODS

At 30 September 2013 the **profit from previous periods** amounted to Euro 5,693,564 compared to Euro 6,199,449 at 31 December 2012.

NON-CURRENT LIABILITIES

NON-CURRENT BANK DEBT

At 30 September 2013 the item **“non-current bank debt”** amounted to Euro 7,092,681 compared to Euro 9,551,977 at 31 December 2012, and pertains to medium-term bank debt from major credit and financial institutions and to low-interest loans for specific investments programmes.

As a result of not meeting some financial parameters at 30 June 2013, the company deemed it necessary, in accordance with IAS 1, paragraph 74, to reclassify the non-current part of medium-term borrowing (Euro 4,017,853) provided by the pool of banks with lead company BNL into **“current bank debt”**.

It is worth noting that the Company has started the renegotiation of financial parameters set out in the Medium Term Borrowing with BNL bank, in order to adjust them to the new economic and capital situation of the Group.

PRODUCTION REVENUES

REVENUES

Revenue from sales and services in the third quarter of 2013 amounted to Euro 31,133,325 compared to Euro 29,406,346 of the third quarter of 2012. See the section “Trends in Exprivia Group results” in the Report for details and information on revenue from sales and services for the business segments (including changes in inventories in progress).

The table below provides details on the revenue from sales and services (Euro 31,133,325), including changes in inventories for products in progress (Euro -159,818) and fluctuations in work in progress contracts (Euro -999,257) as at 30 September 2013 and pertaining to the third quarter of 2013, compared to the same period of the previous year, broken down by business segment (in K Euro).

Exprivia Group (value in K €)	30.09.2013	30.09.2012	Variations %	3° Q 2013	3° Q 2012	Variations %
Banks, Financial Institutions and Insurance	19,246	14,912	29%	7,741	5,018	54%
Industry, Aerospace and Media	12,541	14,418	-13%	3,592	5,276	-32%
Energy and Telcom	9,559	10,418	-8%	2,651	2,983	-11%
Health and Healthcare	15,818	19,639	-19%	4,845	5,777	-16%
Utilities	19,818	19,562	1%	6,464	5,438	19%
Public Administration	3,809	4,926	-23%	1,027	1,599	-36%
International Business	9,816	9,010	9%	3,362	3,277	3%
Other	828	1,276	-35%	294	160	84%
Total	91,435	94,160	-2.89%	29,975	29,528	1.51%

The details of the revenues concerning 30 September 2013 and the third quarter of 2013, 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 €)	30.09.2013	30.09.2012	Variations	3° Q 2013	3° Q 2012	Variations %
Projects and Services	72,793	82,464	-12%	21,973	25,885	-15%
Maintenance	11,228	6,781	66%	3,515	2,242	57%
HW/ SW third parties	5,759	2,004	187%	3,914	333	1077%
Own licences	829	1,636	-49%	280	910	-69%
Altro	827	1,276	-35%	293	160	83%
Total	91,435	94,160	-2.89%	29,975	29,528	1.51%

CHANGE IN INVENTORIES

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

In the third quarter of 2013 the item **“changes in inventories of work in progress, semi-finished and finished goods”** amounted to Euro -159,818 compared to Euro 416,516 in the same period of the previous year. It refers to changes in finished products for the medical sector.

Fluctuation in work in progress contracts

In the third quarter of 2013 the item **“fluctuation in work in progress contracts”** amounted to Euro -999,257 compared to Euro -294,489 of the same period of 2012 and refers to the change in work in progress contracts pertaining to the reporting period.

Increases in fixed assets for internal work

In the third quarter of 2013 the item **“increases in fixed assets for internal work”** amounted to Euro 395,378 compared to Euro 464,770 in the third quarter of 2012 and mainly refers to expenses incurred in the period to develop products for the banking and healthcare sectors.

PRODUCTION COSTS

RAW MATERIALS, CONSUMABLES AND GOODS

In the third quarter of 2013 the item **“raw materials, consumables and goods”** amounted to Euro 2,800,598 compared to Euro 1,886,407 in the same period of the previous year. The table below provides details on the items.

Description	Q3 2013	Q3 2012	Variation
Purchase of HW-SW products	1,796,118	739,236	1,056,882
Purchase of HW-SW maintenance	912,956	990,381	(77,425)
Stationery and consumables	31,858	42,239	(10,381)
Fuel and oil	72,364	85,808	(13,444)
Transport and freight rates on purchases	2,283	123	2,160
Purchase of sundries	(29,666)	9,547	(39,214)
Warranty services on our customers activities	14,686	19,073	(4,387)
TOTAL	2,800,598	1,886,407	914,191

STAFF COSTS

In the third quarter of 2013 the item “**staff costs**” amounted to Euro 18,487,984 compared to Euro 19,145,646 in the third quarter of 2012. The table below provides details on the item

Description	Q3 2013	Q3 2012	Variation
Salaries and wages	13,686,782	14,042,416	(355,633)
Social charges	3,652,888	3,988,973	(336,086)
Severance Pay	902,295	914,576	(12,282)
Other staff costs	246,020	199,681	46,338
TOTAL	18,487,984	19,145,646	(657,662)

The number of group employees as at 30 September 2013 amounted to 2,027 workers, 1,962 of which employees and 65 temporary workers, compared to 2012 (1,983 employees and 95 temporary workers) as at 30 September 2012 and 2,017 (1,923 employees and 94 temporary workers) as at 31 December 2012.

OTHER COSTS

Other costs for services

In the third quarter of 2013 the item “**other costs for services**” amounted to Euro 4,563,226 compared to Euro 4,801,226 of the third quarter of 2012. The table below provides details on the items:

Description	Q3 2013	Q3 2012	Variation
Technical and commercial consultancy	2,238,720	2,453,666	(214,946)
Administrative/company/legal consultancy	228,516	103,177	125,339
Consultancy to subsidiary companies	-	22,050	(22,050)
Data processing service	104,035	226,886	(122,851)
Auditors' fees	35,758	31,902	3,855
Travel and transfer expenses	559,171	674,199	(115,029)
Other staff costs	32,602	33,049	(448)
Utilities	231,224	204,423	26,801
Advertising and agency expenses	146,220	168,411	(22,191)
HW and SW maintenance	180,188	268,507	(88,319)
Insurance	140,981	188,558	(47,577)
Costs of temporary staff	205,486	288,585	(83,100)
Other costs	427,261	(22,320)	449,581
Mail services	105,966	160,131	(54,165)
TOTAL	4,563,226	4,801,226	(238,000)

Costs for leased assets

In the third quarter of 2013 the item “**costs for leased assets**” amounted to Euro 1,306,105 compared to Euro 958,194 in the same period of the previous year. The table below provides details on the items:

Description	Q3 2013	Q3 2012	Variation
Rental expenses	625,187	566,397	58,790
Car rental/leasing	298,026	360,485	(62,458)
Rental of other assets	230,015	230,257	(243)
Royalties	6,322	5,008	1,314
Leasing payments	148,469	(203,944)	352,413
Other costs	(1,913)	(8)	(1,905)
TOTAL	1,306,105	958,194	347,911

Sundry operating expenses

In the third quarter of 2013 the item **“sundry operating expenses”** amounted to Euro 252,966 compared to Euro 407,956 of the third quarter of 2012. The table below provides details on the items.

Description	Q3 2013	Q3 2012	Variation
Annual subscriptions	44,805	27,395	17,410
Books and magazines	5,233	2,532	2,701
Taxes	44,781	103,484	(58,703)
Stamp duty	44,846	45,008	(163)
Penalties and fines	2,824	20,507	(17,683)
Charitable donations	(3,120)	44	(3,164)
Contingency liabilities	(17,774)	90,427	(108,201)
Bank charges and commissions	129,203	138,638	(9,435)
Sundry expenses	2,169	(23,060)	25,229
Capital losses on disposals	-	2,253	(2,253)
TOTAL	252,966	407,956	(154,989)

Inventories and provisions

In the third quarter of 2013 the item **“inventories and provisions”** amounted to Euro -57,089 compared to Euro 61,140 of the third quarter of 2012. The change refers to the recovery of provisions for risks related to completed research projects.

AMORTISATION, DEPRECIATION AND WRITE-DOWNS

Amortisation and depreciation

The item **“amortisation and depreciation”** amounted to Euro 943,350 compared to Euro 962,339 in the third quarter of 2012 and refers to Euro 555,981 for the amortisation of intangible assets and Euro 387,369 for the depreciation of tangible assets.

Other write-downs

The item **“other write-downs”** amounts to Euro 64,111, compared to Euro 28,082 in the same period of the previous year.

Doubtful receivables included in current assets

The balance of **“write-downs”** amounts to Euro 114,602 compared to a Euro 37,409 of the third quarter of 2012 and refers to doubtful receivables unlikely to be collected.

FINANCIAL INCOME AND CHARGES

Income from parent companies

In the third quarter of 2013 the item **“income from parent companies”** amounted to Euro 9,036 compared to Euro 2,871 in the third quarter of 2012 and refers to interest accrued by the parent company Abaco Innovazione S.p.A. for loans with Exprivia S.p.A. and its subsidiary Exprivia Solutions Srl.

Other financial income

In the third quarter of 2013 the item **“other financial income”** amounted to Euro 9,128 compared to Euro 20,153 in the same period of 2012. The table below provides details on the item:

Description	Q3 2013	Q3 2012	Variation
Bank interest receivable	2,759	19,683	(16,924)
Revenues from financial derivatives	(229)	-	(229)
Other interest income	1,269	(882)	2,151
Rounding and discount income	5,329	1,352	3,977
TOTAL	9,128	20,153	(11,025)

Interest and other financial charges

In the third quarter of 2013 the item **“interest and other financial charges”** amounted to Euro 627,174 compared to Euro 649,357 in the same period of the previous year. The table below provides details on the items:

Description	Q3 2013	Q3 2012	Variation
Bank interest payable	333,846	249,962	83,884
Interest on loans and mortgages	86,573	184,579	(98,006)
Sundry interest	173,141	(11,385)	184,526
Charges on financial products and sundry items	33,045	180,040	(146,995)
Rounding up/down	570	42,467	(41,897)
Substitute tax on funding	-	3,694	(3,694)
TOTAL	627,174	649,357	(22,183)

Profit and loss on currency exchange

In the third quarter of 2013 **“losses on currency exchange”** amounted to Euro 130,141 compared to Euro 125,776 regarding the profit on currency exchange of the third quarter of 2012.

INCOME TAXES

In the third quarter of 2013, “**income taxes**” amounted to Euro 900,841 compared to Euro 861,665 in the third quarter of 2012. The table below provides details on the items:

Description	Q3 2013	Q3 2012	Variation
IRES	432,209	454,980	(22,771)
IRAP	594,616	521,350	73,266
Prior year taxes	(103,264)	(133,121)	29,857
Deferred taxes	(8,089)	(5,284)	(2,805)
Deferred tax assets	(14,631)	23,740	(38,371)
TOTAL	900,841	861,665	39,177

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 2013 closed with a consolidated profit (after taxes) of Euro 769,695, compared to Euro 360,035 in the third quarter of 2012.

Information on the Cash Flow Statement

The **Net Financial Position** as at 30 September 2013 was Euro -38.1 million, and improved by Euro 5.9 million with respect to 31 December 2012 thanks to a remarkable cash generation from current assets of Euro 10.0 million, partly used for investments of Euro 3.4 million and the capital contribution by Simest, of Euro 0.5 million, for the development of the Brazilian IT market.

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 February 1998, introduced by Law no. 262 of 28 December 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 2013 referring to the Consolidated Financial Statements correspond to the documentary results of the accounting records.

Molfetta, 11 November 2013.

Executive Manager responsible for Preparing the Corporate Accounts

Mr. Gianni Sebastiano

A handwritten signature in black ink, appearing to read 'Gianni Sebastiano', with a large, stylized flourish extending to the right.