

THE 2015-2020 BUSINESS PLAN WAS PRESENTED

EXPRIVIA: 16% GROWTH IN REVENUES PER YEAR UNTIL 2020, EBITDA UP THREE TIMES AS MUCH ON REVENUES, REDUCTION IN COSTS AND DEBT.

A programme for company welfare and personnel incentive is envisaged for all the period of validity of the plan

"Digital technology focuses on the person and on the liveability of cities"

18 November 2015. Exprivia - company listed on the STAR segment of Borsa Italiana [XPR.MI] – aims to increase revenues with a more than doubled growth compared to the current growth from about euro 147 million of 2014 to euro 360 million in 2020, of which 205 million coming from the current area and 155 million from external growth, with a CAGR of 16%. This is the economic growth target fixed in the business plan of the company, presented today to the financial community.

The lines of future development presented by Domenico Favuzzi, Chairman and Chief Executive Officer of Exprivia, and by Gianni Sebastiano, CFO, envisage an EBITDA growth target up to euro 44 million in 2020, equal to 12.3% of total revenues, three times as much in value compared to 2014. Profitability includes the contribution coming from external acquisitions and from benefits of integration synergies. The planned investment for the carrying out of the assumed acquisition programme is estimated in about euro 35 million, financed by using the debt capacity. The net financial position to EBITDA ratio is still expected to decrease at the end of the plan.

The objectives of internal growth highlight a consolidation of revenues in 2015-2016 with a moderate growth of 5% per year in the next two years and of about 10% per year in 2019-2020, with a 20% share deriving from the growth in foreign activities. In terms of costs, there is an annual average efficiency of about 2% on production costs, including company welfare and personnel incentive plans envisaged in the next five years. The operational costs (SG&A) to net revenues ratio will decrease from the current 24% to 21% of effectiveness of the plan.

Domenico Favuzzi, Chairman and Chief Executive Officer, emphasised that: "The growth plan of Exprivia is part of a context in which digital transformation will focus on the central position of the person within the cities, which must be efficient and eco-friendly, for which a strong correlation between liveability, efficiency and connection through IT is expected", and continued, "In addition to process automation, there will be the gradual automation of professional services and their radical virtualisation: increasingly intelligent applications, specialised IT, service robots will act as real market multipliers".

The 2015-2020 business plan was approved by the Board of Directors of the company at today's meeting.

EXPRIVIA

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

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

Exprivia has a team of more than 1800 individuals, located in its headquarters in Molfetta (Bari) and throughout its offices in Italy (Trento, Vicenza, Milan, Piacenza, Genoa, Rome and Palermo) and abroad (Madrid, Las Palmas, New York, Dover, Mexico D.F., Monterrey, Guatemala City, Lima, São Paulo do Brasil, Rio de Janeiro São Bernardo do Campo, Beijing, Shanghai, Suzhou and Hong Kong).

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