

## EXPRIVIA' BOARD OF DIRECTORS APPROVES 2022 ANNUAL FINANCIAL REPORT

**NET PROFIT EQUAL TO 11.5 MILLION EURO, +13.8%**

**STRONG IMPROVEMENT IN NET FINANCIAL DEBT**

- Revenues: 183.7 million, +1.1% compared to 181.7 million euro in 2021
- EBITDA: 25.1 million euro (13.7 % of revenue), +2.2 % compared to 24.6 million euro in 2021
- EBIT: 19.2 million euro (10.4 % of revenue), + 5.8 % compared to 18.1 million euro in 2021
- Net result: 11.5 million euro, +13.8% compared to 10.1 million euro in 2021
- Net Financial Debt: equal to -18.3 million euro, compared to -26.5 million as at 31 December 2021, an improvement of € 8.2 million.

**March 15, 2023.** The Board of Directors of Exprivia - a company listed on the Euronext market of Borsa Italiana [XPR.MI] - today approved the Annual Financial Report as at 31 December 2022.

In 2022, the Exprivia Group recorded +1.1% increase in revenues and a gross operating margin of 13.7% of total revenues, leading to a net profit of EUR 11.5 million. Net financial debt improved strongly at EUR -18.3 million compared to EUR -26.5 million in 2021.

The overall performance has been up in all the markets in which the Group operates, Aerospace up +12%, Oil&Gas +22%, Industry +19%, and Public Administration +8%. The other markets, Finance & Insurance and Healthcare were Substantially stable. The Telco&Media market is in contraction, still subject to the difficulties of the sector in Italy. Good performance in foreign markets, Spain, Brazil and China, which recorded a total of +17%.

In 2022, Exprivia substantially keeps the previous year's level of revenues with a slight increase (+1%), approaching 184 million euro, though accompanied by a high marginality that allows it to exceed 11 million euro in net result and reduce its financial debt by more than 8 million euro, thus maintaining solid fundamentals for long-term growth.



## Results of the Parent Company as at the 31st December 2022

Revenues are equal to EUR 164.2 million, -0.1% compared to EUR 164.3 million in 2021.

EBITDA amounted to EUR 25.5 million (15.6 % of revenue), up -1.9 % from EUR 26.0 million in 2021.

EBIT amounted to EUR 18.8 million (11.4 % of revenue), up 4.7 % from EUR 17.9 million in 2021.

Net profit amounted to EUR 12 million (7.3 % of revenue), compared to euro 10.2 million in 2021.

Shareholders' equity at the 31st December 2022 has been EUR 85.3 million, compared to EUR 76.4 million at 31 December 2021.

Net financial deb at 31 December 2022 was EUR -20.1 million compared to EUR -29.2 million at 31 December 2021, thus improving by EUR 9.1 million.

## Further decisions of the Board of Directors

Today's Board of Directors reviewed and approved the Directors' Report on Corporate Governance and Ownership Structures, the Report on Remuneration Policy and Compensation Paid, and the Consolidated Non-Financial Statement for 2022 pursuant to Italian Legislative Decree 254/16.

The Board also approved the proposal to request the Shareholders' Meeting to issue a new authorisation to purchase and dispose of treasury shares pursuant to Articles 2357 and 2357-ter of the Italian Civil Code.

The Board of Directors also received from the Board of Statutory Auditors the Reasoned Recommendation for the assignment of the legal auditing of the accounts for the nine-year period 2023-2031, which it will submit to the Shareholders' Meeting, as the previous mandate to PwC has expired.

Lastly, the Board of Directors resolved to call an Extraordinary Shareholders' Meeting at the same time as the Ordinary Shareholders' Meeting, to which the proposal to amend Articles 19 and 23 of the Articles of Association will be submitted with regard to the procedures for holding meetings of the Board of Directors and the Board of Statutory Auditors.

*"In 2022," says Domenico Favuzzi, Exprivia's Chairman and CEO, we have continued to consolidate the company's assets, maintaining good levels of marginality and aiming to reduce debt, a necessary drive to prepare ourselves to seize the best opportunities for growth and development in the ICT market. To the satisfactory performance achieved in important markets such as Aerospace, Energy and Public Administration, we have added growth in foreign markets and an increasing commitment to the crucial technologies of Cybersecurity and Artificial Intelligence. Exprivia's primary objective remains the building of skills and solutions aimed at transferring to customers the fruits of the most advanced digital technologies and the related benefits in terms of ESG issues management".*

The manager responsible for preparing the company's financial reports, Donato Dalbis, declares, pursuant to paragraph 2 of Article 154 bis of the Consolidated Law on Finance, that the accounting information contained in this press release corresponds to the document results, books and accounting records.



PRESS RELEASE

## Exprivia

Exprivia is the head of an international Group specialized in Information and Communication Technology able to address the drivers of change in the business of its customers thanks to digital technologies.

With a consolidated know-how and a long experience given by the constant presence on the market, the Group has a team of experts specialized in different technological and domain fields, from Capital Market, Credit & Risk Management to IT Governance, from BPO to CyberSecurity, from Big Data to the Cloud, from IoT to Mobile, from networking to business collaboration up to the SAP world. The Group supports its customers in the Banking & Finance, Telco & Media, Energy & Utilities, Aerospace & Defense, Manufacturing & Distribution, Healthcare and Public Sector sectors. The offer includes solutions consisting of own and third-party products, engineering and consulting services.

Today the Group has about 2,400 professionals distributed in 7 countries worldwide.

Exprivia S.p.A. is listed on the Italian Stock Exchange on the Euronext Milan (XPR) market.

The company is subject to the management and coordination of Abaco Innovazione S.p.A.

[www.exprivia.it](http://www.exprivia.it)

## Contact

<p><b>Exprivia SpA</b></p> <p><b>Investor Relations</b>          Gianni Sebastiano  <a href="mailto:gianni.sebastiano@exprivia.it">gianni.sebastiano@exprivia.it</a>          T. + 39 0803382070 - F. +39 0803382077</p>	<p><b>Press Office</b></p> <p><b>Mediterranean Sec</b>          T. +39 080/5289670          Teresa Marmo  <a href="mailto:marmo@segrp.com">marmo@segrp.com</a> - Cell. +39 335/6718211          Gianluigi Conese  <a href="mailto:conese@segrp.com">conese@segrp.com</a> - Cell. +39 335/7846403</p> <p><b>Sec and Partners</b>          T. +39 06/3222712          Martina Trecca  <a href="mailto:trecca@segrp.com">trecca@segrp.com</a> - Cell. +39 333/9611304          Andrea Lijoi  <a href="mailto:lijoi@segrp.com">lijoi@segrp.com</a> - Cell. +39 329/2605000</p>
--	--



## CONSOLIDATED BALANCE SHEET AND FINANCIAL POSITION AS AT 31 DECEMBER 2022

Amount in thousand Euro		
	31/12/2022	31/12/2021
Property, plant and machinery	16,390	18,017
Goodwill	69,071	69,071
Other Intangible Assets	8,144	9,278
Shareholdings	816	841
Other non-current financial assets	145	659
Other non-current assets	682	736
Deferred tax assets	2,094	2,098
<b>NON-CURRENT ASSETS</b>	<b>97,342</b>	<b>100,700</b>
Trade receivables	51,717	53,360
Stock	913	942
Work in progress to order	25,669	22,559
Other Current Assets	13,589	9,785
Other Financial Assets	710	715
Cash and cash equivalents available	17,290	19,060
Other financial assets valued at FVOCI	2	2
<b>CURRENT ASSETS</b>	<b>109,890</b>	<b>106,423</b>
<b>TOTAL ASSETS</b>	<b>207,232</b>	<b>207,123</b>



PRESS RELEASE

Amount in thousand Euro		
	31/12/2022	31/12/2021
Share capital	24,284	24,616
Share Premium Reserve	18,082	18,082
Revaluation reserve	2,907	2,907
Legal reserve	5,190	4,682
Other reserves	31,258	23,984
Profits (Losses) for the previous year	(10,497)	(10,470)
Profit (Loss) for the year	11,533	10,138
<b>SHAREHOLDERS' EQUITY</b>	<b>82,757</b>	<b>73,939</b>
Minority interest	85	50
<b>GROUP SHAREHOLDERS' EQUITY</b>	<b>82,672</b>	<b>73,889</b>
Non-current bond		9,156
Non-current bank debt	15,398	20,831
Other financial liabilities	2,862	3,984
Other no current liabilities	77	396
Provision for risks and charges	233	195
Employee provisions	6,893	7,990
Deferred tax liabilities	1,814	1,595
<b>NON CURRENT LIABILITIES</b>	<b>27,277</b>	<b>44,147</b>
Current bond	9,178	4,551
Current bank debt	10,081	9,468
Trade payables	27,273	28,522
Advances payment on work in progress contracts	6,194	5,560
Other financial liabilities	3,417	2,265
Other current liabilities	41,055	38,671
<b>CURRENT LIABILITIES</b>	<b>97,198</b>	<b>89,037</b>
<b>TOTAL LIABILITIES</b>	<b>207,232</b>	<b>207,123</b>



PRESS RELEASE

## CONSOLIDATED PROFIT AND LOSS AS AT 31 DECEMBER 2022

Amount in thousand Euro

	2022	2021
Revenues	176,099	176,476
Other income	7,613	5,250
<b>PRODUCTION REVENUES</b>	<b>183,712</b>	<b>181,726</b>
Costs of raw, subsid. & consumable mat. and goods	4,825	9,188
Salaries	112,566	108,212
Costs for services	37,194	35,881
Costs for leased assets	832	631
Sundry operating expenses	1,627	1,148
Change in inventories of raw materials and finished products	(22)	72
Provisions	1,572	2,015
<b>TOTAL PRODUCTION COSTS</b>	<b>158,594</b>	<b>157,147</b>
<b>DIFFERENCE BETWEEN PRODUCTION COSTS AND REVENUES</b>	<b>25,118</b>	<b>24,579</b>
Amortisation, depreciation and write-downs	5,923	6,431
<b>OPERATIVE RESULT</b>	<b>19,195</b>	<b>18,148</b>
Financial income and (charges) and other investments	(2,620)	(2,993)
<b>PROFIT (LOSS) BEFORE TAXES</b>	<b>16,575</b>	<b>15,155</b>
Income tax	5,042	5,017
<b>PROFIT OR LOSS FOR THE YEAR</b>	<b>11,533</b>	<b>10,138</b>
Attributable to:		
Shareholders of holding company	11,534	10,170
Minority interest	(1)	(32)
<b>Earnings per share losses</b>		
Basic earnings per share	0.2290	0.2148
Basic earnings diluted	0.2290	0.2148



## CONSOLIDATED FINANCIAL STATEMENT AS AT 31 DECEMBER 2022

Amount in thousand Euro

	2022	2021
<b>Financial statement</b>		
Operating activities:		
Profit (loss) for the year	11,533	10,138
Depreciation, write-downs, provisions and other non-monetary elements	7,839	8,775
Provision for Severance Pay Fund	5,372	5,207
Advances/Payments Severance Pay	(5,954)	(5,834)
Adjustment of value of financial assets	193	9
<b>Cash flow generated (absorbed) from operating activities</b>	<b>a</b>	<b>18,983</b>
<b>Increase/Decrease in net working capital:</b>		
Variation in stock and payments on account	(2,577)	28
Variation in receivables to customers	969	(4,895)
Variation in receivables to parent/subsidiary/associated company	(61)	(103)
Variation in other accounts receivable	(4,670)	167
Variation in payables to suppliers	(1,200)	3,135
Variation in payables to parent/subsidiary/associated company	(49)	(110)
Variation in tax and social security liabilities	(193)	2,002
Variation in other accounts payable	2,577	288
<b>Cash flow generated (absorbed) from current assets and liabilities</b>	<b>b</b>	<b>(5,204)</b>
<b>Cash flow generated (absorbed) from current activities</b>	<b>a+b</b>	<b>13,779</b>
<b>Investment activities:</b>		
Purchases of tangible fixed assets net of payments for sales	(571)	(893)
Variation in intangible assets	(1,529)	(1,826)
Variation in financial assets	69	(567)
Net variation in other financial receivables	503	806
<b>Cash flow generated (absorbed) by investing activities</b>	<b>c</b>	<b>(1,528)</b>
<b>Financial assets and liabilities</b>		
Openings of new medium / long-term loans	2,283	2,143
Repayments of medium-long term loans	(12,827)	(13,250)
Net change in other financial payables including other current payables to banks	(14)	(14,064)
Changes in other non-current liabilities and use of risk provisions	(352)	(13)
(Purchase) / Sale of own shares	(1,146)	0
Paid dividends	(2,258)	0
Change in equity	293	50
<b>Cash flow generated (absorbed) by financing activities</b>	<b>d</b>	<b>(14,021)</b>
<b>Increase (decrease) in cash and cash equivalent</b>	<b>a+b+c+d</b>	<b>(8,807)</b>
Cash and cash equivalents at the beginning of the year	19,060	27,867
Cash and cash equivalents at the end of the year	17,290	19,060



## EXRIVIA SPA - BALANCE SHEET AND FINANCIAL POSITION AS AT 31 DECEMBER 2022

Amount in Euro		
	31/12/2022	31/12/2021
Property, plant and machinery	16,052,738	17,722,389
Goodwill	66,791,188	66,791,188
Other Intangible Assets	8,133,956	9,243,035
Shareholdings	8,970,831	9,379,629
Other financial assets	1,947,734	647,027
Other financial assets	675,952	729,717
Deferred tax assets	1,557,334	1,513,793
<b>NON-CURRENT ASSETS</b>	<b>104,129,733</b>	<b>106,026,778</b>
Trade receivables and other	47,464,737	49,647,329
Stock	876,452	880,707
Work in progress to order	25,331,532	22,172,390
Other Current Assets	12,688,867	8,533,114
Other Financial Assets	806,135	3,044,532
Cash resources	14,605,621	15,878,263
Other Financial Assets available for sale	2,411	2,411
<b>CURRENT ASSETS</b>	<b>101,775,755</b>	<b>100,158,746</b>
<b>TOTAL ASSETS</b>	<b>205,905,488</b>	<b>206,185,523</b>



PRESS RELEASE

Amount in Euro

	31/12/2022	31/12/2021
Share capital	24,284,468	24,615,694
Share Premium Reserve	18,081,738	18,081,738
Revaluation reserve	2,907,138	2,907,138
Legal reserve	5,190,151	4,681,896
Other reserves	22,851,768	15,899,313
Profits (Losses) for the previous year		(01)
Profit (Loss) for the year	11,974,399	10,165,107
<b>SHAREHOLDERS' EQUITY</b>	<b>85,289,662</b>	<b>76,350,886</b>
Non-current bond		9,155,613
Non-current bank debt	15,068,724	20,375,906
Other financial liabilities	2,687,687	3,858,247
Other no current liabilities	76,276	393,543
Provision for risks and charges	196,818	145,702
Employee provisions	6,674,770	7,785,101
Deferred tax liabilities	1,799,410	1,582,409
<b>NON CURRENT LIABILITIES</b>	<b>26,503,685</b>	<b>43,296,521</b>
Current bond	9,178,323	4,551,388
Current bank debt	9,826,514	9,219,683
Trade payables	26,467,405	27,375,433
Advances payment on work in progress contracts	5,638,345	4,746,256
Other financial liabilities	5,202,758	4,899,514
Other current liabilities	37,798,796	35,745,843
<b>CURRENT LIABILITIES</b>	<b>94,112,141</b>	<b>86,538,116</b>
<b>TOTAL LIABILITIES</b>	<b>205,905,488</b>	<b>206,185,523</b>



## EXRIVIA SPA – PROFIT AND LOSS AS AT 31 DECEMBER 2022

Amount in Euro		
	2022	2021
Revenues	156,827,878	159,391,499
Other income	7,390,451	4,917,351
<b>PRODUCTION REVENUES</b>	<b>164,218,329</b>	<b>164,308,851</b>
Costs of raw, subsid. & consumable mat. and goods	4,016,939	7,521,075
Salaries	97,242,751	95,119,251
Costs for services	34,969,911	34,381,825
Costs for leased assets	727,678	566,960
Sundry operating expenses	1,556,463	1,035,439
Change in inventories of raw materials and finished products	(21,503)	71,537
Provisions	188,903	(411,523)
<b>TOTAL PRODUCTION COSTS</b>	<b>138,681,142</b>	<b>138,284,564</b>
<b>DIFFERENCE BETWEEN PRODUCTION COSTS AND REVENUES</b>	<b>25,537,187</b>	<b>26,024,287</b>
Amortisation, depreciation and write-downs	6,741,225	8,075,092
<b>OPERATIVE RESULT</b>	<b>18,795,962</b>	<b>17,949,194</b>
Financial income and charges	(2,129,549)	(3,050,183)
<b>PROFIT (LOSS) FOR THE YEAR BEFORE TAX</b>	<b>16,666,413</b>	<b>14,899,011</b>
Income tax	4,692,014	4,733,904
<b>PROFIT OR LOSS FOR YEAR</b>	<b>11,974,399</b>	<b>10,165,107</b>

## EXRIVIA SPA - FINANCIAL STATEMENT AS AT 31 DECEMBER 2022

Amount in Euro

	2022	2021
<b>Financial statement</b>		
Operating activities:		
Profit (loss) for the year	11,974,399	10,165,107
Amortisation, depreciation and provisions	7,216,560	7,943,866
Provision for Severance Pay Fund	4,767,009	4,669,670
Advances/Payments Severance Pay	(5,391,974)	(5,258,990)
Adjustment of value of financial assets	192,728	9,025
<b>Cash flow generated (absorbed) from operating activities</b>	<b>a</b>	<b>18,758,722</b>
Increase/Decrease in net working capital:		
Variation in stock and payments on account	(2,393,126)	(177,286)
Variation in receivables to customers	2,191,273	(4,445,590)
Variation in receivables to parent/subsidiary/associated company	196,998	125,739
Variation in other accounts receivable	(4,569,849)	219,471
Variation in payables to suppliers	(881,768)	2,953,944
Variation in payables to parent/subsidiary/associated company	81,057	(834,862)
Variation in tax and social security liabilities	(305,613)	2,091,884
Variation in other accounts payable	2,251,247	580,182
<b>Cash flow generated (absorbed) from current assets and liabilities</b>	<b>b</b>	<b>(3,429,781)</b>
<b>Cash flow generated (absorbed) from current activities</b>	<b>a+b</b>	<b>15,328,941</b>
Investment activities:		
Purchases of tangible fixed assets net of payments for sales	(478,855)	(2,589,709)
Variation in intangible assets	(1,520,819)	(1,824,417)
Change in non-current assets	(519,097)	(501,665)
Net change in other financial receivables	921,629	(68,231)
<b>Cash flow generated (absorbed) from the investment activity</b>	<b>c</b>	<b>(1,597,142)</b>
Financial assets and liabilities		
New loans	2,000,000	2,143,283
Reimbursement loan	(12,424,704)	(13,041,310)
Net variation in other financial debts	(829,469)	(12,351,101)
Changes in other non-current liabilities and use of risk provisions	(345,767)	
(Purchase) / Sale of own shares	(1,145,913)	
Paid dividends	(2,258,588)	
<b>Cash flow generated (absorbed) from financing activities</b>	<b>d</b>	<b>(15,004,441)</b>
<b>Increase (decrease) in cash and cash equivalent</b>	<b>a+b+c+d</b>	<b>(1,272,642)</b>
Cash and cash equivalent at the beginning of the year	15,878,263	26,069,253
Cash and cash equivalent at end of year	14,605,621	15,878,263

