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**Borsa Italiana**  
London Stock Exchange Group

# CAD IT Company Overview

STAR Conference in Milan – 27<sup>th</sup> March 2012



## Overview of the Group



Financial results



Strategies



Press Releases and News



Attachment

## When

Founded in **1977** by four banking and financial experts who still run the company

Public trading company listed on the **Milan Stock Exchange (STAR)** since **2000**.



## Where

Headquarters in **Verona**, subsidiaries and associated companies throughout Italy (Milan, Mantua, Padua, Bologna, Prato, Rome).



## What

Supplier of home produced **software** packages (IP, patents owned by CAD IT) and **consulting services** to banks, P.A., insurances and manufacturing companies.

Leader in the Italian software Market (**share > 80%**) for the financial sector.



## How

- **601** staff (as at 31/12/2011)
- Continuous training
- Partnerships



# Shareholders and Corporate Governance

☑ The **four founder families** control **60%** of the capital through equal stakes

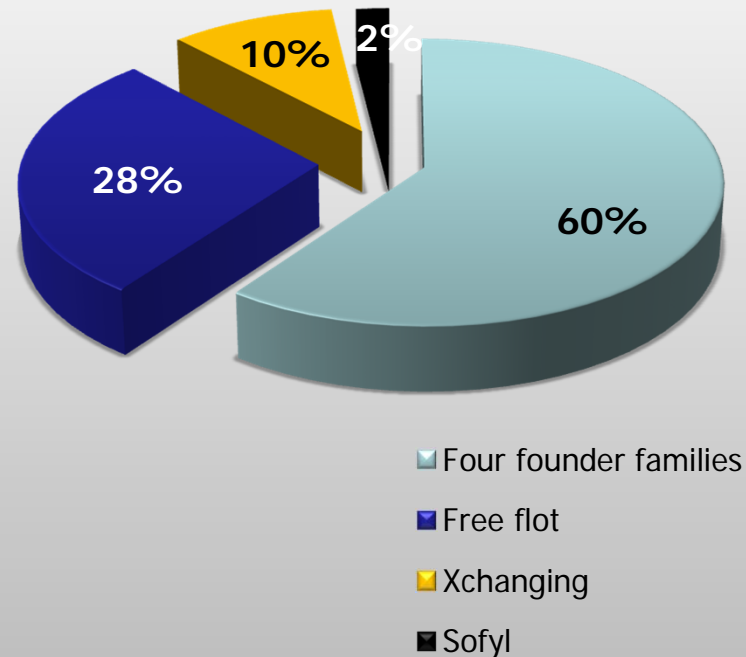
There isn't a syndicate agreement between the families shareholders

■ The **free float** is **28%**

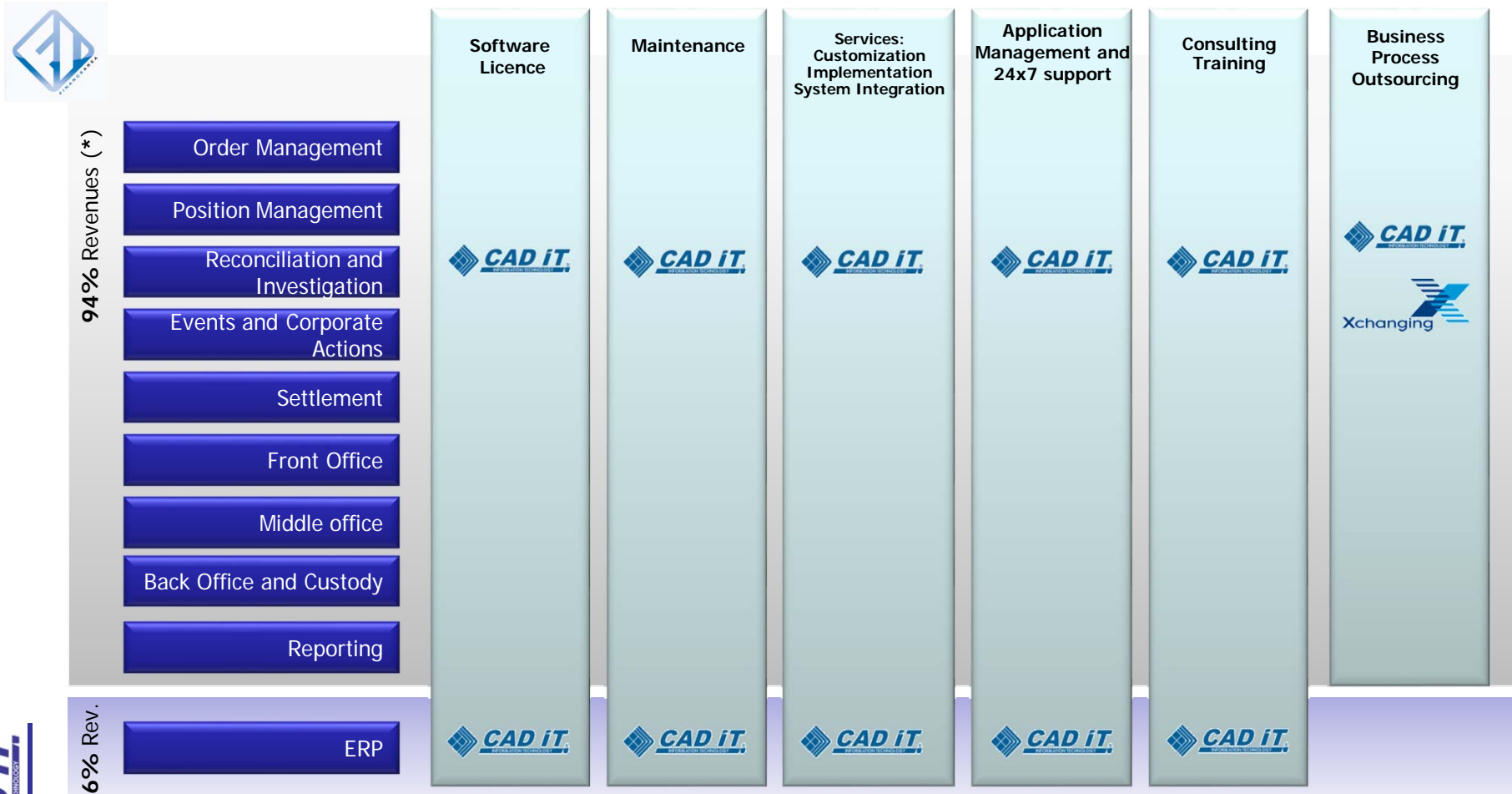
☑ **Xchanging** (that controls **10%** of the capital) is leader in the offering of Global Business Process Outsourcing services

■ **Sofyl** (**2%** of the capital) is a company controlled by the management of CAD IT

**Corporate governance:**  
CAD IT adheres to the Code of Conduct established for companies quoted on the Stock Exchange



# CAD IT presence in the business environment



(\*) Revenues at 31<sup>st</sup> December 2011

Services
  Software
  Financial Division
  Manufacturing Division

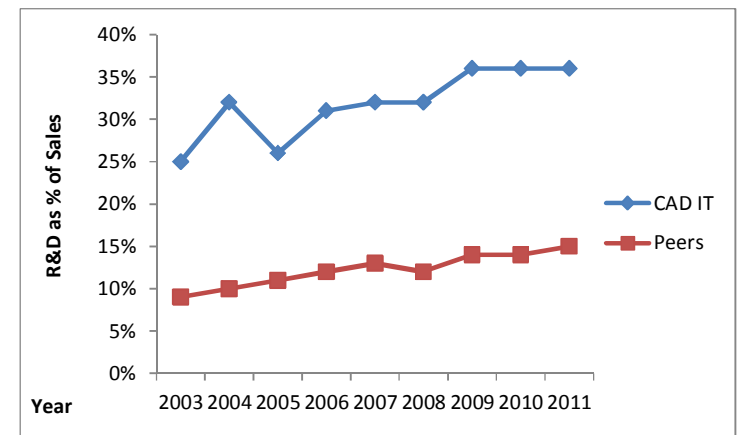
CAD IT FINANCE AREA is used by:

- over 400 financial institutions
- over 25,000 banking branches
- over 14,000 post branches
- over 25,000,000 financial instruments accounts
- over 100,000 users community

**Top tier and large institutions as clients ...**

**... thanks to high and continuous R&D investments**

**R&D % on Sales**



Source: CeSBE 2012

# Partners

## Strategic Partners



## Business Partners



## Technology Partners

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# Financial results FY2010/FY2010

Consolidated Income Statement	Year 2011		Year 2010		Variations	
	€/000	% on PV	€/000	% on PV	€/000	%
Income from sales and services	52,248	93.0%	48,224	91.8%	4,024	8.3%
Changes in ongoing orders	(179)	(0.3%)	(115)	(0.2%)	(64)	55.8%
Asset increases due to internal work	3,543	6.3%	4,334	8.3%	(791)	(18.2%)
Other revenues and receipts	578	1.0%	67	0.1%	511	760.0%
<b>Production value</b>	<b>56,190</b>	<b>100.0%</b>	<b>52,510</b>	<b>100.0%</b>	<b>3,680</b>	<b>7.0%</b>
Costs for raw materials, subsidiaries etc.	(626)	(1.1%)	(836)	(1.6%)	210	(25.1%)
Service costs	(10,562)	(18.8%)	(11,360)	(21.6%)	798	(7.0%)
Other operational costs	(802)	(1.4%)	(741)	(1.4%)	(61)	8.2%
<b>Added value</b>	<b>44,201</b>	<b>78.7%</b>	<b>39,573</b>	<b>75.4%</b>	<b>4,627</b>	<b>11.7%</b>
Labour costs	(33,796)	(60.1%)	(32,455)	(61.8%)	(1,341)	4.1%
Other administrative expenses	(2,233)	(4.0%)	(2,592)	(4.9%)	360	(13.9%)
<b>Gross operational result - EBITDA</b>	<b>8,171</b>	<b>14.5%</b>	<b>4,525</b>	<b>8.6%</b>	<b>3,646</b>	<b>80.6%</b>
Amortizations and Depreciations	(3,525)	(6.3%)	(3,813)	(7.3%)	288	(7.7%)
<b>Operational result - EBIT</b>	<b>4,646</b>	<b>8.3%</b>	<b>713</b>	<b>1.4%</b>	<b>3,933</b>	<b>551.9%</b>
Net Financial income	94	0.2%	90	0.2%	5	5.3%
Net Financial expenses	(93)	(0.2%)	(79)	(0.1%)	(14)	18.2%
<b>Ordinary result</b>	<b>4,648</b>	<b>8.3%</b>	<b>724</b>	<b>1.4%</b>	<b>3,924</b>	<b>542.1%</b>
Revaluations and depreciations	51	0.1%	36	0.1%	15	42.0%
<b>Pre-tax result</b>	<b>4,699</b>	<b>8.4%</b>	<b>760</b>	<b>1.4%</b>	<b>3,939</b>	<b>518.5%</b>
Income taxes	(2,623)	(4.7%)	(1,361)	(2.6%)	(1,263)	92.8%
<b>Profit (loss) for the period</b>	<b>2,075</b>	<b>3.7%</b>	<b>(601)</b>	<b>(1.1%)</b>	<b>2,676</b>	<b>(445.3%)</b>
Profit (loss) for the period attributable to:						
<b>Non-controlling interests</b>	<b>217</b>	<b>0.4%</b>	<b>22</b>	<b>0.0%</b>	<b>195</b>	<b>879.4%</b>
<b>Owners of the parent</b>	<b>1,858</b>	<b>3.3%</b>	<b>(623)</b>	<b>(1.2%)</b>	<b>2,481</b>	<b>(398.2%)</b>

(in thousands of Euro)

Source: CAD IT

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## One off (2011 - 2016)

- FATCA
- Swift Messages 20022
- Target 2 Securities

## Structural

- New Modules & New Architectures
- Modernization & Downsizing
- Insurances
- New Financial Institutions as Customers in Italy and Europe
- Acquisitions

## R&D Network Centric

- Customers
- Partners
- Universities
- Suppliers



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## CARIGE AND UNICREDIT OPT FOR THE NEW RELEASE OF CAD IT'S "FINANCE AREA WEB 2.0"

14<sup>th</sup> September 2011

### *CAD IT's new WEB 2.0 platform is continuing to flourish on the market*

CAD IT reports that two leading Italian Banking Groups, Carige and Unicredit, have opted for the new release of "Finance Area Web 2.0".

Finance Area WEB 2.0 already boasts an important conquest in July 2010 when it went live at Mediobanca. The new release optimises front desk procedures by integrating financial tool sales functions: derivatives, funds and securities. Moreover, the level of corporate action, middle and back office automation has been considerably developed. The new reporting functions give a multi-dimensional analysis of data with both summary and detailed displays that can be enabled according to the user profile.

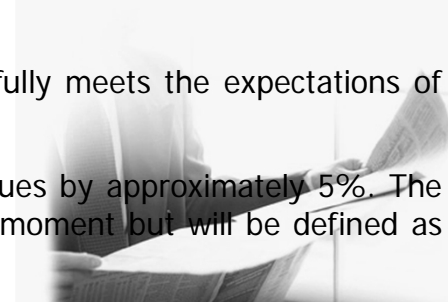
The design of the WEB 2.0 user interface is a result of the notable investment that CAD IT has made into ergonomic study and planning, thus simplifying operability and system management.

The Finance Area WEB 2.0 release reflects CAD IT's philosophy to guarantee compatibility with the data structures of previous versions and to ensure the management of enormous volumes of data relating to millions of security positions, thus minimising the risks of changing in the innovation of processes.

Since the platform does not depend on the infrastructure of the hardware, the basic software or databases, CAD IT customers can freely and flexibly make immediate and future decisions. Unicredit, for example, has decided to install the new release on operative Linux system.

Furthermore, the fact that the platform can manage several languages and currencies fully meets the expectations of leading banking groups in terms of internationalisation.

The user licence for these two contracts will have an incidence on CAD IT's 2011 revenues by approximately 5%. The amount of design effort and the relative financial incidence cannot be estimated at the moment but will be defined as the project proceeds.



- ◆ Overview of the Group
- ◆ Financial results
- ◆ Strategies
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◆ **Attachment**

## Company Events

## Date

Board of Directors approval of draft of Financial Statements and Consolidated Financial Statements at 31 <sup>st</sup> December 2011	<b>Tuesday 13<sup>th</sup> March</b>
Shareholders' Meeting approval of the Financial Statements at 31 <sup>st</sup> December 2011 and Corporate bodies renewal	<b>Thursday 26<sup>th</sup> April</b> (single call)
Board of Directors approval of Interim Management Report at 31 <sup>st</sup> March 2012	<b>Tuesday 15<sup>th</sup> May</b>
Board of Directors approval of the Half-Yearly report at 30 <sup>th</sup> June 2012	<b>Tuesday 28<sup>th</sup> August</b>
Board of Directors approval of Interim Management Report at 30 <sup>th</sup> September 2012	<b>Tuesday 13<sup>th</sup> November</b>



## Q&A



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CAD IT is at the head of a group that represents one of the most dynamic organisations in the Italian Information Technology sector.

The group aims its operations at the banking-insurance sector, the business world and public administration, and has been offering software solutions, maintenance, customizing, integration and other correlated services, from application management to outsourcing, from consulting to training.

The CAD IT group works in Italy by means of its own branches and related companies. The Group's head offices are in Verona, related companies are in Milan, Rome, Prato, Bologna, Padua and Mantua.

CAD IT has put into practice and maintains a quality management system in accordance with the UNI EN ISO 9001:2008 norm for activities concerning the design, production and sale of "component-based" software and for their after-sales services and maintenance.

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CAD IT S.p.A.  
COMPANY WITH:

- A QUALITY MANAGEMENT SYSTEM WHICH COMPLIES WITH THE FOLLOWING STANDARD UNI EN ISO 9001:2008 CERTIFIED BY CERTIQUALITY
- AN INFORMATION SECURITY MANAGEMENT SYSTEM WHICH COMPLIES WITH THE FOLLOWING STANDARD ISO/IEC 27001:2005 FOR THE ACTIVITIES OF MANAGEMENT OF INFORMATION CERTIFIED BY CERTIQUALITY



- A HEALTH AND INDUSTRIAL SAFETY MANAGEMENT SYSTEM WHICH COMPLIES WITH UNI/INAIL GUIDELINES (PUBLISHED SEPTEMBER 2001) IMPLEMENTED IN ACCORDANCE WITH THE "LAVOROSICURO" GUIDELINES (CONFINDUSTRIA VENETO/INAIL) AND VALIDATED IN NOVEMBER 2009