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CAD IT Company Overview

“Tablet & Cloud Computing: Opportunities and Challenges”

One day investor conference in Milan – 19th September 2012



Overview of the Group



Financial results



Strategies



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, Prato and 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

- **600** staff (as at 30/06/2012)
- Continuous training
- Partnerships



Shareholders and Corporate Governance

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

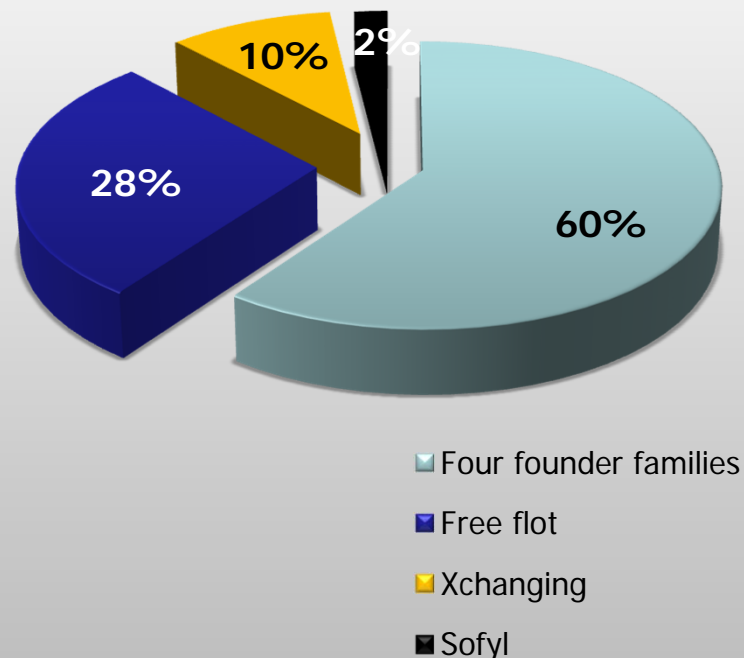
There isn't a syndicate agreement between the families shareholders

■ The **free float** is **28%**

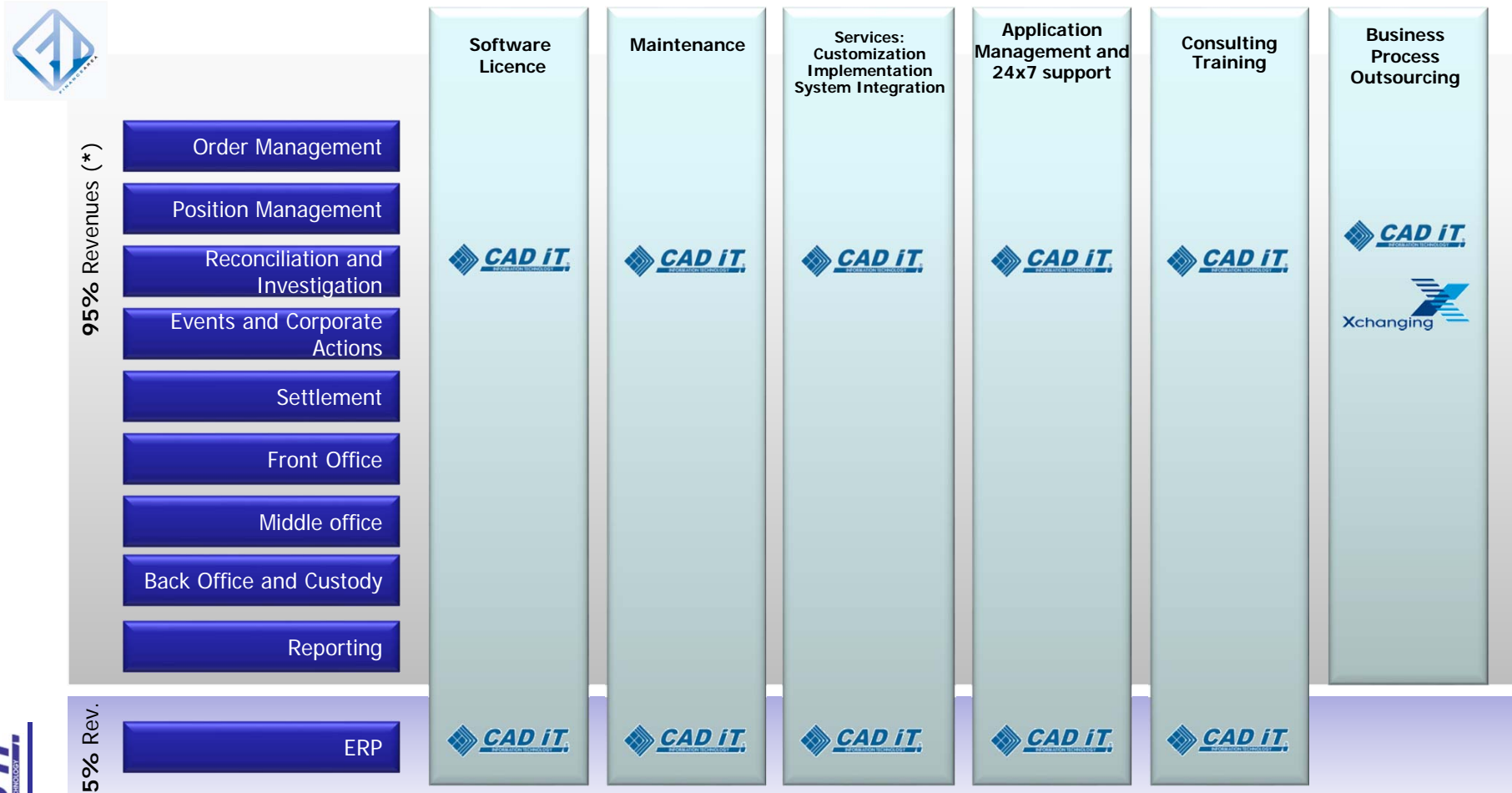
■ **Xchanging** (that controls **10%** of the capital) is leader in the offering of Global Business Process Outsourcing services

■ **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



Services
 Software
 Financial Division
 Manufacturing Division

(*) Revenues at 30th June 2012

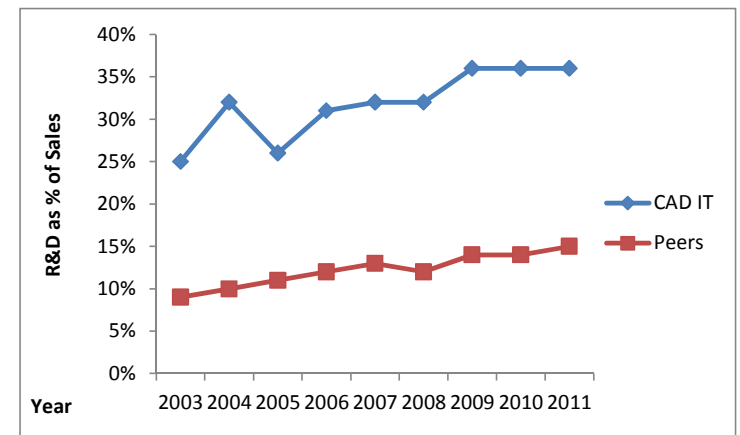
CAD IT FINANCE AREA is used by:

- 400 financial institutions
- 25,000 banking branches
- 14,000 post branches
- 25,000,000 financial instruments accounts
- 150,000 users community

Top tier and large institutions as clients ...

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

R&D % on Sales



Source: CeSBE 2012

Strategic Partners	Business Partners
  	 <p>CARDINIS Your Governance Solutions</p>  
      	  <p>SIX TELEKURS</p>   <p>CeTIF Centro di Tecnologie Informatiche e Finanziarie</p>
Technology Partners	

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 **Financial results**

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Financial results FY2011/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%
Production value	56,190	100.0%	52,510	100.0%	3,680	7.0%
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%
Added value	44,201	78.7%	39,573	75.4%	4,627	11.7%
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%)
Gross operational result - EBITDA	8,171	14.5%	4,525	8.6%	3,646	80.6%
Amortizations and Depreciations	(3,525)	(6.3%)	(3,813)	(7.3%)	288	(7.7%)
Operational result - EBIT	4,646	8.3%	713	1.4%	3,933	551.9%
Net Financial income	94	0.2%	90	0.2%	5	5.3%
Net Financial expenses	(93)	(0.2%)	(79)	(0.1%)	(14)	18.2%
Ordinary result	4,648	8.3%	724	1.4%	3,924	542.1%
Revaluations and depreciations	51	0.1%	36	0.1%	15	42.0%
Pre-tax result	4,699	8.4%	760	1.4%	3,939	518.5%
Income taxes	(2,623)	(4.7%)	(1,361)	(2.6%)	(1,263)	92.8%
Profit (loss) for the period	2,075	3.7%	(601)	(1.1%)	2,676	(445.3%)
Profit (loss) for the period attributable to:						
Non-controlling interests	217	0.4%	22	0.0%	195	879.4%
Owners of the parent	1,858	3.3%	(623)	(1.2%)	2,481	(398.2%)

(in thousands of Euro)

Source: CAD IT

Financial results HY2012/HY2011

Consolidated Income Statement	30/06/2012		30/06/2011		Variations	
	€/000	% on PV	€/000	% on PV	absolute	%
Income from sales and services	24,582	93.0%	24,198	92.4%	385	1.6%
Changes in ongoing orders	0	0.0%	14	0.1%	(14)	(100.0%)
Asset increases due to internal work	1,809	6.8%	1,937	7.4%	(128)	(6.6%)
Other revenues and receipts	33	0.1%	45	0.2%	(12)	(27.4%)
Production value	26,424	100.0%	26,193	100.0%	231	0.9%
Costs for raw materials, subsidiaries etc.	(249)	(0.9%)	(433)	(1.7%)	185	(42.6%)
Service costs	(4,738)	(17.9%)	(5,115)	(19.5%)	377	(7.4%)
Other operational costs	(396)	(1.5%)	(349)	(1.3%)	(47)	13.5
Added value	21,042	79.6%	20,297	77.5%	745	3.7%
Labour costs	(17,122)	(64.8%)	(16,800)	(64.1%)	(322)	1.9%
Other administrative expenses	(1,052)	(4.0%)	(1,101)	(4.2%)	49	(4.4%)
Gross operational result - EBITDA	2,867	10.9%	2,395	9.1%	472	19.7%
Amortizations and Depreciations	(1,651)	(6.2%)	(1,756)	(6.7%)	105	(5.9%)
Operational result - EBIT	1,216	4.6%	639	2.4%	577	90.2%
Financial income	82	0.3%	41	0.2%	41	98.4%
Financial expenses	(33)	(0.1%)	(43)	(0.2%)	10	(23.8%)
Ordinary result	1,265	4.8%	638	2.4%	628	98.4%
Revaluations and depreciations	238	0.9%	228	0.9%	10	4.5%
Pre-tax result	1,503	5.7%	865	3.3%	638	73.7%
Income taxes	(856)	(3.2%)	(813)	(3.1%)	(43)	5.4%
Profit (loss) for the period	647	2.4%	53	0.2%	594	1,131.9%
Profit (loss) for the period attributable to:						
Non-controlling interests	141	0.5%	10	0.0%	131	1,305.7%
Owners of the parent	505	1.9%	42	0.2%	463	1,090.7%

(in thousands of Euro)

Source: CAD IT

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 **Strategies**

 Attachment

One off (2012 - 2016)

- FATCA
- 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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Company Events

Date

Board of Directors approval of draft of Financial Statements and Consolidated Financial Statements at 31st December 2011

Tuesday 13th March

Shareholders' Meeting approval of the Financial Statements at 31st December 2011 and Corporate bodies renewal

Thursday 26th April
(single call)

Board of Directors approval of Interim Management Report at 31st March 2012

Tuesday 15th May

Board of Directors approval of the Half-Yearly report at 30th June 2012

Tuesday 28th August

Board of Directors approval of Interim Management Report at 30th September 2012

Tuesday 13th November



Next

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