



# CAD IT Company Overview

STAR Conference Milan, 26<sup>th</sup> March 2013



 **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, 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

- **604** staff (as at 31/12/2012)
- Continuous training
- Partnerships



# Shareholders and Corporate Governance

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

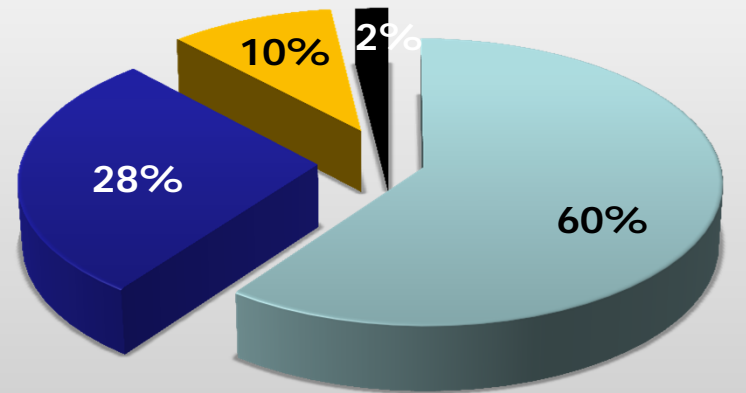
There isn't a syndicate agreement between the families shareholders

■ The **free float** is **28%**

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

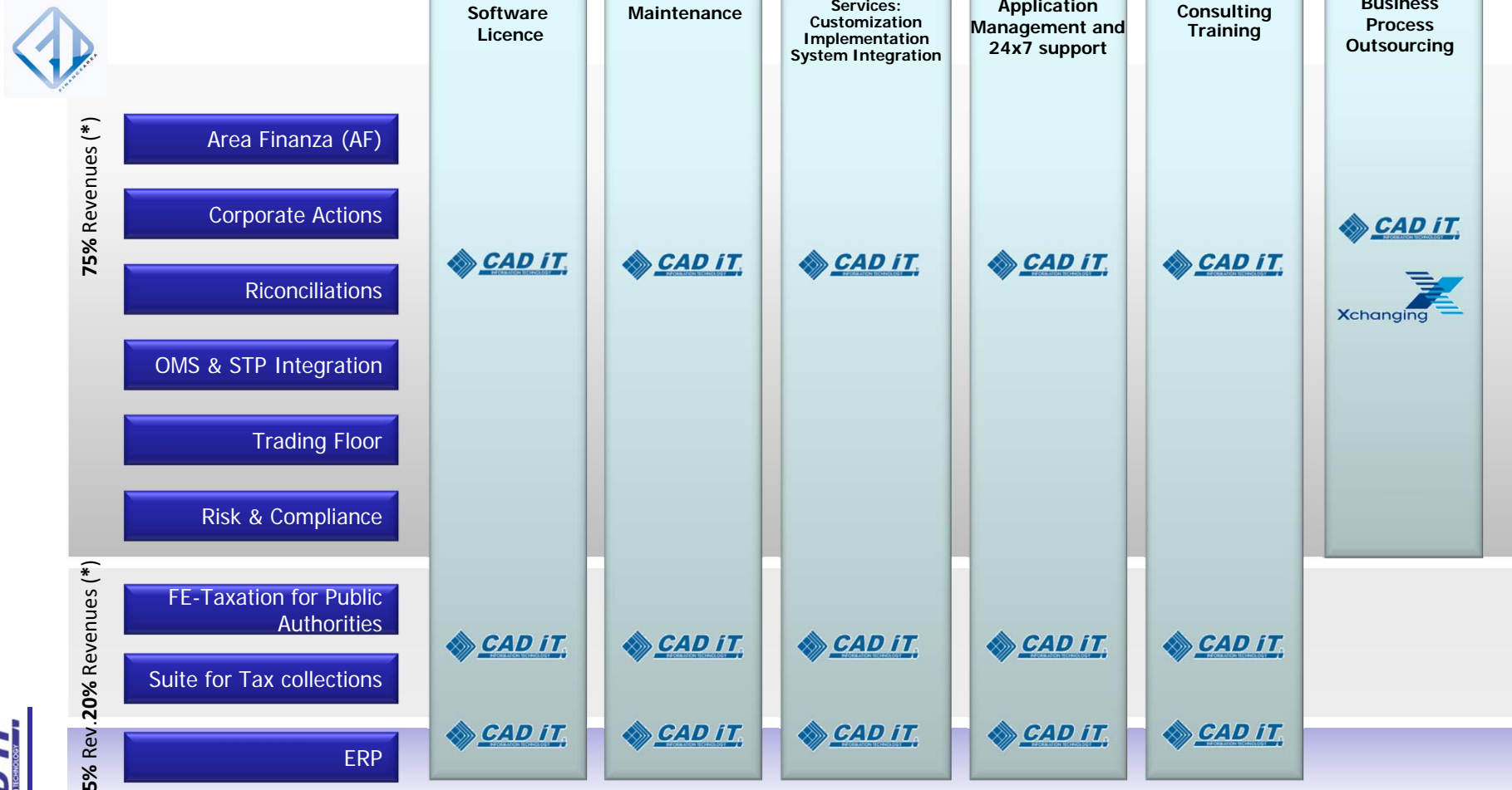
■ **Sofyl** (**2%** of the capital) is a company controlled by the management of CAD IT

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



- Four founder families
- Free flot
- Xchanging
- Sofyl

# CAD IT presence in the business environment



Services
  Software
  Financial Division
  P.A. Division
  Manufacturing Division

(\*) Revenues at 31<sup>st</sup> December 2012

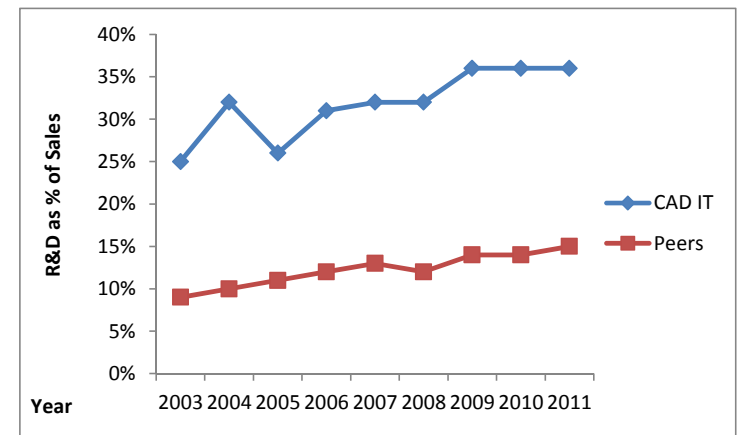
CAD IT FINANCE AREA is used by:

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



## Technology Partners

## Product & Process Partners

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# Financial results FY2012/FY2011

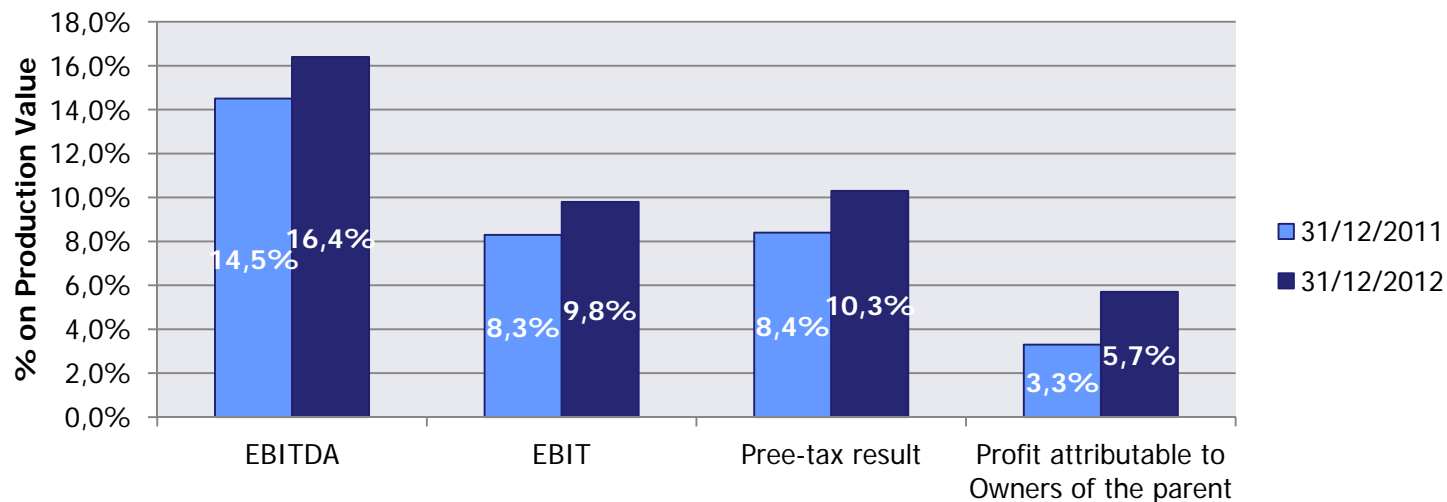
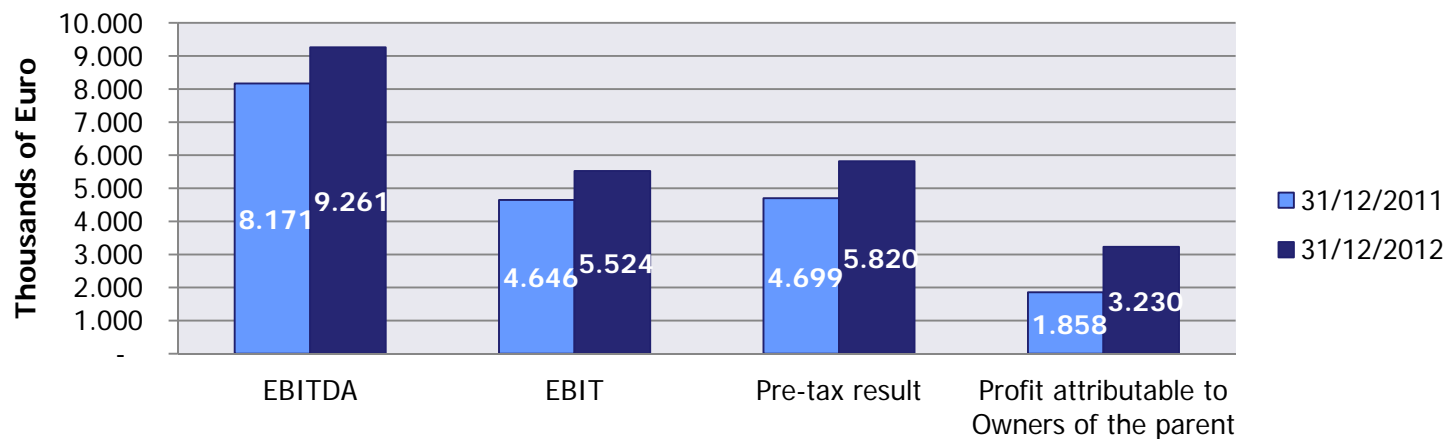
Consolidated Income Statement	Year 2012		Year 2011		Variations	
	€/000	% on PV	€/000	% on PV	€/000	%
Income from sales and services	51,663	91.5%	52,248	93.0%	(585)	(1.1%)
Changes in ongoing orders	(17)	(0.0%)	(179)	(0.3%)	162	(90.4%)
Asset increases due to internal work	3,550	6.3%	3,543	6.3%	7	0.2%
Other revenues and receipts	1,278	2.3%	578	1.0%	701	121.3%
<b>Production value</b>	<b>56,475</b>	<b>100.0%</b>	<b>56,190</b>	<b>100.0%</b>	<b>285</b>	<b>0.5%</b>
Costs for raw materials, subsidiaries etc.	(470)	(0.8%)	(626)	(1.1%)	156	(24.9%)
Service costs	(9,526)	(16.9%)	(10,562)	(18.8%)	1,036	(9.8%)
Other operational costs	(943)	(1.7%)	(802)	(1.4%)	(141)	17.6%
<b>Added value</b>	<b>45,536</b>	<b>80.6%</b>	<b>44,201</b>	<b>78.7%</b>	<b>1,336</b>	<b>3.0%</b>
Labour costs	(34,013)	(60.2%)	(33,796)	(60.1%)	(216)	0.6%
Other administrative expenses	(2,262)	(4.0%)	(2,233)	(4.0%)	(29)	1.3%
<b>Gross operational result - EBITDA</b>	<b>9,261</b>	<b>16.4%</b>	<b>8,171</b>	<b>14.5%</b>	<b>1,090</b>	<b>13.3%</b>
Amortizations and Depreciations	(3,737)	(6.6%)	(3,525)	(6.3%)	(212)	6.0%
<b>Operational result - EBIT</b>	<b>5,524</b>	<b>9.8%</b>	<b>4,646</b>	<b>8.3%</b>	<b>878</b>	<b>18.9%</b>
Net Financial income	171	0.3%	94	0.2%	77	81.5%
Net Financial expenses	(81)	(0.1%)	(93)	(0.2%)	12	(12.7%)
<b>Ordinary result</b>	<b>5,614</b>	<b>9.9%</b>	<b>4,648</b>	<b>8.3%</b>	<b>966</b>	<b>20.8%</b>
Revaluations and depreciations	206	0.4%	51	0.1%	155	304.2%
<b>Pre-tax result</b>	<b>5,820</b>	<b>10.3%</b>	<b>4,699</b>	<b>8.4%</b>	<b>1,122</b>	<b>23.9%</b>
Income taxes	(2,274)	(4.0%)	(2,623)	(4.7%)	350	(13.3%)
<b>Profit (loss) for the period</b>	<b>3,547</b>	<b>6.3%</b>	<b>2,075</b>	<b>3.7%</b>	<b>1,471</b>	<b>70.9%</b>
Profit (loss) for the period attributable to:						
<b>Non-controlling interests</b>	<b>316</b>	<b>0.6%</b>	<b>217</b>	<b>0.4%</b>	<b>99</b>	<b>45.9%</b>
<b>Owners of the parent</b>	<b>3,230</b>	<b>5.7%</b>	<b>1,858</b>	<b>3.3%</b>	<b>1,372</b>	<b>73.8%</b>

(in thousands of Euro)

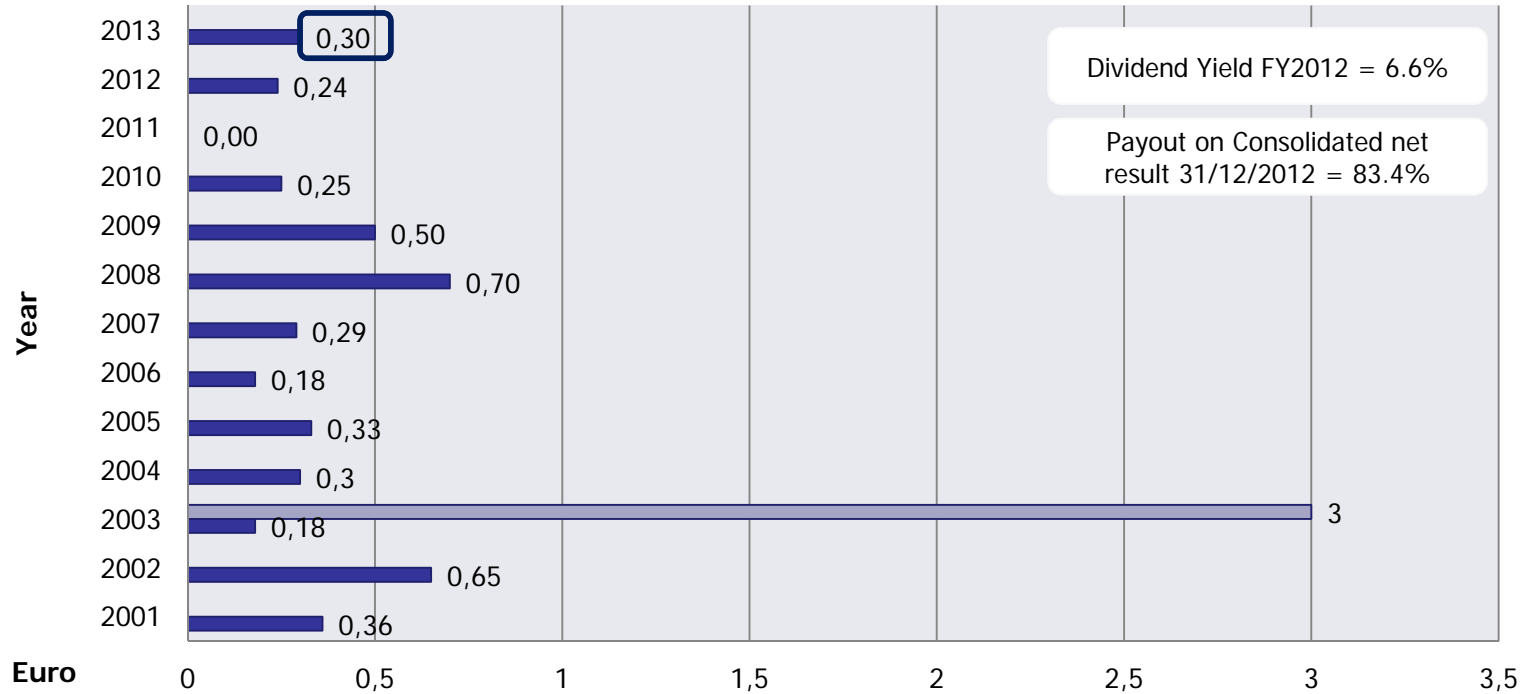
Source: CAD IT

Tax rate	39%	56%
short-term NFP	3,885	5,401

## Trend of the main economic highlights



## CAD IT Dividends paid



	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Special DPS			3										
DPS	0,36	0,65	0,18	0,3	0,33	0,18	0,29	0,70	0,50	0,25	0,00	0,24	0,30

An ordinary dividend payment of Euro 0.30 per share will be proposed by the B.o.D. at the Shareholders' Meeting called for 29<sup>th</sup> April 2013

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## One off (2013 - 2015)

- FATCA
- Target 2 Securities
- Privacy
- EMIR

### 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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## A NEW CONTRACT FOR ENTRUSTING FUNCTIONAL IT SERVICES TO THE EQUITALIA GROUP COMPANIES' TAX COLLECTION SYSTEM IS SIGNED

2<sup>nd</sup> January 2013

*The total value is €25 million.*

*The contact covers activities up to 31st December 2015.*

CAD IT, leader in the Italian financial software market and listed in the STAR segment of Borsa Italiana, announces that Equitalia has signed a new contract that guarantees the continuation of IT services to the Equitalia Group's companies up to 31<sup>st</sup> December 2015.

The services are carried out on CAD IT's "Sistema Esazione Tributi" (SET) platform which Equitalia decided to adopt in 2010 as the National IT solution to support the Companies that manage public tax collection.

The new contract involves the provision of application management services, including corrective and adaptive maintenance and expert assistance in relation to all the software acquired and all subsequent future software developments.

The total value of the new contract, which will be valid until 31<sup>st</sup> December 2015, is Euro 25 million.

CAD IT's Vice President Giampietro Magnani said: "This contract rewards the quality of the products and services offered to Equitalia and recompenses the considerable investments in research and development that we have made in recent years."



Tutti i comunicati stampa di CAD IT sono disponibili sul sito aziendale: [www.caditgroup.com](http://www.caditgroup.com)

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## Company Events

## Date

Board of Directors approval of draft of Financial Statements and Consolidated Financial Statements at 31 <sup>st</sup> December 2012	<b>Thursday 14<sup>th</sup> March</b>
Shareholders' Meeting approval of the Financial Statements at 31 <sup>st</sup> December 2012	<b>Monday 29<sup>th</sup> April</b> (single call)
Board of Directors approval of Interim Management Report at 31 <sup>st</sup> March 2013	<b>Tuesday 14<sup>th</sup> May</b>
Board of Directors approval of the Half-Yearly Report at 30 <sup>th</sup> June 2013	<b>Tuesday 27<sup>th</sup> August</b>
Board of Directors approval of Interim Management Report at 30 <sup>th</sup> September 2013	<b>Tuesday 12<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, 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.

#### CAD IT S.p.A.

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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), VALIDATED IN NOVEMBER 2009 AND RECONFIRMED IN FEBRUARY 2012.