



# CAD IT Company Overview

One day Investor Meeting



Milan, 24<sup>th</sup> October 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

- **610** staff (as at 30/06/2013)
- Continuous training
- Partnerships



# Shareholders and Corporate Governance

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

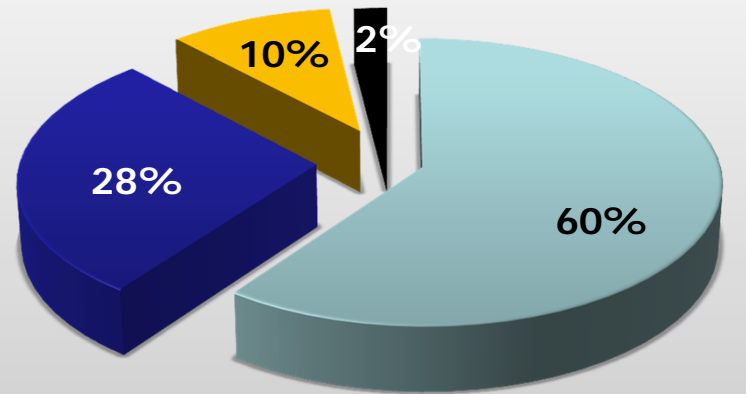
There isn't a syndicate agreement between the families shareholders.

- The **free float** is **28%**.

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

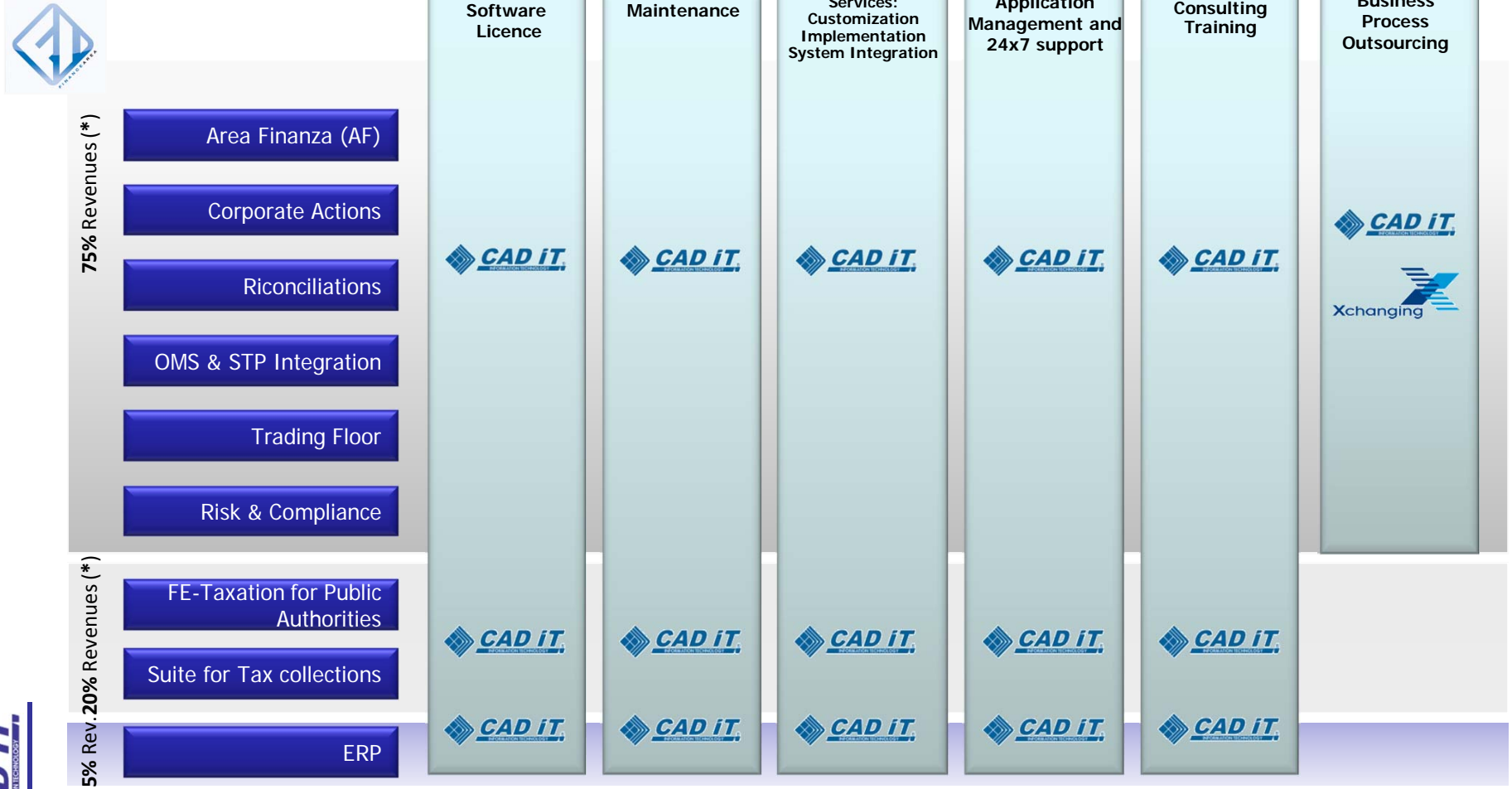
- **Sofyl** (**2%** of the capital) is a company controlled by the management of CAD IT.

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



- Four founder families
- Free float
- Xchanging
- Sofyl

# CAD IT presence in the business environment



Services
  Software
  Financial Division
  P.A. Division
  Manufacturing Division

(\*) Indicative data of revenues at 30<sup>th</sup> June 2013

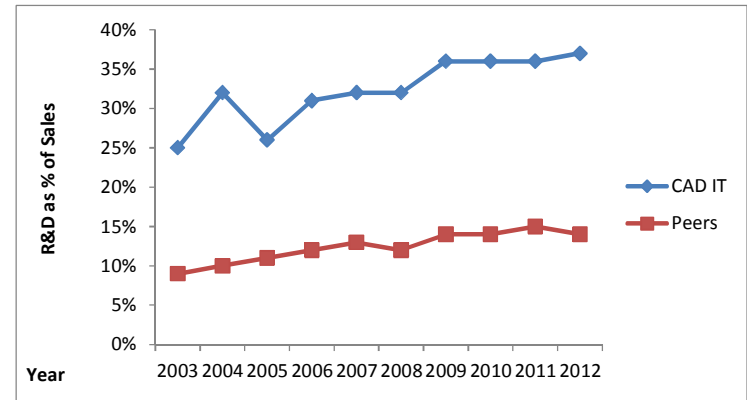
CAD IT FINANCE AREA is used by:

- 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 2013

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# Annual 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>

(in thousands of Euro)

Profit (loss) for the period attributable to:						
Non-controlling interests	316	0.6%	217	0.4%	99	45.9%
Owners of the parent	3,230	5.7%	1,858	3.3%	1,372	73.8%

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

Source: CAD IT



# Six-monthly financial results - HY2013/HY2012

Consolidated Income Statement	30/06/2012		30/06/2012		Variations	
	€/000	% on PV	€/000	% on PV	absolute	%
Income from sales and services	23,818	92.5%	24,582	93.0%	(764)	(3.1%)
Changes in ongoing orders	0	0.0%	0	0.0%	0	0.0%
Asset increases due to internal work	1,881	7.3%	1,809	6.8%	72	4.0%
Other revenues and receipts	38	0.1%	33	0.1%	5	15.0%
<b>Production value</b>	<b>25,736</b>	<b>100.0%</b>	<b>26,424</b>	<b>100.0%</b>	<b>(688)</b>	<b>(2.6%)</b>
Costs for raw materials, subsidiaries etc.	(249)	(1.0%)	(249)	(0.9%)	(0)	0.1%
Service costs	(4,162)	(16.2%)	(4,738)	(17.9%)	576	(12.2%)
Other operational costs	(325)	(1.3%)	(396)	(1.5%)	71	(17.9%)
<b>Added value</b>	<b>21,001</b>	<b>81.6%</b>	<b>21,042</b>	<b>79.6%</b>	<b>(41)</b>	<b>(0.2%)</b>
Labour costs	(17,675)	(68.7%)	(17,239)	(65.2%)	(436)	2.5%
Other administrative expenses	(1,026)	(4.0%)	(1,052)	(4.0%)	27	(2.5%)
<b>Gross operational result - EBITDA</b>	<b>2,300</b>	<b>8.9%</b>	<b>2,750</b>	<b>10.4%</b>	<b>(451)</b>	<b>(16.4%)</b>
Amortizations and Depreciations	(2,195)	(8.5%)	(1,651)	(6.2%)	(545)	32.9%
<b>Operational result - EBIT</b>	<b>104</b>	<b>0.4%</b>	<b>1,099</b>	<b>4.2%</b>	<b>(995)</b>	<b>(90.5%)</b>
Financial income	36	0.1%	82	0.3%	(45)	(55.5%)
Financial expenses	(20)	(0.1%)	(33)	(0.1%)	12	(38.2%)
<b>Ordinary result</b>	<b>120</b>	<b>0.5%</b>	<b>1,149</b>	<b>4.3%</b>	<b>(1,028)</b>	<b>(89.5%)</b>
Revaluations and depreciations	280	1.1%	238	0.9%	42	17.6%
<b>Pre-tax result</b>	<b>400</b>	<b>1.6%</b>	<b>1,387</b>	<b>5.2%</b>	<b>(986)</b>	<b>(71.1%)</b>
Income taxes	(573)	(2.2%)	(856)	(3.2%)	283	(33.1%)
<b>Profit (loss) for the period</b>	<b>(173)</b>	<b>(0.7%)</b>	<b>530</b>	<b>2.0%</b>	<b>(703)</b>	<b>(132.6%)</b>
Profit (loss) for the period attributable to:						
<b>Non-controlling interests</b>	<b>50</b>	<b>0.2%</b>	<b>133</b>	<b>0.5%</b>	<b>(83)</b>	<b>(62.4%)</b>
<b>Owners of the parent</b>	<b>(223)</b>	<b>(0.9%)</b>	<b>397</b>	<b>1.5%</b>	<b>(620)</b>	<b>(156.1%)</b>

(in thousands of Euro)

Source: CAD IT

Tax rate	143.2%	61.8%
Consolidated Net Financial Position	2,817	9,819

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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."



All the press releases by CAD IT are available on the web site of the Company: [www.caditgroup.com](http://www.caditgroup.com)

## CAD IT WINS THE TENDER FOR SUPPLYING SOFTWARE AND EXPERT SERVICES FOR POSTE ITALIANE S.P.A.'S REMOTE CONTROL SYSTEMS

15<sup>th</sup> April 2013

*The contract is worth Euro 1.1 million.*

*The service will last for 32 months.*

CAD IT, leader in the Italian financial software market and listed in the STAR segment of Borsa Italiana, announces that it has been granted the contract for the supply of an application platform and the relative expert assistance for Poste Italiane S.p.A.'s remote control systems.

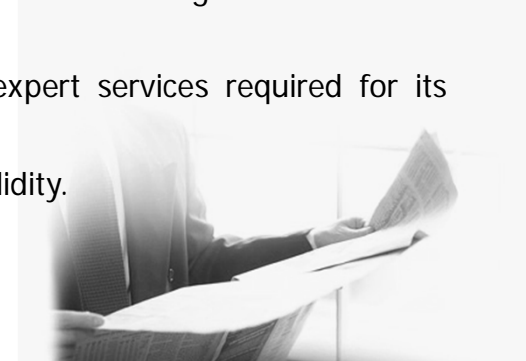
CAD IT's "Remote Control" application is a dynamic system for monitoring the various risk categories originating in both peripheral and central company structures.

The tool implements a constant analysis and assessment model at a process and business unit level, quickly identifying any sign of anomaly.

The system centralises the controls of hundreds of procedures on 14,000 Post Offices, deals with audit interventions, allows the planning of activities, prevents particular risk conditions from becoming more serious and guides actions for improvement.

The project foresees the supply of the license to use the platform and the relative expert services required for its integration and start-up as well as the relative ordinary and perfective maintenance.

The total value of the contract is Euro 1.1 million and the service will have a 32-month validity.



All the press releases by CAD IT are available on the web site of the Company: [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>



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, 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.