


# ***CAD IT Company Overview***

**Milan, 23<sup>rd</sup> May 2007**





Overview of the Group

Financial results



Strategies

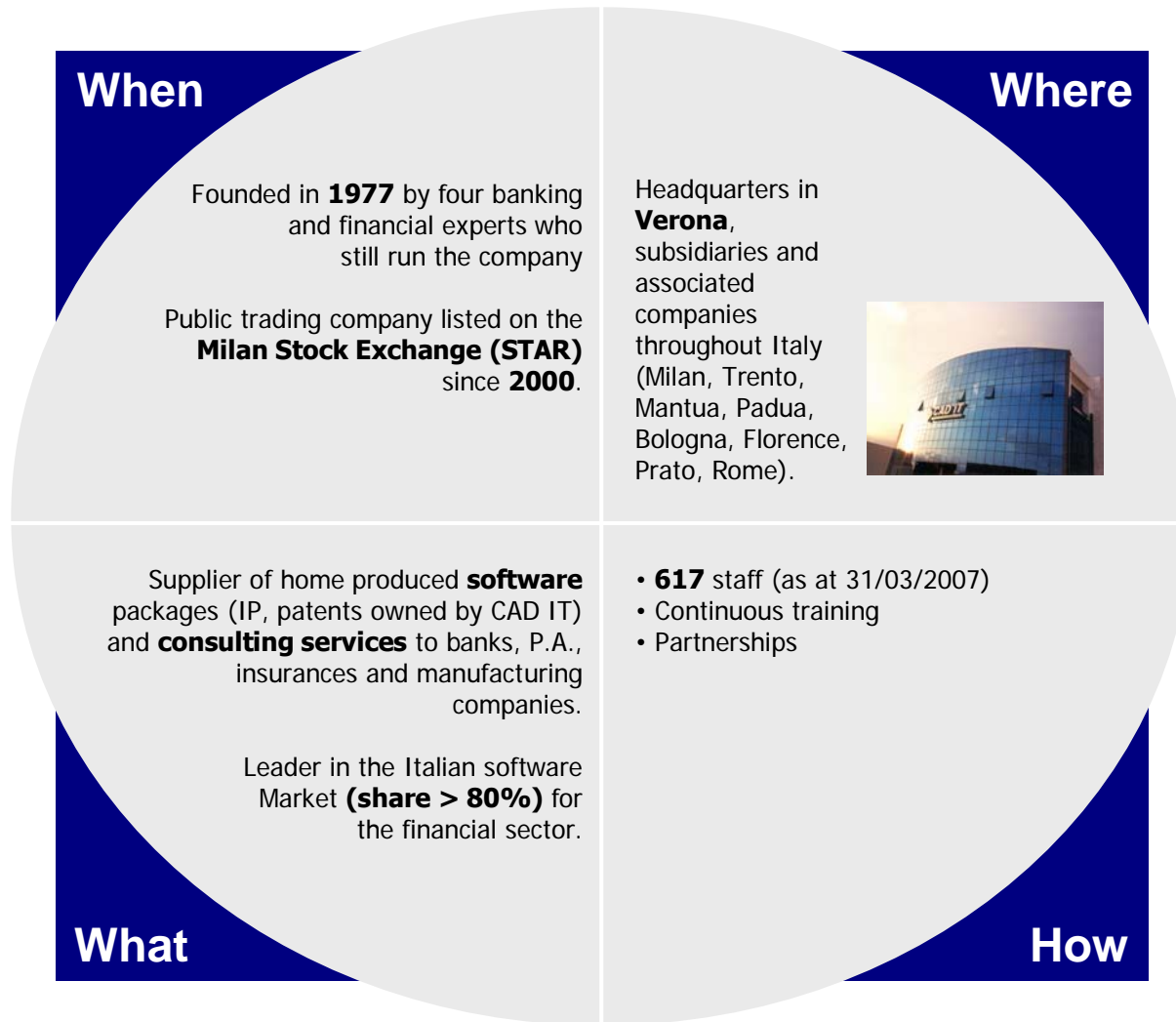


Press Releases and News



Attachment





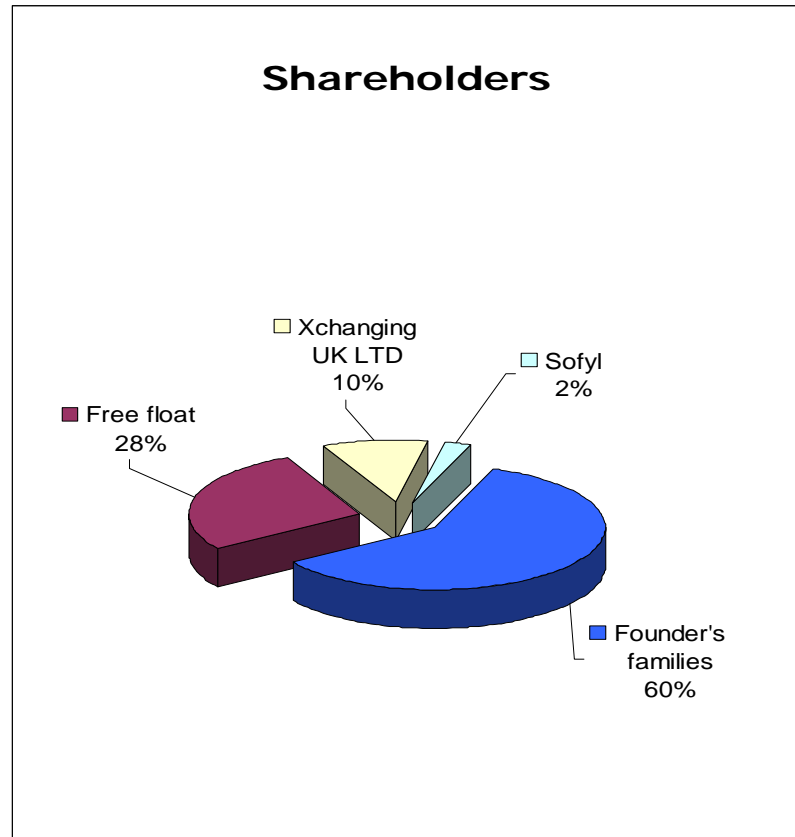
The **four founder families** control **60%** of the capital through equal stakes

There isn't a syndicate agreement between the families shareholders

The **free float** is **28%**

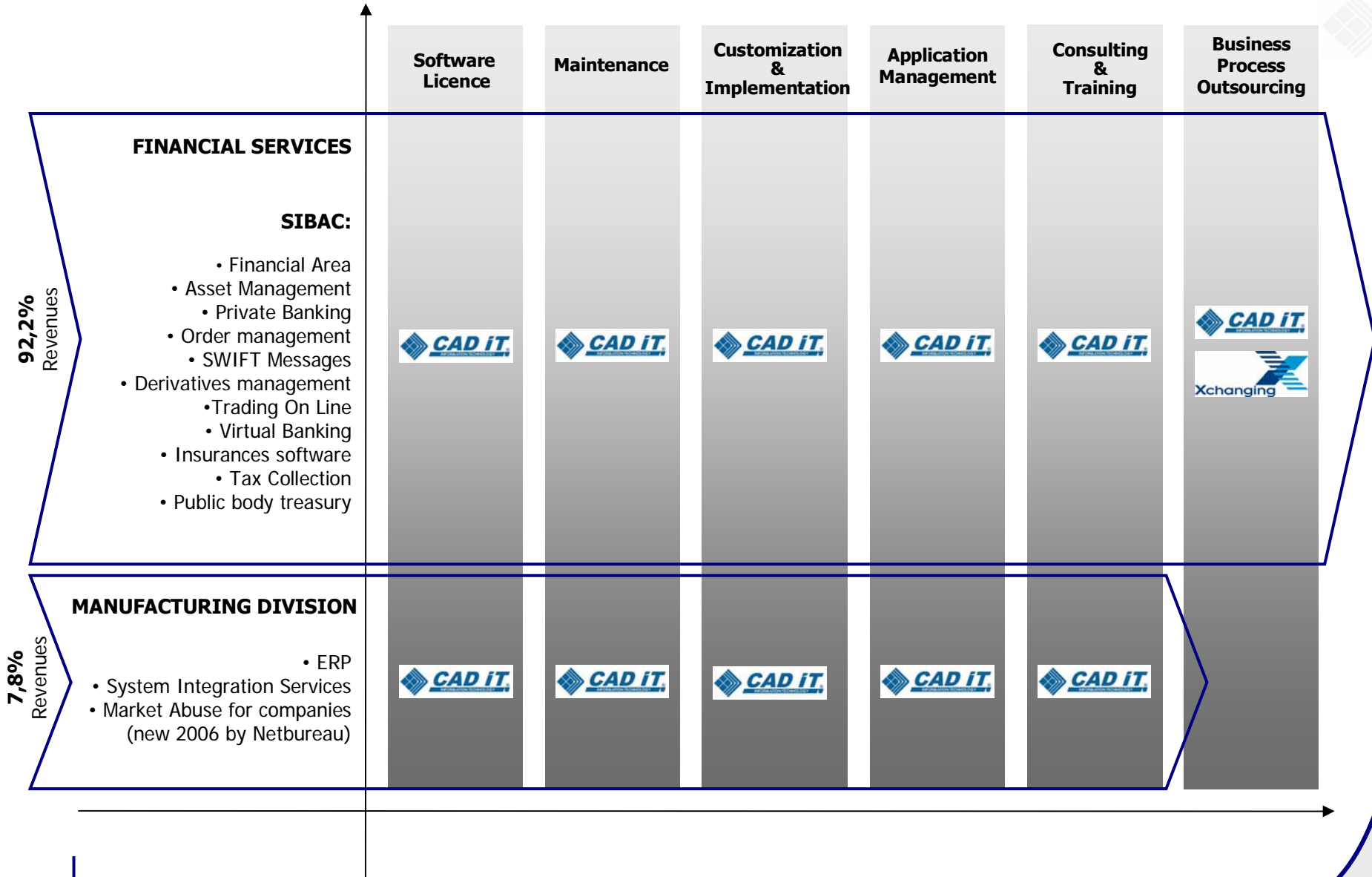
**Xchanging**  
(that controls **10%** of the capital)  
is leader in the offering of  
Global Business Process Outsourcing services

**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...



# The Partners

## Technology Partners



THE TECHNOLOGY PARTNERS

## Business Partners



## Strategic Partners





Financial results

Overview of the Group



Strategies



Press Releases and News



Attachment



# Financial results FY06/FY05

## Consolidated FY Results as at 31<sup>st</sup> December 2006 (values are expressed in Thousand of Euro)

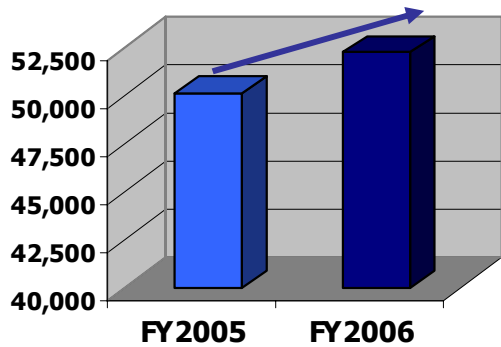
Consolidated Profit and Loss Account	FY2006	%	FY2005	%	Change	Δ
Income from sales and services	47,669	91.2%	44,889	89.5%	2,780	6.2%
<b>Production value</b>	<b>52,243</b>	<b>100.0%</b>	<b>50,142</b>	<b>100.0%</b>	<b>2,101</b>	<b>4.2%</b>
Costs for raw materials, subsidiaries etc.	(1,223)	(2.3%)	(984)	(2.0%)	(239)	24.3%
Service costs	(8,923)	(17.1%)	(8,807)	(17.6%)	(116)	1.3%
Other operational costs	(1,035)	(2.0%)	(1,055)	(2.1%)	20	(1.9%)
<b>Added value</b>	<b>41,062</b>	<b>78.6%</b>	<b>39,295</b>	<b>78.4%</b>	<b>1,767</b>	<b>4.5%</b>
Labour costs	(29,670)	(56.8%)	(29,998)	(59.8%)	(328)	(1.1%)
Other administrative expenses	(2,350)	(4.5%)	(2,280)	(4.5%)	(70)	3.1%
<b>Gross operational result (EBITDA)</b>	<b>9,042</b>	<b>17.3%</b>	<b>7,017</b>	<b>14.0%</b>	<b>2,025</b>	<b>28.9%</b>
Amortizations and Depreciation	(1,663)	(3.2%)	(1,512)	(3.0%)	(152)	10.0%
<b>Operational result (EBIT)</b>	<b>7,380</b>	<b>14.1%</b>	<b>5,506</b>	<b>11.0%</b>	<b>1,874</b>	<b>34.0%</b>
Financial receipts (charges)	157	(0.3%)	227	(0.5%)	(70)	(30.8%)
<b>Ordinary result</b>	<b>7,536</b>	<b>14.4%</b>	<b>5,733</b>	<b>11.4%</b>	<b>1,803</b>	<b>31.5%</b>
Revaluations and depreciations	27	0.1%	(224)	(0.4%)	251	(112.0%)
<b>Pre-tax and pre-third party share result</b>	<b>7,563</b>	<b>14.5%</b>	<b>5,509</b>	<b>11.0%</b>	<b>2,055</b>	<b>37.3%</b>
Income taxes	(4,303)	(8.2%)	(3,796)	(7.6%)	(507)	13.4%
Third party (profit)loss for the period	(300)	(0.6%)	(196)	(0.4%)	(103)	52.6%
<b>Profit (loss) for the period</b>	<b>2,961</b>	<b>5.7%</b>	<b>1,517</b>	<b>3.0%</b>	<b>1,444</b>	<b>95.2%</b>

Net Consolidated Financial Position	at 31.12.2006	at 31.12.2005	Δ
	8,084	8,347	(3.3%)

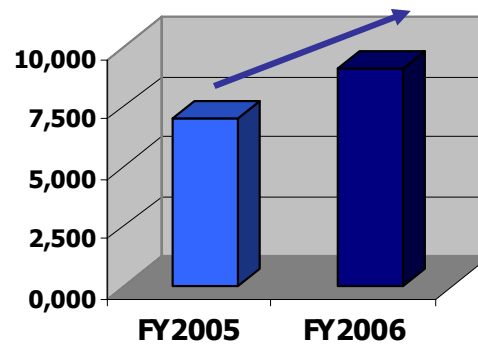


# Financial results FY2005/FY2006

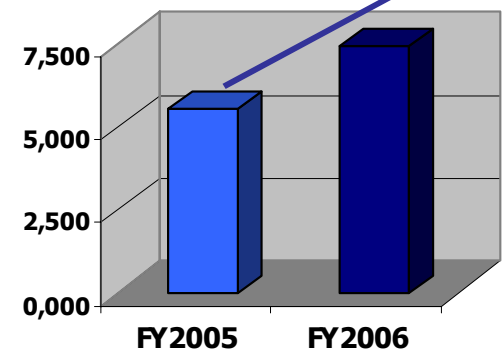
**+4%** Revenues



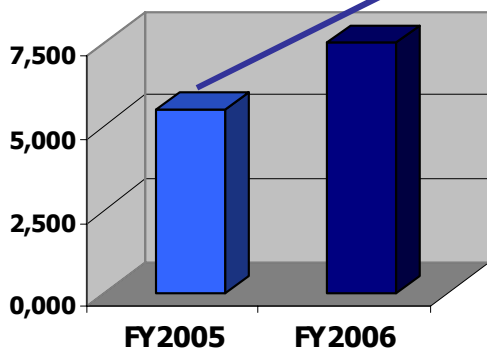
**+29%** EBITDA



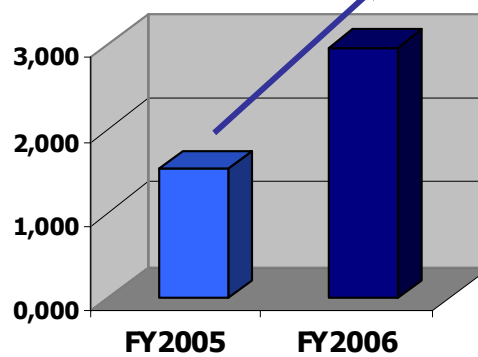
**+34%** EBIT



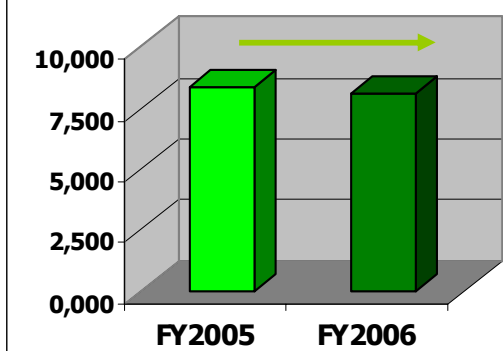
**+37%** EBT



**+95%** GROUP NET PROFIT



**-3%** NFP



# Financial results 1Q2007/1Q2006

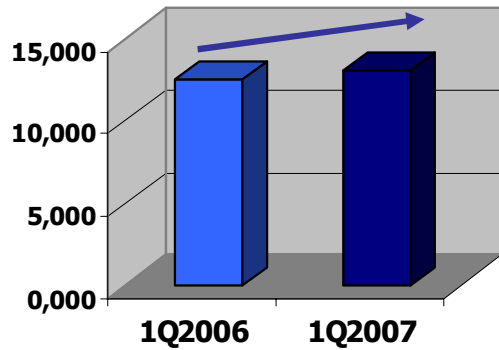
*First Quarterly Report as at 31<sup>st</sup> March 2007 (values are consolidated and expressed in Thousand Euro)*

<b>Consolidated Profit and Loss Account</b>	<b>1Q2007</b>	<b>%</b>	<b>1Q2006</b>	<b>%</b>	<b>Change</b>	<b>Δ</b>
Income from sales and services	12,186	93.3%	11,503	91.6%	682	5.9%
<b>Production value</b>	<b>13,064</b>	<b>100.0%</b>	<b>12,552</b>	<b>100.0%</b>	<b>512</b>	<b>4.1%</b>
Costs for raw materials, subsidiaries etc.	(368)	(2.8%)	(273)	(2.2%)	(95)	34.9%
Service costs	(2,169)	(16.6%)	(2,106)	(16.8%)	(63)	3.0%
Other operational costs	(167)	(1.3%)	(190)	(1.5%)	23	(12.3%)
<b>Added value</b>	<b>10,360</b>	<b>79.3%</b>	<b>9,983</b>	<b>79.5%</b>	<b>378</b>	<b>3.8%</b>
Labour costs	(7,480)	(57.3%)	(7,405)	(59.0%)	(74)	1.0%
Other administrative expenses	(597)	(4.6%)	(598)	(4.8%)	1	(0.2%)
<b>Gross operational result (EBITDA)</b>	<b>2,284</b>	<b>17.5%</b>	<b>1,979</b>	<b>15.8%</b>	<b>304</b>	<b>15.4%</b>
Amortizations and Depreciation	(477)	(3.7%)	(391)	(3.0%)	(86)	22.0%
<b>Operational result (EBIT)</b>	<b>1,807</b>	<b>13.8%</b>	<b>1,588</b>	<b>12.7%</b>	<b>219</b>	<b>13.8%</b>
Financial receipts (charges)	18	0.1%	27	0.2%	(10)	(33.3%)
<b>Ordinary result</b>	<b>1,825</b>	<b>14.0%</b>	<b>1,616</b>	<b>12.9%</b>	<b>209</b>	<b>12.9%</b>
Revaluations and depreciations	65	0.5%	(66)	(0.5%)	131	(198.9%)
<b>Pre-tax and pre-third party share result</b>	<b>1,890</b>	<b>14.5%</b>	<b>1,550</b>	<b>12.3%</b>	<b>340</b>	<b>21.9%</b>
Third party (profit)loss for the period	(124)	(0.9%)	(184)	(1.5%)	61	(33.0%)
<b>Profit (loss) for the period</b>	<b>1,766</b>	<b>13.5%</b>	<b>1,366</b>	<b>10.9%</b>	<b>401</b>	<b>29.3%</b>

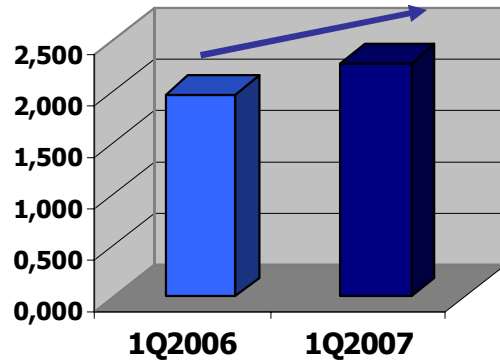
<b>Net Consolidated Financial Position</b>	<b>at 31.03.2007</b>	<b>at 31.12.2006</b>	<b>Δ</b>
	<b>9,927</b>	<b>8,084</b>	<b>22.8%</b>

# Financial results 1Q2007/1Q2006

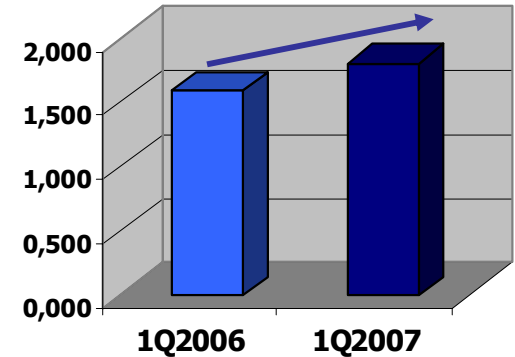
**+4%** Revenues



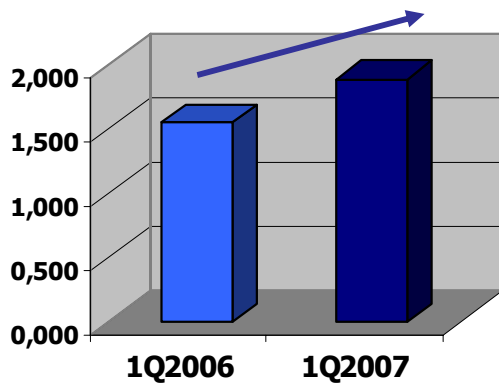
**+15%** EBITDA



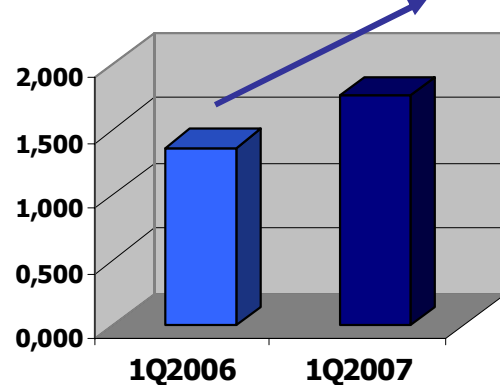
**+14%** EBIT



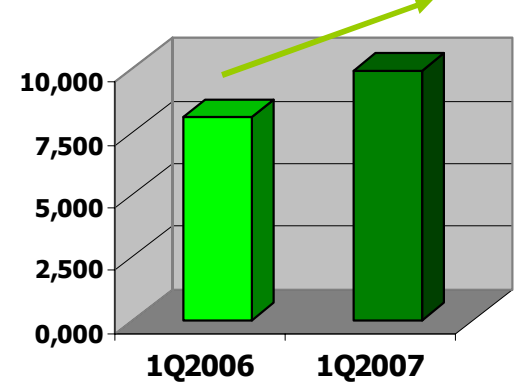
**+22%** EBT

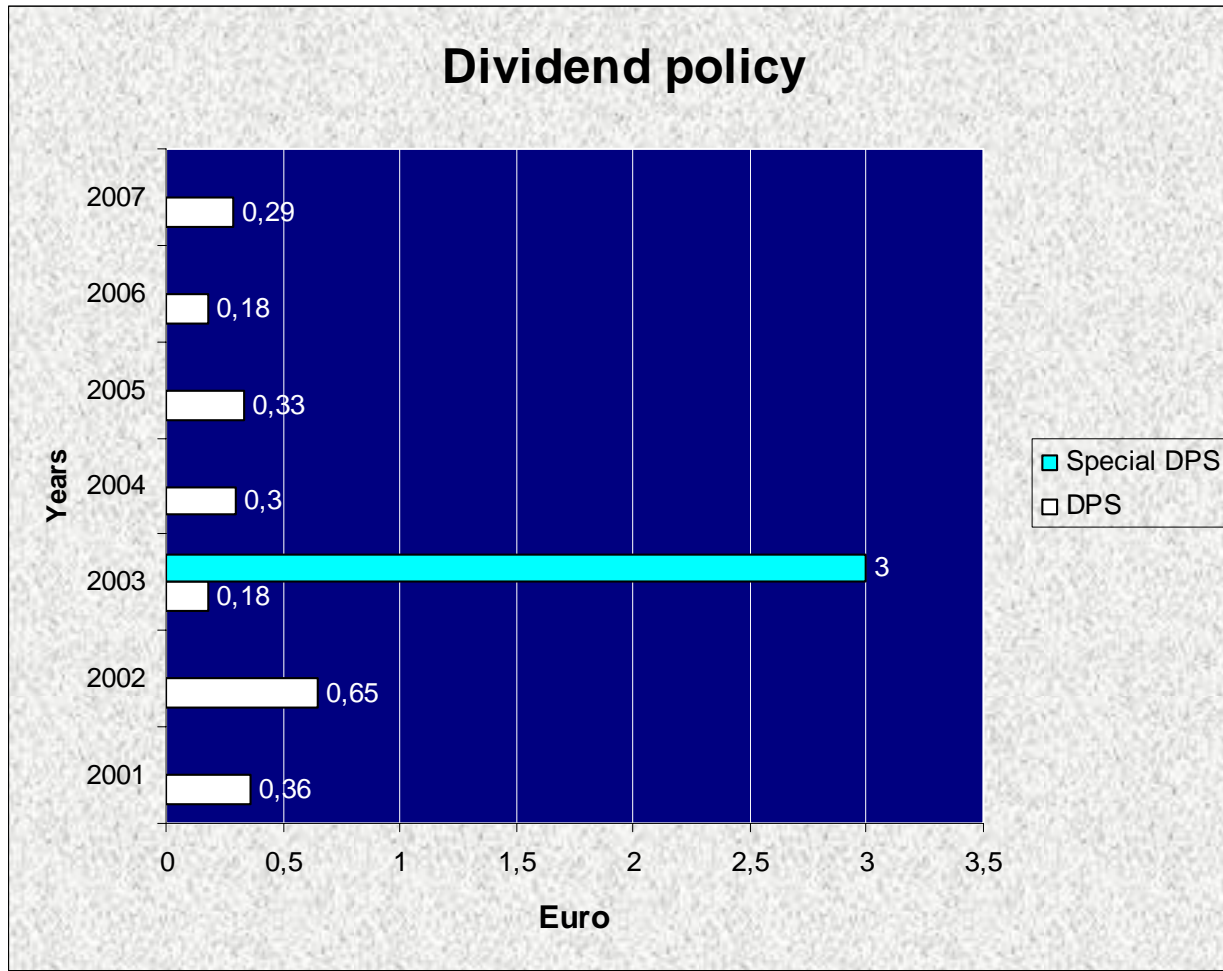


**+29%** GROUP PRE-TAX PROFIT



**+23%** NFP





Coupon detach date: **14<sup>th</sup> May 2007**  
Dividend payment date: **17<sup>th</sup> May 2007**



Strategies

Overview of the Group

Financial results

Press Releases and News

Attachment

## One off (2007 – 2008)

- MiFID (Markets in Financial Instruments Directive)
- System Integration

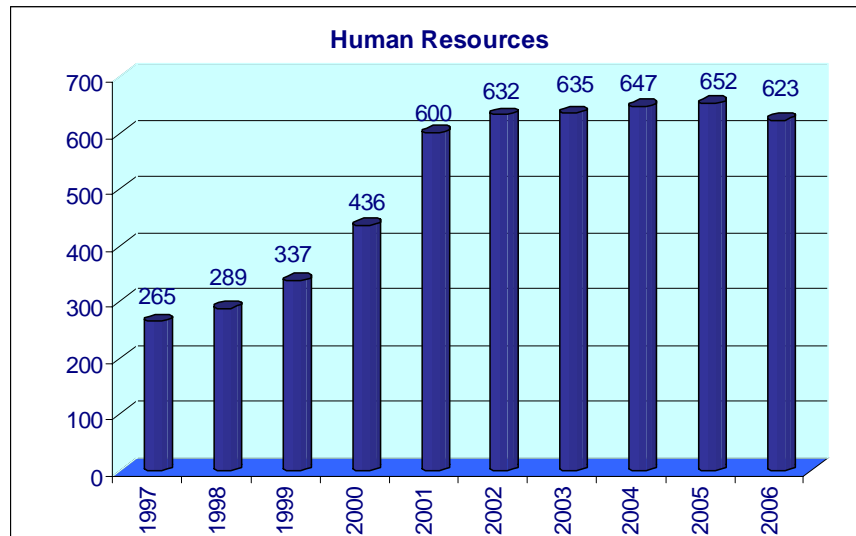
## Structural (2007 – 2010)

- Xchanging
- Insurances
- New Customer

## Other opportunities (2007 – 2010)

- Local Tax Collection

## Human Resources and R&D costs



- Variability of:
  - personnel expenses
  - services cost (external resources)
- R&D:
  - growth amortization of capitalized R&D costs
  - reduction of capitalized R&D costs

## Italian Customers

- New Customers
- New Services:
  - ⇒ Application Management
  - ⇒ Business Process Outsourcing

## Cross Selling

- MiFID
- IAC
- Market abuse
- Enterprise Risk Management

## Diversification

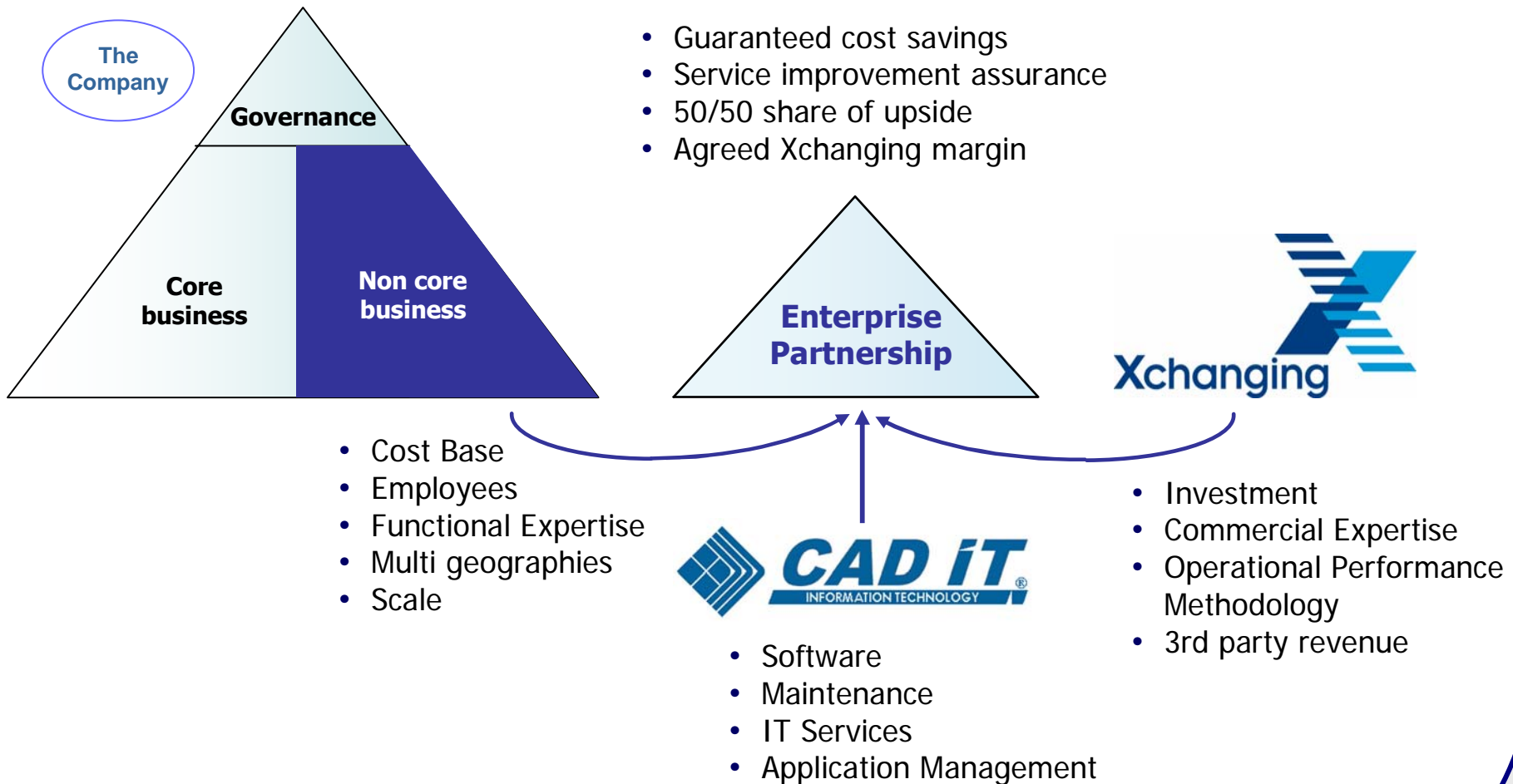
- Geographical Diversification
- Industry Diversification

## Acquisitions

- 2001 (DQS, Smart Line)
- 2002 (Bit Groove, Elidata)
- 2004 (Datafox)

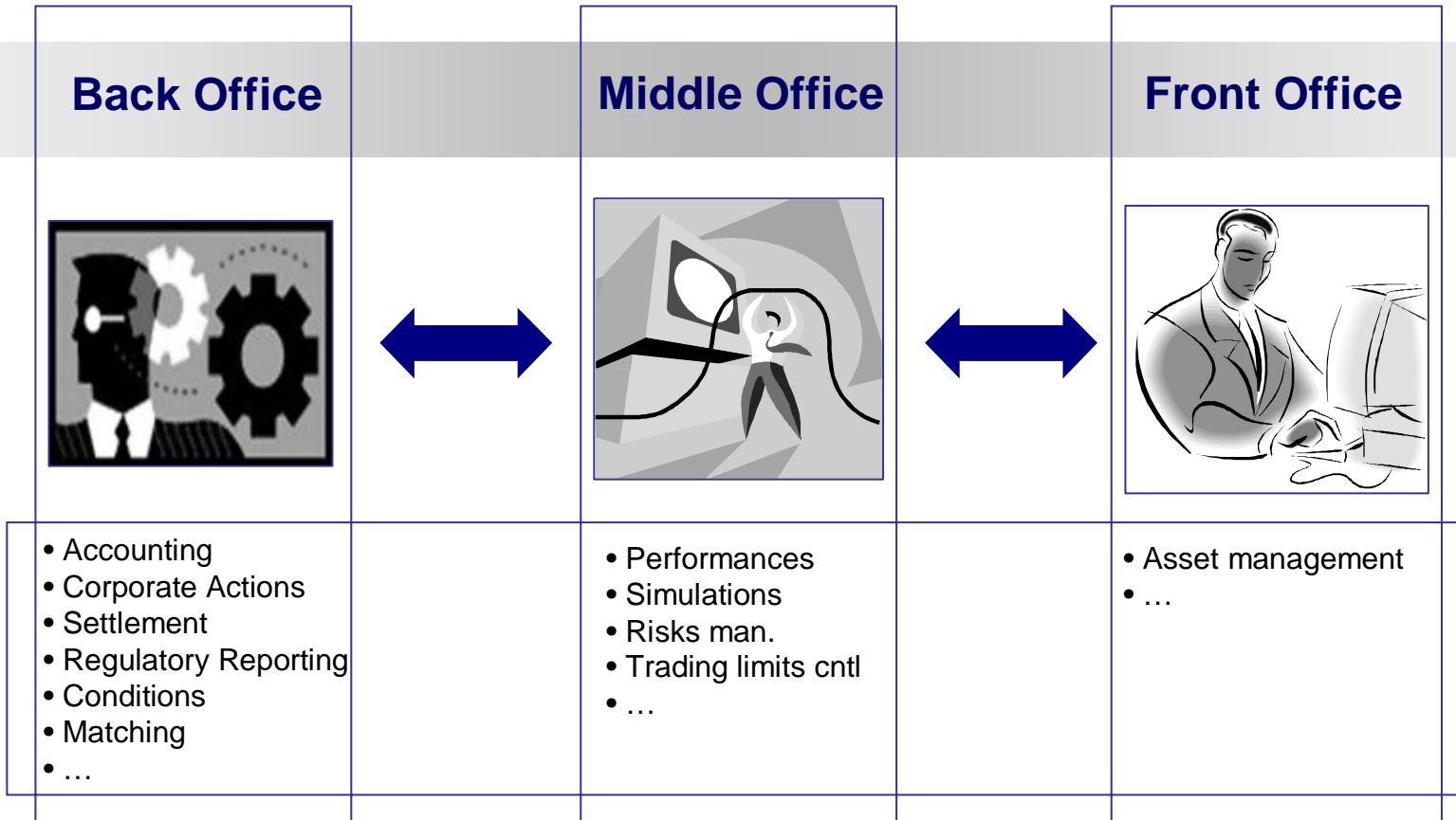


## CAD IT and Xchanging partnering to achieve... ...a profitable commercial processing services company





## CAD IT ENTERS THE FINANCIAL SOFTWARE AND SERVICES MARKET FOR INSURANCE





Overview of the Group



Financial results



Strategies



Attachment



Press Releases and News

21<sup>st</sup> November 2006

## **CAD IT ENTERS THE FINANCIAL SOFTWARE AND SERVICES MARKET FOR INSURANCE**

*CAD IT has announced the signing of an agreement with an important Italian Insurance Group with the aim of selling a software package for integrated financial management.*

*The solution, aimed at Insurance Companies, will be marketed in Italy and abroad as of next spring.*

5<sup>th</sup> February 2007

## **CAD IT & XCHANGING SIGN AN EXCLUSIVE INTERNATIONAL PARTNERING AGREEMENT**

*The partnering agreement reinforces the objectives of the original letter of intent, signed in November 2005, which comprised the following:*

- *CAD IT will be the preferred supplier of application solutions for the Xchanging Financial Services division. Xchanging will involve CAD IT in all international projects aimed at delivering software solutions for the financial services sector;*
- *Xchanging and CAD IT will continue their analysis of the business potential of the Italian market for business process services. Xchanging will be CAD IT's preferred partner for business services in Italy.*

18<sup>th</sup> April 2007

## **THE BANCA POPOLARE DELL'EMILIA ROMAGNA GROUP HAS CHOSEN TO IMPLEMENT THE NEW "LOCAL TAXES" PROCEDURE DEVELOPED BY CAD IT**

*CAD IT announces today the Banca Popolare dell'Emilia Romagna Group will be using its new software procedure to manage local taxes.*

*The solution developed by CAD IT will enable nominated bodies to carry out all operations regarding management of tributary and non tributary tax collection.*



Overview of the Group



Financial results



Strategies



Press Releases and News



Attachment

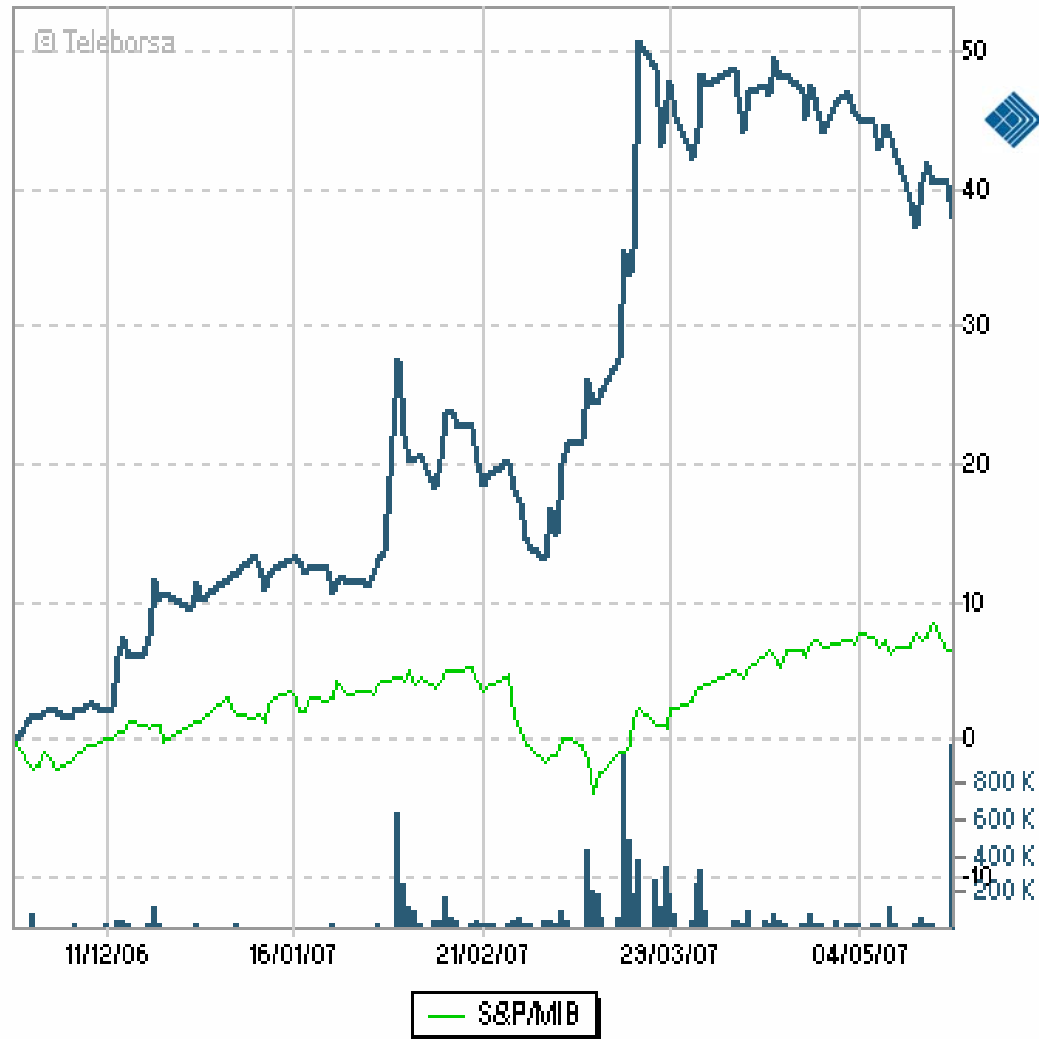
# About Xchanging

**Xchanging**, based in London, is a leading business processing services company serving financial markets, insurance markets, manufacturing and retail alongside new international markets.

**Xchanging** delivers better service at lower cost from its customers' back-office functions such as: customer administration, HR, procurement, finance and accounting. Founded in 1999, the company is represented today with 3,800 employees in 14 countries. Xchanging handles back-office business processing on behalf of its customers.

**Business processing** is about seizing the opportunity to drive fundamental change within an organization by moving from managing resources to managing services.





## **Tuesday 7 August 2007**

- Board meeting: 2<sup>nd</sup> Quarterly Report 2007

## **Tuesday 25 September 2007**

- Board meeting: Half Year Report 2007

## **Tuesday 13 November 2007**

- Board meeting: 3<sup>rd</sup> Quarterly Report 2007



## Q&A

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