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**Borsa Italiana**

London Stock Exchange Group

# CAD IT Company Overview

*STAR Conference in London – 7<sup>th</sup> October 2010*



## Overview of the Group



Financial results



Strategies



Press Releases and News



Attachment

# Overview of the Group

## 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

- **609** staff (as at 30/06/2010)
- Continuous training
- Partnerships



# Shareholders and Corporate Governance

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

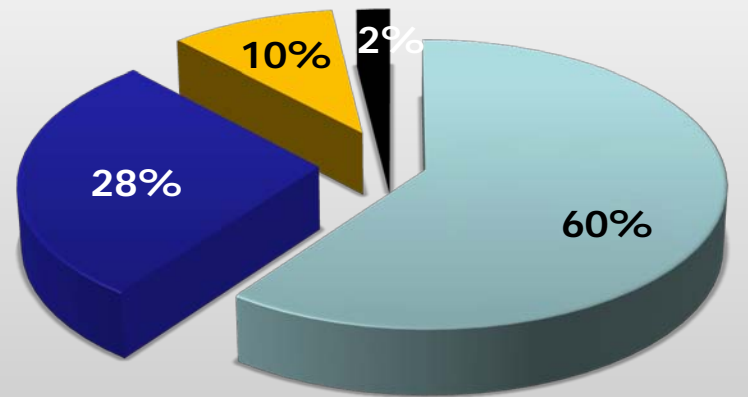
There isn't a syndicate agreement between the families shareholders

- 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



94% Rev.

Finance Area

Asset Management

Funds & SICAV

Order Management

SWIFT Messages

Trading On Line

Anti-money laundering

Derivatives Management

Insurances software

Money Transfer

Public Body Treasury

Trust Company

Software  
Licence

Maintenance

Customization  
Implementation  
System Integration

Application  
Management

Consulting  
Training

Business  
Process  
Outsourcing



6% Rev.

ERP



Services



Software



Financial Division

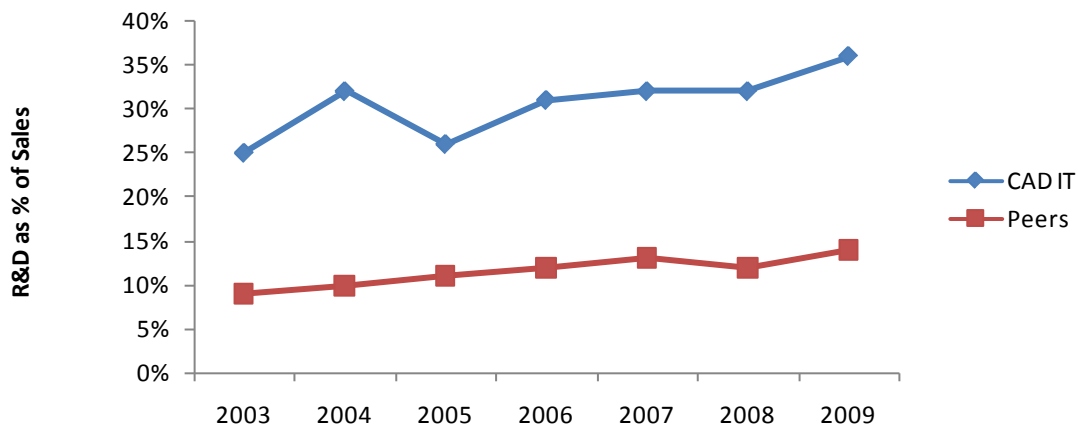


Manufacturing Division

CAD IT securities modules are used in Europe by:

- over **300** banks
- over **25.000** banking branches and **14.000** Post branches
- and manage over **25 million** securities deposits

**Top tier and large institutions as Customers ...  
... thanks to continuous R&D investments**





# Partners

## Strategic Partners



## Business Partners



invent



## Technology Partners

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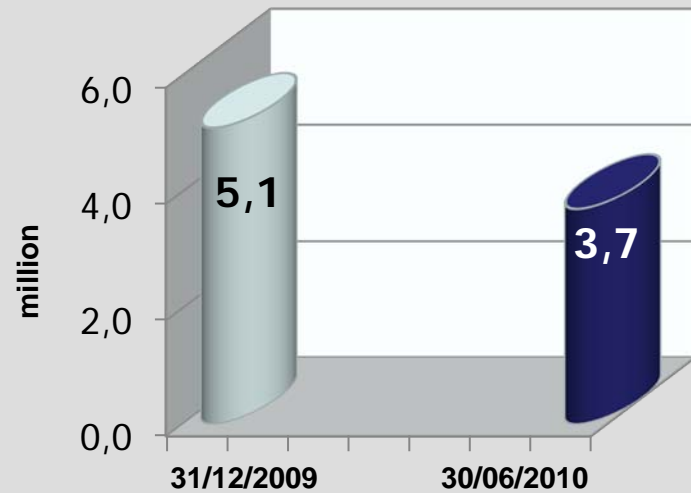
# Financial results HY2010/HY2009

(in thousands of Euro)

Consolidated Income Statement	HY2010	%	HY2009	%	Δ
Income from sales and services	23,985	92.2%	25,316	92.8%	(5.3%)
Changes in ongoing orders	(143)	(0.5%)	(83)	(0.3%)	73.0%
Asset increases due to internal work	2,146	8.3%	1,540	5.6%	39.4%
Other revenues and receipts	16	0.1%	503	1.8%	96.8%
<b>Production value</b>	<b>26,004</b>	<b>100.0%</b>	<b>27,276</b>	<b>100.0%</b>	<b>(4.7%)</b>
Costs for raw materials, subsidiaries etc.	(373)	(1.4%)	(638)	(2.3%)	(41.5%)
Service costs	(5,133)	(19.7%)	(5,244)	(19.2%)	(2.1%)
Other operational costs	(362)	(1.4%)	(413)	(1.5%)	(12.4%)
<b>Added value</b>	<b>20,136</b>	<b>77.4%</b>	<b>20,981</b>	<b>76.9%</b>	<b>(4.0%)</b>
Labour costs	(16,764)	(64.5%)	(15,638)	(57.3%)	7.2%
Other administrative expenses	(1,333)	(5.1%)	(1,230)	(4.5%)	8.4%
<b>Gross operational result (EBITDA)</b>	<b>2,039</b>	<b>7.8%</b>	<b>4,113</b>	<b>15.1%</b>	<b>(50.4%)</b>
Amortizations and Depreciations	(1,951)	(7.5%)	(1,737)	(6.7%)	12.3%
<b>Operational result (EBIT)</b>	<b>88</b>	<b>0.3%</b>	<b>2,376</b>	<b>8.7%</b>	<b>(96.3%)</b>
Financial receipts	45	0.2%	135	0.5%	(66.5%)
Financial charges	(29)	(0.1%)	(29)	(0.1%)	2.8%
<b>Ordinary result</b>	<b>104</b>	<b>0.4%</b>	<b>2,483</b>	<b>9.1%</b>	<b>(95.8%)</b>
Revaluations and depreciations	167	0.6%	223	0.8%	(25.1%)
<b>Pre-tax and pre-third party share result</b>	<b>271</b>	<b>1.0%</b>	<b>2,706</b>	<b>9.9%</b>	<b>(90.0%)</b>
Income taxes	(643)	(2.5%)	(1,210)	(4.4%)	(46.9%)
<b>Profit (loss) for the period</b>	<b>(372)</b>	<b>(1.4%)</b>	<b>1,496</b>	<b>5.5%</b>	<b>(124.9%)</b>

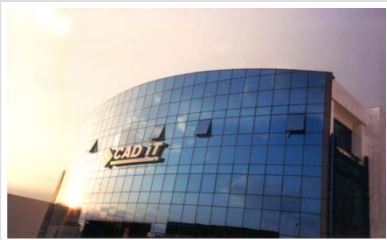
Source: CAD IT

## 1. Active NFP



Market capitaliz. <50 million Euro

2. Building: 6,830 m<sup>2</sup>  
Parking: 9,200 m<sup>2</sup>  
Account Book Value: 18.9 million Euro



3. Other listed companies' shares in Portfolio



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## One off (2010)

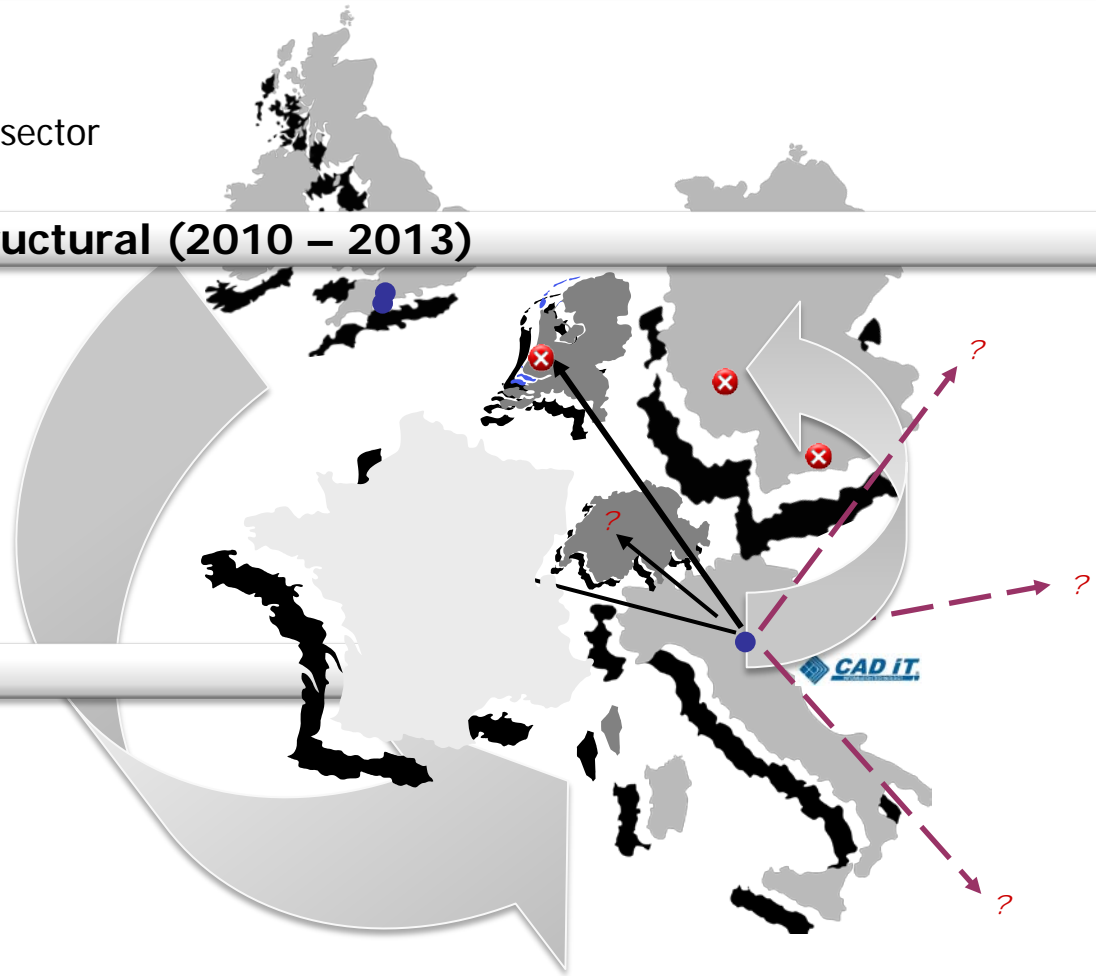
- System Integration
- On line Trading
- New project in Public Administration sector

## Structural (2010 – 2013)

- Downsizing
- Insurances
- Xchanging (Kedrios)
- Near Shore
- New Customers
- Tax Collection
- Acquisitions

## R&D Network Centric

- Customers
- Partners
- Universities
- Suppliers
- Competitors



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## CAD IT AND XCHANGING SIGN CONTRACT TO ENHANCE EUROPEAN FINANCIAL MARKETS PROCESSING PLATFORM

5<sup>th</sup> August 2010

### *CAD IT to provide software and related services to Xchanging*

CAD IT S.p.A. ([www.cadit.it](http://www.cadit.it)), leader in the Italian financial software market and quoted in the STAR segment of Borsa Italiana, has signed a contract with Xchanging (LSE: XCH), one of the largest and fastest growing global business processors. As part of this contract, CAD IT will provide software and related services to support Xchanging's securities and fund administration processing platforms for the European financial markets.

The contract follows the agreement signed between **Xchanging** and **SIA-SSB**, the European leader in financial and payment systems services, to form an Enterprise Partnership (EP). As part of this EP, Xchanging has acquired 51% of **Kedrios S.p.A.** (Kedrios), the Italian subsidiary of SIA-SSB that specialises in securities processing and fund administration services for the Italian market. With this EP, Xchanging enters the Italian market, which is the one of the largest outsourcing markets in Europe. Adding to Xchanging's securities processing and investment account administration platforms in Germany, this Italian market entry positions Xchanging as a pan-European operator for blue-chip financial services organisations.

Xchanging has assumed operational control of Kedrios and its **152 employees**. The Company now employs over **1,300 staff** and processes over **40 million transactions** per year for more than **100 customers** on its Continental European financial markets platforms.

In November 2005, Xchanging had acquired a **10%** stake in CAD IT. This was followed by the two companies entering into a strategic alliance in 2006. This alliance was formed with the aim to create an integrated technology platform for pan-European securities processing. This contract leverages the alliance between Xchanging and CAD IT and delivers several strategic benefits to both companies.

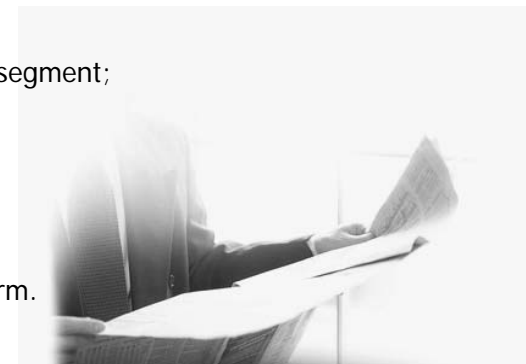
The **benefits** this contract delivers to CAD IT are:

- an increase in business volumes;
- expansion of CAD IT's software and services into the fund administration, broker and asset manager segment;
- a share in Xchanging's expansion in this market segment on a European level;
- an increase in product and service cross-selling opportunities;
- the potential to expand into new geographies.

The **economic impact** of this negotiation for CAD IT will be as follows:

- a recurrent **2.5%** annual incidence on revenues for the next **5** years at least;
- a share in the economic success of Xchanging's initiative to expand in Europe by means of this platform.

... omissis





## THE PROJECT FOR INTRODUCING THE CAD IT FINANCE AREA SYSTEM INTO MEDIOBANCA HAS BEEN SUCCESSFULLY CONCLUDED

7<sup>th</sup> September 2010

*In a 12-month project the joint team of experts from Mediobanca and CAD IT has installed CAD IT's Finance Area platform into Mediobanca.*

*MEDIOBANCA has chosen the new version of Finance Area with web 2.0 user interface and entirely on an open platform.*

*CAD IT has added important functions to its platform, in particular by completing the development of a new integrated package for Middle Office.*

The **Mediobanca** team of experts, together with a team from CAD IT S.p.A. ([www.cadit.it](http://www.cadit.it)), leader in the Italian financial software market and quoted in the STAR segment of Borsa Italiana, in just **12 months** have successfully concluded the development and integration of the Finance Area platform at **Mediobanca, the largest Italian investment bank**.

Mediobanca use the platform to manage investment and retail banking activities on a national and international level. In particular, CAD IT's Finance Area ensures the complete management of financial brokerage, administration, settlement and accounting as well as notification to the supervisory authorities connected to domestic and foreign financial instruments.

The success of the finalised project in Mediobanca is particularly significant because the **new web 2.0 release of Finance Area** has been installed entirely on an **open platform**.

Among the most important innovations of the new release is the Middle Office management module which supports all post trade activities and communication with bank clientele like, for example, the production of confirmation notifications and the receipt of specific multi-channel instructions.

Mediobanca has also chosen CAD IT's **"Caronte" module for market connection**. The interfaces of this module have been renewed and, due to its complete integration into Finance Area, guarantees high added value performance and automation.

**Giuseppe Dal Cortivo**, Chairman and CEO, CAD IT, said: "I'm proud of the fact that an organisation like Mediobanca has chosen CAD IT as its strategic IT partner. We concluded the project within the times agreed installing into Mediobanca a version of Finance Area that is not only new from a functional point of view, but also from a technological one. The team-work carried out with Mediobanca has further increased our know-how and enriched our software solution."

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## Event

## Date

Board of Directors approval of draft of Financial Statements and Consolidated Financial Statements at 31<sup>st</sup> December 2009

**Friday 12<sup>th</sup> March**

Shareholders' Meeting approval of the Financial Statements at 31<sup>st</sup> December 2009

**Thursday 29<sup>th</sup> April**  
(1<sup>st</sup> summons)  
**Friday 30<sup>th</sup> April**  
(2<sup>nd</sup> summons)

Board of Directors approval of Interim Management Report at 31<sup>st</sup> March 2010

**Friday 14<sup>th</sup> May**

Board of Directors approval of the Half-Yearly report at 30<sup>th</sup> June 2010

**Friday 27<sup>th</sup> August**

Board of Directors approval of Interim Management Report at 30<sup>th</sup> September 2010

**Friday 12<sup>th</sup> 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.

