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**Borsa Italiana**

London Stock Exchange Group

# **CAD IT Company Overview**

*STAR Conference in Milan – 23<sup>th</sup> March 2011*



## 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 31/12/2010)
- Continuous training
- Partnerships



# Shareholders and Corporate Governance

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

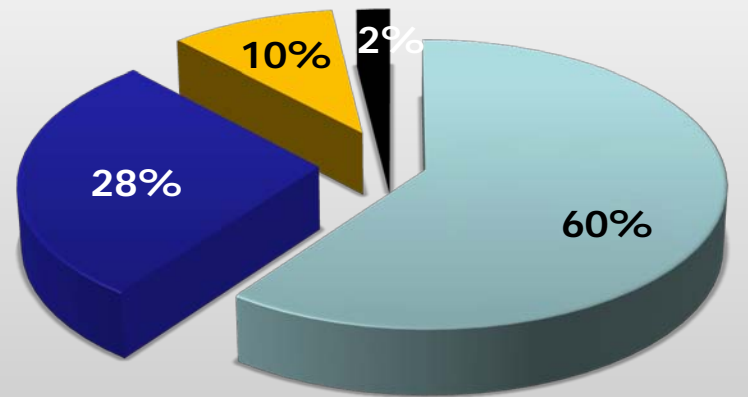
There isn't a syndicate agreement between the families shareholders

- 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% Revenues (\*)

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

(\*) Revenue data at 31<sup>st</sup> December 2010

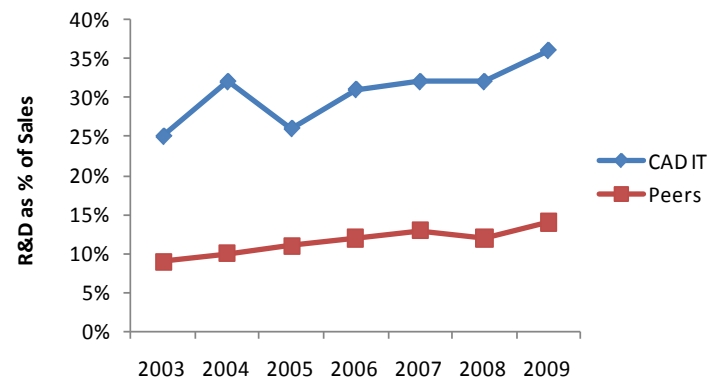
CAD IT FINANCE AREA is used by:

- over 300 banks
- over 25,000 banking branches
- over 14,000 post branches
- over 25,000,000 financial instruments accounts
- over 50,000 users community

**Top tier and large institutions as clients ...**

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

**R&D % on Sales**



Source: CeSBE 2010



# Partners

## Strategic Partners



## Business Partners



CARDINIS  
Your Governance Solutions



invent



## Technology Partners

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# Financial results FY2010/FY2009

Consolidated Income Statement	Year 2010		Year 2009		Variations	
	€/000	% on PV	€/000	% on PV	€/000	%
Income from sales and services	48,224	91.8%	48,863	90.0%	(639)	(1.3%)
Changes in ongoing orders	(115)	(0.2%)	(41)	(0.1%)	(74)	182.0%
Asset increases due to internal work	4,334	8.3%	4,232	7.8%	102	2.4%
Other revenues and receipts	67	0.1%	1,267	2.3%	(1,199)	(94.7%)
<b>Production value</b>	<b>52,510</b>	<b>100.0%</b>	<b>54,321</b>	<b>100.0%</b>	<b>(1,811)</b>	<b>(3.3%)</b>
Costs for raw materials, subsidiaries etc.	(836)	(1.6%)	(1,086)	(2.0%)	250	(23.0%)
Service costs	(11,360)	(21.6%)	(11,238)	(20.7%)	(123)	1.1%
Other operational costs	(741)	(1.4)	(948)	(1.7%)	207	(21.8%)
<b>Added value</b>	<b>39,573</b>	<b>75.4%</b>	<b>41,050</b>	<b>75.6%</b>	<b>(1,477)</b>	<b>(3.6%)</b>
Labour costs	(32,455)	(61.8%)	(31,337)	(57.7%)	(1,118)	3.6%
Other administrative expenses	(2,592)	(4.9%)	(2,461)	(4.5%)	(131)	5.3%
<b>Gross operational result - EBITDA</b>	<b>4,525</b>	<b>8.6%</b>	<b>7,252</b>	<b>13.4%</b>	<b>(2,727)</b>	<b>(37.6%)</b>
Amortizations and Depreciations	(3,813)	(7.3%)	(3,721)	(6.9%)	(91)	(2.5%)
<b>Operational result - EBIT</b>	<b>713</b>	<b>1.4%</b>	<b>3,531</b>	<b>6.5%</b>	<b>(2,818)</b>	<b>(79.8%)</b>
Net Financial income	90	0.2%	197	0.4%	(108)	(54.6%)
Net Financial expenses	(79)	(0.1%)	(57)	(0.1%)	(21)	37.5%
<b>Ordinary result</b>	<b>724</b>	<b>1.4%</b>	<b>3,671</b>	<b>6.8%</b>	<b>(2,947)</b>	<b>(80.3%)</b>
Revaluations and depreciations	36	0.1%	153	0.3%	(117)	(76.6%)
<b>Pre-tax result</b>	<b>760</b>	<b>1.4%</b>	<b>3,824</b>	<b>7.0%</b>	<b>(3,065)</b>	<b>(80.1%)</b>
Income taxes	(1,361)	(2.6%)	(1,967)	(3.6%)	607	(30.8%)
<b>Profit (loss) for the period</b>	<b>(601)</b>	<b>(1.1%)</b>	<b>1,857</b>	<b>3.4%</b>	<b>(2,458)</b>	<b>(132.4%)</b>
Profit (loss) for the period attributable to:						
<b>Non-controlling interests</b>	<b>22</b>	<b>0.0%</b>	<b>(128)</b>	<b>(0.2%)</b>	<b>151</b>	<b>(117.2%)</b>
<b>Owners of the parent</b>	<b>(623)</b>	<b>(1.2%)</b>	<b>1,985</b>	<b>3.7%</b>	<b>(2,608)</b>	<b>(131.4%)</b>

(in thousands of Euro)

Source: CAD IT

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## THE PROJECT FOR INTRODUCING THE CAD IT FINANCE AREA SYSTEM INTO MEDIUMBANCA 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.*

*MEDIUMBANCA 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."

## SIGNED THE NEW CONTRACT FOR THE SUPPLY OF IT SERVICES TO EQUITALIA GROUP'S COMPANIES

30<sup>th</sup> December 2010

*The contract is worth of Euro 13.3 million.  
The supply and therefore the financial impact on the CAD IT Group balance  
will have a duration of 24 months.*

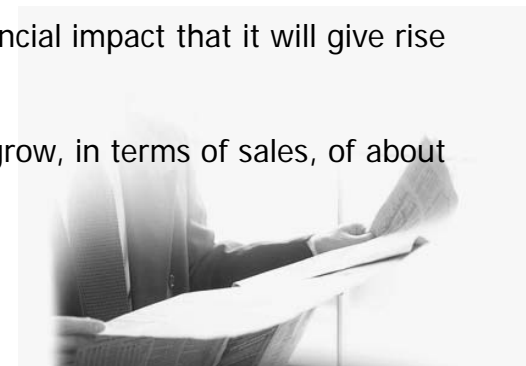
CAD IT S.p.A., software and services provider company quoted in the STAR segment of Borsa Italiana, hereby announces that Equitalia S.p.A., nearing the expiry of the standing agreement with CAD IT at 31<sup>st</sup> December 2010, has signed with the latter a new contract in order to provide the continuity of the supply of IT services to Equitalia Group's Companies.

Following the tax collection system reform introduced by Article 3, Leg. Dec. no 203 of 25<sup>th</sup> September 2005, the national concession system for tax collection was abolished and the tax service was then granted to the Tax Office responsible, under a private monopoly scheme, through Equitalia S.p.A.

The new contract involves application management services including corrective and evolutionary maintenance and activation of tax collection software procedures used by Collection Agencies.

The contract is worth a total of Euro 13.3 million. The duration and consequently the financial impact that it will give rise to is for 24 months as of 1<sup>st</sup> January 2011.

Following the signature of this contract, the business line "tax collection" is estimated to grow, in terms of sales, of about Euro 1.5 million (+25%) in 2011 compared to 2010.





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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 2010

**Friday 11<sup>th</sup> March**

Shareholders' Meeting approval of the Financial Statements at 31<sup>st</sup> December 2010

**Wednesday 27<sup>th</sup> April**  
(1<sup>st</sup> call)

**Thursday 28<sup>th</sup> April**  
(2<sup>nd</sup> call)

Board of Directors approval of Interim Management Report at 31<sup>st</sup> March 2011

**Friday 13<sup>th</sup> May**

Board of Directors approval of the Half-Yearly report at 30<sup>th</sup> June 2011

**Friday 26<sup>th</sup> August**

Board of Directors approval of Interim Management Report at 30<sup>th</sup> September 2011

**Friday 11<sup>th</sup> November**



## 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