



BANCA IFIS and CENTROBANCA
*"One day in Venice
Investor Conference"*
Venice, 23th November 2012

CAD IT Company Overview



Overview of the Group



Financial results



Strategies



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**.



Borsa Italiana

London Stock Exchange Group

Where

Headquarters in **Verona**, subsidiaries and associated companies throughout Italy (Milan, Mantua, Padua, Prato and 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

- **605** staff (as at 30/09/2012)
- Continuous training
- Partnerships



Shareholders and Corporate Governance

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

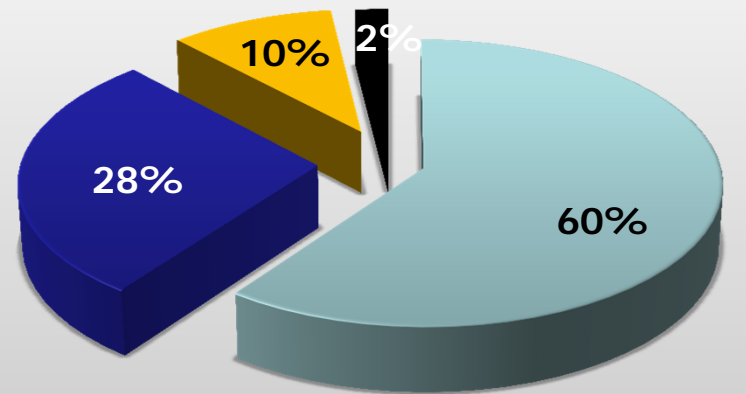
There isn't a syndicate agreement between the families shareholders

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

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

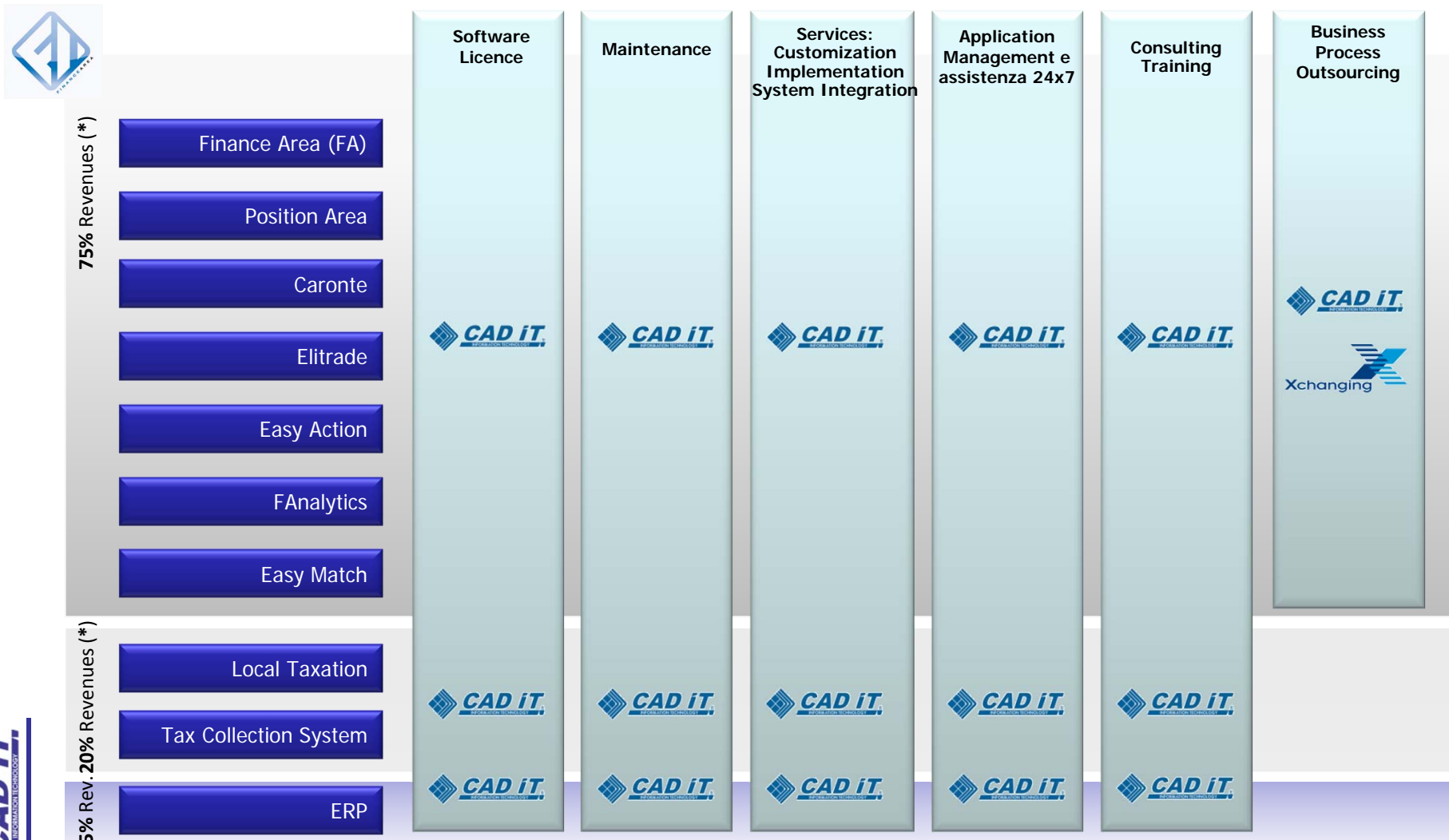
- **Sofyl** (**2%** of the capital) is a company controlled by the management of CAD IT

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



- Four founder families
- Free float
- Xchanging
- Sofyl

CAD IT presence in the business environment



5% Rev. 20% Revenues (*)

75% Revenues (*)



Services



Software



Finance Division



Divisione P.A.



Manufacturing Division

(*) Revenues at 30th September 2012

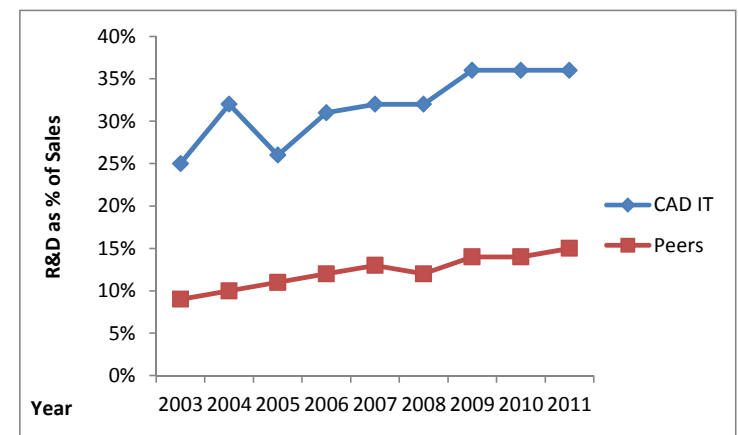
CAD IT FINANCE AREA is used by:

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

Partners

Strategic Partners



CARDINIS
Your Governance Solutions



**Gold
Partner**



Business Partners

Technology Partners

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Financial results 3Q2012/3Q2011

Consolidated Income Statement	III Quarter 2012		III Quarter 2011		Variations	
	€/000	% on PV	€/000	% on PV	absolute	%
Income from sales and services	12,772	91.7%	13,232	94.2%	(459)	(3.5%)
Changes in ongoing orders	(17)	(0.1%)	22	0.2%	(39)	(179.3%)
Asset increases due to internal work	1,147	8.2%	708	5.0%	439	62.1%
Other revenues and receipts	30	0.2%	79	0.6%	(49)	(62.2%)
Production value	13,932	100.0%	14,040	100.0%	(108)	(0.8%)
Purchase costs	(93)	(0.7%)	(103)	(0.7%)	11	(10.3%)
Service costs	(2,258)	(16.2%)	(2,512)	(17.9%)	254	(10.1%)
Other operational costs	(157)	(1.1%)	(166)	(1.2%)	9	(5.5%)
Added value	11,424	82.0%	11,258	80.2%	166	1.5%
Labour costs	(7,613)	(54.6%)	(7,449)	(53.1%)	(164)	2.2%
Other administrative expenses	(493)	(3.5%)	(514)	(3.7%)	21	(4.1%)
Gross operational result - EBITDA	3,319	23.8%	3,296	23.5%	23	0.7%
Amortizations and Depreciations	(1,115)	(8.0%)	(944)	(6.7%)	(171)	18.1%
Operational result - EBIT	2,204	15.8%	2,352	16.8%	(148)	(6.3%)
Financial income	52	0.4%	21	0.2%	31	145.1%
Financial expenses	(26)	(0.2%)	(25)	(0.2%)	(1)	3.4%
Ordinary result	2,229	16.0%	2,347	16.7%	(118)	(5.0%)
Revaluations and depreciations	206	1.5%	111	0.8%	95	85.1%
Pre-tax result	2,436	17.5%	2,459	17.5%	(24)	(1.0%)
Pre-tax result attributable to:						
Non-controlling interests	29	0.2%	117	0.8%	(89)	(75.5%)
Owners of the parent	2,407	17.3%	2,342	16.7%	65	2.8%

(in thousands of Euro)

Source: CAD IT

Financial results first 9 months 2012/first 9 months 2011

Consolidated Income Statement	Period 01/01 - 30/09/2012		Period 01/01 - 30/09/2011		Variations	
	€/000	% on PV	€/000	% on PV	absolute	%
Income from sales and services	37,355	92.6%	37,429	93.0%	(74)	(0.2%)
Changes in ongoing orders	(17)	(0.0%)	35	0.1%	(52)	(148.6%)
Asset increases due to internal work	2,956	7.3%	2,645	6.6%	312	11.8%
Other revenues and receipts	63	0.2%	124	0.3%	(62)	(49.5%)
Production value	40,357	100.0%	40,234	100.0%	123	0.3%
Purchase costs	(341)	(0.8%)	(537)	(1.3%)	196	(36.4%)
Service costs	(6,997)	(17.3%)	(7,627)	(19.0%)	631	(8.3%)
Other operational costs	(553)	(1.4%)	(515)	(1.3%)	(38)	7.3%
Added value	32,466	80.4%	31,555	78.4%	911	2.9%
Labour costs	(24,735)	(61.3%)	(24,249)	(60.3%)	(486)	2.0%
Other administrative expenses	(1,545)	(3.8%)	(1,615)	(4.0%)	70	(4.3%)
Gross operational result - EBITDA	6,186	15.3%	5,691	14.1%	495	8.7%
Amortizations and Depreciations	(2,766)	(6.9%)	(2,700)	(6.7%)	(66)	2.4%
Operational result - EBIT	3,420	8.5%	2,991	7.4%	429	14.3%
Financial income	134	0.3%	62	0.2%	71	114.2%
Financial expenses	(59)	(0.1%)	(68)	(0.2%)	9	(13.7%)
Ordinary result	3,495	8.7%	2,985	7.4%	509	17.1%
Revaluations and depreciations	444	1.1%	339	0.8%	105	31.0%
Income taxes	3	0.0%	0	0.0%	3	-
Pre-tax result	3,942	9.8%	3,325	8.3%	617	18.6%
Pre-tax result for the period attributable to:						
Non-controlling interests	283	0.7%	194	0.5%	89	45.7%
Owners of the parent	3,659	9.1%	3,130	7.8%	529	16.9%

(in thousands of Euro)

Source: CAD IT

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 **Strategies**

 Attachment

One off (2012 - 2016)

- FATCA
- Target 2 Securities

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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Company Events

Date

Board of Directors approval of draft of Financial Statements and Consolidated Financial Statements at 31st December 2012

Thursday 14th March

Shareholders' Meeting approval of the Financial Statements at 31st December 2012

Monday 29th April
(single call)

Board of Directors approval of Interim Management Report at 31st March 2013

Tuesday 14th May

Board of Directors approval of the Half-Yearly Report at 30th June 2013

Tuesday 27th August

Board of Directors approval of Interim Management Report at 30th September 2013

Tuesday 12th November



Next

Q&A



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Acceptance of the present document automatically implies recognition of the aforesaid constraints.

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.

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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 CERTQUALITY
- AN INFORMATION SECURITY MANAGEMENT SYSTEM WHICH COMPLIES WITH THE FOLLOWING STANDARD ISO/IEC 27001:2005 FOR THE ACTIVITIES OF MANAGEMENT OF INFORMATION CERTIFIED BY CERTQUALITY



- 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.