



CAD IT Company Overview

One day Investor Meeting



Milan, 9th October 2014

■ Overview of the Group

■ Financial results

■ Strategies

■ Press Releases and News

■ Attachment

When

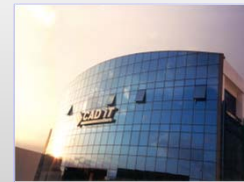
Founded in **1977** by four banking and financial experts who still run the company

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

- **611** staff (as at 30/06/2014)
- Continuous training
- Partnerships



Shareholders and Corporate Governance

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

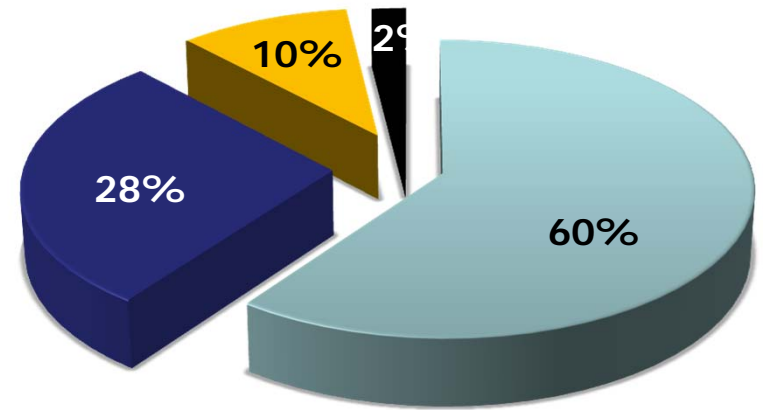
There isn't a syndicate agreement between the families shareholders.

■ The **free float** is **28%**.

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

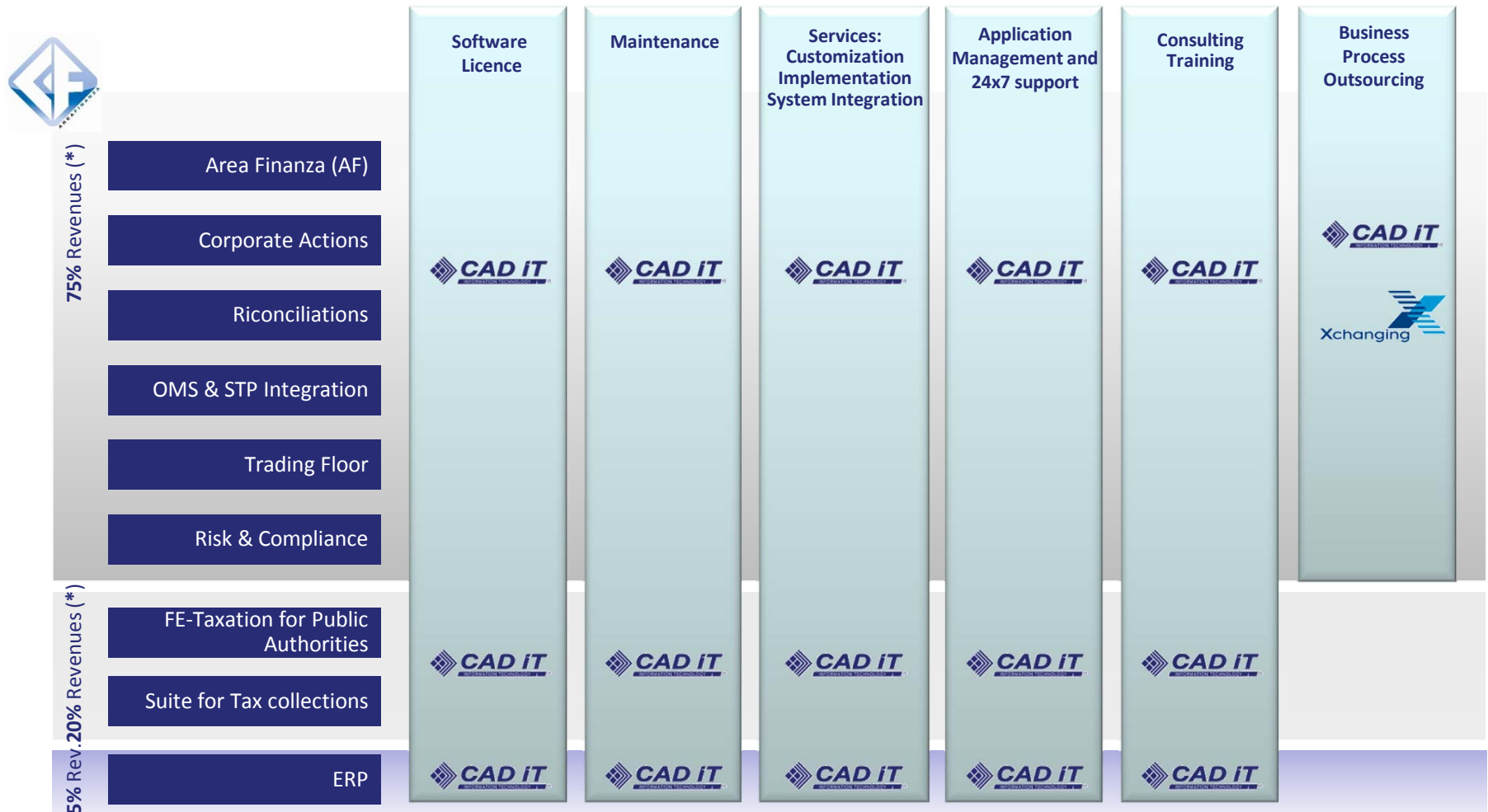
■ **Sofyl** (**2%** of the capital) is a company controlled by the management of CAD IT.

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



(*) Indicative data of revenues at 30th June 2014

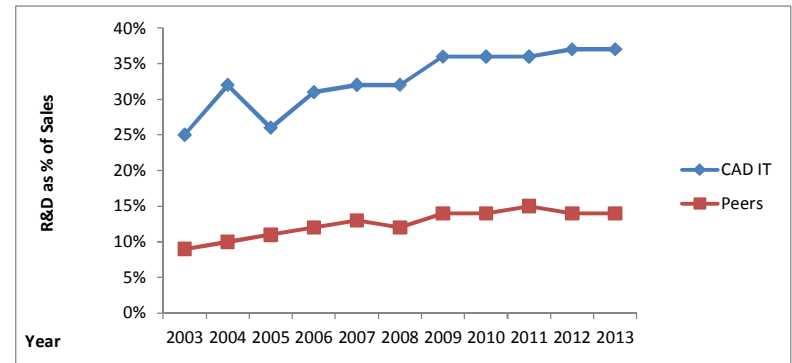
...numbers

- 600 financial institution customers
- over 400 cooperative banks
- 14,000 post-office branches
- 25,000 bank branches
- 200,000 professional end users
- 25,000,000 securities accounts

Top tier and large institutions as clients ...

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

R&D % on Sales



Source: CeSBE 2014

CAD IT - Operating through a connected network

CAD IT's market presence is supported by a number of alliances.



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Annual results - FY2013/FY2012

Consolidated Income Statement	Year 2013		Year 2012		Variations	
	€/000	% on PV	€/000	% on PV	€/000	%
Income from sales and services	48,286	92.5%	51,663	91.5%	(3,377)	(6.5%)
Changes in ongoing orders	0	0.0%	(17)	(0.0%)	17	0.0%
Asset increases due to internal work	3,715	7.1%	3,550	6.3%	164	4.6%
Other revenues and receipts	202	0.4%	1,278	2.3%	(1,076)	(84.2%)
Production value	52,203	100.0%	56,475	100.0%	(4,272)	(7.6%)
Costs for raw materials, subsidiaries etc.	(592)	(1.1%)	(470)	(0.8%)	(121)	25.8%
Service costs	(9,559)	(18.3%)	(9,526)	(16.9%)	(34)	0.4%
Other operational costs	(659)	(1.3%)	(943)	(1.7%)	284	(30.1%)
Added value	41,394	79.3%	45,536	80.6%	(4,143)	(9.1%)
Labour costs	(34,502)	(66.1%)	(33,991)	(60.2%)	(511)	1.5%
Other administrative expenses	(2,022)	(3.9%)	(2,262)	(4.0%)	241	(10.6%)
Gross operational result - EBITDA	4,870	9.3%	9,283	16.4%	(4,413)	(47.5%)
Amortizations and Depreciations	(4,439)	(8.5%)	(3,737)	(6.6%)	(702)	18.8%
Operational result - EBIT	431	0.8%	5,546	9.8%	(5,115)	(92.2%)
Net Financial income	74	0.1%	171	0.3%	(97)	(56.5%)
Net Financial expenses	(64)	(0.1%)	(81)	(0.1%)	17	(20.7%)
Ordinary result	441	0.8%	5,636	10.0%	(5,195)	(92.2%)
Revaluations and depreciations	272	0.5%	206	0.4%	66	32.1%
Pre-tax result	714	1.4%	5,842	10.3%	(5,128)	(87.8%)
Income taxes	(915)	(1.8%)	(2,274)	(4.0%)	1,358	59.7%
Profit (loss) for the period	(202)	(0.4%)	3,568	6.3%	(3,770)	(105.7%)
Profit (loss) for the period attributable to:						
Non-controlling interests	98	(0.2%)	322	(0.6%)	(223)	(69.4%)
Owners of the parent	(300)	(0.6%)	3,247	5.7%	(3,547)	(109.2%)

(In thousands of Euro)

Source: CAD IT

Tax rate

NFP

Six-monthly results - HY2014/HY2013

Consolidated Income Statement	30/06/2014		30/06/2013		Variations	
	€/000	% on PV	€/000	% on PV	absolute	%
Income from sales and services	25,778	93.0%	23,818	92.5%	1,960	8.2%
Changes in ongoing orders	0	0.0%	0	0.0%	0	0.0%
Asset increases due to internal work	1,794	6.5%	1,881	7.3%	(86)	(4.6%)
Other revenues and receipts	134	0.5%	38	0.1%	96	253.0%
Production value	27,706	100.0%	25,736	100.0%	1,969	7.7%
Costs for raw materials, subsidiaries etc.	(357)	(1.3%)	(249)	(1.0%)	(108)	43.5%
Service costs	(5,059)	(18.3%)	(4,162)	(16.2%)	(897)	21.6%
Other operational costs	(613)	(2.2%)	(325)	(1.3%)	(287)	88.4%
Added value	21,677	78.2%	21,001	81.6%	677	3.2%
Labour costs	(17,751)	(64.1%)	(17,675)	(68.7%)	(76)	0.4%
Other administrative expenses	(994)	(3.6%)	(1,026)	(4.0%)	32	(3.1%)
Gross operational result - EBITDA	2,933	10.6%	2,300	8.9%	633	27.5%
Amortizations and Depreciations	(2,429)	(8.8%)	(2,195)	(8.5%)	(234)	10.7%
Operational result - EBIT	504	1.8%	104	0.4%	400	383.9%
Financial income	34	0.1%	36	0.1%	(3)	(7.4%)
Financial expenses	(44)	(0.2%)	(20)	(0.1%)	(24)	116.9%
Ordinary result	494	1.8%	120	0.5%	374	310.1%
Revaluations and depreciations	163	0.6%	280	1.1%	(117)	(41.7%)
Pre-tax result	657	2.4%	400	1.6%	257	64.2%
Income taxes	(647)	(2.3%)	(573)	(2.2%)	(74)	12.9%
Profit (loss) for the period	10	0.0%	(173)	(0.7%)	183	(105.6%)
Profit (loss) for the period attributable to:						
Non-controlling interests	79	0.3%	50	0.2%	29	57.4%
Owners of the parent	(69)	(0.2%)	(223)	(0.9%)	154	(69.1%)

(in thousands of Euro)

Source: CAD IT

Tax rate

98.5%

143.2%

Consolidated Net Financial Position

2,006

2,817

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One off (2014 - 2018)

- FATCA
- Target 2 Securities
- Privacy
- EMIR

Structural

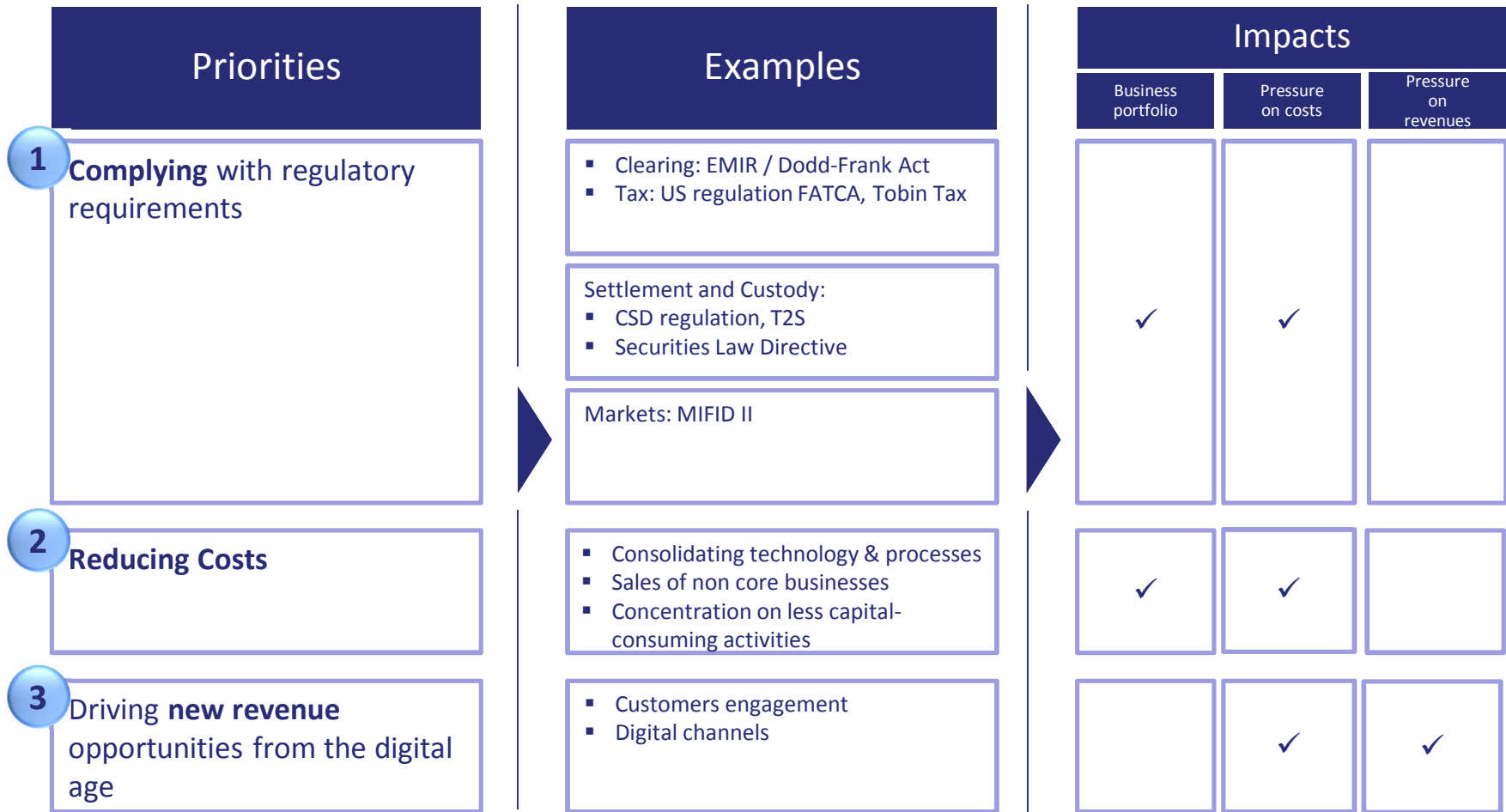
- New Modules & New Architectures
- Modernization & Downsizing
- Local taxation software package
- Insurances
- New Financial Institutions as Customers in Italy and Europe
- Acquisitions

R&D Network Centric

- Customers
- Partners
- Universities
- Suppliers



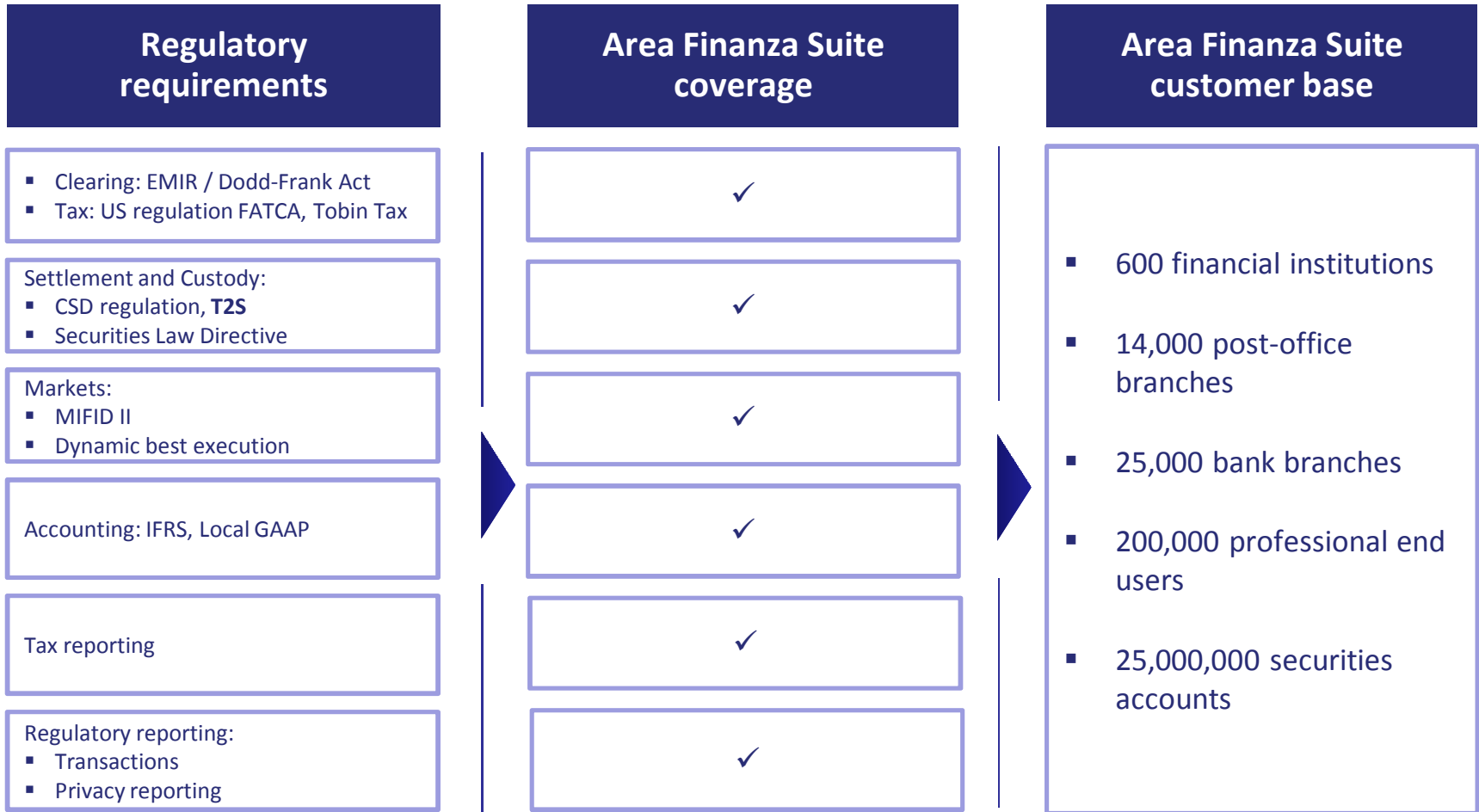
Top priorities for Banks in securities processing



These impacts call for vision as to which direction to take

#1: Complying with regulatory requirements

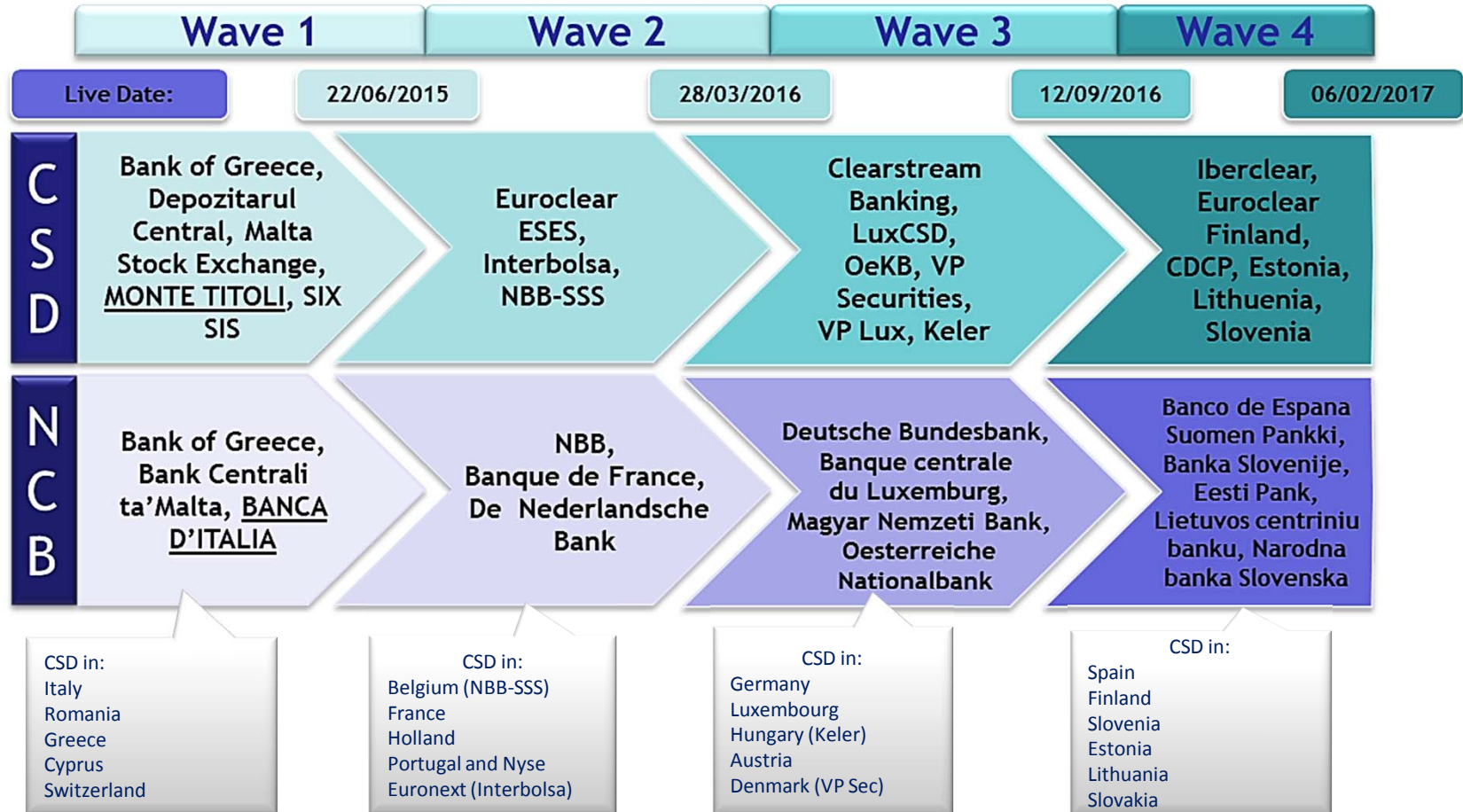
Examples:



Area Finanza enables regulatory compliance, mutualizing the costs across a huge customer base

#1:T2S is a huge driver for IT investments

The waves for Target 2 Securities



As of June 2015, Area Finanza will be live with T2S across all leading Italian banks

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ICCREA BANCA HAS CHOSEN CAD IT SOLUTIONS TO REAP THE BENEFITS RESULTING FROM TARGET 2 SECURITIES

25th September
2014

CAD IT, leader in the Italian financial software market and listed in the STAR segment of Borsa Italiana, hereby announces that Iccrea Banca has chosen CAD IT Settlement and Corporate Actions solutions (“EasySet III” and “EasyAction”) in order to adapt its own information technology systems in regard to Target 2 Securities.

Target 2 Securities (T2S) is the new, standardised European platform for the settlement of Eurosystem securities, which will come into effect as of June 2015, causing a profound impact on every subject involved in the market: Banks, Custodians and CSDs.

Within this particular scenario, Iccrea Banca has opted to adhere to T2S as a direct participant (“Full DCP”- Direct Connectivity Participant) in order to reap the benefits of being able to offer its Clientele new and more complete services.

CAD IT and Iccrea Banca have therefore set up a long-term project which will aim at:

- implementing a data processing platform, based on CAD IT's “EasySet III” and “EasyAction” systems, able to appropriately support Iccrea Banca as a “full DCP” within the new T2S settlement system;
- making Back Office, custody and collateral operative processes more efficient and adapting them to the international Systems;
- extending and improving post trade and collateral services towards the bank's customers.

The project foresees the on-license supply of the above-mentioned platform and relative specialist services required for its integration and start-up, as well as ordinary and developmental maintenance.

The economic incidence on CAD IT revenues will be about 4% for the 2014 financial period and 1% for subsequent years.

Giuseppe Dal Cortivo, President and Managing Director of CAD IT, said: “This project is a strategic reference for our company in terms of international expansion as it will allow us to be one of the first companies in Europe to have a solution able to meet the financial system's new requirements deriving from Target 2 Securities”.

All the press releases by CAD IT are available on the web site of the Company: 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 st December 2013	Thursday 13th March 2014
Shareholders' Meeting approval of the Financial Statements at 31 st December 2013	Tuesday 29th April 2014 (single call)
Board of Directors approval of Interim Management Report at 31 st March 2014	Wednesday 14th May 2014
Board of Directors approval of the Half-Yearly Report at 30 th June 2014	Wednesday 27th August 2014
Board of Directors approval of Interim Management Report at 30 th September 2014	Wednesday 12th November 2014

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.

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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 APRIL 2014.