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Borsa Italiana

London Stock Exchange Group

CAD IT Company Overview

STAR Conference – 17th March 2010



Overview of the Group



Financial results



Strategies



Press Releases and News



Attachment

When

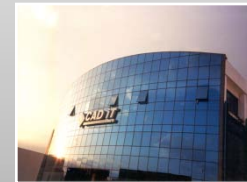
Founded in **1977** by four banking and financial experts who still run the company

Public trading company listed on the **Milan Stock Exchange (STAR)** since **2000**.



Where

Headquarters in **Verona**, subsidiaries and associated companies throughout Italy (Milan, Trento, 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

- **604** staff (as at 31/12/2009)
- Continuous training
- Partnerships



Shareholders and Corporate Governance

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

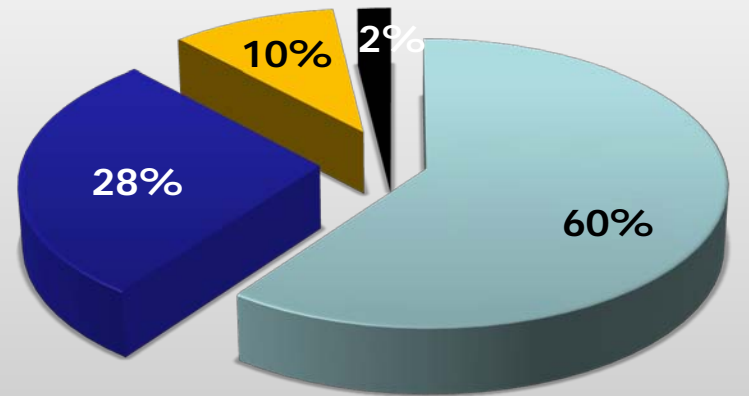
There isn't a syndicate agreement between the families shareholders

■ 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



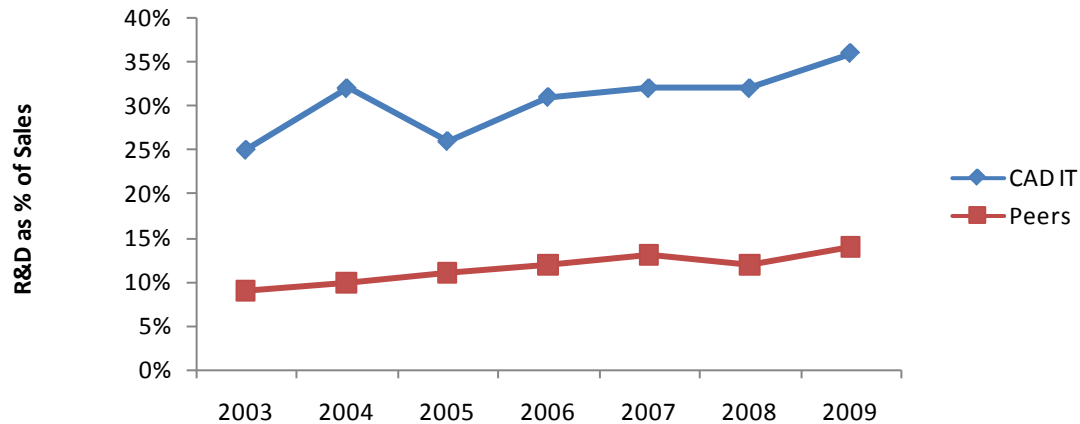
Services
 Software
 Financial Division
 Manufacturing Division

CAD IT securities modules are used in Europe by:

- over **250** 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



LAWSON

CARDINIS
Your Governance Solutions



Microsoft
CERTIFIED
Partner

FUJITSU



ORACLE



invent

Sun
microsystems

MICRO
FOCUS

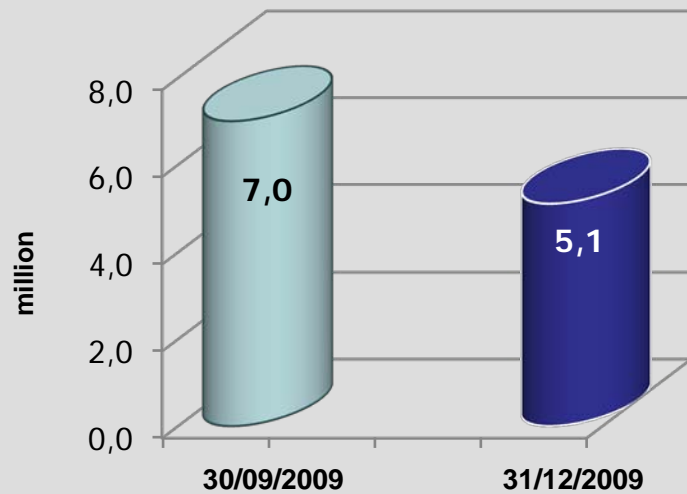
Technology Partners

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Consolidated Income Statement	FY2009	%	FY2008	%	Change	Δ
Income from sales and services to third parties	48.863	90.0%	56.699	94.9%	(7.835)	(13.8%)
Changes in ongoing orders	(41)	(0.1%)	66	0.1%	(107)	(161.8%)
Asset increases due to internal work	4.232	7.8%	2.540	4.3%	1.692	66.6%
Other revenues and receipts	1.267	2.3%	461	0.8%	805	174.5%
Production value	54.321	100.0%	59.766	100.0%	(5.445)	(9.1%)
Costs for raw materials, subsidiaries etc.	(1.086)	(2.0%)	(1.141)	(1.9%)	55	(4.8%)
Service costs	(11.238)	(20.7%)	(10.395)	(17.4%)	(843)	8.1%
Other operational costs	(948)	(1.7%)	(795)	(1.3%)	(153)	19.2%
Added value	41.050	75.6%	47.436	79.4%	(6.385)	(13.5%)
Labour costs	(31.337)	(57.7%)	(32.244)	(54.0%)	907	(2.8%)
Other administrative expenses	(2.461)	(4.5%)	(2.529)	(4.2%)	68	(2.7%)
Gross operational result (EBITDA)	7.252	13.4%	12.663	21.2%	(5.411)	(42.7%)
Amortizations and Depreciation	(3.721)	(6.9%)	(3.488)	(5.8%)	(235)	6.7%
Operational result (EBIT)	3.531	6.5%	9.176	15.4%	(5.645)	(61.5%)
Net financial receipts	197	0.4%	615	1.0%	(417)	(67.9%)
Net financial charges	(57)	(0.1%)	(100)	(0.2%)	43	(42.8%)
Ordinary result	3.671	6.8%	9.691	16.2%	(6.020)	(62.1%)
Revaluations and depreciations	153	0.3%	(248)	(0.4%)	401	(161.8%)
Pre-tax and pre-third party share result	3.824	7.0%	9.443	15.8%	(5.618)	(59.5%)
Income taxes	(1.967)	(3.6%)	(4.014)	(6.7%)	2.047	(51.0%)
Third party profit (loss) for the period	(128)	(0.2%)	561	0.9%	(689)	(122.9%)
Profit (loss) for the period	1.985	3.7%	4.867	8.1%	(2.882)	(59.2%)

Source: CAD IT

1. Active NFP

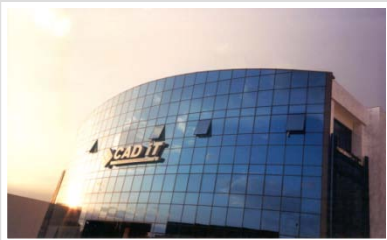


Mkt cap. <50 million Euro

Pay out = 94.3% (2.2 million Euro).

Payment of Euro **4.5 million** for **dividends** during 2009.

2. Building: 6.830 m²
Parking: 9.200 m²
Account Book Value: 19.212.000 Euro



3. Other listed companies' shares in Portfolio



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One off (2010)

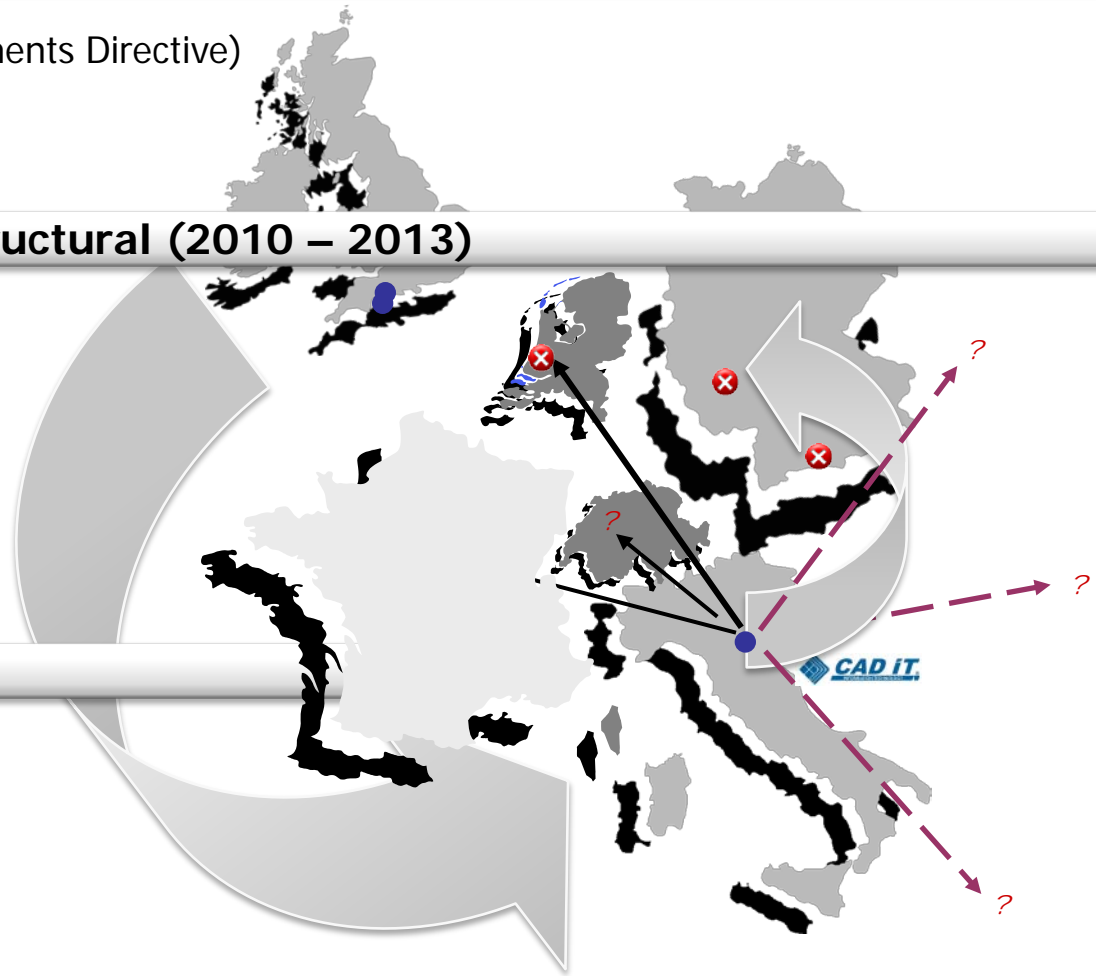
- MiFID 3 (Markets in Financial Instruments Directive)
- Deposit transfer
- System Integration

Structural (2010 – 2013)

- Downsizing
- Insurances
- Xchanging
- Near Shore
- New Customers
- Tax Collection
- Acquisitions

R&D Network Centric

- Customers
- Partners
- Universities
- Suppliers
- Competitors



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CAD IT announces having signed a contract with an important Italian Investment Bank for the sale of its "Finance Area" software platform and another with a leading German bank for the sale of the "Easymatch" software platform. With these two new clients, CAD IT consolidates its market share on the national and international front.

CAD IT, leader in the Italian financial software market and quoted in the STAR segment of Borsa Italiana, announces having signed two important contracts for the sale of its software products to two new leading international clients.

The sale of "Finance Area" to an important Italian Investment Bank further consolidates CAD IT's leading position as the main supplier in Italy of software and services for the total management of financial instruments. CAD IT's "Finance Area" platform guarantees banks the complete management of brokerage, administration, settlement, accounting and reporting to supervisory bodies connected to domestic and foreign financial transactions. Solutions for: lending and borrowing, bond issues and static data repository, are just some of Finance Area's successful middle and back-office subsystems that CAD IT offers the market. The purchase agreement involves the use of Finance Area for managing investment and retail banking activities on a national and international level.

CAD IT's sale of "Easy Match" to a leading German bank marks further international success.

This new contract joins the one drawn up in 2006 with XTB, a Business Process Outsourcing company belonging to the Xchanging Group in Germany which uses "Easy Match" to provide services to leading German banks, Deutsche Bank included.

"Easy Match" is a solution created entirely by CAD IT for the reconciliation of any type of data processing flow: securities, cash, forex & money market, derivatives and accounting flows. The capacity to deal with positions and single transactions makes this instrument suitable for Front Office with Front Office, Back Office with Back Office and Front with Back reconciliations.

Its functions in terms of investigation support and archiving many past years of information as well as its granular management of authorization profiles make it a complete and flexible instrument able to adapt itself to the various organizational models of financial institutions.

The "Finance Area" and "Easy Match" procedures are both part of the CAD IT's multi-lingual product range and can be used on the internet through the most well-known browsers and on the most commonly available hardware and software platforms.

Both new clients have opted for CAD IT solutions for the configuration of SUN infrastructure with Oracle databases.

These new contracts will jointly affect consolidated revenues in 2009 by about 4% and by a further 4% in 2010. The maintenance fees, which will become effective at the end of the project, will increase CAD IT revenues, in terms of maintenance services, by about 5% during the following years.

Giuseppe Dal Cortivo, Chairman and Managing Director of CAD IT, said: "We are extremely honored that two outstanding financial institutions are now on the CAD IT client list. These positive results encourage us to continue to invest in creating new and increasingly innovative solutions to support our clients' business activities".



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Next

Event	Date
Board of Directors approval of draft of Financial Statements and Consolidated Financial Statements at 31 st December 2009	Friday 12th March
Shareholders' Meeting approval of the Financial Statements at 31 st December 2009	Thursday 29th April (1 st summons) Friday 30th April (2 nd summons)
Board of Directors approval of Interim Management Report at 31 st March 2010	Friday 14th May
Board of Directors approval of the Half-Yearly report at 30 th June 2010	Friday 27th August
Board of Directors approval of Interim Management Report at 30 th September 2010	Friday 12th 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, Mantua and Trento.

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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