



**PRESS RELEASE** 

# THE CAD IT BOARD OF DIRECTORS APPROVES THE 2012 DRAFT FINANCIAL STATEMENTS, CALLS THE ORDINARY SHAREHOLDERS' MEETING AND PROPOSES AN ORDINARY DIVIDEND OF EURO 0.30 PER SHARE

The CAD IT Group closes 2012 with a Production Value of Euro 56.5 million compared to Euro 56.2 million in the previous financial period.

EBITDA stood at Euro 9.3 million compared to Euro 8.2 million in the previous financial period;

EBIT was equal to Euro 5.5 million compared to Euro 4.6 million in 2011;

The Consolidated Net short-term Financial Position is in credit by Euro 3.9 million compared to Euro 3.6 million at 30<sup>th</sup> September 2012 and to Euro 5.4 million at 31<sup>st</sup> December 2011.

An ordinary dividend payment of Euro 0.30 per share will be proposed at the Shareholders' Meeting called for 29<sup>th</sup> April 2013.

CAD IT's Board of Directors has also approved the adjustment of the Company's Bylaws to the obligatory provisions of Legislative Decree no. 91 of 18<sup>th</sup> June 2012 (on the subject of the assertion of some rights by the shareholders of listed companies) and Law no. 120 of 12<sup>th</sup> July 2011 (on the subject of equilibrium between genders in the administrative and controlling bodies of listed companies).

The Board of Directors of CAD IT S.p.A. (<u>www.caditgroup.com</u>), leader in the Italian financial software market and listed in the STAR segment of Borsa Italiana, today approved the Draft Financial Statements and the Consolidated Financial Statements as at 31<sup>st</sup> December 2012.

The Consolidated Financial Statements at 31<sup>st</sup> December 2012 shows:

➤ **Production Value** of Euro 56.5 million compared to Euro 56.2 million in 2011; the internal work capitalized for the development of new products (internal work capitalized under fixed assets) came to Euro 3.6 million compared to Euro 3.5 million in the previous year;



- ➤ **Gross Operational Result (EBITDA)** of Euro 9.3 million (16.4% of Production Value) compared to Euro 8.2 million in 2011 (equal to 14.5% of Production Value);
- ➤ Operational Result (EBIT) of Euro 5.5 million (9.8% of Production Value), compared to Euro 4.6 million in 2011 (equal to 8.3% of Production Value). The intangible fixed asset amortization went from Euro 2.9 million in 2011 to Euro 3.0 million in 2012;
- ➤ Pre-tax and pre-third party share Result equal to Euro 5.8 million (10.3% of Production Value) compared to Euro 4.7 million in the previous financial period (8.4% of Production Value);
- Net Result of Euro 3.2 million, equal to 5.7% of Production Value compared to Euro 1.9 million in the previous year (3.3% of Production Value).

CAD IT hereby reports that the **Consolidated Net short-term Financial Position** at 31<sup>st</sup> December 2012 is **in credit** by Euro 3.9 million, compared to Euro 3.6 million at 30<sup>th</sup> September 2012 and to Euro 5.4 million registered at 31<sup>st</sup> December 2011.

The **Parent Company CAD IT S.p.A.** recorded a Production Value of Euro 54.9 million compared to Euro 54.5 million in the previous financial period with a net result of Euro 2.9 million compared to Euro 2.2 million at 31<sup>st</sup> December 2011.

On the basis of the 2012 results, the Board of Directors has decided to propose the **distribution of an ordinary dividend of Euro 0.30 per share** at the Shareholders' Meeting. The dates that the CAD IT Board of Directors will suggest at the Shareholders' Meeting for ex-dividend and ordinary dividend payment are 6<sup>th</sup> May 2013 and 9<sup>th</sup> May 2013 respectively, and the record date will be 8<sup>th</sup> May 2013.

\* \* \*

The manager responsible for preparing the company's financial reports, Maria Rosa Mazzi, declares, pursuant to paragraph 2 of Article 154-bis of the Consolidated Law on Finance, that the accounting information contained in this press release corresponds to the document results, books and accounting records.

\* \* \*

CAD IT reports, in accordance with art. 89 bis of the Issuer Regulations, to have approved the annual **Corporate Governance report** which will be published, in accordance with the law, on the company's website and made available at its head offices and at Borsa Italiana.

CAD IT's Board of Directors has also summoned the ordinary Shareholders' Meeting in one single call for 29<sup>th</sup> April 2013.

The Shareholders' Meeting will be called to deliberate on the approval of the 2012 Financial Statements, the profit allocation and, pursuant to art. 123-ter of Leg. Dec no. 58 of 24 February 1998, the first section of the **remuneration report**.



It should be noted that the auditing of the draft financial statements is being completed and that the annual financial report, together with the Board of Auditors' and the Auditing Firm's reports, as well as all the other documents related to the Shareholders' Meeting agenda required by the applicable regulations, will be made available to the public within the deadlines provided for by law.

\* \* \*

CAD IT's Board of Directors announces that, today deliberated the adjustment of articles 8, 11, 15, 17, 18 and 24 of the **Company's Bylaws** to the obligatory provisions introduced by:

- Leg. Dec. no. 91 of 18<sup>th</sup> June 2012, which modifies and supplements the Leg. Dec. no. 27/2010 (on the subject of the assertion of some rights by the shareholders of listed companies);
- Law no. 120 of 12<sup>th</sup> July 2011 (on the subject of equilibrium between genders in the administrative and controlling bodies of listed companies).

The minutes of CAD IT Board of Directors and the amended Bylaws will be made available to the public at CAD IT S.p.A. registered office, at Borsa Italiana and in the Investor Relations section on the company's internet website <a href="https://www.caditgroup.com">www.caditgroup.com</a>, within the deadlines provided for by law.

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## **Consolidated Financial Statements of the CAD IT Group**

#### Consolidated income statement

(in thousands of Euro)	Period	2012	Period	2011	Varia	tions
	€/000	% PV	€/000	% PV	absolute	%
Income from sales and services	51,663	91.5%	52,248	93.0%	(585)	(1.1%)
Changes in ongoing orders	(17)	(0.0%)	(179)	(0.3%)	162	(90.4%)
Asset increases due to internal work	3,550	6.3%	3,543	6.3%	7	0.2%
Other revenue and receipts	1,278	2.3%	578	1.0%	701	121.3%
Production value	56,475	100.0%	56,190	100.0%	285	0.5%
Purchase costs	(470)	(0.8%)	(626)	(1.1%)	156	(24.9%)
Service costs	(9,526)	(16.9%)	(10,562)	(18.8%)	1,036	(9.8%)
Other operational costs	(943)	(1.7%)	(802)	(1.4%)	(141)	17.6%
Added value	45,536	80.6%	44,201	78.7%	1,336	3.0%
Labour costs	(34,013)	(60.2%)	(33,796)	(60.1%)	(216)	0.6%
Other administrative expenses	(2,262)	(4.0%)	(2,233)	(4.0%)	(29)	1.3%
Gross operational result - EBITDA	9,261	16.4%	8,171	14.5%	1,090	13.3%
Allocation to fund and credit depreciation	(136)	(0.2%)	(2)	(0.0%)	(134)	-
Amortizations:						
Intangible fixed asset amortization	(3,007)	(5.3%)	(2,886)	(5.1%)	(121)	4.2%
Tangible fixed asset amortization	(594)	(1.1%)	(637)	(1.1%)	43	(6.7%)
Operational result - EBIT	5,524	9.8%	4,646	8.3%	878	18.9%
Financial income	171	0.3%	94	0.2%	77	81.5%
Financial expenses	(81)	(0.1%)	(93)	(0.2%)	12	(12.7%)
Ordinary result	5,614	9.9%	4,648	8.3%	966	20.8%
Revaluations and depreciations	206	0.4%	51	0.1%	155	304.2%
Pre-tax result	5,820	10.3%	4,699	8.4%	1,122	23.9%
Income taxes	(2,274)	(4.0%)	(2,623)	(4.7%)	350	(13.3%)
Profit/(loss) for the period	3,547	6.3%	2,075	3.7%	1,471	70.9%
Profit /(loss) for the period attributable to:						
Non-controlling interests	316	0.6%	217	0.4%	99	45.9%
Owners of the parent	3,230	5.7%	1,858	3.3%	1,372	73.8%
Weighed average number of ordinary shares outstanding	8,980,000		8,980,000			
Basic earnings per share (in €)	0.360		0.207			



# Consolidated Statement of Comprehensive Income

(in thousands of Euro)	Period 2012	Period 2011
Profit/(loss) for the period	3,547	2,075
Gains/(Losses) on fair value of available-for-sale financial assets	(19)	(37)
Reclassification adjustments: gains realized on disposal of available-for-sale	(27)	0)
Total Comprehensive income	3,501	2,038
Comprehensive income attributable to:		
Non- controlling interests	316	217
Owners of the parent	3,184	1,821



# **Consolidated Statement of Financial Position**

ASSETS	31/12/2012	31/12/2011
A) Non-Current Assets		
Property, plant and equipment	17,783	18,171
Intangible assets	20,750	19,981
Goodwill	8,309	8,309
Investments	342	330
Other financial assets available for sale	243	460
Other non-current credits	162	132
Credits due to deferred taxes	746	595
TOTAL NON-CURRENT ASSETS	48,335	47,976
B) Current Assets		
Inventories	82	70
Ongoing orders	-	17
Trade receivables and other credits	28,687	30,600
Tax credits	1,962	257
Cash on hand and other equivalent assets	5,977	7,107
TOTAL CURRENT ASSETS	36,708	38,052
TOTAL ASSETS	85,043	86,028

EQUITY AND LIABILITIES	31/12/2012	31/12/2011
A) Equity		
Company capital	4,670	4,670
Reserves	35,349	35,395
Accumulated profits/losses	16,395	15,291
Issued capital and reserves attributable to owners of the parent	56,414	55,356
Capital and reserves of third parties	2,258	2,272
Profit (loss) of third parties	316	217
Non- controlling interests	2,574	2,489
TOTAL EQUITY	58,989	57,845
B) Non-current liabilities		
Financing	-	119
Deferred tax liabilities	3,374	3,375
Employee benefits and quiescence provisions	6,784	6,724
Expense and risk provisions	151	40
TOTAL NON-CURRENT LIABILITIES	10,309	10,258
C) Current liabilities		
Trade payables	3,803	4,007
Current tax payables	2,543	4,696
Short-term financing	2,092	1,705
Other liabilities	7,307	7,516
TOTAL CURRENT LIABILITIES	15,745	17,925
TOTAL LIABILITIES AND EQUITY	85,043	86,028



#### **Consolidated Cash Flow Statement**

(in thousands of Euro)	Period 2012	Period 2011
A) OPERATING ACTIVITIES		
Profit (loss) for the period	3,547	2,075
Amortisation, revaluation and depreciation:		
- Property, plant and equipment amortisation	594	637
- Intangible fixed asset amortisation	3,007	2,886
- revaluation of investments and financial assets available for sale	(206)	(163)
- depreciation of investments and financial assets available for sale	-	112
Allocations (utilization) of provisions	171	326
Financial performance:		
- Net financial receipts (charges)	(90)	(2)
Other working capital variations	1,907	(229)
Income taxes paid	(4,412)	(848)
Interest paid	(81)	(92)
(A) - Cash flows from (used in) operating activities	4,437	4,703
B) INVESTMENT ACTIVITIES		
Investments in activities		
- purchase of property, plant and equipment	(208)	(159)
- purchase of intangible assets	(3,776)	(3,570)
- purchase of shareholdings in subsidiaries	(44)	-
- increase in other fixed assets		(39)
Disinvestment activities		
- transfers of property, plant and equipment	2	2
- transfers of assets available for sale	206	-
- decrease in other fixed assets	14	1
Cashed Interest	171	94
Cashed dividends	159	162
B) - Cash flows from (used in) investment activities	(3,477)	(3,508)
C) FINANCING ACTIVITIES		
Medium/long term financing repayment	(119)	(31)
Allocation of profits to directors of subsidiary companies	-	(12)
Distribution of profit reserves for withdrawal of a partner of a subsidiary	(120)	-
Dividends paid	(2,237)	-
(C) - Cash flows from (used in) financing activities	(2,476)	(43)
(A+B+C) - Total cash and other equivalent assets flows	(1,516)	1,152
Opening cash balances and equivalents	5,401	4,250
Closing cash balances and equivalents	3,885	5,401



#### **Consolidated Net Financial Position**

Net consolidated financial position	31/12/2012	31/12/2011
Cash-on-hand and at bank	3,487	4,678
Capitalisation insurance policies	2,490	2,429
Payables due to banks current portion	(2,092)	(1,705)
Net short-term financial position/(indebtedness)	3,885	5,401
Long-term loans	(0)	(119)
Net long-term financial position/(indebtedness)	(0)	(119)
Net financial position/(indebtedness)	3,885	5,282



#### **CAD IT S.p.A. Financial Statements**

#### **Income Statement**

(in thousands of Euro)	31/12/2012 31/12/2011		Varia	Variations		
	€/000	% PV	€/000	% PV	absolute	%
Income from sales and services	50,037	91.1%	49,639	91.1%	398	0.8%
Asset increases due to internal work	4,143	7.5%	4,380	8.0%	(237)	(5.4%)
Other revenue and receipts	737	1.3%	471	0.9%	265	56.3%
Production value	54,917	100.0%	54,491	100.0%	426	0.8%
Purchase costs	(254)	(0.5%)	(295)	(0.5%)	41	(13.9%)
Service costs	(26,265)	(47.8%)	(26,181)	(48.0%)	(84)	0.3%
Other operational costs	(371)	(0.7%)	(369)	(0.7%)	(2)	0.7%
Added value	28,026	51.0%	27,646	50.7%	380	1.4%
Labour costs	(19,050)	(34.7%)	(19,214)	(35.3%)	164	(0.9%)
Other administrative expenses	(1,155)	(2.1%)	(995)	(1.8%)	(159)	16.0%
Gross operational result - EBITDA	7,821	14.2%	7,437	13.6%	384	5.2%
Allocation to fund and credit depreciation	(130)	(0.2%)	0	0.0%	(130)	-
Intangible fixed asset amortization	(3,128)	(5.7%)	(2,868)	(5.3%)	(260)	9.1%
Tangible fixed asset amortization	(535)	(1.0%)	(563)	(1.0%)	27	(4.9%)
Operational result - EBIT	4,027	7.3%	4,006	7.4%	21	0.5%
Financial income	457	0.8%	251	0.5%	206	81.9%
Financial expenses	(28)	(0.1%)	(3)	(0.0%)	(26)	-
Ordinary result	4,456	8.1%	4,255	7.8%	201	4.7%
Revaluations and depreciations	35	0.1%	(112)	(0.2%)	147	(131.3%)
Pre-tax result	4,491	8.2%	4,143	7.6%	348	8.4%
Income taxes	(1,598)	(2.9%)	(1,939)	(3.6%)	341	(17.6%)
Profit/(loss) for the period	2,893	5.3%	2,204	4.0%	689	31.2%

Weighed average number of ordinary shares outstanding	8,980,000	8,980,000	
Basic earnings per share (in €)	0.322	0.245	

# Statement of Comprehensive Income

	Period 2012	Period 2011
Profit/(loss) for the period	2,893	2,204
Gains/(Losses) on fair value of available-for-sale financial assets	(19)	(37)
Reclassification adjustments: gains realized on disposal of available-for-sale	(27)	-
Total comprehensive income /(loss)	2,847	2,167



## Statement of Financial Position

ASSETS	31/12/2012	31/12/2011
A) Non-Current Assets		
Property, plant and equipment	17,332	17,703
Intangible assets	22,721	21,506
Investments	15,127	15,127
Other financial assets available for sale	243	460
Other non-current credits	18	17
Credits due to deferred taxes	53	-
TOTAL NON-CURRENT ASSETS	55,494	54,812
B) Current Assets		
Inventories	17	5
Trade receivables and other credits	30,820	32,929
Tax credits	1,779	193
Cash on hand and other equivalent assets	5,566	6,215
TOTAL CURRENT ASSETS	38,182	39,342
TOTAL ASSETS	93,675	94,154

EQUITY AND LIABILITIES	31/12/2012	31/12/2011
A) Equity		
Company capital	4,670	4,670
Reserves	35,349	35,395
Accumulated profits/losses	17,243	16,505
TOTAL EQUITY	57,262	56,570
B) Non-current liabilities		
Financing	-	-
Deferred tax liabilities	3,224	3,227
Employee benefits and quiescence provisions	3,265	3,362
TOTAL NON-CURRENT LIABILITIES	6,488	6,588
C) Current liabilities		
Trade payables	22,348	22,456
Current tax payables	1,792	4,026
Short-term financing	1,488	-
Other liabilities	4,298	4,514
TOTAL CURRENT LIABILITIES	29,925	30,996
TOTAL LIABILITIES AND EQUITY	93,675	94,154



#### **Cash Flow Statement**

(in thousands of Euro)	31/12/2012	31/12/2011
A) OPERATING ACTIVITIES		
Profit (loss) for the period	2,893	2,204
Amortisation, revaluation and depreciation:		
- Property, plant and equipment amortisation	535	563
- Intangible fixed asset amortisation	3,128	2,868
- revaluation of investments and financial assets available for sale	(35)	0
- depreciation of investments and financial assets available for sale	0	112
Allocations (utilization) of provisions	(97)	157
Financial performance:		
- Net financial receipts (charges)	(429)	(249)
Other working capital variations	1,734	776
Income taxes paid	(3,836)	(515)
Interest paid	(28)	(2)
(A) - Cash flows from (used in) operating activities	3,864	5,913
B) INVESTMENT ACTIVITIES		
Investments in activities		
- purchase of property, plant and equipment	(165)	(121)
- purchase of intangible assets	(4,343)	(4,650)
- increase in other fixed assets	(5)	(213)
Disinvestment activities		
- transfers of property, plant and equipment	1	2
- transfers of assets available for sale	206	0
- Decrease in other fixed assets	4	0
Cashed Interest	181	89
Cashed dividends	277	162
B) - Cash flows from (used in) investment activities	(3,846)	(4,731)
C) FINANCING ACTIVITIES		
Dividends paid	(2,155)	0
(C) - Cash flows from (used in) financing activities	(2,155)	0
(A+B+C) - Total cash and other equivalent assets flows	(2,136)	1,182
Opening cash balances and equivalents	6,215	5,033
Closing cash balances and equivalents	4,079	6,215



#### **Net Financial Position**

(in thousands of Euro)	31/12/2012	31/12/2011
Cash-on-hand and at bank	3,076	3,786
Capitalisation insurance policies	2,490	2,429
Payables due to banks current portion	(1,488)	0
Net short-term financial position/(indebtedness)	4,079	6,215
Long-term loans	-	-
Net long-term financial position/(indebtedness)	-	-
Net financial position/(indebtedness)	4,079	6,215

#### THE CAD IT GROUP

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 and consulting to training for over 35 years.

The CAD IT Group, with head offices in Verona, operates in Italy through its own branches and associated companies in Milan, Rome, Prato, Padua and Mantua.

CAD IT is leader in the Italian software market for the banking sector with its main product, Financial Area, a programme which completely manages all functions connected to the negotiation, settlement and administration of security transactions, debentures, derivatives (in any currency) and adopted by the majority of Italian banking outlets.

In addition, the Group boasts a long-standing activity in the industrial sector and the capacity to offer solutions for e-business, credit and industrial companies in constant evolution.

Solutions for Public Administration is the most recent sector but one which capitalises the Group's traditional skills, such as its twenty-year experience in the development of systems for the computerisation of public bodies.

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