



# CAD IT Company Overview

STAR Conference Milan



Milan, 24<sup>th</sup> March 2015

## ■ Overview of the Group

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■ Strategies

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## 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, 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

- **614** staff (as at 31/12/2014)
- Continuous training
- Partnerships



# Shareholders and Corporate Governance

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

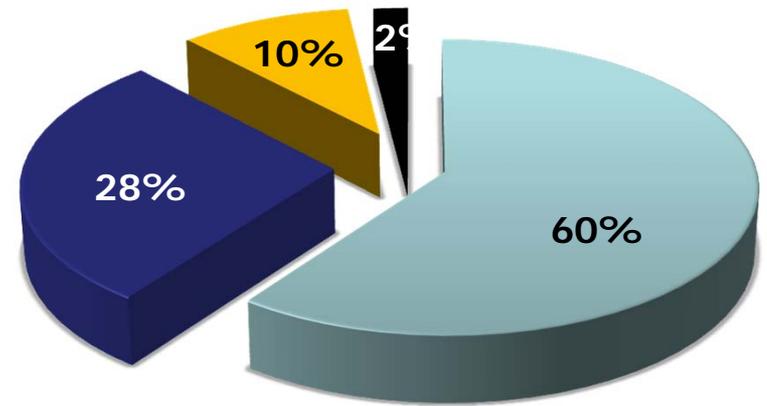
There isn't a syndicate agreement between the families shareholders.

■ The **free float** is **28%**.

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

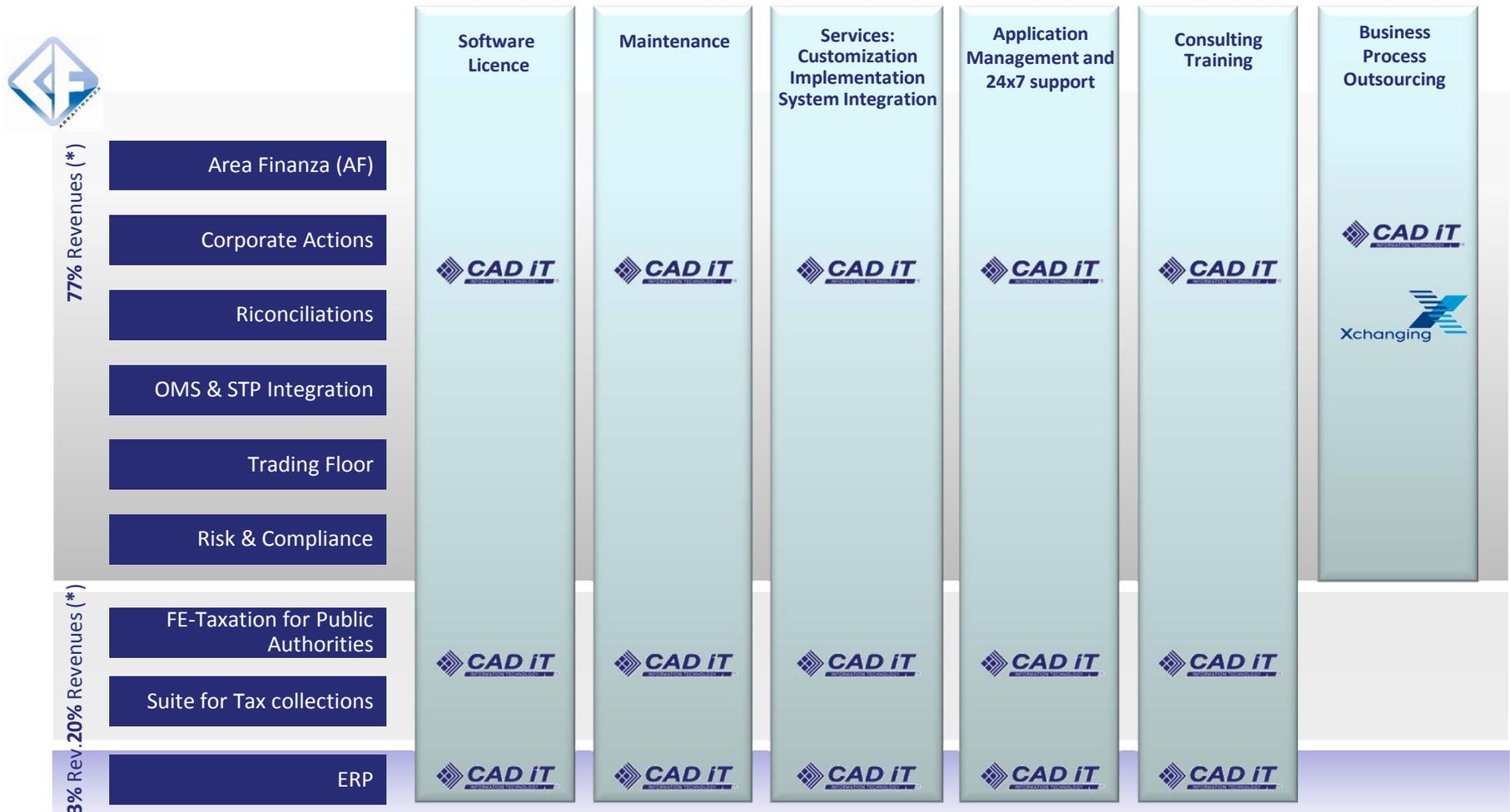
■ **Sofyl** (**2%** of the capital) is a company controlled by the management of CAD IT.

**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 31<sup>th</sup> December 2014

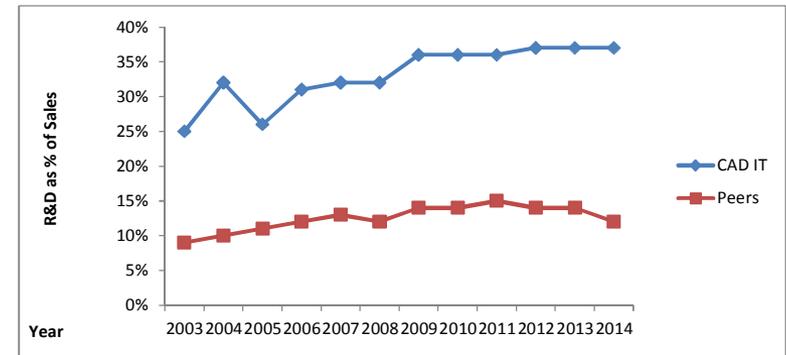
## ...numbers

- 1,000 financial institution customers
- 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: CAD IT 2015

# 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 - FY2014/FY2013

Consolidated Income Statement	Year 2014		Year 2013		Variations	
	€/000	% on PV	€/000	% on PV	€/000	%
Income from sales and services	52,973	93.4%	48,286	92.5%	4,688	9.7%
Asset increases due to internal work	3,493	6.2%	3,715	7.1%	(222)	(6.0%)
Other revenues and receipts	268	0.5%	202	0.4%	66	32.6%
<b>Production value</b>	<b>56,735</b>	<b>100.0%</b>	<b>52,203</b>	<b>100.0%</b>	<b>4,532</b>	<b>8.7%</b>
Costs for raw materials, subsidiaries etc.	(538)	(0.9%)	(592)	(1.1%)	53	9.0%
Service costs	(10,819)	(19.1%)	(9,559)	(18.3%)	(1,260)	(13.2%)
Other operational costs	(983)	(1.7%)	(659)	(1.3%)	(324)	(49.2%)
<b>Added value</b>	<b>44,395</b>	<b>78.3%</b>	<b>41,394</b>	<b>79.3%</b>	<b>3,001</b>	<b>7.3%</b>
Labour costs	(35,004)	(61.7%)	(34,502)	(66.1%)	(502)	(1.5%)
Other administrative expenses	(1,957)	(3.5%)	(2,022)	(3.9%)	64	3.2%
<b>Gross operational result - EBITDA</b>	<b>7,433</b>	<b>13.1%</b>	<b>4,870</b>	<b>9.3%</b>	<b>2,563</b>	<b>52.6%</b>
Amortizations and Depreciations	(5,054)	(8.9%)	(4,439)	(8.5%)	(615)	(13.9%)
<b>Operational result - EBIT</b>	<b>2,379</b>	<b>4.2%</b>	<b>431</b>	<b>0.8%</b>	<b>1,948</b>	<b>451.9%</b>
Financial income	67	0.1%	74	0.1%	(8)	(10.1%)
Financial expenses	(66)	(0.1%)	(64)	(0.1%)	(2)	(3.2%)
<b>Ordinary result</b>	<b>2,380</b>	<b>4.2%</b>	<b>441</b>	<b>0.8%</b>	<b>1,939</b>	<b>439.3%</b>
Revaluations and depreciations	180	0.3%	272	0.5%	(92)	(33.9%)
<b>Pre-tax result</b>	<b>2,560</b>	<b>4.5%</b>	<b>714</b>	<b>1.4%</b>	<b>1,847</b>	<b>258.7%</b>
Income taxes	(1,676)	(3.0%)	(915)	(1.8%)	(761)	(83.1%)
<b>Profit (loss) for the period</b>	<b>884</b>	<b>1.6%</b>	<b>(202)</b>	<b>(0.4%)</b>	<b>1,086</b>	<b>538.2%</b>

(in thousands of Euro)

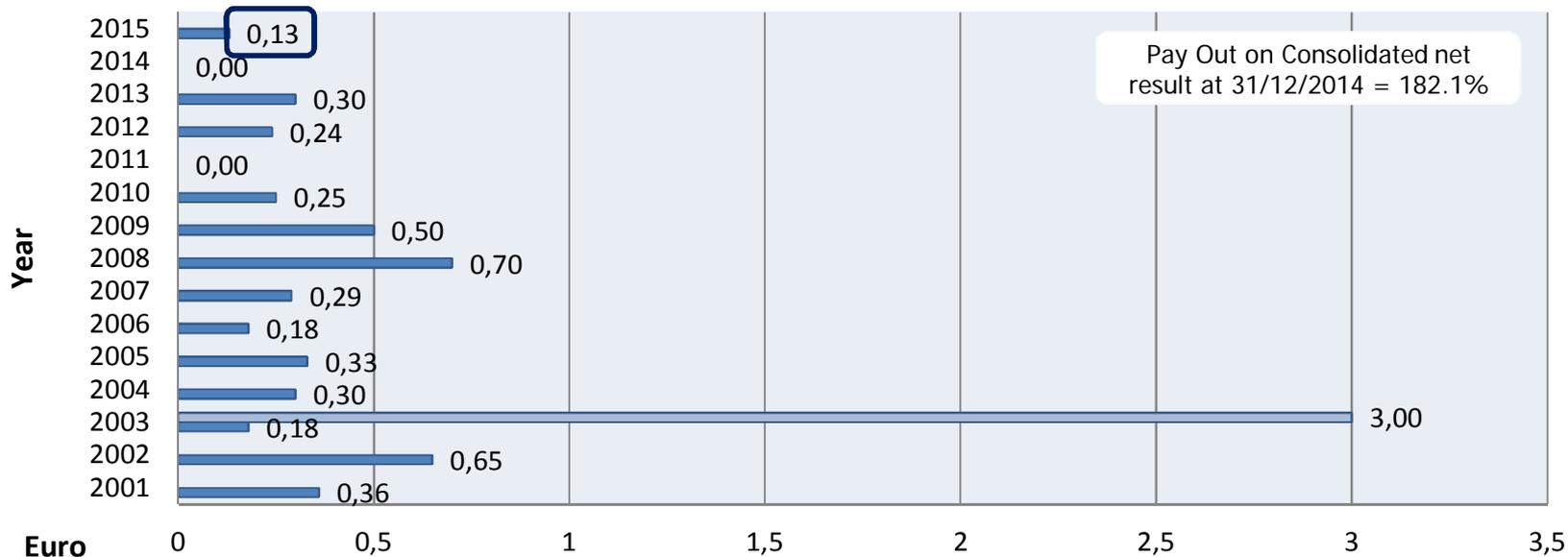
Profit (loss) for the period attributable to:						
Non-controlling interests	243	0.4%	98	0.2%	145	147.0%
Owners of the parent	641	1.1%	(300)	(0.6%)	941	313.7%

Tax rate	65%
NFP	3,577

	128%
	(2,575)

Source: CAD IT

## CAD IT Dividend paid



	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Special DPS			3,00												
DPS	0,36	0,65	0,18	0,30	0,33	0,18	0,29	0,70	0,50	0,25	0,00	0,24	0,30	0,00	0,13

An ordinary dividend payment of Euro 0.13 per share will be proposed by the B.o.D. at the Shareholders' Meeting called for 29<sup>th</sup> April 2015

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## One off (2015 - 2018)

- Target 2 Securities
- EMIR

## Structural

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

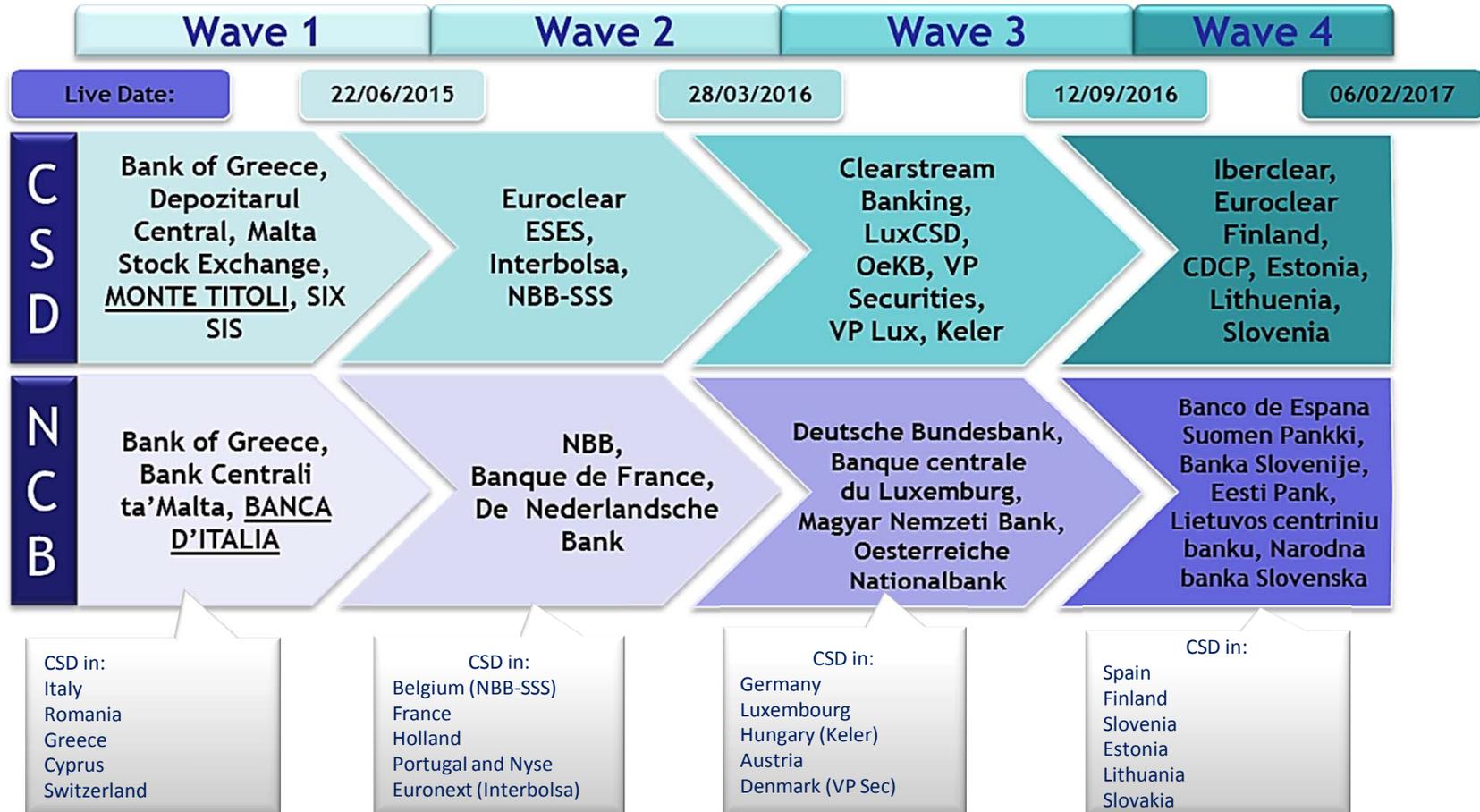
## R&D Network Centric

- Customers
- Partners
- Universities
- Suppliers



# #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

25<sup>th</sup> 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](http://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 <sup>st</sup> December 2014	<b>Thursday 12<sup>th</sup> March 2015</b>
Shareholders' Meeting approval of the Financial Statements at 31 <sup>st</sup> December 2014 and corporate bodies renewal	<b>Wednesday 29<sup>th</sup> April 2015</b> (single call)
Board of Directors approval of Interim Management Report at 31 <sup>st</sup> March 2015	<b>Thursday 14<sup>th</sup> May 2015</b>
Board of Directors approval of the Half-Yearly Report at 30 <sup>th</sup> June 2015	<b>Thursday 27<sup>th</sup> August 2015</b>
Board of Directors approval of Interim Management Report at 30 <sup>th</sup> September 2015	<b>Thursday 12<sup>th</sup> November 2015</b>



## 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 and Padua.

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.

CAD IT S.p.A.

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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.