



CAD IT Company Overview

STAR Conference Milan



Milan, 15th March 2016

■ 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, 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 about 90%**) for the financial sector.



How

- **630** staff (as at 31/12/2015)
- Continuous training
- Partnerships



Shareholders and Corporate Governance

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

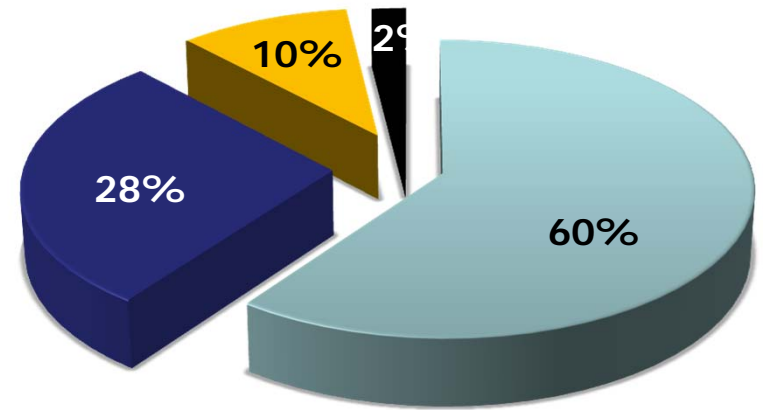
There isn't a syndicate agreement between the families shareholders.

■ 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



75% Revenues (*)

23% Revenues (*)

2% Rev. (*)

Area Finanza

Area Finanza for Asset Management

Corporate Actions

Riconciliations

OMS & STP Integration

Trading Floor

Risk & Compliance

Commissioning and Reporting

Target 2 Securities (T2S) and Settlement

FE-Taxation for Public Authorities

Suite for Tax collections

ERP

Software Licence

Maintenance

Services: Customization Implementation System Integration

Application Management and 24x7 support

Consulting Training

Business Process Outsourcing



(*) Indicative data of revenues at 31th December 2015

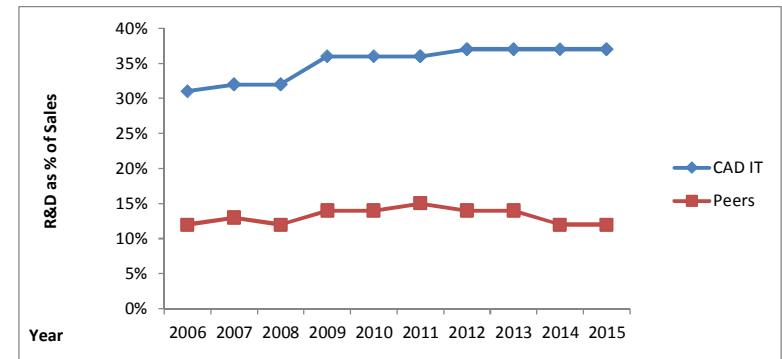
...numbers

- 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 2016

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 - FY2015/FY2014

Consolidated Income Statement	Year 2015		Year 2014		Variations	
	€/000	% on PV	€/000	% on PV	€/000	%
Income from sales and services	55,728	93.2%	52,973	93.4%	2,755	5.2%
Asset increases due to internal work	3,856	6.4%	3,493	6.2%	362	10.4%
Other revenues and receipts	235	0.4%	268	0.5%	(33)	(12.2%)
Production value	59,819	100.0%	56,735	100.0%	3,084	5.4%
Costs for raw materials, subsidiaries etc.	(389)	(0.7%)	(538)	(0.9%)	149	27.7%
Service costs	(12,437)	(20.8%)	(10,819)	(19.1%)	(1,618)	(15.0%)
Other operational costs	(1,015)	(1.7%)	(983)	(1.7%)	(32)	(3.3%)
Added value	45,978	76.9%	44,395	78.3%	1,583	3.6%
Labour costs	(36,206)	(60.5%)	(35,004)	(61.7%)	(1,202)	(3.4%)
Other administrative expenses	(2,314)	(3.9%)	(1,957)	(3.5%)	(357)	(18.2%)
Gross operational result - EBITDA	7,458	12.5%	7,433	13.1%	25	0.3%
Amortizations and Depreciations	5,643	(9.4%)	(5,054)	(8.9%)	(589)	(11.7%)
Operational result - EBIT	1,815	3.0%	2,379	4.2%	(564)	(23.7%)
Financial income	130	0.2%	67	0.1%	63	94.4%
Financial expenses	(33)	(0.1%)	(66)	(0.1%)	33	50.5%
Ordinary result	1,912	3.2%	2,380	4.2%	(468)	(19.7%)
Revaluations and depreciations	179	0.3%	180	0.3%	(1)	(0.5%)
Pre-tax result	2,091	3.5%	2,560	4.5%	(469)	(18.3)
Income taxes	(640)	(1.1%)	(1,676)	(3.0%)	1,036	61.8%
Profit (loss) for the period	1,451	2.4%	884	1.6%	568	64.2%
Profit (loss) for the period attributable to:						
Non-controlling interests	329	0.5%	243	0.4%	86	35.4%
Owners of the parent	1,123	1.9%	641	1.1%	482	75.1%

(in thousands of Euro)

Source: CAD IT

Tax rate

Consolidated Net Financial Position in credit

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One off (2016 - 2018)

- Target 2 Securities and T2
- Basilea III
- New regulations (IFRS 9, MiFID 2)

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



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CAD IT LAUNCHES ITS SOLUTION FOR "EASYSET" SETTLEMENT IN ITS NEW RELEASE FOR TARGET 2 SECURITIES ONTO THE EUROPEAN MARKET ...

2nd September 2015

CAD IT, leader in the Italian financial software market and listed in the STAR segment of Borsa Italiana, announces the launch onto the European market of its new EasySET platform for the total management of the settlement process following the onset of Target 2 Securities (T2S).

Target 2 Securities (T2S) is the new centralised platform for settling securities within the Euro-system which is causing a profound change within the financial market institutions such as Banks, Custodians and CSDs (Central Securities Depositories).

T2S will eliminate the differences between domestic and cross-border settlement and will lead to the progressive removal of national specifications, thus reducing settlement activities to a mere utility, forcing a clear separation from custody activities.

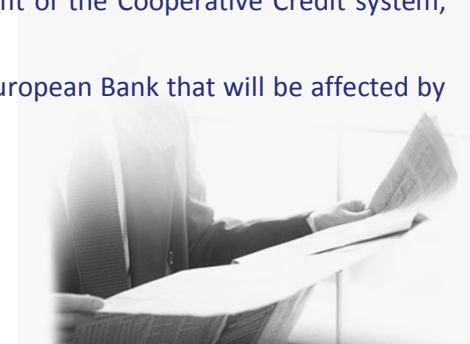
This extraordinary development in the Old Continent's financial system means that the various domestic financial markets will need to adapt their information technology systems.

CAD IT, with the new release of "EasySET", its own settlement platform, supports Financial Institutions in adjusting to the changes deriving from T2S, both as a DCP (directly connected participant) and an ICP (indirectly connected participant), as well as through Global Custodians.

The onset of T2S is the greatest event to occur in the European financial community in recent years and will be introduced gradually: on 31 August, Italy was one of the first European nations to operate on this platform. The remaining European countries will follow over the next two years. CAD IT's Italian banking institution customers were therefore among the first leading banks to confront the process of migration towards T2S with the support of EasySET. These customers include Iccrea Banca, which opted to become a "Full DCP" - Direct Connectivity Participant to T2S, and the Bank's Project Manager and spokesman, Pierduilio Cocuccioni, commented, "T2S is an important piece in the process of European financial market integration. The Iccrea Bank Group has decided to play a major part in tackling it by adopting, with the support of CAD IT's application solutions, the DCP solution, which, besides placing Iccrea on equal terms with the main European institutions in the post-trading field, also allows the group to take advantage of all the opportunities offered by the new context to the benefit of the Cooperative Credit system, which represents its clientele of reference".

Taking advantage of this important experience, CAD IT intends to offer EasySET and its systems to every European Bank that will be affected by T2S.

All the press releases by CAD IT are available on the web site of the Company: www.caditgroup.com



... CAD IT LAUNCHES ITS SOLUTION FOR "EASYSET" SETTLEMENT IN ITS NEW RELEASE FOR TARGET 2 SECURITIES ONTO THE EUROPEAN MARKET

2nd September 2015

Moreover, Monte Titoli has recently awarded EasySET conformity certification to the MT-A2A protocol for access to the Monte Titoli X-TRM service in the Target 2 Securities (T2S) version.

In its new release for "T2S", EasySET originates from CAD IT's decades-long experience in settlement management for the Banks' back office and is a modern platform for managing the administration of the entire settlement process that is able to support the management of all the market, counterparty, custodian, ICSD (International Central Securities Depository) and CSD (Central Securities Depository) regulations.

EasySET guarantees:

- total automation of post-trade, pre-settlement and settlement activities;
- standard market messaging flow management (SWIFT ISO 7775 and SWIFT ISO 15022, ISO 20022, RNI) as well as proprietary flow management;
- matching and settlement status activities for Securities operability;
- Back Office Settlement activity setting and automation, defining the attribution of Custodians and settlement accounts for every type of transaction/activity;
- total management of securities and cash forecasts to support treasury activities.

EasySET is a software module belonging to CAD IT's "Finance Area" suite (integrated but independent at the same time). With over 200,000 users at high-standing banking institutions, CAD IT's Finance Area is the most widely-used financial instruments trading and post-trading process management system in Europe.

Finance Area offers total cross asset and cross business automation of every process regarding the management of financial instruments in the following macro areas: Position Keeping, Securities Custody and Administration, Corporate Actions, Order Management, Trading Room, Master Data, Settlement, Asset Management, Reconciliations, REPOs (Buy/Sell Back, Repo, Triparty Repo, Stock and Bond Lending, Collateral Management), Know Your Customer, Consultancy and Reporting.

Finance Area manages high volumes in real time, supporting multi-lingual, multi-currency, multi-channel and multi-bank configurations for banking groups, custodians, outsourcers, insurance companies and brokers.

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STRATEGIC AGREEMENT SEALED BETWEEN CAD IT AND SPAFID CONNECT FROM THE MEDIOBANCA GROUP

9th February 2016

CAD IT, leader in the financial software market and listed in the STAR segment of Borsa Italiana, announces having signed today a **strategic agreement with Spafid Connect**, a company within the Mediobanca Group which provides application development activities and solutions with high technological content in the **shareholder and corporate service sector on behalf of listed Issuers**.

With this **ten-year** agreement, Spafid Connect and CAD IT intend to promote their respective commercial relations with **bank and insurance company clients**, in order to offer a **unique and innovative service** also by integrating CAD IT's Finance Area product with Spafid Connect's Issuers platform.

The agreement is of strategic importance to CAD IT since, besides **strengthening its own positioning** on the banking and insurance market, it also creates **synergies in research and development costs**.

Giuseppe Dal Cortivo, President of CAD IT Group, said:

"This partnership with such a high standing Company as Spafid Connect from the Mediobanca Group allows us **to differentiate our offer towards Issuers** by exerting leverage on the substantial complementarity that comes from combining our products with Spafid Connect's services".

Stefano Pellegrino, Managing Director of Spafid and Spafid Connect, commented:

"I am extremely pleased about the partnership with CAD IT which comes only a few months after establishing Spafid Connect, Spafid's technological platform operating within the Issuers Service field. It represents further and significant progress in our company's development. This agreement will lead to overcoming the fragmentation problem of IT solutions offered to banks and insurance companies by integrating them with assistance services to existing listed companies and those coming up for listing".

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Next

Company Events	Date
Board of Directors approval of draft of Financial Statements and Consolidated Financial Statements at 31 st December 2015	Monday 14th March 2016
Shareholders' Meeting approval of the Financial Statements at 31 st December 2015	Thursday 28th April 2016 (single call)
Board of Directors approval of Interim Management Report at 31 st March 2016	Thursday 12th May 2016
Board of Directors approval of the Half-Yearly Report at 30 th June 2016	Thursday 25th August 2016
Board of Directors approval of Interim Management Report at 30 th September 2016	Thursday 10th November 2016



Q&A



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CAD IT supplies software and services to high-standing companies in Europe. CAD IT's customers include banks, insurance companies, investment fund organisations, brokers, IT outsourcers, public administration and manufacturing companies.

Due to the exceptional know-how of over 600, highly specialised experts and with a dominion of innovative technologies, CAD IT's software solutions daily provide support to over 1,000 European organisations.

With over 200,000 users at high-standing financial institutions, CAD IT's Finance Area software suite is the most commonly-used system in Europe for managing financial instrument trading and post-trading processes.

"Finance Area" is a complete front-to-back, cross-business, cross-asset, multi-channel, multi-browser, multi-language, multi-currency and multi-entity solution.

Moreover, CAD IT is not only the leader in the Italian financial software market but also for Public Administration tax collection and represents a reference point for Made in Italy companies as a supplier of software tools and services that guarantee high added value.

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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 FOR THE ACTIVITIES OF SOFTWARE "COMPONENT BASED" DESIGN, PRODUCTION AND SALE, AND FOR THE PROVISION OF ASSISTANCE AND MAINTENANCE AFTER-SALES SERVICE, CERTIFIED BY CERTIQUALITY
- AN INFORMATION SECURITY MANAGEMENT SYSTEM WHICH COMPLIES WITH THE FOLLOWING STANDARD UNI CEI ISO/IEC 27001:2014 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.