



CAD IT Company Overview

One day Investor Meeting



Milano, 15th December 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

- **648** staff (as at 30th September 2016)
- Continuous training
- Partnerships



Shareholders and Corporate Governance

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

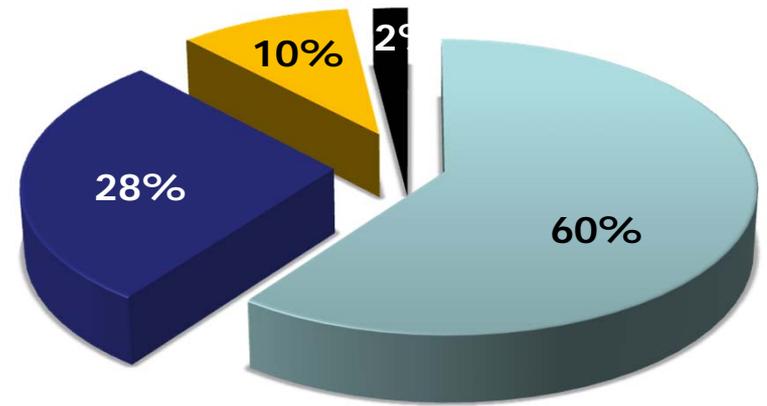
There isn't a syndicate agreement between the families shareholders.

■ 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

Services
 Software
 Financial Division
 P.A. Division
 Manufacturing Division

(*) Indicative data of revenues at 30th September 2016

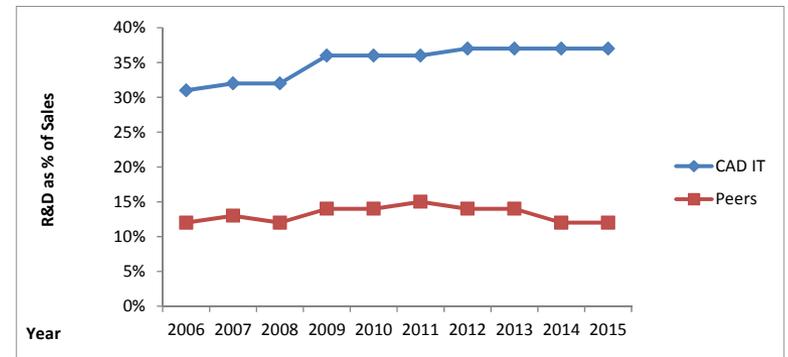
...numbers

- 1,000 financial institution customers
- 39,000 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

	Year 2015		Year 2014		Variations	
	€/000	% on PV	€/000	% on PV	€/000	%
Consolidated Income Statement						
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

First 9 months results - Period from 01/01 to 30/09

	First 9 months 2016		First 9 months 2015		Variations	
	€/000	% on PV	€/000	% on PV	absolute	%
Consolidated Income Statement						
Income from sales and services	38,491	91.3%	40,992	93.2%	(2,501)	(6.1%)
Asset increases due to internal work	3,574	8.5%	2,844	6.5%	730	25.7%
Other revenues and receipts	84	0.2%	132	0.3%	(47)	(36.1%)
Production value	42,149	100.0%	43,968	100.0%	(1,819)	(4.1%)
Costs for raw materials, subsidiaries etc.	(221)	(0.5%)	(264)	(0.6%)	43	16.4%
Service costs	(7,019)	(16.7%)	(9,564)	(21.8%)	2,544	26.6%
Other operational costs	(614)	(1.5%)	(622)	(1.4%)	7	1.2%
Added value	34,294	81.4%	33,518	76.2%	776	2.3%
Labour costs	(27,086)	(64.3%)	(26,837)	(61.0%)	(248)	(0.9%)
Other administrative expenses	(1,628)	(3.9%)	(1,526)	(3.5%)	(102)	(6.7%)
Gross operational result - EBITDA	5,580	13.2%	5,154	11.7%	426	8.3%
Amortizations and Depreciations	(4,446)	(10.5%)	(4,149)	(9.4%)	(297)	(7.2%)
Operational result - EBIT	1,134	2.7%	1,005	2.3%	129	12.9%
Financial income	52	0.1%	95	0.2%	(43)	(45.4%)
Financial expenses	(39)	(0.1%)	(25)	(0.1%)	(14)	(57.0%)
Ordinary result	1,147	2.7%	1,075	2.4%	72	6.7%
Revaluations and depreciations	365	0.9%	302	0.7%	62	20.7%
Pre-tax result	1,512	3.6%	1,377	3.1%	135	9.8%
Income taxes	(530)	(1.3%)	(518)	(1.2%)	(12)	(2.4%)
Profit (loss) for the period	981	2.3%	859	2.0%	122	14.2%
Profit (loss) for the period attributable to:						
Non-controlling interests	54	0.1%	230	0.5%	(177)	(76.7%)
Owners of the parent	928	2.2%	629	1.4%	299	47.5%

(in thousands of Euro)

Source: CAD IT

Tax rate

Consolidated Net Financial Position

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One off (2016 - 2018)

New regulations:

- IFRS 9
- MiFID 2
- KID
- Repo MTS
- PIR

Structural

- Cloud and new technologies
- Internationalization (China, Switzerland, Germany, Spain, North Europe, Arabia ...)
- Insurances
- Acquisitions (SFB)

R&D Network Centric

- Customers
- Partners
- Universities
- Suppliers

3 working groups in 2016



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CAD IT ACQUIRES 30% OF THE CAPITAL OF THE SPANISH COMPANY SOFTWARE FINANCIERO BOLSA AND SIGNS AN AGREEMENT TO INCREASE TO A MAJORITY SHARE IN 2019

8th April 2016

CAD IT Group, leader in the Italian financial software market and listed in the STAR segment of Borsa Italiana (www.caditgroup.com), further strengthens its presence on the European market by acquiring **30%** of the capital of **Software Financiero Bolsa (SFB)** (www.sfb.es).

Founded in 1994 and with registered offices in Madrid, **SFB is the leader in Spain** in the supply of front, middle and back office software solutions with which settlement instructions amounting to over **50% of trading volumes** negotiated on the Madrid Stock Exchange are processed daily.

SFB closed its 2015 financial period with **revenues of Euro 4.8 million**, a **net profit equal to Euro 1.1 million** and with a **net financial position in credit by Euro 2.4 million**.

The value of the 30% cash settlement acquisition of SFB's capital came to Euro 250 thousand at the first closing. Payment of the definitive price will take place after the closure of the 2018 balance (second closing) and will be calculated on the basis of the results that SFB achieves over the 2016-2018 financial periods.

On that date, **CAD IT will have the option to acquire** further shareholdings to a controlling share of **51%**, or up to **100%** of the capital depending on the right of SFB's current shareholders to exercise a PUT on the remaining 49%.

With this deal, CAD IT further strengthens its presence on the financial software market in Europe and confirms its active interest in expanding onto the Spanish market, offering with SFB highly innovative products already in use at 90% of Italian banks and at Swiss, German, British and Czech Republic customers.



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

CAD IT ACQUIRES 30% OF THE CAPITAL OF THE SPANISH COMPANY SOFTWARE FINANCIERO BOLSA AND SIGNS AN AGREEMENT TO INCREASE TO A MAJORITY SHARE IN 2019

8th April 2016

This agreement provides CAD IT with important **opportunities to increase revenues** due to:

- SFB's considerable commercial and technical presence in **Spain and Portugal**;
- SFB's existing customer portfolio consisting of about **40 financial institutions** to whom CAD IT's products, complementary to those of SFB, could be offered;
- **cross selling opportunities with SFB products** to CAD IT customers;
- the **credibility of both brands** on the market.

Paolo Dal Cortivo, Managing Director of CAD IT, joins the SFB Board of Directors together with another three Directors, appointed by the current shareholders.

Luis Poblador will remain in his position as **Managing Director** of SFB until 2018.

Giuseppe Dal Cortivo, President of the CAD IT Group said: "This deal broadens CAD IT Group's commercial horizons towards Spain and Portugal. SFB is a unique company in terms of professionalism, quality of its products, its market positioning and reflects the values of seriousness, reliability and business know-how that CAD IT Group's corporate strategies also pursue."

Luis Poblador, Managing Director of SFB said: "This alliance with CAD IT provides a magnificent opportunity to increase the portfolio of software solutions that SFB and CAD IT will be able to offer to the financial sector in Spain, Portugal and later in Latin America. The experience that CAD IT has gained in several technological and regulatory fields, such as Target 2 Securities, will bring enormous added value to our expansion strategy."

In this transaction CAD IT has been advised by lawyers Debora Cremasco and Nicola Grigoletto, with the support of lawyer José Ruiz-Cámara from the Madrid MPA Abogados Law Firm, for the legal aspects and by PKF Network companies for the due diligence activities.

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



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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 2016	Tuesday 14th March 2017
Shareholders' Meeting approval of the Financial Statements at 31 st December 2016	Thursday 27th April 2017 (single call)
Board of Directors approval of Interim Management Report at 31 st March 2017	Thursday 11th May 2017
Board of Directors approval of the Half-Yearly Report at 30 th June 2017	Thursday 21st September 2017
Board of Directors approval of Interim Management Report at 30 th September 2017	Monday 13th November 2017



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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UNI CEI ISO/IEC 27001:2014



SISTEMA DI GESTIONE
PER LA SICUREZZA DELLE
INFORMAZIONI CERTIFICATO

UNI EN ISO 9001:2015



SISTEMA DI GESTIONE
QUALITÀ CERTIFICATO



CERTIQUALITY
È MEMBRO DELLA
FEDERAZIONE CISQ

CAD IT S.p.A.
COMPANY WITH:

- A QUALITY MANAGEMENT SYSTEM WHICH COMPLIES WITH THE FOLLOWING STANDARD UNI EN ISO 9001:2015 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 IMPLEMENTED IN ACCORDANCE WITH UNI/INAIL GUIDELINES (PUBLISHED SEPTEMBER 2001).