



CAD IT Company Overview

Presentation for “Star Conference Milan”

Milan, 22nd March 2017



Overview of the Group



Financials results



Strategies



Attachment

Overview of the Group

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

- **649** staff (as at 31st December 2016)
- Continuous training
- Partnerships



Shareholders and Corporate Governance

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

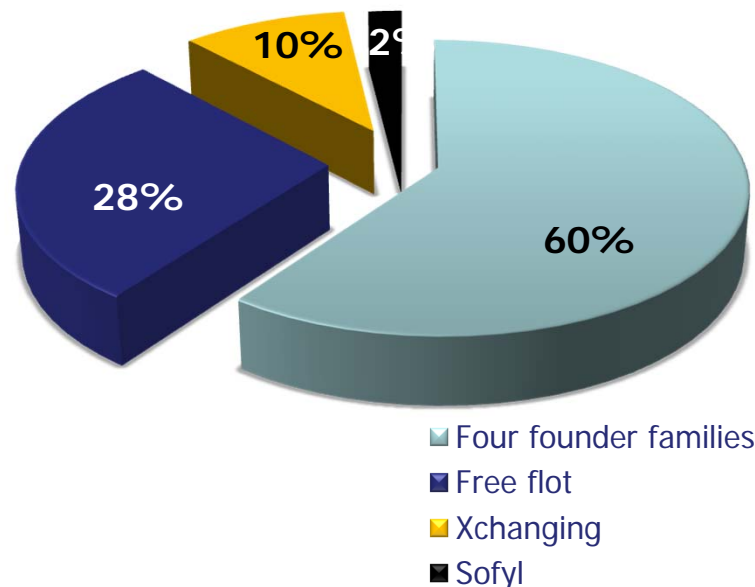
There isn't a syndicate agreement between the families shareholders.

- The **free float** is **28%**.

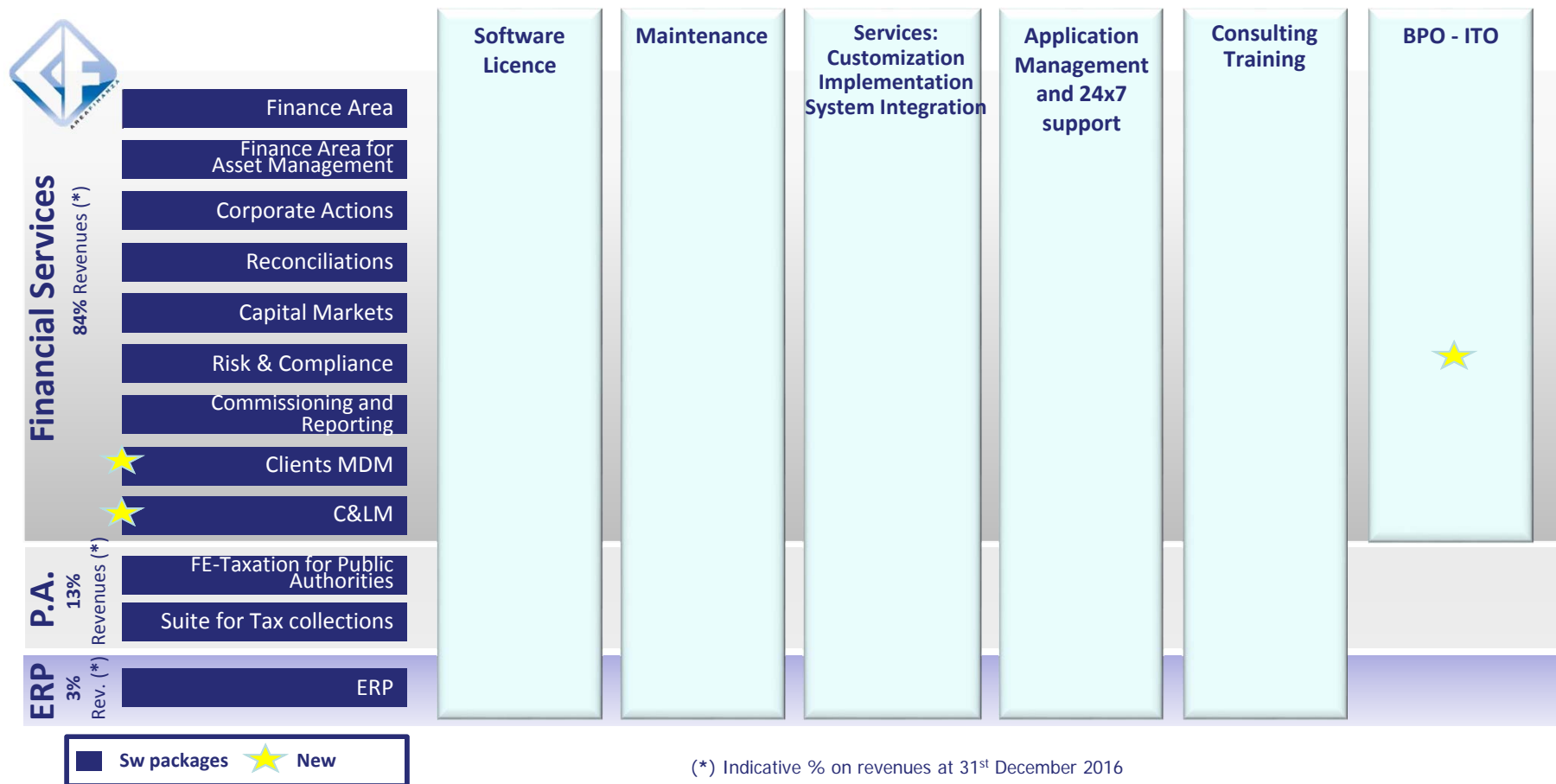
- **CSC - Computer Sciences Corporation** (former **Xchanging UK Ltd**) that controls **10%** of the capital.

- **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

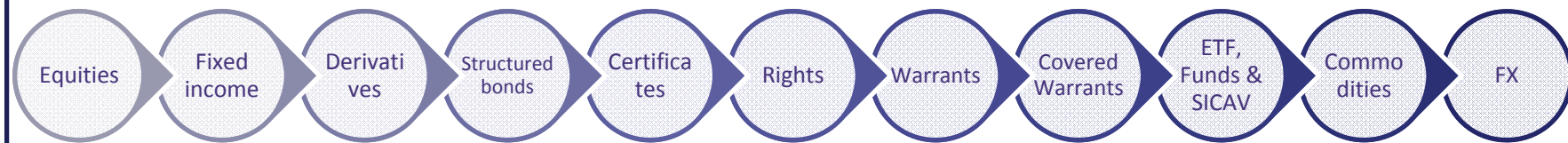


CAD IT presence in the business environment

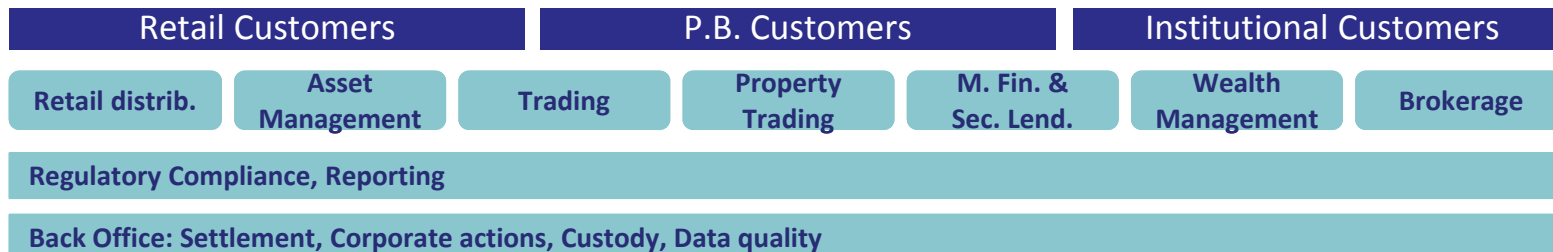


What makes Finance Area Suite unique?

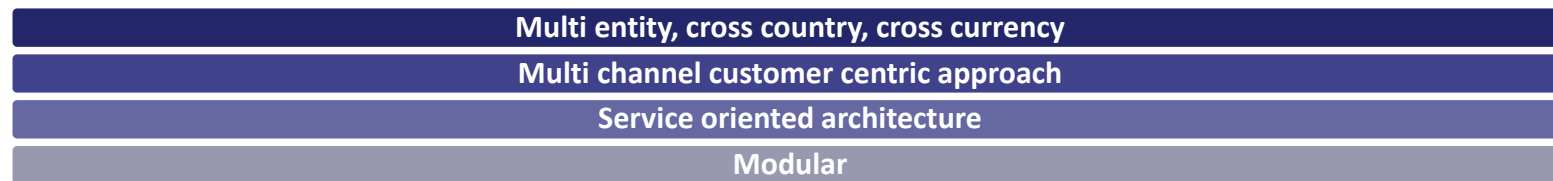
... cross assets ...



... cross business and front to back solution ...

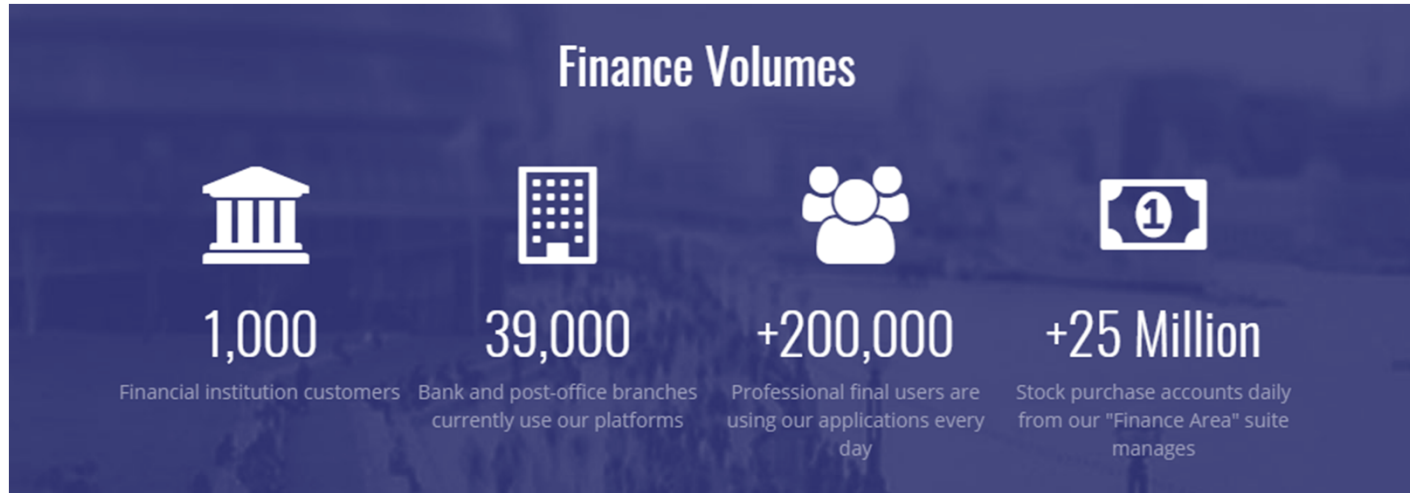


... developed on a solid foundation ...



Finance Area Suite market segments





Top tier and large institutions as clients ...

... thanks to high and continuous R&D investments

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 - FY2016/FY2015

	Year 2016		Year 2015		Variations	
	€/000	% on PV	€/000	% on PV	€/000	%
Consolidated Income Statement						
Income from sales and services	52,060	91.1%	55,728	93.2%	(3,668)	(6.6%)
Asset increases due to internal work	4,755	8.3%	3,856	6.4%	899	23.3%
Other revenues and receipts	360	0.6%	235	0.4%	125	53.2%
Production value	57,175	100.0%	59,819	100.0%	(2,644)	(4.4%)
Costs for raw materials, subsidiaries etc.	(325)	(0.6%)	(389)	(0.7%)	64	16.5%
Service costs	(9,426)	(16.5%)	(12,437)	(20.8%)	3,011	24.2%
Other operational costs	(1,001)	(1.7%)	(1,015)	(1.7%)	14	1.4%
Added value	46,424	81.2%	45,978	76.9%	446	1.0%
Labour costs	(36,314)	(63.5%)	(36,206)	(60.5%)	(108)	(0.3%)
Other administrative expenses	(2,324)	(4.1%)	(2,314)	(3.9%)	(10)	(0.4%)
Gross operational result - EBITDA	7,787	13.6%	7,458	12.5%	328	4.4%
Amortizations and Depreciations	(6,105)	(10.7%)	(5,643)	(9.4%)	(462)	(8.2%)
Operational result - EBIT	1,681	2.9%	1,815	3.0%	(134)	(7.4%)
Financial income	59	0.1%	130	0.2%	(71)	(54.4%)
Financial expenses	(52)	(0.1%)	(33)	(0.1%)	(19)	(57.0%)
Ordinary result	1,689	3.0%	1,912	3.2%	(223)	(11.7%)
Revaluations and depreciations	360	0.6%	179	0.3%	181	101.1%
Pre-tax result	2,049	3.6%	2,091	3.5%	(42)	(2.0%)
Income taxes	(792)	(1.4%)	(640)	(1.1%)	(152)	(23.8%)
Profit (loss) for the period	1,257	2.2%	1,451	2.4%	(194)	(13.4%)
Profit (loss) for the period attributable to:						
Non-controlling interests	110	0.2%	329	0.5%	(219)	(66.5%)
Owners of the parent	1,147	2.0%	1,123	1.9%	24	2.2%

(in thousands of Euro)

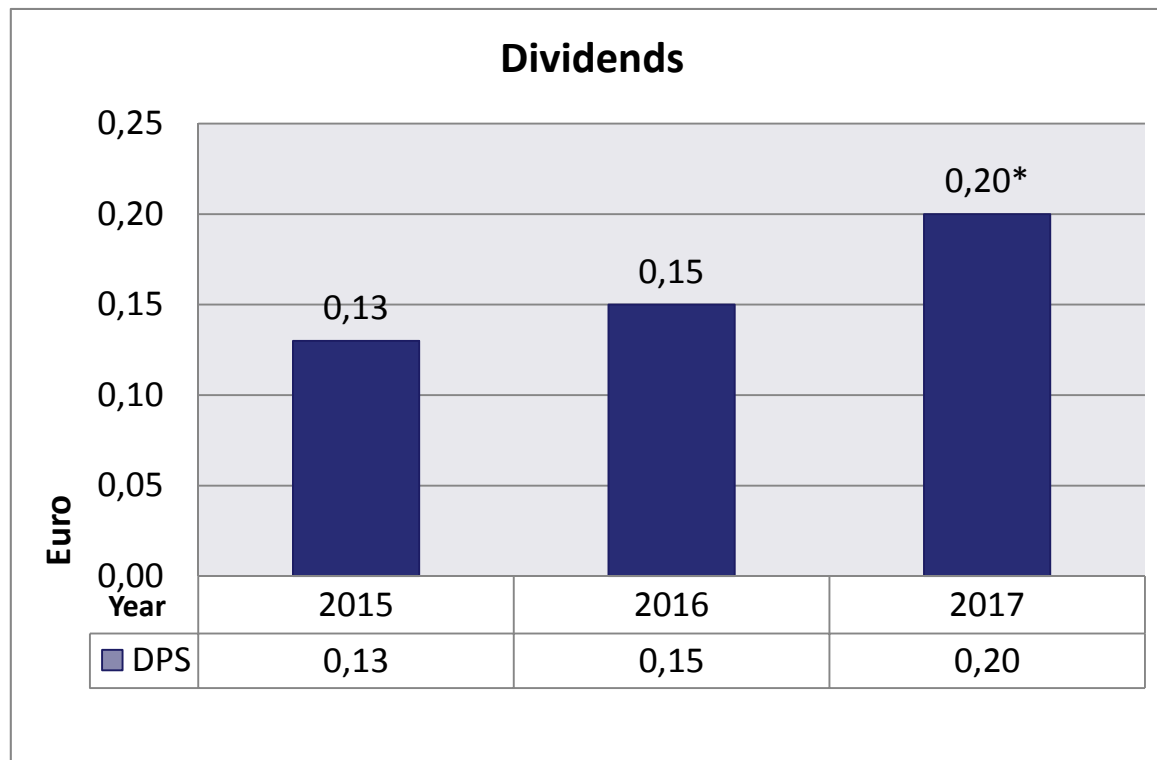
Source: CAD IT

Tax rate 39%

31%

Consolidated Net Financial Position in credit 206

2,532



*An ordinary dividend payment of Euro 0.20 per share will be proposed by the B.o.D. at the Shareholders' Meeting called for 27th April 2017

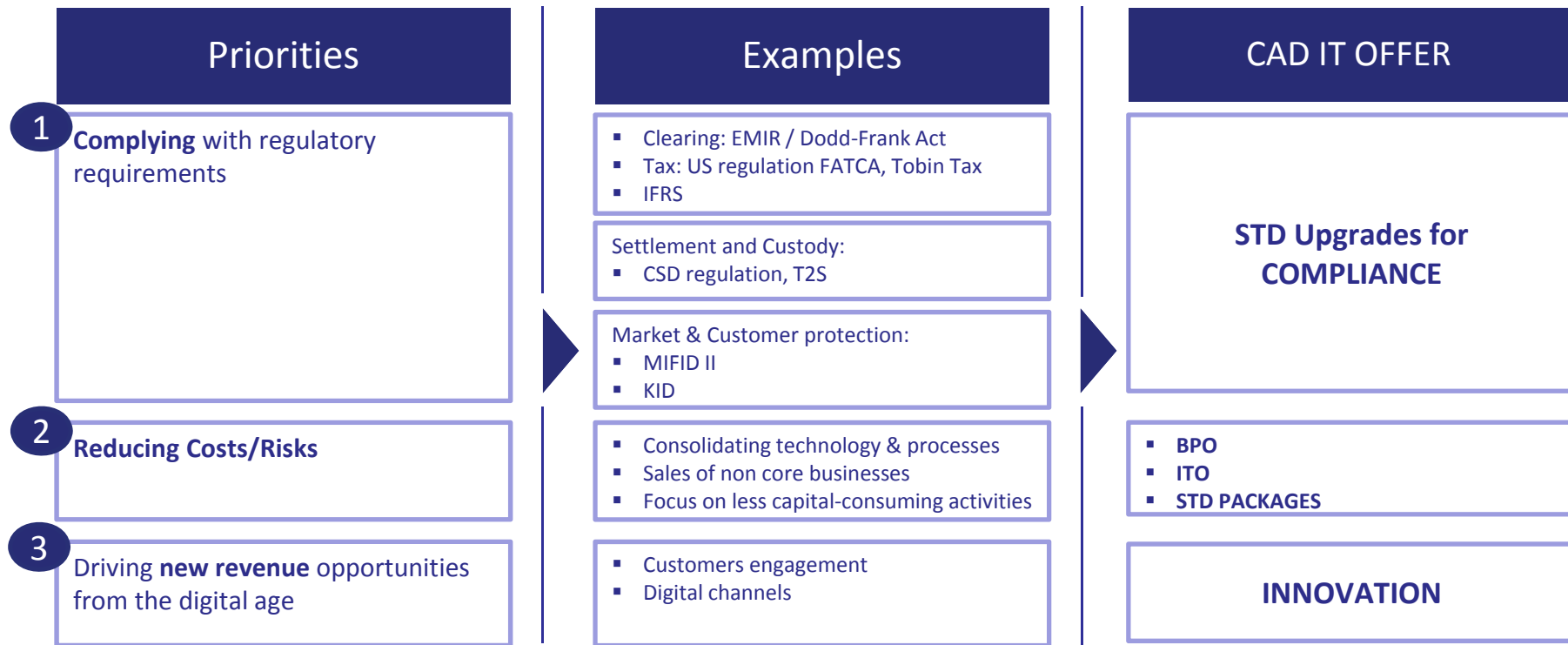
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Top Banking priorities in securities processing in Europe



Over 90% of Italian banks rely on CAD IT platform for securities

Growth Drivers

One off (2017 - 2019)

New regulations:

- IFRS9
- MiFID II - MiFIR
- KIDs for PRIIPs
- Repo MTS
- PIR, FTT

Structural

- New Customers
- New products (Cash & Liquidity Management, Master Data, ...)
- New niches: Insurances and Funds
- New proposition: Cloud and new technologies (I.T.O., B.P.O.)
- Internationalization
- Acquisitions (SFB)

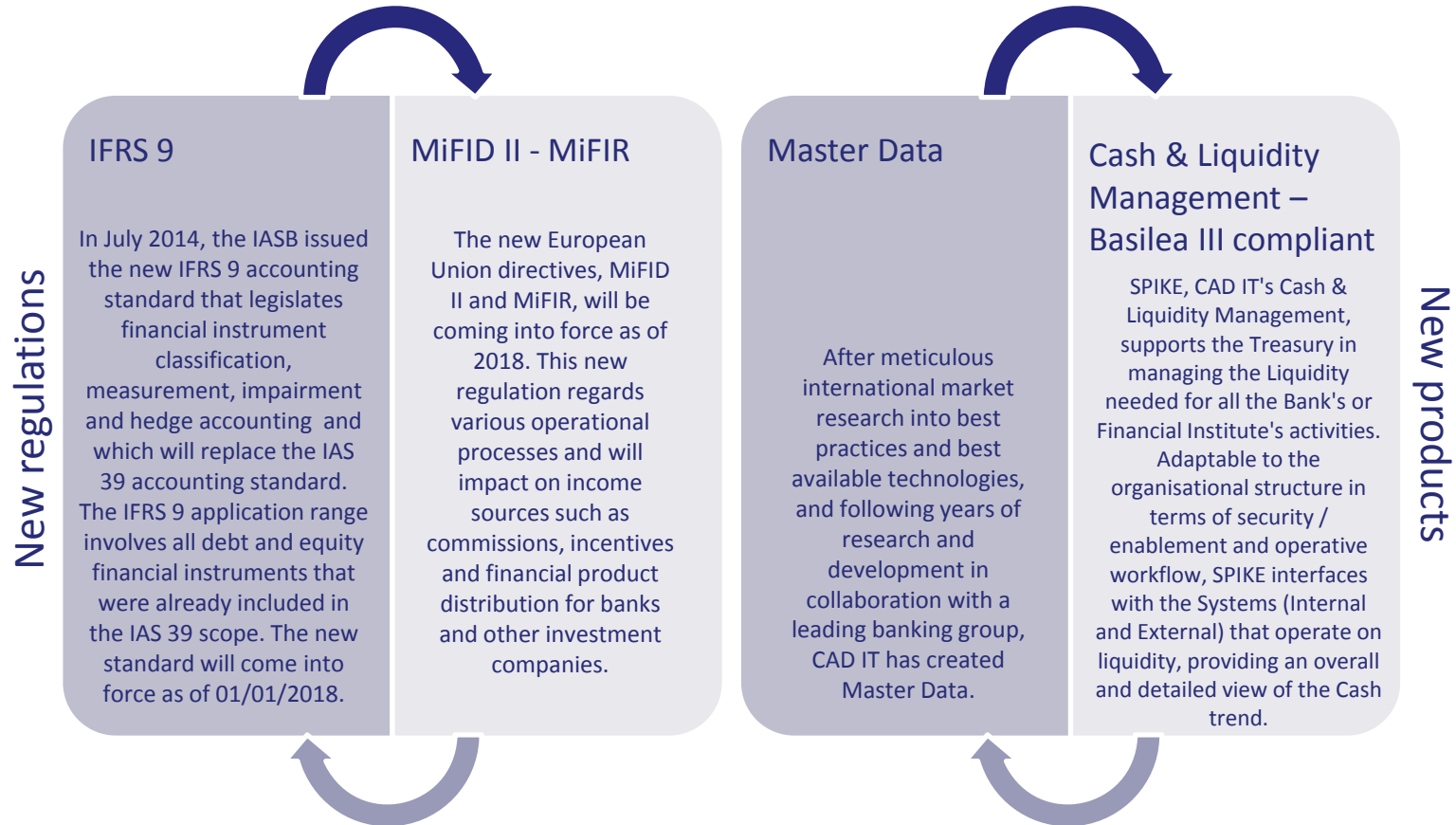
R&D Network Centric

- Customers
- Partners/Fintech
- Universities
- Suppliers



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Some CAD IT Hot topics



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).