



Interim Management Report  
at 30<sup>th</sup> September 2009

*This document has been translated into English for the convenience of readers outside of Italy.  
The original Italian version remains the definitive and authoritative document.*

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## BOARD OF DIRECTOR AND AUDITORS

### BOARD OF DIRECTORS <sup>(1)</sup>

GIUSEPPE DAL CORTIVO  
*Chairman and Managing Director*

LUIGI ZANELLA  
*Vice Chairman and Managing Director*

GIAMPIETRO MAGNANI  
*Vice Chairman and Managing Director*

PAOLO DAL CORTIVO  
*Managing Director*

MAURIZIO RIZZOLI <sup>(2)</sup>  
*Director*

MATTHIAS SOHLER  
*Director*

FRANCESCO ROSSI <sup>(2)</sup>  
*Independent Director*

LAMBERTO LAMBERTINI <sup>(2)</sup>  
*Independent Director*

### STATUTORY AUDITORS <sup>(1)</sup>

RICCARDO FERRARI  
*Chairman*

GIAN PAOLO RANOCCHI  
*Statutory Auditor*

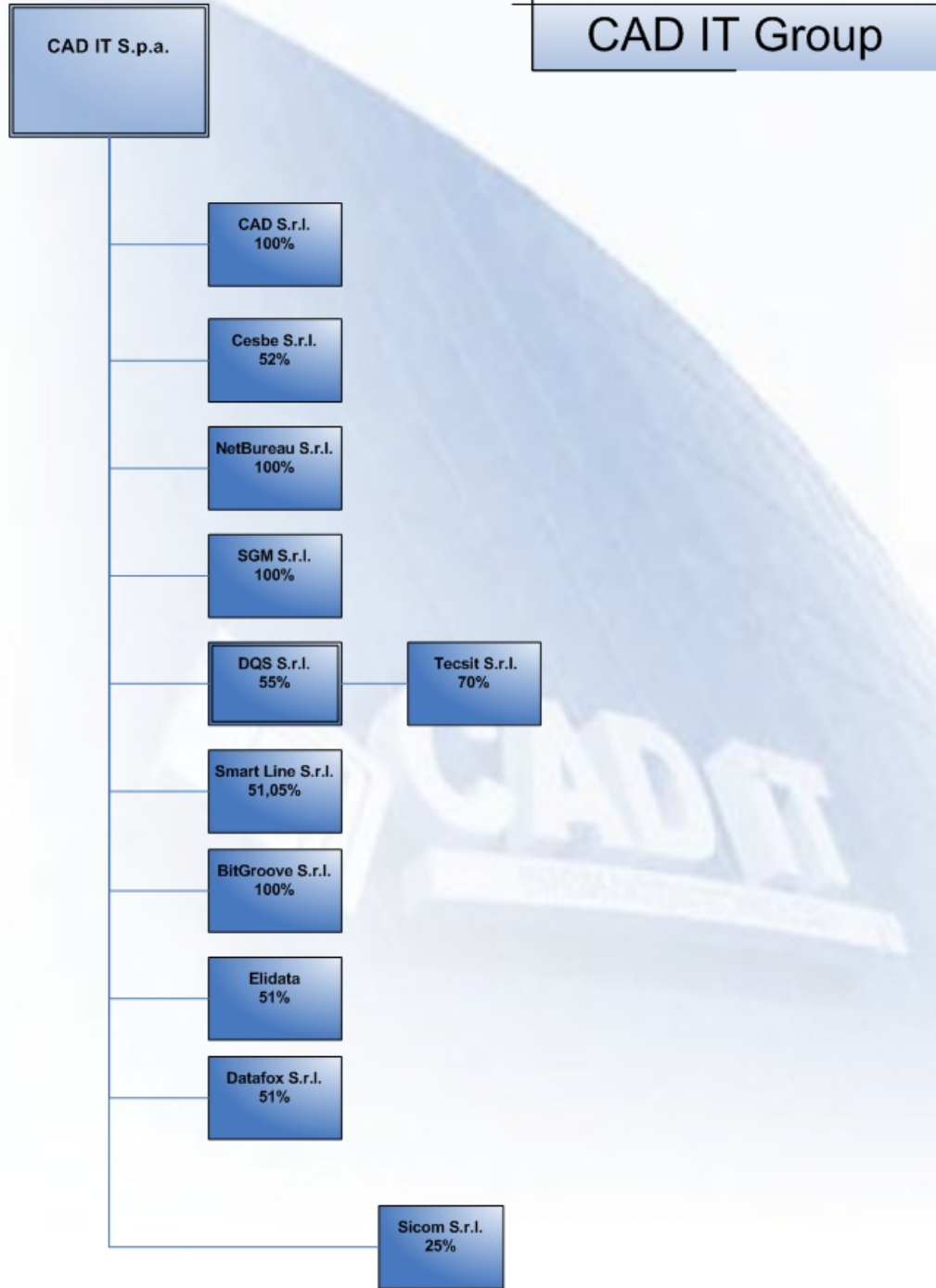
RENATO TENGATTINI  
*Statutory Auditor*

### AUDITORS



(1) Appointed on 29 April 2009; office expires with the shareholders' meeting for the approval of the 2011 financial statements.

(2) Member of the Internal Control Committee; member of the Nominating and Compensation Committee



CAD IT Group as at 30/09/2009

## SUMMARY SCHEDULES

### Consolidated income statement

	III Quarter 2009		III Quarter 2008	
	€/000	% on production value	€/000	% on production value
Income from sales and services to third parties	11,445	85.9%	14,171	93.3%
Changes in ongoing orders	23	0.2%	6	0.0%
Asset increases due to internal work	1,479	11.1%	615	4.1%
Other revenue and receipts	376	2.8%	389	2.6%
<b>Production value</b>	<b>13,323</b>	<b>100.0%</b>	<b>15,180</b>	<b>100.0%</b>
Costs for raw	(220)	(1.6%)	(231)	(1.5%)
Service costs	(2,803)	(21.0%)	(2,406)	(15.8%)
Other operational costs	(194)	(1.5%)	(179)	(1.2%)
<b>Added value</b>	<b>10,107</b>	<b>75.9%</b>	<b>12,365</b>	<b>81.5%</b>
Labour costs	(7,211)	(54.1%)	(7,876)	(51.9%)
Other administrative expenses	(587)	(4.4%)	(612)	(4.0%)
<b>Gross operational result (EBITDA)</b>	<b>2,309</b>	<b>17.3%</b>	<b>3,877</b>	<b>25.5%</b>
Allocation to Credit Depreciation Fund	(1)	(0.0%)	(3)	(0.0%)
Intangible fixed asset amortization	(671)	(5.0%)	(648)	(4.3%)
Tangible fixed asset amortization	(199)	(1.5%)	(196)	(1.3%)
<b>Operational result (EBIT)</b>	<b>1,438</b>	<b>10.8%</b>	<b>3,030</b>	<b>20.0%</b>
Net financial receipts	24	0.2%	151	1.0%
Net financial charges	(15)	(0.1%)	(29)	(0.2%)
<b>Ordinary result</b>	<b>1,447</b>	<b>10.9%</b>	<b>3,151</b>	<b>20.8%</b>
Revaluations and depreciations	124	0.9%	106	0.7%
Income taxes <sup>1</sup>	(4)	(0.0%)	26	0.2%
<b>Pre-tax result</b>	<b>1,566</b>	<b>11.8%</b>	<b>3,283</b>	<b>21.6%</b>
Pre-tax result for the period attributable to:				
Non- controlling interests	15	0.1%	310	2.0%
Owners of the parent	1,551	11.6%	2,973	19.6%

<sup>1</sup> The interim management report is presented without calculating the income taxes for the period; the amount shown is related to the tax variations calculated when drafting the annual balance and the punctual determination of said taxes that was calculated later when the income tax return was declared.

	Period 2009 01/01 – 30/09		Period 2008 01/01 – 30/09	
	€/000	% on production value	€/000	% on production value
Income from sales and services to third parties	36,761	90.5%	42,354	95.1%
Changes in ongoing orders	(60)	(0.1%)	(11)	(0.0%)
Asset increases due to internal work	3,019	7.4%	1,787	4.0%
Other revenue and receipts	879	2.2%	423	0.9%
<b>Production value</b>	<b>40,599</b>	<b>100.0%</b>	<b>44,553</b>	<b>100.0%</b>
Costs for raw	(857)	(2.1%)	(852)	(1.9%)
Service costs	(8,047)	(19.8%)	(7,600)	(17.1%)
Other operational costs	(606)	(1.5%)	(571)	(1.3%)
<b>Value added</b>	<b>31,088</b>	<b>76.6%</b>	<b>35,531</b>	<b>79.8%</b>
Labour costs	(22,849)	(56.3%)	(23,785)	(53.4%)
Other administrative expenses	(1,817)	(4.5%)	(1,885)	(4.2%)
<b>Gross operational result (EBITDA)</b>	<b>6,422</b>	<b>15.8%</b>	<b>9,861</b>	<b>22.1%</b>
Allocation to Credit Depreciation Fund	(70)	(0.2%)	(67)	(0.1%)
Intangible fixed asset amortization	(1,954)	(4.8%)	(1,936)	(4.3%)
Tangible fixed asset amortization	(584)	(1.4%)	(583)	(1.3%)
<b>Operational result (EBIT)</b>	<b>3,814</b>	<b>9.4%</b>	<b>7,276</b>	<b>16.3%</b>
Net financial receipts	159	0.4%	470	1.1%
Net financial charges	(43)	(0.1%)	(65)	(0.1%)
<b>Ordinary result</b>	<b>3,930</b>	<b>9.7%</b>	<b>7,682</b>	<b>17.2%</b>
Revaluations and depreciations	347	0.9%	323	0.7%
Income taxes <sup>2</sup>	(4)	(0.0%)	26	0.1%
<b>Pre-tax result</b>	<b>4,272</b>	<b>10.5%</b>	<b>8,031</b>	<b>18.0%</b>
Pre-tax result for the period attributable to:				
Non- controlling interests	214	0.5%	875	2.0%
Owners of the parent	4,058	10.0%	7,156	16.1%

### Statement of comprehensive income

	III Quarter	III Quarter	Period 2009	Period 2008
	2009	2008	01/01 – 30/09	01/01 – 30/09
Profit/(loss) for the period	1,566	3,283	4,272	8,031
Gains/(Losses) on fair value of available-for-sale financial assets	85	(135)	206	(473)
<b>Total Comprehensive income</b>	<b>1,652</b>	<b>3,148</b>	<b>4,478</b>	<b>7,558</b>
Profit/(loss) for the period attributable to:				
Non-controlling interests	15	310	214	875
Owners of the parent	1,636	2,838	4,265	6,683

<sup>2</sup> The interim management report is presented without calculating the income taxes for the period; the amount shown is related to the tax variations calculated when drafting the annual balance and the punctual determination of said taxes that was calculated later when the income tax return was declared.

## Consolidated balance sheet

(in thousands of Euro)

<b>ASSETS</b>	<b>30/09/2009</b>	<b>31/12/2008</b>
A) Non-Current Assets		
Assets, equipment and machinery	19,352	19,620
Intangible assets	17,270	15,789
Goodwill	8,309	8,309
Holdings	404	212
Other financial assets available for sale	861	655
Other non-current credits	72	64
Credits due to deferred taxes	232	231
<b>TOTAL NON-CURRENT ASSETS</b>	<b>46,499</b>	<b>44,881</b>
B) Current Assets		
Stock	130	435
Ongoing orders	293	352
Commercial credits and other credits	31,220	24,623
Tax credits	2,410	4,871
Cash on hand and other equivalent assets	7,903	13,999
<b>TOTAL CURRENT ASSETS</b>	<b>41,955</b>	<b>44,281</b>
<b>TOTAL ASSETS</b>	<b>88,454</b>	<b>89,163</b>

<b>LIABILITIES</b>	<b>30/09/2009</b>	<b>31/12/2008</b>
A) Equity		
Company capital	4,670	4,670
Reserves	35,552	35,346
Accumulated profits/losses	18,427	18,858
<b>TOTAL EQUITY OF THE GROUP</b>	<b>58,649</b>	<b>58,874</b>
Third party Equity	3,027	3,005
<b>TOTAL EQUITY</b>	<b>61,676</b>	<b>61,879</b>
B) Non-current liabilities		
Financing	186	206
Liabilities due to deferred taxes	3,497	3,497
TFR and quiescence reserves	6,139	6,276
Expense and risk reserves	25	25
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>9,847</b>	<b>10,004</b>
C) Current liabilities		
Commercial debts	7,577	4,130
Tax debts	1,635	5,626
Short-term financing	916	653
Other debts	6,803	6,870
<b>TOTAL CURRENT LIABILITIES</b>	<b>16,932</b>	<b>17,279</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>88,454</b>	<b>89,163</b>



## Consolidated Cash Flow Statement

Cash Flow Statement of CAD IT Group	Period 2009	Period 2008
	01/01 – 30/09	01/01 – 30/09
<b>A) OPERATING ACTIVITIES</b>		
Profit (loss) for the period	4,058	7,156
Amortisation, revaluation and depreciation:		
- Assets, equipment and machinery amortisation	584	583
- Intangible fixed asset amortization	1,954	1,936
- revaluation of holding and financial assets available for sale	(347)	(323)
- depreciation of holding and financial assets available for sale	0	0
Allocations (utilisation) of funds:	(136)	(10)
Financial performance:		
- Net financial receipts (charges)	(116)	(406)
- Profit / (losses) on exchanges	(1)	1
Working capital variations	(4,038)	2,725
Income taxes paid	(343)	(2,380)
Interest payment	(42)	(64)
<b>(A) - Cash flows from (for) operating activities</b>	<b>1,574</b>	<b>9,217</b>
<b>B) INVESTING ACTIVITIES</b>		
Investing activities		
- Assets, equipment and machinery purchases	(322)	(150)
- Intangible assets purchases/development	(3,435)	(2,056)
- increase in other fixed assets	(11)	(14)
Disinvestment activities		
- Assets, equipment and machinery transfers	6	1
- Decrease in other fixed assets	4	5
Cashed Interest	147	464
Cashed dividends	167	90
<b>(B) - Cash flows from (for) investing activities</b>	<b>(3,444)</b>	<b>(1,659)</b>
<b>C) FINANCING ACTIVITIES</b>		
Medium/long term debts repairement	(20)	(71)
Effects on consolidation reserve	0	(5)
Third party net patrimony	22	278
Distribution of dividends	(4,490)	(6,286)
<b>(C) - Cash flows from (for) financing activities</b>	<b>(4,488)</b>	<b>(6,085)</b>
<b>(A+B+C) - Total cash and other equivalent assets flows</b>	<b>(6,359)</b>	<b>1,473</b>
<b>Opening liquid funds and other equivalent assets</b>	<b>13,346</b>	<b>12,080</b>
<b>Closing liquid funds and other equivalent assets</b>	<b>6,987</b>	<b>13,553</b>





## EXPLANATORY NOTES

### 1. Foreword

This Interim Management Report has been drafted in accordance with art. 154-ter, paragraph 5, of the Testo Unico della Finanza that was introduced by Leg. Decree 195/2007, put into effect by the 2004/109/CE Directive (the so-called Transparency Directive); this report is not an interim management statement drafted in accordance with IAS 34 "Interim Statements".

In accordance with this regulation, this interim management report gives:

- a) a general description of the Group's financial standing and financial trend in the quarter;
- b) an outline of the significant events and transactions that occurred in the quarter and their effect on the Group's financial standing.

In order to be able to make a comparison between the figures and evaluations of the management trend, the patrimonial, economic and financial information in this report are shown in the same way as the contents of the previous quarterly reports .

The accounting tables shown are the same as those used for drafting the annual and six-monthly financial reports.

The interim report includes balance charts in reference to the following periods:

- profit and loss account for the interim period in question and trend compared to the same interim period (period and trend) of the previous financial year;
- balance sheet at the end of the interim period concerned, also in comparison to the figures for the same period of the previous financial year;
- cash flow statement at the interim period closure date compared to the figures for the same period of the previous financial year.

The figures representing the net financial position, compared with the figures of the previous quarter and the previous year end, and tables showing investments in intangible and tangible assets, installations and machinery relating to the intervening period between the beginning of the financial period and the closing date of the quarter, are also supplied.

This document shows the quarterly figures required on a consolidated basis, since CAD IT S.p.A is obliged to draft a consolidated balance.

Unless otherwise indicated, the monetary sums in the accounting tables and those in the notes are shown in thousands of Euro. Any minor differences deriving from rounding up figures to thousands of Euro are considered irrelevant. Due to this rounding up process, the sum of the individual entries in some of the tables containing exact figures may differ from the total amount.

The quarterly report is not subject to auditing by the auditing company.

### 2. Information on CAD IT S.p.A.

CAD IT was set up as a joint stock company under Italian law.

The registered office and the administrative and operating offices are in Via Torricelli no. 44/a, Verona, Italy.

The company is registered in the Verona Company Register under no. 01992770238.

Share capital amounts to € 4,669,600, fully subscribed and paid-in, and comprises 8,980,000 ordinary shares, each with equal rights.

These shares are nominal and cannot be divided. Each of them entitles the holder to one vote in the ordinary and extraordinary meetings of the company and to the execution of all other corporate and property rights in accordance with the law and the company's by-laws.

CAD IT S.p.A. is not subject to the control of any other company, as provided by article 2359 of the Italian Civil Code.

### 3. Activities of the Group

CAD IT is the leader of a group that is one of the most dynamic organisations in the Italian information technology sector.

For almost 30 years, the Group has been dealing with the banking and insurance market and the world of business and public administration by offering software solutions, maintenance, personalisation, integration and other correlated services from application management to outsourcing, consultancy to training.

The CAD IT Group operates in Italy with its own subsidiaries and associate companies. Its Head Office is in Verona but there are other units in Milan, Rome, Prato, Bologna, Mantua and Trento.

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 negotiation, settlement and administration of security transactions, debentures, derivatives (in any currency) and used by banks which represent more than 80% of Italian banking outlets.

In addition, the Group boasts 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 local and central administration bodies make up the group's newest sector, capitalizing on its 20-year experience in developing IT systems for public entities.

### 4. Accounting standards and consolidation criteria

The economic, patrimonial and financial information has been drafted in accordance with the evaluation and measurement criteria as established by the International Financial Reporting Standard (IFRS), issued by the International Accounting Standards Board (IASB) and adopted by the European Commission according to the procedure in art. 6 of the European Parliament and Council Regulation (EC) no. 1606/2002 of 19th July 2002. In the drawing up of this Report, the same accounting standards have been applied as those adopted in the drafting of the consolidated Balance at 31st December 2008, with the exception of the items described in the paragraph below – Accounting Standards paragraph, amendments and interpretations applied since 1st January 2009.

The accounting standards adopted have been applied in the same manner throughout the periods shown and for all the Group's companies, amending the respective Financial Statement drafted in accordance with Italian accounting standards to consolidate.

Interim Management Report has been drafted using the evaluation criteria of historical cost, except for financial instruments available for sale, which are assessed at fair value, and the holdings in subsidiaries, which are assessed in accordance with the equity method. Moreover, where some land and buildings have been included in First Time Adoption, the fair value has been used instead of the cost.

The balance has been drafted in the assumption that the company will continue as no significant uncertainties in

relation to company continuity exist.

#### *Use of estimates*

In accordance with the IFRS, when drafting the Interim Management Report the company management formulates evaluations, estimates and hypotheses to apply the accounting standards which affect the amounts of credit and debit and the costs and revenues found. Estimates and their relative hypotheses are based on past experience and factors considered reasonable for the case. Since they are estimates, the results obtained are not necessarily the same as the results portrayed.

The estimates and hypotheses are reviewed on a regular basis. Any variations deriving from an accounting estimate review are shown in the period in which the review was made if such review only affects that period. If the review affects the current and future periods, the variation is recorded in the period in which the review is made and in the relative subsequent periods.

#### *Accounting standards, amendments and interpretations applied since 1st January 2009*

##### *IAS 1 Reviewed – Balance presentation*

The new version of IAS 1 – Balance presentation, approved by the European Union with EC Regulation no. 1274/2008, came into force as of 1st January 2009.

The reviewed version of IAS 1 – Balance presentation, requires that all variations generated by transactions



with non-shareholders are to be registered in one single statement that shows the period's trend (statement of comprehensive income) or in two separate statements (income statement and statement of comprehensive income). These variations must be highlighted separately in the Net Patrimony variation statement as well in terms of variations generated by transactions with shareholders.

The Group has applied the reviewed version of the standard as of 1st January 2009 retrospectively, having chosen to highlight all variations generated by transactions with non-shareholders in two statements for measuring period trend respectively entitled "Consolidated income statement" and "Statement of comprehensive income". The Group has consequently modified the presentation of the Net Patrimony variation Statement. Adopting this principle has no effect on the evaluation of balance entries.

#### ***Other accounting principles, amendments and interpretations applied since 1st January 2009***

At the time of drafting this summarised version of the Interim Management Report, there are no other matters or records, or anything of any significant importance within the Group, that may be governed by other amendments and interpretations applicable since 1st January 2009, and approved by the IASB and IFRIC and published in the European Community's Official Gazette.

#### ***Subsidiary companies***

The consolidation area includes the Mother Company and the companies it controls, that is, where it has the power to determine financial and managerial policies of a business in order to reap benefits from said company's activities.

Subsidiary companies are consolidated from the date in which control was effectively transferred to the Group and are no longer consolidated as from the date that control becomes external to the Group.

The purchase of subsidiary companies has been accounted for in accordance with the purchase method set by IFRS 3.

These companies are consolidated using the integral consolidation method. In order to prepare the consolidated data, the patrimonial, economic and financial situations of the subsidiary and associate companies have been used as prepared by the Group's individual companies at the reference dates, opportunely reclassified and amended to reflect the application of the homogeneous accounting standards.

In drafting the Interim Management Report all the balances and significant transactions between the Group's companies have been eliminated, as are all unrealised infra-group profit and loss transactions.

#### ***Associate companies***

The share in associate companies, that is those companies in which the Group has significant influence, is evaluated using the equity method, as defined in IAS 28 – Investments in Associates. The profits or losses relevant to the Group are included in the Interim Management Report from the date in which this significant influence began up to the moment it ceases.

#### ***Property, plant and equipment***

Tangible fixed assets are shown at purchase cost, including any costs that may be directly ascribable and necessary for activating the asset and putting it to the use for which it was purchased. In reference to land and buildings listed in First Time Adoption, the fair value was used instead of the cost.

Tangible fixed assets are shown at net value of the relative accumulated depreciations and losses due to the reduction in value determined in accordance with the modalities described below.

Tangible fixed assets are amortised in constant rates during the course of their expected useful life cycle, i.e. the estimated period of time in which the asset will be put to company use. Whenever significant parts of tangible fixed assets have different estimated useful life cycles, said components are amortised separately.

The value to be depreciated is given by the registered value of the asset net of any loss in value and reduced by its assumed value at the end of its useful life cycle, if significant and reasonably calculable.

The useful life cycle and the cash value are reassessed annually and any changes, where necessary, are brought in with a perspective application.

The main economic-technical tax rates used are the following:

- industrial buildings: 3%
- electrical equipment: from 5 to 10%
- air conditioning equipment: from 6 to 15%
- telephone systems: 20%
- alarm systems: from 10 to 30%
- furniture and fittings: 12%
- electrical machinery: 15%
- electronic machines and computers: 20%
- vehicles: 25%

Land, both without buildings or next to civil and

industrial constructions, is accounted for separately and not amortised as it is considered an element with an unlimited useful life cycle.

In order to calculate any losses due to depreciation, the accounting value of intangible fixed assets is subject to verification.

At the time of elimination or when no future economic benefit can be expected from the use of an asset, it is eliminated from the balance and the eventual loss or profit (calculated as the difference between the assignment value and the taxation value) is shown in the income statement of the year in which the asset is eliminated.

#### **Financial leasing**

Assets owned through financial leasing contracts, through which all the risks and benefits tied to the property are transferred to the Group, are registered among the Group assets at their fair value or, if this value is lower, at the present value of the minimum payments due for the leasing and depreciated by applying coherent criteria to the other assets. The corresponding liability towards the lessor is registered in the balance among the financial debts.

#### **Intangible fixed assets**

Intangible fixed assets are shown as such when it is likely that they will bring in future economic benefits for the company and when the asset cost can be feasibly determined.

Intangible fixed assets, having a defined useful life cycle, are subsequently registered net of the relative accumulated amortizations and any losses due to a durable reduction in value.

The useful life cycle is reassessed annually and any changes, where necessary, are brought in with a perspective application.

Profits or losses deriving from the transfer of an intangible fixed asset are determined as the difference between the elimination value and taxation value of said asset and are reported on the income statement at the time of elimination.

Project development costs for the production of instrumental software, or those to be terminated, are registered on the credit side when they satisfy the following conditions: the costs can be feasibly determined, the product is technically feasible, the expected use and/or sale of the product indicate that the sustained costs will generate future economic benefits. In respect of the standard that correlates costs

and returns, these costs are amortized as from the moment in which the activity becomes available for use, in permanent amortisation amounts for the entire duration of the product's lifecycle, estimated at five years. The costs of intangible fixed assets generated internally include only those expenses that can be directly attributed to the development of said product. All other development costs that cannot be capitalised, when sustained, are reported on the income statement.

#### **Goodwill**

Goodwill resulting from the purchase of subsidiaries and associates is initially registered at cost and is the overbalance of the purchase cost in respect of the purchaser's share of the fair value of the assets and liabilities and the potential liabilities at the date of purchase.

After the initial registration, goodwill is no longer amortised and is decremented of any losses in accumulated value, calculated according to the IAS 36 Asset value reduction. Goodwill regarding shares in associates companies is included in the taxation value of said companies.

Goodwill is subject to an annual analysis of retrievableness or at shorter intervals if something happens or changes in circumstances arise, which could cause losses in value.

Goodwill deriving from purchases made prior to 1st January 2004 is registered at the recorded value ascribed to it in the last balance drafted on the basis of the previous accounting standards (31st December 2003). In fact, during the preparation of the opening balance in accordance with the international accounting standards, none of the purchase transactions made prior to 1st January 2004 have been re-considered.

#### **Impairment loss**

The Group annually verifies the accountable value of intangible and tangible assets or more often whenever there is an indication that assets may have suffered a value loss.

If the charged value exceeds the recoverable value, the assets are devalued to reflect their recoverable value, represented by the greatest figure between the net price and use value. In defining the use value, expected future financial flows are discounted back using a pre-tax discount rate that reflects the current market estimations in reference to the cost of money at the time and the specific risks of the asset in question. For an asset that does not generate widely independent



financial flows, the return value is determined in relation to the unit generating the financial flows of which the asset is a part. The value losses are accounted for in the income statement among depreciation and devaluation costs. When subsequently an asset value loss, different from the goodwill, is less or decreases, the accounting value is increased to a new estimate of the recoverable value within the limit of the previous value loss. The recovery of a value loss is registered to the income statement.

#### **Assets available for sale**

Share in non-consolidated companies are classified as assets financially available for sale and are valued at fair value. For any shares quoted as fair value, this value is taken as the market value, if active. Any profits or losses found as a result of the effect of evaluating the fair value on these assets at every balance date are shown at net patrimony unless they are sold or they have durable losses in value, that are the moments when the total profit or loss found in the net patrimony is registered to the profit and loss account.

#### **Other non-current credits**

These are registered at their nominal value, representative of their fair value.

#### **Stock**

Leftover stock is valued as the lesser value between purchase cost and the net value of the assumed income. The cost is determined in accordance with the average calculated cost method.

#### **On-going orders**

On-going construction contracts are valued with reasonable certainty on the basis of the matured contractual fees according to the criterion of percentage completion (so-called cost to cost), so as to attribute the profits and the economic result of the order to each single financial period concerned in proportion to the progress of the work.

#### **Commercial credits and other credits**

Commercial credits, whose expiry limits are within normal commercial terms, are not updated and are registered at their nominal value net of any loss of value. Moreover, they are adjusted to their assumed cash value by means of the registration of an appropriate amendment fund.

#### **Liquid asset availability and equivalent means**

The availability of liquid assets and equivalent means is registered at nominal value and has the requirements to be immediately available or available at very short notice, without obstacles and with no significant expense for collection.

#### **Employee leaving entitlement**

The present value of debts related to employees for benefits allocated in connection with or following the termination of working relationships through defined benefit programmes is calculated on the basis of the method of projecting the credit in accordance with the indications in IAS 19.

The liability evaluation is calculated by private actuaries. The profits and losses deriving from these evaluations are ascribed to the income statement.

#### **Risk and obligation funds**

In accordance with the IAS 37, the allocations are shown when there is an ongoing obligation (legal or implicit) that stems from a past event, whenever an outlay may be necessary to satisfy the obligation and a feasible estimation may be made on the obligation amount.

If the effect of updating the assumed cash value is significant, the allocations are calculated by updating the expected future financial flows at a pre-tax discount rate that reflects the current market evaluation of the cash value in relation to time. When updating has been done, the increase in the allocation caused by the passing of time is shown as a financial obligation.

#### **Commercial debts and other current liabilities**

The commercial debts, whose deadlines are within normal commercial terms, are not updated and are registered at cost (identified by their nominal value).

Financial liabilities are initially shown at cost, which corresponds to the fair value of the liability, net of transition costs, which are directly attributable to the issue of the liability itself.

After the initial determination, the financial liabilities are assessed with the criterion of amortized cost using the original effective tax rate method.

#### **Revenues and costs**

The revenues and costs are determined in accordance with the qualifying economic principle to the amount to which the fair value can be feasibly determined.

Depending on the type of operation, the revenues are determined on the basis of the specific criteria reported

below:

- the revenues for services are determined with reference to the point at which they stand on the basis of the same criteria used for determining the position of ongoing orders. If it is not possible to feasibly determine the revenue values, they are then calculated until they concur with the amount of expenses sustained and which are deemed recoverable.

- the profits from the sale of goods are shown when significant risks and benefits of the ownership of the goods are transferred to the purchaser, the sale price is agreed or can be determined and payment is collected.

As for sales concerning assistance and/or maintenance services carried out with the annual subscription formula, the accrual is calculated in proportion with time.

The costs are ascribed according to the same criteria as those for revenue acknowledgment.

#### **Balance sheet layout**

The balance layouts have been drafted according to IAS 1 specifications.

The Group has decided to present revenue and cost entries referring to the period in question in two statements. One statement shows the profit (loss) components for the period (Consolidated Income statement) and the other, which begins with the profit (loss) of the period and shows the statement entries of the other components of the overall profit and loss account (Statement of comprehensive income).

The Group presents its economic account by nature, the format that is considered the most representative in terms of function presentation. In fact, the chosen format conforms to the internal reporting modalities and the business management and is in line with the way the

economic account was represented in the past.

The profit and loss account is drafted in scalar format highlighting the following intermediate results:

- Production revenues: this is the value of services and goods produced and sold by the Group, including internal assets and other income and earnings from the traditional offer.
- Added value: obtained by subtracting the operative costs for service and asset purchases from production revenues, this measures how much of the internal production and distribution of goods and services is due to company productive factors.
- Gross Operational Result (EBITDA): this figure is obtained by subtracting from the added value all of the costs that can be put down to staff and other administrative expenses. It highlights the result based on the traditional offer including depreciations, financial management, revaluations or devaluations and taxes.
- Operational Result (EBIT): this figure is obtained by subtracting the depreciation and funding amounts from the gross operational result.
- Ordinary Result: this includes the financial management result.
- Pre-tax result: obtained by including revaluations and devaluations in the ordinary Result.

As for the consolidated patrimonial financial situation, a distinction has been made between current and non-current assets and liabilities.

The financial statement has been presented according to the indirect method so that the profit (or loss) for the period has been adjusted of any non-monetary operations and by deferments and the setting aside of future incomes or payments.

## 5. Consolidation area

The consolidation area has not changed. The fully consolidated companies included in the financial schedules of CAD IT Group are the following:

Company name	Registered office	Share/ Quota capital (Euro)	Percentage of investment	Percentage of investment of the Group
<i>consolidated using the integral method</i>				
CAD IT S.p.A.	Verona	4,669,600	Parent company	
CAD S.r.l.	Verona	130,000	100.00%	100.00%
Cesbe S.r.l.	Verona	10,400	52.00%	52.00%
Netbureau S.r.l.	Milano	50,000	100.00%	100.00%
S.G.M. S.r.l.	Padova	100,000	100.00%	100.00%
D.Q.S. S.r.l.	Roma	11,000	55.00%	55.00%
Bit Groove S.r.l.	Verona	15,500	100.00%	100.00%
Elidata S.r.l.	Castiglione D'Adda (LO)	20,000	51.00%	51.00%
Smart Line S.r.l.	Verona	102,700	51.05%	51.05%
Datafox	Verona	99,999	51.00%	51.00%
Tecsit S.r.l. (1)	Roma	75,000	70.00%	38.50%
(1) Held through DQS S.r.l.				

Shares in associates, in which the Group has significant influence, have been evaluated using the equity method and reduced accordingly where the asset value has decreased.

Company name	Registered office	Date of reference	Quotaholders' equity including profit for the period	Profit 01/01-30/09	Percentage of investment	Investment value of the Group
Sicom S.r.l.	Viadana (MN)	30/09/2009	1,615	1,388	25.00%	404

## 6. Management results and comments on the most significant components of the quarter

At the closure of the third quarter of the 2009 financial period, the CAD IT Group's return results and margins were still in credit despite the unfavourable economic trend and the current widespread financial crisis.

The value of production of the quarter, showing a drop of 12.2%, was mainly due to revenue from sales and services that came to Euro 11,445 thousand (-19.2% compared to Euro 14,171 thousand in the third quarter of 2008).

The decrease in revenues is the result of a drop in services and sales due to the unfavourable domestic economic climate, especially in the banking sector.

During the quarter increases in internal intangible assets came to Euro 1,479 thousand, showing an increase compared to Euro 615 thousand in the same period of 2008, due to a greater use of resources for development and investment activities for new procedures and the Group's own software range.

Among the other revenues and receipts registered to the amount of Euro 376 thousand, in accordance with Article 1, paragraphs 280 to 283, of law no. 296 of 27th December 2006, a tax credit, relating to research and development costs sustained for projects that were ongoing since the beginning of 2008 and which are still being developed, has been registered during the quarter.

The added value of Euro 10,107 thousand dropped by 18.3% compared to Euro 12,365 thousand in the third quarter of 2008, with a 75.9% marginality on the value of production (81.5% in the same quarter of previous financial period).



Service costs of Euro 2,803 thousand during the third quarter of 2009 increased by 16.5% compared to those of 2008 (Euro 2,406 thousand) and were mainly due to external collaboration for services and qualified consultancy.

The Gross Operational Result (EBITDA) stood at Euro 2,309 thousand (corresponding to 17.3% of the value of production) compared to Euro 3,877 thousand in the third quarter of 2008.

Labour costs in the third quarter of 2009 came to Euro 7,211 thousand, showing a drop of Euro 665 thousand (-8.4%) compared to the same quarter of 2008. Labour costs include the effect deriving from actuarial calculations, in accordance with IAS 19, of the debt towards employees for Severance Pay. The decrease in labour costs can also be correlated to the average number of employees during the quarter which fell from 616 in 2008 to 602 in 2009.

The Operational Result (EBIT) of 2009 third quarter was in credit by Euro 1,438 thousand, corresponding to 10.8% of the value of production, compared to Euro 3,030 thousand in the same period of the previous year.

Amortization amounts during the third quarter of 2009 came to Euro 671 thousand for intangible assets and Euro 199 thousand for tangible assets and were substantially in line with the same quarter of 2008.

The financial management dropped showing financial earnings and expenses of Euro 24 thousand and Euro 15 thousand respectively compared to Euro 151 thousand and Euro 29 thousand in the third quarter of 2008. This was mainly due to the effect of a fall in interest rates on liquid assets and equivalent means.

As a consequence, the ordinary result was in credit by Euro 1,447 thousand (compared to Euro 3,151 thousand in the previous corresponding quarter), equalling 10.9% of the value of production.

The trend of the entry registered as revaluations and devaluations was also positive during the quarter in question generating a revaluation of Euro 124 thousand due to the positive result of the associated company Sicom S.r.l. (Euro 106 thousand in the third quarter of 2008).

The pre-tax result of the quarter came to Euro 1,566 thousand (compared to Euro 3,283 thousand of the same period in 2008) of which Euro 1,551 thousand is attributable to controlling company shareholders and the remaining Euro 15 thousand is attributable to third party.

The interim management report is presented without calculating the income taxes for the period.

There now follows a brief summary of the revenues from sales and services subdivided by business line and compared to the figures of the corresponding quarter of the previous financial period.

Turnover - goods and services	3° Quarter 2009		3° Quarter 2008		Period 2009 01/01 - 30/09		Period 2008 01/01 - 30/09	
	Value	%	Value	%	Value	%	Value	%
Finance	10,691	93.4%	13,322	94.0%	34,216	93.1%	39,375	93.0%
Manufacturing	754	6.6%	849	6.0%	2,545	6.9%	2,980	7.0%
<b>Total</b>	<b>11,445</b>	<b>100.0%</b>	<b>14,171</b>	<b>100.0%</b>	<b>36,761</b>	<b>100.0%</b>	<b>42,354</b>	<b>100.0%</b>

## **7. Management results and comments on the most significant components – first 9 months**

The CAD IT Group closed its first nine months of 2009 with a decrease in production revenues of 8.9% standing to Euro 40,599 thousand, compared to Euro 44,553 thousand of the same period of previous year. The decrease in the value of production is due to lower revenues from sales and services (-13.2%), which stand at Euro 36,761 thousand, compared to Euro 42,354 thousand in the same period of the previous year.

Increases in internal intangible assets relating to the capitalization of costs sustained for the development of software procedures growing and stood at Euro 3,019 thousand compared to Euro 1,787 thousand of 2008.

The other earnings and revenues, amounting to Euro 879 thousand in the first nine months of 2009, mainly regard the registration of tax credit conceded in 2009 financial period for expenses sustained in research and development.



Service costs amounting to Euro 8,047 thousand, have increased by 5.9% compared to the first nine months of 2008 (equal to Euro 7,600 thousand) against the use of highly qualified external collaboration adopted with a view to maintaining productive flexibility.

Added value, equal to Euro 31,088 thousand, indicates a decrease (-12.5%) compared to the first nine months of previous financial period (Euro 35,531 thousand).

Labour costs in the 2009 first nine months were Euro 22,849 thousand, Euro 936 thousand lower (-3.9%) than the same period in 2008. Labour costs include the effect of the actuarial calculation, in accordance with the IAS 19 standard, of the debt towards employees for Severance Pay. The decrease in labour costs is related to the reduction of average number of employees.

The Gross operational result (EBITDA) stands at Euro 6,422 thousand compared to Euro 9,861 thousand of the same period of 2008.

Amortization in assets during the period were in line with those of previous financial period and amount respectively to Euro 1,954 thousand for intangible assets and Euro 584 thousand for tangible assets.

The Operational Result (EBIT) for the first nine months of 2009 was in credit by Euro 3,814 thousand (-47.6%) compared to the same period in the previous year (Euro 7,276 thousand).

The ordinary result of Euro 3,930 thousand has benefitted from the positive financial management trend which however shows declining results compared to 2008, mainly due to the decrease in interest rates and in cash on hand and other equivalent assets.

During the period concerned, the progress of appreciation and depreciation was positive too, which generated a Euro 347 thousand appreciation, due to the positive outcome of the associated company Sicom S.r.l. (Euro 323 thousand in the same period of 2008)

The pre-tax result for the first nine months of 2009 was positive and came to Euro 4,272 thousand, equalling 10.5% of the value of production (previous period Euro 8,031 thousand equalling 18.0% of the value of production) of which Euro 4,058 thousand is attributable to CAD IT S.p.A. shareholders (-43.3% compared to Euro 7,156 thousand of previous period).

The interim management report is presented without calculating the income taxes for the period.

## **8. Significant events of the period**

Activities regarding the development and sale of new products for both traditional and new types of clients continued throughout the quarter.

Moreover, the intense project activities with Xchanging UK Ltd (a company that supplies security administration services for the German and British market and which holds a 10% share in CAD IT S.p.A.) through which the CAD IT Group aims at increasing its revenues in Italy and also to diversify its business in geographical terms, is continuing.

During the quarter CAD IT S.p.A. announced having signed a contract with a leading Italian merchant bank for the sale of its "Finance Area" software platform and another contract with one of the major German banks for the sale of the "Easy Match" software platform. The former contract consolidates CAD IT's position as leader in the Italian market for the supply of software and services to totally manage financial instruments, while the latter contract has directed the group towards the international market thus clocking up yet another success following the contract drawn up in 2006 with XTB, a Business Process Outsourcing Company, which is part of the XChanging Group in Germany.

## **9. Net financial position**

The consolidated net financial position at 30th September 2009 was positive for Euro 6,801 thousand compared to Euro 8,871 thousand at 30th June 2009 and Euro 13,140 thousand at 31st December 2008.

In particular, cash-on-hand and in bank accounts came to Euro 5,425 thousand and capitalisation insurance policies (contractually available on 20-day prior request without any significant tax expenses) came to Euro

2,479 thousand.

Short-term debts towards banks of Euro 916 thousand regard overdrawn accounts and advances subject to final payment.

(in thousands of Euro)

<i>Net consolidated financial position</i>	<i>30/09/2009</i>	<i>30/06/2009</i>	<i>31/12/2008</i>
Cash-on-hand and at bank	5,425	7,458	11,565
Capitalisation insurance policies	2,479	2,464	2,434
Payables due to banks current portion	(916)	(859)	(653)
<b>Net short-term financial position/(indebtedness)</b>	<b>6,987</b>	<b>9,064</b>	<b>13,346</b>
Long-term loans	(186)	(193)	(206)
<b>Net long-term financial position/(indebtedness)</b>	<b>(186)</b>	<b>(193)</b>	<b>(206)</b>
<b>Net financial position/(indebtedness)</b>	<b>6,801</b>	<b>8,871</b>	<b>13,140</b>

As detailed in the financial report, operating activities, in the first nine months of 2009, generated a positive cash flow of Euro 1,574 thousand.

Investment activity management came to Euro 3,444 thousand. Euro 3,435 thousand were invested in intangible assets and Euro 322 thousand in tangible assets. Lastly, Euro 4,488 thousand were used for financing purposes and almost the entire sum went towards paying dividends to CAD IT shareholders (Euro 4,490 thousand). Please refer to CAD IT Group's financial report for cash flow details.

## **10. Research and development**

In relation to activities aimed at consolidating traditional business, the production of new modules to increase the functional and technological development of the considerable range of software installed remains constant within the Group. Development relating to the New Finance Outlet project, which started in 2007, is continuing and aims to equip the successful Finance Area procedure with Web interfacing.

The creation and use of new computer systems aimed at diversifying the Group's offer towards those sectors bordering on the ones in which it is already present, is still underway.

As regards new projects, development are continuing on the SIBAC GS platform, which is a fundamental element for the Group's strategic growth.

Activity in the production of specialised modules for the business intelligence (Managerial Information System) area is also continuing.

CAD IT and Smart Line S.r.l. are now investing to enrich their own offer range of solutions and services for Public Administration and authorities for the management of local taxes.

The CAD IT Group, in its intent to develop its own products, is also creating solutions linked to the new norms and further procedures aimed at diversification for new business sectors like Insurance (Finance Area for Insurances) and new software modules for international market (EM).

## **11. Investments**

The figures accumulated in investments in intangible and tangible assets, made during the third quarter by companies of the Group included in the consolidation area amount to Euro 1,531 thousand, compared to Euro 658 thousand in the same periods in 2008.

(in thousands of Euro)

Summary of investments	3° Quarter	3° Quarter	Period 2009	Period 2008	Year
	2009	2008	01/01 - 30/09	01/01 - 30/09	2008
Intangible fixed assets	10	19	416	149	162
Assets under development and payments on account	1,479	615	3,019	1,907	2,660
Property, Plant and equipment	42	24	322	150	257
<b>Total investments in tangible and intangible fixed assets</b>	<b>1,531</b>	<b>658</b>	<b>3,757</b>	<b>2,206</b>	<b>3,079</b>

The voice assets under development relates to investments in development of software procedures under construction both for sale and for in-company use. Most of these investments are aimed at new, advanced products, the use of which will be needed very shortly, in credit and financial institutions as well as in the field of public and industrial administration, this purpose development activities was increased during the quarter. During the first nine months of 2009 the item "Intangible fixed assets" and "Property, Plant and equipment" varied as follows:

(in thousands of Euro)

Intangible fixed assets at 30/09/2009	Industrial patents and similar rights.	Licences, trademarks and similar rights	Assets under development and payments on account	Other	Total	Goodwill
Purchase or production cost	12,377	3,377	8,008	35	23,798	8,309
Previous years revaluations						
Previous years depreciation and write-downs	(4,803)	(3,169)		(35)	(8,008)	
Adjustments to previous years write-downs		(1)			(1)	
Opening value	<b>7,574</b>	<b>208</b>	<b>8,008</b>	<b>0</b>	<b>15,789</b>	<b>8,309</b>
Variations in consolidation area						
Purchases/increases		416	3,019		3,435	
Transfers						
Reduction in accumulated depreciation due to disposals		466			466	
Disposals		(466)			(466)	
Revaluations for the period						
Depreciation and write-downs for the period	(1,823)	(131)			(1,954)	
Adjustments to write-downs for the period						
<b>Total intangible fixed assets</b>	<b>5,751</b>	<b>493</b>	<b>11,027</b>	<b>0</b>	<b>17,270</b>	<b>8,309</b>

(in thousands of Euro)

<i>Property, plant and equipment at 30/09/2008</i>	<i>Land and buildings</i>	<i>Plant and machinery</i>	<i>Industrial and commercial equipment</i>	<i>Other tangible fixed assets</i>	<i>Assets under development and payments on account</i>	<i>Total</i>
Purchase or production cost	9,140	4,083	29	5,658		18,910
First time adoption revaluation	8,439					8,439
Previous years depreciation and write-downs	(972)	(1,999)	(17)	(4,738)		(7,727)
Adjustments to previous years write-downs				(2)		(2)
<b>Opening value</b>	<b>16,606</b>	<b>2,085</b>	<b>11</b>	<b>918</b>		<b>19,620</b>
Variations in consolidation area						
Purchases		61	0	261		322
Transfers						
Reduction in accumulated depreciation due to disposals		13		103		116
Disposals		(13)		(109)		(123)
Revaluations for the period						
Depreciation and write-downs for the period	(92)	(188)	(3)	(301)		(584)
Adjustments to write-downs for the period						
<b>Total tangible fixed assets</b>	<b>16,514</b>	<b>1,957</b>	<b>9</b>	<b>872</b>		<b>19,352</b>

## 12. Personnel

The number of CAD IT Group staff, at the end of the quarter decreased by 8 units compared to the end of 2008 financial period. Information on the actual number employees at the end of each quarter is reported below:

<i>Category of Employees</i>	<i>Labour force at 30/09/2009</i>	<i>Labour force at 30/09/2008</i>	<i>Labour force at 31/12/2008</i>
Management	17	18	17
White-collars and cadres	582	590	589
Blue-collars	1	1	1
Apprentices	2	3	3
<b>Total</b>	<b>602</b>	<b>612</b>	<b>610</b>

The average number of employees in the third quarter was 602 units, decreasing compared to the same reference quarter of the 2008 financial period (616 units).

<i>Category of Employees</i>	<i>Average number III Trim 2009</i>	<i>Average number III Trim 2008</i>	<i>Average number period 01/01-30/09/2009</i>	<i>Average number period 01/01-30/09/2008</i>	<i>Average number year 2008</i>
Management	17	18	17	18	18
White-collars and cadres	582	594	583	596	595
Blue-collars	1	1	1	1	1
Apprentices	2	3	2	3	3
<b>Total</b>	<b>602</b>	<b>616</b>	<b>603</b>	<b>618</b>	<b>617</b>



The Group continues to dedicate particular attention to professional staff training at certain periods by means of internal training programmes and updating courses.

### **13. Important events since 30th September 2009 and foreseeable development**

The recession, which has dominated most of 2009, seems to have slowed down over the last few months. Industrial production has begun to increase again in some countries therefore showing signs of recovery and this has helped to install a little trust into the market. The real recovery is expected to occur in 2010 when these weak signs should turn into a concrete growth in GDP and investments.<sup>3</sup>

In view of this, the Board of Directors is placing maximum attention on market needs in order to guide the Group's management and development strategies and to maintain efficiency levels high so that the positive economic results achieved in the past can continue in 2009. The current crisis could also offer the Group new opportunities to supply Risk Management applications, for example, for monitoring and evaluating risk, which, in the present economic situation, is experiencing growing interest.

The success of the Group's activities will depend on its ability to maintain and increase its share in the market in which it is currently operating and/or its capacity to expand further into other markets and segments (like insurance, public administration, foreign banking institutions) with innovative and superior quality products that can guarantee adequate profitability levels.

As of the date of this report, no relevant risk and/or doubts were expected for the remainder of the months in the ongoing financial period, besides those described above. The managerial trend for the remaining part of the period could, however, be affected by a number of factors, like, for example, the continuation of the unfavourable macro-economic conditions, other variations in business conditions, changes in the law and institutional context and other factors which are out of the Group's control.

The CAD IT S.p.A. directors are always on the lookout for any possible development opportunities, both directly and by means of external lines, through the further employment or purchase of holdings in order to create activities that are complimentary to and interactive with existing activities, i.e. through technical or commercial collaboration agreements.

On behalf of the Board of Directors  
The Chairman  
Giuseppe Dal Cortivo

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<sup>3</sup> Source: Banca D'Italia, Economic Bulletin no. 58 October 2009



**DECLARATION IN ACCORDANCE WITH ARTICLE 154-BIS, SECOND PARAGRAPH, OF LEGISLATIVE  
DECREE NO. 58 OF 24 FEBRUARY 1998**

The undersigned, Maria Rosa Mazzi, manager in charge of drafting CAD IT S.p.A. accounting documents, hereby declares, in accordance with article 154-bis, second paragraph, of the Revenue Office "Testo Unico" (Leg. Dec. 58/1998), that the accounting information in this Interim Management Report corresponds to the documentary results, books and accounting registers.

Verona, 13 November 2009

Manager in charge of drafting  
the CAD IT S.p.A. accounting documents  
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