

FY 2020 12 Months Results

TXXT

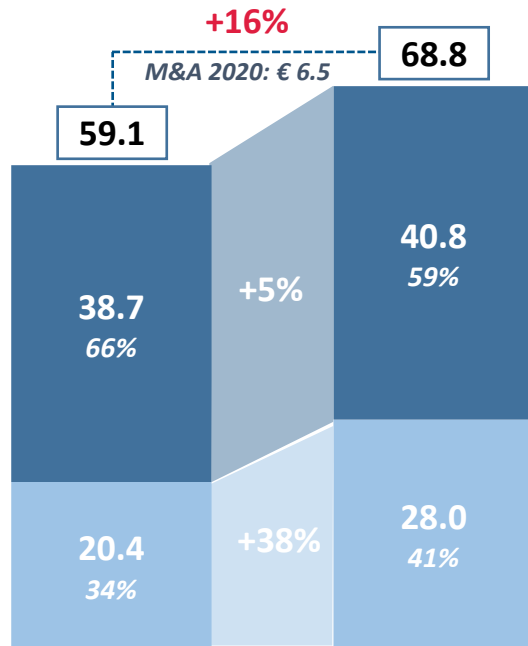
March 10, 2021

*Daniele Misani, CEO
Andrea Favini, IR*

Results of FY 2020 show a double-digit growth in Revenues driven by M&A, with Software revenues and EBITDA increasing +25% YoY and +22% YoY respectively

Revenues by Market

(€mn, % on total revenues)



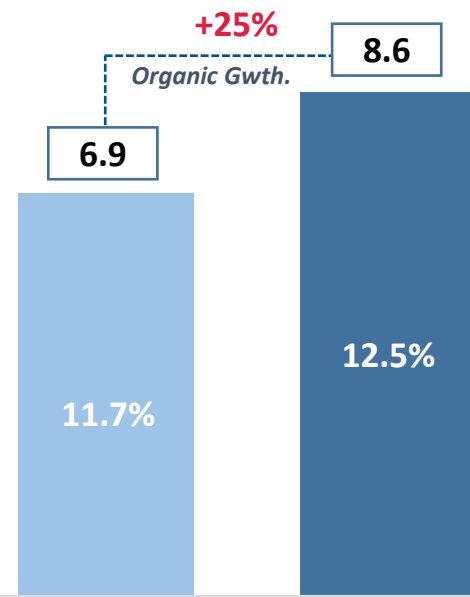
FY-19

FY-20

■ FinTech ■ Aerospace & Aviation

Revenues from Software

(€mn, % on total revenues)



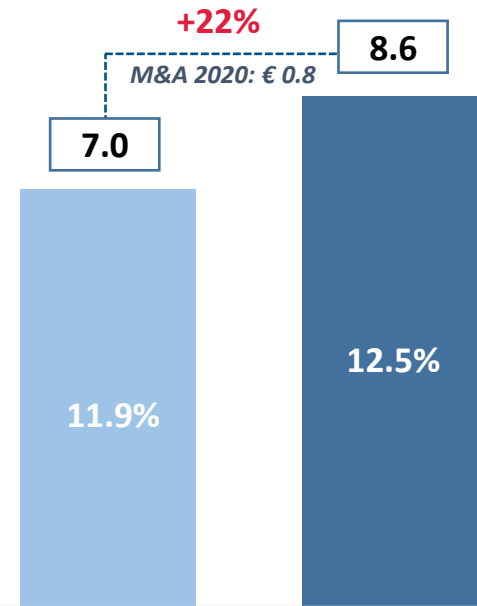
FY-19

FY-20

€ 6.7 million of R&D expensed in FY-20 (+10.1% YoY)

EBITDA

(€mn, % on total revenues)



FY-19

FY-20

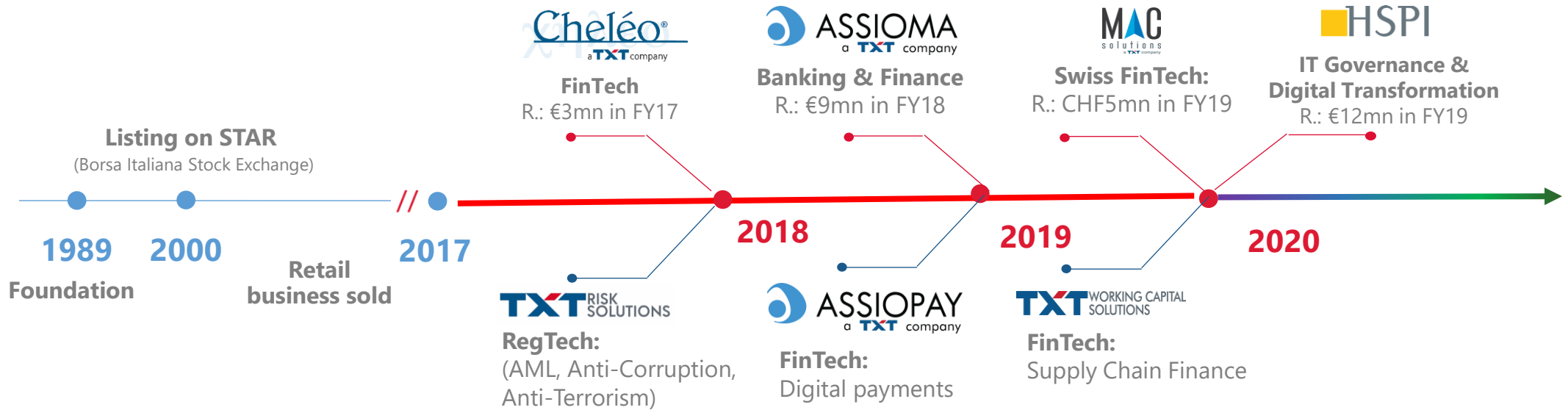
Our three-year transformation path in key figures

Constant Growth

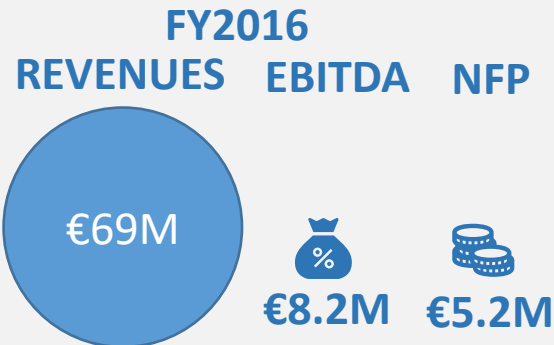
12 months revenues *
* Excluded Retail business



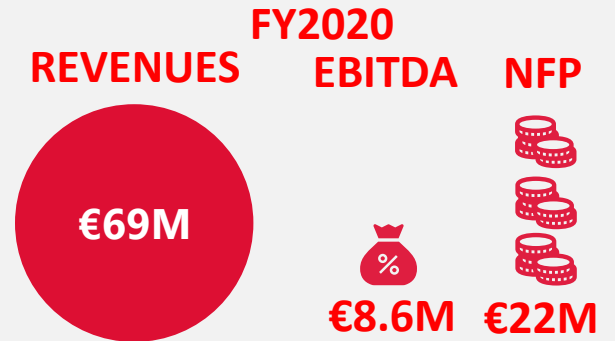
Transformation



Reboot



Strategic software, consultancy and innovative services



Group's Divisions & Markets

Core markets



Aerospace & Aviation

Turnover
FY-2020:



40.8M €
+5.4% YoY

EBITDA margin
FY-2020:



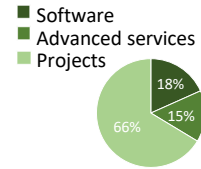
12.5%
-0.6M € YoY

International
revenues:



39.2% of
total

Revenues
breakdown



Fintech

Turnover
FY-2020:



28.0M €
+37.5% YoY

EBITDA margin
FY-2020:



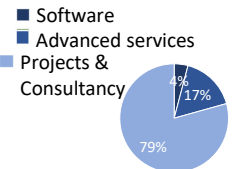
12.4%
+2.2M € YoY

Net operating
investment for
product Start-up:



1.1M € in FY-2020

Revenues
breakdown



Diversification



Industrial, Manufacturing, Automotive & Transportation < 15%



Public Sector < 10%

	FY-2020	FY-2019	FY-2018	FY-2017		
Revenues	68.8	59.1	40.0	35.9 *	CAGR 24,2%	BUSINESS GROWTH
<i>Growth YoY</i>	<i>+16.4%</i>	<i>+47.9%</i>	<i>+11.4%</i>	<i>n.a.</i>		
EBITDA	8.6	7.0	3.8	3.5 *	CAGR 35,2%	MARGIN EXPANSION
<i>Margin</i>	<i>12.5%</i>	<i>11.9%</i>	<i>9.5%</i>	<i>9.7%</i>		
<i>Growth YoY</i>	<i>+22.2%</i>	<i>+84.4%</i>	<i>+9.5%</i>	<i>n.a.</i>		
Net profit	4.7	0.4	0.6	1.8 *	CAGR 39,0%	NET PROFIT
<i>Margin</i>	<i>6.9%</i>	<i>0.8%</i>	<i>1.4%</i>	<i>4.9%</i>		
<i>Growth YoY</i>	<i>+952%</i>	<i>-20.7%</i>	<i>-67.8%</i>	<i>n.a.</i>		
NFP	22	41	60	87	CASH AVAILABLE FOR GROWTH	
<i>Cash & Securities</i>	<i>80</i>	<i>95</i>	<i>114</i>	<i>90</i>		

#WEARETXT

Amounts in Euro million

* Continuing Operations (Excluded Retail)

12 MONTHS 2020

€ thousand	FY 2020	%	FY 2019	%	Var %
REVENUES	68,753	100.0	59,091	100.0	16.4
Direct costs	39,470	57.4	31,824	53.9	24.0
GROSS MARGIN	29,283	42.6	27,267	46.1	7.4
Research and Development costs	6,684	9.7	6,071	10.3	10.1
Commercial costs	7,636	11.1	8,610	14.6	(11.3)
General and Administrative costs	6,403	9.3	5,582	9.4	14.7
EBITDA	8,560	12.5	7,004	11.9	22.2
Depreciation & Amortization *	4,810	7.0	2,734	4.6	75.9
Reorganization and Non-Recurrent costs	592	0.9	717	1.2	n.s.
EBIT	3,158	4.6	3,553	6.0	(11.1)
Financial income (charges)	562	0.8	2,194	3.7	n.s.
Financial Gains (Losses) related to M&A *	2,157	3.1	(3,432)	(5.8)	n.s.
EBT	5,876	8.5	2,315	3.9	153.8
Taxes	(1,162)	(1.7)	(1,867)	(3.2)	n.s.
NET PROFIT	4,714	6.9	448	0.8	952.7

* Includes write-off of goodwill for € 1.2 million in Q4 2020 (offset by Financial Gains related to M&A)

Q4 2020

€ thousand	Q4 2020	%	Q4 2019	%	Var %
REVENUES	20,927	100.0	16,557	100.0	26.4
Direct costs	13,125	62.7	8,264	49.9	58.8
GROSS MARGIN	7,802	37.3	8,293	50.1	(5.9)
Research and Development costs	1,639	7.8	1,616	9.8	1.4
Commercial costs	1,881	9.0	2,750	16.6	(31.6)
General and Administrative costs	1,841	8.8	1,722	10.4	6.9
EBITDA	2,441	11.7	2,205	13.3	10.7
Depreciation & Amortization *	2,421	11.6	872	5.3	177.6
Reorganization and Non-Recurrent costs	244	1.9	12	0.1	n.s.
EBIT	(224)	(1.1)	1,321	8.0	n.s.
Financial income (charges)	221	1.1	57	0.3	n.s.
Financial Gains (Losses) related to M&A *	1,331	6.4	(3,432)	(20.7)	n.s.
EBT	1,328	6.3	(2,054)	(12.4)	n.s.
Taxes	(224)	(1.1)	(646)	(3.9)	n.s.
NET PROFIT	1,104	5.3	(2,700)	(16.3)	n.s.

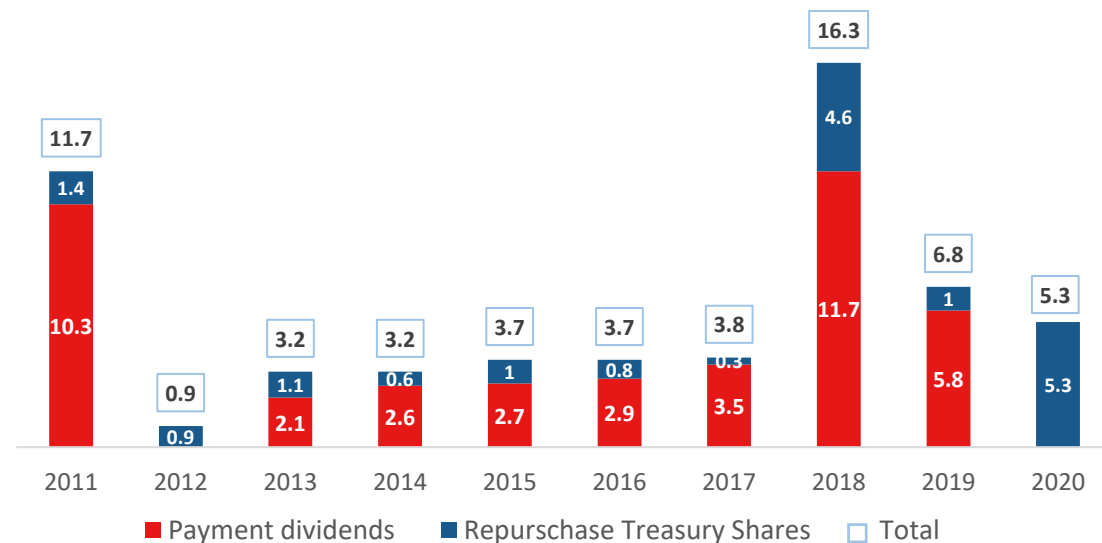
* Includes write-off of goodwill for € 1.2 million in Q4 2020 (offset by Financial Gains related to M&A)

Net cash: strong and solid financial position



<i>Euro million</i>	31.12.2020	31.12.2019	Var
Cash	11.9	11.4	0.5
Trading securities at fair value	68.2	87.3	(19.2)
Cash & Cash equivalents	80.1	98.7	(18.7)
Short term bank loans	(28.2)	(17.4)	(10.8)
IFRS 16 loans	(1.5)	(1.3)	(0.2)
Options referred to M&A (Put/Call - Earn Out)	(1.0)	(6.6)	5.7
Short term Financial Debts	(30.7)	(25.3)	(5.3)
Short term Financial Resources	49.5	73.4	(24.0)
Non current Financial Debts - Lessors IFRS 16	(3.6)	(4.5)	0.9
Options referred to M&A (Put/Call - Earn Out)	(4.9)	(4.0)	(0.9)
Non current bank loans	(18.9)	(23.5)	4.6
Non current Financial Debts	(27.4)	(32.0)	4.6
Net Available Financial Resources	22.1	41.4	(19.4)

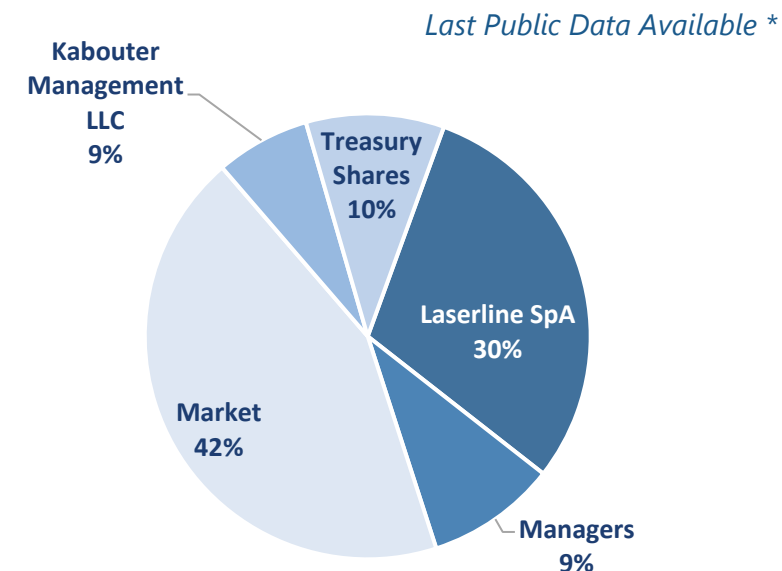
Dividends and Treasury Shares Repurchase (€m)



Dividends

Year	Dividends	Year	Dividends
2013	0.20 € / share	2017	0.30 € / share
2014	Free Share Distribution 1:1	2018	1.00 € / share
2014	0.25 € / share	2019	0.50 € / share
2015	Free Share Distribution 1:10	2020	nil
2015	0.25 € / share	2021	0.04 € / share
2016	0.25 € / share		

Shareholding Structure Dec 31st, 2020 *



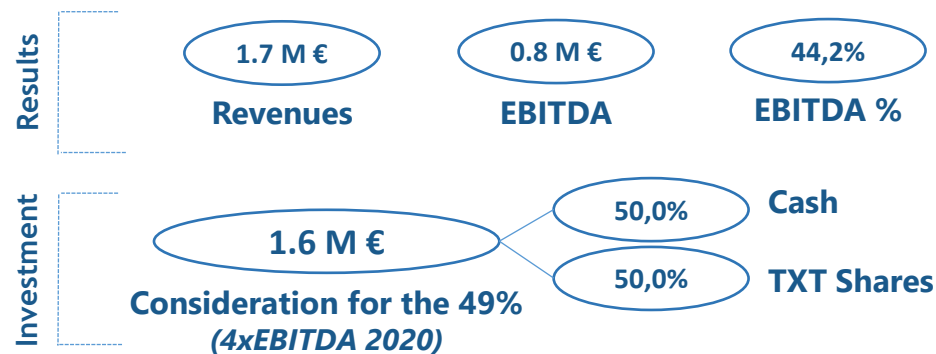
Market Data

Share Price Dec 31st, 2010	1.51€/share*
Share Price Dec 31st, 2020	7.50€/share
Mkt Dec 31st, 2020	85m€
Dividend Yield	0,5%

*rebased for free share distribution**

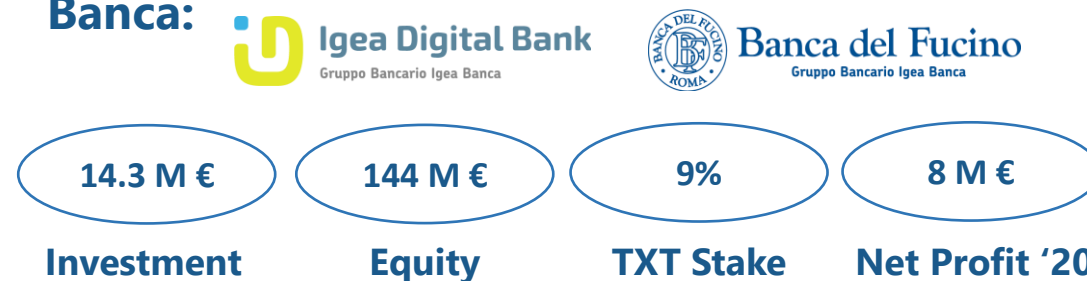
1 ASSIOPAY

Acquisition of the remaining 49% of **Assiopay**:



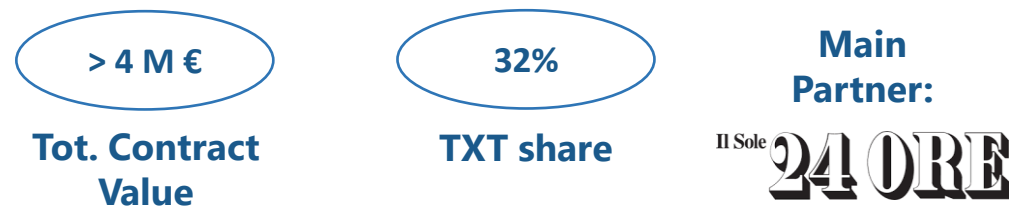
2 Gruppo Bancario Igea Banca

Asset allocation of available liquidity optimized with the investment in **Gruppo Bancario Igea Banca**:



3 consip INAIL

New **multi-year, multi-million** contracts with **Public entities** for the **digital transformation** of the sector. First 2021 achievement as prime:



4 Pacelab WEAVR

PACE with **Pacelab WEAVR**, our XR software platform, **becomes Unity Verified Solutions Partner**:

- Fully scalable XR platform that enables any company, in any industry, to develop and manage immersive training programs;
- Verified by Unity (NYSE: U) to ensure its SDK is optimized for the latest version of Unity editor;



Thank you for your attention!

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The logo for TXT, consisting of the letters 'T', 'X', and 'T' in a bold, white, sans-serif font. The 'X' is formed by two overlapping 'V' shapes.

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