

## TXT Investor Letter - January 2020

Dear TXT Investor,

Simplifications of the Group structure and synergies of management and overheads between TXT and the acquired companies, together with a great focus and teamwork under the leadership of the Group CEO, are producing the desired effects with an EBITDA already sharply increased in 2019.

Revenues are growing strongly in both Divisions: in Aerospace&Avionics due to organic growth only, in the upcoming FinTech due to a mix of organic growth and the gradual effect of consolidation of acquisitions made in 2019.

In a very positive internal framework, we must ask ourselves what the influences of geopolitical events and the long-term trends in technology and business models can be. I personally think that global growth will continue, albeit unevenly and with serious crisis situations in individual countries and sectors. The first positive signs of investments for growth in the Eurozone are emerging, as evidenced by the new issue policy cautiously announced by the ECB, followed by the first issue, after a long time, of a 30-year bond with a positive rate by a European country.

In technology and business, the unstoppable spread of chips in objects and machinery of all kinds - known as IoT - can only require special purpose solutions and applications, specific to different processes and sectors. It is a new technological paradigm that we call IoDT - Internet of Doing Things - in TXT. We intend to develop on the line of "special purpose innovation" in the two A&A and FinTech sectors, which offer us wide global markets with good profitability.

This strategy is in line with the new times: therefore, we will avoid both proposing all-round technology as a classic system integrator and focusing on a single area of expertise and products, as we have chosen to do in the recent past in the Retail sector and previously with Polymedia, a pioneer in content digitalisation and streaming.

In the last quarter of 2019, the A&A Division signed a contract worth more than USD 6 million over three years with a major airline: a significant fleet will be equipped with our software with the prospect of major extensions. Other significant recent contracts include the preliminary design proprietary software of a new hybrid electric powertrain, projects for the avionics of a new type of trainer and multiyear projects for the avionics of the latest generation aircrafts.

The A&A Division's recent training activities adopt AR/VR/MR (Augmented, Virtual and Mixed Reality) technologies and use our legacy simulations with an innovative rapid AR/VR content generator. For these and other simulation and training activities - which are becoming increasingly important for flight safety - in 2020 we will target the international market.

Therefore, in terms of organisation, the A&A Division will focus on primary processes and will extend its end-to-end offering to proprietary software products and vertical expertise.

The FinTech Division was chosen in the last quarter to manage the loans of two major banks and continues to develop the offer and market of innovative data driven services for software quality and governance and for the end-to-end management of the entire development process of new financial software. At the same time, the newly acquired company Assiopay is creating and integrating new and traditional payment services with marketplace approaches that allow customers to be independent of the infrastructure of individual providers.

At the same time, we continue our search for specialised companies that can be acquired at interesting multiples on an *ex-ante* basis and that, well integrated into our international strategies, create significant value for all shareholders on an *ex-post* basis.

I wish all our investors, together with the whole TXT team, a profitable and interesting 2020.

Alvise Braga Illa

Chairman and shareholder