



# TXT Group: FY 2025 Preliminary Results Revenues & EBITDA

Call with Investors  
March 2 | 11:00 (CET)

Daniele MISANI, CEO  
Andrea FAVINI, IR

# Q4-2025 preliminary results show an acceleration in organic growth and EBITDA margin expansion, bringing full-year performance in line with guidance



**+33%**  
vs. Q4-2024



\* Organic growth normalized by excluding from Q4-24 perimeter the one-off revenues related to resale activities for € 2 Mn. **Reported Q4 organic growth of +17%.**



**FY-2025 preliminary results show strong EBITDA margin expansion, outperforming targets, with revenue growth in line with guidance**



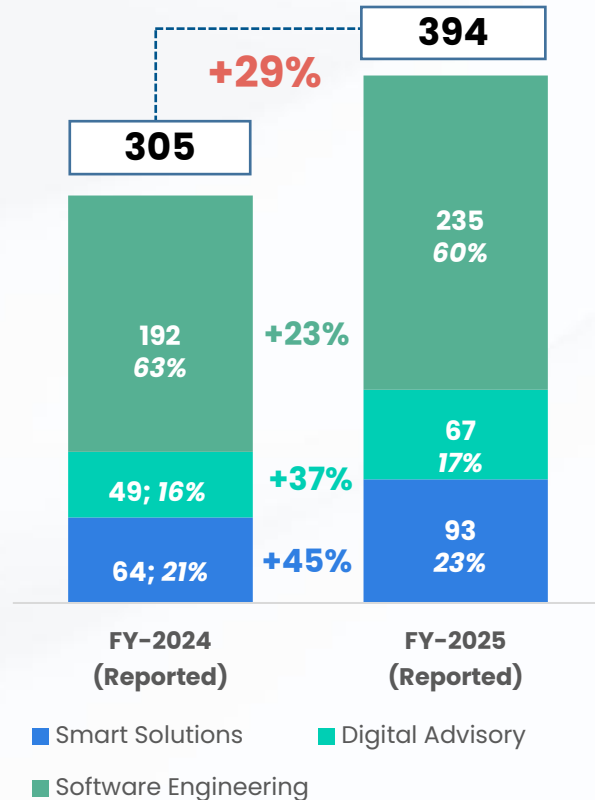
\* Organic growth normalized by excluding from 2024 perimeter the one-off revenues related to resale activities for € 12 Mn. **Reported organic growth of FY-2025 8%.**



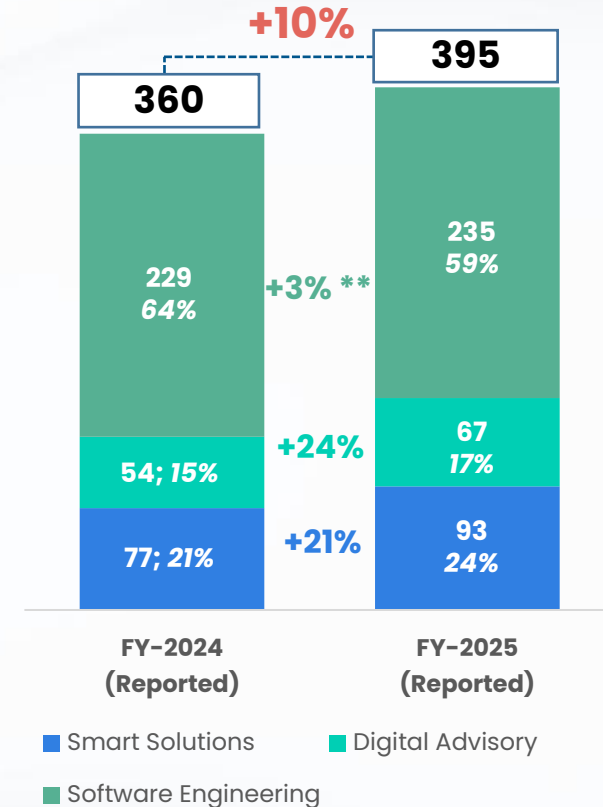
**Preliminary FY-2025 Revenues by Offering** confirm growth across all divisions, with accelerated expansion in Smart Solutions and Digital Advisory, and overall Top line performance in line with the Business Plan targets presented at the TXT CMD.

## Revenues by Offering

**Consolidated 2025 vs. 2024  
(€mn, % on total revenues)**



**Pro-Forma 2025 vs. 2024\*  
(€mn, % on total revenues)**

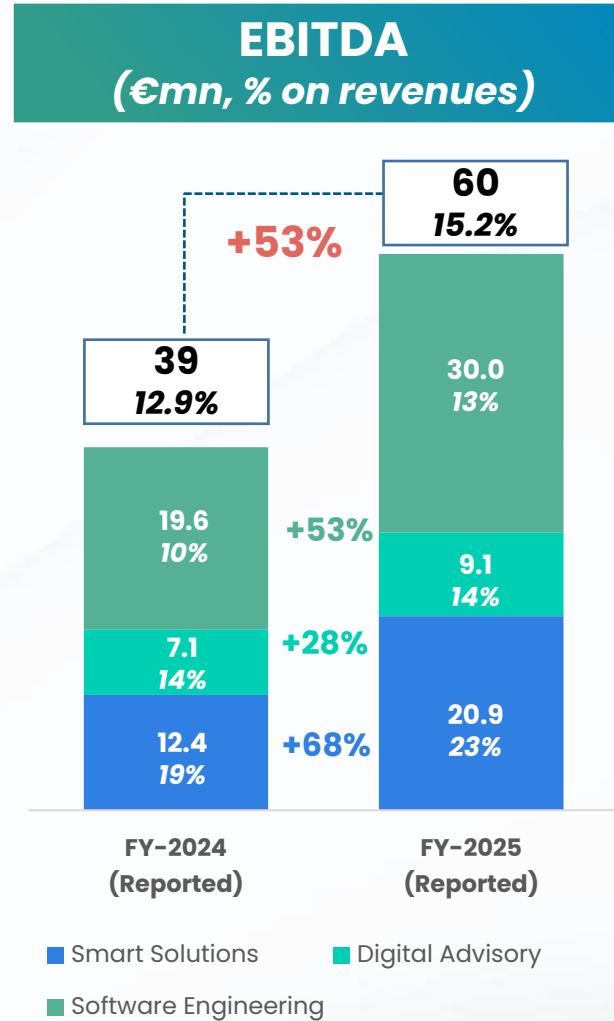


\* Year-end 2025 perimeter, incl. IT values Full-Year (Q1-25 €1Mn not consolidated), in line with BP presented at the TXT CMD (27May2025)

\*\* Reported growth incl. €12m of one-off activities in 2024 → **Normalized growth: +8%**

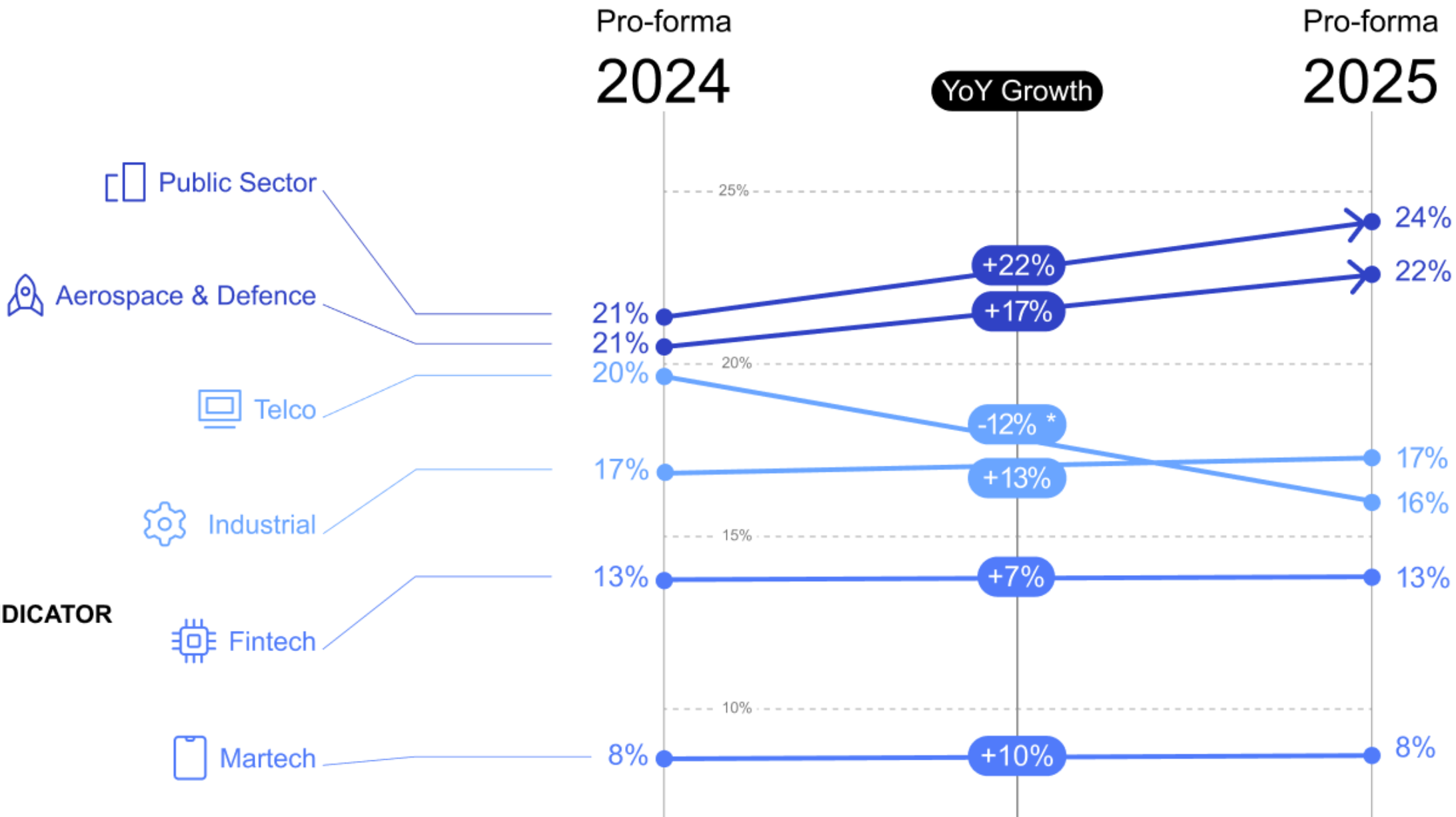


**Preliminary FY-2025 EBITDA** shows accelerated margin expansion (EBITDA margin +230 bps YoY), with growth in Software Engineering and Smart Solutions supported by acquisitions. Overall EBITDA outperformed targets, driven by operational efficiencies and synergies that enhanced the positive contribution from M&A.



**R&D INVESTMENTS (fully expenses in the period)****€ 23Mn** FY-25, **+56%** vs. FY-24**SMART SOLUTIONS REVENUES****€ 93Mn** FY-25, **+45%** vs. FY-24**INTERNATIONAL REVENUES****€ 65Mn** 16% of total revenues

# TXT Group's revenue incidence by Industry



\* Decrease in Telco business driven by suspension of 2024 one-off activities for €12Mn. Normalized growth is flat



## FY-2026 GUIDANCE

In line with 2025-2027 Industrial Plan



EBITDA  
(Like-for-Like)

>€65 Mn



Organic Revenue  
Growth

~10%

~€ 40 Mn



EBITDA to be  
consolidated from  
new M&A

>€6 Mn

12%-15% of revenues pre-  
synergies



# **\_Business Evolution & Mid-Long-Term Vision**



# AI-Driven Dynamics in Capital Markets

- **Technology valuation correction driven by AI:** Recent AI developments triggered a broad correction in technology valuations, initially hitting SaaS vendors and then the wider software sector. The release of new Anthropic AI agents accelerated concerns about automation in enterprise software (CRM, ERP, etc.) and related services.
- Reports highlighted that **the impact is now extending to the entire services sector**, the backbone of major advanced economies, raising questions about potential recession risks due to AI-driven layoffs. Some layoffs hide deeper organizational restructurings aimed at repositioning companies for sustainability.
- Nadella (Microsoft) had already anticipated the decline of traditional SaaS in December 2024, signaling a structural market shift. **Tech-giants are moving for quite some time to adapt** and reposition their offering and business models to evolve.
- **High uncertainty remains** regarding what AI will replace and when, due to regulations, long organizational transition times and risk management constraints, especially in large enterprises.



# TXT positioning in an evolving AI scenario

- **Presence in highly regulated and complex markets:** TXT has a solid presence in highly regulated and complex markets such as Aerospace & Defense. TXT maintains a significant role in the digital and critical infrastructures of the national Public Sector.
- **Focus on mission-critical solutions for large organizations:** we focus on core business for major clients, offering mission-critical / business-critical solutions, not IT for IT or services based on headcounts. TXT strategy is focused on distinctive competencies, and value creation, rather than on volumes.
- **A distinctive and diversified offering:** TXT is engaged in the offering of AI-native and AI-enhanced business-centric Smart Solutions. TXT is expanding end-to-end propositions integrating hardware and software components (e.g. proprietary IoT technologies and smart sensors; digital payments solutions via a JV).
- **Positive impact of AI expected in the Horizon of 2025-2027 Industrial Plan & Beyond:** Despite a period of profound transformation and uncertainty, The company's performance over the last five years demonstrates its capacity to adapt and anticipate evolving market dynamics. TXT is already experiencing positive effects from AI. These benefits stem from the Group's strong market positioning, the evolution of its Smart Solutions portfolio, and the growing demand for services supporting AI Adoption. Efficiency gains generated by AI are already improving margins, and this improvement is expected to further mitigate potential price-pressure risks.

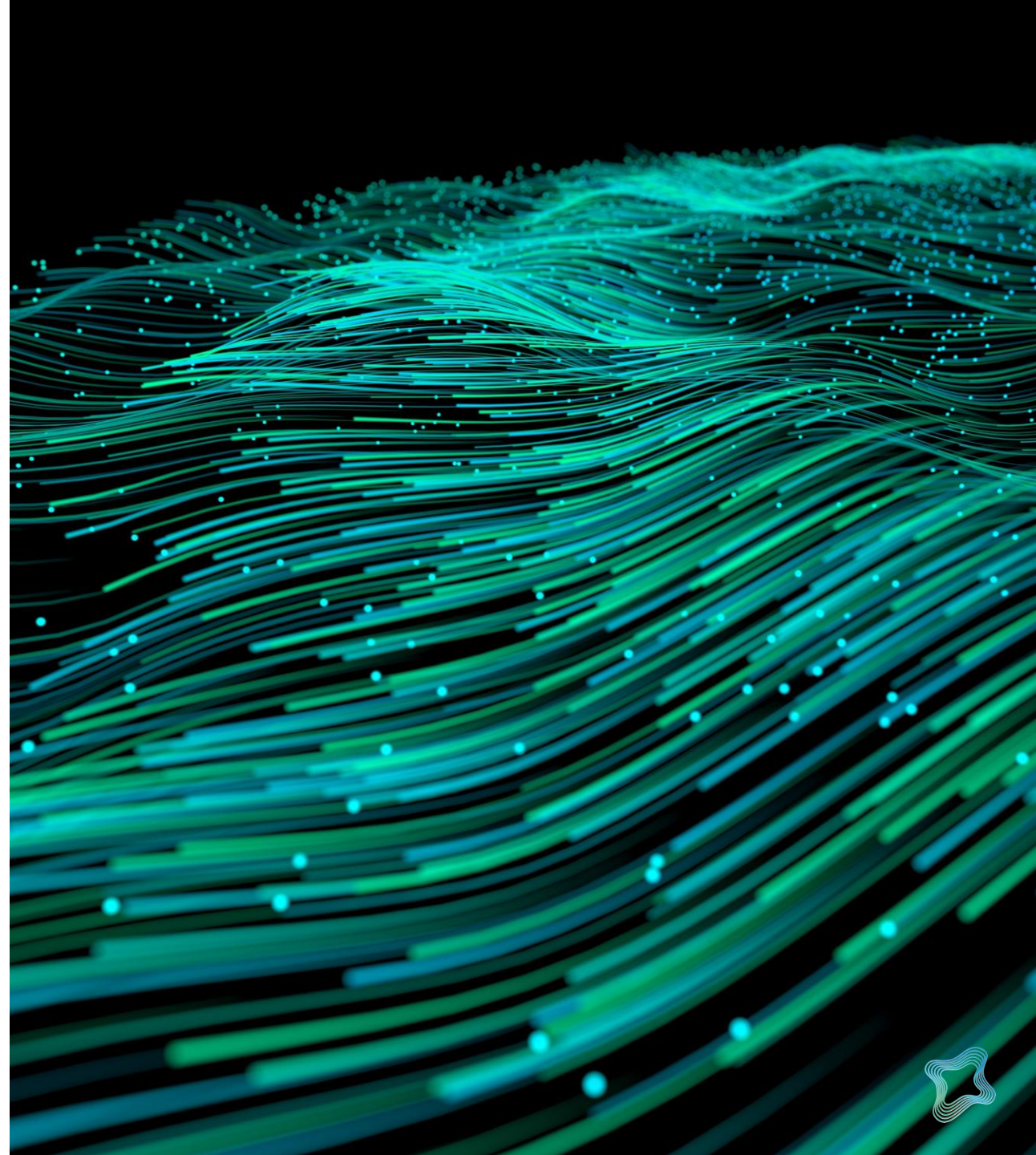




# Smart Solutions

- **Aerospace:** Following a strong FY-2025 driven by Training & Flight Operations, further acceleration is expected in 2026–2027, supported by **new major U.S. airline contracts signed in Q1 2026 (ARR > USD 10m at full run-rate in 2027)**. The Nexteon acquisition will drive margin expansion in Flight Operations. Continued innovation in integrated Training solutions, leveraging AI technologies and deep industry expertise, is expected to support further top-line growth. Additional major defense contracts are anticipated, supported by increased EU defense budgets.
- **Industrial/IoT:** investments were made in 2025 that contributed to Q4 revenues with 2.5Mn and will support the segment's expected acceleration in 2026. TXT offer a solution mixing HW and SW and services, with a proprietary Intelligent Platform and certified Smart Sensors, with **volumes expected exceeding EUR 15m in 2026** and further growth in 2027. (due the nature of activities, 20% of the volumes will be booked in Smart Solutions, remaining in Software Engineering)
- **Fintech & Martech:** The Digital Payments offering based on physical solutions and innovative software, is expected to drive the Fintech division's long-term growth at international level. In Q425 contributed for 2Mn of new business. The AI-native ALM platform and consumer credit solutions are also positioned to deliver sustained growth in 2026 and above. Martech international offering contributed for 1Mn in Q4 and is expected to grow.

- **Public Sector:** Representing **over 70% of the Digital Advisory** division, the Public Sector business (central and local governments, healthcare) delivered strong growth in 2025, confirming TXT's operational strength and business resilience. **The residual backlog exceeds EUR 100m for 2026–2027**, reflecting solid visibility supported by the Group's ability to deliver complex digitalization projects for major public administrations. With NRRP funding representing only a limited portion of the residual backlog, the Group remains confident in continued growth, broadly in line with the expected domestic market trend (9-12% CAGR in 2026–2027), supported by strong market positioning and a steady flow of new contract awards compensating project deliveries. Growth is expected for AI Adoption advisory offering. Additional growth expected in other industries (e.g., Banking & Finance, Industrial, Energy & Utilities).





# Software Engineering

- **Aerospace & Defense:** The Group holds a strong positioning in the Defense market, where it is among the leading players in Italy. TXT is also successfully expanding its presence in the DACH region, further strengthening its international footprint. The offering focuses on mission- and safety-critical solutions, delivered under fixed-price contracts that provide high visibility on resource planning and margin management within defined deliverables. Supported by its established role in major new defense programs and long-standing customer relationships, the division is expected to deliver sustained double-digit growth over coming years.
- **Public Sector:** The Group's strong positioning in core execution activities, supporting the implementation of major public digital transformation programs (e.g., the Polo Strategico Nazionale), represents a key driver of expected growth, with a multi-year backlog to be delivered exceeding EUR 100Mn.

**These two segments cover approximately 50% of the Software Engineering Business of the TXT Group.**



TXT

# Q & A

