

TXT e-solutions: 2013 nine-month revenues grew +16.2%, EBITDA +9.2%.

Board approves one new free share for each share owned.

- Consolidated Revenues: € 39.6 million (+16.2%), 54% from outside Italy.
- EBITDA: € 4.8 million (+9.2% compared to September 30, 2012).
- Net profit: € 2.9 million (€ 3.0 million as of September 30, 2012, net of non-recurring capital gain).
- Net Financial Position: € 6.3 million (€ 6.0 million as of December 31, 2012).

Milan - November 6, 2013

The Board of Directors of TXT e-solutions, chaired by Alvise Braga Illa, today approved TXT financial results for the period ended on September 30, 2013.

In the first nine months of 2013 the key business objectives for TXT have been the Luxury and Fashion markets in Europe and in North America, where TXT offers its proprietary software TXT Perform for "end to end" planning of large, international Luxury and Retail customers.

Revenues grew by 16.2%, from € 34.1 million to € 39.6 million. Sales of licences and maintenance totalled € 10.2 million (26% as a percentage of revenues), up +31.9% compared to September 30, 2012.

Both business areas made a positive contribution to growth in revenues, with TXT Perform and TXT Next increasing +25.4% (60% of group revenues) and +4.4% (40% of group revenues), respectively.

International revenues rose from € 17.5 to € 21.5 million, up +22.4% (54% of total sales).

EBITDA grew by 9.2%, from \in 4.4 million to \in 4.8 million (12.0% of revenues). In the first nine months of 2013, several new initiatives in support of planned growth increased Research and Development costs (+23.4%) and Commercial costs (+15.9%). All research and development costs were expensed both in 2013 and in 2012.

Net Income amounted to \in 2.9 million (7.3% of revenues), compared to \in 3.6 million in the first nine months of 2012, which included \in 0.6 million extraordinary capital gain on the sale of KIT Digital shares, following the divestiture of Polymedia. Lower tax charges partly balanced higher amortization costs and financial charges following the Maple Lake acquisition.



Net Financial Position has risen from € 6.0 million positive as of 31 December 2012 to € 6.3 million as of September 30, 2013, due to good cash generation and net of payment of dividends of € 2.1 million. At both dates Net Financial Position does not include € 2.8 million provision for maximum Earn-out payable to Maple Lake sellers. No additional payment is expected as the contractual target for exceptional synergies are not verified to date, nor expected. Final acquisition price is reduced from € 13.1 million to € 10.1 million and Balance Sheet and Net Financial Position as of December 31, 2012 have been restated to reflect the final acquisition price.

Shareholders' Equity as of September 30, 2013 amounted to € 26.5 million, compared to € 26.0 million as of December 31, 2012 mainly due to net income of the first nine months (€2.9 million), net of payment of dividends (€ 2.1 million), purchase of treasury shares (€ 0.8 million) and issue of shares for stock option and stock grant plans.

In the first nine months of 2013, TXT Perform launched on the market new "TXT Mobile" and "TXT on Cloud" applications and new releases of TXT Perform.

Significant events and Outlook after the reporting period

Order book and ongoing negotiations for the sale of TXT Perform solutions and of TXT Next services are good and support a positive development of the business in the last quarter of 2013, despite the persistence of instability and recession in many markets.

Shareholders' Meeting to approve a free capital increase

The Board of Directors called an extraordinary Shareholders' Meeting at "Borsa Italiana" on December 17, 2013 at 15.00, to resolve on a free capital increase through the issue of one new share, for each existing share. An amount of € 3.0 million of total € 19.0 million of Equity reserves will be transferred to Subscribed and Paid-in Capital. Shares will start trading ex-dividend from February 3, 2014.

Shareholders' should note that a free capital increase, as well as dividends, are basically neutral to Enterprise Value. The aim of this operation is to increase the liquidity of TXT shares.

Business Plan and Long-Term Vision for TXT

The Board of Directors discussed strategies and growth options on the basis of a detailed analysis of market potential and competition, confirming the opportunity for TXT of significant growth in revenues and profitability - once the current difficult economic climate improves – and the will to pursue such opportunities and undertake the necessary investments.

Management will hold a presentation to Investors and Analysts and discuss key drivers of the long term vision and of the TXT business plan 2014-16, on December 17, at approximately 16.30 at Borsa Italiana, after the Shareholders' Meeting.





Declaration of the designated officer in charge of drafting the company's accounting documents

The Designated Officer in charge of drafting the company's accounting documents, Paolo Matarazzo, herein declares, pursuant to Article 154-bis, Paragraph 2 of Legislative Decree no. 58 of 24 February 1998 that the accounting information contained in this press release corresponds to the documentary records, books and accounting entries.

As from today, this press release is available also on the company's website www.txtgroup.com

TXT e-solutions is an international specialist in high-value, strategic software and solutions for large enterprises. The main business areas are: **Integrated & Collaborative Planning Solutions**, with the TXT Perform Division, especially for Luxury, Fashion, Retail and Consumer Goods; **Software for Complex Operations & Manufacturing**, with the TXT Next Division, for Aerospace, Defence, High-Tech and Finance. Listed in the Star Segment of Borsa Italiana (TXT.MI), TXT is based in Milan and has offices in Italy, France, UK, Germany, Spain, Canada and Australia.

For information:

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Management Income Statement as at 30.9.2013

Amounts in thousands of Euro	9m 2013	%	9m 2012	%	Var %
REVENUES	39.611	100,0	34.103	100,0	16,2
Direct costs	18.762	47,4	16.095	47,2	16,6
GROSS MARGIN	20.849	52,6	18.008	52,8	15,8
R&D Costs	3.618	9,1	2.931	8,6	23,4
Commercial Costs	7.616	19,2	6.572	19,3	15,9
G&A Costs	4.851	12,2	4.143	12,1	17,1
GROSS OPERATING MARGIN (EBITDA)	4.764	12,0	4.362	12,8	9,2
Amortization, Depreciation	945	2,4	741	2,2	27,5
OPERATING PROFIT (EBIT)	3.819	9,6	3.621	10,6	5,5
Financial Income (Expenditure)	(316)	(0,8)	241	0,7	n.m.
PRE-TAX INCOME (EBT)	3.503	8,8	3.862	11,3	(9,3)
Income Taxes	(616)	(1,6)	(785)	(2,3)	(21,5)
NET INCOME FROM OPERATIONS	2.887	7,3	3.077	9,0	(6,2)
Non recurring profit	-	-	552	1,6	n.m.
NET INCOME	2.887	7,3	3.629	10,6	(20,4)



Income statement as at 30.9.2013

Amounts in Euro	30.09.2013	30.09.2012
Revenues	38.802.620	32.373.027
Other income	808.686	1.729.655
TOTAL REVENUES AND INCOME	39.611.306	34.102.682
Purchases of materials and services	(9.853.606)	(9.006.471)
Personnel costs	(23.659.425)	(19.390.561)
Other operating costs	(1.333.785)	(1.343.172)
Amortizations, depreciation and write downs	(944.992)	(741.565)
OPERATING RESULT	3.819.498	3.620.913
Financial income	929.920	1.359.772
Financial charges	(1.246.235)	(572.757)
PRE-TAX RESULT	3.503.363	4.407.928
Income Taxes	(615.768)	(784.886)
NET RESULT CURRENT ACTIVITIES	2.887.415	3.623.042
Net profit from divested operations	-	5.643
NET RESULT	2.887.415	3.628.685
PROFIT PER SHARE (Euro)	0,55	0.73
PROFIT PER SHARE DILUTED (Euro)	0,52	0,69

Net Financial Position as at 30.9.2013

Amounts in thousands of Euro	30.09.13	31.12.12 Restated (*)	Var	30.09.12	31.12.12	Effect of PPA revision
Cash	11.123	15.819	(4.696)	10.368	15.819	-
Short Term Debt	(1.462)	(5.496)	4.034	(1.627)	(5.496)	-
Short Term Financial Resources	9.661	10.323	(662)	8.741	10.323	-
Long Term Debt	(3.407)	(4.302)	895	(1.501)	(4.302)	-
Net Available Financial Resources	6.254	6.021	233	7.240	6.021	-
Financial Debt - Earn-Out (IFRS 3)	_	_	-		(2.784)	2.784
Total Net Financial Position	6.254	6.021	233	7.240	3.237	2.784

^(*) The Consolidated Balance Sheet as at December 31, 2012 has been restated to reflect the retrospective effect of the final acquisition price.



Consolidated Balance Sheet as at 30.9.2013

ASSETS (Amounts in Euro)	September 30, 2013	December 31, 2012 (*)	
NON-CURRENT ASSETS			
Goodwill	12.638.152	12.912.416	
Definite life intangible assets	3.094.119	3.708.812	
Intangible Assets	15.732.271	16.621.228	
Buildings, plants and machinery owned	1.153.500	1.121.001	
Lease assets	16.640	33.281	
Tangible Assets	1.170.140	1.154.282	
Other non-current assets	132.079	301.053	
Deferred tax assets	399.267	493.907	
Other non-current assets	531.346	794.960	
TOTAL NON-CURRENT ASSETS	17.433.757	18.570.470	
CURRENT ASSETS			
Inventories	1.608.294	1.388.486	
Trade receivables	18.666.468	17.274.489	
Other current assets	1.684.618	2.287.953	
Cash and other liquid equivalents	11.122.994	15.818.812	
TOTAL CURRENT ASSETS	33.082.374	36.769.740	
TOTAL ASSETS	50.516.131	55.340.210	
SHAREHOLDERS' EQUITY			
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Share capital	2.955.966	2.883.466	
Reserves	17.083.543	17.422.630	
Retained earnings	3.604.991	719.785	
Profit (Loss) for the year	2.887.415	4.996.888	
TOTAL SHAREHOLDERS' EQUITY	26.531.915	26.022.769	
NON-CURRENT LIABILITIES	0.407.045	4 004 000	
Non-current financial liabilities	3.407.245	4.301.300	
Long term Earn-out	3.254.016	3.326.244	
Severance and other personnel liabilities Deferred tax liabilities	882.972	950.204	
Provision for future risks and charges	105.590	88.706	
TOTAL NON-CURRENT LIABILITIES	7.649.823	8.666.454	
CURRENT LIABILITIES	710101020	0.0001101	
Current financial liabilities	1.461.672	5.496.498	
Short term Earn-out	-	-	
Trade payables	1.361.998	1.799.747	
Tax payables			
	537.168		
Other current liabilities		889.563	
Other current liabilities TOTAL CURRENT LIABILITIES	537.168	889.563	
	537.168 12.973.555	889.563 12.465.179	

^(*) The Consolidated Balance Sheet as at December 31, 2012 has been restated to reflect the retrospective effect of the final acquisition price.





Consolidated Statement of Cash Flows as at 30.9.2013

Amounts in Euro	30.09.2013	30.09.2012
Net Income	2.887.415	3.628.684
Non cash costs	95.398	415.532
Paid taxes	(352.395)	-
Variance in deferred taxes	27.408	-
Amortization, depreciation and write-downs	935.747	741.832
Cash flows generated by operations before working capital	3.593.573	4.786.048
(Learner N. (Decrease in tender consideration		,
(Increase) / Decrease in trade receivables	(619.670)	(2.275.229)
(Increase) / Decrease in inventories	(219.808)	(496.048)
(Increase) / Decrease in trade payables	(437.750)	(682.272)
(Increase) / Decrease in severance and other personnel liabilities (Increase) / Decrease in other current assets/liabilities	7.795	196.157
Changes in working capital	606.472	2.979.098
Changes in working capital	(662.961)	(278.294)
CASH FLOW GENERATED BY OPERATIONS	2.930.612	4.507.754
Increase in tangible assets	(391.724)	(301.154)
Increase in intangible assets	18.541	(11.762.958)
Increase in financial assets	(72.812)	-
CASH FLOW GENERATED BY INVESTING ACTIVITIES	(445.995)	(12.064.112)
Repayment of borrowings	(4.000.004)	4 777 700
Increase / (Decrease) in financial debts	(4.928.881)	1.777.782 2.031.771
Distribution of dividends	(2.106.906)	2.031.771
Purchase of treasury shares	(784.146)	_
Exercise of stock options	468.928	(459.884)
CASH FLOW GENERETED BY FINANCIAL ACTIVITIES	(7.351.005)	3.349.669
INCREASE / (DECREASE) IN CASH	(4.866.388)	(4.206.689)
Difference in Currency Translation	170.570	205.157
Cash at beginning of the period	15.818.812	14.370.363



Income Statement - Management Reporting Third Quarter as at 30.9.2013

Amounts in thousands of Euro	Q3 2013	%	Q3 2012	%	Var 13/12%
REVENUS	13.346	100,0	10.649	100,0	25,3
Direct Costs	6.368	47,7	4.914	46,1	29,6
GROSS MARGIN	6.978	52,3	5.735	53,9	21,7
R&D Costs	1.059	7,9	905	8,5	17,0
Commercial Costs	2.720	20,4	2.255	21,2	20,6
G&A Costs	1.579	11,8	1.333	12,5	18,5
GROSS OPERATING COST (EBITDA	1.620	12,1	1.242	11,7	30,4
Amortization, Depreciation	359	2,7	262	2,5	37,0
OPERATING PROFIT (EBIT)	1.261	9,4	980	9,2	28,7
Financial Income (Expenditure)	(228)	(1,7)	61	0,6	n.m.
PRE-TAX INCOME (EBT)	1.033	7,7	1.041	9,8	(0,8)
Income Taxes	(304)	(2,3)	(255)	(2,4)	19,2
NET INCOME FROM OPERATIONS	729	5,5	786	7,4	(7,3)
Non-recurring result	-	-	(52)	(0,5)	n.m.
NET INCOME	729	5,5	734	6,9	(0,7)