

## ANNUAL REPORT 2006





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#### LETTER TO SHAREHOLDERS

#### Dear Shareholders,

2006 has been a period of change. Economic results have been somewhat lower than expected, while the competitive position of the company is solid. Therefore we have undertaken actions to improve our profitability while at the same time improving our offering, our business models and our organization. The objective is to return rapidly to profitability in order to consolidate our growth and our leadership in our market sectors.

Consolidated revenues have been  $\in$  56,3 million, up 2,7% over the year ended 31st December 2005; orders have been  $\in$  59,4 million, up 4,2%. However, we experienced a decrease in the sale of licences for our software products, which were  $\in$  6,6 million (-17,6% compared to 2005), mainly as a consequence of some delays in the release of the new versions of the Company's products.

At the same time, increases in operating expenses, geared to the expected higher business volumes, have generated a decrease in operating margin (EBITDA), which was  $\leqslant$  3,9 million, -38,5% compared to 2005. Before-tax result (EBT) was - $\leqslant$  0.9 million, compared to  $\leqslant$  2.7 million in 2005 with an after tax result of - $\leqslant$  2.0 million. The net financial position (NFP) on 31st December 2006 was positive and equal to  $\leqslant$  1.6 million.

In the course of 2006 we have undertaken a series of actions with the goal to improve economic performance as soon as possible, without sacrificing the international development of the Company.

Our attention has concentrated on our offering and business models, as well as on our organization and internal management. In order to strengthen our offering, we have introduced new, highly competitive products, which are characterized by shorter sale cycles and by lower go-live costs.

With regard to internal management, we have reorganized and streamlined management and have started a "Competitivity Project" with the objective of optimizing and reducing costs of the Company.

We expect results from this Project as soon as the first quarter of 2007.

#### Internationalization and Partnerships

TXT continues to expand the geographic areas in which it operates: in 2006 we have opened offices in New York, as well as in Benelux and in the DACH area (Germany, Austria, Switzerland). International development is proceeding in step with the development of important partnerships, on one side with global technology leaders such as Microsoft and IBM, and on an other with excellent specialists such as Visual Retail, G4 and more.

#### Innovation

TXT's passion for technology and innovation is a success factor for all our areas of activity. Innovation is the cornerstone of our strategy: integration between technology and business processes of customer leads to high-value solutions for our clients and supports our clients' growth. Research and development have therefore a primary role in TXT; in 2006 we have spent 16,2% of revenues in research and development. R&D in TXT is carried out in a global perspective, with a view to benefit all our business lines.

#### Specialization and competence

TXT competence is strongly concentrated in the following areas:

- Demand & Supply Chain Management, with our product line TXT Perform;
- Media Content Management, with our product line TXT Polymedia, which has been recently extended to cover video-on-demand;
- Business Intelligence & Business Process Modelling, an innovative area of competence which bridges the two preceding areas.



#### Letter to Shareholders

This palette of competence makes TXT unique in serving customer companies with a broad perspective and a global reach. TXT products and solutions support our customers in understanding their own markets, and in producing and managing goods, services, information, communications and advertising in an optimal way.

Our deep competence is sharply focussed on our customers' business problems: to achieve this, TXT is highly specialized by market sectors. Our primary market sectors are: Fashion and Apparel; Consumer Packaged Goods – CPG; Specialty Retail; Aerospace and Defence; Industrial and Automotive; Media and Telco. A recently created division, currently operating in Italy only, is specialized in some innovative processes of the Banking and Finance sector: we have integrated our competence in Business Process Modelling and in Multi-channel Content Management with our technology competence, and have been able to develop extremely interesting solutions.

#### Dear Shareholders,

We are convinced that the economic results of 2006, slightly negative and lower than expected, will be only a short pause in the profitable growth of TXT.

Our company has an important position in the international market for our areas of specialty, in application areas and in market sectors which have good-to-high growth rates. In 2006 TXT has acquired more than 80 new customers.

The timely corrective actions undertaken in 2006 will continue during the current fiscal year. Market response to our very innovative products and services, which have been announced recently, is very positive.

The global economy in general, and the European economy in particular, will probably continue to be positive also in 2007, according to consensus economic forecast. Our marketing and sales investments will continue everywhere with extreme attention to costs and will be driven by concrete opportunities, especially in

the United States.

Growth of our subsidiary companies outside of Italy, particularly France, is quite promising.

The value of TXT shares has decreased by 30% in 2006, following the decrease in profitability of the Company. Better economic results, which are being pursued by all personnel with strong motivation, will be the basis for renewed, significant future growth in the valuation of the Company.

As we achieve stronger profitability, the innovation and business potential of our Company strategy will further contribute to significant valuation multiples.

With this in mind, I invite all shareholders to follow our 2007 progress and results on our Company portal www.txtgroup.com.

Alvise Braga Illa

GROUP CHAIRMAN E CEO

#### TOP MANAGEMENT



Alvise Braga Illa Group Chairman and CEO



Marco Guida TXT e-solutions, General Manager



Tullio Pirovano TXT Polymedia, General Manager



Alberto Marciò Group CFO and Investor Relations



Paolo Colombo Business Development



Francesco Maderna Products & Market Strategy

#### 2001-2006 FINANCIALS

#### Consolidated Data - Millions of Euro

	2001	2002	2003	2004	2005	2006
Revenues	30,1	42,3	39,8	48,9	54,8	56,3
of which: licences & mainten. fees	3,3	4,0	4,0	7,4	8,0	6,6
services and consulting	26,8	38,3	35,8	41,5	46,8	49,7
Non-Italian revenues	3,8	3,8	8,0	11,2	16,4	11,9*
Operating result EBITDA	0,3	4,4	4,3	6,3	6,4	3,9
Profit (loss) before tax EBT	(2,4)	(3,8)	(3,8)	1,1	2,7	(0,9)
after tax	(3,0)	(2,6)	(3,6)	(1,2)	0,6	(2,0)
Net financial position	17,6	10,7	13,7	7,9	8,5	1,6

<sup>\*</sup> Only revenues from non-Italian subsidiaries



## 2006 CONSOLIDATED PROFIT AND LOSS ACCOUNTS

CONSOLIDATED ACCOUNTS	(*)	2006	2005
REVENUES		56.299.527	54.800.261
Cost of services and goods		(22.173.795)	(20.332.307)
Personnel costs		(27.710.195)	(25.665.064)
Other operating costs		(2.466.856)	(2.406.823)
OPERTING MARGIN – EBITDA		3.948.681	6.396.067
Amortization and devaluation		(4.485.574)	(3.602.753)
OPERATING RESULT - EBIT		(554.387)	2.768.313
Financial revenue (loss)		(365.303)	(113.712)
Result before tax – EBT		(919.690)	2.654.601
Income tax		(1.057.786)	(2.049.831)
IFRS/IAS NET PROFIT (LOSS) FOR THE FISCA	L YEAR	(1.977.476)	604.770

<sup>(\*)</sup> Amounts in Euro

## 2006 CONSOLIDATED BALANCE SHEET

CONSOLIDATED BALANCE SHEET ASSET (*)	31.12.2006	31.12.2005
NON-CURRENT ASSETS		
Intangible assets	12.590.460	9.237.103
Tangible assets	2.073.445	2.928.743
Other non-current assets	355.715	366.674
Deferred income tax credits	2.228.795	1.804.565
TOTAL NON-CURRENT ASSETS (A)	17.248.416	14.337.085
CURRENT ASSETS		
Work in progress	3.574.303	2.203.024
Account receivables and other current assets	26.795.500	27.971.950
Marketable securities	4.396.772	5.821.988
Cash and cash equivalents	3.903.496	4.387.405
TOTAL CURRENT ASSETS (B)	38.664.072	40.384.367
TOTAL ASSETS (A+B)	55.912.488	54.721.451
CONSOLIDATED BALANCE SHEET EQUITY AND LIABILITIES (*)		
SHAREHOLDERS' EQUITY		
Nominal Share Capital	1.311.556	1.300.652
Reserves	28.841.760	28.628.386
Profit (loss) for the year	(1.977.476)	604.770
TOTAL SHAREHOLDERS' EQUITY (A)	28.175.840	30.533.808
NON-CURRENT LIABILITIES		
Non-current financial liabilities	2.782.823	2.000.000
Severance indemnity and other personnel funds	5.519.987	5.562.144
Deferred income tax and other non-current liabilities	60.000	120.000
TOTAL NON-CURRENT LIABILITIES (B)	8.362.809	7.682.143
CURRENT LIABILITIES		
Current financial liabilities	3.852.628	1.227.373
Trade account payables	7.247.836	7.801.736
Tax payables	1.863.255	1.176.671
Other current liabilities	6.410.120	6.299.720
TOTAL CURRENT LIABILITIES (C)	19.373.839	16.505.500
TOTAL LIABILITIES (D=B+C)	27.736.648	24.187.643
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES (A+D)	55.912.488	54.721.451

(\*) All amounts in Euro



## Demand & Supply Chain Management

#### Turbocharge your "demand-driven" strategy!

XT is one of the main international specialists of software for Demand & Supply Chain Management: our complete solutions include software products, personalization services, application consulting and business consulting.

TXT's competitive advantage is in its specialization by market sectors. Its solutions include best practices for each customer market, and deep understanding of workflows typical of each customer. This is why they are high-value solutions for customers. They cover the major processes of Demand & Supply Chain Management: forecast and management of demand, budgeting, sales & operations planning, inventory optimization, production and procurement planning, business intelligence and analytics, supplier collaboration and Product Lifecycle Management (PLM).

Our main international markets in Demand & Supply Chain Management are: Consumer Packaged Goods (CPG), Fashion & Apparel, Specialty Retail, Aerospace & Defence, Industrial & Automotive. TXT's offering is strongly based on the TXT Perform software products, developed by TXT Labs using the more up-to-date and robust technology standards. TXT's offering, on the Italian market only, includes consulting for, and implementation of, Microsoft Dynamics AX ERP solutions.

## **Business-ready Solutions** *High-value solutions in short time and at low cost*

At the end of 2006 TXT has announced TXT Demand Plug & Plan, a pre-configured version of our product for the Consumer Packaged Goods markets. This product includes best practices and business models adopted by our most innovative customers, and is supplied at an "all inclusive" price, with go-live within a month and a warranty of immediate return on investment.

TXT Demand Plug & Plan includes functionalities of collaborative demand planning, of statistical demand forecasting, and of promotion management for the Consumer Packaged Goods market, and it includes Key Performance Indicators (KPIs) which are specific to this market sector.

An analogous solution for the Fashion sector is about to be announced.

#### PLM – Product Lifecycle Management

Manage innovation and connect supply to demand for fashion-like products In today fast-moving markets product innovation is vital; agile companies must develop their own PLM strategy based on their proprietary product characteristics and fine-tune it to serve the demands of each end market.

TXT's PLM solution has over 250 customers and is specific for the Fashion sector, which typically has very rich product lines and agile vertical Supply Chains. TXT's PLM solution is today the best on the market, because it integrates efficiently the Product Data Management environment and the suppliers' and sourcing environments, further connecting these to the environment of clients and distributors, that is to product demand.

## Consumer-Driven Planning by TXT for Microsoft

TXT is in the Industry Builder Initiative of Microsoft

In 2006, a TXT product has been selected for the Industry Builder Initiative (IBI) of Microsoft. This product, called "CDP4AX" Consumer-Driven Planning for Microsoft Dynamics AX, is a version of TXT Demand which has been certified by Microsoft and is fully integrated in Microsoft Dynamics AX. The target market for this product are companies in production and distribution of consumer goods, apparel and, in general, in all industries which sell to final consumers through distribution networks. CDP4AX products are supported by selected international partners of Microsoft, are on the Microsoft sales pricing list, and are sold by the Microsoft partner network in about 20 countries in North America, Europe, South Africa, Latin America and Asia Pacific.

#### Demand & Supply Chain Optimization and Business Intelligence

Measuring and understanding your company's performance

In 2006 TXT has released TXTDrive Analytics, to integrate the strong planning and optimization functionalities in TXT Perform, and the ability to measure and analyse company performance which is typical of Business Intelligence.

The integration of these functions is key to achieving full control of your Supply Chain, and to supporting global, super-fast-response companies. In particular these are absolute requirements for companies which operate in Fashion and in Consumer Goods and in any branded, fast-moving sector.

#### MULTICHANNEL CONTENT MANAGEMENT

#### Getting closer and increasing interaction with customers

TXT solutions for Multi-channel Content Management have been optimized for both media and telecommunications companies, and for large industrial and financial companies: digital convergence, new advertising models, new forms of Customer Experience are driving this sector.

TXT is in the forefront not only of technology, but also of application experience and experimentation of new business models and of new formats.

TXT solutions include (as always!) products, services and consulting, and are based on the software platform TXT Polymedia. During 2006 TXT has implemented several new application solutions, designed to respond in user-friendly mode, and with fast delivery times, to specific requirements. These solutions are pre-configured and include best practices and current customer workflows.

TXT operates in this sector through its 100%-owned subsidiary TXT Polymedia, and through the Polymedia Content Farm initiative, which develops innovative new-media formats.

### **TXT Polymedia Video** *Managing the life cycle of*

Managing the life cycle of digital video content

### TXT Polymedia Web Portal Edition

Integrating content management to portals

In 2006, TXT Polymedia has developed an innovative solution to manage digital video content on new distribution channels: video on demand, mobile, broadband. Polymedia Video is unique, because it integrates management of video into a complete platform for multi-channel publishing.

Polymedia Web Portal Edition integrates TXT Polymedia content management platforms to IBM Web Sphere and to the IBM Viper database to manage portals: it is targeted to organizations whose web presence is continuously evolving through new content and new interactions, in complex and broad environments, with video, multi-media high-level interactions.

As in all TXT Polymedia products, portal development is easy and fast and publishing instruments are directly utilized by personnel who generate the information: the entire editorial process is thus made super-fast and collaborative. Our Web 2.0 environment harbors a modern interactive environment for social networking.

Content is made immediately available for all different publishing channels and devices thanks to the native multi-channel capability of TXT Polymedia.

#### TXT Polymedia Mobile

Managing VAS integrated and interactive services

TXT Polymedia Mobile, a TXT software platform to manage Value-Added Services (VAS) in mobile telephony, has been integrated to TXT Polymedia Video and to TXT Polymedia Web Portal Edition. This solution is especially targeted to broadcasters who need to add interactive services to television programming through mobile telephony. TXT Polymedia Mobile contains advanced application logic and functionality to analyse behaviour of customers and to manage voting, gaming, promotions, info-news and other services. As with other TXT solutions, this can be purchased in revenue-sharing mode, thus tying TXT revenue to customer revenue.

### **Video JukeBox**Cult movies with a click

Video JukeBox is an innovative, experimental portal to deliver cult movies legally through your PC onto a television set. A high-level library of films is being constantly updated and broadened, and accompanied by editorial comments and by a community service including information on the plot, background, authors, actors, director, etc. Intellectual property is protected with the best Digital Rights Management technologies.

Video JukeBox uses the TXT Polymedia platform with TXT Polymedia Video, and is also offered as a White Label product to customers wishing to implement Digital Shop portals with their own third-party brand.

# BUSINESS INTELLIGENCE E BUSINESS PROCESS MODELLING

#### Improving business models, improving your business

Business Intelligence will be fundamental for a modern company, which must have real-time information to support business decisions in a world which is faster and more competitive day by day. TXT is one of few companies which can tie together Business Intelligence Technology and Business Processes: we believe that, only when integrated in a Business Process Modelling context, can Business Intelligence truly deliver its promise.

This is why TXT's Business Intelligence tools are integrated into TXT's solutions. Business Intelligence is also enhancing TXT business applications, by standardizing information from many company sources and by creating a coherent presentation. Information is easily used by different company managers, with smooth and uniform functionality of analysis, interrogation, reporting and generation of Key Performance Indicators (KPIs).

As is usual for TXT solutions, our offering is centered around the most recent open architectures and market standards. It includes products, services and consulting all the way to turn-key delivery, with results which are guaranteed by our thorough understanding of the specific business processes of our customers' markets.

#### **TXT Enterprise Portal**

Web 2.0, interactivity and beyond

## TXT Personal Financing Platform

Continuously optimizing your financing business

## **Customer Profiling** *Increasing revenues and profits*

TXT Enterprise Portal is an integrated work space in which one finds all that is necessary to work, search, research and interact.

This integrated platform by TXT is based on the more recent Microsoft products and enables company knowledge workers to use a unique, profiled access point for their virtual work, ready to be integrated to all major company business processes. The platform contains tools of Business Intelligence, Community and Collaboration and functionality for Content and Document Management.

In 2006, TXT has implemented a software platform which is aimed to personal financing service companies. This profuct, called Personal Financing Platform,

- interfaces in native form to the Intranet portal and supports collaboration and Business Intelligence;
- allows managers to model processes autonomously.

Autonomous definition, i.e. done by the user, of strategic rules which govern operating processes, permits flexibility, privacy and time-to-market.

TXT has implemented new original solutions of Customer Intelligence for the mobile telephony market, based on special profiling technology, including analysis of user behaviour.

TXT clients have been shown to achieve very significant increases in ARPU – Average Revenue per User by utilizing technology and services by TXT, which can be paid for in revenue-sharing mode.



#### OUR HISTORY

1989 - 1999	Foundation of TXT  First software product to program production  Software suite for Supply Chain Management (SCM) and begin of specialization by vertical markets  First software suite for Multichannel Content Management: TXT Polymedia  First Venice Summit
2000	IPO at the Milan Stock Exchange, New Market
2001	Begin of international activities operations and opening of subsidiaries in France, Spain, United Kingdom, Germany
2002	First solutions for Supply Chain Management specialized by Business     Processes: Demand Management and Sales & Operations Planning     Acquisition of Logilab, Italy
2003	<ul> <li>Acquisition of Program, Italy</li> <li>New products for Product Data Management (PDM)</li> <li>Microsoft distributes Demand Planner by TXT under Microsoft brand</li> <li>Extension of TXT Polymedia to Digital Terrestrial Television</li> </ul>
2004	<ul> <li>Acquisition of MSO Concept GmbH, Germany)</li> <li>Opening of new offices in Lyon, France</li> <li>Entry into the Tech Star segment of the Italian Stock Exchange</li> <li>New TXTPerform products for Demand &amp; Supply Chain Management</li> <li>New Polymedia Mobile Platform and management of value-added services (VAS)</li> </ul>
2005	Acquisition of initial important clients in USA     Opening of TXT Labs     TXT exceeds 54 million euro revenues profitably and distributes its first dividend
2006	Acquisition of Tecno Team, Italy     TXT selected by Microsoft for Industry Builder Initiative     Opening of new offices in New York, USA
2007	Opening of new offices in Haarlem, Netherlands

#### SOME CLIENTS

#### **Aerospace & Defence**

Aermacchi Alenia Aeronautica Galileo Avionica AgustaWestland Enav Oto Melara

#### **Banking & Finance**

Banca MediolanumCedacriNextra SGRBanca Popolare di MilanoGruppo RASSecetiBanca UCB - BNP ParibasIntesa SanPaoloSIA

Banche Popolari Unite Linea (Gruppo Banche Popolari) Sigla Finanziamenti

Banco Pop. di Verona e Novara Macquarie Bank We@Bank

#### **Consumer Goods**

"Use of TXT solutions has enabled us to reduce times by 40% and increase the production system's flexibility vis-à-vis market demand. In particular, we have achieved a reduction of some 60% in stock-outs of fast-moving products, without having increased inventory levels."

Giorgio Vitolo, Operations Director of the Caviro Wine Division

Amadori Délifrance (*Grands Moulins De Paris*) Nelsonbach
B&B Italia Elica Perfetti Van Melle
Blédina (*Gruppo Danone*) Faccenda Group Saiwa
Cadbury EMEA Fresenius Medical Care Star

Cenfarte (Centro Farmacéutico Gemalto Sun Garden del Norte) Grampian Country Pork TVS

Chiesi FarmaceuticiImetecUnopiù EuropaCoca-Cola HBCKraftWedgewoodColomer (Revlon)Laboratoires ExpanscienceWeetabix

Confruit G Lavazza Woodword Food Services
De Cecco Lindt&Sprüngli

#### **Fashion & Apparel**

"By adopting TXT Assortment Planning, we have achieved a double-digit increase in sales and retailer-designated floor space for our collections. User feedback is very positive. The solution is efficient and easy-to-use."

Marco Di Pietro, Logistic - Information Systems - VF Europe

Adidas Dainese Loro Piana Amann & Söhne Diadora Lotto Sport

Arcte Dolce & Gabbana Louis Vuitton Malletier

Arena Italia Escada Okaïdi Armand Basi Frankenwälder E. Held Parah Peter Budel Artema (Gruppo Zegna) Geox Atelier Aimée Gerry Weber International Preca Brummel Balloon Groupe Chantelle Rossignol Lange Belfe Gruppo Coin **Russell Corporation** 

Beretta (Abbigliamento)
Gucci Group
Sergent-Major
Bruno Magli
Hellmann Meyer & Meyer
Sergio Tacchini
Cà Da Mosto (Seventy)
Hugo Boss
Simint (Armani)
Calvin Klein Jeans
Le Tanneur
s.Oliver Bernd Freier

Champion Europe Loewe Stefanel

#### SOME CLIENTS

#### **Industrial & Automotive**

"We activated this ambitious initiative, which in 24 months has helped us to improve our ROI by 35%, convinced that we would be equipping ourselves with an innovative tool enabling us to achieve first-mover competitive advantage."

Paolo Pecetti, Group CFO - Generale Prefabbricati S.p.A.

Acerbis Fiat Auto Frankenberger Maschinen Bacou-Dalloz u. Anlagenbau (FMA) Rocchiotti Gate (Johnson Electric) **Bonar Floors** Hitachi Air Conditioning Carraro **Hutchinson Transmission** Cisco Photonics IMS Coster Tecnologie Speciali lveco DaimlerChrysler Lastra (Agfa) Dana

Dell'Orto Magneti Marelli Powertrain
Erzi Qualitätsprodukte aus Holz Manuli Rubber Industries

Paxar Central Europe Plati Elettroforniture Pirelli Pneumatici Prefer

QMP Metal Powders Semikron International

Semikron Internation
Siemens CH
ST Microelectronics
Wayne Pignone

#### Media & Telco

Agenzia Regionale per il Lavoro Guardian Media Group RAI BravoBuild H<sub>3</sub>G Regione Lombardia ΗР BTicino Class Editori Il Sole 24 Ore - Radiocor RTSI - Radio TV Svizzera Italiana Comune di Bassano La7 Televisione Schering-Plough Comune di Como Logica CMG Seat PG Comune di Modena Lombardia Servizi Siemens Comune di Padova Matrix Telecinco Comune di Pisa **Mediaset Group** Telecom Italia De Agostini Ministero della Salute Tele PA e-Class Mondadori Vodafone Enel.it Provincia di Como Wind

#### **Specialty Retail**

Fastweb

"Without TXT's advanced software it is clear we could not achieve the same level of success. Sales are up and supply chain costs down, thanks to the foresight and flexibility of TXT demand planning solution."

Phil Streatfield, Supply Chain Director – Entertainment UK

CelineGroupe Zanniers.Oliver Bernd FreierChelsea Football ClubHabitatSergent-MajorDevredHugo BossTom TailorDu Pareil au Même (DPAM)LancelUlla Popken

Publitalia 80

Entertainment UK La Redoute VF Europe byba (Wrangler, Lee)
Geox Nicolas VF Services (The North Face,

Groupe Chantelle Okaïdi Jansport)

#### Corporate Governance

#### **Board of Directors**

Alvise Braga Illa Chairman e CEO
Alberto Daprà Vice Chairman
Paolo Enrico Colombo Executive Director
Adriano De Maio Director\*
Mario Miscali Director\*

#### **Board of Statutory Auditors**

Raffaele Valletta Chairman
Francesco Cimmino Auditor
Fabio Maria Palmieri Auditor
Paolo Maria Mori Deputy Auditor
Arcangelo Agogliati Deputy Auditor

#### **Independent Auditor**

Mazars & Guérard S.p.A.

#### **Investor Relations**

Alberto Marciò infofinance@txtgroup.com

#### **Communications Manager**

Mariateresa Rubino mariateresa.rubino@txtgroup.com

#### **Specialist**

Intermonte SIM

#### Shareholders and shareholders' equity as of 31 December 2006

- Nominal Share Capital: € 1.311.556 million
- $N^{\circ}$  2.623.111 shares, of which (approximately):
  - TXT management 24%
  - financial istitutions 33%
  - other investors and free-float 43%
- Market capitalization on 31 December 2006: € 49 million
- Ticker: TXTS e TXT.MI

<sup>\*</sup> Indipendent Director and Member of Supervisory and Compensation Committee

#### CONTACTS

#### Headquarters

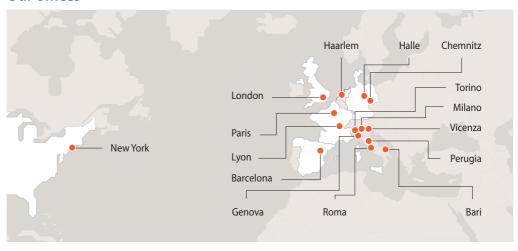
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Our Business Portal: www.txtgroup.com

e-mail: info@txtgroup.com

#### **Our offices**



#### KEY PEOPLE IN THE MANAGEMENT TEAM

#### **TXT Group - Corporate Services**

Pierluigi Corti Information Technology Sergio Gusmeroli Advanced Research

Gaetano Morgese **Human Resources Development** Alessandra Rizzi Personnel Administration Cristina Storer Marketing & Communication

#### **TXT e-solutions**

Marco Guida General Manager

Elena Antonini Financial Solutions, Director Andrea Cencini TXT Perform, Director Riccardo Proni Research & Development

Stefano Lena Sales Worldwide Andrea Maderna Sales Italy Gilles Alais Sales France

**Richard Nicholas** Sales United Kingdom Bernd Näther Sales Germany

Corporate Business Development DACH Holger Klappstein

(Germany, Austria, Switzerland)

Natalia Fernandez Sales Spain Luca Galbiati Delivery

Flavio Fusetti Aerospace & Defence, Director

#### **TXT Polymedia**

Tullio Pirovano General Manager Marco De Michele Research & Development Leandro Vitali

Operations



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