



# 1Q 2015 Conference Call

May 8<sup>th</sup>, 2015

# Agenda

- 1Q 2015
- Outlook



# 1Q 2015

# Highlights 1Q 2015

- Revenues up 13% thanks to growth in European and Asia Pacific markets
- New products\* accounted for 25% of quarterly revenues
- Ebitda margin at 12.8% impacted by Forex effect, net of which should have risen to 14.3% despite growth of R&D expenses to 9.5% of revenues and distribution costs to 19% of revenues
- Recover at net profit level: net profit up 42.3% to 9.9 mln Euro

€000	1Q2015	1Q2014	YoY%	4Q2014	QoQ %
Revenues	122,316	108,246	13.0%	124,482	(1.7%)
Gross Operating Profit	57,099	52,620	8.5%	60,110	(5.0%)
EBITDA	15,690	15,465	1.5%	17,436	(10.0%)
EBITANR	12,742	12,678	0.5%	14,400	(11.5%)
EBIT	10,785	11,289	(4.5%)	9,756	10.5%
Net Profit	9,893	6,951	42.3%	5,177	91.1%

\* New products are products launched in the last 24 months



# 1Q 2015 New Products: ADC

## Hand Held Scanners



### Heron HD3100 Linear Imager

#### Where design meets technology:

Corded linear imager replacement of the existing Heron product targeting POS-checkout applications within small/medium non-food stores.

## Mobile Computer



**New Skorpio X3 mobile computer models with the Multi-Purpose 2D Imager**



### New 2D Imaging Capable Memor X3

Adding of new models equipped with 2D Halogen scan engine



### Joya™ X2 General Purpose

The Joya X2 General Purpose device The Joya GP device uses imaging technology which allows accurate reading of both 1D and 2D codes from standard labels, smartphone displays, and electronic shelf labels (ESL).

# 1Q 2015 New Products:IA

## Laser Marking



### New laser marker UniQ™

UniQ™ is the industry's first compact all-in-one fiber laser marker.

The UniQ laser marker combines a compact form factor with superior laser marking performance at the best cost/watt market ratio

## Identification



### 2K Series with embedded connectivity

New models of the short range laser 2K Series.

For automatic warehousing and manufacturing applications.



### New Matrix N™ Line

Evolution of the Matrix line powered with the next generation DL.CODE™ software, which provides a user friendly graphically based environment to unleash the best 2D imager features on the market

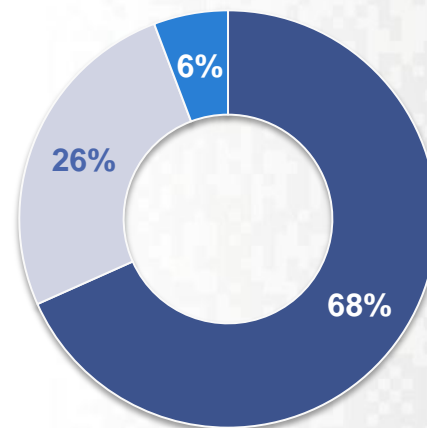
# 1Q 2015 Profit and Loss

000€	1Q2015		1Q2014		Var %
Revenues	122,316	100.0%	108,246	100.0%	13.0%
COGS	(65,217)	(53.3%)	(55,626)	(51.4%)	
<b>Gross Operating Margin</b>	<b>57,099</b>	<b>46.7%</b>	<b>52,620</b>	<b>48.6%</b>	<b>8.5%</b>
Other revenues	691	0.6%	223	0.2%	
R&D	(11,594)	(9.5%)	(9,739)	(9.0%)	
Distribution Costs	(23,220)	(19.0%)	(20,098)	(18.6%)	
Administrative expenses	(9,776)	(8.0%)	(9,819)	(9.1%)	
Other operating expenses	(458)	(0.4%)	(509)	(0.5%)	
<b>Total operating expenses and others</b>	<b>(45,048)</b>	<b>(36.8%)</b>	<b>(40,165)</b>	<b>(37.1%)</b>	<b>12.2%</b>
<b>EBITANR</b>	<b>12,742</b>	<b>10.4%</b>	<b>12,678</b>	<b>11.7%</b>	<b>0.5%</b>
Non recurring costs/rev	(462)	(0.4%)	0	0.0%	
Amort. Intang. Assets from acquis.	(1,495)	(1.2%)	(1,389)	(1.3%)	
<b>Operating Profit (EBIT)</b>	<b>10,785</b>	<b>8.8%</b>	<b>11,289</b>	<b>10.4%</b>	<b>(4.5%)</b>
Financial (costs)/rev.	(2,361)	(1.9%)	(2,377)	(2.2%)	
Results from equity investments	(60)	0.0%	42	0.0%	
Foreign exchange (costs)/rev.	3,944	3.2%	(424)	(0.4%)	
<b>EBT</b>	<b>12,308</b>	<b>10.1%</b>	<b>8,530</b>	<b>7.9%</b>	<b>44.3%</b>
Taxes	(2,415)	(2.0%)	(1,579)	(1.5%)	
<b>Net Income</b>	<b>9,893</b>	<b>8.1%</b>	<b>6,951</b>	<b>6.4%</b>	<b>42.3%</b>
Depreciation	(1,808)	(1.5%)	(1,770)	(1.6%)	
Amortization	(1,140)	(0.9%)	(1,017)	(0.9%)	
<b>EBITDA</b>	<b>15,690</b>	<b>12.8%</b>	<b>15,465</b>	<b>14.3%</b>	<b>1.5%</b>
Exchange rate	1.1261		1.3696		

# Revenues Trend by Division

- **ADC Division** continues to show a very positive trend in all the reference markets (**+16.8%**, +7.2% at constant exchange rate), in particular in EMEA, thanks to the continuous product innovation
- Strong contribution of the new products launched in the **Hand Held and Mobile Computers segments**: the Cobalto™ presentation scanner, the new Heron™ linear imager scanner and the Joya X2 device for self-service shopping
- The Industrial Automation division up +3.9% but net of the result of the Systems Business Unit, which enjoyed the benefit of the tail end of a multi-year contract in Q1 2014, **the division's revenue increased by 11.0%** (+6.5% at constant exchange rates)

REVENUES BY DIVISION (%)



■ ADC ■ IA ■ Informatics

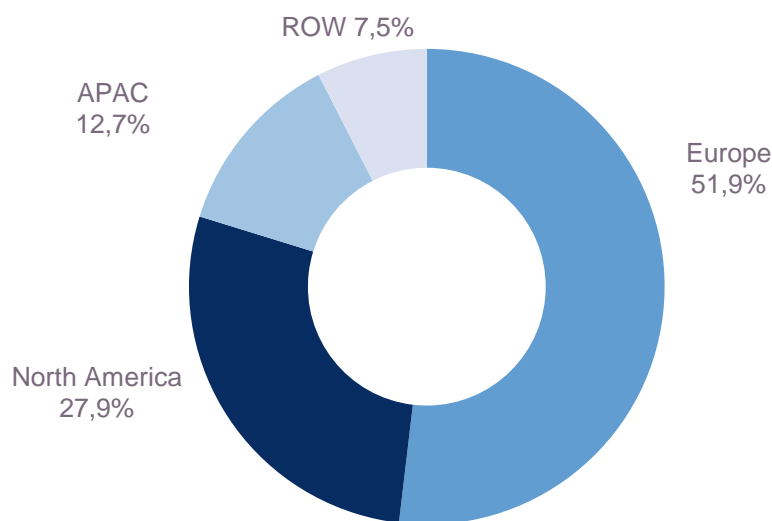
REVENUES BY DIVISION

€mn	1Q2015	1Q2014	Var %
ADC	84.0	71.9	16.8%
IA	31.7	30.5	3.9%
- BU Systems	2.8	4.5	(37.2%)
Informatics	7.0	6.1	14.6%
Corporate and Adjustments	(0.4)	(0.3)	35.5%
<b>Total revenues</b>	<b>122.3</b>	<b>108.2</b>	<b>13.0%</b>



# Revenues Trend by Country

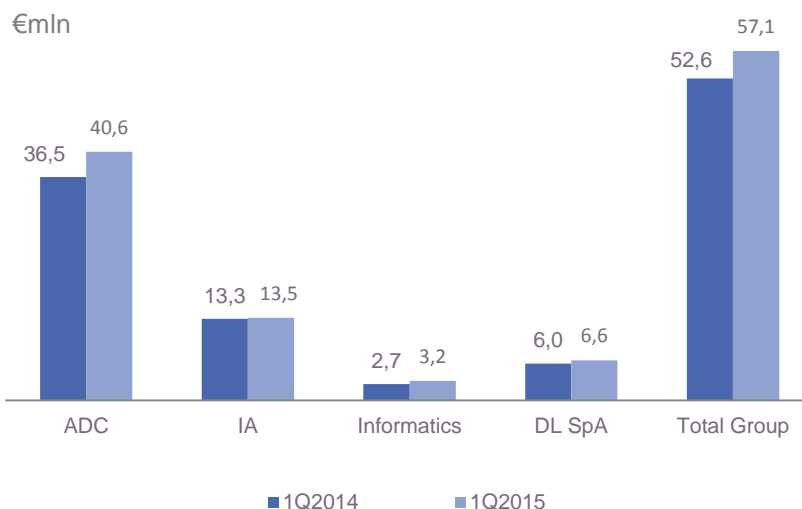
REVENUES BY GEOGRAPHIC AREA			
€000	1Q2015	1Q2014	Var %
Europe	63,448	58,950	7.6%
North America	34,119	30,074	13.4%
Asia Pacific	15,544	11,935	30.2%
ROW	9,205	7,287	26.3%
<b>Total Revenues</b>	<b>122,316</b>	<b>108,246</b>	<b>13.0%</b>



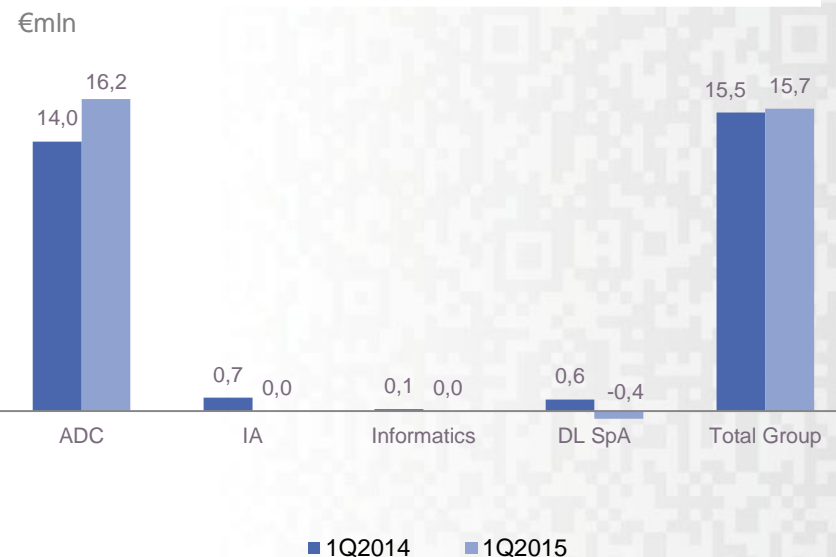
- **Europe** continues to be the driver both in in ADC and IA
- **North America:** good recovery of ADC driven by Retail (+ 23.7%) while IA still suffering mainly due to cyclical trend of Postal segment. IA net of Systems BU revenues was up 13.4%
- Strong growth in Asia Pacific mainly in Greater China up 41.5%
- ROW driven by South Africa and Arab Emirates

# FY Segment Reporting: GOP and EBITDA

## GOP BY DIVISION



## EBITDA BY DIVISION



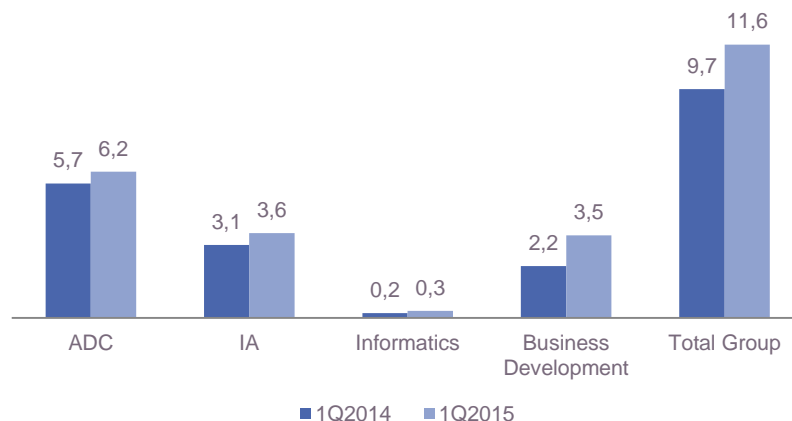
Gross Operating Margin	1Q2014	1Q2015
ADC	50.7%	48.4%
Industrial Automation	43.7%	42.6%
Informatics	43.6%	45.3%
Total Group	48.6%	46.7%

EBITDA Margin	1Q2014	1Q2015
ADC	19.5%	19.3%
Industrial Automation	2.3%	0.0%
Informatics	1.9%	0.0%
Total Group	14.3%	12.8%

# FY Segment Reporting: R&D and TWC

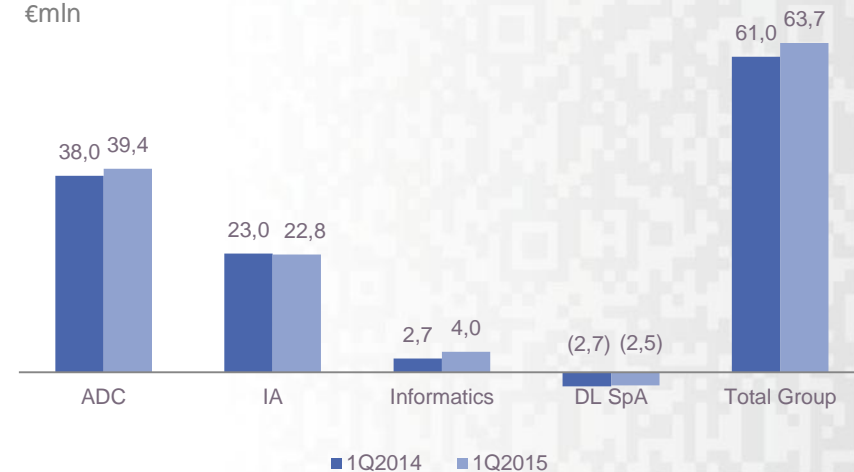
## R&D BY DIVISION

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## TWC BY DIVISION

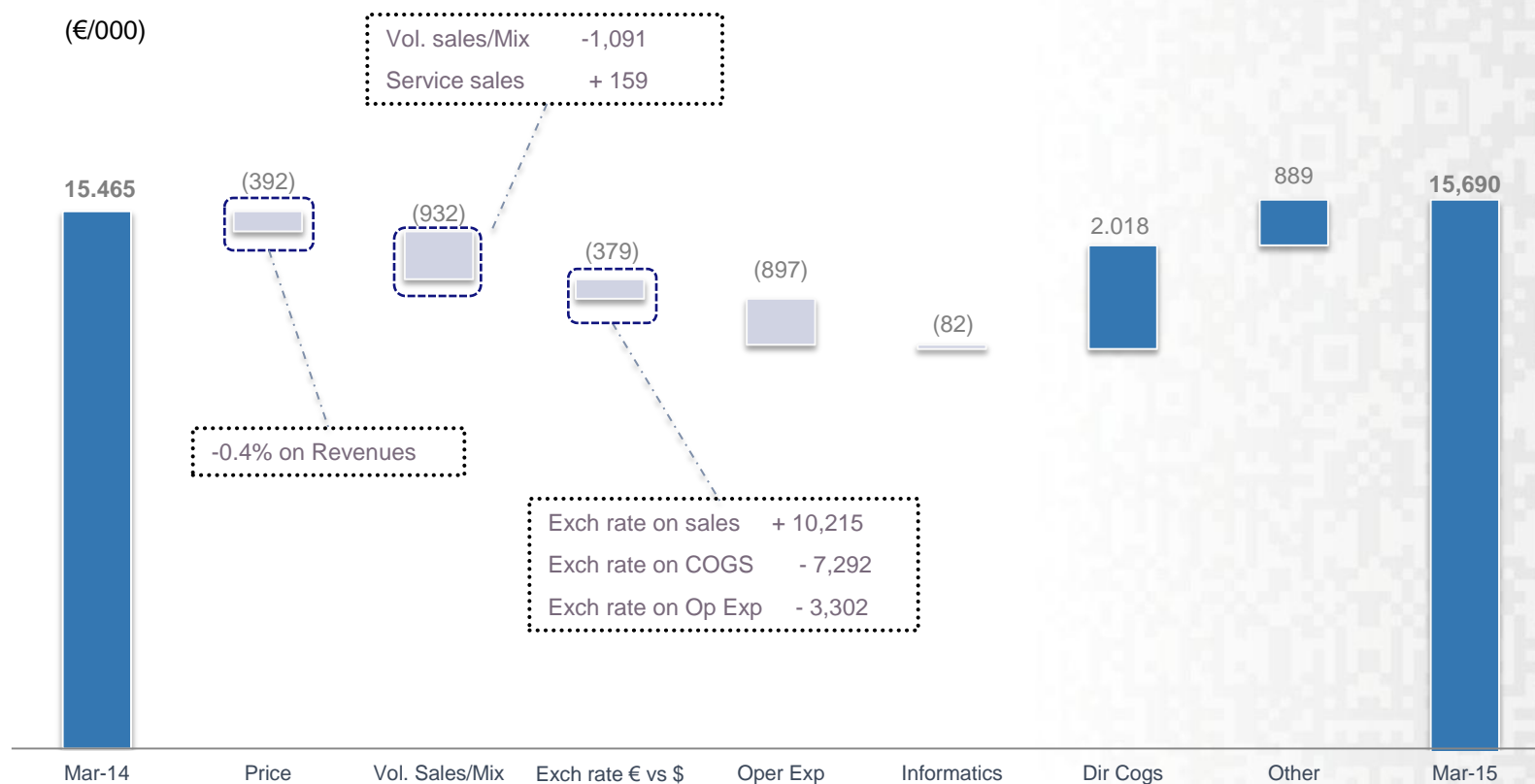
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R&D/Revenues	1Q2014	1Q2015
ADC	8.0%	7.4%
Industrial Automation	10.2%	11.4%
Informatics	3.4%	3,7%
<b>Total Group</b>	<b>9.0%</b>	<b>9.5%</b>

TWC/Annualized Revenues	1Q2014	1Q2015
ADC	13.3%	11.8%
Industrial Automation	18.8%	18.0%
Informatics	11.0%	14.2%
<b>Total Group</b>	<b>14.1%</b>	<b>13.0%</b>

# EBITDA: Actual vs Last Year



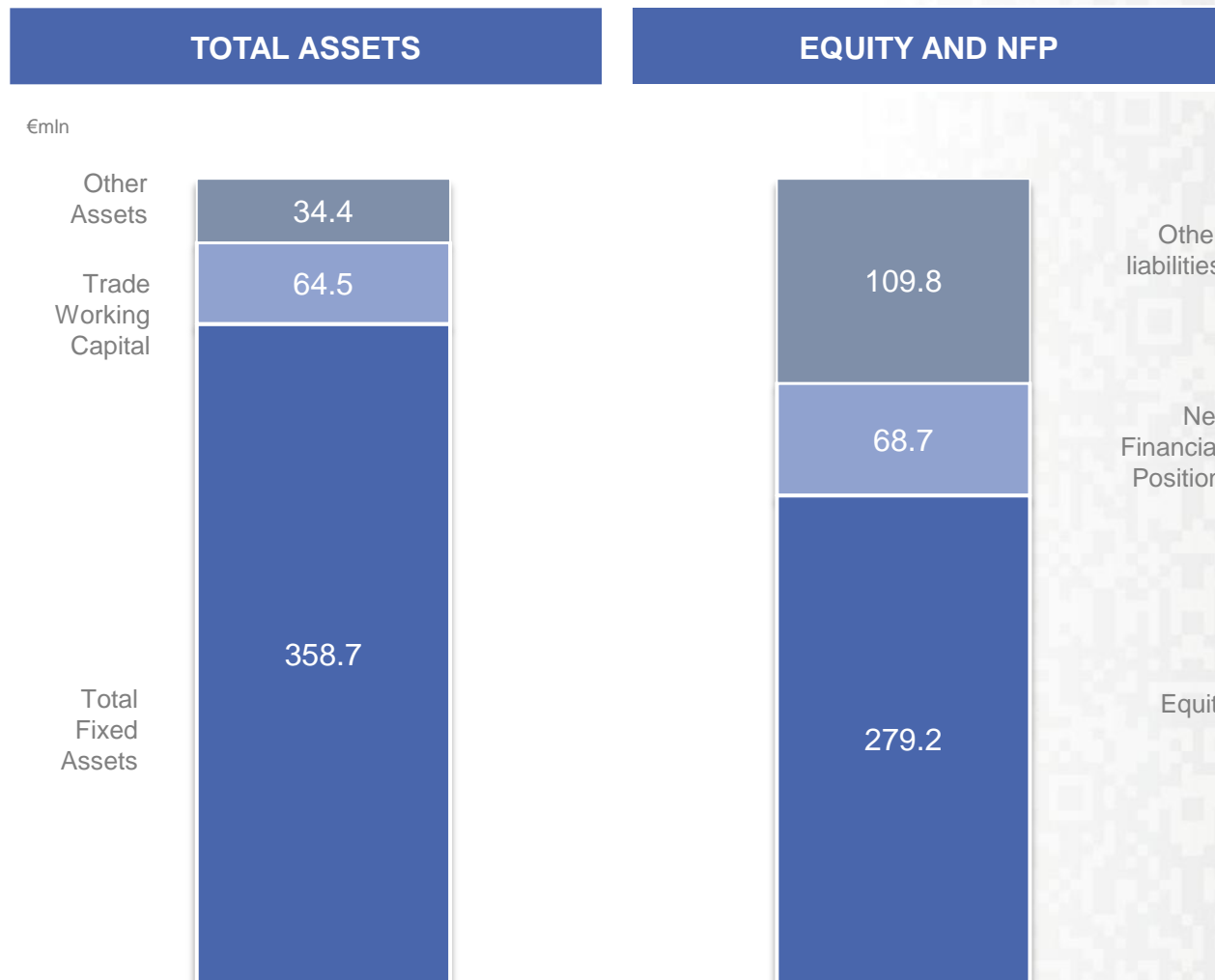
The Exchange rate variance was the result of the difference between March '15 Actual (1,1261) and March '14 Actual (1,3696) €/USD exchange rate.

# Consolidated Balance Sheet at 31.03.2015

€000	At 31/03/2015	At 31/12/2014
Intangible fixed assets	61,064	57,027
Goodwill	185,165	164,412
Tangible fixed assets	59,433	57,157
Non Consolidated investments	5,239	5,289
Other fixed assets	47,768	42,348
<b>Total Fixed Assets</b>	<b>358,669</b>	<b>326,233</b>
Net trade account receivables	69,262	70,184
ST account payables	(78,670)	(92,167)
Inventory	73,948	62,416
<b>Trade Working Capital</b>	<b>64,540</b>	<b>40,433</b>
Other current receivables	34,441	31,408
Other ST payables and provision for risk & future charges	(60,615)	(57,937)
<b>Net Working Capital</b>	<b>38,366</b>	<b>13,904</b>
Other LT payables	(30,212)	(24,766)
Employees' deferred compensation	(6,936)	(7,201)
LT provision for risk & future charges	(12,034)	(11,161)
<b>Net Invested Capital</b>	<b>347,853</b>	<b>297,009</b>
Equity	279,177	241,291
<b>Net Financial Position</b>	<b>(68,676)</b>	<b>(55,718)</b>
<i>Exchange rate</i>	<i>1.0759</i>	<i>1.2141</i>

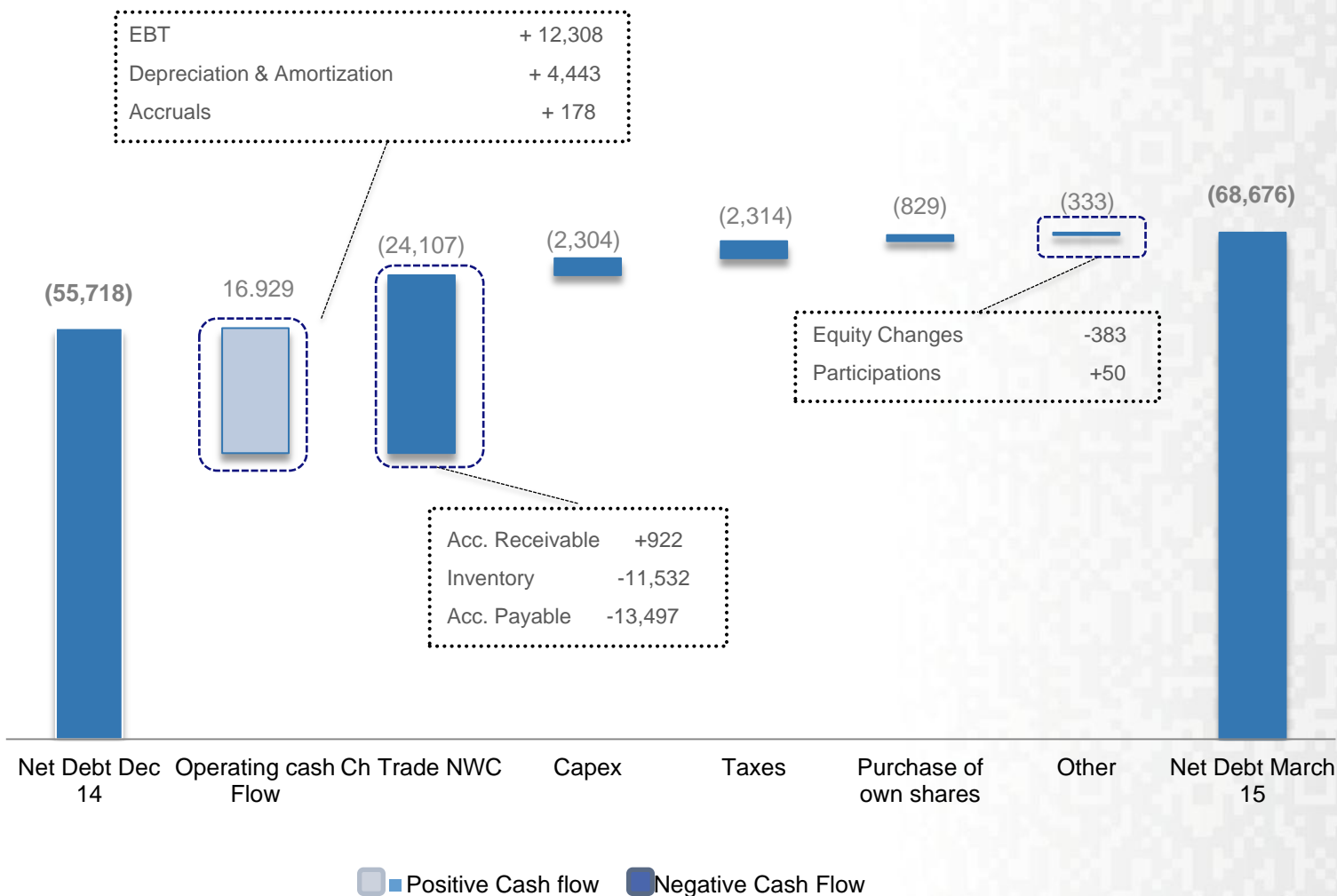


# Consolidated Balance Sheet at 31.03.2015



# Net Debt Analysis

(€/000)



# Outlook

# Outlook for 2015

- **ADC confirms to be the driver of growth** thanks to:
  - the launch of new technologically advanced products
  - the retailers' new investment phase
- Expected recovery in **Industrial Automation** from second half of 2015 thanks to the sales force reorganisation by verticals in US
- **Strong investments in innovation continue**, expected at around 10% on revenues
- Benefits expected from the new Procurement Centre
- **Focus on fast growing markets** and North America where there is a big market potential

# Contacts

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## NEXT EVENTS

**July 30<sup>th</sup>, 2015**

BoD approves First Half results

**November 5<sup>th</sup>, 2015**

BoD approves 3Q results

## DATALOGIC ON LINE

[www.datalogic.com](http://www.datalogic.com)



# THANK YOU

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