



# H1 2021 Results Conference Call

**AUGUST 6, 2021**

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# H1 2021 & Q2 2021 Results



## H1 2021 Results

€ m

REVENUES  
**€292.0**  
+26.7%  
+31.2% Net FX

GOM  
**€133.7**  
45.8%  
(-0.2 pp)

Adj. EBITDA  
**€46.8**  
16.0%  
+8.1 pp

NET RESULT  
**€ 23.5**  
8.1%  
+8.1 pp

## Q2 2021 Results

€ m

REVENUES  
**€156.6**  
+40.8%  
+46.0% Net FX

GOM  
**€70.2**  
44.8%  
+0.9 pp

Adj. EBITDA  
**€25.2**  
16.1%  
+6.1 pp

NET RESULT  
**€14.5**  
9.3%  
+5.5 pp

**Net Debt at €18.2M, positive NFP at €16.8M excluding MD acquisition**

# H1 2021 Highlights: Record Q2 set up 2021 performance

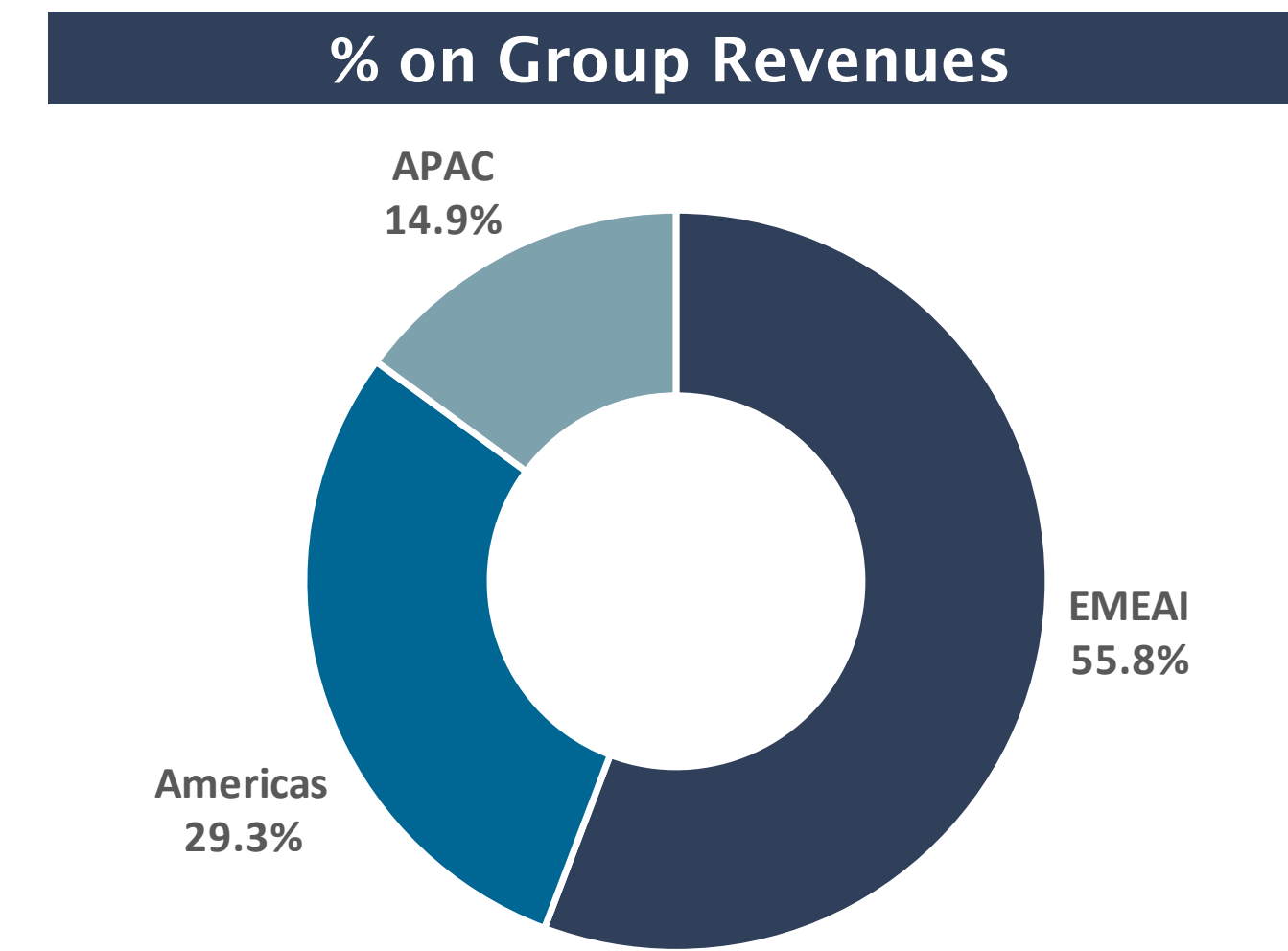
- ❑ **Record Q2 at +46.0%** net FX accelerating **H1 Top line growth** at 31.2% at constant FX despite supply chain challenges.
- ❑ **Double digit organic growth across all regions** coupled with strong performance in all segments. **T&L** best performing sector (+82.2% at constant FX) with double-digit increases in all geographies.
- ❑ Despite inflationary headwinds **H1 Adj EBITDA margin at 16.0%**, back to pre-pandemic level thanks to volumes and leaner cost base.
- ❑ **Double digit R&D spending\*** at **10.0%** on revenues, maintaining investment in technology.
- ❑ **Net Debt** at €18.2M. Positive **Net Financial Position** at about €16.8M excluding MD acquisition of €35M.
- ❑ **Strong H1 Operating Cash generation of €18.2M** from improved profitability and capex selectivity.
- ❑ **Double digit Order growth** coupled with **exceptional Backlog** set up 2021 performance.
- ❑ **Successful integration** of the newly acquired **MD**, contributing to revenue growth by 4.9% in H1.

*\* Including capitalized R&D expenses and excluding D&A*



# Group Revenues by Geography

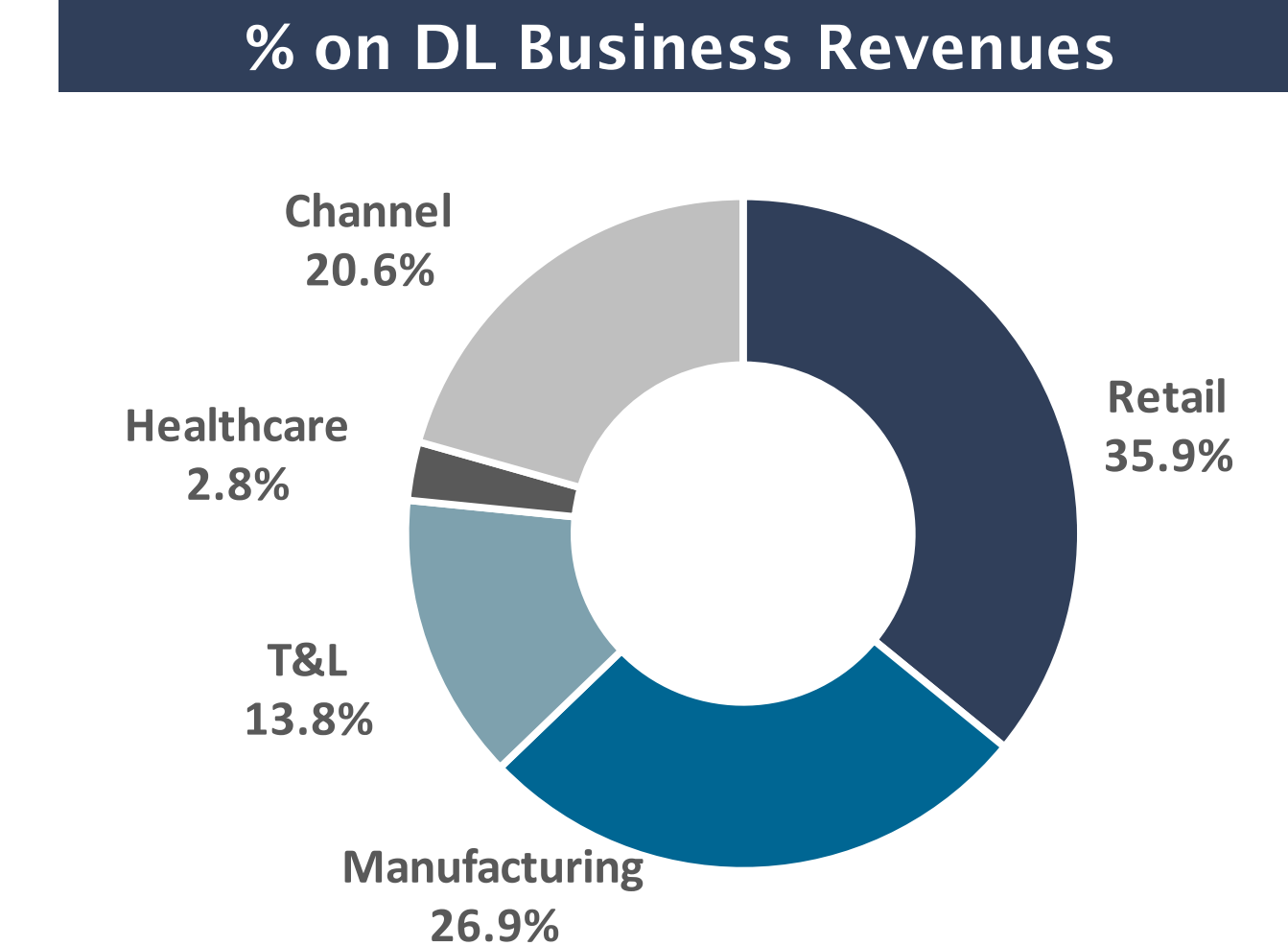
€m	H1 2021	H1 2020	Var %	Var % Net FX
EMEI	162.8	118.8	37.0%	38.1%
Americas	85.6	76.3	12.2%	22.5%
APAC	43.6	35.2	23.6%	26.9%
<b>Total Datalogic</b>	<b>292.0</b>	<b>230.4</b>	<b>26.7%</b>	<b>31.2%</b>



- ❑ **EMEI:** leading Group's performance in **H1** at **+38.1%** Net FX, **outstanding Q2** at **+72.5%** Net FX. **Sound growth across all countries.** Italy, Benelux and Spain remarkable performance.
- ❑ **Americas:** Group's second-largest market, **back to growth +22.5%** Net FX. **Economic recovery** in all areas.
- ❑ **APAC:** Double digit growth **+26.9%** Net FX driven mainly by **China** and acceleration in **Japan** and **Korea**.

# Group Revenues by Segment

€m	H1 2021	H1 2020 Restated*	Var %	Var % Net FX
Retail	101.8	98.9	2.9%	7.2%
Manufacturing	76.2	54.7	39.3%	42.3%
Transportation & Logistics	39.1	22.3	75.5%	82.2%
Healthcare	8.0	7.0	14.3%	19.5%
Channel	58.4	40.3	44.8%	49.3%
<b>Total DL Business</b>	<b>283.5</b>	<b>223.2</b>	<b>27.0%</b>	<b>31.3%</b>
Informatics	9.0	7.9	14.2%	23.9%
Intra division	(0.4)	(0.6)		
<b>Total Datalogic</b>	<b>292.0</b>	<b>230.4</b>	<b>26.7%</b>	<b>31.2%</b>



- ❑ **Retail: double digit performance** in APAC (+26.5% net FX) and EMEAI (+12.0% net FX). Positive booking trend in Americas.
- ❑ **Manufacturing: +42.3% Net FX** with solid recovery in Automotive and Packaging in all geographies.
- ❑ **T&L: Outstanding +82.2% growth** in H1 Net FX, double digit growth in all region outperforming 2019.
- ❑ **Healthcare:** positive trends, especially in EMEAI and APAC, in the hospital sectors and in pharmaceutical distribution.
- ❑ **Channel:** Sales to small/medium-size customers largely benefited from the economic recovery **(+44.8%)** mainly in Americas and EMEAI.

\*June 30, 2020, comparative data have been restated following the reorganisation of the commercial function launched in 2020.

# New Product Launches and Innovation

## Mobile Computer



Skorpio X5



Skorpio X5 XLR  
Introduction

## Fix Retail Scanners



MID-RANGE  
SCAN ENGINE

## Hand Held Scanners



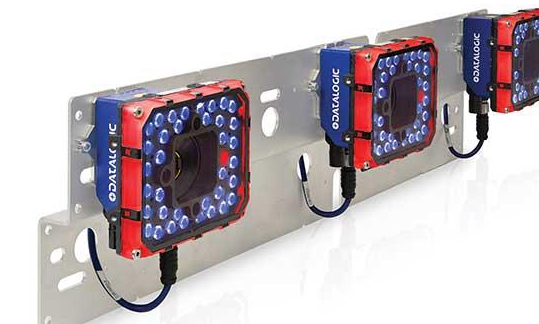
QuickScan QD2500



ALADDIN Configuration Tool

## Industrial Automation

### Manufacturing



STS320

### Sensors



Lidar Guidance  
Scanner LGS-N50



P2X-SERIES

## T & L



SC5100

❑ **Vitality Index** at 11.2% impacted by shortage and lower ramp-up in a Covid context

❑ **R&D spending\*** at 10.0 %. Commitment to Product Development Roadmap continues

\* Including capitalized R&D



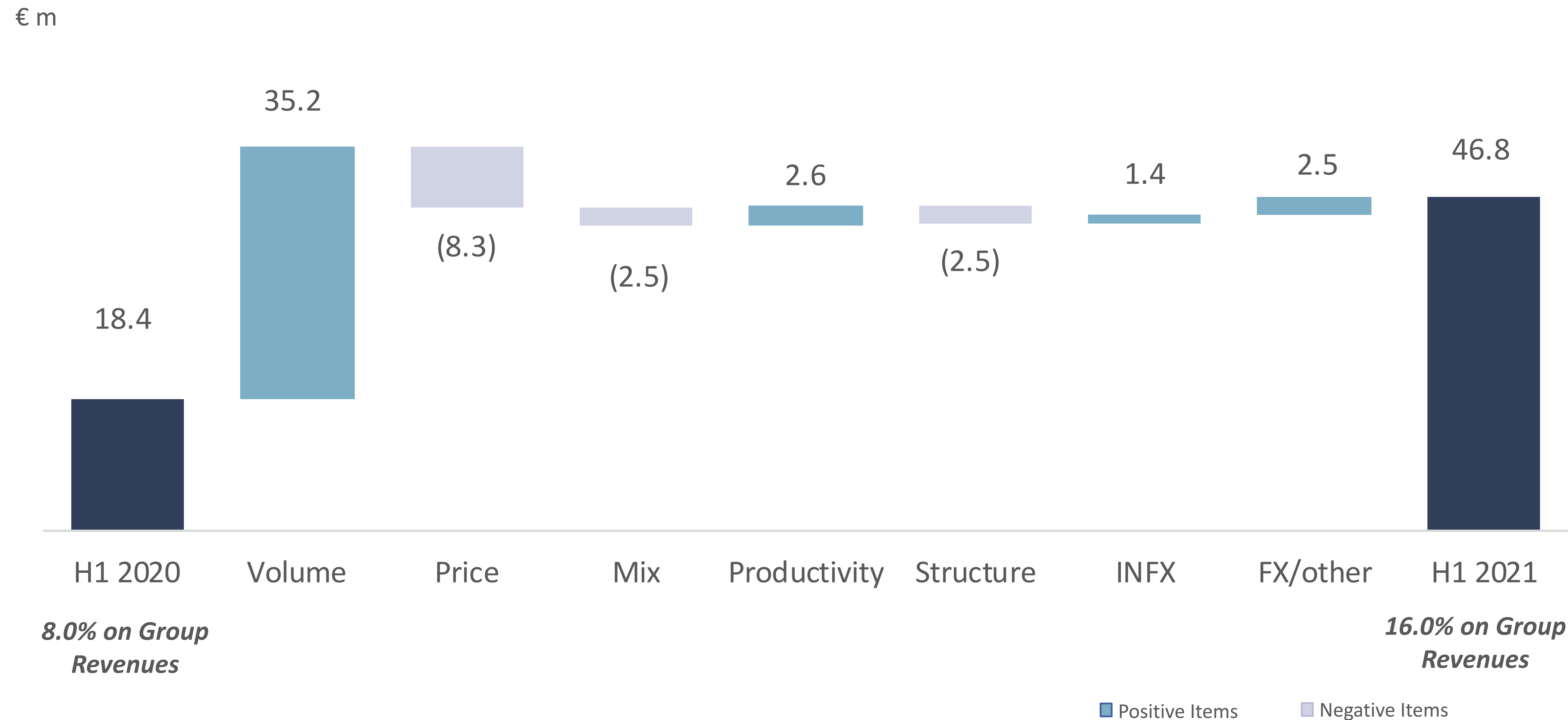
# H1 2021 P&L

€ m	H1 2021	H1 2020	Var %
<b>Revenues</b>	<b>292.0</b>	<b>230.4</b>	<b>26.7%</b>
Gross Margin	133.7	105.9	
<i>% on Revenues</i>	45.8%	46.0%	-0.2 pp
Operating expenses	(100.3)	(99.5)	
<i>% on Revenues</i>	(34.3%)	(43.2%)	+8.8 pp
<b>Adjusted EBITDA</b>	<b>46.8</b>	<b>18.4</b>	
<i>% Adj. Ebitda margin</i>	16.0%	8.0%	+8.1 pp
<b>EBIT</b>	<b>28.2</b>	<b>0.3</b>	
<i>% Ebit margin</i>	9.7%	0.1%	+9.5 pp
<b>Net Result</b>	<b>23.5</b>	<b>(0.0)</b>	
<i>% on Revenues</i>	8.1%	(0.0%)	+8.1 pp

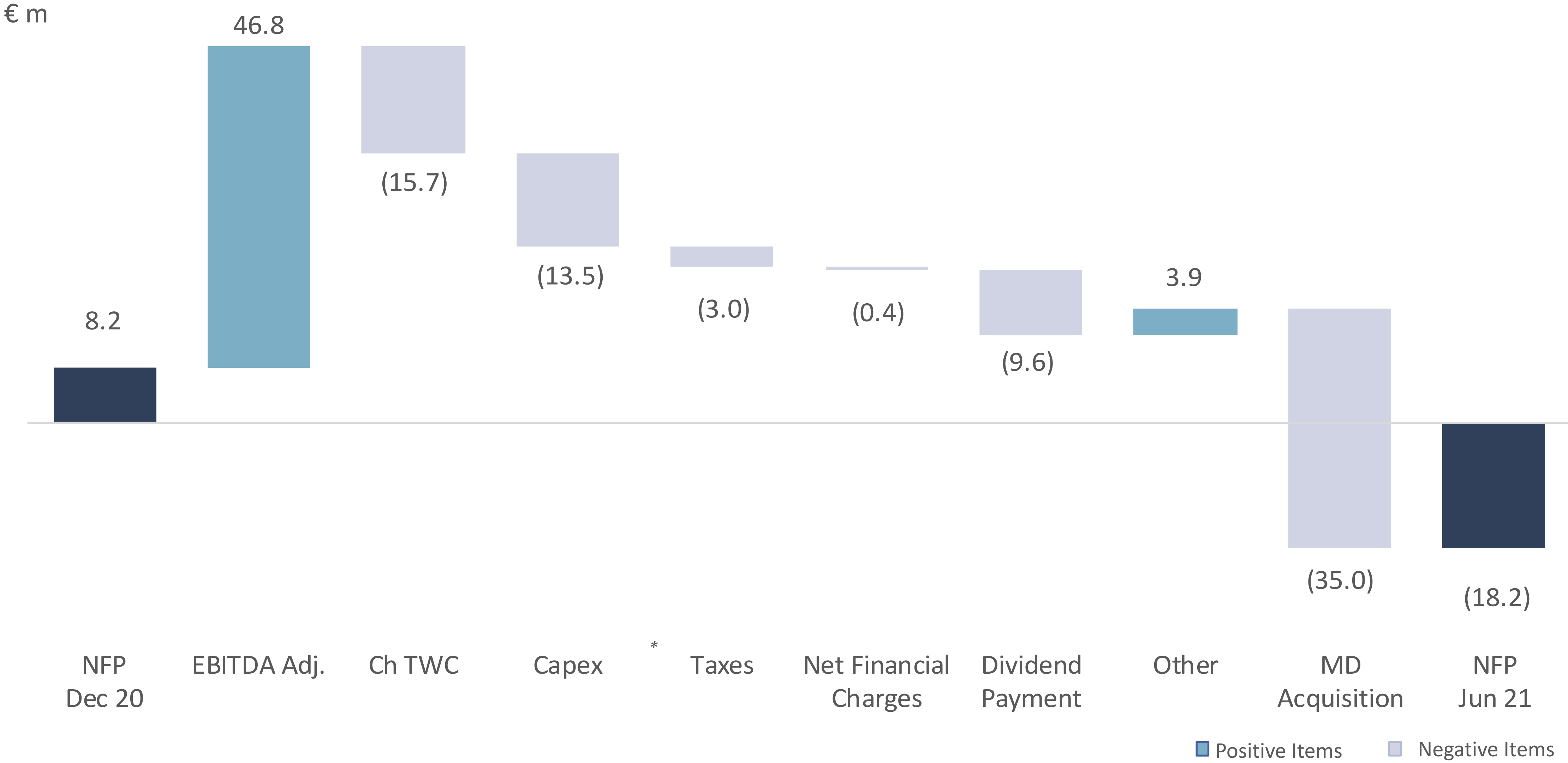
- **Gross Margin at 45.8%** impacted by increased input costs mainly from the shortage of critical materials and shipping
- **Operating expenses at €100m** steady maintaining a **leaner cost base** through growth:
  - ✓ **R&D** costs decrease driven by completion of large Mobile projects
  - ✓ **S&D** cost decreased by 6.3% due to efficiencies
- **Adj EBITDA** at steady **16.0%**
- **Net Result** at €23.5m vs a break even recorded in H1 2020



# EBITDA Adj: actual vs last year



# Net Debt & Cash Flow Analysis : Dec'20 – Jun'21



\* Including IFRS 16 impact



# 2021 Outlook

- Growth consolidating and accelerating in almost all geographies and all the main market segments in which the Group operates. Datalogic achieved **growth of over 40%** in the second quarter and **pre-pandemic profitability**.
- Despite uncertainty continues, the strong order intake growth in all geographical areas, and an exceptionally high backlog set up the basis for very positive expectations for the remainder of the year.
- Assuming that the pandemic crisis, supply shortages and the resulting inflation do not escalate further, the Group confirms for the current year its **revenue growth target of between 16% and 20%**, with an **improvement in EBITDA margin of between 2 and 3 percentage points** compared to 2020.

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## NEXT EVENTS

**September 08, 2021**

Industrial Day 2021 – Borsa Italiana

**November 11, 2021**

9M 2021 Results

## DATALOGIC ON LINE

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



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