



9M 2021 Results Conference Call

NOVEMBER 12, 2021

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9M 2021 & Q3 2021 Results



9M 2021 Results

€ m

REVENUES
€434.4
+25.2%
+28.0% Net FX

GOM
€193.6
44.6%
(-1.5 pp)

Adj. EBITDA
€66.2
15.2%
+4.5 pp

NET RESULT
€ 30.9
7.1%
+5.8 pp

Q3 2021 Results

€ m

REVENUES
€142.4
+22.1%
+21.6% Net FX

GOM
€59.9
42.1%
(-4.4 pp)

Adj. EBITDA
€19.3
13.6%
(-2.6 pp)

NET RESULT
€7.4
5.2%
+1.3 pp

Net Debt at €38.0M

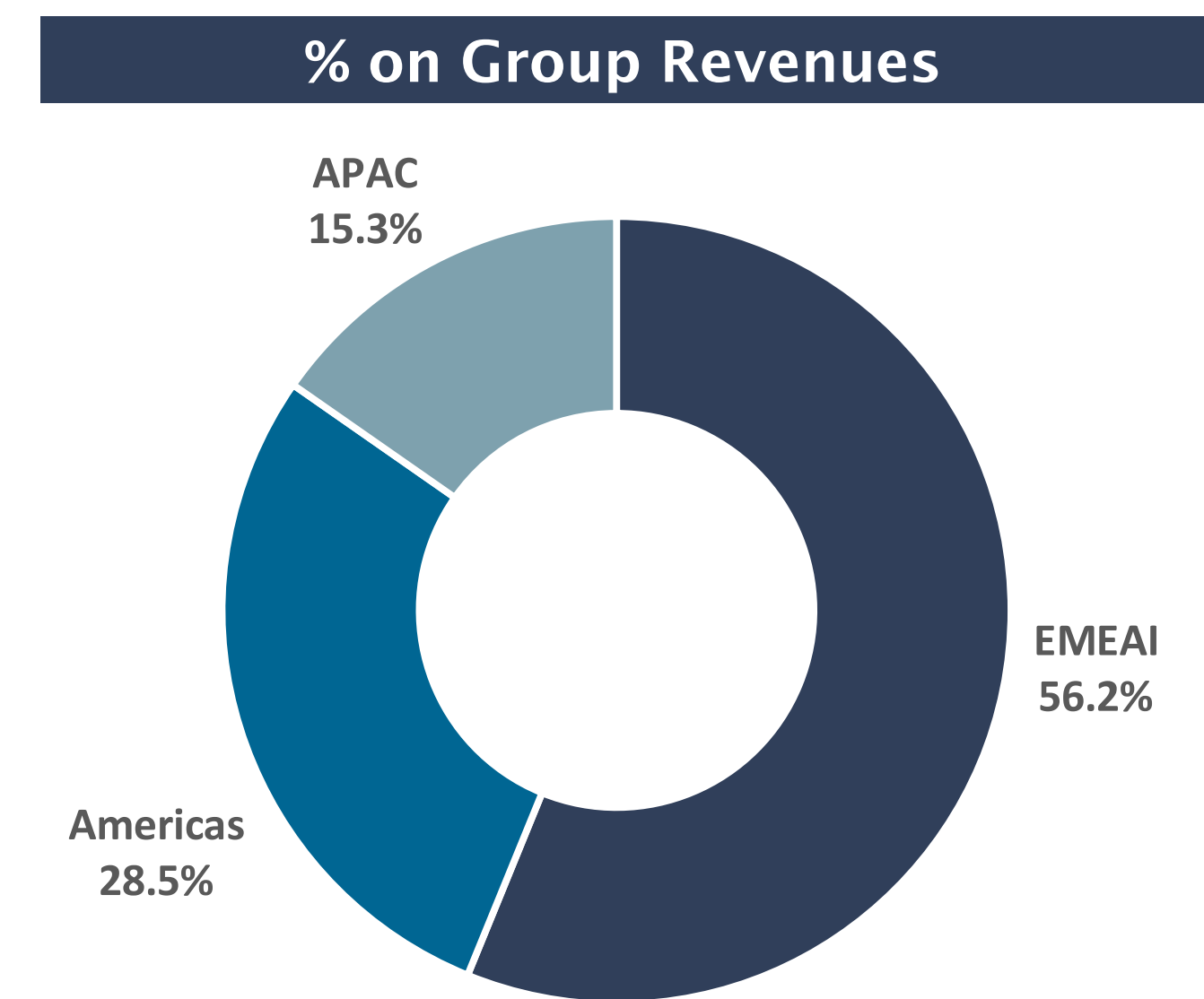
9M 2021 Highlights: Exceptional Economic Performance

- ❑ **Exceptional growth** on the **Top line +28,0%** Net FX (+22.5% organic) across **all geographies** despite supply chain challenges.
- ❑ **Strong** performance in all industries. **T&L** (+59.0% at constant FX) and **Manufacturing** (+43.2% at constant FX) top performers.
- ❑ Despite inflationary headwinds **9M Adj EBITDA margin at 15.2%**, at pre-pandemic level thanks to volumes and leaner cost base.
- ❑ **R&D spending*** at **9.7%** on revenues, confirming the Group's Innovation roadmap.
- ❑ **Net Debt** at €38M, €3M excluding MD acquisition of €35M.
- ❑ **Cash generation** improved by **€29.2M** vs Sept. 2020.
- ❑ **Unprecedented Double digit Order growth** coupled with **exceptional Backlog** set up 2021 performance.
- ❑ **Successful integration** of the newly acquired **MD**, contributing to revenue growth in the manufacturing sector by about 16.1%.

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

Group Revenues by Geography

€m	9M 2021	9M 2020	Var %	Var % Net FX
EMEI	244.0	179.6	35.9%	36.5%
Americas	124.0	112.3	10.4%	17.6%
APAC	66.4	55.2	20.5%	21.4%
Total Datalogic	434.4	347.1	25.2%	28.0%



- ❑ **EMEI:** leading Group's performance in the first nine months of 2021 at **+36.5%** Net FX and in Q3 **+33.3%** Net FX.

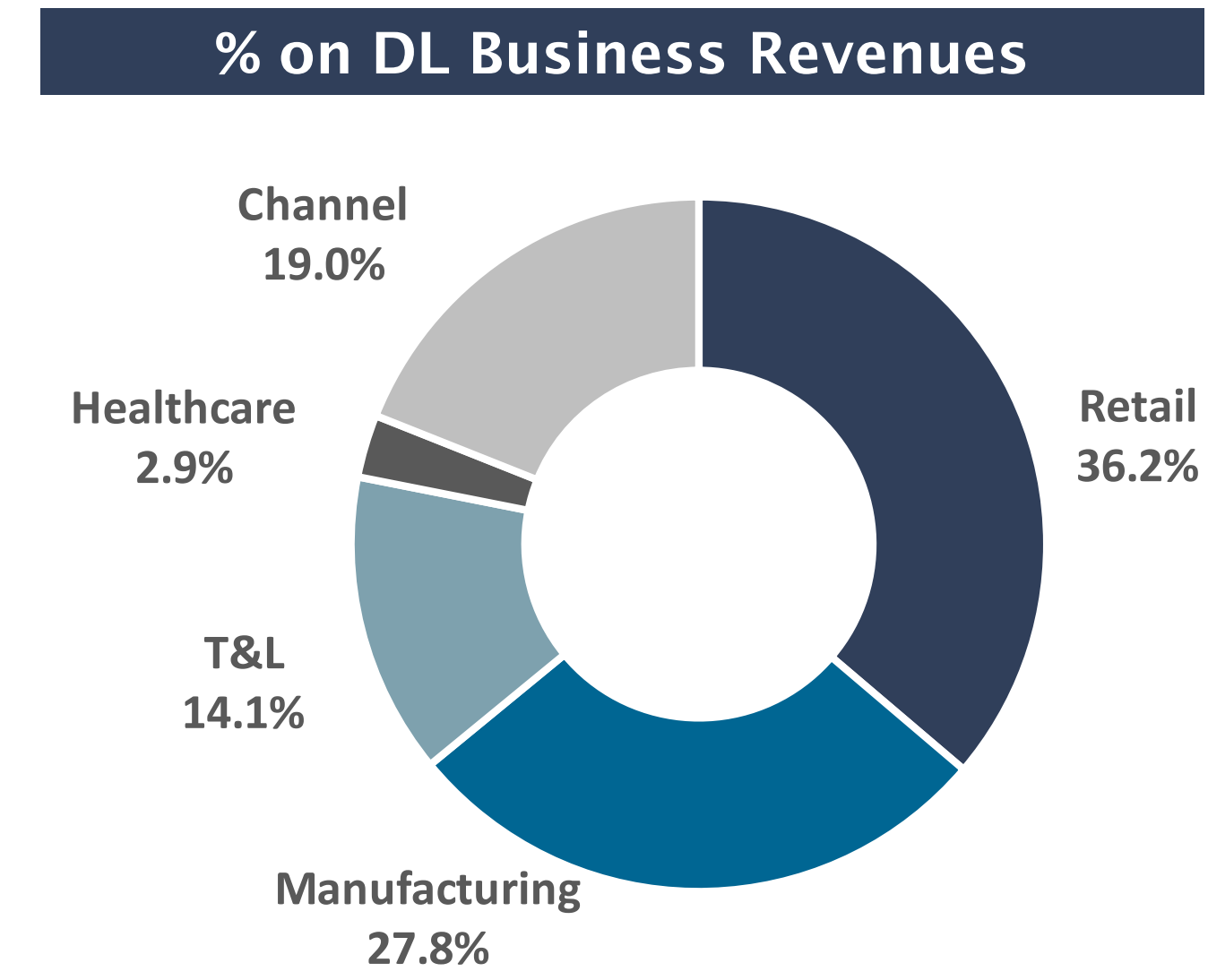
Sound growth across all countries. Italy, Benelux and Spain remarkable performance.

- ❑ **Americas:** Group's second-largest market, **achieved growth of +17.6%** Net FX.

- ❑ **APAC:** Double digit growth **+21.4%** Net FX driven mainly by **China** and acceleration in **Japan** and **Korea**.

Group Revenues by Segment

€m	9M 2021	9M 2020 Restated*	Var %	Var % Net FX
Retail	152.7	143.4	6.5%	9.5%
Manufacturing	117.3	82.7	41.7%	43.2%
Transportation & Logistics	59.3	38.1	55.5%	59.0%
Healthcare	12.3	10.9	13.3%	16.6%
Channel	80.0	60.8	31.6%	34.5%
Total DL Business	421.6	335.9	25.5%	28.2%
Informatics	13.7	12.1	13.6%	20.1%
Intra division	(0.9)	(0.9)		
Total Datalogic	434.4	347.1	25.2%	28.0%



- ❑ **Retail: double digit performance** in APAC +20.4% Net FX and EMEAI +12.2% Net FX, Americas recovering in Q3 +18.9% Net FX.
- ❑ **Manufacturing: +43.2% Net FX** with solid recovery in Automotive and Packaging in all geographies.
- ❑ **T&L: Best performing sector (+59.0% Net FX)**, double digit growth in all regions.
- ❑ **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 **(+31.6%)** mainly in Americas and EMEAI.

*September 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



QuickScan QW500 Series – Corded

Industrial Automation

Manufacturing



STS320



Matrix 320 new models

Sensors



Lidar Guidance Scanner
LGS-N50



P2X-SERIES

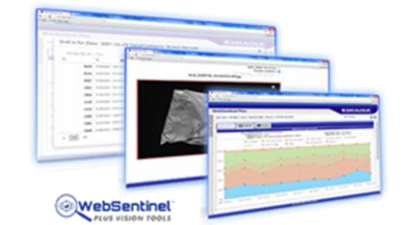


S65-M TOF sensor (update)

T & L



SC5100



WebSentinel
Plus Investigator



Mass Flow Detection
System (MFDS)

❑ **Vitality Index** in Q3 at 12.1% impacted by shortage and industry mix

❑ **R&D spending*** at 9.7%. Commitment to Product Development Roadmap continues

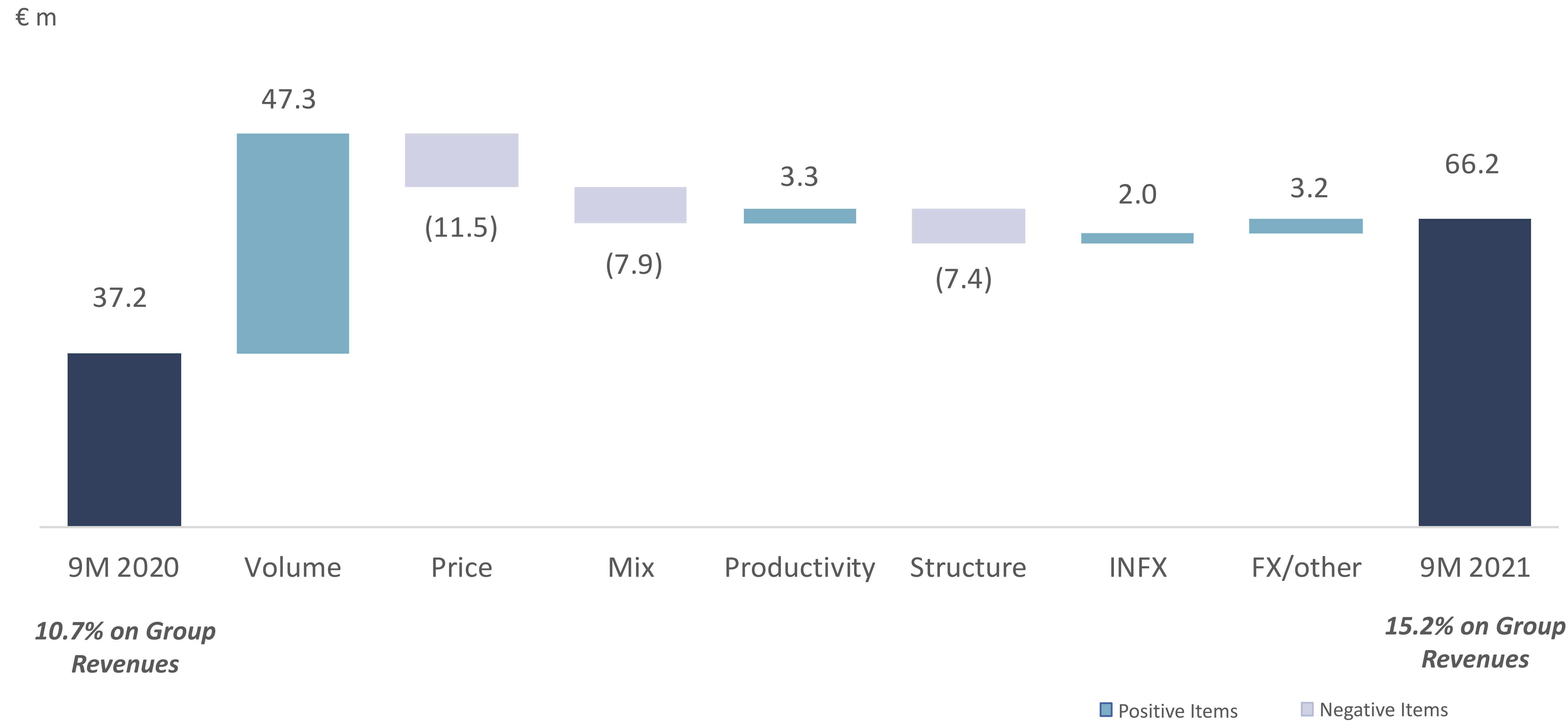
* Including capitalized R&D

9M 2021 P&L

€ m	9M 2021	9M 2020	Var %
Revenues	434.4	347.1	25.2%
Gross Margin	193.6	160.1	
<i>% on Revenues</i>	44.6%	46.1%	-1.5 pp
Operating expenses	(147.8)	(140.7)	
<i>% on Revenues</i>	(34.0%)	(40.5%)	+6.5 pp
Adjusted EBITDA	66.2	37.2	
<i>% Adj. Ebitda margin</i>	15.2%	10.7%	+4.5 pp
EBIT	38.3	8.2	
<i>% Ebit margin</i>	8.8%	2.4%	+6.5 pp
Net Result	30.9	4.6	
<i>% on Revenues</i>	7.1%	1.3%	+5.8 pp

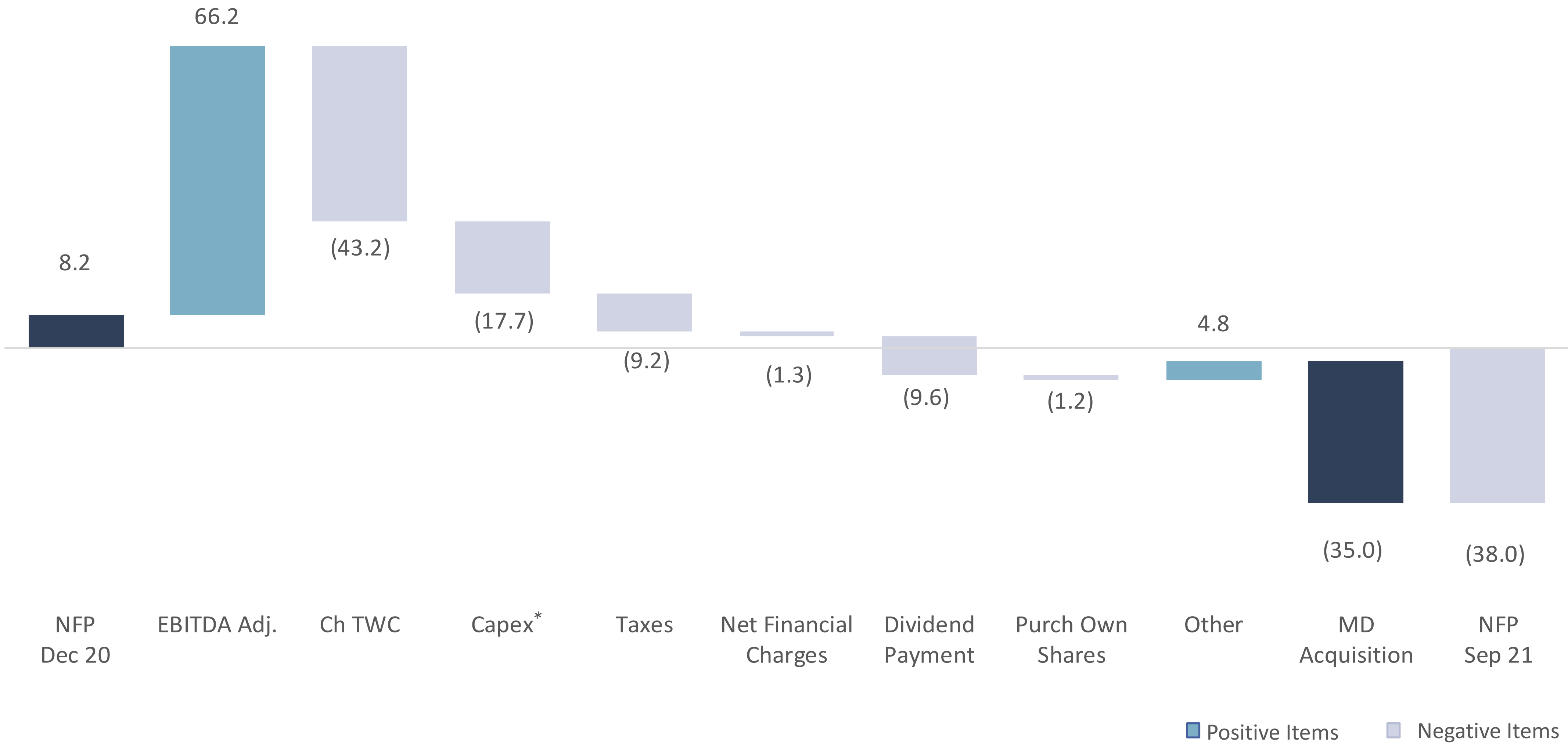
- **Gross Margin at 44.6%** impacted by increased input costs mainly from the shortage of critical materials and freight. Pricing actions launched to benefit next quarters.
- **Operating expenses at €147.8m** up 5% maintaining a **leaner cost base** through growth:
 - ✓ **R&D** costs steady, reached 9.5% compared to 11.9% in 9M2020, due to the strategy of selectivity of investments, and completion of large Mobile projects.
 - ✓ **S&D** cost at 16.7% compared to 20.5% in 9M2020 due to efficiencies.
- **Adj EBITDA at 15.2% (+4.5 pp)** back to 2019 levels.
- **Net Result at €30.9m** vs €4.6m in 9M2020.

EBITDA Adj: actual vs last year



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

€ m



* Including IFRS 16 impact

2021 Outlook

- Growth consolidating and accelerating in almost all geographies and main market segments thanks to exceptional post-pandemic demand growth.
- Despite uncertainties related to supply chain and inflation continue, the unprecedented order intake growth in all geographical areas and record backlog set the basis for **upgrading 2021 Revenue growth guidance to 20%-22%**, with an **improvement in EBITDA margin between 2%-3%** versus prior year.

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NEXT EVENTS

DATALOGIC ON LINE

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