FY 2020 Results
Conference Call

MARCH 10, 2021

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FY 2020 & Q4 2020 Results[1]

FY 2020 Results

€ m

REVENUES	GOM	Adj. EBITDA	NET RESULT
€479.8	€219.9	€58.3	€13.9
(-18.1%)	45.8%	12.2%	2.9%
	(-3.4 pp)	(-3.5 pp)	(-5.7 pp)

Q4 2020 Results

€ m

REVENUES	GOM	Adj. EBITDA	NET RESULT
€132.8	€59.9	€21.1	€9.3
(-8.0%)	45.1%	15.9%	7.0%
	(-2.1 pp)	(+1.4 pp)	(-0.3 pp)

Net Financial Position positive at €8.2

[1] *December 31, 2019 economic data were restated following the classification of Solution Net Systems Inc. as discontinued operation as required by the accounting standard IFRS 5.*

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2020 Highlights: Strong Execution in the downturn

- Progressive Top line improvement during the Pandemic from -26.8% in Q2 to -5.4% in Q4. **EMEAI** and **Americas** affected**. Solid Growth** in **APAC**

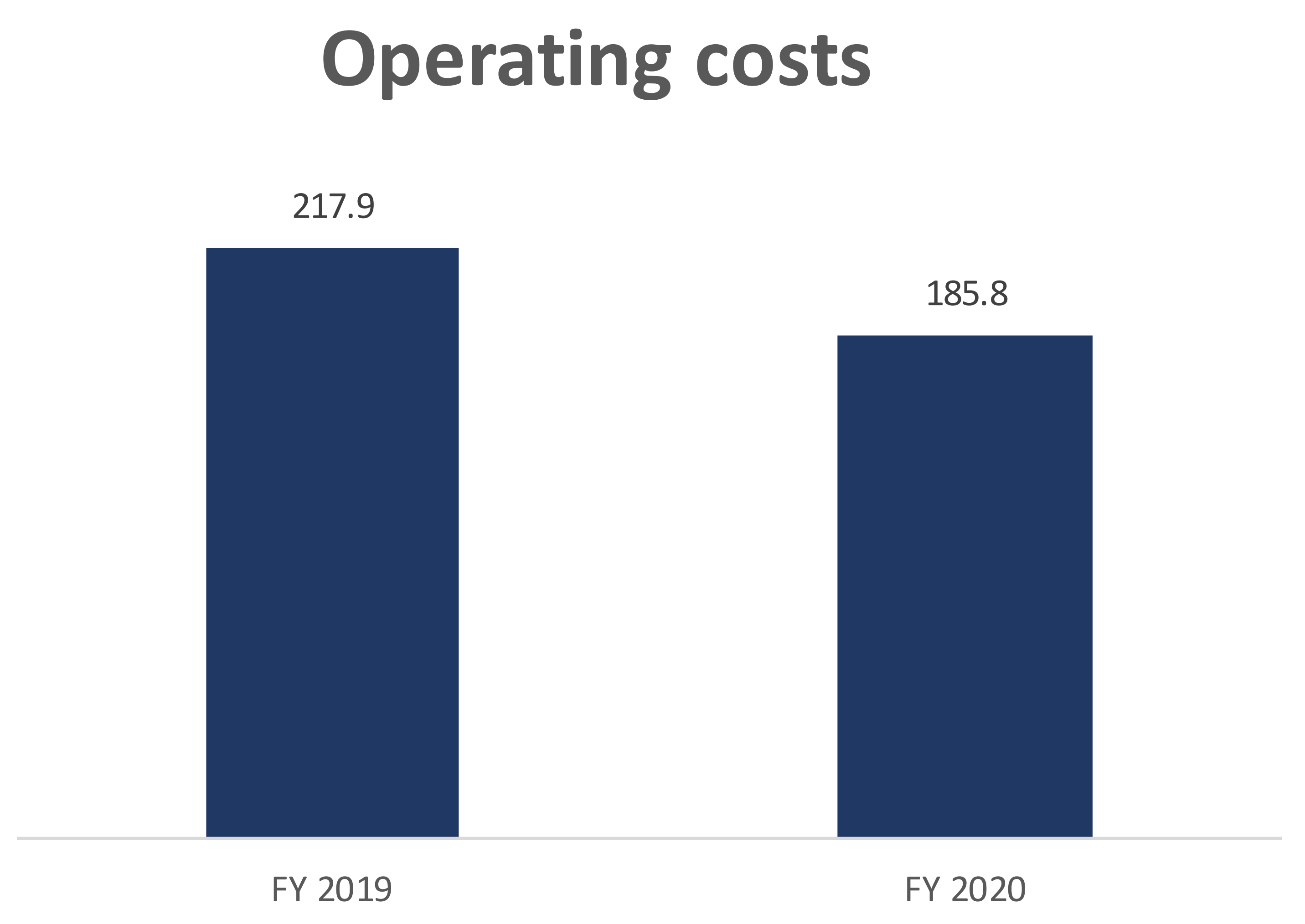
- **Strong execution** both on **tactical and operational efficiency** delivering Second-Half **Adj Ebitda margin back to pre-pandemic level at 16.0%**

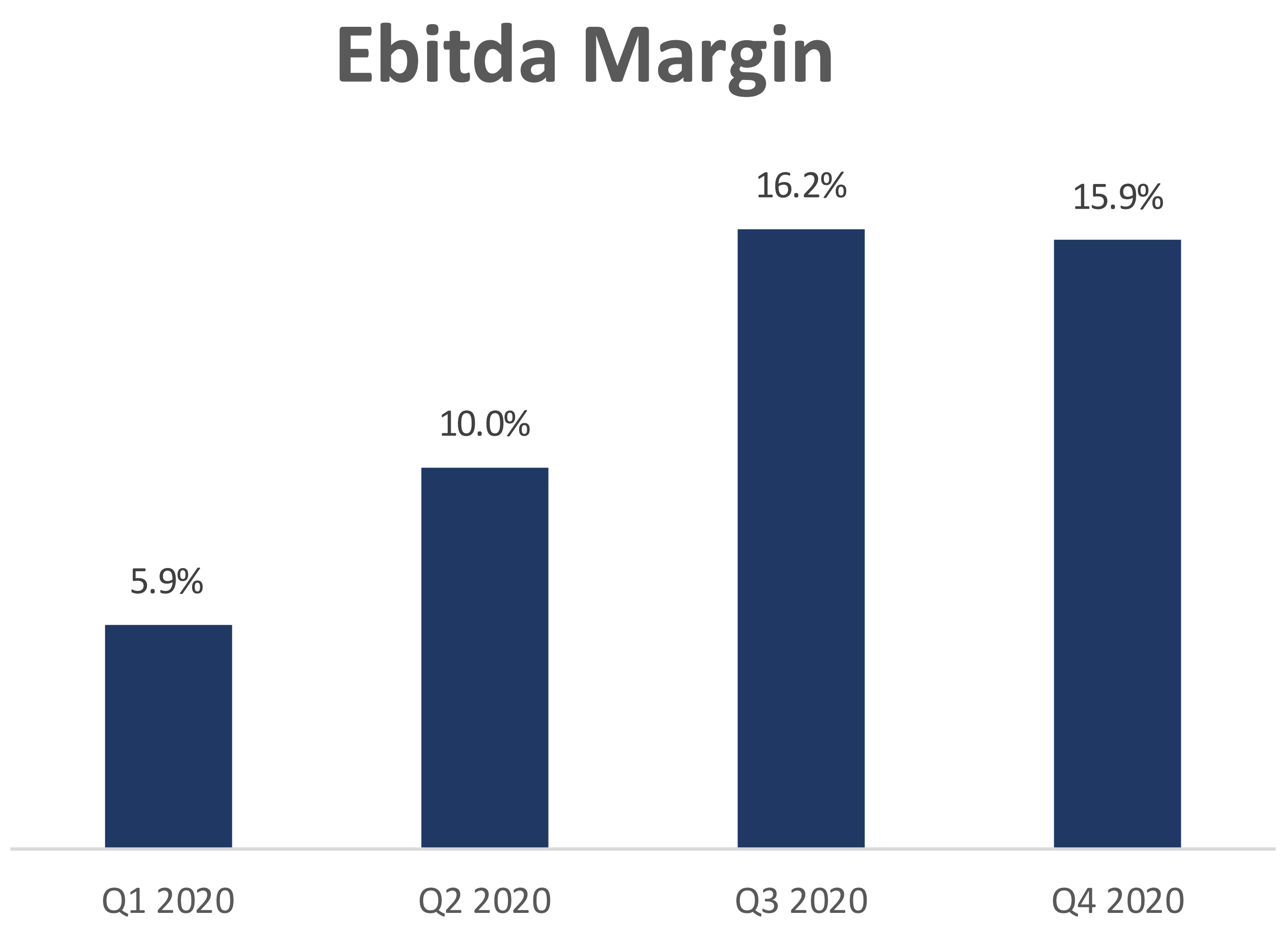
- Protected investment in Innovation with **R&D spending*** at ca. **13.1% and Vitality Index at 20.0%**

- **Cash Generation** in Q4 delivering Net Financial Position **positive** at 8.2 M€

- **Sound signs of rebound starting from Q4** in all geographies coupled **with leaner cost base** preparing return to **profitable growth**

- Strengthened position in **Industrial Automation** with the acquisition of **MD Micro Detectors Group** in Q1 2021



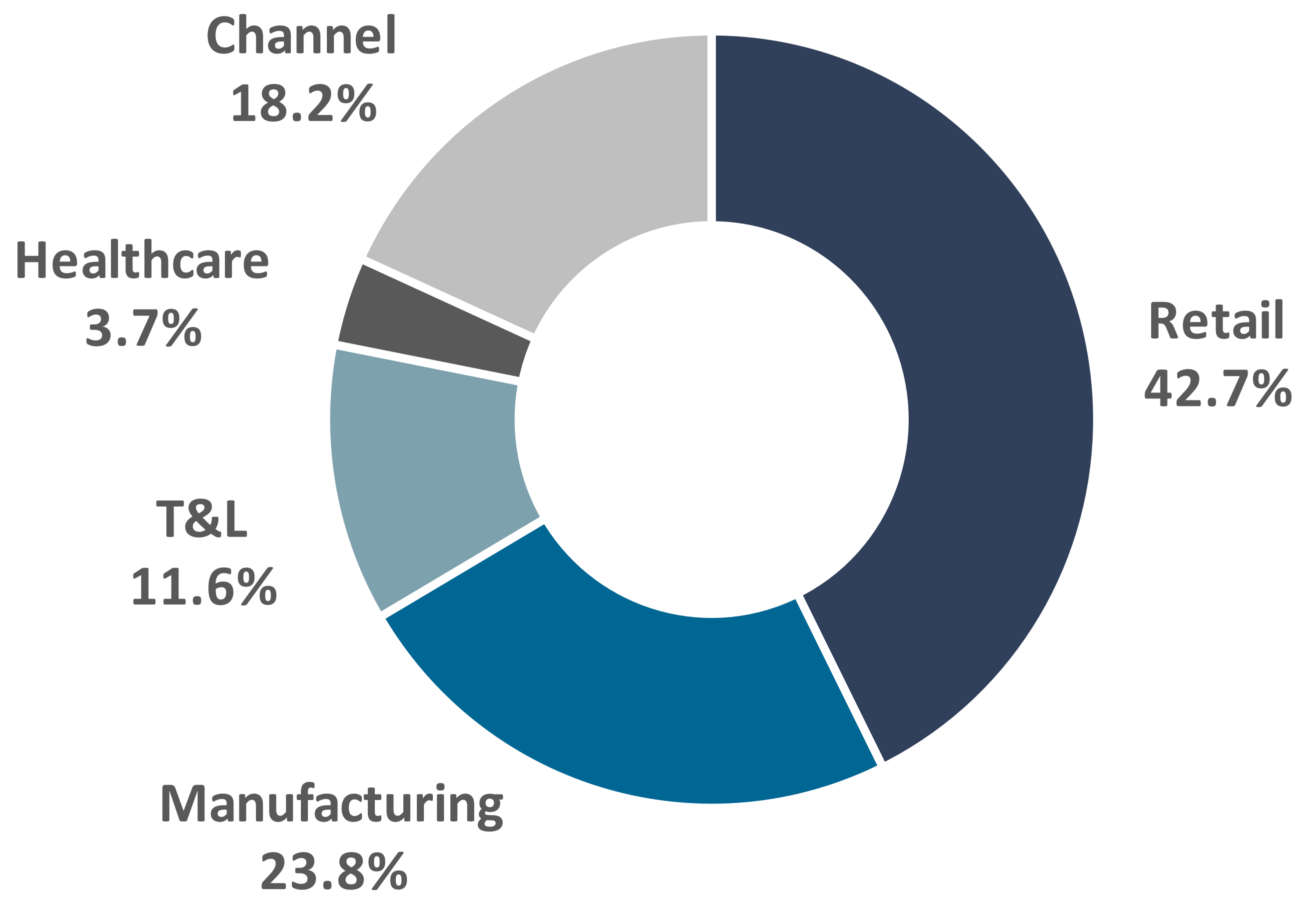


** Including capitalized R&D expenses and excluding D&A*

Group Revenues by Segment

€m	FY 2020	FY 2019 Restated*	Var % vs. FY 2019
Retail	198.3	231.1	(14.2%)
Manufacturing	110.7	117.7	(5.9%)
Transportation & Logistics	53.9	74.4	(27.6%)
Healthcare	17.2	17.7	(2.6%)
Channel	84.5	127.3	(33.6%)
Total DL Business	**464.6**	**568.1**	**(18.2%)**
Informatics	16.4	18.7	(12.3%)
Intra division	(1.2)	(1.1)	7.4%
Total Datalogic	**479.8**	**585.8**	**(18.1%)**

% on DL Business Revenues



- **Retail**: Decline driven mainly by Americas and base effect from end of major FRS Roll-outs in 2019
- **Manufacturing:** 40.3% growth in APAC. EMEAI and Americas impacted by Covid particularly in Automotive
- **T&L:** Double digit growth in APAC . Tough comparison in Americas due to the conclusion of important multi-year contracts
- **Healthcare:** double digit growth in APAC, slight decrease in EMEAI and North America
- **Channel:** Distributors destocking and small/medium size business decline during the pandemic

** December 31, 2019 comparative data have been restated to reflect the new allocation of Group's revenues to geographic areas and business sectors, as redefined by the " New Sales Organization" model launched in 2020 and the classification of Solution Net Systems Inc. as discontinued operation according to IFRS 5.*

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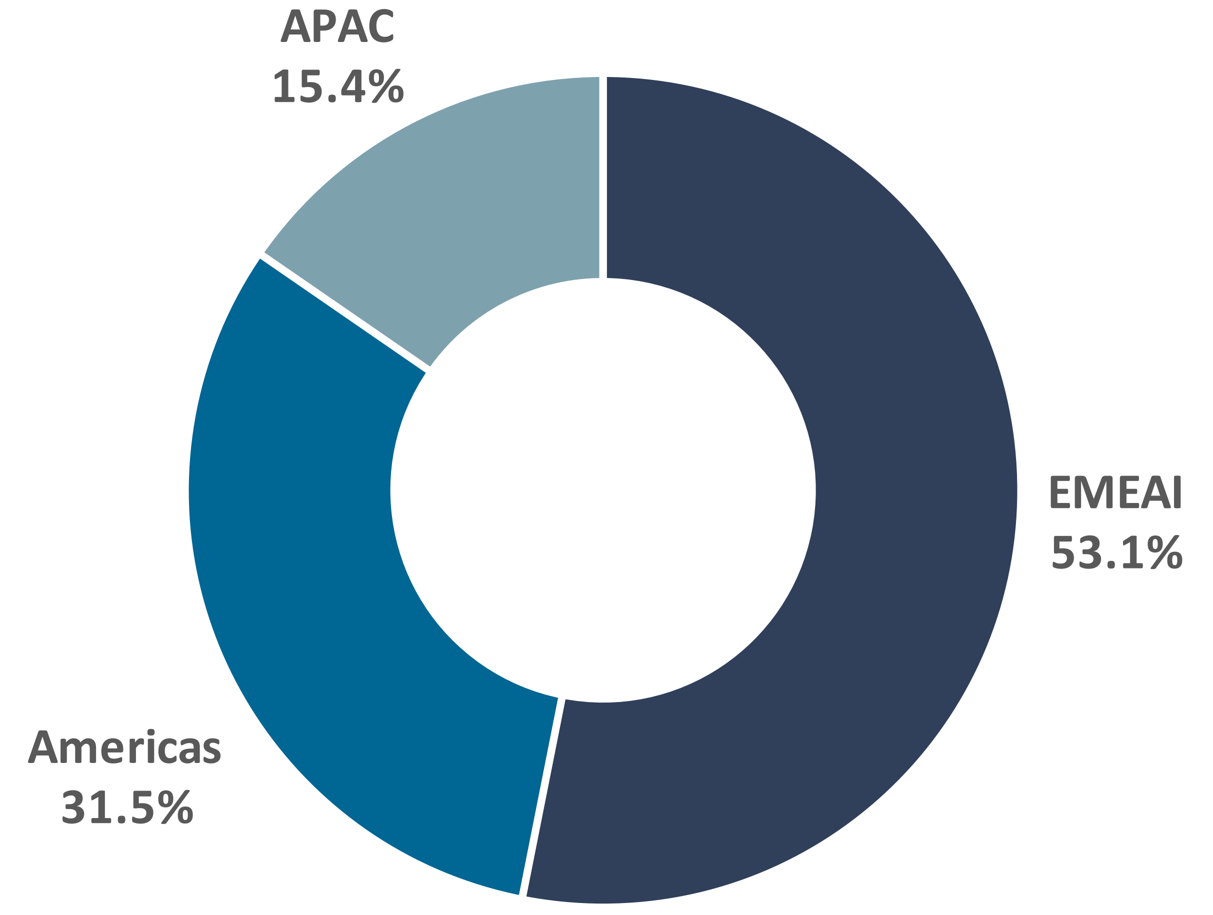
Group Revenues by Geography

€m	FY 2020	FY 2019 Restated*	Var % vs. FY 2019
EMEAI	254.8	307.1	(17.0%)
Americas	151.2	210.1	(28.0%)
APAC	73.8	68.5	7.7%
Total Datalogic	**479.8**	**585.8**	**(18.1%)**

% on Group Revenues



- **EMEAI:** performance affected by Covid-19 and phase-out of major Fixed Retail Scanners roll-outs. Signs of recovery in H2, with Q4 returning to growth driven by Italy achieving +12.4% vs Q4-2019 pre-Covid.
- **Americas:** Most affected market during the pandemic. Restriction to mobility severely affected the development of the costumer base
- **APAC**: Double digit growth in the second part of the year driven mainly by China in T&L and Manufacturing.

** December 31, 2019 comparative data have been restated to reflect the new allocation of Group's revenues to geographic areas and business sectors, as redefined by the " New Sales Organization" model launched in 2020 and the classification of Solution Net Systems Inc. as discontinued operation according to IFRS 5.*

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New Product Launches and Innovation

Mobile Computer	Fix Retail Scanners	Hand Held Scanners	Industrial Automation	T & L

Industrial Automation: Manufacturing | Sensors

Skorpio X5

Memor K

JOYA™ TOUCH A6 WITH ANDROID™ 8.1 OREO

Memor 20

DSM004XX Scan Module

MAGELLAN™ 1500i OEM

PowerScan 95X1-AR

HANDSCANNER™

Gryphon 4500 ANTIMICROBIAL

Gryphon 4200 Series

Matrix 120 AGV

Smart Vision Sensor

IO-Link
New ASIC

S8 Series IO Link

AV900 Industrial Reader

- ❑ **Vitality Index (**New products*/ sales**) at 20.0%** in line with 20.1% in 2019
- ❑ **R&D spending****, amounted to approximately € 63.0 m, reaching **13.1%** as a percentage of Revenues compared to 10.8% in the 2019

*New Products: products launched in the last 24 months
** Including capitalized R&D

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FY 2020 P&L*

€ m	FY 2020	FY 2019 Restated	Variance Reported	Constant FX
Revenues	**479.8**	**585.8**	***(18.1%)***	***(17.0%)***
Gross Margin	219.9	288.1		
% on Revenues	*45.8%*	*49.2%*	-3.4 pp	
Operating expenses	(185.8)	(217.9)		
% on Revenues	*(38.7%)*	*(37.2%)*	-1.5 pp	
Adjusted EBITDA	**58.3**	**92.1**		
% Adj. Ebitda margin	*12.2%*	*15.7%*	-3.5 pp	
EBIT	**18.4**	**62.7**		
% Ebit margin	*3.8%*	*10.7%*	-6.9 pp	
Net Result	**13.9**	**50.3**		
% on Revenues	*2.9%*	*8.6%*	-5.7 pp	

- **Gross Margin at 45.8%**, decrease driven by lower volumes and price/mix effects
- **Operating expenses at** €185.8m down 14.7% executing cost reduction plans to protect margin:
  - ✓ Continue investing in **R&D** (10.8% on revenues vs 10.0% in 2019)
  - ✓ **S&D** cost decreased by 21.2% due to both tactical savings and efficiencies
- **Adj Ebitda at 12.2%** in 2020 on Revenue, reaching 15.9% in Q4 vs 14.5% in Q4-2019 pre-Covid
- **Net Result** at €13.9m consolidating recovery for three consecutive quarters

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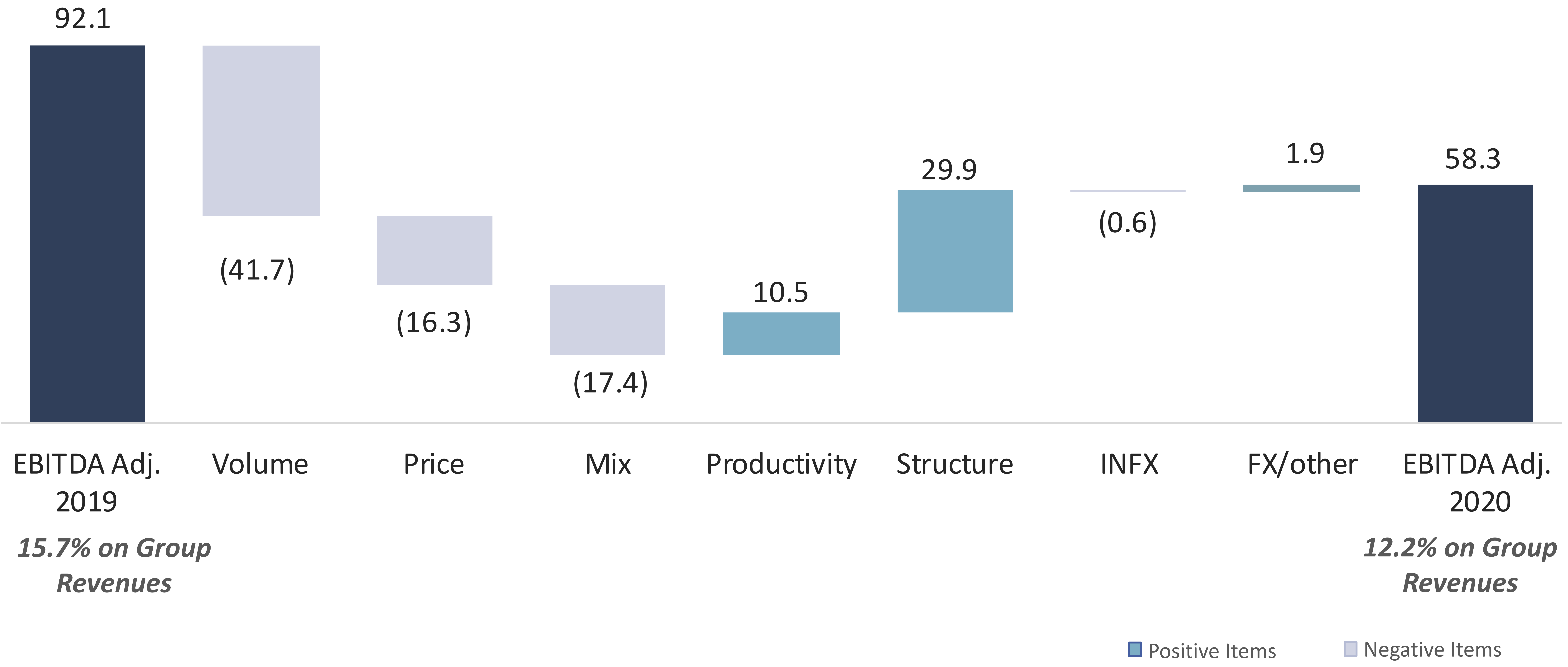
EBITDA Adj: actual vs last year *

€ m



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Net Debt & Cash Flow Analysis : Dec’19 – Dec’20

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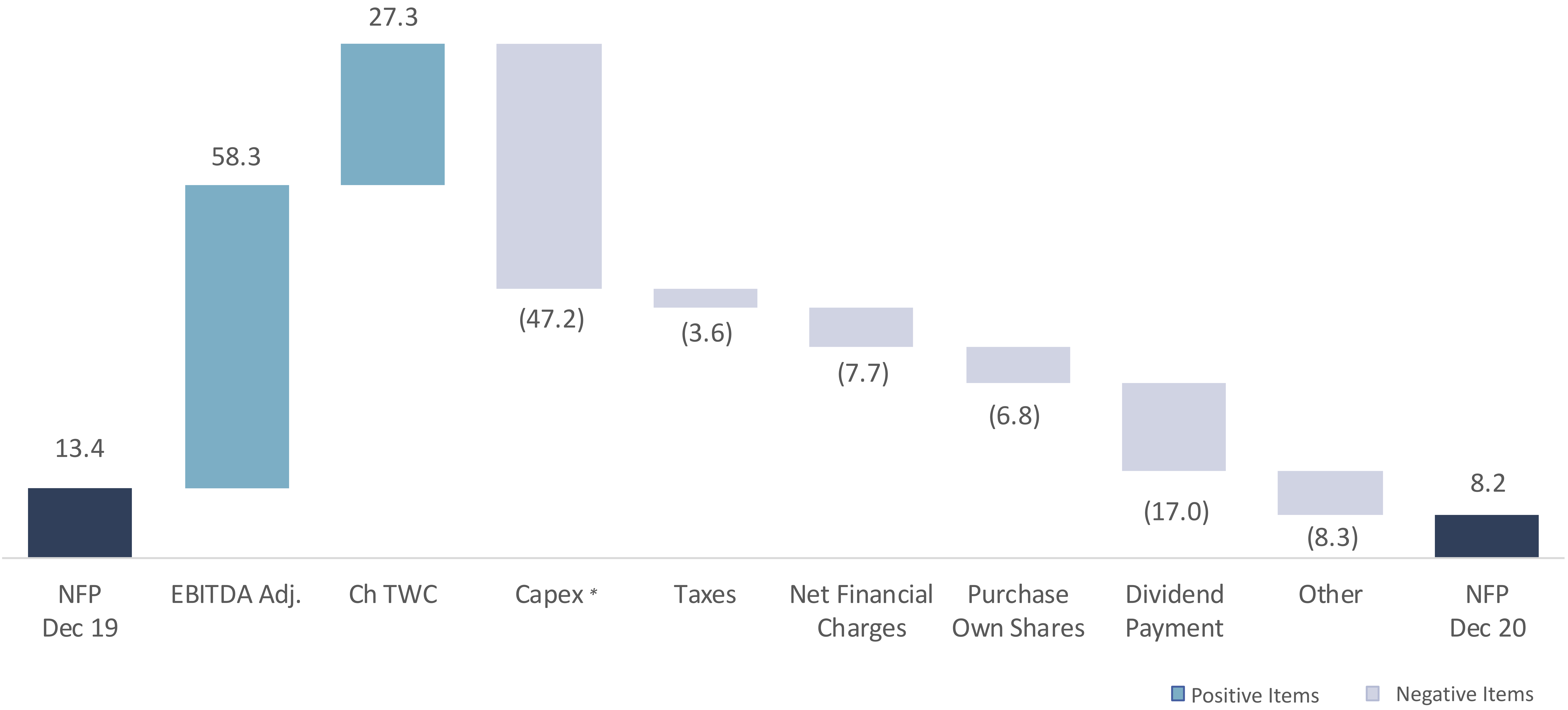

* Including IFRS 16 impact

2021 Outlook

- In this unprecedent context, the Group has promptly reacted this fast-moving scenario implementing aggressive cost measures to protect business and profit
- Encouraging signs of end markets recovery in all geographical areas, corroborated by a significantly improved trend in order intake versus early 2020. Despite high levels of uncertainty continues, under Covid emergency and shortage of some components in the short-term, Datalogic expects to see a gradual recovery in 2021 Revenues and an improvement in the profit margin levels with respect to 2020
- In this context, the Group's strategy confirms its focus on innovation and investment in strategic market segments while consolidating and repositioning its presence in the core markets

M.D. Acquisition

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MD Group

DL Industrial Automation Market

- Large market $7.7bn
- Industry 4.0 driving solid growth prospect

MD Products

Inductive Sensors

Photoelectric Sensors

Ultrasonic Sensors

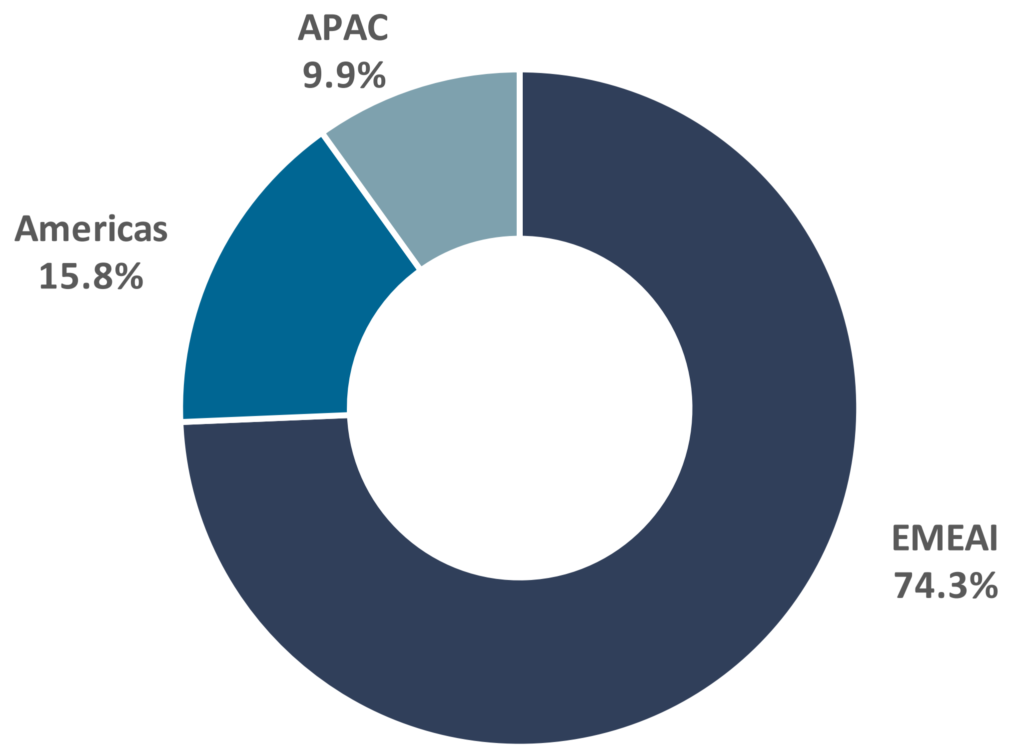
Safety

Area Sensors

MD Acquisition

- Group Headquartered in Italy
- € 25M Revenue and €4m Ebitda in 2020
- Complementary Sensors offers for Industrial Automation applications and Synergetic distribution network

MD Geographic Revenue Breackdown



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NEXT EVENTS

March 23-25, 2021
STAR Conference Milan

April 29, 2021
Shareholders' Meeting

May 13, 2021
Q1 2021 Results

DATALOGIC ON LINE

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