



H1 2022 Results

Conference Call

AUGUST 05, 2022

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H1 2022 & Q2 2022 Results¹



H1 2022 Results

€ m

REVENUES
€314.6
+8.5%

GOM
€130.1
41.4%
(-4.7 pp)

Adj. EBITDA
€34.3
10.9%
(-5.2 pp)

NET RESULT
€ 9.1
2.9%
(-5.1 pp)

Q2 2022 Results

€ m

REVENUES
€176.7
+13.5%

GOM
€72.2
40.9%
(-4.2 pp)

Adj. EBITDA
€22.5
12.7%
(-3.5 pp)

NET RESULT
€7.8
4.4%
(-4.7 pp)

Net Debt at €71.9M

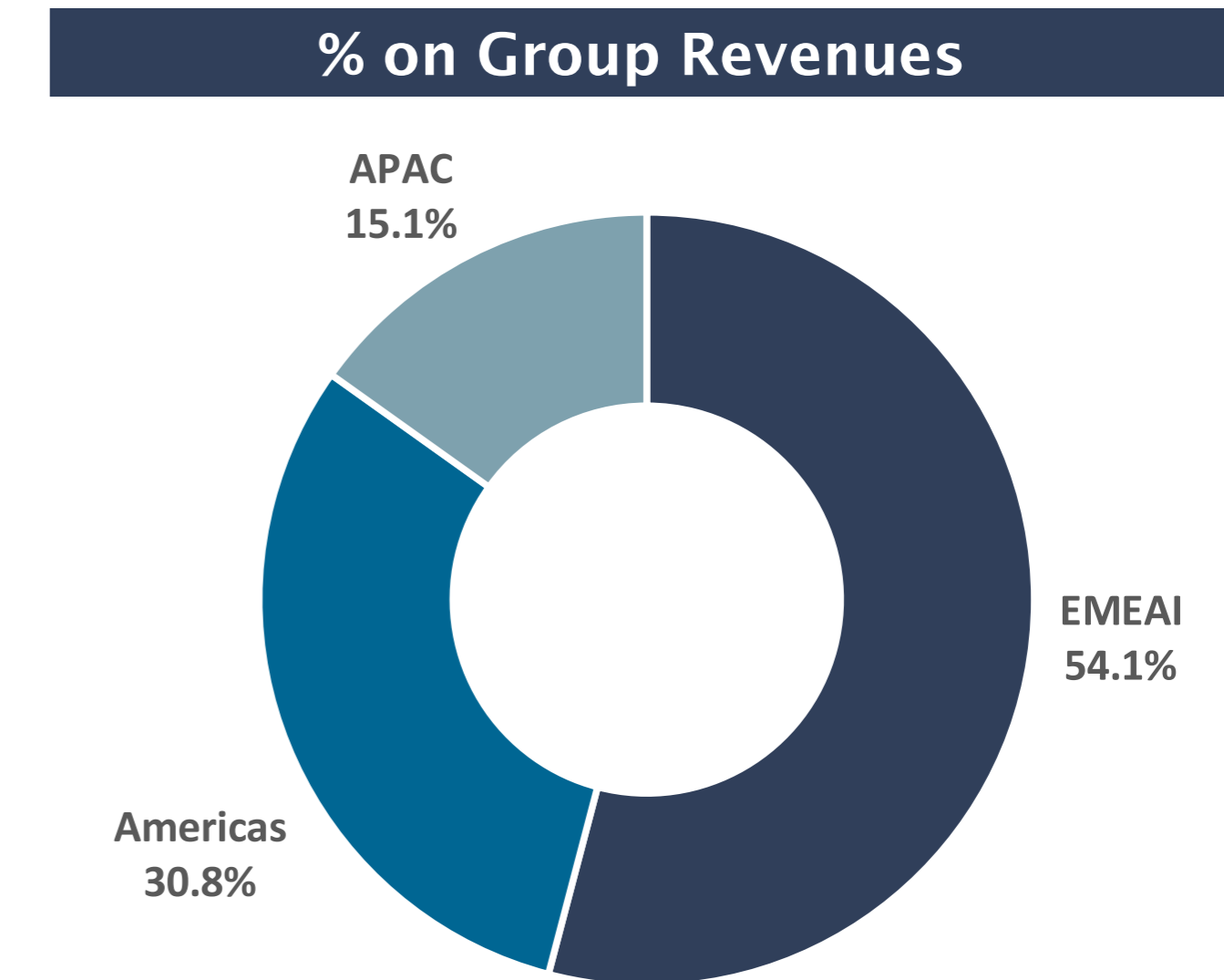
¹ The comparative results as of June 30, 2021 have been restated following the purchase price allocation (PPA) accounting of MD Group acquisition occurred in 2021, as required by the accounting standards IFRS 3 revised and IAS 1, including reclassifications to ensure results comparability.

H1 2022 Highlights: Sales' growth amidst supply chain constraints

- ❑ **Top line growth +8.5%** (+3.7% Net FX), **Q2 at double digit +13.5%** (+7.5% Net FX) across main geographies and sectors
- ❑ **Revenue from new products (vitality index) at 16.5%** with a sequentially growing trend for the fourth consecutive quarter
- ❑ **Positive price/volumes** in second quarter across different geographies and product lines
- ❑ **R&D Cash Out** at €31.5M, steady at 10.0% on revenues, executing technological roadmap
- ❑ **Persisting supply chain constraints and inflationary trends** affecting Gross Operating Margin
- ❑ **Adj EBITDA margin at 10.9%** due to **inflation** and **supply chain constraint** partially offset by **volumes** and **positive price**
- ❑ **Net Debt** at €71.9M, including €16.0M cash out for Pekat Vision acquisition and €16.9M dividend payment

Group Revenues by Geography

€m	H1 2022	H1 2021 Restated ¹	Var %
EMEAI	170.2	161.1	5.6%
Americas	96.8	85.3	13.5%
APAC	47.6	43.7	9.0%
Total Datalogic	314.6	290.1	8.5%



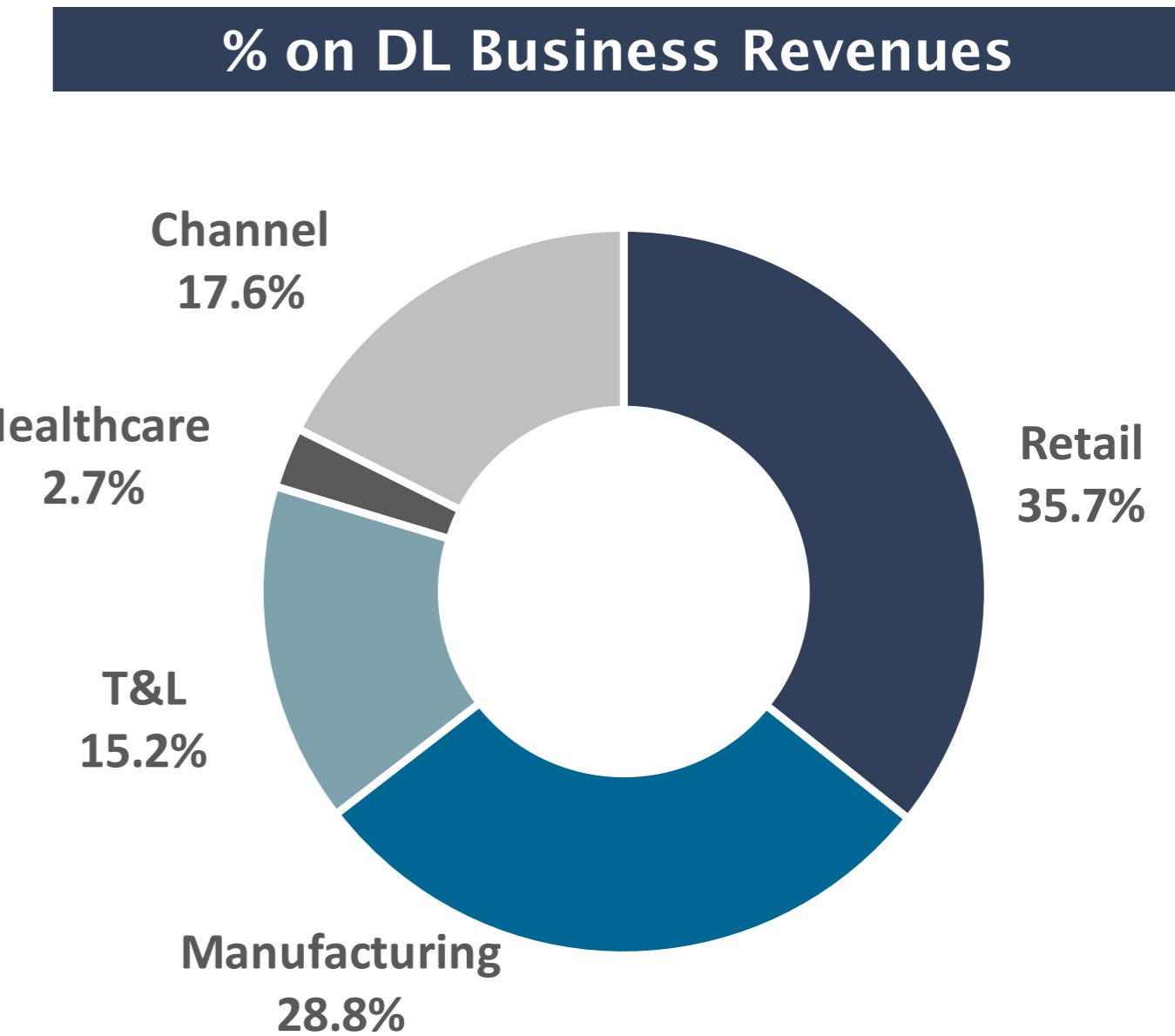
- ❑ **EMEAI:** Best performing region (net of FX effects), mainly in **UK&Nordics, Iberia and Italy**
- ❑ **AMERICAS:** Group's second-largest market **+13.5%** (+2.9% Net FX), mainly driven by **large projects** in the **US**
- ❑ **APAC:** Double digit growth in **Japan** and **SEA**

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Group Revenues by Segment



€m	H1 2022	H1 2021 Restated ¹	Var %
Retail	109.6	102.1	7.3%
Manufacturing	88.3	77.6	13.7%
Transportation & Logistics	46.5	38.9	19.4%
Healthcare	8.3	9.1	(9.1%)
Channel	54.0	53.7	0.5%
Total DL Business	306.7	281.5	8.9%
Informatics	8.5	9.0	(5.2%)
Intra division	(0.6)	(0.4)	
Total Datalogic	314.6	290.1	8.5%



- ❑ **Retail:** +7.3% thanks to **double digit performance** in APAC and Americas both at current and constant FX
- ❑ **Manufacturing:** **double digit growth** in Americas and EMEAI
- ❑ **T&L:** **best performing sector (+19.4%)**, double digit growth in EMEAI and Americas
- ❑ **Informatics:** strategic repositioning on **higher value business segments** (SaaS) improving profitability **(+2.7 pp)**

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New Product Launches and Innovation



Hand Held Scanners



Powerscan 9600 Series

Stationary Industrial Scanners



Matrix 5MP

Fixed Retail Scanners



Magellan 3410VSi OEM

Sensors, Safety & Machine Vision



P2X-SERIES C Mount Models



S3N series

- ❑ **Vitality Index** at 16.5%; 17.8% in Q2 with a positive trend for the fourth consecutive quarter.
- ❑ **R&D Cash Out*** at 10.0% in line with the H1 2021. Commitment to Product Development Roadmap continues.

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

H1 2022 P&L



€ m	H1 2022	H1 2021 Restated ¹	Var %
Revenues	314.6	290.1	8.5%
Gross Margin	130.1	133.7	
<i>% on Revenues</i>	<i>41.4%</i>	<i>46.1%</i>	-4.7 pp
Operating expenses	(110.9)	(100.3)	
<i>% on Revenues</i>	<i>(35.3%)</i>	<i>(34.6%)</i>	-0.7 pp
Adjusted EBITDA	34.3	46.8	
<i>% Adj. Ebitda margin</i>	<i>10.9%</i>	<i>16.1%</i>	-5.2 pp
Adjusted EBIT	19.2	33.4	
<i>% Adj. Ebit margin</i>	<i>6.1%</i>	<i>11.5%</i>	-5.4 pp
EBIT	15.6	27.7	
<i>% Ebit margin</i>	<i>5.0%</i>	<i>9.5%</i>	-4.6 pp
Net Result	9.1	23.2	
<i>% on Revenues</i>	<i>2.9%</i>	<i>8.0%</i>	-5.1 pp

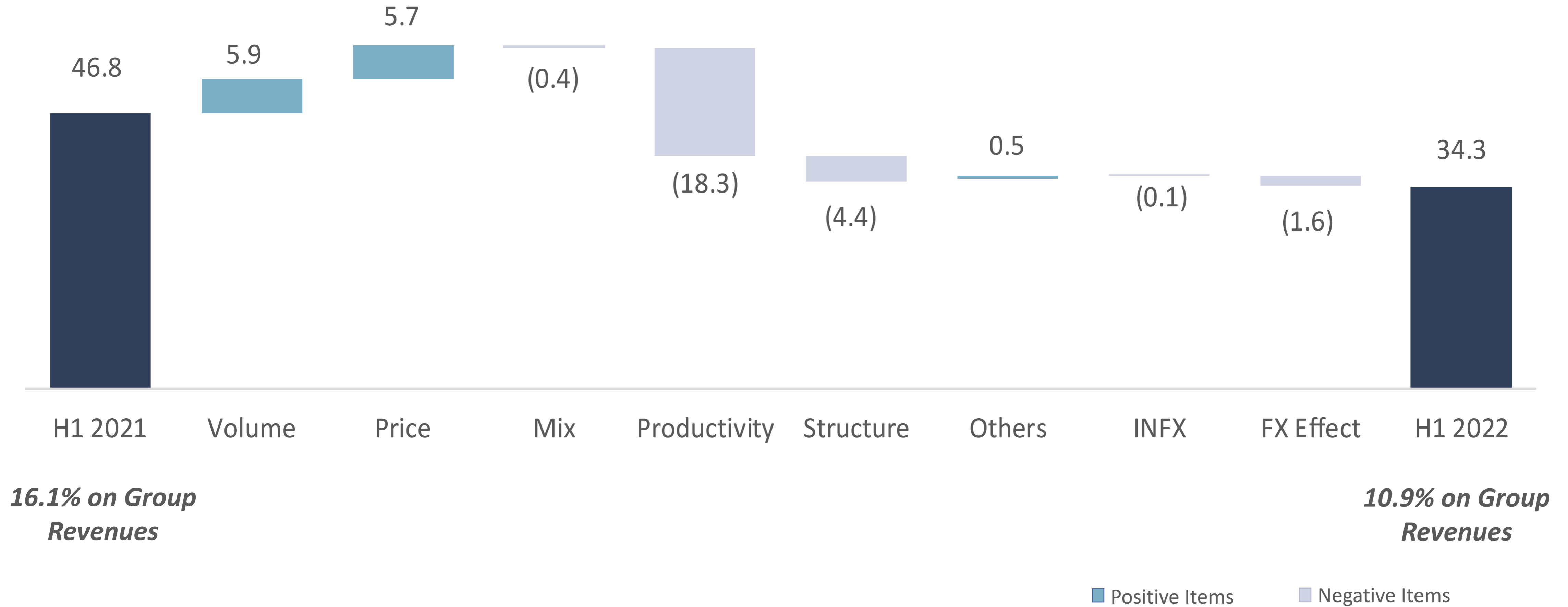
- **Gross Margin at 41.4%: -4.7 pp YoY** due to **inflation** and material shortages, despite **positive pricing** and **volumes recovery**
- **Operating expenses at €110.9m, -0.7 pp YoY**, mainly due to normalized marketing and commercial initiatives and currency effect
- **Adj EBITDA at 10.9% (-5.2 pp YoY)**
- **Net Result at €9.1m vs €23.2m in 1H 2021**, with negative currency effects hitting financial items

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EBITDA Adj: actual vs last year



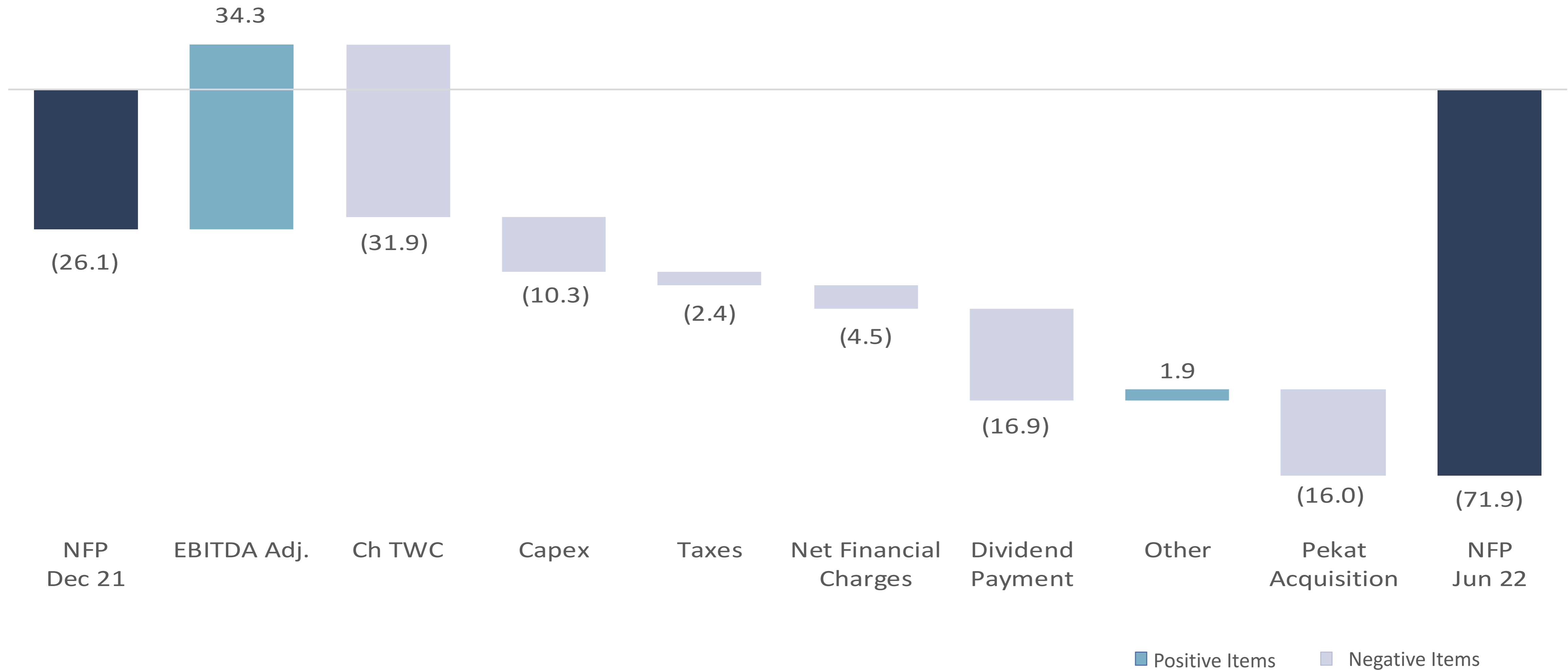
€ m



Net Debt & Cash Flow Analysis : Dec'21 – Jun'22



€ m



First half results, a strong backlog, actions undertaken on pricing and supply chain set the outlook for the second half of 2022, where we expect a **sales' growth** over previous year and an **operating margin substantially in line** with the first half of 2022, **despite uncertainties** which may be expected mainly **in Q4** due to macro-economic scenarios, continuous supply chain constraints and the reversal of the booking trends.

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NEXT EVENTS

October 11-12, 2022

2022 Italian Excellences | Mid Corporate
Conference – Intesa Sanpaolo

November 10, 2022

9M 2022 Results

DATALOGIC ON LINE

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