9M 2021 Results Conference Call

NOVEMBER 12, 2021
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## 9M 2021 & Q3 2021 Results

### 9M 2021 Results

<table>
<thead>
<tr>
<th>Category</th>
<th>Value (€m)</th>
<th>Change</th>
<th>Adjusted EBITDA (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>434.4</td>
<td>+25.2%</td>
<td>19.3</td>
</tr>
<tr>
<td>GOM</td>
<td>193.6</td>
<td>44.6%</td>
<td>66.2</td>
</tr>
<tr>
<td>Net Debt</td>
<td>38.0</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Q3 2021 Results

<table>
<thead>
<tr>
<th>Category</th>
<th>Value (€m)</th>
<th>Change</th>
<th>Adjusted EBITDA (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>142.4</td>
<td>+22.1%</td>
<td>19.6</td>
</tr>
<tr>
<td>GOM</td>
<td>59.9</td>
<td>42.1%</td>
<td>7.4</td>
</tr>
<tr>
<td>Net Debt</td>
<td>30.9</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th></th>
<th>€m</th>
<th>9M 2021</th>
<th>9M 2020</th>
<th>Var %</th>
<th>Var % Net FX</th>
</tr>
</thead>
<tbody>
<tr>
<td>EMEAI</td>
<td>244.0</td>
<td>179.6</td>
<td></td>
<td>35.9%</td>
<td>36.5%</td>
</tr>
<tr>
<td>Americas</td>
<td>124.0</td>
<td>112.3</td>
<td></td>
<td>10.4%</td>
<td>17.6%</td>
</tr>
<tr>
<td>APAC</td>
<td>66.4</td>
<td>55.2</td>
<td></td>
<td>20.5%</td>
<td>21.4%</td>
</tr>
<tr>
<td>Total Datalogic</td>
<td>434.4</td>
<td>347.1</td>
<td></td>
<td>25.2%</td>
<td>28.0%</td>
</tr>
</tbody>
</table>

- **EMEAI**: 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

<table>
<thead>
<tr>
<th>Segment</th>
<th>€m 9M 2021</th>
<th>€m 9M 2020 Restated*</th>
<th>Var %</th>
<th>Var % Net FX</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>152.7</td>
<td>143.4</td>
<td>6.5%</td>
<td>9.5%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>117.3</td>
<td>82.7</td>
<td>41.7%</td>
<td>43.2%</td>
</tr>
<tr>
<td>Transportation &amp; Logistics</td>
<td>59.3</td>
<td>38.1</td>
<td>55.5%</td>
<td>59.0%</td>
</tr>
<tr>
<td>Healthcare</td>
<td>12.3</td>
<td>10.9</td>
<td>13.3%</td>
<td>16.6%</td>
</tr>
<tr>
<td>Channel</td>
<td>80.0</td>
<td>60.8</td>
<td>31.6%</td>
<td>34.5%</td>
</tr>
<tr>
<td><strong>Total DL Business</strong></td>
<td><strong>421.6</strong></td>
<td><strong>335.9</strong></td>
<td><strong>25.5%</strong></td>
<td><strong>28.2%</strong></td>
</tr>
<tr>
<td>Informatics</td>
<td>13.7</td>
<td>12.1</td>
<td>13.6%</td>
<td>20.1%</td>
</tr>
<tr>
<td>Intra division</td>
<td>(0.9)</td>
<td>(0.9)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Datalogic</strong></td>
<td><strong>434.4</strong></td>
<td><strong>347.1</strong></td>
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</tr>
</tbody>
</table>

- **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
- **Fix Retail Scanners**: MID-RANGE SCAN ENGINE
- **Hand Held Scanners**: QuickScan QD2500
- **Industrial Automation**: STS320
- **Manufacturing**: Lidar Guidance Scanner LGS-N50
- **Sensors**: Matrix 320 new models
- **T & L**: SC5100

- **WebSentinel Plus Investigator**
- **Mass Flow Detection System (MFDS)**

- **Skorpio X5 XLR Introduction**
- **QuickScan QW500 Series – Corded**
- **ALADDIN Configuration Tool**

- **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

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

- **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

€ m

9M 2020
Volume
Price
Mix
Productivity
Structure
INFX
FX/other
9M 2021

Positive Items
Negative Items

10.7% on Group Revenues

15.2% on Group Revenues
Net Debt & Cash Flow Analysis: Dec’20 – Sep’21

€ m

8.2 66.2 (43.2) (17.7) (17.7) (9.2) (1.3) (1.3) 4.8

NFP Dec 20 EBITDA Adj. Ch TWC Capex* Taxes Net Financial Charges Dividend Payment Purch Own Shares Other MD Acquisition NFP Sep 21

* 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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