



9M 2022 Results

Conference Call

NOVEMBER 10, 2022

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9M 2022 & Q3 2022 Results¹



9M 2022 Results

€ m

REVENUES
€476.5
+10.3%

GOM
€201.0
42.2%
(-2.6 pp)

Adj. EBITDA
€56.3
11.8%
(-3.5 pp)

NET RESULT
€ 15.8
3.3%
(-3.7 pp)

Q3 2022 Results

€ m

REVENUES
€161.9
+14.1%

GOM
€70.8
43.8%
+1.5 pp

Adj. EBITDA
€22.0
13.6%
(-0.0 pp)

NET RESULT
€6.7
4.2%
(-0.8 pp)

Net Debt at €83.6M

¹ The comparative results as of September 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.

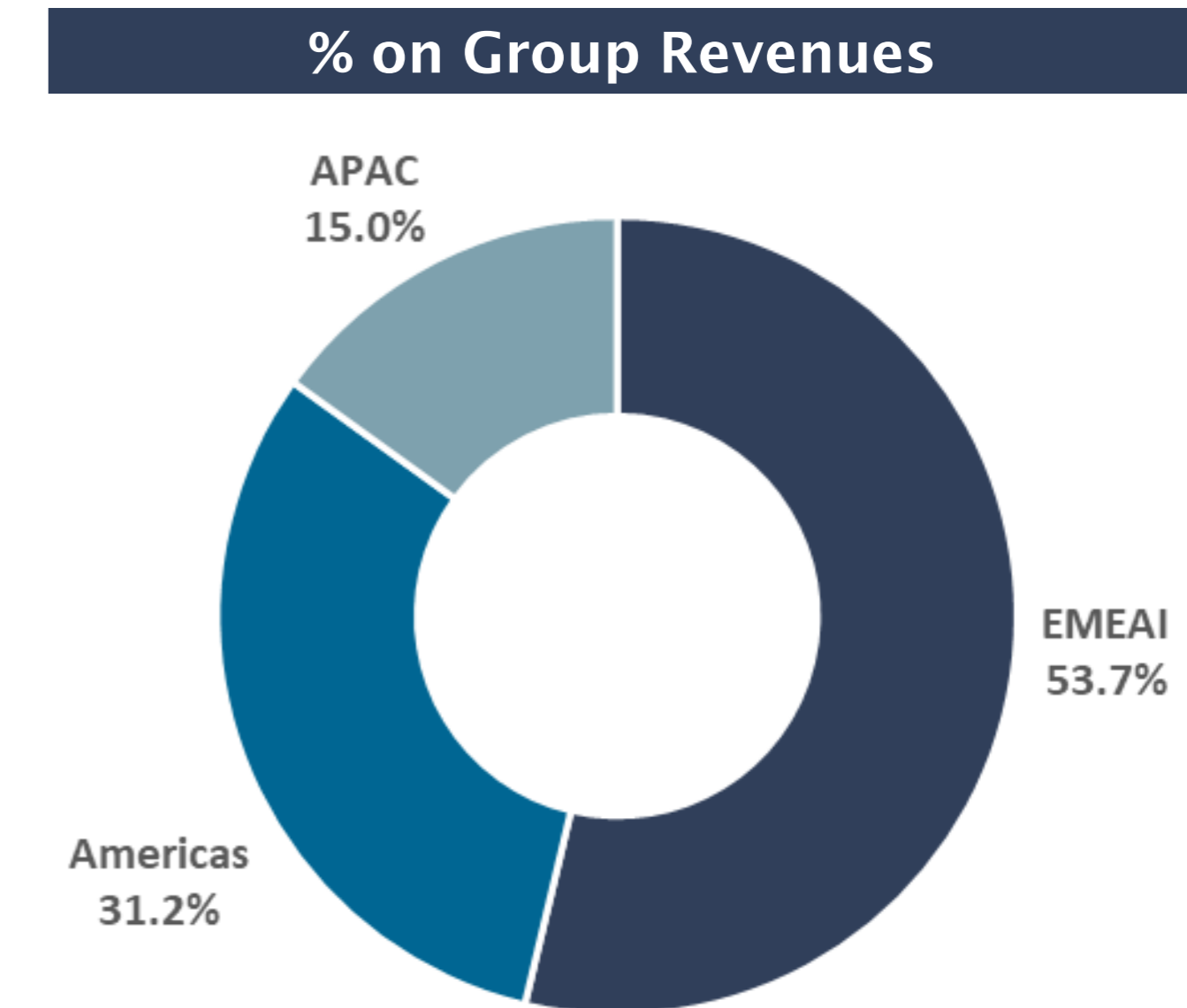
9M 2022 Highlights: progressive improvement on a quarterly basis



- ❑ **Top line growth +10.3%** (+4.8% Net FX), **Q3 accelerating at +14.1%** (+6.9% Net FX) across main geographies and sectors
- ❑ **Positive price/mix in the quarter** across main geographies and product lines
- ❑ **Revenue from new products (vitality index) at 15.5%** vs 11.8% in 9M2021
- ❑ **Price/Mix, less recourse to spot buy and product redesign improve the Gross Operating Margin at 42.2%**
- ❑ **R&D Cash Out at €47.0M**, steady at around 10.0% on revenues, **executing technological roadmap**
- ❑ **Adj EBITDA margin at 11.8%** (13.6% in Q3 in line with previous year)
- ❑ **Net Debt at €83.6M**, mainly affected by high Net Working Capital

Group Revenues by Geography

€m	9M 2022	9M 2021 Restated ¹	Var %
EMEAI	256.0	241.3	6.1%
Americas	148.8	124.0	20.0%
APAC	71.7	66.6	7.6%
Total Datalogic	476.5	431.9	10.3%



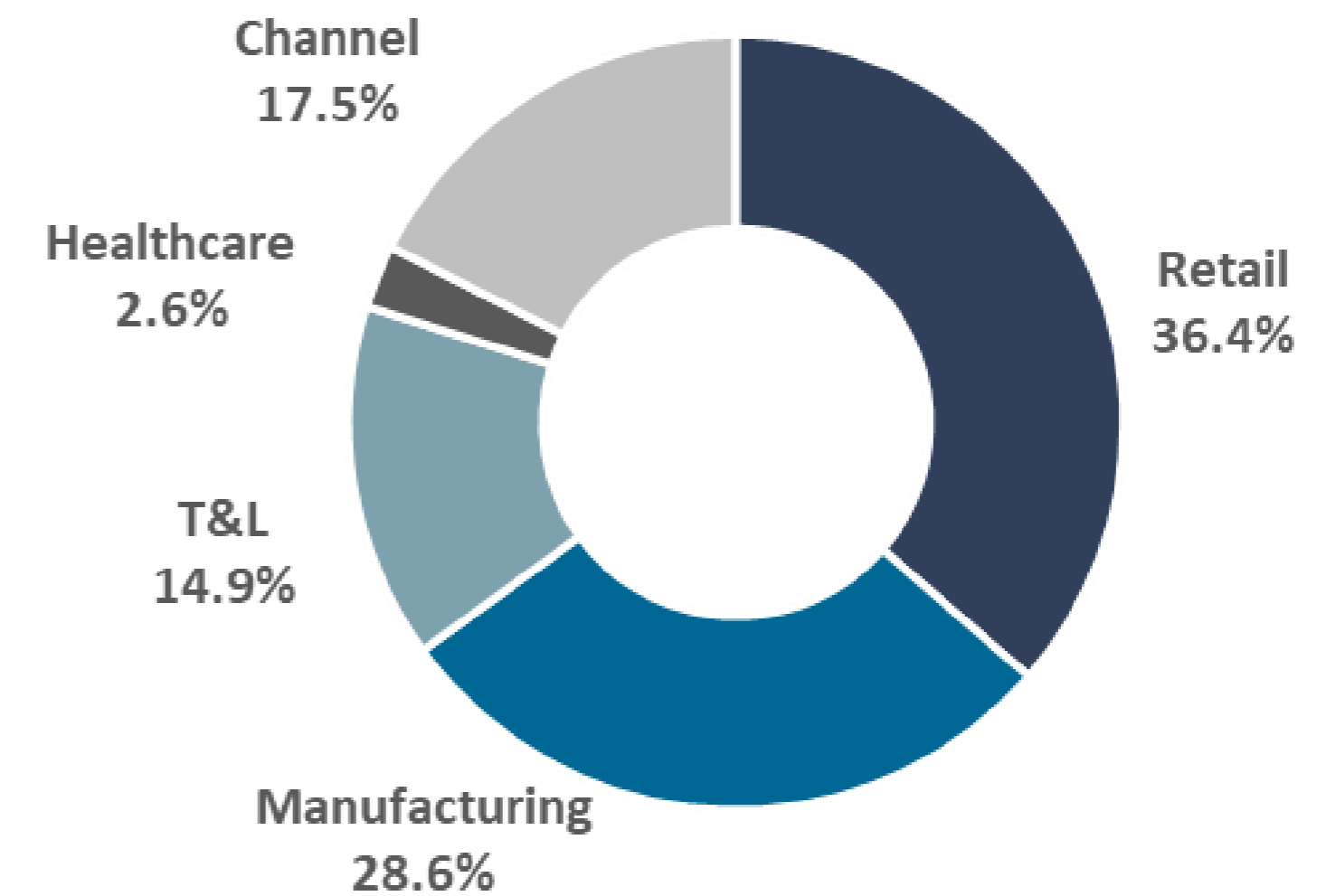
- ❑ **EMEAI: Group's first market grows by 6.1%** (+5.2% Net FX), mainly driven by **UK & Nordics and Iberia**
- ❑ **AMERICAS: Group's second-largest market leads the overall growth at +20.0%** (+6.9% Net FX), across all the main industries and product lines
- ❑ **APAC: Strong performance in Japan (> +30% Net FX)**

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Group Revenues by Segment

€m	9M 2022	9M 2021 Restated ¹	Var %
Retail	168.8	153.2	10.2%
Manufacturing	132.9	120.5	10.2%
Transportation & Logistics	68.9	58.8	17.3%
Healthcare	12.3	13.9	(11.9%)
Channel	81.3	72.8	11.7%
Total DL Business	464.2	419.1	10.8%
Informatics	13.7	13.7	0.3%
Intra division	(1.4)	(0.9)	
Total Datalogic	476.5	431.9	10.3%

% on DL Business Revenues



- ❑ **Retail:** +10.2% driven by double digit performance in APAC (+39.7%) and Americas (+29.6%)
- ❑ **Manufacturing:** Americas and EMEAI lead the sector's performance, recording growth of 34.3% and 12.9% respectively
- ❑ **T&L:** highest growing industry, at double digits in all geographical areas led by major projects
- ❑ **Channel:** positive performance in all geographic areas, particularly in EMEAI and Americas

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New Product Launches and Innovation

Mobile Computer

Hand Held Scanners



ANDROID 11 for PDT and PDA Devices



QUICKSCAN™ QM/QBT2500 – Cordless Models

- Vitality Index** at 15.5%.
- R&D Cash Out*** at 9.9% in line with the 9M 2021. Commitment to Product Development Roadmap continues.

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

9M 2022 P&L



€ m	9M 2022	9M 2021 Restated ¹	Var %
Revenues	476.5	431.9	10.3%
Gross Margin	201.0	193.6	
<i>% on Revenues</i>	42.2%	44.8%	-2.6 pp
Operating expenses	(167.7)	(147.8)	
<i>% on Revenues</i>	(35.2%)	(34.2%)	-1.0 pp
Adjusted EBITDA	56.3	66.2	
<i>% Adj. Ebitda margin</i>	11.8%	15.3%	-3.5 pp
Adjusted EBIT	33.3	45.8	
<i>% Adj. Ebit margin</i>	7.0%	10.6%	-3.6 pp
EBIT	28.1	37.4	
<i>% Ebit margin</i>	5.9%	8.7%	-2.8 pp
Net Result	15.8	30.3	
<i>% on Revenues</i>	3.3%	7.0%	-3.7 pp

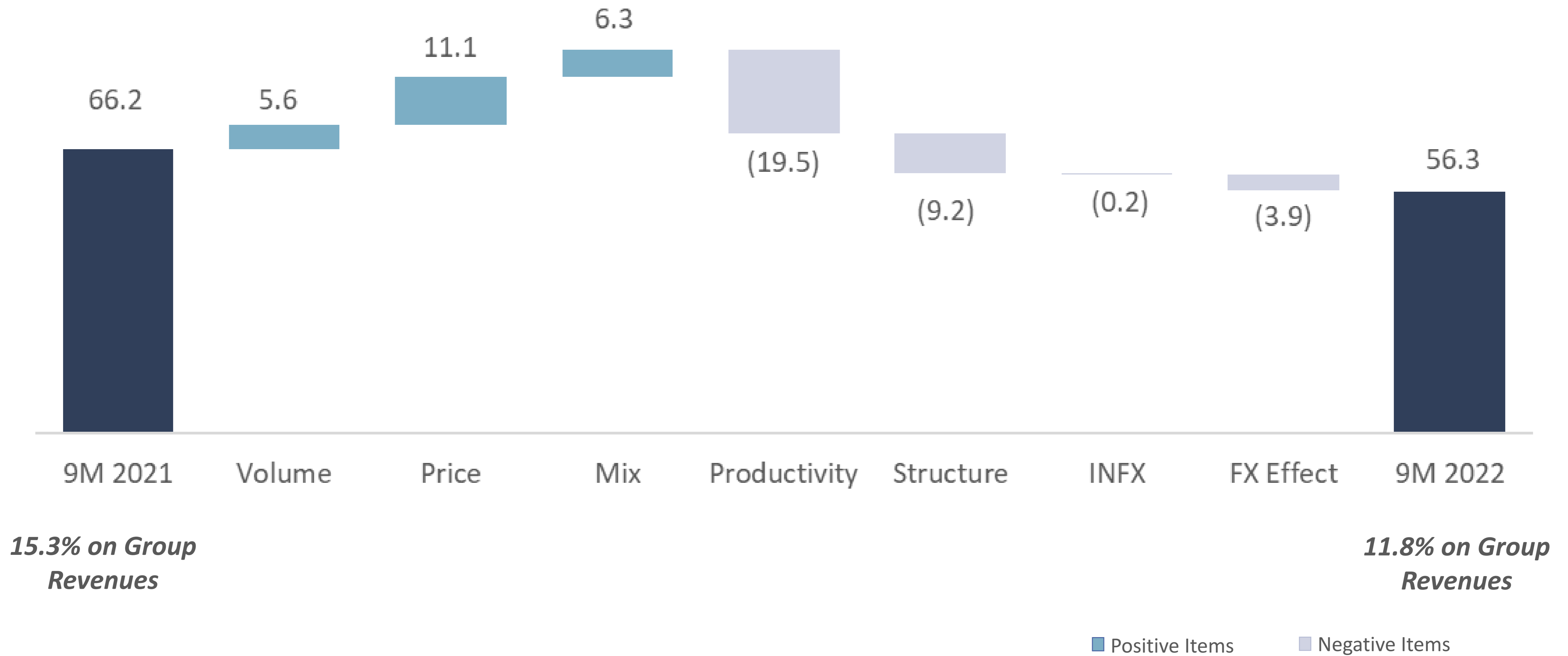
- **Gross Margin at 42.2%: -2.6 pp YoY** . Improvement in Q3 thanks to **positive pricing** and **mix** and **less inflationary effects** on cost
- **Operating expenses at €167.7m**, mainly due to normalized marketing and commercial activities and currency effect
- **Adj EBITDA margin at 11.8% (-3.5 pp YoY)**, in progressive improvement on a quarterly basis
- **Net Result at €15.8m** vs €30.3m in 9M 2021, with negative currency effects hitting financial items

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EBITDA Adj: actual vs last year



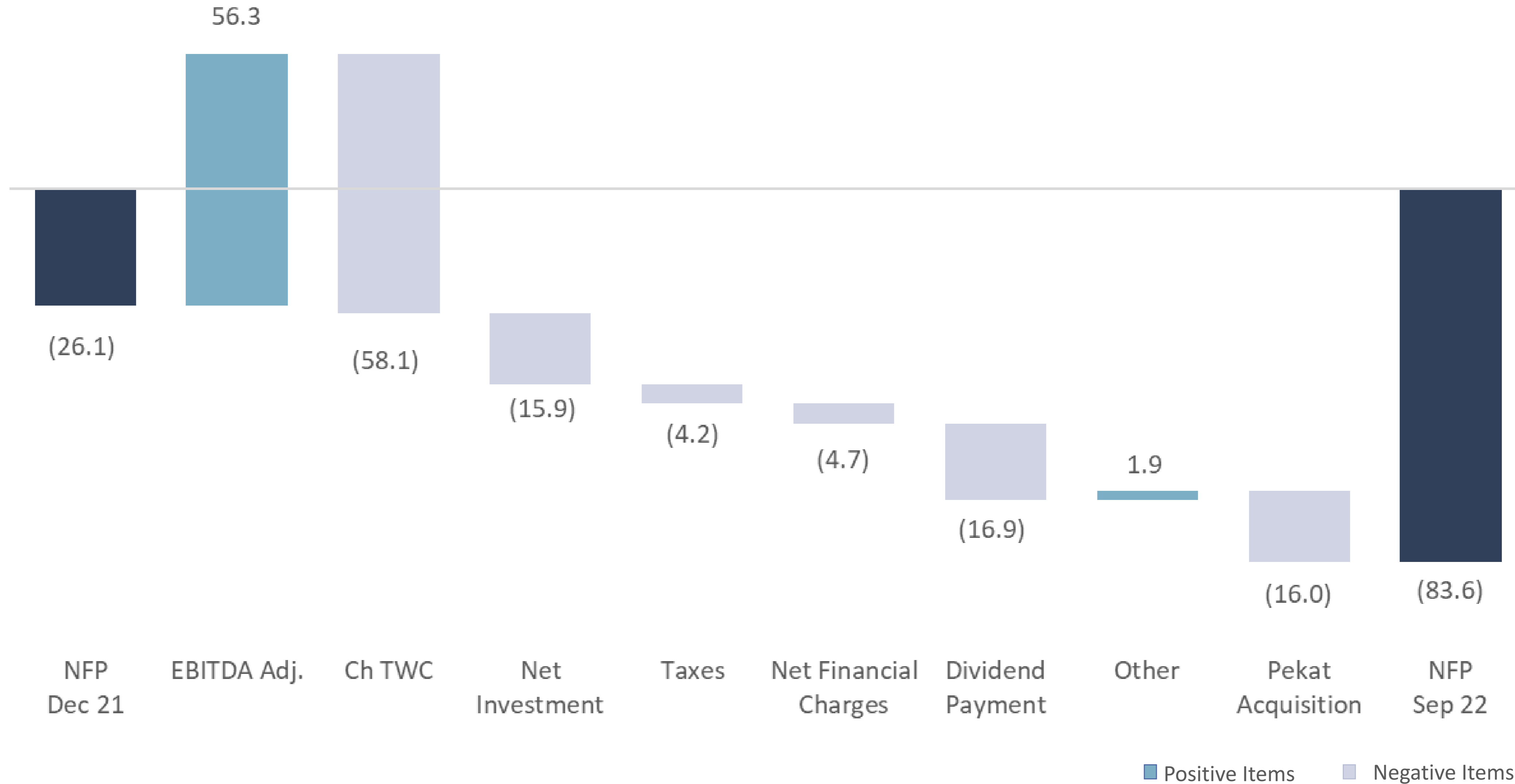
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Net Debt & Cash Flow Analysis : Dec'21 – Sep'22



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Thanks to a **still high backlog** and the actions undertaken on both pricing and supply chain, for **the last quarter of 2022** we remain confident in achieving **sales' growth** compared to the **previous year** and **operating profitability in line** with that recorded in the **first nine months**.

This despite persisting **issues on supply chain**, the **perduring negative booking trend** and **increasing uncertainties over demand** following the deterioration of the economic environment.

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NEXT EVENTS

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THANK YOU

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