



FY 2022 Results Conference Call

MARCH 10, 2023

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FY 2022 & Q4 2022 Results¹



FY 2022 Results

€ m

REVENUES
€654.6
+9.5%

GOM
€274.5
41.9%
(-1.2 pp)

Adj. EBITDA
€80.3
12.3%
(-2.0 pp)

NET RESULT
€ 30.1
4.6%
(-2.0 pp)

Q4 2022 Results

€ m

REVENUES
€178.1
+7.4%

GOM
€73.5
41.3%
+2.7 pp

Adj. EBITDA
€24.0
13.5%
+1.7 pp

NET RESULT
€14.3
8.0%
+2.4 pp

Net Debt at €42.0M

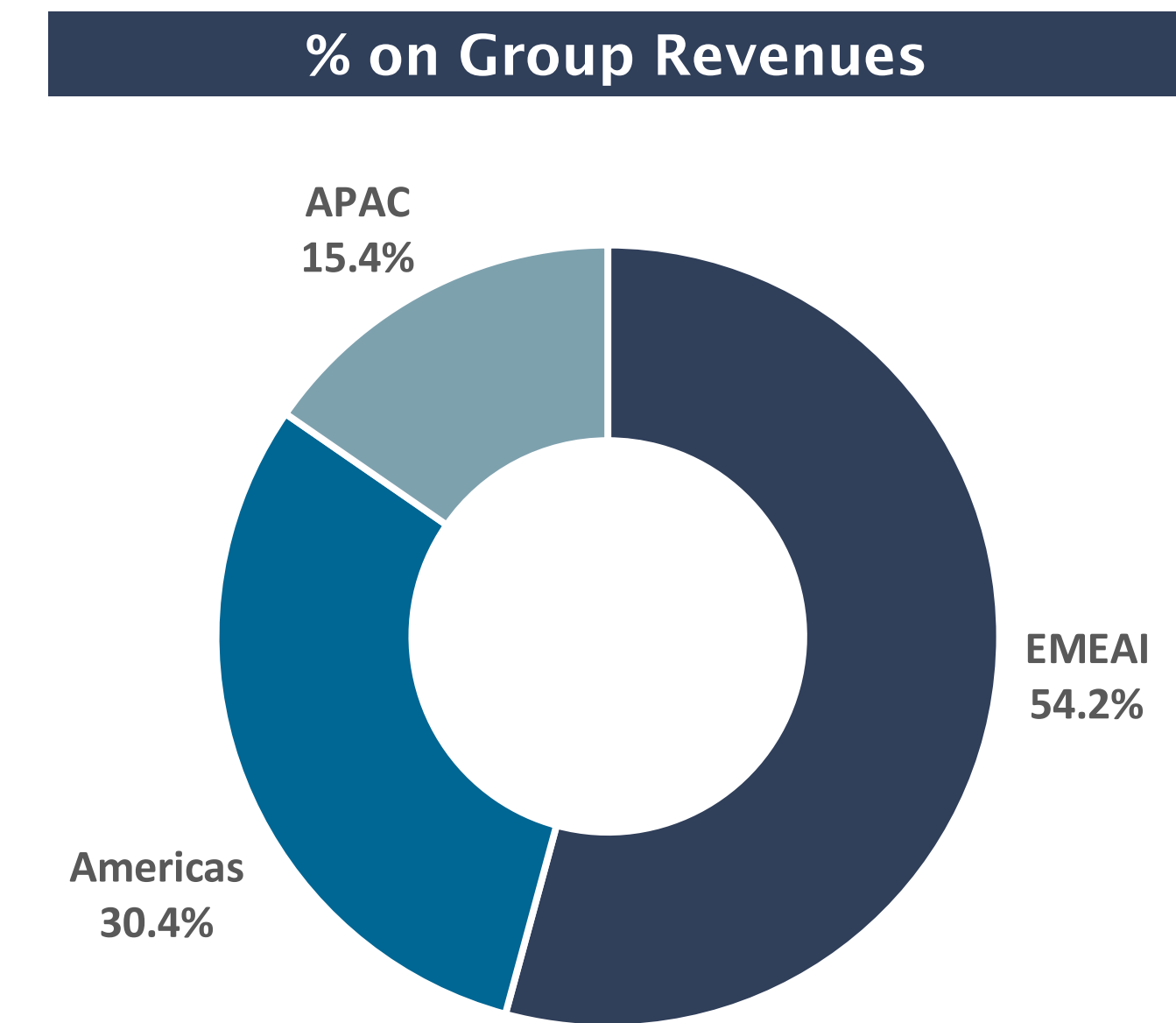
¹ The comparative results as of December 31, 2021 have been restated following the purchase price allocation (PPA) accounting of MD Group acquisition occurred in 2021, as required by the accounting standards IFRS 3 revised and IAS 1, including reclassifications to ensure results comparability.

FY 2022 Highlights: a progressive recovery of sales and profitability

- ❑ **Revenues growth** nearly at double digit and sound recovery of profitability in 2H
- ❑ **Improving performance across all main industries and geographies** despite the complex scenario due to the shortage of components
- ❑ **Positive price/mix in the year** across main geographies and product lines
- ❑ **Revenue from new products (vitality index)** at **13.4%** vs 12.5% in FY2021
- ❑ **Gross Operating Margin** at 41.9% thanks to price/mix discipline and product redesign, partially offsetting components' price headwinds
- ❑ **R&D Cash Out at €64.6M**, steady at around 10.0% on revenues, **executing technological roadmap**
- ❑ **Adj EBITDA margin at 12.3%** (13.5% in Q4, + 1.7 pps vs Q4 2021)
- ❑ **Net Debt down at €42.0M**, thanks to a strong operating cash generation in Q4, and despite a high Net Working Capital resulting from cost inflation and high inventory levels attributable to shortages

Group Revenues by Geography

€m	FY 2022	FY 2021 Restated ¹	Var %
EMEAI	354.9	334.5	6.1%
Americas	199.1	168.1	18.4%
APAC	100.6	95.2	5.6%
Total Datalogic	654.6	597.8	9.5%



- ❑ **EMEAI: Group's first market up by 6.1%** (+5.2% Net FX), led by UK & Nordics, Iberia, Italy and Benelux
- ❑ **AMERICAS: Group's second-largest market leads the overall growth at +18.4%** (+5.7% Net FX), across all the main industries
- ❑ **APAC: +5.6% YoY**, growth mainly driven by Japan (> 30% Net FX), and China

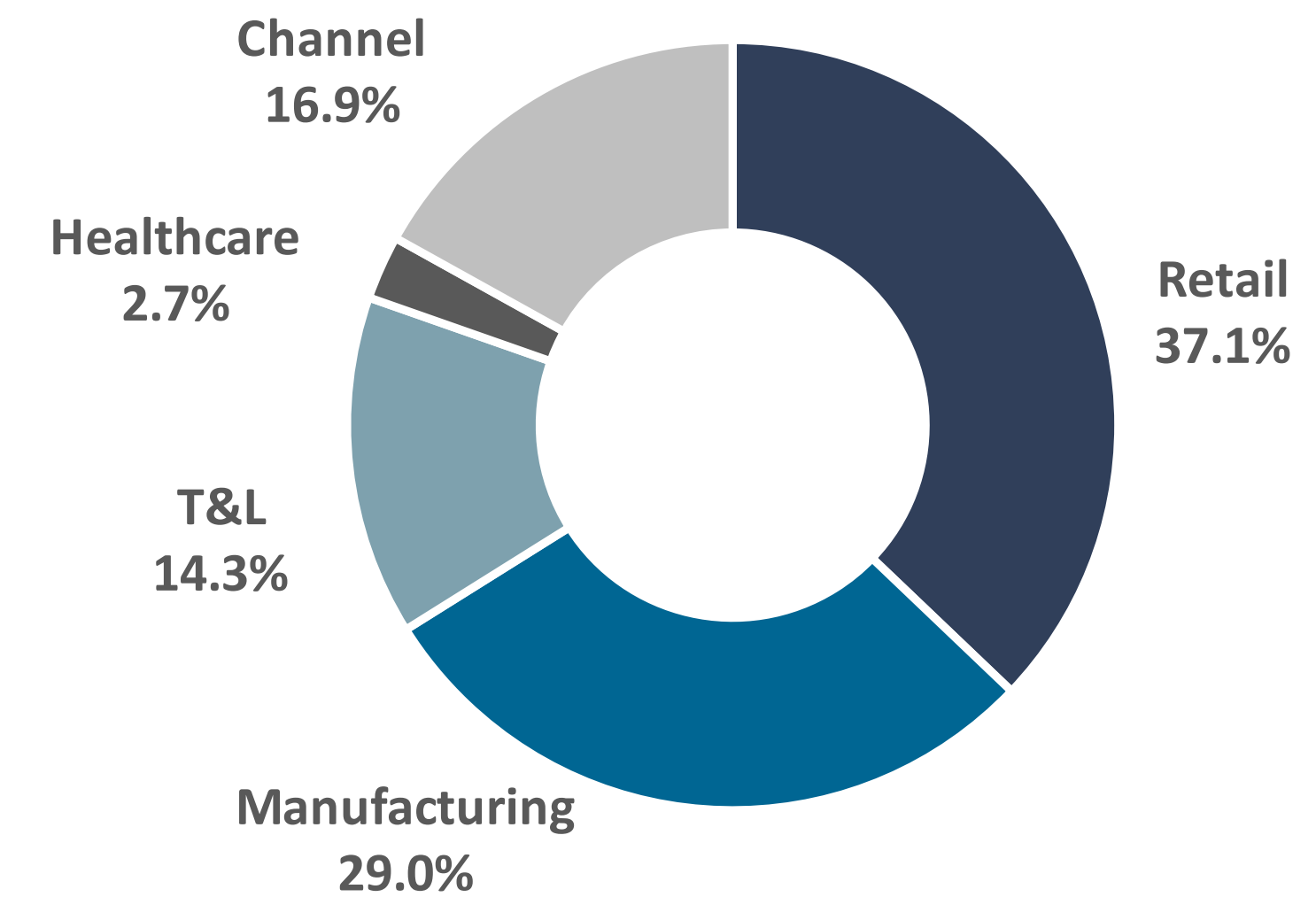
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Group Revenues by Segment



€m	FY 2022	FY 2021 Restated ¹	Var %
Retail	237.0	210.6	12.5%
Manufacturing	184.8	170.5	8.4%
Transportation & Logistics	91.2	80.8	12.9%
Healthcare	17.2	18.2	(5.2%)
Channel	108.0	100.0	8.0%
Total DL Business	638.3	580.1	10.0%
Informatics	18.2	18.9	(3.7%)
Intra division	(1.8)	(1.1)	
Total Datalogic	654.6	597.8	9.5%

% on DL Business Revenues



- ❑ **Retail:** +12.5% driven by double digit performance in APAC (+33.9%) and Americas (+29.4%)
- ❑ **Manufacturing:** Americas and EMEA lead the sector's performance, recording a growth of 28.1% and 11.4% respectively
- ❑ **T&L:** the highest growing industry with an overall improvement of **12.9%**
- ❑ **Channel:** positive performance in all geographic areas

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New Product Launches and Innovation



Mobile Computer



Joya Touch 22

Hand Held Scanners



Powerscan 9600 Series



Quickscan QM2500

Stationary Industrial Scanners

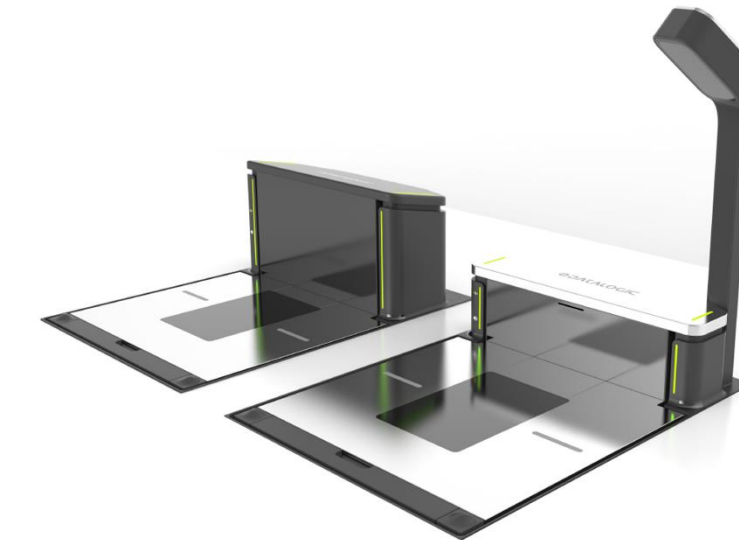


Matrix 320 5MP

Fixed Retail Scanners



Magellan 3410VSi OEM



Magellan 96i/99i SO, SS

Sensors, Safety & Machine Vision



P2X-SERIES C Mount Models



S3N series



SH4 Safety Light Curtain

☐ **Viability Index** at 13.4%

☐ **R&D Cash Out*** at 9.9% in line with the FY 2021 (9.6%). Commitment to Product Development Roadmap continues

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

FY 2022 P&L



€ m	FY 2022	FY 2021 Restated ¹	Var %
Revenues	654.6	597.8	9.5%
Gross Margin	274.5	257.6	
<i>% on Revenues</i>	41.9%	43.1%	-1.2 pp
Operating expenses	(225.4)	(199.4)	
<i>% on Revenues</i>	(34.4%)	(33.4%)	-1.1 pp
Adjusted EBITDA	80.3	85.7	
<i>% Adj. Ebitda margin</i>	12.3%	14.3%	-2.0 pp
Adjusted EBIT	49.1	58.2	
<i>% Adj. Ebit margin</i>	7.5%	9.7%	-2.2 pp
EBIT	40.9	47.0	
<i>% Ebit margin</i>	6.3%	7.9%	-1.6 pp
Net Result	30.1	39.5	
<i>% on Revenues</i>	4.6%	6.6%	-2.0 pp

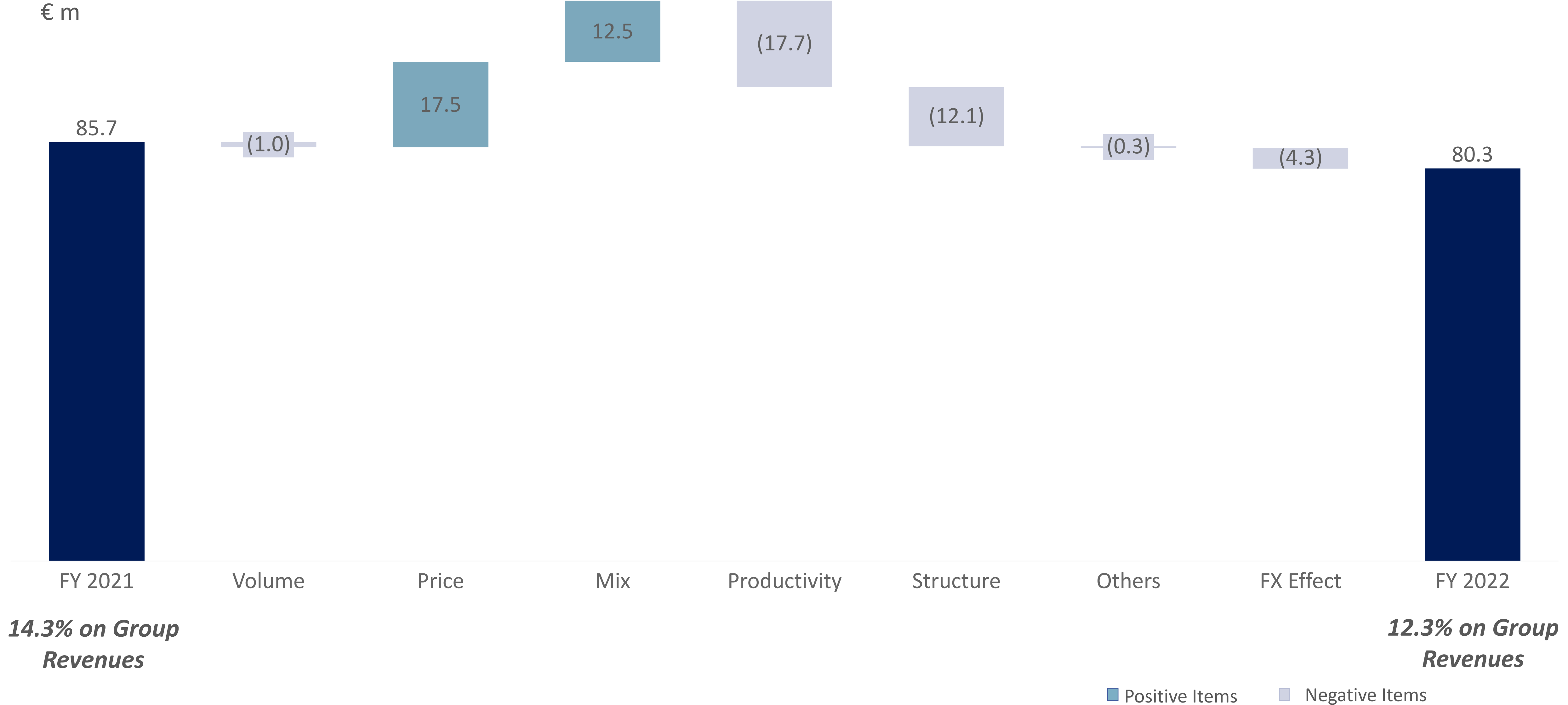
- **Gross Margin at 41.9%: -1.2 pp YoY** . Improvement in Q4 and 2H compared to previous year thanks to **positive pricing** and **mix** and **less inflationary effects** on cost
- **Operating expenses at €225.4m**, mainly due to a negative currency effect, and normalized marketing and commercial activities
- **Adj EBITDA margin at 12.3%** (-2.0 pp YoY), in progressive improvement across the year, with a 2H at 13.5%, up by approx. 1pp vs previous year
- **Net Result at €30.1m vs €39.5m in FY 2021**

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EBITDA Adj: actual vs last year



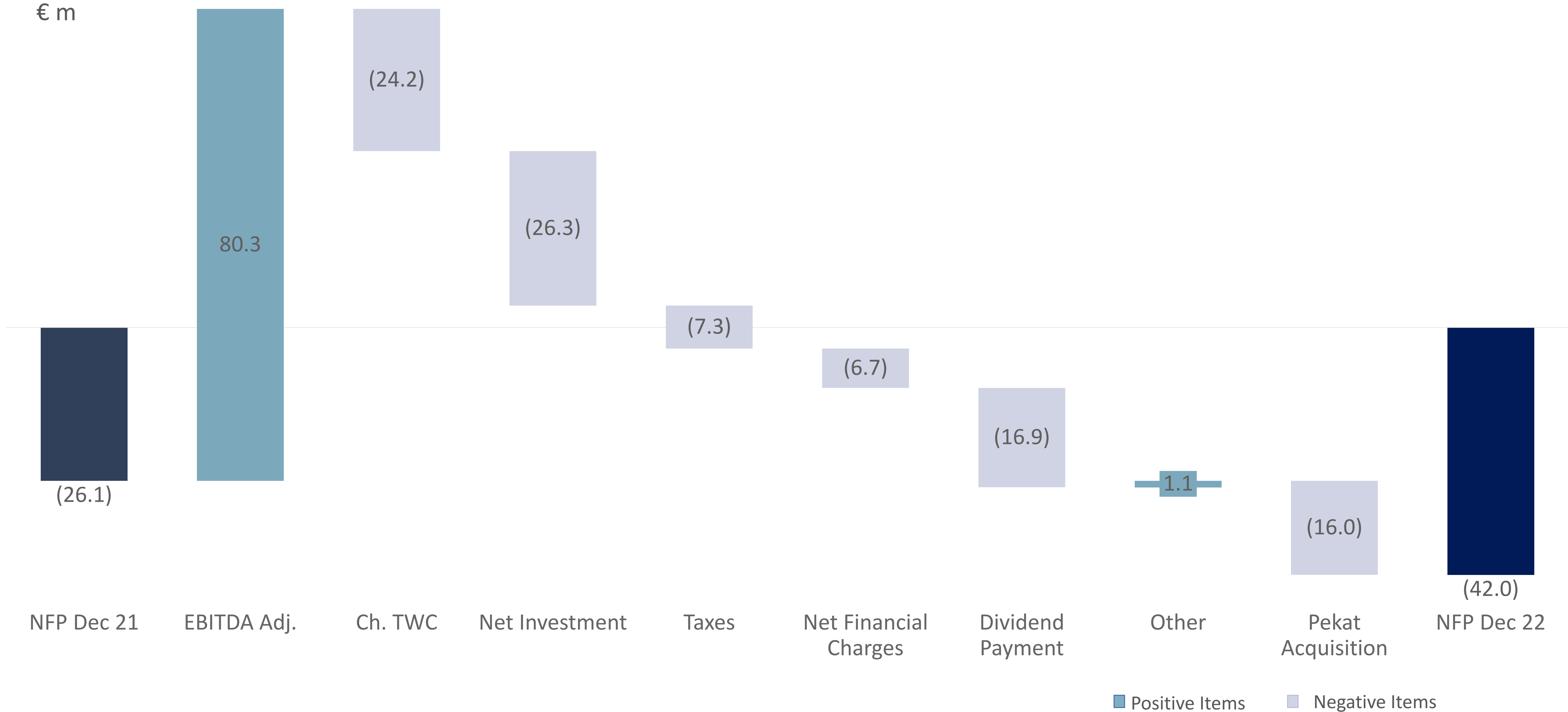
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Net Debt & Cash Flow Analysis : Dec'21 – Dec'22



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