PRESS RELEASE

DATALOGIC (Euronext Star Milan: DAL)

THE BOARD OF DIRECTORS APPROVES DRAFT STATUTORY AND CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2021

- **Revenues at €600.5 million, +26.4% at constant exchange rates compared to previous year;**
- **Adjusted EBITDA at €85.7 million, +46.9%, Adjusted EBITDA margin at 14.3%, + 2.1 pts compared to 2020;**
- **Net Result at €39.5 million, +€25.7 million compared to 2020;**
- **Net Debt at €26.1 million; €8.9 million cash net of MD acquisition;**
- **Board of Directors proposes the Shareholders' Meeting a dividend, gross of withholdings, of 30 euro cents per share.**

Bologna, 10 March 2022 - The Board of Director of Datalogic S.p.A. (Borsa Italiana S.p.A.: DAL), a company listed in the Euronext STAR Milan Segment of the Italian Stock Exchange organised and managed by Borsa Italiana S.p.A. ("Datalogic") and global leader in the automatic data capture and industrial automation sectors, approved the draft Statutory and Consolidated Financial Statements as of December 31, 2021.

Datalogic Group CEO, Valentina Volta, stated as follows: *"The Group closes 2021 with a Revenue increase beyond 25% and a backlog growing over 50%. The growth was double-digit in all geographic areas as well as in Manufacturing and T&L industries. The operating expenses' efficiency strategy, albeit investing 10% of Revenues in research and development, enabled a 2,1 pts margin recovery with respect to prior year. Result achieved despite components shortage which affected our gross margin from the second half of 2021. Due to the current geopolitical context and the sharpening of shortage phenoma for the first half of the year we expect turnover growth and margin in a single digit range. Given the solid order backlog, in double digit growth, and the actions undertaken to face electronic components shortages and related cost increase, we envisage a higher sales' conversion rate and a strong margin recovery in the second half of the year."*

	31.12.2021	% on Revenues	31.12.2020	% on Revenues	Change	% Change	% Ch. net FX
Revenues	**600,521**	*100.0%*	**479,828**	*100.0%*	**120,693**	25.2%	**26.4%**
***Adjusted* EBITDA**	**85,692**	*14.3%*	**58,324**	*12.2%*	**27,368**	46.9%	**41.5%**
EBIT	**47,014**	*7.8%*	**18,407**	*3.8%*	**28,607**	155.4%	**134.4%**
Net Profit/(Loss) for the year	**39,540**	*6.6%*	**13,882**	*2.9%*	**25,658**	184.8%	**156.9%**
Net financial position (NFP)	**(26,060)**		**8,218**		**(34,278)**		

As of December 31, 2021, the Group reported **Revenues** at €600.5 million, with an increase of €120.7 million, equal to 25.2% (26.4% at constant exchange rates) compared to €479.8 million recorded in the previous year. Organic growth (net of the exchange rate effect and of MD Group acquisition) was 20.7%.

Gross operating margin, equal to €257.6 million, 42.9% on revenues, decreased by 2.9 pts in terms of impact on revenues compared to 2020 mainly in the second half of the year, where the inflationary effects on materials and logistic costs caused by the *shortage,* but also a less favorable mix, only partially offset by pricing.

Operating and other expenses, amounting at €200.7 million, rising by 8.0% compared to €185.8 million recorded in 2020, continue to show the effectiveness of the cost optimization strategy, improving the impact on turnover by 5.3 pts. The careful strategy of operating expenses control, defined in 2020 in response to the changed macroeconomic scenario, made it possible to achieve structural efficiencies, which allowed the Group to invest resources more selectively in strategic activities, continuing to support the growth. This plan, combined with volumes' recovery, contributed to the improvement of operating expenses on revenues from 38.7% to 33.4%.

Research and Development expenses, amounting at €55.3 million increased by €3.2 million compared to 31 December 2020, 9.2% on revenues, compared to 10.8% of previous year. Total Research and Development spending, gross of investments, amounted to €57.6 million (€63.0 million in the previous year), reaching an incidence of 9.6% on revenues.

Distribution expenses, amounting at €99.6 million, rose by 4.8% compared to 2020 (€95.0 million in 2020), albeit improving incidence on revenues to 16.6% from 19.8% in 2020, thanks to structural operational efficiencies achieved on the commercial organization as well as to the persistence of temporary mobility restrictions for commercial initiatives and events.

Adjusted EBITDA amounted at €85.7 million, increasing by €27.4 million compared to 2020. The ***Adjusted* EBITDA *margin*** as of December 31, 2021, was 14.3%, improving by 2.1 pts compared to 12.2% recorded in the previous year, after having maintained a pre-pandemic marginality in the first part of the year. Rising inflationary challenges, not yet fully offset by price increases, led to a contraction in profitability in the second half of the year.

Operating result (EBIT) was €47.0 million, equal to 7.8% of revenues, compared to €18.4 million as of December 31, 2020 (3.8% on revenues).

Net Financials, negative by €2.6 million, recorded an improvement of €3.8 million compared to previous year, due to a more favorable trend of foreign exchange differences.

Net profit for the period amounted at €39.5 million 6.6% of revenues (€13.9 million as of December 31, 2020, equal to 2.9% of revenues).

Net Trade Working Capital as of December 31, 2021, amounted at €84.9 million and shows an increase of €37.1 million compared to 31 December 2020, of which €7.2 million as a result of the change in the consolidation area. The impact on revenues of Net Trade Working Capital rose from 10.0% as of December 31, 2020, to 14.1% in 2021 and, on a like-for-like basis, to 13.7%. The change in the year is impacted by the increase in inventories as a consequence of higher demand and shortages of some electronic and plastic components that have affected many industries globally in 2021. The inventories' increase is reflected in a greater commercial exposure to suppliers by €42.1 million, partially offset by the increase in trade receivables of €20.7 million, resulting from higher volumes.

Net Invested Capital, at €447.8 million (€362.1 million as of December 31, 2020), increased overall by €85.6 million, of which €72.3 million on fixed assets and €24.4 million on Net Working Capital.

Net Financial Position as of December 31, 2021 was negative by €26.1 million. The change in the period of €34.3 million is due to the MD acquisition for €35.0 million. Excluding the effects of the acquisition, the Net Financial Position would have been positive and equal to €8.9 million. The operating cash generated in the period equal to €22.0 million, compared to 31 December 2020, is a result of a greater absorption by working capital, due to higher supply of inventories to manage shortages and the acceleration in demand, but benefited of a more selective approach on investments and the lower negative impact of net financial charges.

PERFORMANCE BY GEOGRAPHICAL AREA

The breakdown by **geographical area** of Group's revenues in 2021, compared with the previous year, is reported below:

	31.12.2021	%	31.12.2020	%	Change	% change	% Ch. net FX
Italy	*57,702*	*9.6%*	*44,620*	*9.3%*	*13,082*	*29.3%*	*29.3%*
EMEAI (excluding Italy)	*280,083*	*46.6%*	*210,207*	*43.8%*	*69,877*	*33.2%*	*33.5%*
Total EMEAI	337,785	56.2%	254,827	53.1%	82,958	32.6%	32.8%
Americas	167,693	27.9%	151,193	31.5%	16,500	10.9%	15.1%
APAC	95,043	15.8%	73,808	15.4%	21,236	28.8%	27.6%
Total Revenues	**600,521**	**100.0%**	**479,828**	**100.0%**	**120,693**	**25.2%**	**26.4%**

The **EMEAI** region closed the year with an increase in revenues of 32.6% (+32.8% net of the exchange rate effect and +23.6% at organic level) compared to 2020, with growth in all the countries of the area. The most notable performances were led by Spain, France and the Netherlands, which recorded a 34.0% growth during the year. An excellent contribution to the turnover of the area is also brought by the performance of DACH and Italy, second and third market in EMEAI, which recorded growth of 8.2% and 29.3%, respectively.

The **Americas** area, the Group's second market, grew by 15.1% at constant exchange rates.

Sound performance of **APAC**, which grew by 28.8% (+27.6% at constant exchange rates) over 2020, a trend led by China, the first market in the area, followed by Korea (+68.4%) and Japan (+32.9%) that highlight the growing expansion of the Group in the Asia-Pacific market.

PERFORMANCE BY DIVISION

REVENUES BY DIVISION

	31.12.2021	%	31.12.2020	%	Change	%	% ch. net FX
Datalogic	582,736	97.0%	464,580	96.8%	118,156	25.4%	26.6%
Informatics	18,900	3.1%	16,434	3.4%	2,466	15.0%	18.4%
Elimination	(1,115)	-0.2%	(1,186)	-0.2%	71		
Total Revenues	**600,521**	**100.0%**	**479,828**	**100.0%**	**120,693**	**25.2%**	**26.4%**

ADJUSTED EBITDA BY DIVISION

	31.12.2021	% on revenues	31.12.2020	% on revenues	Change	% change
Datalogic	82,953	14.2%	57,445	12.4%	25,508	44.4%
Informatics	2,776	14.7%	890	5.4%	1,886	211.9%
Elimination	(37)		(11)		(26)	
Total Adjusted EBITDA	**85,692**	**14.3%**	**58,324**	**12.2%**	**27,368**	**46.9%**

DATALOGIC DIVISION

As of December 31, 2021 **Datalogic Division** recorded **revenues** at €582.7 million, increasing by 25.4% compared to 31 December 2020 (+26.6% at constant exchange rates). The division's Adjusted EBITDA amounted to €83.0 million, equal to 14.2% of the turnover (12.4% as of December 31, 2020). Below is the breakdown of Datalogic Division's revenues by business sector:

	31.12.2021	%	31.12.2020 Restated	%	Change	%	% ch. net FX
Retail	210,515	36.1%	198,223	42.7%	12,292	6.2%	7.7%
Manufacturing	165,736	28.4%	111,750	24.1%	53,986	48.3%	48.4%
Transportation & Logistics	81,208	13.9%	53,790	11.6%	27,418	51.0%	52.6%
Healthcare	16,187	2.8%	16,451	3.5%	(264)	-1.6%	0.2%
Channel	109,090	18.7%	84,366	18.2%	24,724	29.3%	30.9%
Total Revenues	**582,736**	**100.0%**	**464,580**	**100.0%**	**118,156**	**25.4%**	**26.6%**

- **Retail**

  The Retail sector, the main segment for the Group with 36.1% of divisions' turnover (42.7% as at 31 December 2020), recorded a growth of 6.2% (+7.7% at constant exchange rates) compared to 2020. This segment recorded a good performance of the fixed retail scanners, in which the Group maintains the market leadership with the range of *Magellan* products, and growing performance of mobile and hand held devices for self check-out and for self-scanning, as well as fixed retail scanners for industrial applications used in distribution centers for automatic tracking and sorting applications.

  The area with the best performance was Asia (+23.9%), which accelerated growth especially in the last quarter of the year. A very positive trend was also recorded in EMEAI, the main area of the segment, which consolidated a constant increase in turnover during the year, closing the period with a 10.0% growth. The Americas, in the Retail sector, showed strong signs of recovery in 2021, but was more penalized by the *shortage* in the last part of the year. In this segment, the main sectors are *Grocery* and *Specialty Retail Stores*, where the Group has been able to seize opportunities for market growth in the post-pandemic expansionary phase, also expanding into the *Utilities* sub-sector.

- ### Manufacturing

  The Manufacturing sector, which experienced signs of a slowdown in the last two years, recorded a growth of 48.3% in the year 2021 (48.4% at constant exchange rates, +31.1% at organic level) in all segments of the sector particularly in *Automotive* (+54.4%), *Packaging* (+50.6%) and *Food & Beverage* (+43.8%). The products and services offered by the Group in this segment, in addition to the industrial and laser marking readers, were completed with the range of sensors and safety devices thanks to the acquisition of the MD Group, which contributed of about 17.3% to the growth in the period. EMEAI and Americas led the sector, recording growth of 61.3% (thanks to MD Group acquisition) and 40.3%, respectively, while APAC increased by 28.1%.

- ### Transportation & Logistics

  The Transportation & Logistics sector is a rapidly expanding segment at global level, driven in particular by the growth of *e-commerce*. In this area, the Group recorded an overall growth of 51.0% (+52.6% at constant exchange rates) compared to 2020, with double-digit increases in all geographic areas, thanks to new projects won in the *Courier Express Parcel*, 3PL, Logistics and Airport sub-segments, where Datalogic's data collection, tracking and sorting systems meet the needs of logistics and supply chain automation.

- ### Healthcare

  The Healthcare sector remained substantially stable compared to 2020 (+0.2% at constant exchange rates), with positive trends especially in EMEAI and APAC in the hospital sector, thanks to the *anti-microbial* and *disinfectant ready* solutions, and the pharmaceutical distribution. Datalogic has strengthened its presence in the sector by further developing its range of technological *devices* in the healthcare sector, to guarantee the protection of drugs and the health of patients, mainly with bedside care devices in the hospital sector as well as check out devices in the pharma distribution.

- ### Channel

  Sales through the distribution channel to small and medium-sized customers benefited from the post-pandemic economic recovery with a 29.3% increase (21.5% at organic level) compared to 2020, with an excellent performance in EMEAI (+32.9%), followed by the Americas (+37.2%).

INFORMATICS DIVISION

Informatics Division reported €18.9 million sales in 2021 (€16.4 million as at 31 December 2020), with an increase of 15.0% compared to the same period of the previous year (+18.4% at constant exchange rates). The Adjusted EBITDA margin was 14.7%, compared to 5.4% in 2020. The division was able to take advantage of the first signs of recovery in the American market, continuing the positive performance started at the end of 2020. The overall increase in volumes and a *mix* that sees growth particularly in the services segment (*SaaS*), combined with operating efficiencies, led to a significant improvement in the division's profitability.

QUARTERLY PERFORMANCE

	4Q 2021	*% on Revenues*	4Q 2020	*% on Revenues*	Change	% Change	% Ch. net FX
Revenues	**166,141**	*100.0%*	**132,777**	*100.0%*	**33,364**	25.1%	22.4%
***Adjusted* EBITDA**	**19,537**	*11.8%*	**21,119**	*15.9%*	**(1,582)**	-7.5%	-7.4%
EBIT	**8,698**	*5.2%*	**10,213**	*7.7%*	**(1,515)**	-14.8%	-15.8%
Net Profit/(Loss) for the period	**8,616**	*5.2%*	**9,322**	*7.0%*	**(706)**	-7.6%	-7.6%

In the fourth quarter of 2021, revenues increased by €33.4 million, +25.1% (+16.1% at organic level), standing at €166.1 million, the Group's best quarterly performance ever.

Adjusted EBITDA for the quarter, amounting to €19.5 million (11.8% on revenues), confirms the pressure on operating margins that is impacting the entire industry, triggered by inflation phenomena that have led to an increase in procurement costs both for materials, due to *shortages* and *spot-buys*, and logistics costs, also resulting from capacity constraints in a context of rapidly expanding demand and an increase in air shipments to compensate the global supply chain constraints. At the end of the first half of the year, the Group had already started actions aimed at mitigating the inflationary effects, combining pricing initiatives with structural efficiencies that would allow the operating margins to be maintained over the year in line with expectations.

Net profit for the quarter was €8.6 million (5.2% of turnover); €9.3 million in the fourth quarter 2020 (7.0% of turnover).

SIGNIFICANT EVENTS DURING THE YEAR

On 1 March 2021, the acquisition of the entire share capital of M.D. Micro Detectors S.p.A. from Gruppo Finmasi was completed, through the subsidiary Datalogic S.r.l.
M.D. Micro Detectors S.p.A. (now Datasensing S.r.l.) is a company with registered office in Italy operating in the design, production and sale of industrial sensors. The acquisition was completed for a consideration of approximately €37 million, gross of the cash acquired.

On 29 April 2021, the Shareholders' Meeting appointed the new Board of Directors, to hold office for the financial years 2021-2023, and resolved to distribute an ordinary unit dividend of €0.17 per share, gross of legal withholdings, for an overall amount of €9.6 million.

On 5 August 2021, Datalogic S.p.A., holding company of the Datalogic Group, signed with a pool of banks, led by Unicredit S.p.A and with Banco BPM and BNL-BNP Paribas, a "Roller-Coaster" loan of €100 million, at a fixed interest rate, for a seven years term aimed at optimizing the existing credit lines to support growth and investments. Furthermore, in the renewed commitment of the Group on *Corporate Social Responsibility* matters, the loan agreement incorporates, for the first time in the history of Datalogic, long-term parameters and commitments in the "ESG" area, linked to strategic targets in the field of energy transition and social responsibility.

On 29 October 2021, the Independent Director, Mr Roberto Pisa resigned and on 11 November 2021, Ms Maria Grazia Filippini was appointed by co-option by the Board of Directors of Datalogic S.p.A. She will remain in office until the Shareholders' Meeting of 29 April 2022.

SUBSEQUENT EVENTS

On 17 February 2022, the Company announced the appointment of Mr Alessandro D'Aniello as the new Group Chief Financial Officer and Investor Relator of the Group following the resignation of Ms Laura Bernardelli effective as of 15 March 2022. The appointment of Mr D'Aniello will take effect from 16 March 2022.

The socio-political tensions that led to a conflict between Russia and Ukraine on 24 February 2022, the evolution of which is not yet foreseeable, led Western countries to launch economic sanctions against Russia. The Group has no offices in the countries currently directly affected by the conflict, nor do they represent significant outlet or supply markets for it. The potential effects of this phenomenon on the financial statements will be constantly monitored as the year progresses.

BUSINESS OUTLOOK

In a global macroeconomic context that benefited, particularly the first part of the year, from the rapid economic recovery after the pandemic crisis, but which at the same time was affected by the sequential worsening of inflation, production constraints and logistics capacity, the Group achieved an excellent economic and financial performance during the year.

The growth in turnover reached 25.2%, a trend confirmed also at organic level where the Group has grown on a par with the main global players in the market. Despite the market's challenges caused by inflation and slowdowns in the supply chain, which have become more pronounced starting from the second half of the year, Datalogic closed the year 2021 improving operating margin of over 2 pts and confirming sound cash generation capacity.

The ongoing scenario for 2022 continues to show several uncertainties both at macroeconomic level and geo-political. Under the current geopolitical context and the sharpening of the shortage, Revenue growth and Adjusted EBITDA % are expected in single digit range in the first half of the year.

With solid order backlog, in double digit growth, and the actions undertaken to reduce electronic components shortages and related cost, we expect a higher sales' conversion rate and a strong margin recovery in the second half of the year.

***

At the Shareholders Meeting scheduled for 29 April 2022, the Board of Directors will propose to distribute an ordinary unit dividend, gross of legal withholdings, of €0.30 per share, for a maximum amount of approximately €17.533.947, with coupon detachment on 23 May 2022 (record date 24 May 2022) and payment from 25 May 2022. The notice of convocation of the Shareholders' Meeting and the supporting documentation will be made available within the terms of the law.

***

The Board of Directors also approved the Report on corporate governance and ownership structures and the consolidated non-financial statement pursuant to Legislative Decree 254/2016. The reports will be made available to the public according to the terms and methods set out in the relevant legislation in force.

***

The Board of Directors, having obtained the favourable opinion of the Board of Statutory Auditors, also appointed the new Group CFO, Mr Alessandro D'Aniello, as the manager responsible for preparing the Datalogic Group's financial reports, with effect from 16 March 2022.

***

It is hereby stated that the audit of the draft financial statements has still not been finalised and that the independent auditors' report will therefore be provided within the legal terms. Lastly, it should be noted that the income statement and the statement of financial position attached represent reclassified statements and, as such, are not audited by the independent auditors.
Finally, it should be noted that the Annual Financial Report (pursuant to art. 154 ter of the TUF - Consolidated Law on Finance) of Datalogic S.p.A. will be made available to the public at the company's registered office, at Borsa Italiana S.p.A. and at the authorised storage mechanism "eMarket STORAGE", managed by Spafid Connect S.p.A., as well as on the company's website www.datalogic.com (Investor Relations section) according to the applicable legal and regulatory terms.

***

The Manager in charge of drawing up the Company's accounting statements, Laura Bernardelli, hereby declares, pursuant to paragraph 2, art. 154-bis of the Consolidated Law on Finance, that the accounting disclosure contained in the press release corresponds to the documented results and accounting records.

***

It should also be noted that this press release contains forward-looking statements concerning the intentions, beliefs or current expectations of the Group in relation to the financial results and other aspects of the Group's activities and strategies. Readers of this press release must not place undue reliance on these forward-looking statements as the final results could differ materially from those contained in said forecasts as a result of a multitude of factors, the majority of which are outside the Group's control.

***

Datalogic Group

Datalogic Group is a global technology leader in the automatic data capture and factory automation markets since 1972, specialized in the designing and production of barcode readers, mobile computers, sensors for detection, measurement and safety, machine vision and laser marking systems. Datalogic solutions help increase the efficiency and quality of processes in the Retail, Manufacturing, Transportation & Logistics, and Healthcare industries along the entire value chain.

The world's leading players in these industries use Datalogic products, certain of the attention to the customer and of the quality that the Group has been offering for 49 years.

Today Datalogic Group, headquartered in Bologna (Italy), employs more than 2,800 staff worldwide, distributed in 27 countries, with manufacturing and repair facilities in the U.S.A, Hungary, Slovakia, Italy, China, Vietnam, and Australia, 7 Research & Development centers and 3 DL Labs in Italy, USA, Vietnam, and China.

In 2020, Datalogic had a turnover of 479.8 million euros and invested over 52 million euros in Research & Development, with a portfolio of about 1,200 patents and patent applications.

Datalogic S.p.A. is listed in the Euronext STAR Milan segment of the Italian Stock Exchange since 2001 as DAL.MI. Find more information about Datalogic at www.datalogic.com.

Datalogic and the Datalogic logo are registered trademarks of Datalogic S.p.A. in many countries, including the U.S.A. and the E.U.

Contacts
DATALOGIC S.p.A.
Investor Relations:
Laura Bernardelli
Tel. 051 31 47 011
ir@datalogic.com

Investor Relations Advisor
CDR Communication S.r.l
Vincenza Colucci
Tel. 051 31 47 011 - 3356909547
ir@datalogic.com

RECLASSIFIED CONSOLIDATED INCOME STATEMENT AS OF DECEMBER 31 2021 (1)

	31.12.2021		31.12.2020		Change	% Change
Revenues	**600,521**	**100.0%**	**479,828**	**100.0%**	**120,693**	**25.2%**
Cost of goods sold	(342,931)	-57.1%	(259,880)	-54.2%	(83,051)	32.0%
Gross Operating Margin	**257,590**	**42.9%**	**219,948**	**45.8%**	**37,642**	**17.1%**
Research and Development expenses	(55,283)	-9.2%	(52,039)	-10.8%	(3,244)	6.2%
Distribution expenses	(99,565)	-16.6%	(95,014)	-19.8%	(4,551)	4.8%
General and administrative expenses	(47,484)	-7.9%	(41,183)	-8.6%	(6,301)	15.3%
Other (expenses) and income	1,629	0.3%	2,398	0.5%	(769)	-32.1%
Total operating expenses and other costs	**(200,703)**	**-33.4%**	**(185,838)**	**-38.7%**	**(14,865)**	**8.0%**
Non-recurring costs and revenues	(5,867)	-1.0%	(11,249)	-2.3%	5,382	-47.8%
Amortisation and depreciation from acquisitions	(4,006)	-0.7%	(4,454)	-0.9%	448	-10.1%
EBIT	**47,014**	**7.8%**	**18,407**	**3.8%**	**28,607**	**155.4%**
Financial Income/(Expenses)	(2,271)	-0.4%	(1,502)	-0.3%	(769)	51.2%
Foreign exchange gains/(losses)	(352)	-0.1%	(4,925)	-1.0%	4,573	-92.9%
EBT	**44,391**	**7.4%**	**11,980**	**2.5%**	**32,411**	**270.5%**
Taxes	(4,851)	-0.8%	1,731	0.4%	(6,582)	n.a.
Net Profit/(Loss) for the period from continuing operations	**39,540**	**6.6%**	**13,711**	**2.9%**	25,829	188.4%
Net Profit/(Loss) for the period from discontinued operations		**0.0%**	**171**	**0.0%**	**(171)**	**-100.0%**
Net Profit/(Loss) for the period	**39,540**	**6.6%**	**13,882**	**2.9%**	**25,658**	**184.8%**
Non-recurring costs and revenues	(5,867)	-1.0%	(11,249)	-2.3%	5,382	-47.8%
Amortisation of tangible assets and rights of use	(17,058)	-2.8%	(17,577)	-3.7%	519	-3.0%
Amortisation of intangible assets	(15,753)	-2.6%	(11,091)	-2.3%	(4,662)	42.0%
***Adjusted* EBITDA**	**85,692**	**14.3%**	**58,324**	**12.2%**	**27,368**	**46.9%**

(1) Adjusted EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortisation) or Gross Operating Margin: is a performance indicator not defined under IFRS. However, the management uses it to monitor and assess the company's operating performance, as it is not influenced by volatility due to the various valuation criteria used to determine taxable income, by the total amount and nature of the capital involved or by the related depreciation and amortisation policies. Datalogic defines it as Profit/loss of continuing operations before depreciation of tangible and intangible assets and rights of use, net financial, income taxes and costs and revenues considered by management as non-recurring.

RECLASSIFIED CONSOLIDATED INCOME STATEMENT AS AT 31 DECEMBER 2021 (2)

	31.12.2021	31.12.2020	Change	Ch. %
Intangible assets	81,631	59,175	22,456	37.9%
Goodwill	193,497	171,372	22,125	12.9%
Tangible assets	118,918	103,406	15,512	15.0%
Financial assets and investments in associates	12,335	8,723	3,612	41.4%
Other non-current assets	50,889	42,265	8,624	20.4%
Fixed Assets	**457,270**	**384,941**	**72,329**	**18.8%**
Trade receivables	87,279	66,563	20,716	31.1%
Trade payables	(139,121)	(97,006)	(42,115)	43.4%
Inventories	136,721	78,271	58,450	74.7%
Net Trade Working Capital	**84,879**	**47,828**	**37,051**	**77.5%**
Other current assets	29,309	28,274	1,035	3.7%
Other current liabilities and provisions for risks	(67,349)	(53,708)	(13,641)	25.4%
Net Working Capital	**46,839**	**22,394**	**24,445**	**109.2%**
Other non-current liabilities	(44,923)	(33,958)	(10,965)	32.3%
Post-employment benefits	(7.088)	(6,862)	(226)	3.3%
Non-current Provisions for risks	(4.314)	(4,375)	61	-1.4%
Net Invested Capital	**447,784**	**362,140**	**85,644**	**23.6%**
Shareholders' Equity	**(421,724)**	**(370,358)**	**(51,366)**	**13.9%**
Net financial position (NFP)	**(26,060)**	**8,218**	**(34,278)**	**-417.1%**

(2) The reclassified equity and financial analysis show the aggregations used by the Management to evaluate the Group's equity-financial performance. These are measures generally adopted in financial disclosure practice, which can be immediately related to the accounting data in the primary financial statements which, however, are not identified as accounting measurements in the IFRS issued by Consob referring to ESMA Guideline 32-382-1138 of 4 March 2021.

CONSOLIDATED NET FINANCIAL POSITION AS AT 31 DECEMBER 2021 (3)

	31.12.2021	31.12.2020
A. Cash	106,068	137,440
B. Cash equivalents	12	11
C. Other current financial assets	2,207	12,189
D. Cash and cash equivalents (A) + (B) + (C)	**108,287**	**149,640**
E. Current financial debt	8,041	4,906
E1. Lease payables	*4,446*	*3,375*
F. Current portion of non-current financial debt	*62,888*	*52,860*
G. Current financial debt (E) + (F)	**70,929**	**57,766**
H. Current Net Financial Debt (Financial Position) (G) - (D)	**(37,358)**	**(91,874)**
I. Non-current financial debt	63,418	83,656
I1. Lease payables	*13,100*	*5,763*
J. Debt instruments	-	-
K. Trade and other payables	-	-
L. Non-current financial Debt (I) + (J) + (K)	**63,418**	**83,656**
M. Net Financial Debt/(Net Financial Position) (H) + (L)	**26,060**	**(8,218)**

(3) NFP (Net Financial Position) or Net Financial Debt: this indicator is calculated based on provisions set out by "Consob Warning Notice no. 5/21" of 29 April 2021.

RECONCILIATION OF ALTERNATIVE PERFORMANCE INDICATORS (NON-GAAP MEASURES)

The following table shows the reconciliation between EBITDA and *Adjusted* EBITDA as at 31 December 2021, compared with 31 December 2020.

	31.12.2021		31.12.2020		Change
Adjusted EBITDA	**85,692**	**14.27%**	**58,324**	**12.16%**	**27,368**
Cost of goods sold	567	0.09%	3,325	0.69%	(2,758)
Research and Development expenses	925	0.15%	95	0.02%	830
Distribution expenses	907	0.15%	4,268	0.89%	(3,361)
General and administrative expenses	3,371	0.56%	3,524	0.73%	(153)
Other operating (expenses)/income	97	0.02%	37	0.01%	60
Non-recurring costs/revenues	**5,867**	**0.98%**	**11,249**	**2.34%**	**(5,382)**
EBITDA	**79,825**	**13.29%**	**47,075**	**9.81%**	**32,750**

Non-recurring costs and revenues are shown hereunder.

	31.12.2021	31.12.2020	Change
Covid-19	-	3,802	(3,802)
Reorganisation	5,025	6,528	(1,504)
Other	842	919	(77)
Total	**5,867**	**11,249**	**(5,382)**

Non-recurring costs and revenues relate to income and expenses recognised and incurred in relation to some reorganisation processes targeted at the optimisation of the sales structure, of the industrial footprint and the offices, as well as “M&A” and “Post M&A Integration” activities. These processes involved an assessment of the existing organisational structure in the aforementioned areas, as well as the execution of the plans to implement the new model, which involved, among others, also some change to internal processes, information systems and the managerial control model.

RESTATEMENT OF SEGMENT DISCLOSURE

As envisaged by the International Accounting Standards on segment reporting, in the event of a reorganisation of the business segments, the comparative periods are restated to allow a like-for-like comparison. Below are the restated results following the reorganisation of the commercial function launched in the first quarter and completed in the fourth quarter of 2020, in which some revenue allocation criteria to geographical areas and business segments have been partially redefined to ensure coverage of the various types of end-user and partner customers.

REVENUES BY BUSINESS SEGMENT

	31.12.2020 Reported	*Restatement*	31.12.2020 Restated
Retail	198,257	(34)	198,223
Manufacturing	110,737	1,013	111,750
Transportation & Logistics	53,857	(67)	53,790
Healthcare	17,211	(760)	16,451
Channel	84,518	(152)	84,366
Total Revenues	**464,580**		**464,580**

As part of the reorganisation of the commercial function, the revenue allocation criteria were partially modified, assigning sales to the end-users of partner customers, and previously classified in the industries, according to a criterion of predominance of turnover as communicated by the distribution network, to the Channel sector. This category includes revenues not directly attributable to the other identified segments. The new approach allows for an even more accurate measurement of the performance of the individual sectors, to which only the revenues relating to direct sales made to end-user customers based on their respective segment are attributed. The rationale behind the change in approach is guided by the desire to make the measurement of market trends of the individual sectors more accurate and prompter in order to strengthen the effectiveness and timeliness of the strategic decisions of *go to market*.