

PRESS RELEASE

DATALOGIC (Euronext Star Milan: DAL)

BOARD OF DIRECTORS APPROVES THE CONSOLIDATED INTERIM REPORT AS AT 30 SEPTEMBER 2021

- Revenues for the first nine months at €434.4 million, +28.0% at constant exchange rates year on year;
- Adjusted EBITDA at €66.2 million, +77.8%, Adjusted EBITDA margin at 15.2%, up 4.5 pp compared to the first nine months of 2020;
- Net result at €30.9 million, +€26.4 million vs. Last year;
- Net debt at €38.0 million; €3.1 million before MD acquisition;
- Signed ESG-linked "Roller-Coaster" financing for €100.0 million to support Group's growth.

Bologna, 11 November 2021 – 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 today its Consolidated Interim Report at 30 September 2021.

Datalogic Group CEO, Valentina Volta, stated as follows: *"The Group closed 30 September 2021 achieving double-digit revenues' growth at constant exchange rates in all geographies and industries. With a growth of approximately 60%, at constant exchange rates, T&L is the best performing sector thanks not only to the award of projects with the biggest courier parcels, which are among our clients, but also thanks to new customers' wins in the E-commerce and Retail's logistic. Despite gross operating margin erosion due to the shortage of components, which is affecting the electronics market, we kept our margin above 15%. The R&D investment, about 10% of revenues, is consistent with the execution of the planned roadmap of new product and solutions development. The orders' intake beyond 30% and the actions targeted at mitigating inflation on costs allow us to upgrade our year end expected revenues' growth to the 20%-22% range and an operating profitability improving by two-three percentage points compared to 2020."*

	Nine months ended						
	30.09.2021	% on Revenues	30.09.2020	% on Revenues	Change	% change	% ch. net FX
Revenues	434,380	100.0%	347,051	100.0%	87,329	25.2%	28.0%
Adjusted EBITDA	66,155	15.2%	37,205	10.7%	28,950	77.8%	69.2%
EBIT	38,316	8.8%	8,194	2.4%	30,122	367.6%	321.5%
Net Profit/(Loss) for the period	30,924	7.1%	4,560	1.3%	26,364	578.2%	501.7%
Net financial position (NFP)	(38,039)		(39,871)		1,832		

As of 30 September 2021, the Group reported **revenues** at €434.4 million, increasing by €87.3 million, +25.2% (28.0% at constant exchange rates) compared to €347.1 million reported in the first nine months of 2020. Organic growth (net of the exchange rate effect and MD Group's acquisition) was 22.5%.

Gross Operating Margin, equal to €193.6 million, or 44.6% on revenue, recorded a decrease of about 1.5 pts compared to 30 September 2020 (-1.0 pts on a like-for-like basis), reflects both the less favorable mix and inflationary effects as well as the critical materials and logistics expenses resulting from the *shortage*, not yet fully offset by pricing and productivity in this phase of rapid post-pandemic economic recovery.

Operating expenses and other charges, amounting at €147.8 million, rose by 5.0% compared to €140.7 million recorded in the first nine months of 2020. 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 growth. This plan, associated with volumes' recovery, contributed to the 6.5% improvement in the incidence of operating expenses, whose ratio to turnover improved from 40.5% to 34.0%.

Research and Development expenses were €41.2 million, substantially unchanged with respect to 30 September 2020, reaching 9.5% on revenue, compared to 11.9% in the first nine months the previous year. Total Research and Development spending, including capital expenditures, amounted to €42.3 million, compared to €49.2 million in the same period of the previous year, reaching a 9.7% on revenues, thanks to a strategy of selectivity on investments, as well as to the conclusion of important product development projects in the mobile segment reached at the end of 2020.

Distribution expenses amounted to €72.7 million, up by 2.1% compared to the first nine months of 2020 (€71.2 million in 2020), with an incidence on revenues of 16.7% compared to 20.5% as at 30 September 2020, thanks to both the efficiencies achieved on the sales structure, result of the new sales organisation model whose implementation was completed at the end of 2020, and the postponement of commercial events and trade fairs that were still limited by Covid restrictions, at least for most of the first half of 2021.

Adjusted EBITDA amounted to €66.2 million, increased €29.0 million compared to the first nine months of 2020. **Adjusted EBITDA margin** as of 30 September 2021 reached 15.2% compared to 10.7% reported in the same period of the previous year, increasing for the fourth consecutive quarter, returning to pre-Covid-19 levels despite the increase of inflation caused by *shortages* and a less favorable sales mix, offset by the recovery in volumes, which allowed to partially absorb pricing pressures.

EBIT was €38.3 million, 8.8% on revenues, confirming the gradual return to pre-pandemic levels of operating profitability.

Net financial charges, negative by €1.3 million, improved by €4.7 million compared to the same period of last year, where it suffered the negative effects of exchange rate differences.

Net profit for the period amounted to €30.9 million, 7.1% on revenues, (€4.6 million as of 30 September 2020, 1.3% on revenues).

Net Trade Working Capital as of 30 September 2021 amounted to €99.6 million, with an increase of €51.8 million compared to 31 December 2020, of which €7.9 million as a result of the change in the consolidation area due to the acquisition of the MD Group.

The incidence on turnover of Net Trade Working Capital rose from 10.0% as of 31 December 2020 to 17.6% in 2021 and, on a like-for-like basis, to 17.1%, decreasing by approximately 1 percentage point compared to 30 September 2020 in which it was 18.0%. The change in the period is impacted by the increase in inventories necessary to deal with both the increase in demand and the *shortages* of some electronic and plastic components that are affecting various sectors globally in 2021. The inventories' increase is reflected in a greater commercial exposure to suppliers by €25.9 million, partially offset by the increase in trade receivables of €16.0 million, consequent to volumes recovery.

Net Invested Capital, at €445.7 million (€362.1 million as at 31 December 2020), increased overall by €83.6 million, of which €52.5 million on fixed assets and €32.8 million on Net Working Capital.

Net Financial Position as of 30 September 2021 was negative by €38.0 million. The change in the period of €46.3 million is mainly due to the cash absorbed by the MD acquisition for €35.0 million. Compared to the first nine months of 2020, the cash flow from operations improved by €29.2 million thanks to the recovery of volumes and margins, combined with the selectivity of investments.

PERFORMANCE BY GEOGRAPHICAL AREA

The following table shows the breakdown by geographic area of Group revenues as at 30 September 2021, compared to the same period of the previous year:

	Nine months ended				Change	% change	% ch. net FX
	30.09.2021	%	30.09.2020	%			
Italy	43,306	10.0%	31,117	9.0%	12,189	39.2%	39.2%
EMEA (excluding Italy)	200,651	46.2%	148,448	42.8%	52,203	35.2%	35.9%
Total EMEA	243,957	56.2%	179,565	51.7%	64,391	35.9%	36.5%
Americas	123,973	28.5%	112,322	32.4%	11,652	10.4%	17.6%
APAC	66,450	15.3%	55,165	15.9%	11,285	20.5%	21.4%
Total Revenues	434,380	100.0%	347,051	100.0%	87,329	25.2%	28.0%

EMEA region closed the period with an increase in revenues of 35.9% (+36.5% net of the exchange rate effect and +27.5% at organic) compared to 30 September 2020, with widespread growth in all the countries of the area. The performance of the area is driven by Italy, the second largest market in the region, which saw an increase in turnover of 39.2% compared to 30 September 2020, followed by the Benelux countries which recorded growth of 67.7% in 2021, followed by Spain, which recorded an increase of 41.5%.

The **Americas** area, Group's second market, consolidated signs of a post-pandemic recovery, achieving a growth of 17.6% at constant exchange rates. The double-digit growth concerned the main regions of the market and markedly Latin America (+32.2% at constant exchange rates), where the acceleration of the economic recovery was less intense in the first part of the year, highly considerable also Canada's performance (+62.3% at constant exchange rates).

The **APAC** region grew by 20.5% (+21.4% at constant exchange rates) compared to the same period of 2020, thanks to China, the Group's largest market in the area, but with growth trends of more than thirty percentage points also in Japan and Korea.

PERFORMANCE BY DIVISION

	Nine months ended						
	30.09.2021	%	30.09.2020	%	Change	%	% ch. net FX
Datalogic	421,564	97.0%	335,902	96.8%	85,662	25.5%	28.2%
Informatics	13,701	3.2%	12,059	3.5%	1,642	13.6%	20.1%
Intersegment adjustments	(885)	-0.2%	(910)	-0.3%	25		
Total Revenues	434,380	100.0%	347,051	100.0%	87,329	25.2%	28.0%

	Nine months ended					
	30.09.2021	% on revenues	30.09.2020	% on revenues	Change	%
Datalogic	64,209	15.2%	37,075	11.0%	27,134	73.2%
Informatics	1,965	14.3%	32	0.3%	1,933	6040.6%
Adjustments	(19)		98		(117)	
Total Adjusted EBITDA	66,155	15.2%	37,205	10.7%	28,950	77.8%

DATALOGIC DIVISION

As at 30 September 2021, the **Datalogic division** reported revenues of €421.6 million, up 25.5% compared to 30 September 2020 (+28.2% at constant exchange rates). Adjusted EBITDA of the division was €64.2 million, 15.2% on revenues (11.0% as at 30 September 2020). Below is the breakdown of Datalogic Division's revenues by business sector:

	Nine months ended						
	30.09.2021	%	30.09.2020	%	Change	%	% ch. net FX
			Restated				
Retail	152,745	36.2%	143,379	42.7%	9,365	6.5%	9.5%
Manufacturing	117,257	27.8%	82,740	24.6%	34,517	41.7%	43.2%
Transportation & Logistics	59,271	14.1%	38,121	11.3%	21,150	55.5%	59.0%
Healthcare	12,335	2.9%	10,890	3.2%	1,445	13.3%	16.6%
Channel	79,956	19.0%	60,771	18.1%	19,185	31.6%	34.5%
Total Revenues	421,564	100.0%	335,902	100.0%	85,662	25.5%	28.2%

▪ Retail

The Retail sector, the main segment for the Group with 36.2% of divisional turnover (42.7% as at 30 September 2020), recorded an improved performance of 6.5% (+9.5% at constant exchange rates) compared to the same period of 2020. The sector recorded double-digit growth in APAC (+20.4% at constant exchange rates) and in EMEAI of 11.2% (+12.2% at constant exchange rates), which offset the Americas more affected by the shortage. In this segment, the food sub sector, less impacted by the contraction in demand due to Covid, continues to consolidate growth trends since the end of the previous year, followed by a gradual and significant improvement in the non-food sub sector mainly in the Speciality Retail Stores and Department Stores.

▪ Manufacturing

The Manufacturing sector grew by 41.7% (43.2% at constant exchange rates, +27.1% organic), with a highly positive trend in all geographical areas: EMEAI +58.0% (+58.6% at constant exchange rates), Americas +29.0% (+36.7% at constant exchange rates), APAC +19.0% (+19.6% at constant exchange rates) driven by the recovery of investments

in the Automotive sector followed by Packaging. The MD Group contributed approximately 16.1% to the growth of the sector in the period.

▪ **Transportation & Logistics**

The Transportation & Logistics sector recorded the best performances in the period, with an overall growth of 55.5% (+59.0% at constant exchange rates) compared to the first nine months of 2020, with double-digit increases in all areas, thanks to the award of new projects in the sub-segments Courier Express Parcel, Logistics and Airports.

▪ **Healthcare**

The Healthcare sector continued its positive and progressive growth trend, recording an increase of +13.3% compared to the first nine months of 2020 (+16.6% at constant exchange rates), with positive trends especially in EMEAI and APAC in the hospital sectors, thanks to the anti-microbial and disinfectant ready solutions, and to pharmaceutical distribution.

▪ **Channel**

Sales through the distribution channel to small and medium-sized customers benefited from the post-pandemic economic recovery with an increase of 31.6% (34.5% at constant exchange rates) compared to the first nine month of 2020, with an excellent performance in EMEAI (+45.2%), followed by the Americas (+20.7%). The APAC region was penalized with a 7.9% drop.

INFORMATICS DIVISION

The **Informatics Division** reported €13.7 million sales in the first nine months of 2021 (€12.1 million as at 30 September 2020), with an increase of 13.6% compared to the same period of the previous year (+20.1% at constant exchange rates). The Adjusted EBITDA margin was 14.3%, compared to 0.3% in the first nine months of 2020. The division was able to take advantage of the first signs of recovery in the American market, continuing the positive performance started in the fourth quarter of 2020. The overall increase in volumes and a mix that sees growth in particular in the services segment (*SaaS*), combined with operating efficiencies, led to a gradual improvement in the division's profitability.

QUARTERLY PERFORMANCE

	3Q 2021	<i>% on Revenues</i>	3Q 2020	<i>% on Revenues</i>	Change	<i>% change</i>	% ch. net FX
Revenues	142,370	100.0%	116,637	100.0%	25,733	22.1%	21.6%
Adjusted EBITDA	19,315	13.6%	18,840	16.2%	475	2.5%	-2.0%
EBIT	10,100	7.1%	7,860	6.7%	2,240	28.5%	17.7%
Net Profit/(Loss) for the period	7,390	5.2%	4,573	3.9%	2,817	61.6%	44.1%

In the third quarter of 2021, revenues increased by €25.7 million, +22.1% (+14.8% organic, and +21.6% net of the exchange rate effect), amounting at €142.4 million.

Adjusted EBITDA, amounting to €19.3 million (13.6% of revenues), saw the partial recovery of the inflationary effects thanks to volumes and operational efficiencies that allowed to keep operating margin in line with expectations.

Net profit for the quarter was €7.4 million (5.2% of turnover) shows a significant recovery compared to the same quarter of 2020, when it was €4.6 million (3.9% of turnover).

SIGNIFICANT EVENTS OF THE PERIOD

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. 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, after 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., along with Banco BPM and BNL-BNP Paribas among financing banks, a "Roller-Coaster" loan of €100 million, at a fixed interest rate, for a seven years term aimed at optimising the existing credit lines to support growth and investments. The loan will enable Datalogic to further reduce cost of debt by simplifying its medium/long-term debt structure and extending its duration. In addition, as part of the Group's renewed commitment to Corporate Social Responsibility matters, the loan agreement is linked, for the first time in Datalogic's history, to multi-years ESG strategic targets over energy transition and social responsibility. Datalogic Group was assisted in the transaction by the law firm White&Case.

SUBSEQUENT EVENTS

Nothing to report.

BUSINESS OUTLOOK

The Group closed the third quarter of the year with outstanding financial results. Revenues for the first nine months grew by 25.2% compared to the same period of the last year, with double-digit performance across all geographies. Operating income (*Adjusted EBITDA %*) improved by 4.5 points compared to the first nine months of 2020, despite inflation challenges induced by component shortages and rising logistics costs.

The strong economic recovery driven by government expansionary policy and the generalized easing of the pandemic allows the Group to record unprecedented growth on orders' intake in all areas beyond 30%, higher not only than previous year, but also to the years prior to the pandemic. The *backlog* also strengthened with a triple-digit growth in all areas compared to the same period of 2020 and 2019.

The extremely positive trend on the *top line* is, however, limited by the *shortage* of components and materials that is significantly impacting the sector, with the dual effect of temporarily limiting production *output*, and, consequently, turnover as well as operating margins affected by the increase in logistics and component costs.

The Group is adopting strategies to mitigate the risks impacting the supply chain through alternative and diversified supply strategies, at the same time responding to the inflationary pressure with some targeted and continuous commercial actions.

The growth rate of orders' intake and the exceptionally solid *backlog* make it possible to increase the guidance on the revenues' growth between 20% and 22%, with an improvement in the EBITDA *margin* of between 2 and 3 percentage

points compared to 2020, assuming that the pandemic crisis, the shortage of supplies and the subsequent inflation will not be further exacerbated.

In accordance with the law and the Articles of Association, Datalogic's Board of Directors has also co-opted Maria Grazia Filippini, who will remain in office until the next Shareholders' Meeting. Maria Grazia Filippini, the first and only candidate not elected from the minority list at the Shareholders' Meeting of 29 April 2021, took over after the resignation - communicated on 29 October 2021 - of Roberto Pisa, who was on the same list.

Similarly to Mr. Pisa, Ms. Filippini qualifies as an independent director and will not be a member of any internal committee. Ms. Filippini's curriculum vitae is available on the Company's website in the section Corporate Governance/Control Bodies.

Datalogic's Board of Directors has also approved, in accordance with the principles and recommendations of the Corporate Governance Code, the Rules of the Board of Directors and the Policy for Managing Dialogue with General Shareholders. Both documents are available on the Company's website in the Corporate Governance/Control Bodies/Board of Directors and Corporate Governance/Rules and Regulations.

Finally, it should be noted that the Interim Financial Report of Datalogic S.p.A. as at 30 September 2021 is not audited and it will be available to anyone who requests it from the company headquarters, Borsa Italiana S.p.A. (www.borsaitaliana.it), and the "eMarket STORAGE" authorised storage mechanism, managed by Spafid Connect S.p.A., and may be viewed on the company's website, www.datalogic.com (Investor Relations section), in accordance with the terms set out by law.

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.

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RECLASSIFIED CONSOLIDATED INCOME STATEMENT AS AT 30 SEPTEMBER 2021 ⁽¹⁾

	Nine months ended					
	30.09.2021		30.09.2020		Change	% change
Revenues	434,380	100.0%	347,051	100.0%	87,329	25.2%
Cost of goods sold	(240,767)	-55.4%	(186,994)	-53.9%	(53,773)	28.8%
Gross Operating Margin	193,613	44.6%	160,057	46.1%	33,556	21.0%
Research and Development expenses	(41,205)	-9.5%	(41,228)	-11.9%	23	-0.1%
Distribution expenses	(72,665)	-16.7%	(71,182)	-20.5%	(1,483)	2.1%
General and administrative expenses	(35,305)	-8.1%	(30,189)	-8.7%	(5,116)	16.9%
Other operating (expenses)/income	1,411	0.3%	1,881	0.5%	(470)	-25.0%
Total operating expenses and other charges	(147,764)	-34.0%	(140,718)	-40.5%	(7,046)	5.0%
Non-recurring costs and revenues	(4,563)	-1.1%	(7,675)	-2.2%	3,112	-40.5%
Amortisation from acquisitions	(2,970)	-0.7%	(3,470)	-1.0%	500	-14.4%
EBIT	38,316	8.8%	8,194	2.4%	30,122	367.6%
Financial Income/(Expenses)	(2,034)	-0.5%	(1,622)	-0.5%	(412)	25.4%
Foreign exchange gains/(losses)	767	0.2%	(4,361)	-1.3%	5,128	n.a.
EBT	37,049	8.5%	2,211	0.6%	34,838	1575.7%
Taxes	(6,125)	-1.4%	2,176	0.6%	(8,301)	n.a.
Net Profit/(Loss) for the period from continuing operations	30,924	7.1%	4,387	1.3%	26,537	604.9%
Net Profit/(Loss) for the period from discontinued operations		0.0%	173	0.0%	(173)	-100.0%
Net Profit/(Loss) for the period	30,924	7.1%	4,560	1.3%	26,364	578.2%
Non-recurring costs and revenues	(4,563)	-1.1%	(7,675)	-2.2%	3,112	-40.5%
Depreciation of tangible assets and rights of use	(12,647)	-2.9%	(13,228)	-3.8%	581	-4.4%
Amortisation of intangible assets	(10,629)	-2.4%	(8,108)	-2.3%	(2,521)	31.1%
Adjusted EBITDA	66,155	15.2%	37,205	10.7%	28,950	77.8%

(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 for the year from continuing operation before depreciation of tangible and right of use assets and amortisation of intangible assets, non-recurring costs/revenues, financial income and expenses and taxes.

RECLASSIFIED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 30 SEPTEMBER 2021 ⁽²⁾

	30.09.2021	31.12.2020	Change	% Change
Intangible assets	60,939	59,175	1,764	3.0%
Goodwill	206,684	171,372	35,312	20.6%
Tangible assets	105,777	103,406	2,371	2.3%
Financial assets and investments in associates	10,145	8,723	1,422	16.3%
Other non-current assets	53,869	42,265	11,604	27.5%
Fixed Assets	437,414	384,941	52,473	13.6%
Trade receivables	82,538	66,563	15,975	24.0%
Trade payables	(122,918)	(97,006)	(25,912)	26.7%
Inventories	139,977	78,271	61,706	78.8%
Net Trade Working Capital	99,597	47,828	51,769	108.2%
Other current assets	32,019	28,274	3,745	13.2%
Other current liabilities and provisions for risks	(76,445)	(53,708)	(22,737)	42.3%
Net Working Capital	55,171	22,394	32,777	146.4%
Other non-current liabilities	(35,217)	(33,958)	(1,259)	3.7%
Post-employment benefits	(7,060)	(6,862)	(198)	2.9%
Non-current Provisions for risks	(4,592)	(4,375)	(217)	5.0%
Net Invested Capital	445,716	362,140	83,576	23.1%
Shareholders' Equity	(407,677)	(370,358)	(37,319)	10.1%
Net financial position (NFP)	(38,039)	8,218	(46,257)	-562.9%

(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.

CONSOLIDATED NET FINANCIAL POSITION AS AT 30 SEPTEMBER 2021 ⁽³⁾

	30.09.2021	31.12.2020
A. Cash	96,927	137,440
B. Cash equivalents	12	11
C. Other current financial assets	2,159	12,189
D. Cash and cash equivalents (A) + (B) + (C)	99,098	149,640
E. Current financial debt	4,562	4,906
<i>E1. Lease payables</i>	3,422	3,375
F. Current portion of non-current financial debt	70,787	52,860
G. Current financial debt (E) + (F)	75,349	57,766
H. Current Net Financial Debt (Financial Position) (G) - (D)	(23,749)	(91,874)
I. Non-current financial debt	61,788	83,656
<i>I1. Lease payables</i>	7,009	5,763
J. Debt instruments	-	-
K. Trade and other payables	-	-
L. Non-current financial Debt (I) + (J) + (K)	61,788	83,656
M. Net Financial Debt/(Net Financial Position) (H) + (L)	38,039	(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 30 September 2021, compared with 30 September 2020.

	30.09.2021		30.09.2020		Change
Adjusted EBITDA	66,155	15.23%	37,205	10.72%	28,952
Cost of goods sold	287	0.07%	1,855	0.53%	(1,568)
Research and Development expenses	874	0.20%	102	0.03%	772
Distribution expenses	736	0.17%	3,297	0.95%	(2,561)
General and administrative expenses	2,569	0.59%	2,323	0.67%	246
Other operating (expenses)/income	97	0.02%	98	0.03%	(1)
Non-recurring costs/revenues	4,563	1.05%	7,675	2.21%	(3,112)
EBITDA	61,592	14.18%	29,530	8.51%	32,064

Non-recurring costs and revenues are shown hereunder.

	30.09.2021	30.09.2020	Change
Covid-19	-	2,702	(2,702)
Reorganisation	3,996	3,888	108
Other	567	1,086	(519)
Total	4,563	7,675	(3,112)

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 business segments have been partially redefined to ensure coverage of the various types of end-user and partner customers.

REVENUES BY BUSINESS SEGMENT

	30.09.2020 Reported	Restatement	30.09.2020 Restated
Retail	142,652	727	143,379
Manufacturing	81,461	1,279	82,740
Transportation & Logistics	38,530	(409)	38,121
Healthcare	11,679	(789)	10,890
Channel	61,580	(809)	60,771
Total Revenues	335,902		335,902

As part of the reorganisation of the commercial function, the revenue allocation criteria were partially modified, assigning sales to the end-users of partners' 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 *ratio* 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*.