

FIRST HALF RESULTS

2Q22 topline exceeds 2Q19 pre-pandemic level, boosting 1H sales 29% year-over-year to 473 million euro and EBITDA margin to 9.8%

Kortrijk, Belgium, 19 July 2022, 7:30 am – Today Barco (Euronext: BAR; Reuters: BARbt.BR; Bloomberg: BAR BB) announced results for the six-month period ended 30 June 2022.¹

First half and second quarter 2022 highlights²

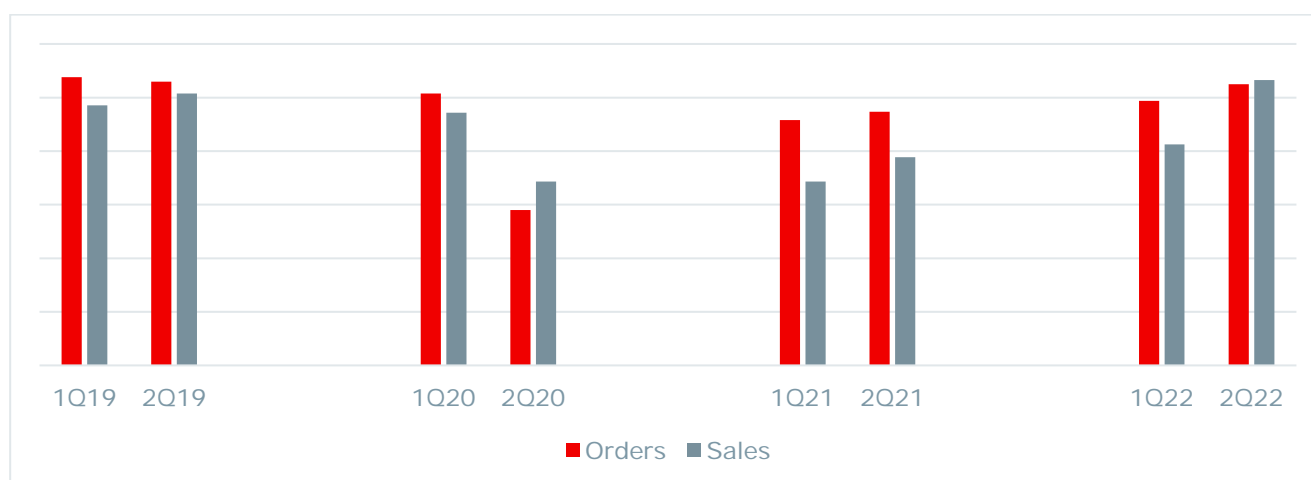
- **Orders 1H22** of **509 million euro**, an increase of 9% vs 1H21
- **Orderbook** at **538 million euro**, 146 million euro higher compared to 1H21 and 51 million euro higher compared to year-end 2021
- **Sales 1H22** of **473 million euro**, an increase of 29% compared to 1H21
- **EBITDA 1H22** of **46 million euro**, or 9.8% of sales vs 7.5% or 27 million euro for 1H21
- **Orders 2Q22** of **262 million euro** up 11% vs 2Q21 and almost flat compared to 2Q19
- **Sales 2Q22** of **266 million euro** up 37% vs 2Q21 and up 5% vs 2Q19

Executive summary

Group topline

(in millions of euros)	1H22	1H21	1H20	1H19	Change 1H22 vs 1H21
Orders	509.2	465.6	398.7	533.8	+ 9%
Sales	472.6	366.0	407.2	496.4	+29%

1H quarter-by-quarter overview



¹ Please refer to our [Half-Year Report](#) for the auditor's review report

² All definitions for alternative performance measures (APM's) are available in the glossary as available on Barco's investor portal (<https://www.barco.com/en/about-barco/investors>)

Group topline – continued solid order intake with sales conversion improving

Barco's first half sales were 29% above 1H21 and 8% above 2H21 with sales conversion improving in all divisions and all regions. During the first semester, growth accelerated from the first to the second quarter and sales for 2Q22 surpassed 2Q19 pre-pandemic levels, driven by strong uptakes in demand in Cinema and Meeting experience.

Order intake continued to grow, increasing 9% versus last year, and orderbook, which increased 146 million euro compared to last year's first semester and 51 million euro compared to year-end 2021, reached a new record level of 538 million euro after six consecutive quarters of positive book-to-bill.

Division topline performance; Sales increase 37% in 2Q and 29% in 1H22 on growth across all business units

The Entertainment division delivered double digit gains in both orders and sales year over year, despite the negative impacts of continued component shortages and regional lockdowns in China. Most of the growth came from the Americas reflecting revived demand for renewal projectors. In addition, Immersive Experience saw a continued good level of order intake resulting in healthy double-digit sales growth.

Enterprise delivered a strong first semester including second quarter sales equaling 2Q19. Reflecting stabilizing back-to-office conditions in Europe and the Americas, the Meeting Experience saw a +50% increase for the first semester and 2Q sales that were above 2Q19. Large Videowalls sales for the first half grew at a double-digit rate versus last year and were flat in the second quarter compared to 2Q19.

While order intake in Healthcare decreased slightly from last year's spike, orders remained very solid reflecting the ongoing resumption of spending by customers in the diagnostic imaging and surgical markets and resulted a positive book-to-bill ratio for the third consecutive semester. With solid deliveries in all three regions, Healthcare reported sales growth in both segments for a divisional gain of more than 20% and an all-time high semester sales performance.

EBITDA starts to expand

EBITDA was 46.2 million euro up from 27.5 million euro a year ago. EBITDA margin was 9.8% of sales, or 2.3 percentage points better than 1H21 and 2.7 percentage point higher than 2H21. Gross profit margin was 37.9%, an improvement of 1.2 percentage points versus the first semester of last year and 2.9 percentage points versus the second semester of last year, mainly reflecting favourable product mix.

Free cash flow for 1H22 was negative 28 million euro compared to positive 35 million euro last year, mainly due to higher inventory in response to the supply chain constraints and higher receivables due to a surge in sales toward the end of the quarter.

Quote of the CEO's, An Steegen & Charles Beauduin

“Barco is turning the corner in its recovery from the pandemic. Strong demand for our product solutions drove sales to exceed pre-pandemic levels in the second quarter, supported by a focused organizational structure.

For the second semester we are well prepared to deliver steady sales growth and further improve margins on product mix and operational improvements.”

Outlook 2022 - current

The following statements are forward looking, and actual results may differ materially.

Assuming economic conditions and supply chain constraints do not further deteriorate and orders to sales conversion continues to improve in the second half of the year, management expects that sales for the year 2022 will increase approximately 25% compared to 2021, with an EBITDA margin between 10 to 12%.

Part 1: Consolidated results for 1H22

1.A. Update financial results

Order intake & Orderbook

Order intake

Order intake was 509.2 million euro, an increase of 9% compared to last year's first half driven by strong uptakes in Entertainment (Cinema) and Enterprise (Meeting Experience). Orders were up in both EMEA and the Americas and down in APAC, due to softer demand in China.

<i>(in millions of euros)</i>	1H22	2H21	1H21	2H20	1H20
Order Intake	509.2	513.2	465.6	347.3	398.7

Orderbook

Orderbook at the end of the semester was 537.7 million euro, 146.4 million more than the end of 1H21 and 50.8 million euro more than the end of year, reflecting increases in all divisions and bringing the orderbook to an all-time high.

<i>(in millions of euros)</i>	30 Jun 2022	31 Dec 2021	30 Jun 2021	31 Dec 2020	30 Jun 2020
Orderbook	537.7	487.0	391.4	281.5	317.2

Order intake by division

<i>(in millions of euros)</i>	1H22	1H21	1H20	<i>Change</i>
Entertainment	207.2	186.3	141.3	+11%
Enterprise	137.7	110.7	114.5	+24%
Healthcare	164.3	168.6	142.9	-3%
Group	509.2	465.6	398.7	+9%
<i>Order Intake at constant currencies</i>				+4%

Order intake per region

<i>(in millions of euros)</i>	1H22	% of total	1H21	% of total	<i>Change (in nominal value)</i>
The Americas	217.2	43%	167.4	36%	+30%
EMEA	190.3	37%	158.7	34%	+20%
APAC	101.7	20%	139.5	30%	-27%

Sales

First semester sales were 472.6 million euro, an increase of 29% compared to 1H21 reflecting solid gains in all divisions and all regions.

Impact of supply chain constraints on sales

As previously disclosed, Barco is not immune to component shortages and supply chain constraints which have impacted and continue to impact certain product lines. While the team has largely mitigated these challenges and seen clear improvements in June, Barco estimates these challenges curbed sales in the second quarter by more than 40 million euro primarily in Entertainment for projector-line deliveries.

Sales

<i>(in millions of euros)</i>	1H22	2H21	1H21	2H20	1H20
Sales	472.6	438.3	366.0	362.9	407.2

Sales by division

<i>(in millions of euros)</i>	1H22	1H21	1H20	Change
Entertainment	160.0	129.7	156.2	+23%
Enterprise	148.7	103.9	112.9	+43%
Healthcare	163.9	132.4	138.2	+24%
Group	472.6	366.0	407.2	+29%
<i>Sales at constant currencies</i>				+22%

Sales by region

<i>(in millions of euros)</i>	1H22	% of total	1H21	% of total	Change (in nominal value)
The Americas	188.6	40%	135.1	37%	+40%
EMEA	181.4	38%	136.4	37%	+33%
APAC	102.7	22%	94.5	26%	+9%

Profitability

Gross Profit

Gross profit was 178.9 million euro for the first half rebounding from 134.3 million euro a year ago. Gross profit margin was 37.9%, up from 36.7% in the first half of 2021 and 35.0% in the second half. The increase was driven by a more favourable product mix along with pricing adjustments mainly in the Healthcare and Entertainment divisions.

Indirect expenses

Total indirect expenses increased to 149.8 million euro from 125.6 million euro for the first half of 2021 across all indirect expense categories but at a slower rate than sales, resulting in a reduction in indirect expense to sales from 34.3% to 31.7%.

EBITDA & EBIT

EBITDA was 46.2 million euro up from 27.5 million euro for the prior year first semester, an increase of 18.7 million euro.

EBITDA margin was 9.8% up from 7.5% for the first semester of last year and 7.1% margin for the second half of last year.

By division, sales, EBITDA and EBITDA margin was as follows:

1H22 (in millions of euros)	Sales	EBITDA	EBITDA %
Entertainment	160.0	-2.7	-1.7%
Enterprise	148.7	27.4	18.4%
Healthcare	163.9	21.6	13.2%
Group	472.6	46.2	9.8%

EBITDA by division 1H22 versus 1H21 (and 1H20) is as follows:

(in millions of euro)	1H22	1H21	1H20	Change vs 1H21
Entertainment	-2.7	6.0	4.9	-146%
Enterprise	27.4	5.6	13.7	+386%
Healthcare	21.6	15.8	22.1	+36%
Group	46.2	27.5	40.7	+68%

Enterprise saw the strong increase in sales for ClickShare translate into a strong recovery of the divisional margin and the Healthcare division achieved an EBITDA-margin at pre-pandemic level.

Entertainment booked a negative EBITDA resulting from a combination of a lower gross profit and increased investments to further strengthen its value proposition.

Adjusted EBIT³ was 26.8 million euro or 5.7% of sales compared to 8.2 million euro or 2.3% of sales last year.

Income taxes

In the first half of 2022 taxes were 4.8 million euro for an effective tax rate of 18%, compared to 1.0 million euro for an equal effective tax rate in the first half of 2021.

Net income

Net income attributable to equity holders was 22 million euro or 4.7% of sales compared to 2.5 million euro or 0.7% of sales for the first semester of 2021.

Net earnings per ordinary share (EPS) for the first semester were 0.25 euro compared to 0.03 euro the year before.

³ Adjusted EBIT is EBIT excluding restructuring charges and impairments, see Glossary Annual and Half year report

Cash flow & Balance sheet

Free cash flow

Free cash flow for 1H22 was negative 28 million euro compared to positive 35 million euro last year due to higher inventory as a result of supply chain constraints and higher receivables associated with a surge in sales toward the end of the quarter.

<i>(in millions of euros)</i>	1H22	1H21
Gross operating Free Cash Flow	44.5	21.2
<i>Changes in trade receivables</i>	-37.9	4.8
<i>Changes in inventory</i>	-51.5	0.8
<i>Changes in trade payables</i>	14.8	17.6
<i>Other Changes in net working capital</i>	-0.7	5.7
Change in net working capital	-75.3	29.0
Net operating Free Cash Flow	-30.7	50.2
<i>Interest Income/expense</i>	-0.2	-0.6
<i>Income Taxes</i>	2.1	-4.0
Free Cash Flow from operating activities	-28.8	45.5
<i>Purchase of tangible and intangible FA</i>	-7.3	-10.5
<i>Proceeds on disposal of tangible and intangible FA</i>	8.1	0.1
Free Cash Flow from investing	0.8	-10.4
FREE CASH FLOW	-28.0	35.1

Working capital

Inventory + Accounts Receivables – Accounts Payables over sales was 33% compared to 32% a year ago and 27% at the end of 2021.

Net working capital was higher at 13% of sales compared to 8.4% of sales a year ago and 5% at year-end 2021.

An increase in DSO was fueled by a surge of sales at the end of the quarter which will be collected during the third quarter. Inventory levels increased in response to supply constraints with increases in both raw materials and semi-finished goods.

<i>(in millions of euros)</i>	1H22	FY21	1H21
Trade Receivables	200.8	157.0	143.7
DSO	68	56	67
Inventory	230.0	175.5	176.3
Inventory turns	2.0	2.4	2.1
Trade Payables	-129.3	-114.0	-85.9
DPO	81	80	64
Other Working Capital	-181.0	-171.7	-172.7
TOTAL WORKING CAPITAL	120.5	46.8	61.5

Capital expenditure

Capital expenditure was 7.3 million euro compared to 10.5 million euro a year ago.

Return on Capital Employed

ROCE for the last 12 months ending on 30 June 2022 was 7% compared to 0% a year ago.

Net financial cash position

The net financial cash position was 233.6 million euro compared to 262.6 million euro a year ago and 309.8 million euro at the end of last year.

The decrease versus year end is mainly attributable to negative free cash flow, the acquisition of Cinionic shares⁴ and dividends payments.

⁴ See <https://www.barco.com/en/News/Press-releases/Trading-update-1Q22.aspx> where Barco announced to increase ownership of Cinionic from 55 to 80%, acquiring the stake of Appotronics, and CITICPE

1.B. Update Planet - People - Communities

Barco has organized its sustainability program into 3 pillars: the planet, our people and the communities we operate in.

For each of these three sustainability pillars, the company has formulated an overall mission statement and defined several focus areas. On a semester basis we offer a selection of the relevant metrics. For more information about the KPI's please check our "Planet – People – Communities report 2021".

Planet

As part of Barco's program to improve the eco-friendliness of its solutions portfolio, it has introduced and rolled out a company-wide eco scoring methodology and has set out the target level for 2023 at 70% ECO labelled revenues.⁵

% Revenues from ECO labelled products	1H22	1H21	FY20 ⁶	Change vs 1H21
Group	38%	27% ⁷	26%	+11ptt

For the first half of the year, eco-labelled revenues increased to 38% of total revenues from 27% a year ago and 31% for the full year 2021, fueled by progress in both Enterprise and Healthcare. Entertainment saw ECO labelled revenue stay relatively flat.

For 2H22, a further increase of the eco-labelled revenues is anticipated with more sales of eco-labelled solutions including the cinema Series 4 projectors.

People

	1H22	2H21	1H21	2H20	1H20
Number of employees	3,191	3,141	3,105	3,303	3,586

The size of the company's employee workforce started to expand after dipping in 2021 when the company implemented by cost containment measures, reduced recruitment levels and saw higher turnover rates. In the course of 1H22, inflow of new employee started to exceed the outflow, reflecting an increased focus on recruitment in Belgium, India and China mainly in the R&D and Sales.

⁵ For more information about Barco eco scoring methodology, see Barco's latest Annual report on <https://ir.barco.com/2021/uploads/files/PDF/Barco-IR2021-PPC.pdf>. The revenue calculation is explained in the Glossary <https://ir.barco.com/2021/uploads/files/PDF/Barco-IR2021-GLO.pdf>

⁶ For the baseline year 2020, full year % are used as these were not yet available per semester

⁷ Restated number compared to 1H21 report as a result of quality-revision of the process

Communities

The company gathers feedback from end customers as well as partners on a quarterly basis using the relational Net Promotor Score (NPS) as its standard customer experience metric. Committed to constantly improving, Barco works towards an NPS target-level of 50.

	1H22	2H21	1H21	<i>Change vs 1H21</i>
Customer net promotor score	45	47	48	-3

At the end of 2Q22 Barco achieved an NPS score of 45 compared to an NPS score of 47 at the end of 2021 and 48 a year ago. The decline in NPS in the first half is mainly due to a softer performance in Entertainment (Immersive experience) and Enterprise (Meeting experience) with areas for improvement identified in the context of delivery and leadtimes and the pre and post sales service. With respect to these concerns, the company expects to see leadtimes shortening and becoming more reliable in the coming semesters and is in the process of rolling out a new digital CRM-tool to better assist customers during the pre and post-sales process.

2. Divisional results for 1H22

ENTERTAINMENT division

Performance metrics 1H22 versus 2H21 and 1H21

(in millions of euros)	1H22	2H21	1H21	Change vs 1H21
Order intake	207.2	200.3	186.3	+11%
Sales	160.0	179.9	129.8	+23%
EBITDA	-2.7	15.5	6.0	-146%
EBITDA margin	-1.7%	8.6%	4.6%	

Sales quarter-over-quarter

(in millions of euros)	2Q22	1Q22	4Q21	3Q21	2Q21	Change 2Q22 vs 1Q22
Entertainment	92.8	67.1	106.7	73.3	74.1	+38%

Orders and sales evolution quarter-over-quarter



On the strength of continued solid uptakes throughout the period, the Entertainment division delivered a 11% increase in order intake and a 23% increase in sales for the first semester compared to 1H21. In addition, a 2Q22 positive book-to-bill for the 6th consecutive quarter boosted the orderbook for the division.

These topline results reflect good uptake of demand in cinema and a steady resumption of activity in the Immersive Experience segment reflecting solid demand for fixed installations (museums, theme parks) and projection mapping. From a regional perspective, the growth in both orders and sales was led by the Americas region, followed by the EMEA region with both regions together largely offsetting softness in China which was impacted by regional lockdowns.

Cinema accounted for approximately 47% of the divisional sales for the first half of 2022, compared to 45% for 1H21 and 56% for 1H19.

With the exception of China, the Cinema segment reported a continued rebound as indicated by encouraging visitor attendances statistics supported by an attractive slate of movies.

Driven by initial uptakes of renewal projects in developed regions and new build programs in the Middle East and Latin America, order growth for the first half was solid and order intake for the second quarter was higher than in 2Q19.

Sales grew by double digits year over year while still lagging order intake due to ongoing supply chain constraints.

Cinionic, Barco's cinema joint venture, signed a long term "cinema-as-a-service" frame agreement with a reference customer, AMC, to support the transition to laser projection in a third of their existing installed base. Toward the end of the semester, Cinionic also announced a partnership agreement with PVR Cinemas to power 500 screens with 4K laser projection.⁸

Within the Immersive Experience segment, Barco's intensified commercial focus on its fixed install subsegment and expanded product portfolio resulted in market share gains and growth in orders and sales. Demand remained strong for fixed AV installations (including immersive digital art experience in museums and other projection mapping deployments worldwide), offsetting the softness in the events subsegment which is only expected to start recovering in the second half of the year along with uptakes of live events in the summer months.

Sales for the Simulation segment were up versus 1H21 reflecting expanding deliveries on a strong orderbook that includes long-term contracts with reference customers won in the past.

Entertainment booked a negative EBITDA due to both lower gross profit reflecting the negative impact of component shortages which was more pronounced in the first half of 2022 than 2H21, and increased investments in R&D and sales & marketing to further strengthen the Division's value proposition and accelerate certain growth initiatives. The division is confident it will deliver positive EBITDA for the second half of the year with continued sales growth driving operating leverage and initiatives to alleviate component shortages taking hold, resulting in a full year positive EBITDA margin.

⁸ See press releases: <https://www.barco.com/en/News/Press-releases/AMC-THEATRES%c2%ae-teams-up-with-Cinionic-to-introduce-LASER-AT-AMC.aspx> and <https://www.cinionic.com/press-release/pvr-goes-100-laser-projection-with-cinionic/>

ENTERPRISE division

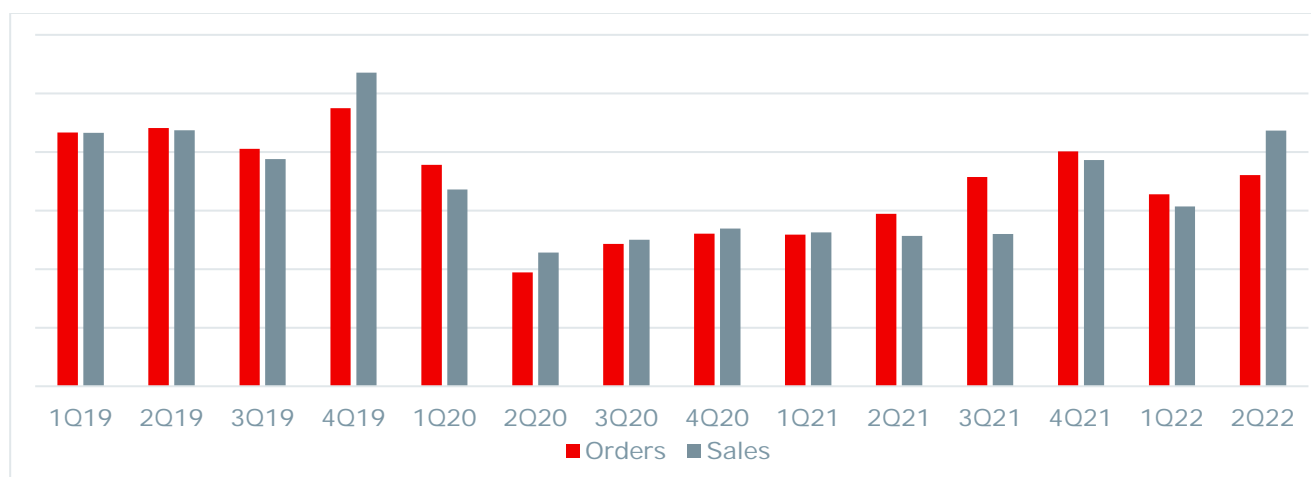
Performance metrics 1H22 versus 2H21 and 1H21

(in millions of euros)	1H22	2H21	1H21	Change vs 1H21
Order intake	137.7	151.7	110.7	+24%
Sales	148.7	129.2	103.9	+43%
EBITDA	27.4	9.0	5.6	+386%
EBITDA margin	18.4%	7.0%	5.4%	

Sales quarter-over-quarter

(in millions of euros)	2Q22	1Q22	4Q21	3Q21	2Q21	Change 2Q22 vs 1Q22
Enterprise	87.3	61.4	77.2	52.0	51.3	+42%

Orders and sales evolution quarter-over-quarter



The Enterprise division saw strong topline growth in the first half of 2022 compared to 1H21 with orders increasing 24% and sales increasing 43% led by Meeting Experience.

Second quarter sales grew 70% year-over-year and were on par with the pre-pandemic 2Q19 level.

In terms of the sales mix, Meeting Experience business unit accounted for approximately 57%, compared to 50% for 1H21.

In the Meeting Experience segment, a gradual return to a more stable back-to-office situation in Europe and the Americas combined with an increased adoption of wireless conferencing, led to recovery of orders and sales in Europe and the United States throughout the first half of 2022. Building on improved activity levels in the first quarter, the second quarter saw sales exceed 2Q19.

The team celebrated 10 years of ClickShare during the first half of 2022 and ClickShare has now been installed in more than 1 million meeting rooms, up from +900k a year ago. Since launching ClickShare Conference in 2020, the segment has shipped and installed more than 100,000 units and for the first half of 2022 ClickShare Conference accounted for more than half of the ClickShare volume. Furthermore Barco continued to build its alliance program with leading meeting room players from around the globe making ClickShare the most universally compatible solution for hybrid meetings.

The division's virtual conferencing weConnect solution has become an established brand at business schools with reference clients around the world as hybrid and virtual offerings becomes part of their programs. The segment is now exploring and investing in additional growth avenues to scale beyond the current focus market position.

The Large Videowall segment booked solid growth in sales in the first half compared to last year mainly driven by large sized deployments in the Americas and Middle East region despite some delays in final deliveries requested by turn-key project integrators. Orders were somewhat soft compared to a strong 2021. Sales for the second quarter were the 2nd best since 2019 reflecting the strength of the segment's market position and enhanced value proposition.

The division saw a very solid recovery of profitability with an EBITDA margin of 18.4%, up 13 basis points from 5.4% a year ago driven by the favourable impact on product mix of ClickShare's sales growth and largely offsetting the increased logistics cost for the large videowall segment.

HEALTHCARE division

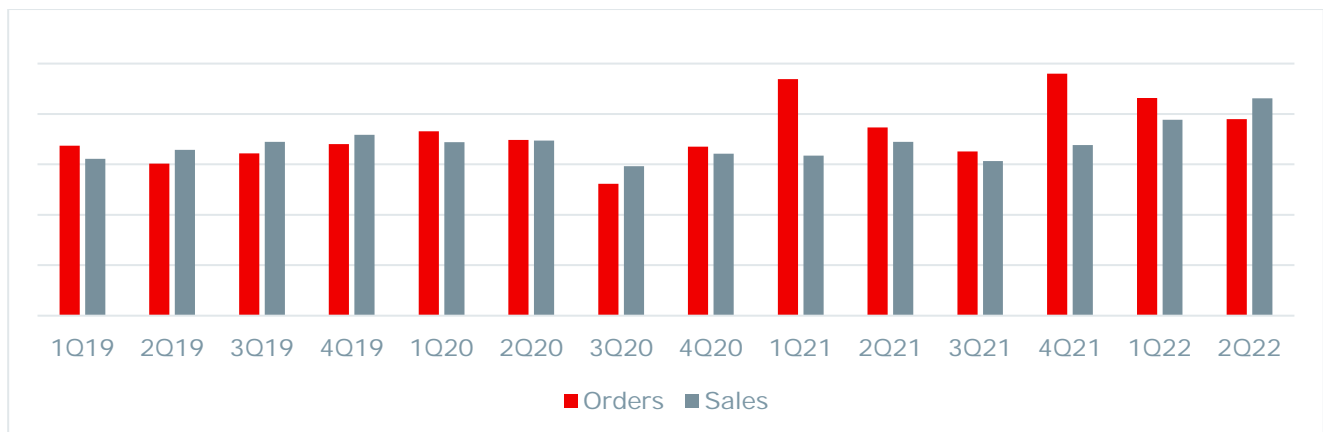
Performance metrics 1H22 versus 2H21 and 1H21

(in millions of euros)	1H22	2H21	1H21	Change vs 1H21
Order intake	164.3	161.2	168.6	-3%
Sales	163.9	129.1	132.4	+24%
EBITDA	21.6	6.6	15.8	+36%
EBITDA margin	13.2%	5.1%	12.0%	

Sales quarter-over-quarter

(in millions of euros)	2Q22	1Q22	4Q21	3Q21	2Q21	Change 2Q22 vs 1Q21
Sales	86.2	77.7	67.7	61.3	68.9	+11%

Orders and sales evolution quarter-over-quarter



Driven by the gradual resumption of spending by Diagnostic Imaging and Surgical customers, the Healthcare division posted 24% sales growth for the first half and a higher orderbook due to a positive book-to-bill even though orders were slightly below a very strong 1H21.

As a result of platform redesigns, challenges associated with component shortages were alleviated, allowing for a resumption of conventional lead-times.

EBITDA margin for the division reached 13.2% reflecting adjusted pricing to alleviate gross profit margin pressure (from increased component and transportation costs) in the second semester of last year and disciplined indirect cost spending.

The Diagnostic segment delivered double digit growth in sales fuelled by a strong orderbook and intensified long-term demand for Diagnostic solutions in EMEA and the Americas. Orders were down compared to a peak order intake for diagnostics a year ago.

Surgical recorded growth in both orders and sales across all regions with the operating room infrastructure market increasingly adopting digital solutions and strategic partners driving demand for Barco's digital operating room solution.

Barco also advanced its growth initiative Demetra by entering into a joint venture on July 1st, with the Swedish company Gnosco. The two teams will first combine their expertise, go-to-market capabilities and installed bases and then plan the path to commercial success including joint teledermatology and telewound care roadmap based on high quality, affordable skin solutions.

Annex I

Quarterly results

Order intake & order book

Order intake year-over-year

<i>(in millions of euros)</i>	2Q22	2Q21	Change 2Q22 vs 2Q21
Order Intake	262.3	236.6	+11%

Order intake I quarter-over-quarter

<i>(in millions of euros)</i>	2Q22	1Q22	4Q21	3Q21	2Q21	Change 2Q22 vs 1Q22
Order Intake	262.3	246.9	288.1	225.1	236.6	+6%

Order book

<i>(in millions of euros)</i>	30 Jun 2022	31 Mar 2022	31 Dec 2021	30 Sep 2021	30 Jun 2021	31 Mar 2021
Order book	537.7	530.4	487.0	433.2	391.4	351.5

Sales

Sales year-over-year

<i>(in millions of euros)</i>	2Q22	2Q21	Change 2Q22 vs 2Q21
Sales	266.4	194.3	+37%

Sales by division year-over-year

<i>(in millions of euros)</i>	2Q22	2Q21	Change
Entertainment	92.8	74.1	+25%
Enterprise	87.3	51.3	+70%
Healthcare	86.2	68.9	+25%
Group	266.4	194.3	37%

Sales by division quarter-over-quarter

<i>(in millions of euros)</i>	2Q22	1Q22	4Q21	3Q21	2Q21	Change 2Q22 vs 1Q22
Entertainment	92.8	67.1	106.7	73.3	74.1	+38%
Enterprise	87.3	61.4	77.2	52.0	51.3	+42%
Healthcare	86.2	77.7	67.7	61.3	68.9	+11%
Group	266.4	206.3	251.6	186.7	194.3	+29%