



Moving
ahead

First Half 2012 Conference Call

30th July, 2012

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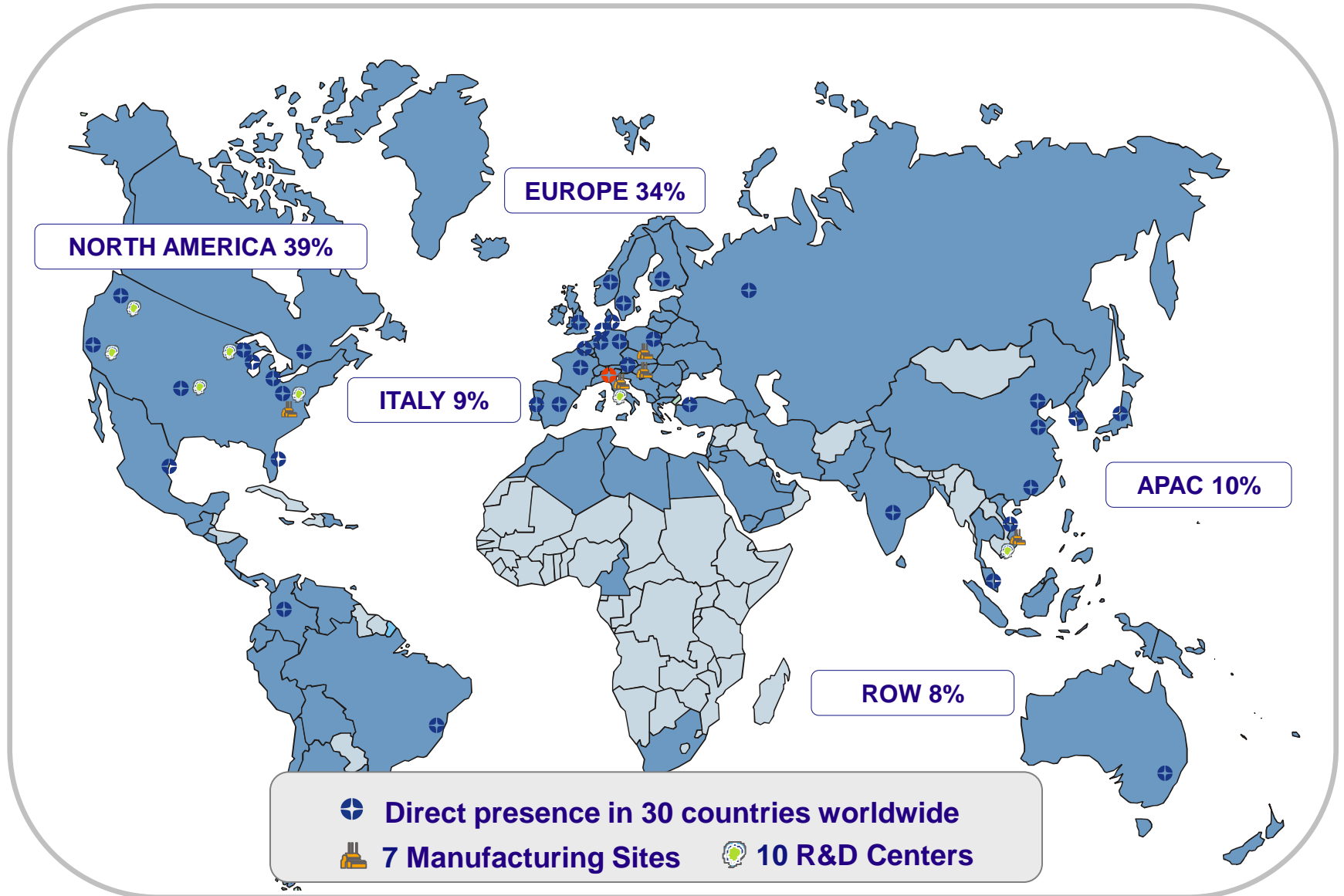
✦ GROUP OVERVIEW

✦ H1 2012 RESULTS

✦ OUTLOOK



- ✦ Global leader in **Automatic Identification** with a specific focus on the **Automatic Data Capture** and **Industrial Automation** markets
- ✦ World-class total solutions provider and producer of **bar code readers, data collection mobile computers, RFID** and **vision systems**
- ✦ Datalogic offers **innovative solutions** for a full range of applications in **the retail, manufacturing, and transportation & logistics** industries
- ✦ 2011 **Revenues at 425,5 M Euro** of which **72% in the ADC Market** and **23% in the Industrial Automation Market**
- ✦ Founded in **1972** in **Bologna**, Italy and **listed** on the STAR Segment of the Italian Stock Exchange **since 2001**
- ✦ **Over 2,600 employees**
- ✦ **Direct presence in 30 countries** worldwide **selling to +100 countries**
- ✦ **+1,000 partners** worldwide



Note: Breakdown by area based on 2011 revenues (Datalogic + Accu-Sort Systems)



◆ GROUP OVERVIEW

◆ H1 2012 RESULTS

◆ OUTLOOK

- ✦ **14th consecutive growing quarter in terms of revenues and marginality**
- ✦ **Recovery in Q2 Revenues** despite continuous market slowdown
- ✦ Improvement of **EBITDA margin to 18.2% from 16%** thanks to the new Supply Chain in the ADC division
- ✦ Favorable exchange rate **€/€** positively impacted results
- ✦ Strong growth of **net profit to 16.5 M Euro**

| € 000 | Q2 2012 | Q1 2012 | Var % Q2/Q1 2012 | Q2 2011 | Var % Q2 2012 /Q2 2011 |
|----------------------------------|---------------|---------------|---------------------|---------------|------------------------------|
| Revenues | 121,477 | 115,383 | 5.3% | 105,291 | 15.4% |
| Gross Operating Margin (GOM) | 59,955 | 53,186 | 12.7% | 49,399 | 21.4% |
| EBITDA | 22,153 | 18,496 | 19.8% | 16,868 | 31.3% |
| Ord. Operating Profit (EBITANR*) | 19,514 | 16,115 | 21.1% | 14,301 | 36.5% |
| Operating Profit (EBIT) | 16,141 | 15,187 | 6.3% | 5,818 | 177.4% |
| EBT | 21,588 | 10,408 | 107.4% | 3,701 | 483.3% |
| Net Income | 16,518 | 10,046 | 64.4% | 2,159 | 665.1% |

*Ebitan: earnings before interest, taxes, acquisition and non recurring

- ✦ **Revenues** up 12.7% to **236.9 M Euro**
- ✦ Still marginal contribution from acquisitions as Accu-Sort activities based on orders
- ✦ Integration of Accu-Sort Systems, PPT Vision and Datalogic Automation from 1st July, integration costs accounted in H1
- ✦ Continuous focus on **Research and Development: 6.7% of revenues**
- ✦ **Net income more than tripled to 26.6 M Euro**

| €000 | H12011 | H12012 | Var % | H12012 Without acquisitions | Var % Like for like |
|---------------------------------|---------|---------|--------|-----------------------------|---------------------|
| Revenues | 210,247 | 236,860 | 12.7% | 216,038 | 2.8% |
| Gross Operating Margin (GOM) | 98,815 | 113,141 | 14.5% | 106,075 | 7.3% |
| EBITDA | 31,764 | 40,649 | 28.0% | 41,238 | 29.8% |
| Ord.Operating Profit (EBITANR*) | 26,514 | 35,629 | 34.4% | 36,360 | 37.1% |
| Operating Profit (EBIT) | 16,924 | 31,328 | 85.1% | 33,955 | 100.6% |
| EBT | 11,889 | 31,996 | 169.1% | 34,728 | 192.1% |
| Net Income | 7,818 | 26,564 | 239.8% | 28,697 | 267.1% |

*Ebitan: earnings before interest, taxes, acquisition and non recurring

| 000€ | H12011 | % | H12012 | % | Var % |
|--|-----------------|---------------|-----------------|---------------|---------------|
| Revenues | 210,247 | 100.0% | 236,860 | 100.0% | 12.7% |
| COGS | (111,432) | -53.0% | (123,719) | -52.2% | 11.0% |
| Gross Operating Margin | 98,815 | 47.0% | 113,141 | 47.8% | 14.5% |
| Other revenues | 1,780 | 0.8% | 6,109 | 2.6% | 243.2% |
| R&D | (13,389) | -6.4% | (15,893) | -6.7% | 18.7% |
| Distribution Costs | (39,372) | -18.7% | (43,509) | -18.4% | 10.5% |
| Administrative expenses | (20,441) | -9.7% | (22,882) | -9.7% | 11.9% |
| Other operating expenses | (879) | -0.4% | (1,337) | -0.6% | 52.1% |
| Total operating expenses and others | (74,081) | -35.2% | (83,621) | -35.3% | 12.9% |
| Ordinary Operating Profit (EBITANR) (*) | 26,514 | 12.6% | 35,629 | 15.0% | 34.4% |
| Non recurring costs/rev | (7,414) | -3.5% | (1,570) | -0.7% | -78.8% |
| Amort. Intang. Assets from acquis. | (2,176) | -1.0% | (2,731) | -1.2% | 25.5% |
| Operating Profit (EBIT) | 16,924 | 8.0% | 31,328 | 13.2% | 85.1% |
| Financial (costs)/rev. | (2,905) | -1.4% | (3,992) | -1.7% | 37.4% |
| Results from equity investments | 219 | 0.1% | 116 | 0.0% | -47.0% |
| Foreign exchange (costs)/rev. | (2,349) | -1.1% | 4,544 | 1.9% | n.a. |
| EBT | 11,889 | 5.7% | 31,996 | 13.5% | 169.1% |
| Taxes | (4,071) | -1.9% | (5,432) | -2.3% | 33.4% |
| Net Income | 7,818 | 3.7% | 26,564 | 11.2% | 239.8% |
| Depreciation | (3,661) | -1.7% | (3,807) | -1.6% | 4.0% |
| Amortization | (1,589) | -0.8% | (1,213) | -0.5% | -23.7% |
| EBITDA | 31,764 | 15.1% | 40,649 | 17.2% | 28.0% |
| <i>Exchange rate</i> | <i>1.4032</i> | | <i>1,2965</i> | | |

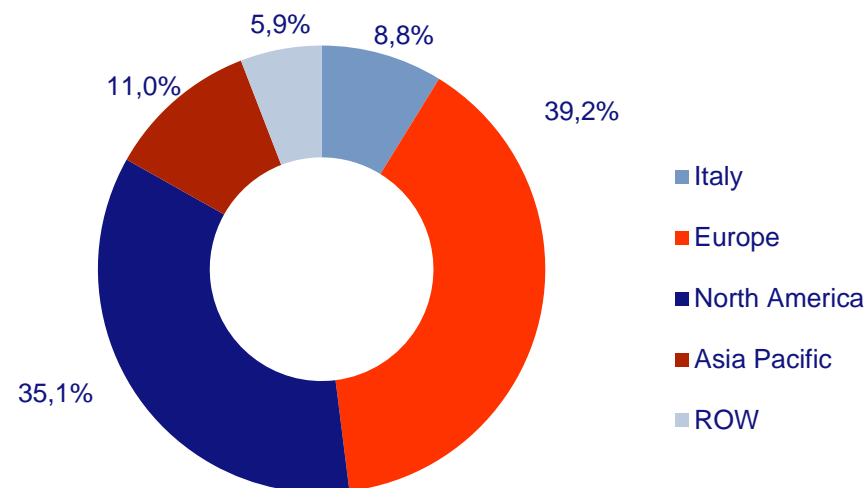
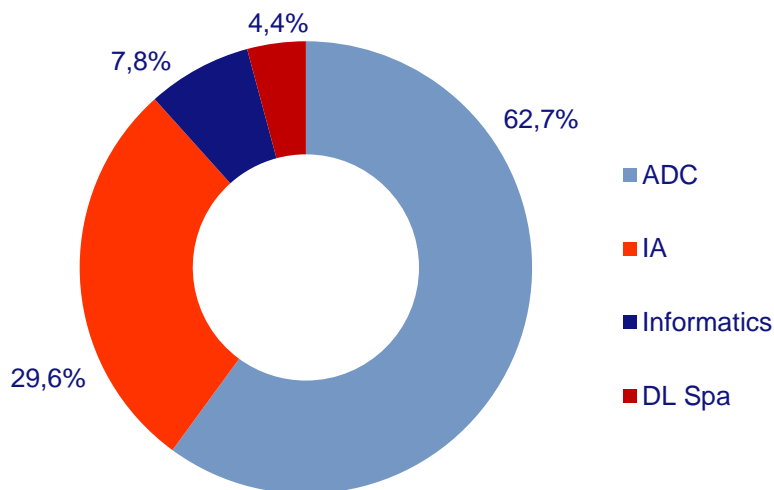
(*) Ordinary Operating Profit before non recurring costs/revenues and amortization of intangible assets from acquisition (EBITANR)

REVENUES BY DIVISION

| €000 | H12011 | H12012 | Var % |
|------------------------|----------------|----------------|--------------|
| Automatic Data Capture | 145,938 | 148,628 | 1.8% |
| Industrial Automation | 48,773 | 70,079 | 43.7% |
| Informatics | 15,766 | 18,477 | 17.2% |
| Datalogic S.p.A. | 7,422 | 10,359 | 39.6% |
| Adjustments | (7,652) | (10,683) | 39.6% |
| Total revenues | 210,247 | 236,860 | 12.7% |

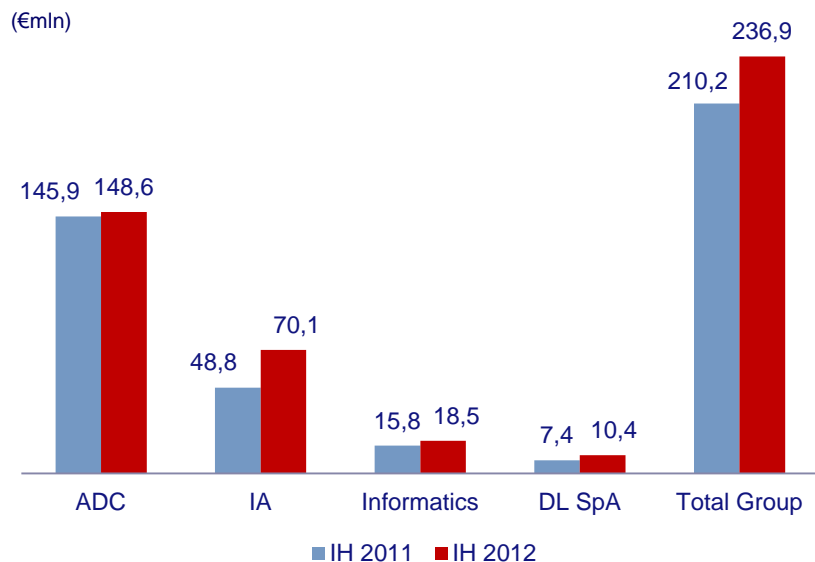
REVENUES BY AREA

| €000 | H12011 | H12012 | Var % |
|-----------------------|----------------|----------------|--------------|
| Italy | 23,710 | 20,845 | (12.1%) |
| Europe | 84,281 | 92,887 | 10.2% |
| North America | 61,878 | 83,218 | 34.5% |
| Asia Pacific | 25,382 | 25,999 | 2.4% |
| ROW | 14,996 | 13,911 | (7.2%) |
| Total revenues | 210,247 | 236,860 | 12.7% |

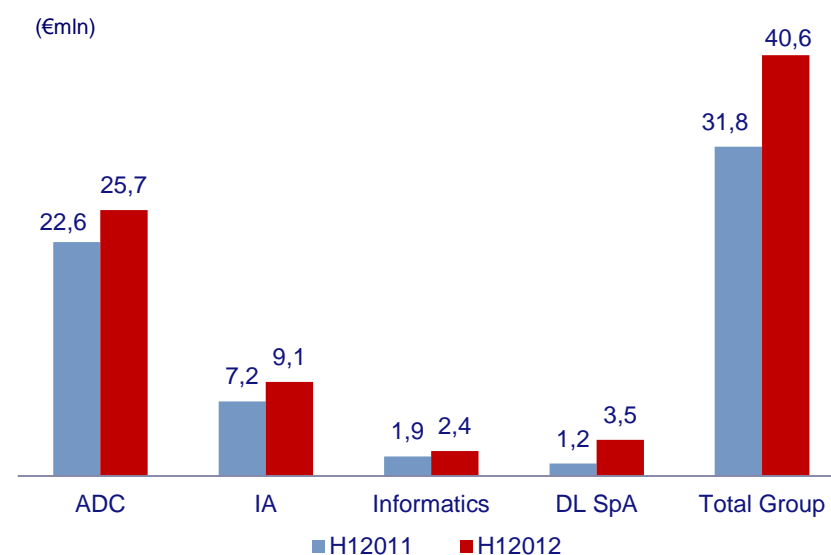


(*) % figures calculated on total net of adjustment

REVENUES



EBITDA



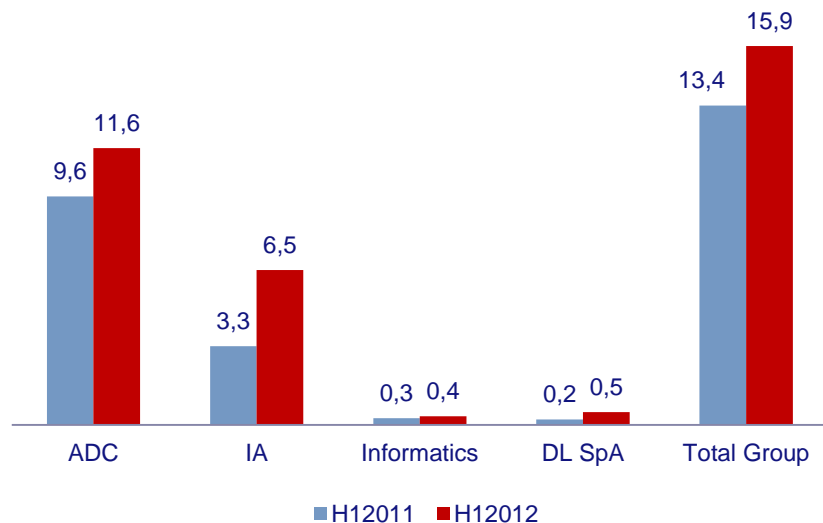
| Revenues Growth | H12012/H12011 |
|-----------------------|---------------|
| ADC | 1.8% |
| Industrial Automation | 43.7% |
| Informatics | 17.2% |
| DL SpA | 39.6% |
| Total Group | 12.7% |

| EBITDA Margin * | H12011 | H12012 |
|-----------------------|--------------|--------------|
| ADC | 15.5% | 17.3% |
| Industrial Automation | 14.8% | 13.0% |
| Informatics | 12.1% | 13.0% |
| Total Group | 15.1% | 17.2% |

* EBITDA on total revenues

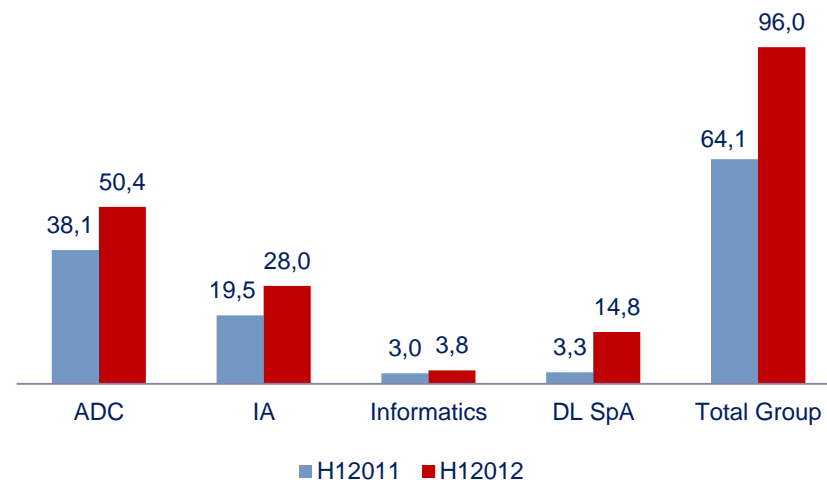
R&D COSTS

(€mln)



TWC

(€mln)

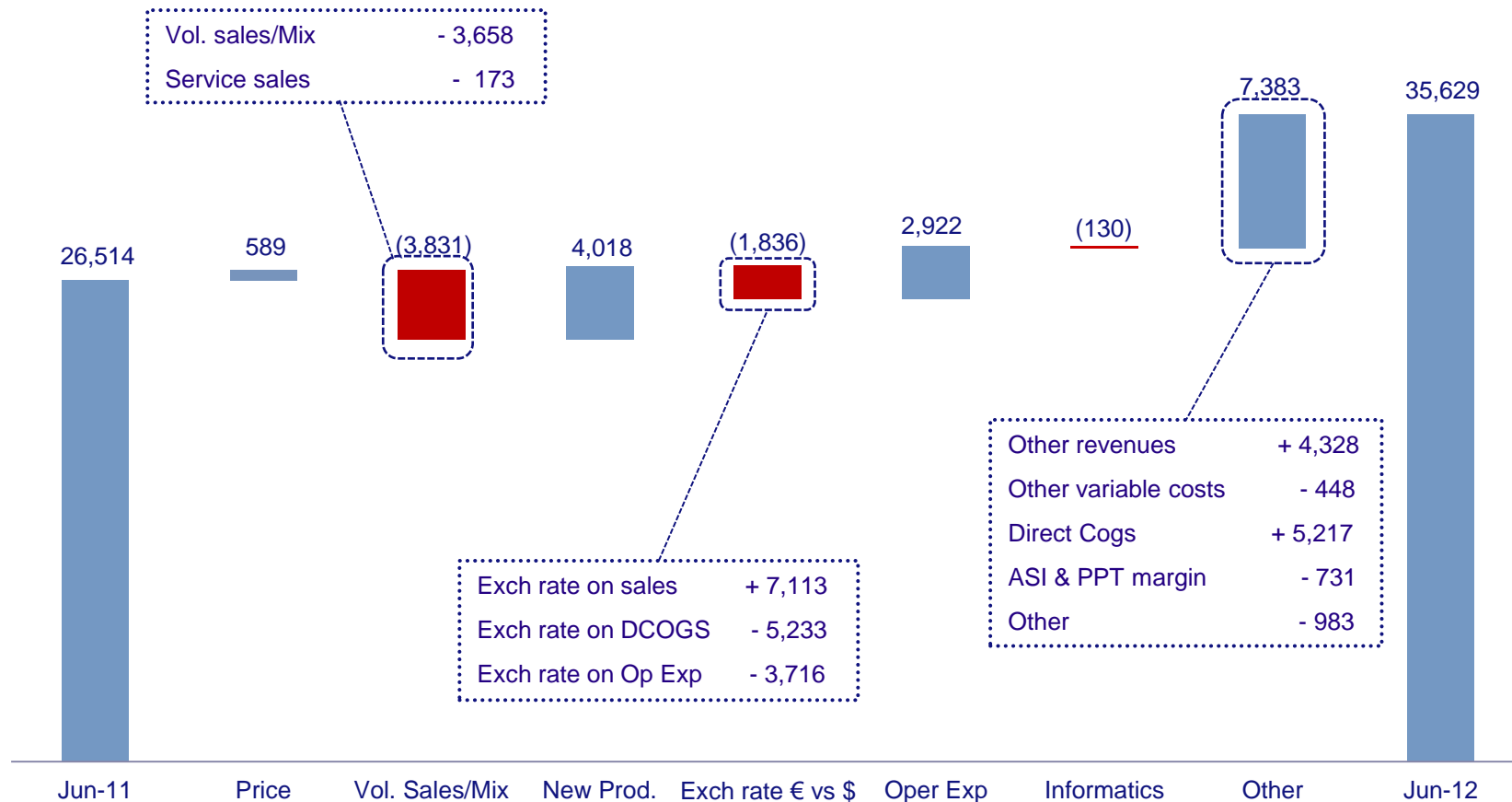


| R&D/Revenues | H1 2011 | H1 2012 |
|-----------------------|-------------|-------------|
| ADC | 6.6% | 7.8% |
| Industrial Automation | 6.8% | 9.3% |
| Informatics | 1.8% | 2.0% |
| Total Group | 6.4% | 6.7% |

| TWC/Annualized Revenues | H1 2011 | H1 2012 |
|-------------------------|--------------|--------------|
| ADC | 13.1% | 17.0% |
| Industrial Automation | 20.0% | 20.0% |
| Informatics | 9.5% | 10.3% |
| Total Group | 15.2% | 20.3% |

EBITANR * - Actual vs Last Year

(€000)



(*) Ordinary Operating Profit before non recurring costs/revenues and amortization of intangible assets from acquisition (EBITANR)

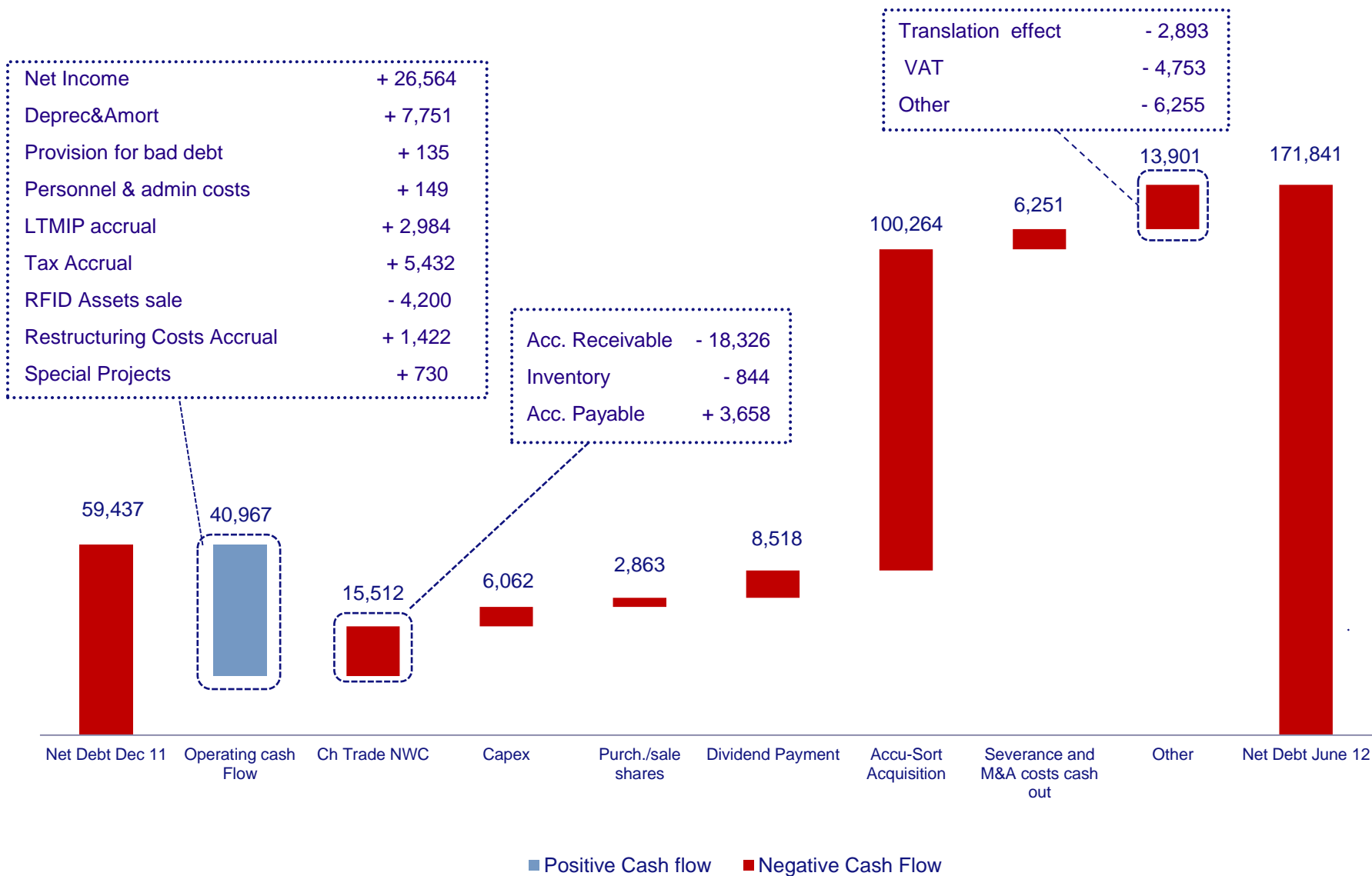
Note:

The Exchange rate variance has been calculated on Sales/COGS/Operating expenses originally denominated in USD (\$). The variance was the result of the difference between June12, Actual (1,2965) and June 11 Actual (1,4032) €/USD exchange rate.

| €000 | At 31/12/2011 | At 30/06/2012 |
|---|-----------------|------------------|
| Intangible fixed assets | 42,228 | 62,501 |
| Goodwill | 112,152 | 186,204 |
| Tangible fixed assets | 49,991 | 51,054 |
| Non Consolidated investments | 7,951 | 13,028 |
| Other fixed assets | 31,935 | 40,282 |
| Total Fixed Assets | 244,257 | 353,069 |
| Net trade account receivables | 74,200 | 104,057 |
| ST account payables | (67,158) | (72,722) |
| Inventory | 59,630 | 64,649 |
| Trade Working Capital | 66,672 | 95,984 |
| Other current receivables | 17,041 | 30,141 |
| Other ST payables and provision for risk & future charges | (53,869) | (79,761) |
| Net Working Capital | 29,844 | 46,364 |
| Other LT payables | (22,382) | (24,125) |
| Employees' severance Indemnity | (6,666) | (6,485) |
| LT provision for risk & future charges | (15,366) | (3,721) |
| Net Invested Capital | 229,687 | 365,102 |
| Equity | 170,250 | 193,261 |
| Net Financial Position | (59,437) | (171,841) |
| <i>Exchange rate</i> | <i>1.2939</i> | <i>1.2590</i> |

Net Debt Analysis: H1 2011 vs H1 2012

(€000)





◆ GROUP OVERVIEW

◆ H1 2012 RESULTS

◆ OUTLOOK

- ✦ Reference markets are growing below expectations but Datalogic will continue to grow above major competitors
- ✦ The new integrated Supply Chain is giving a contribution to reduce the cost of good sold
- ✦ As the market expectations for the second half seems to be more conservative, we confirm our strong commitment on recovery of efficiency and reduction of working capital

We Welcome Your Questions!

The Datalogic logo, featuring a stylized four-pointed star icon to the left of the word "DATALOGIC" in a bold, sans-serif font.

Thank You!

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