

# ***FY 2007 Conference Call***

***Bologna, 15th February 2008***



✦ FY2007 FINANCIAL RESULTS

✦ Q&A SESSION

# Consolidated Income Statement

(Euro/1.000)

	FY06	%	FY07	%	Ratios
<b>Revenues</b>	<b>381.614</b>	<b>100,0%</b>	<b>404.027</b>	<b>100,0%</b>	<b>5,9%</b>
COGS	(214.544)	-56,2%	(224.298)	-55,5%	
<b>Gross Operating Margin</b>	<b>167.070</b>	<b>43,8%</b>	<b>179.729</b>	<b>44,5%</b>	<b>7,6%</b>
R&D	(26.313)	-6,9%	(24.992)	-6,2%	
G&A	(28.752)	-7,5%	(36.746)	-9,1%	
Distribution Costs	(83.915)	-22,0%	(77.503)	-19,2%	
Other Rev/(Charges)	(2.056)	-0,5%	(2.695)	-0,7%	
<b>Ordinary Operating Profit (EBITANR) (*)</b>	<b>26.034</b>	<b>6,8%</b>	<b>37.793</b>	<b>9,4%</b>	<b>45,2%</b>
Not recurring costs/rev	(6.315)	-1,7%	(2.622)	-0,6%	
Amort. intang. assets from acquis.	(4.345)	-1,1%	(4.087)	-1,0%	
<b>Operating Profit (EBIT)</b>	<b>15.374</b>	<b>4,0%</b>	<b>31.084</b>	<b>7,7%</b>	<b>102,2%</b>
Financial (costs)/rev.	(5.160)	-1,4%	(4.608)	-1,1%	
Results from equity investments	(53)	0,0%	396	0,1%	
Foreing exchange (costs)/rev.	(1.128)	-0,3%	(253)	-0,1%	
<b>EBT</b>	<b>9.033</b>	<b>2,4%</b>	<b>26.619</b>	<b>6,6%</b>	<b>194,7%</b>
Taxes	(4.767)	-1,2%	(8.536)	-2,1%	
<b>Net Income</b>	<b>4.266</b>	<b>1,1%</b>	<b>18.083</b>	<b>4,5%</b>	<b>323,9%</b>
Third Parties Income	(141)	0,0%	0	0,0%	
<b>Group Net Income</b>	<b>4.125</b>	<b>1,1%</b>	<b>18.083</b>	<b>4,5%</b>	<b>338,4%</b>
Depreciation	(8.309)	-2,2%	(7.655)	-1,9%	
Amortization	(3.894)	-1,0%	(4.646)	-1,1%	
<b>EBITDA</b>	<b>38.237</b>	<b>10,0%</b>	<b>50.094</b>	<b>12,4%</b>	<b>31,0%</b>

(\*) Ordinary Operating Profit before not recurring costs/revenues and amortization of intangible assets from acquisition (EBITANR)

# Segment Reporting: April – Dec. 2007

(Euro/1.000)

	Mobile	Automation	Business Dev.	Scanning	Cost not allocated	Adj.	Total Group
<b>Revenues</b>	<b>65.907</b>	<b>55.995</b>	<b>34.051</b>	<b>145.945</b>	<b>4.447</b>	<b>(6.383)</b>	<b>299.962</b>
COGS	(39.125)	(27.607)	(19.503)	(87.002)	(122)	7.112	(166.247)
<b>Gross Operating Margin</b>	<b>26.782</b>	<b>28.388</b>	<b>14.548</b>	<b>58.943</b>	<b>4.325</b>	<b>729</b>	<b>133.715</b>
<i>% on total rev.</i>	40,6%	50,7%	42,7%	40,4%	97,3%	-11,4%	44,6%
R&D	(3.430)	(5.130)	(627)	(8.439)	(441)	82	(17.985)
G&A	(6.185)	(8.239)	(2.757)	(12.805)	(1.106)	1.649	(29.443)
Distribution Costs	(14.715)	(12.627)	(7.531)	(27.880)	(87)	5.199	(57.641)
Other Rev/(Charges)	5.224	957	(114)	1.270	(1.117)	(8.016)	(1.796)
<b>Ordinary Operating Profit (EBITANR) (*)</b>	<b>7.676</b>	<b>3.349</b>	<b>3.519</b>	<b>11.089</b>	<b>1.574</b>	<b>(357)</b>	<b>26.850</b>
<i>% on total rev.</i>	11,6%	6,0%	10,3%	7,6%	35,4%	5,6%	9,0%
Not recurring costs/rev	(173)	1.171	0	(9)	(208)	(2.178)	(1.397)
Amort. intang. assets from acquis.	(289)	(971)	(431)	(1.342)	0	0	(3.033)
<b>Operating Profit (EBIT)</b>	<b>7.214</b>	<b>3.549</b>	<b>3.088</b>	<b>9.738</b>	<b>1.366</b>	<b>(2.535)</b>	<b>22.420</b>
<i>% on total rev.</i>	10,9%	6,3%	9,1%	6,7%	30,7%	39,7%	7,5%
Depreciation&Amortization	(2.090)	(2.168)	(274)	(3.617)	(1.089)	0	(9.238)
<b>EBITDA</b>	<b>9.766</b>	<b>5.517</b>	<b>3.793</b>	<b>14.706</b>	<b>2.663</b>	<b>(357)</b>	<b>36.088</b>
<i>% on total rev.</i>	14,8%	9,9%	11,1%	10,1%	59,9%	5,6%	12,0%

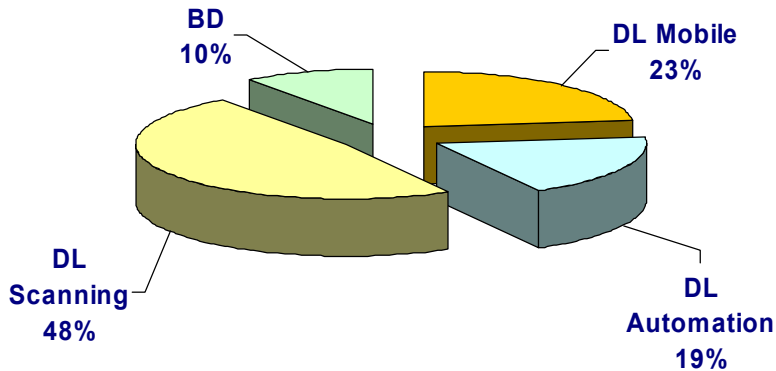
(\*) Ordinary Operating Profit before not recurring costs/revenues and amortization of intangible assets from acquisition (EBITANR)

# Revenues Details

(Euro/1.000)

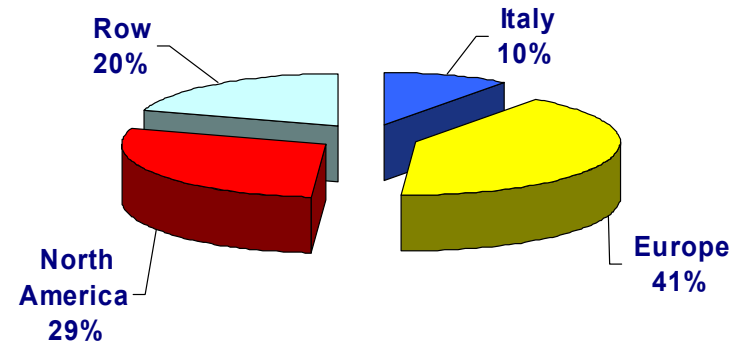
## 4Q07 REVENUES BY DIVISION

	4Q07	%
Datalogic Mobile	24.222	23%
Datalogic Automation	20.350	19%
Datalogic Scanning	50.970	48%
Business Development	10.977	10%
<b>Revenues (*)</b>	<b>106.519</b>	<b>100%</b>



## FY07 REVENUES BY GEOGRAPHIC AREA

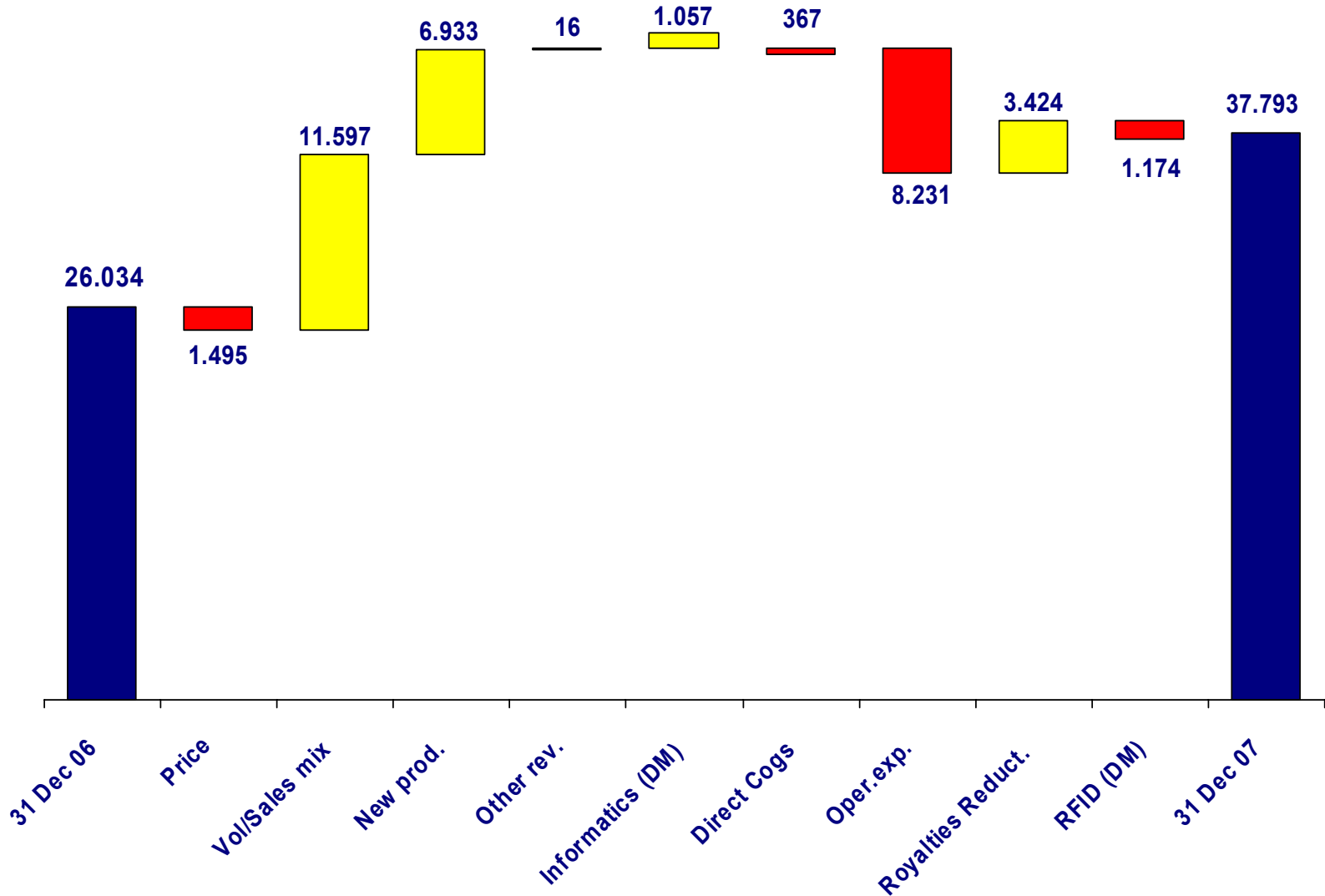
	FY06	FY07	Var. %
Italy	37.973	39.653	4%
Europe	153.694	168.219	9%
North America	124.504	116.442	-6%
ROW	65.443	79.713	22%
<b>Revenues</b>	<b>381.614</b>	<b>404.027</b>	<b>6%</b>



(\*) Including intersegment sales and before adjustments for € 28

# EBITANR \* – Actual vs. Last Year

(Euro/1.000)



(\*) Ordinary Operating Profit before not recurring costs/revenues and amortization of intangible assets from acquisition (EBITANR)

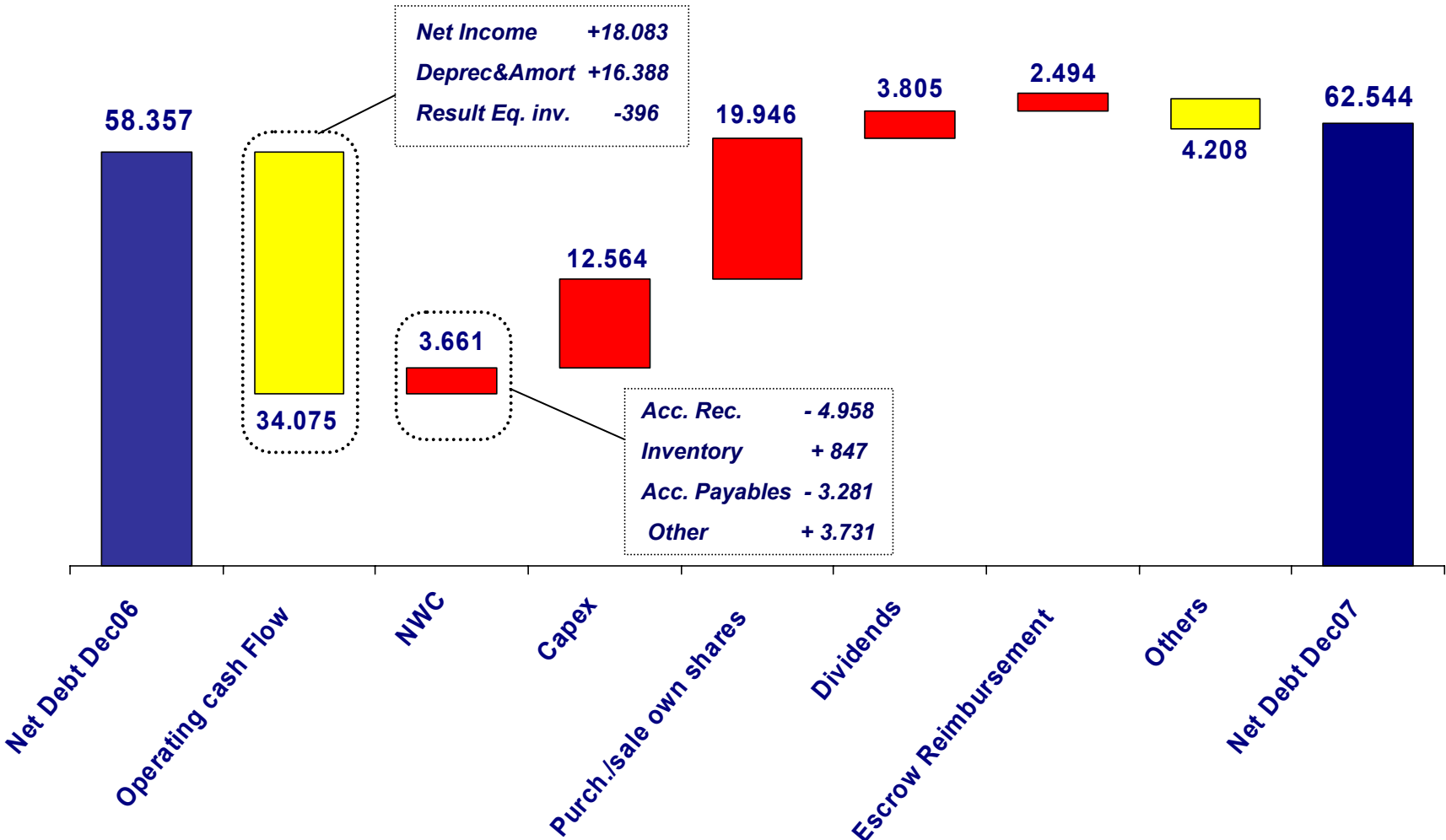
# Consolidated Balance Sheet

(Euro/1.000)

	FY06	FY07
<b>Fixed Assets</b>	<b>227.254</b>	<b>204.065</b>
Receivables	90.917	101.685
Inventory	52.005	51.158
Payables	(78.042)	(85.413)
<b>Net Working Capital</b>	<b>64.880</b>	<b>67.430</b>
Employees' severance Indemn.	(7.624)	(6.565)
Risk Funds	(10.503)	(10.818)
Other liabilities	(29.040)	(18.086)
<b>Net Invested Capital</b>	<b>244.967</b>	<b>236.026</b>
<b>Equity</b>	<b>186.610</b>	<b>173.482</b>
<b>Net Financial Position</b>	<b>-58.357</b>	<b>-62.544</b>

# Net Debt

(Euro/1.000)





★ FY 2007 FINANCIAL RESULTS

★ Q&A SESSION