



9M 2015 Conference Call

November 6th, 2015

Agenda

- 9M 2015
- Outlook

9M 2015

Highlights 3Q 2015

Revenues

- + 15.3% YoY to 133.8 mln Euro (+5.8% at constant exchange rate) mainly thanks to North America and Asia Pacific markets in Retail and T&L
- New products* accounted for 27.7% of quarterly revenues

EBITDA

- + 5.0% YoY to 18.7 mln Euro (+ 8.9% at constant exchange rate)
- EBITDA margin at 14% (15.9% at constant exchange rate)

Net Profit

- Positive trend of financial costs due to refinancing
- Net profit affected by timing effect of higher non recurring costs and taxes

€000	3Q2015	3Q2014	YoY%	2Q2015	QoQ %
Revenues	133,810	116,036	15.3%	135,169	(1.0%)
Gross Operating Profit	62,963	58,652	7.4%	62,687	0.4%
EBITDA	18,752	17,854	5.0%	18,636	0.6%
<i>EBITDA Margin</i>	<i>14.0%</i>	<i>15.4%</i>		<i>13.8%</i>	
EBIT	13,404	13,698	(2.1%)	13,900	(3.6%)
Net Profit	8,972	10,436	(14.0%)	11,558	(22.4%)

* New products are products launched in the last 24 months

3Q 2015 New Products: ADC



Powerscan 9500 DPM-Evo Imager

Powerscan DPM family upgraded with new enhanced Datalogic DPM decoding software and new Electronics

Heron HD3430 2D area imager

The HD3430 is the first handheld reader featuring a proprietary 2D multi-purpose imaging engine



QuickScan QD2131 1D linear imager

Enhanced decoding algorithm enabling the imager to capture and decode 1D bar codes more quickly

- Extended reading range and depth of field (DOF)
- Extra-wide scan angle and extra-long scan line

3Q 2015 New Products:IA

Machine Vision

P-Series – color

New P-series color smart camera, combined with Impact software 11.6

- Colour models
- Colour detection tools
- Embedded Ethernet/IP,
- Green Red Spot tool for good-read feedback



Safety and Sensors

SG4-H

The first safety light curtain with a stainless steel housing and glass window.

- High quality steel with surface roughness under 0.8 micron
- Compact form factor (50mm x 30mm profile) with no sharp edges or gaps
- No detachable labels: all information ar laser marked on the housing



Machine Vision

Impact + OCR

Based on the P-Series Smart Camera, it's the first smart camera solution devoted to Optical Character Recognition.

- Dedicated User Interface for fast OCR setup
- Compact IP67 Smart Camera with rotating connectors
- Fully integrated interchangeable lenses and illuminators

Highlights 9M 2015

- Revenues growth driven by ADC in **North America, Greater China and Europe** thanks to robust investments by retailers and the launch of technologically advanced products
- **Industrial Automation** exploits growth opportunities in Asia and grows double digit in the T&L segment in North America; BU Systems still weighting on the division's results
- Revenues from Royal Mail's order to implement a new Parcel Sorting System in UK to start in 4Q.
- **Investment in R&D and distribution** continued to be crucial for the development of the Group
- Strong improvement of financial costs thanks to a cheaper financing contract
- **Robust growth of net income**



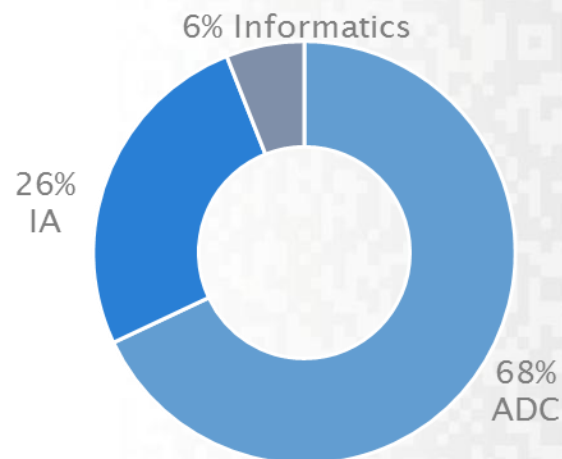
9M 2015 Profit and Loss

000€	9M2015		9M2014		Var %	Var% Net Forex Effect
Revenues	391,295	100.0%	340,064	100.0%	15.1%	5.2%
COGS	(208,546)	(53.3%)	(172,334)	(50.7%)		
Gross Operating Margin	182,749	46.7%	167,730	49.3%	9.0%	3.6%
Other revenues	1,483	0.4%	1,004	0.3%		
R&D	(34,764)	(8.9%)	(29,812)	(8.8%)		
Distribution Costs	(74,758)	(19.1%)	(63,561)	(18.7%)		
Administrative expenses	(29,056)	(7.4%)	(29,914)	-8.8%		
Other operating expenses	(1,842)	(0.5%)	(1,828)	-0.5%		
Total operating expenses and others	(140,420)	(35.9%)	(125,115)	(36.8%)	12.2%	3.6%
Non recurring costs/rev	(1,428)	(0.4%)	(2,370)	(0.7%)		
Amort. Intang. Assets from acquis.	(4,295)	(1.1%)	(4,097)	(1.2%)		
Operating Profit (EBIT)	38,089	9.7%	37,152	10.9%	2.5%	9.4%
Financial (costs)/rev.	(3,910)	(1.0%)	(6,487)	(1.9%)		
Foreign exchange (costs)/rev.	2,387	0.6%	910	0.3%		
EBT	36,566	9.3%	31,575	9.3%	15.8%	
Taxes	(6,143)	(1.6%)	(5,895)	(1.7%)		
Net Income	30,423	7.8%	25,680	7.6%	18.5%	
Depreciation	(5,773)	(1.5%)	(5,268)	(1.5%)		
Amortization	(3,493)	(0.9%)	(3,120)	(0.9%)		
EBITDA	53,078	13.6%	52,007	15.3%	2.1%	4.1%
Exchange rate	1.1144		1.3549			

Revenues Trend by Division

- ADC Division is the driver of the growth in all the reference markets (+18.2%, +8.3% at constant exchange rate).
- POS check out fixed scanners with the new imaging technology and hand held scanners are driving growth in Retail
- The Industrial Automation division is catching up +8.7% (+1.2% at constant exchange rates) but net of the BU Systems, **the division's revenues increased by 13.0%** (+6.1% at constant exchange rates)
- T&L segment in 3Q grew double digit in North America

REVENUES BY DIVISION (%)

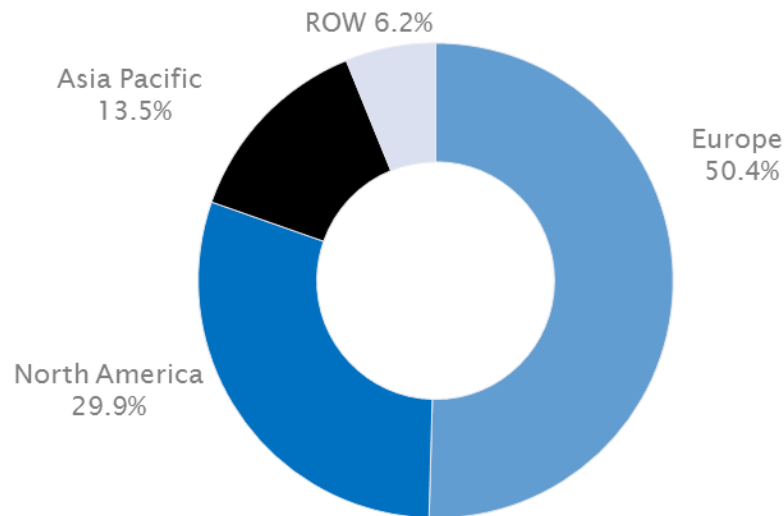


REVENUES BY DIVISION

€mln	9M2015	9M2014	Var %
ADC	267.7	226.5	18.2%
IA	103.4	95.1	8.7%
- IA excluding BU Systems	94.0	83.2	13.0%
Informatics	22.1	19.7	11.7%
Corporate and Adjustments	(1.9)	(1.2)	n.m.
Total revenues	391.3	340.1	15.1%

Revenues Trend by Country

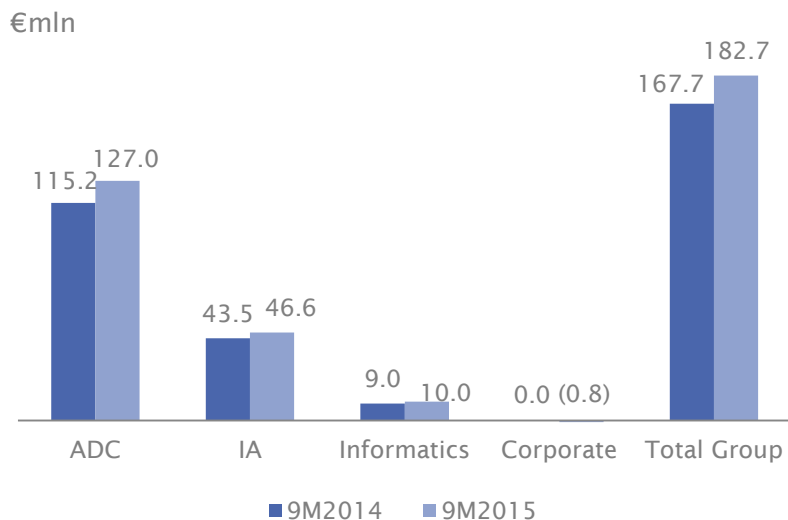
REVENUES BY GEOGRAPHIC AREA			
€mln	9M2015	9M2014	Var %
Europe	197.4	179.1	10.2%
North America	117.1	98.4	19.0%
Asia Pacific	52.8	39.9	32.2%
ROW	24.0	22.6	6.2%
Total Revenues	391.3	340.1	15.1%



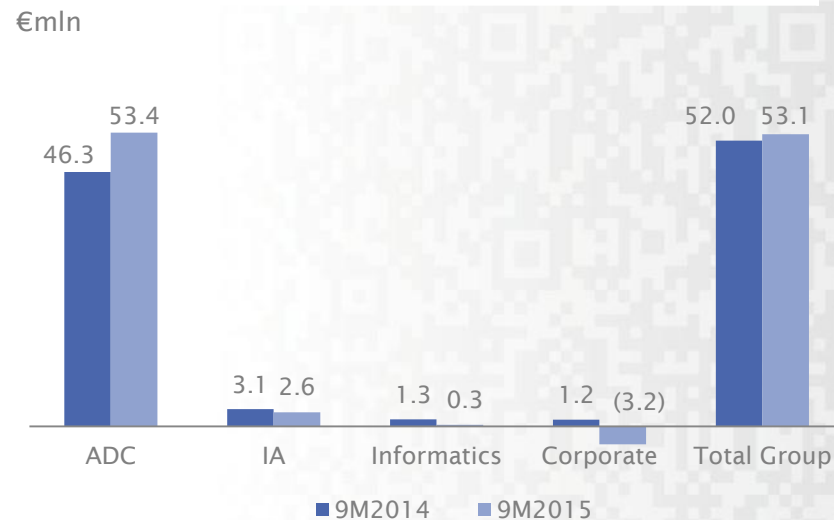
- **Europe** continues to be the driver with a double digit growth both in in ADC and IA
- **North America:** good recovery of ADC and IA in 3Q; BU Systems still suffering mainly due to cyclical trend of Postal segment
- Expansion in Asia Pacific continues with the launch of dedicated products
- Focus on **Greater China** up 52.1% (35.1% at constant exchange rate), with ADC sales almost doubled
- ROW driven by South Africa and Arab Emirates (over 50% growth), Russia (over 30%) partially offset by the economic downturn in Brasil

9M Segment Reporting: GOP and EBITDA

GOP BY DIVISION



EBITDA BY DIVISION

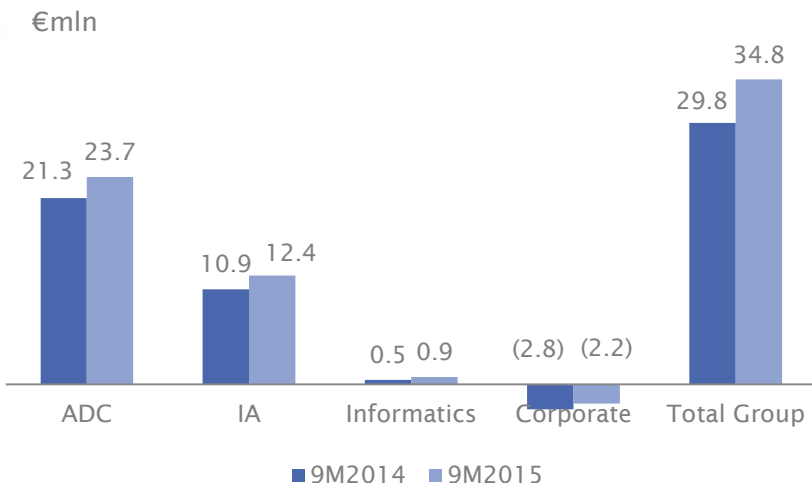


Gross Operating Margin	9M2015	9M2014
ADC	47.4%	50.9%
Industrial Automation	45.1%	45.8%
Informatics	45.3%	45.4%
Total Group	46.7%	49.3%

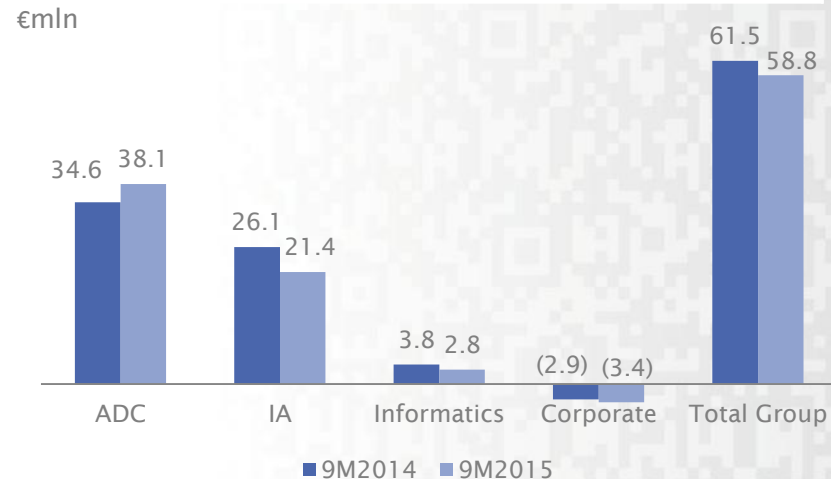
EBITDA Margin	9M2015	9M2014
ADC	20.0%	20.4%
Industrial Automation	2.5%	3.3%
Informatics	1.5%	6.7%
Total Group	13.6%	15.3%

9M Segment Reporting: R&D and TWC

R&D BY DIVISION



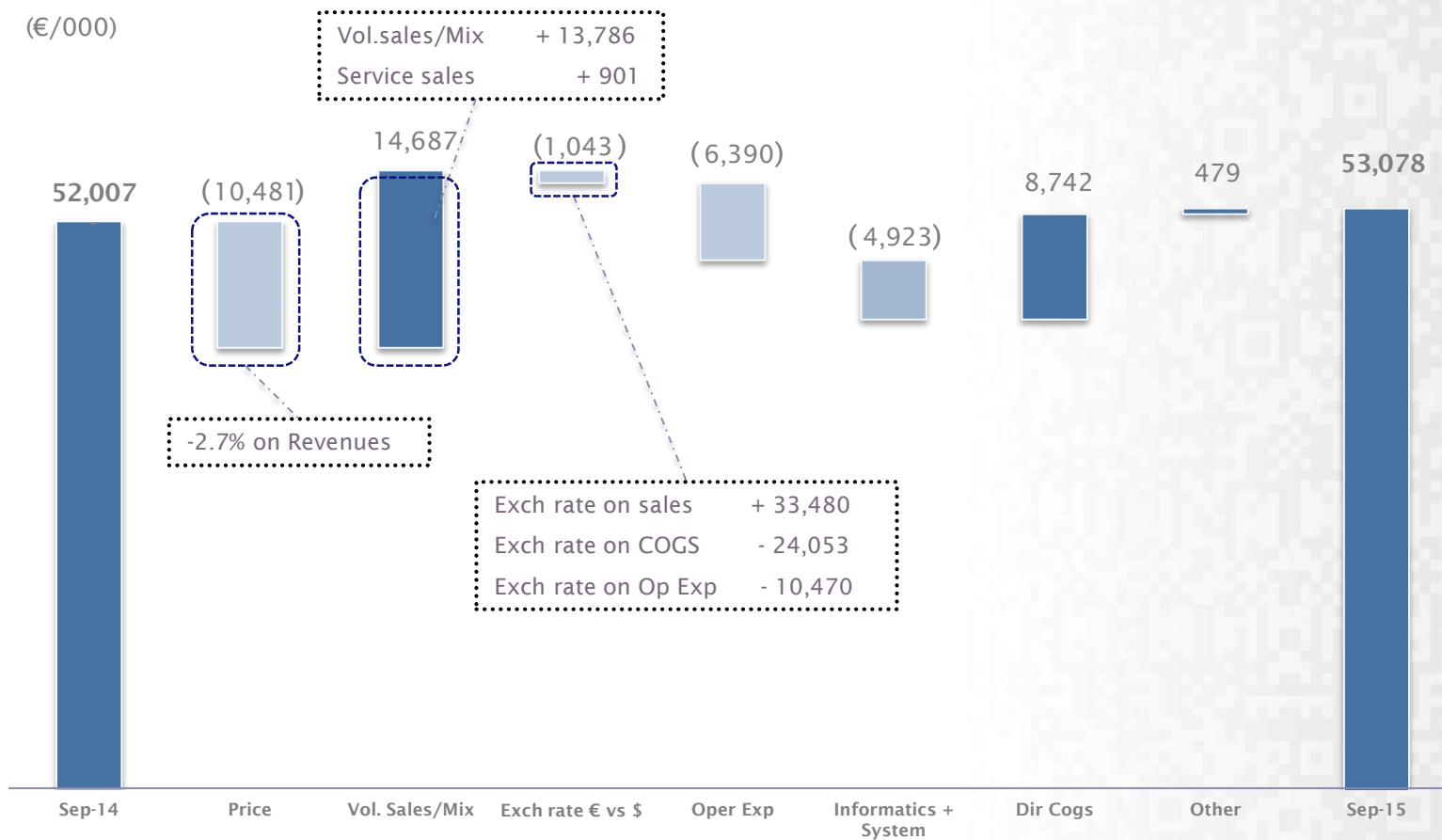
TWC BY DIVISION



R&D/Revenues	9M2015	9M2014
ADC	8.8%	9.4%
Industrial Automation	12.0%	11.4%
Informatics	3.9%	2.7%
Total Group	8.9%	8.8%

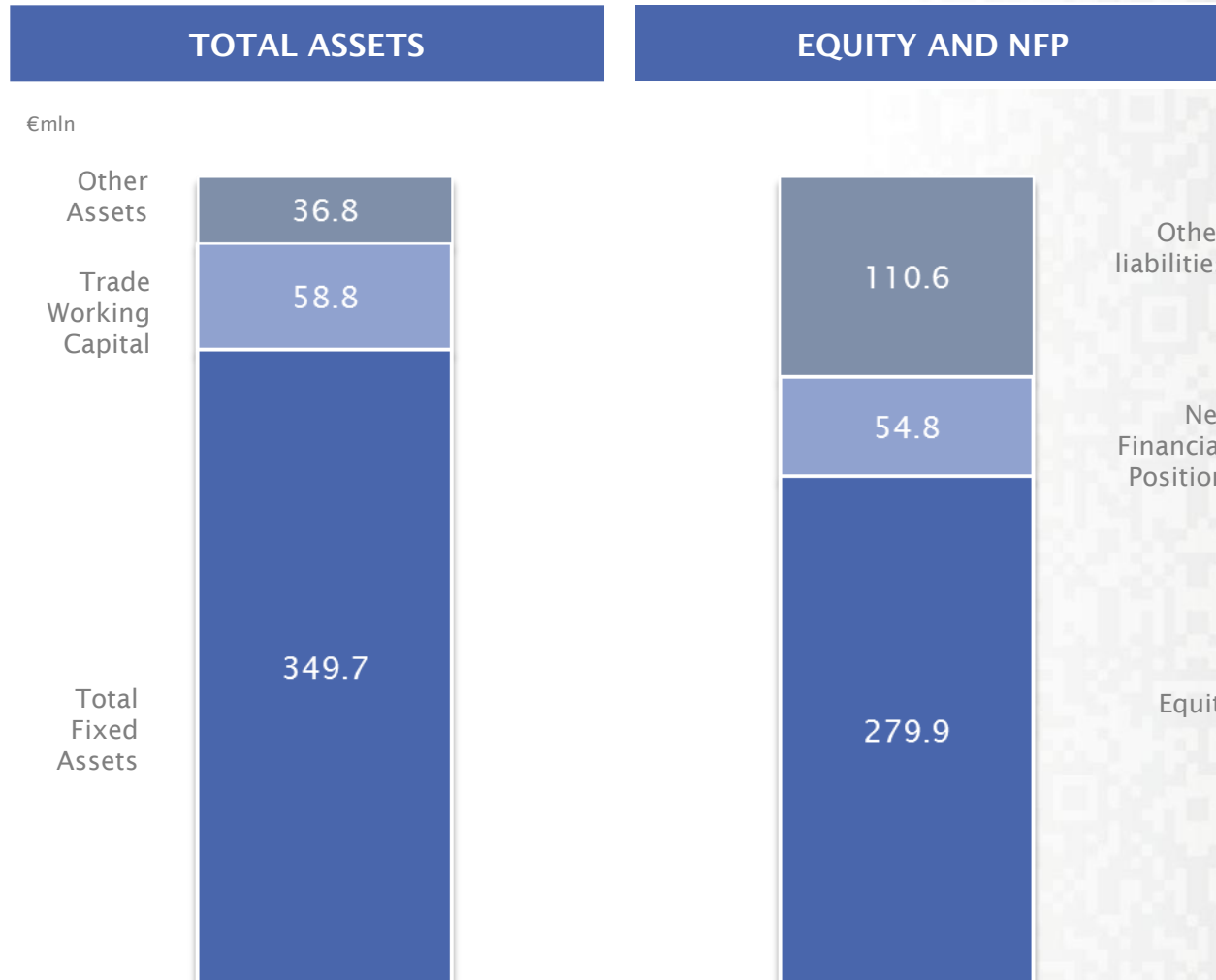
TWC/Annualized Revenues	9M2015	9M2014
ADC	10.7%	11.4%
Industrial Automation	15.5%	20.6%
Informatics	9.4%	14.3%
Total Group	11.3%	13.6%

EBITDA: Actual vs Last Year



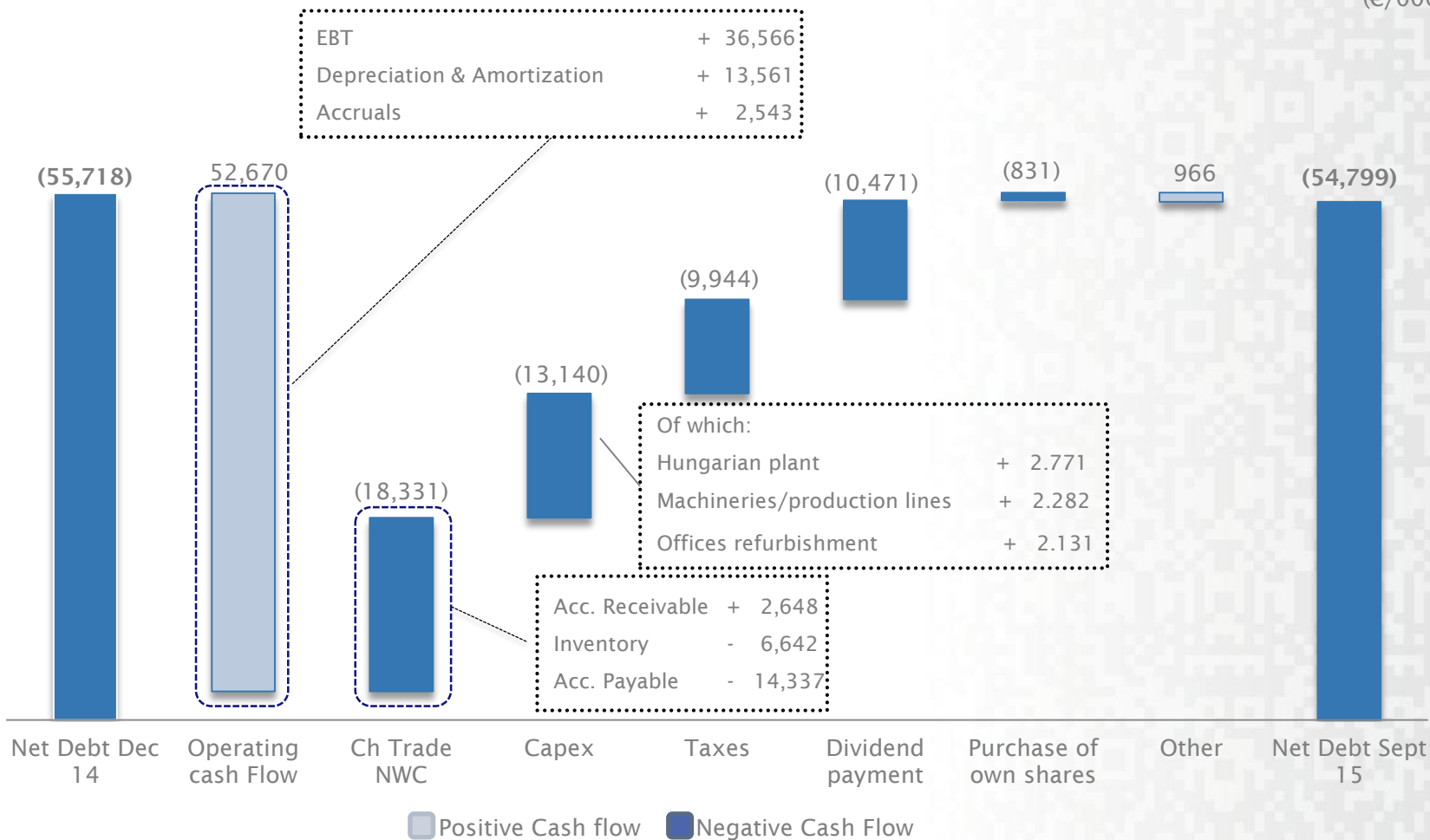
The variance was the result of the difference between Sept'15 Actual (1.1144) and Sept '14 Actual (1.3549) €/USD exchange rate

Consolidated Balance Sheet at 30.09.2015



Net Debt Analysis

(€/000)



Outlook

Outlook for 2015



- 9M results confirm the **positive trend** of the Group in the **European and Asian Market**, with first signs of **recovery in US**
- **Positive trend in orders booking in 9M at 405.25 mln Euro**, +16.3% compared to the same period of 2014.
- **ADC** will continue the strong performance especially in **Retail**
- The **Industrial Automation** division would benefit from revenue of **projects in the Transportation, Logistics and Postal segments** (contribution of Royal Mail Order) as well as the **Factory Automation** sector thanks to the launching of **new top of the range products in Q3**
- **Strong investments in innovation continue**, expected at **over 9% on revenues**

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NEXT EVENTS

November 5th, 2015

BoD approves 3Q results

DATALOGIC ON LINE

www.datalogic.com

THANK YOU

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