INTESA SANPAOLO ROADSHOW

SEPTEMBER 18TH, 2025

◇DATALOGIC
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GROUP OVERVIEW

Datalogic at a glance

Global technology leader in the **data capture** and **industrial automation**, in the **Retail**, **Manufacturing**, **Transportation & Logistics**, and **Healthcare** industries.
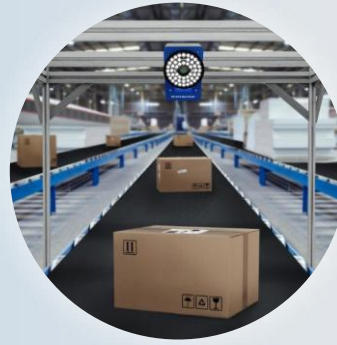Founded in **1972**, listed on the Italian Stock Exchange since **2001.**

Retail   **Manufacturing**   **Transportation & Logistics**   **Healthcare**

A portfolio of more than 1,200 patents and patent applications

~2750 Employees in 27 countries:
13.2% Americas, 60.6% EMEAI, 26.3% APAC

460+ Engineers in 10 R&D centers and 3 DL Labs in Italy, USA, Vietnam, and China
Total R&D monetary costs amounted to €65.9 million, accounting for 13.3% of revenue
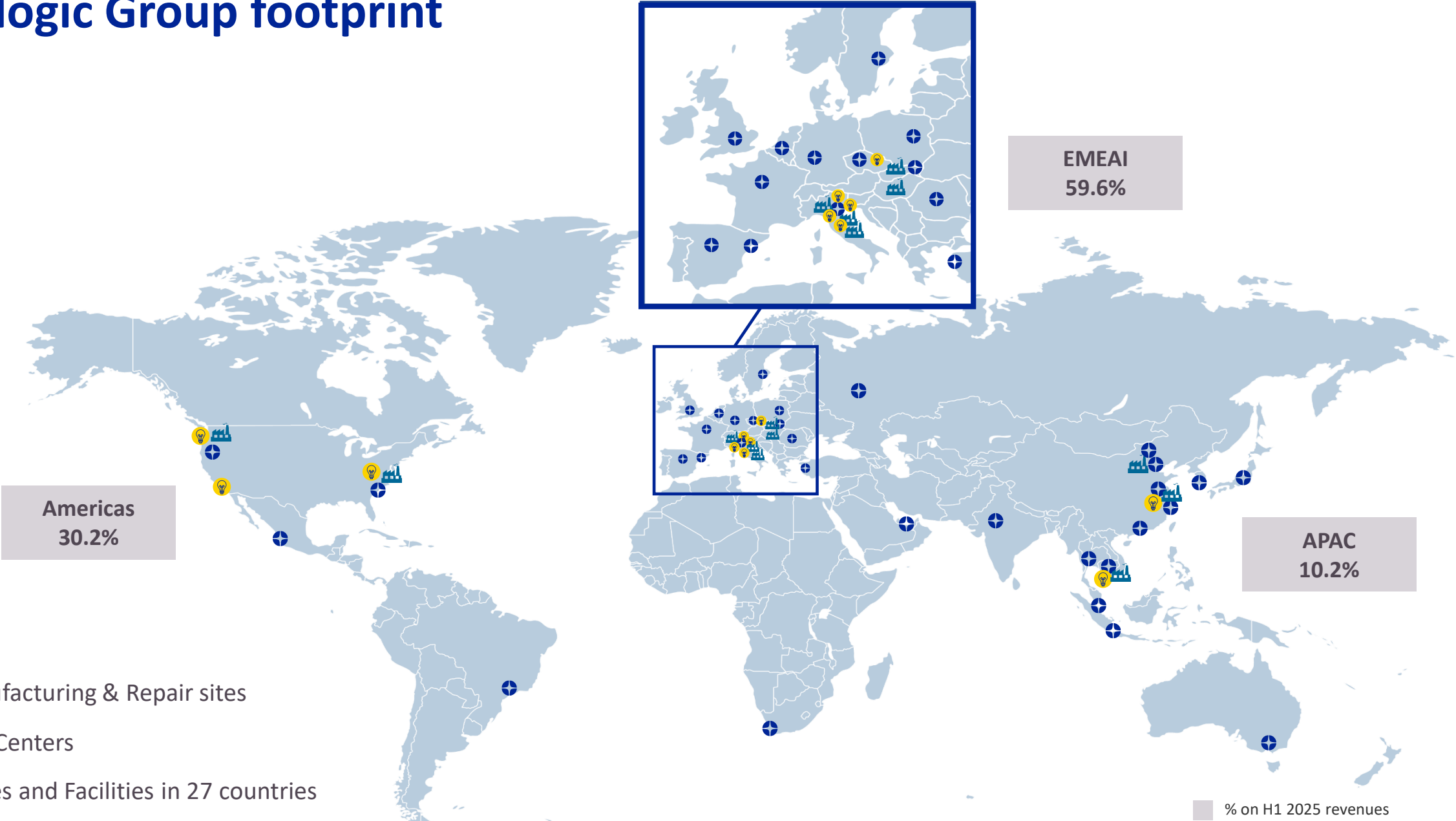
10 Manufacturing & Repair sites in:
USA, Hungary, Slovakia, Italy, China and Vietnam

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Datalogic Group footprint

EMEAI
59.6%

Americas
30.2%

APAC
10.2%

🏭 10 Manufacturing & Repair sites

💡 10 R&D Centers

✪ 36 Offices and Facilities in 27 countries

% on H1 2025 revenues

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50+ Years of Expansion

FOUNDATION
- Established in Bologna

EXPANSION
- Escort Memory Systems Inc.
- IDWare mobile Computing & Communications

LISTING
- Listed on the STAR segment of the Italian Stock Exchange

EXPANSION
- Minec AB
- Laservall SpA
- Informatics Inc.
- PSC Inc.
- Datasensor SpA
- Evolution Robotic Retail Inc.
- Accu-Sort System Inc.
- PPT Vision Inc.

INNOVATION
- Acquisition of Multiware Photonics SA
- Partnership with CAEN RFID Srl

EXPANSION
- Set up new One Datalogic
- Acquisition of SOREDI Touch Systems GmbH

EXPANSION
- Acquisition of M.D. Micro Detectors SpA

ANNIVERSARY
- 50th Years of innovation

EXPANSION
- Acquisition of Pekat Vision

NON CORE BUSINESS DISPOSAL
- Sale of 100% of Informatics Holdings, Inc.

| 1972 | 1997-1998 | 2001 | 2002-2011 | 2012-2015 | 2017-2020 | 2021 | 2022 | 2024 |

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Datalogic provides a broad portfolio of automation and data capture solutions for diverse industries

INDUSTRIAL

AUTOMATION

Unattended processes

Ca. 33% of Total 1H 2025 Revenues

DATA **CAPTURE**

Attended processes

Ca. 67% of Total 1H 2025 Revenues

STRATEGY & OPERATING MODEL

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Compelling value offering to our customers across all main Industries

Main Sub-industries	Main applications and benefit
~53% **Retail** ⊕ Grocery ⊕ Non-grocery ⊕ DIY	⊕ **Back store/fulfillment**: Inbound/Outbound, stock management, on-line order fulfillment → increase efficiency, reduce out-of-stock, support omni-channel operations ⊕ **In-store operations**: inventory management, shelf replenishment, customer assistance → improve product availability, customer experience and satisfaction ⊕ **Checkout and self-checkout including MV and AI** → speed up operations, reduce loss and theft for intentional and non-intentional errors
~30% **Manufacturing** ⊕ Automotive ⊕ Consumer electronics ⊕ Packaging	⊕ **Intralogistics**: raw material and semi-finished goods end-to-end traceability → increase efficiency and reduce cost of the production line reducing downtime ⊕ **Agile/lean production**: support product customization and seasonality efficiently → process digitalization allow to reconfigure and adapting the production line quickly and efficiently ⊕ **Quality control**: part tracking and defect identification → allow targeted product recalls, reduce after sales warranty cost and customer dissatisfaction
~13% **Transportation & Logistics** ⊕ Couriers ⊕ Parcel ⊕ E-commerce ⊕ Airport	⊕ **Supply chain**: full traceability in real time → allow real time visibility of goods, reduce stock, improve planning ⊕ **Inbound/Outbound** in distribution centers → improve stock management ⊕ **High speed automatic sorting** → reduce transit time and destination errors ⊕ **Last mile delivery** → reduce delivery errors, increase customer satisfaction ⊕ **Baggage and passenger tracking** in Airports → reduce baggage loss and offer a better service
~4% **Healthcare** ⊕ Hospitals ⊕ Analysis laboratory	⊕ **Patient data digitalization** → Real time data availability and sharing among the hospital staff ⊕ **Bedside care**: the right medicine, in the right dose to the right patient at the right time (4 patient rights) → reduce medication errors and increase patient safety ⊕ **Hospital asset/equipment tracking** → optimize asset/equipment usage and reduce loss of misplaced equipment ⊕ **Hospital's pharmacy**: inventory and expiration date management → medicine availability and increase patient safety ⊕ **Test tubes & blood bags** tracking → patient safety

x % of DL revenues 2024

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Strategy centered on our core identification offering, enhancing portfolio with complementary tech and operating a solution ecosystem

VISION — *"Shape the future with intelligence and innovation"*

OBJECTIVE

- **Be the unique player** with a comprehensive presence and **leadership** positions **in both DC and IA markets**

- **Outperform the market** in the long term with **increasing profitability**

SCOPE

- Enhance **hardware** offer with **software, driving** efficiency in Client-facing, Supply Chain and Manufacturing applications in **Retail, Factory Automation, T&L, and Healthcare** verticals

- **Consolidate position in EMEAI** and become a **strong player in the United States**

- **Grow our** presence in **APAC**

ADVANTAGE

- Leverage a **wide portfolio of products and services** to provide Customers with **innovative and easy-to-integrate solutions** along the entire flow of operations

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Four Pillars of Datalogic long term plan

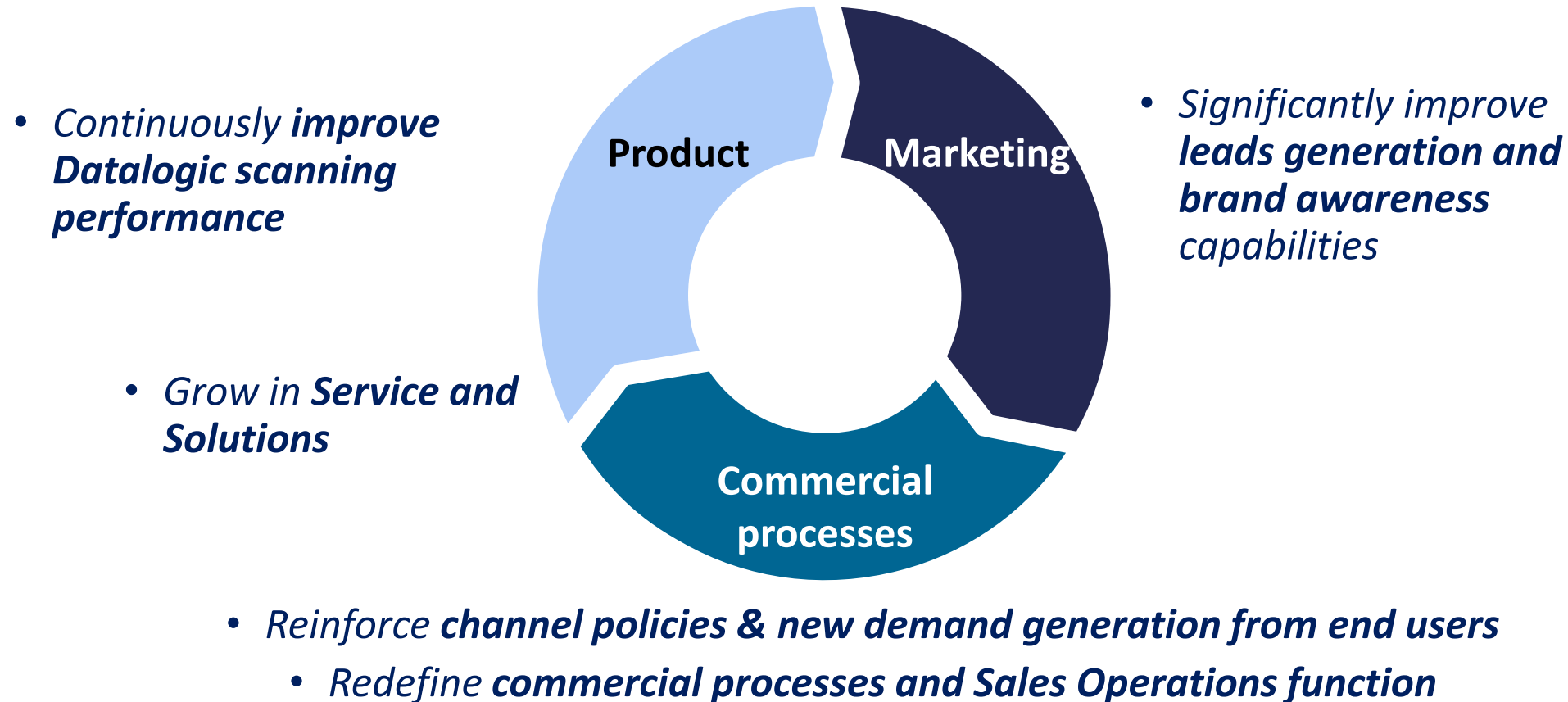|	
1	**TOP LINE**
2	**PROFITABILITY**
3	**SUSTAINABILITY**
4	**M&A**

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3 main drivers of top line growth

To **grow our top line and gain market shares** we are acting on **3 key pillars:**

- *Continuously **improve Datalogic scanning performance***

Product

Marketing

- *Significantly improve **leads generation and brand awareness** capabilities*

- *Grow in **Service and Solutions***

Commercial processes

- *Reinforce **channel policies & new demand generation from end users***
- *Redefine **commercial processes and Sales Operations function***

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Data Capture | Offering and Objectives

Market Size 2024, B€	Target Industry	Offering	Main Objective
Mobile[1] 2.8	🛒 ⚙️ 📦 ✛	• PDA/PDT • PSS • Wearable • Tablets / VMC	• Become a relevant 3rd market player in Mobile market, notably in **PDT/PDA and PSS**
Handheld 0.9	🛒 ⚙️ 📦 ✛	• Industrial • General Duty	• Recover leadership in **EMEA**, become **2nd** player in **Americas** and **3rd** in selected **APAC Countries**
Fixed Retail Scanner 0.3	🛒	• Bi-optic • Single Plane • Presentation	• **Maintain leadership** in bi-optics • Achieve relevant market presence in the growing **presentation scanners segment**
Scan Engine 0.3	🛒 📦	• Scan Module • Scan Engine	• **Leverage on our offer to seize opportunities from key** application **trends** (Kiosk, access control, etc.)
Solutions		• Shop Evolution • Loss Prevention • DAL Connect IoT	• **Enter new revenue streams of solutions in selected applications**
Service		• EoC	• **Double** Service revenues increasing attach rate in MOB and FRS

Industrial Automation | Offering and Objectives

	Market Size 2024, B€	Offering	Main Objective
Logistic Automation — Stationary Industrial Scanner	0.4	• 1D readers • 2D imagers • Dimensioner	• **Increase market share** delivering superior systems for traceability paired with exceptional service execution • **Expand into new verticals** (e.g., fashion & apparel logistics)
Logistic Automation — Solutions		• LA Solutions	• Strengthen our market presence by adding end-to-end solutions, positioning the company as a **logistics partner of choice**.
Logistic Automation — Service		• Installation • Maintenance	• Deliver outstanding **pre and post sale services** to support the business and become a major **driver of revenue growth**
Factory Automation — Stationary Industrial Scanner	0.4	• 1D readers • 2D imagers • Dimensioner	• Reclaim **market leadership** in traceability
Factory Automation — Sensors[1]	3.6	• Photoelectric • Proximity • Ultrasonic	• **Streamline** product offering and increase volumes exploiting **strategic partnerships** with brand labels
Factory Automation — Safety[2]	0.7	• Safety Light Curtains • Safety Laser Scanners	• **Become a relevant player in the market,** also thanks to **broaden the Safety product portfolio**
Factory Automation — Laser Marking	0.5	• Fiber LM • Solid State LM • CO2 LM	• Gain market share also exploiting **differentiating opportunities** beyond automotive
Factory Automation — Vision System	1.7	• Smart Cameras • Vision Processors • Deep Learning	• Leverage **AI-enabled smart cameras applications** to gain strong competitive positioning

Increase **direct business with End Users and OEMs**

Implement a **targeted sales strategy with sales people specialized** by PG

Manuf.   T&L

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Solution| Offering

Empowering Customers with Intelligent Solutions

Smart Devices

Software products and solutions that **empower** and elevate **devices' capabilities**

Datalogic Connect

The intelligent Cloud IOT platform to control, manage and get insights from all Datalogic devices.

Mobility Suite

Complete set of tools, SDK and solutions to configure, develop, protect and optimize all Mobile computers

Smart Retail

AI-driven solutions powering the **Intelligent Store** to address retailers' needs

AI Loss Prevention Suite

Embedded AI models to identify tefth or mis-read at check-out

Self-Shopping Software

The world's most cohmprensive software solutions to enable self-shopping on any device

Smart Logistics & Automation

Intelligent solutions focused on addressing **T&L industry** needs

WebSentinel Suite

Advanced software suite to **monitor and analyze real-time collected data** by Fixed Scanners in Logistics and Factory Automation environments

Smart Healthcare

Smart solutions powering the **Intelligent Patient Care**

WorkDesk

Powerful value-add software solution to **transform Datalogic mobile computers into workstations**, on-demand.

Strong focus on efficiencies to drive structural profitability enhancement

Main Goal	Priorities	Ongoing actions
INDUSTRIAL MARGIN — Increase Industrial Profitability YoY through **Productivity**, **Mix** and **Fixed Cost** Optimization	**Manufacturing & Supply Chain** Optimization	• Industrial & distribution **footprint optimization** • **Procurement** optimization - costs & flexibility • **Supply Chain process optimization** through the review of **Demand Planning** practices and **sourcing flexibility**
	New Products and **Innovation** Roadmap	• Review **NPD process** to secure high Customer value innovation while reducing time to market, product and project costs
	Service Footprint	• Review **Service Business Model**
OPERATING PROFITABILITY — Focus on **selective Opex Growth** to support Business needs, whilst Pursuing Optimization Projects	**Conscious cost approach** & **Optimization Projects** in non- priority operations	

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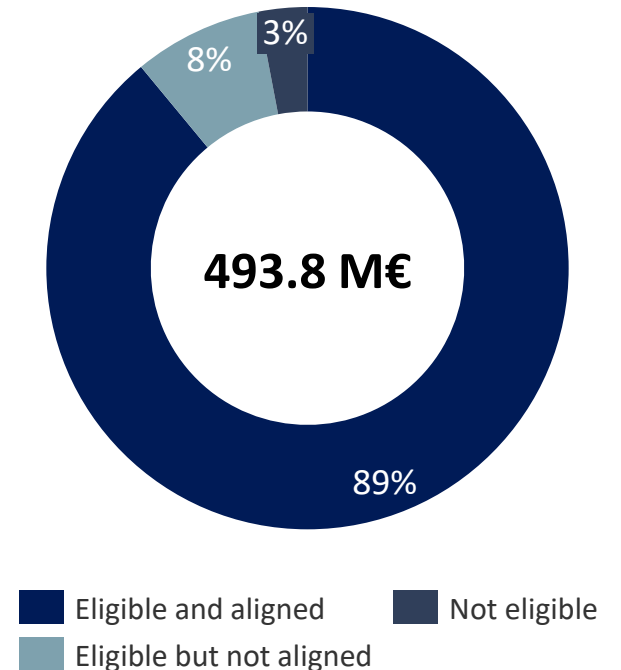# 2024 marked strong progress with green innovation, sustainability reporting and emissions measurement

Sustainability Strategy focused on green innovation, customer satisfaction and people engagement

driven by 2024 materiality analysis

Selected highlights

- **Green innovation guidelines**
  R&D focus on new products with lower power consumption, eco-label product certification, use of recycled materials, increased durability and easier to recycle, reduction of packaging /and use of recycled materials for packaging

- **First Sustainability Reporting**
  prepared in compliance with CSRD and embedded in 2024 Annual Report

- **GHG emissions measurement**
  completed in 2024 first full measurement of GHG Emissions, including Scope 3

- **Confirmed 9 key sustainability topics** for Datalogic, driven by double materiality analysis

89% of 2024 revenues aligned to EU Taxonomy

493.8 M€

3%
8%
89%

- Eligible and aligned
- Eligible but not aligned
- Not eligible

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Confirmed 9 Sustainability Material Topics for Datalogic

Datalogic Sustainability Strategic Streams

Environment and Innovation

Business and Market

People

R&D green spending

R&D spending on projects with sustainable features

Recycled plastic

Recycled plastics in new products and as % on total plastic purchased

Carbon footprint

GHG emissions measurement including Scope 3 in 2024 and reduction plan development in progress

Sustainable Packaging

Packaging sustainability features focused on recycled materials and weight reduction

Customer Satisfaction

Net Promoter Score (NPS), as the relevant metric to measure customer satisfaction

Sustainable Supply chain

Vendor assessment on sustainability topics

People Health and Safety

Accidents' frequency rate and zero severe accident target
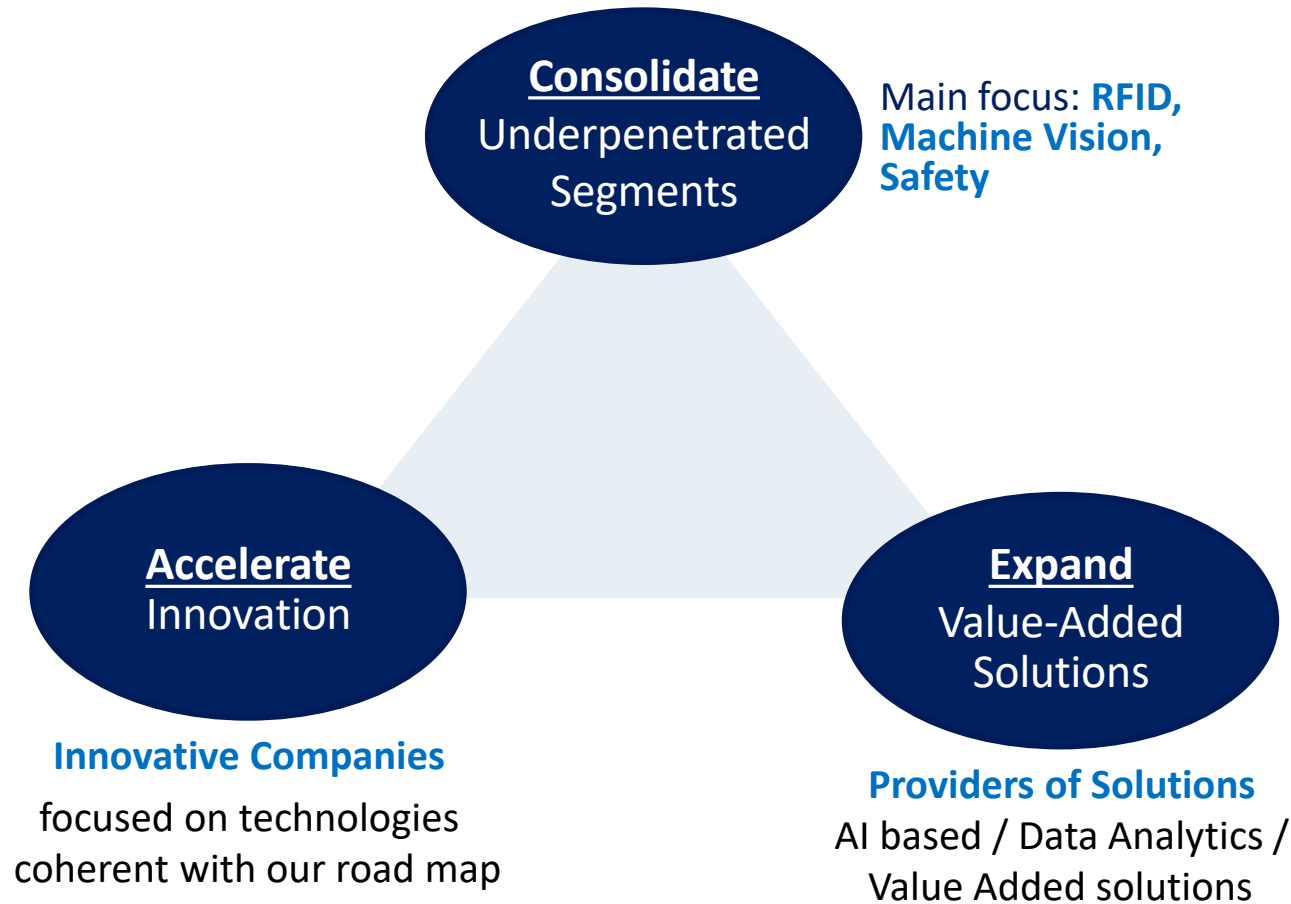
Employee Engagement

Employee engagement surveys, and actions based on survey results

People well-being

People well-being and work-life balance initiatives across all main Group locations

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Structured M&A Activity to Foster Group Strategy

3 pillars guiding Datalogic M&A expansion while continue investing in core business

Consolidate
Underpenetrated Segments

Main focus: **RFID, Machine Vision, Safety**

Accelerate
Innovation

Innovative Companies
focused on technologies coherent with our road map

Expand
Value-Added Solutions

Providers of Solutions
AI based / Data Analytics / Value Added solutions

2025 highlights

- **Acquisition of Datema** in April 2025, provider of **self shopping software & solution** in Northern Europe, in line with our pillar to **Expand in value-added Solutions** DATEMA

- **Ongoing strategic targets scouting** to strengthen offering in both **data capture** (e.g. RFID, retail solutions) and **industrial automation** (e.g. safety, smart sensors/cameras)

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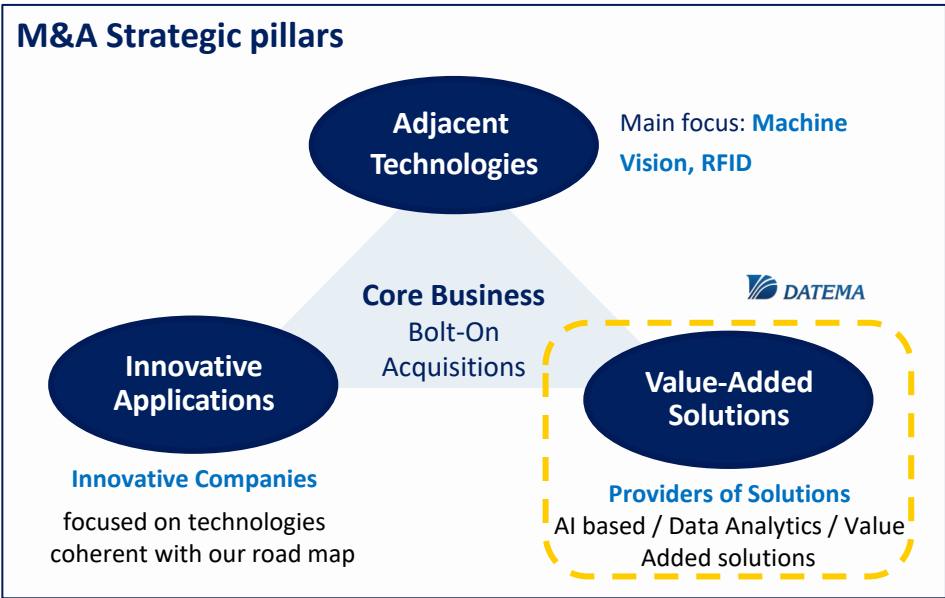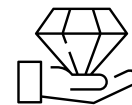# Datema Retail acquisition strengthens our leadership in retail self-shopping while enabling geographical footprint expansion and commercial synergies

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DATEMA

- April 2025 - **acquisition of 100% of Datema** for **3M€** + earn out linked to business performance

- Datema a **Swedish company** offering own **self shopping software & solution (EasyShop)** mainly in **Northern Europe**

- The acquisition fits one of our **3-pillars M&A strategy** to **Expand in value-added Solutions**

M&A Strategic pillars

Adjacent Technologies — Main focus: **Machine Vision, RFID**

Core Business — Bolt-On Acquisitions

DATEMA

Innovative Applications

Value-Added Solutions

Innovative Companies — focused on technologies coherent with our road map

Providers of Solutions — AI based / Data Analytics / Value Added solutions

Key Datema Retail value creation levers

Expand our offering with a scalable hardware-agnostic self-scanning software platform

Consolidate positioning as leader of self-shopping in retail, as the only player offering a complete solution

Complement European footprint, thanks to Datema's strong presence in North Eu not strongly covered by DL

Unlock synergies through cross-selling opportunities from 3.000+ stores of Datema's clients

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FINANCIALS

Q2 2025 & H1 2025 Results

Q2 2025 Results, €m

| REVENUES €128.3 -3.7% | GOM €54.6 42.6% (+0.0 pp) | Adj. EBITDA €14.0 10.9% (+0.9 pp) | NET RESULT €5.1 4.0% (+1.6 pp) |

H1 2025 Results, €m

| REVENUES €241.1 -1.5% | GOM €103.4 42.9% (+2.2 pp) | Adj. EBITDA €20.8 8.6% (+2.3 pp) | NET RESULT €-0.8 -0.3% (-4.1 pp) |

Net Debt at €18.3M

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Group Revenues by Geography and Market Segment

Q2 Revenues by Geo and Market Segment, €m

	EMEAI			AMERICAS			APAC			Total Datalogic		
	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %
Data Capture	46.4	44.3	4.8%	33.7	36.8	(8.2%)	6.3	10.7	(41.1%)	86.4	91.7	(5.7%)
Industrial Automation	25.6	27.8	(7.8%)	8.7	7.8	12.3%	7.6	6.1	24.7%	41.9	41.6	0.7%
Total Datalogic	72.0	72.0	0.0%	42.4	44.5	(4.6%)	13.9	16.8	(17.2%)	128.3	133.3	(3.7%)

H1 Revenues by Geo and Market Segment, €m

	EMEAI			AMERICAS			APAC			Total Datalogic		
	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %
Data Capture	93.9	82.8	13.3%	56.0	59.5	(5.9%)	11.6	17.2	(32.9%)	161.4	159.5	1.2%
Industrial Automation	49.9	56.9	(12.3%)	16.8	16.9	(0.7%)	13.0	11.3	14.8%	79.7	85.1	(6.4%)
Total Datalogic	143.8	139.7	2.9%	72.8	76.4	(4.7%)	24.5	28.5	(14.0%)	241.1	244.6	(1.5%)

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New Products Launches and Innovation

HAND HELD SCANNERS

PowerScan™ 9600 RFID

MOBILE

Memor K20-25   Memor 17 HC   Mobility Suite Update

SENSORS & SAFETY & MACHINE VISION

UFK Ultrasonic Sensor   SMART-VS EVO   IMPACT 13.7.0

- R&D cash out at 13.6%, +0.4 pp vs H1 2024 (13.2%)
- H1 Vitality Index at 23.5% vs 13.4% in H1 2024, which confirms the high quality of the new products highly appreciated on the market (Q2 vitality index at 27.2% vs 15.2% in Q2 2024)
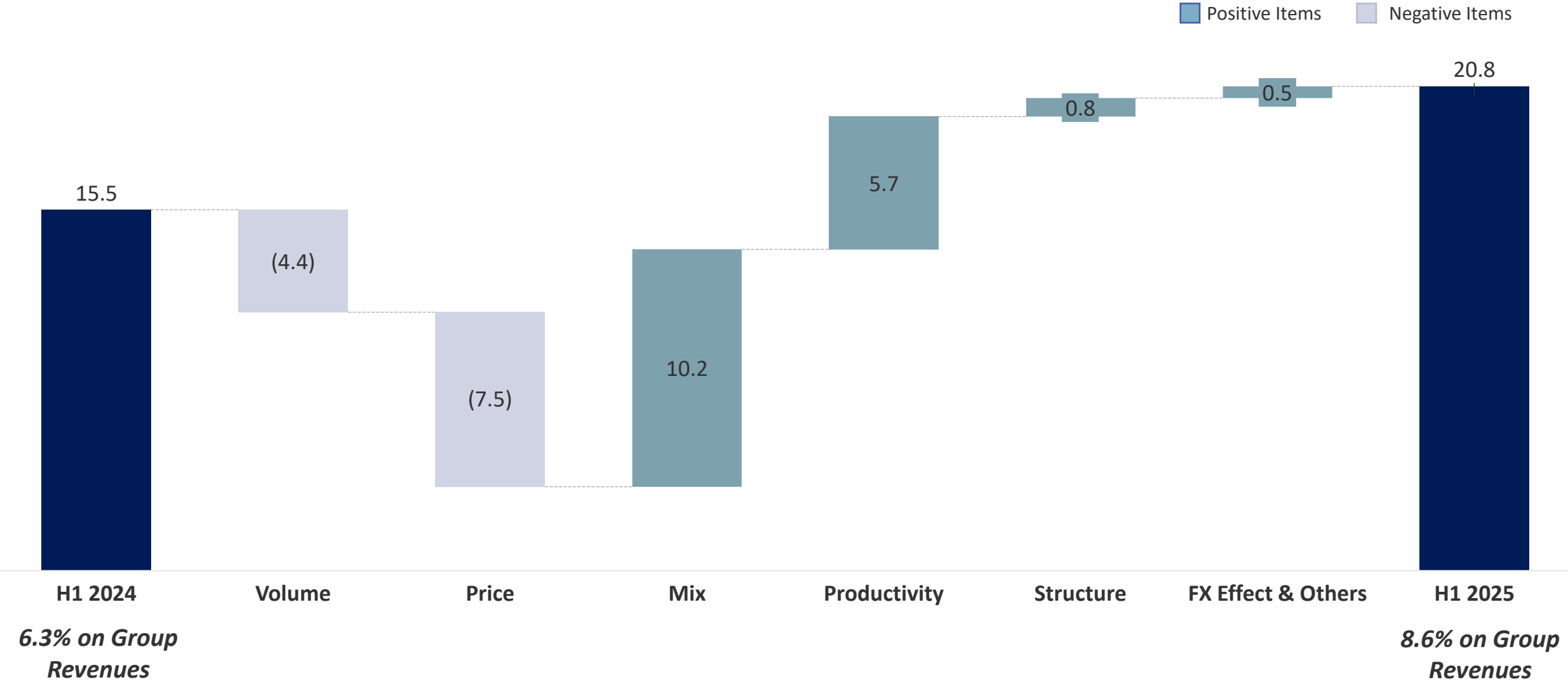
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Q2 & H1 2025 P&L

€ m	Q2			H1		
	2025	**2024**	**Var %**	**2025**	**2024**	**Var %**
Revenues	**128.3**	**133.3**	**(3.7%)**	**241.1**	**244.6**	**(1.5%)**
Gross Margin	**54.6**	**56.7**		**103.4**	**99.5**	
% on Revenues	*42.6%*	*42.6%*	*+0.0 pp*	*42.9%*	*40.7%*	*+2.2 pp*
Operating expenses	**(48.6)**	**(51.2)**		**(98.7)**	**(99.4)**	
% on Revenues	*(37.9%)*	*(38.4%)*	*+0.5 pp*	*(40.9%)*	*(40.6%)*	*-0.3 pp*
Adjusted EBITDA	**14.0**	**13.3**		**20.8**	**15.5**	
% Adj. Ebitda margin	*10.9%*	*10.0%*	*+0.9 pp*	*8.6%*	*6.3%*	*+2.3 pp*
Adjusted EBIT	**6.0**	**5.5**		**4.7**	**0.1**	
% Adj. Ebit margin	*4.7%*	*4.1%*	*+0.5 pp*	*1.9%*	*0.0%*	*+1.9 pp*
EBIT	**3.8**	**3.2**		**(2.3)**	**(4.0)**	
% Ebit margin	*3.0%*	*2.4%*	*+0.6 pp*	*(1.0%)*	*(1.6%)*	*+0.6 pp*
Net Result	**5.1**	**3.2**		**(0.8)**	**9.3**	
% on Revenues	*4.0%*	*2.4%*	*+1.6 pp*	*(0.3%)*	*3.8%*	*-4.1 pp*

- **IA segment** continues to show **gradual improvement** in Q2; **DC segment positive in EMEAI**

- **Q2 Gross Margin at 42.6%,** substantially flat vs LY. **H1 Gross Margin at 42.9%** (+2.2 pp vs LY) thanks to productivity improvement

- **H1 Operating expenses down** versus last year preserving significant R&D investments

- **Q2 Adj. EBITDA margin** at **double digits (10.9%). H1 Adj. EBITDA at 8.6%** (+2.3 pp) thanks to positive mix and productivity

- **Positive Net Result in Q2,** improving vs LY. **H1 still slightly negative** due to by higher special items
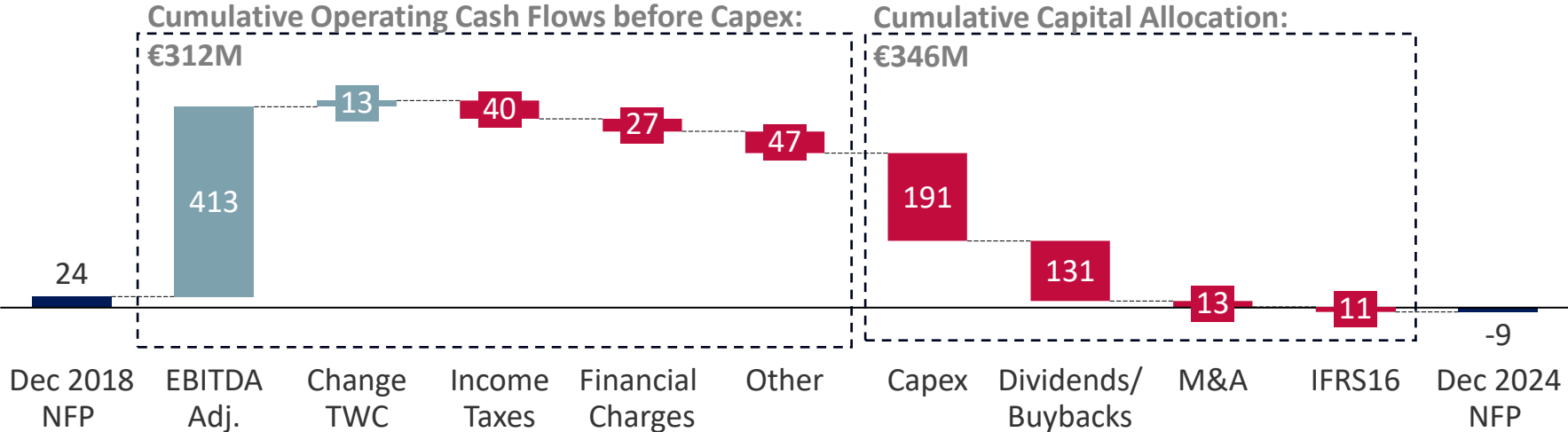
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EBITDA Adj.: actual vs last year

€ m

Positive Items · Negative Items

H1 2024	Volume	Price	Mix	Productivity	Structure	FX Effect & Others	H1 2025
15.5	(4.4)	(7.5)	10.2	5.7	0.8	0.5	20.8

6.3% on Group Revenues

8.6% on Group Revenues

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Net Debt & Cash Flow Analysis : Dec'24 – Jun'25

€ m

Legend: Positive Items, Negative Items

NFP Dec 24	EBITDA Adj.	TWC	Net Investment	Taxes	Net Financial Charges	Others	M&A	Others, not operating	NFP Jun 25
(9.5)	20.8	(0.3)	(11.3)	(2.7)	1.6	(13.8)	(2.7)	(0.3)	(18.3)

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Sound balance sheet and structural cash generation profile to leverage growth

Cash Flows – Last 6 years cumulated

Cumulative Operating Cash Flows before Capex: €312M

Cumulative Capital Allocation: €346M

	Dec 2018 NFP	EBITDA Adj.	Change TWC	Income Taxes	Financial Charges	Other	Capex	Dividends/ Buybacks	M&A	IFRS16	Dec 2024 NFP
	24	413	13	40	27	47	191	131	13	11	-9

Capital allocation breakdown – Last 6 years

- Dividends & Share Buybacks 39%
- Orga CapEx 57%
- M&A 4%
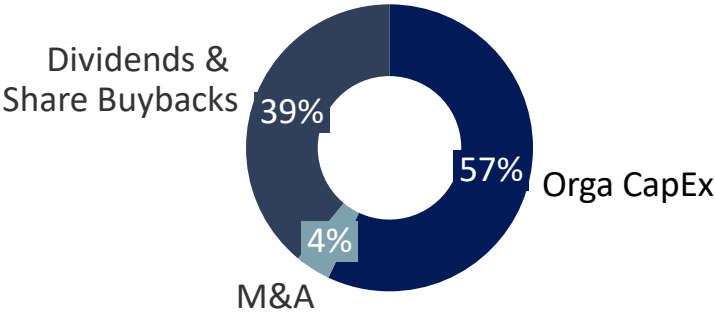
Balance Sheet at 31/12/2024

Cash	81	
Debt	-91	
	-10	

Available Unused Bank Lines	~190 €/MLN
Debt Duration	2,7 years
NFP/EBITDA	0,2x
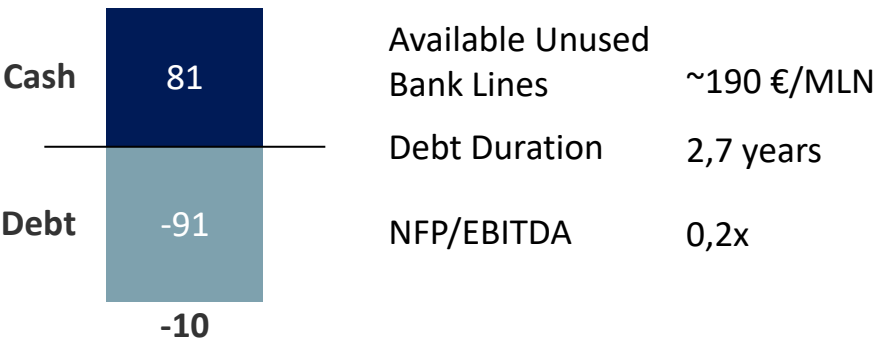
- Structural operating **cash flow generation** year after year

- **+ €312m** Cumulative Cash Flow before Capex generated **in last 6 years**

- A **well-balanced** capital allocation to maximize value creation

- **Solid Balance Sheet** with a conservative **leverage at 0.2x** and **debt** duration **>2.5 years**

- Approx **200M** of unused available bank **credit lines**

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NEXT EVENTS

November 13, 2025
9M 2025 Results

DATALOGIC ON LINE

www.datalogic.com

THANK YOU

This presentation contains statements that are neither reported financial results nor other historical information. These statements are forward-looking statements. These forward-looking statements rely on a number of assumptions and are subject to a number of risks and uncertainties, many of which are outside the control of Datalogic S.p.A., that could cause actual results to differ materially from those expressed in or implied by such statements, such as future market conditions, currency fluctuations, the behavior of other market participants and the actions of governmental and state regulators

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