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Corporate Overview
Datalogic at a glance

Global technology leader in the **automatic data capture** and **industrial automation** markets, in the Retail, Manufacturing, **Transportation & Logistics**, and **Healthcare** industries

Founded in **1972**, listed on the Italian Stock Exchange since **2001**

- A portfolio of about 1,200+ patents and patent applications
- 450+ engineers in 8 R&D centers and 3 DL Labs in: Italy, USA, Vietnam and China
- 2,990 Employees in 27 countries: 16% Americas, 59% EMEAI, 25% APAC
- 9 Manufacturing and Repair facilities in: Italy, US, Hungary, Slovakia, Vietnam, China and Australia

Figures refer to YE 2021
Core Advantages

Strong positioning
• Worldwide leadership in barcode reading for Manufacturing, T&L and Retail applications
• Well-established brand with solid global customer base including Fortune 500 Companies
• Dedicated focus on Smart Sensors and Safety for Automated Manufacturing

Innovation
• Focus on core identification/barcode reading technology while investing in the new frontier of Artificial Intelligence, Machine Vision and Deep Learning
• Sound investments to enhance Product offer with easy-to-integrate solutions

Sound prospects
• M&A in key segments to expand market share and boost technology
• Solid profitability and cash generation
50 years of Growth through Technological Innovation

FOUNDATION
- Established in Bologna

M&A EXPANSION
- 1972
  - Escort Memory Systems Inc.
  - IDWare mobile Computing&Comm.

LISTING
- 1988
  - Listed on the STAR segment of the Italian Stock Exchange
- 1997

INNOVATION
- 2002
  - Acquisition of Multiware Photonics SA
  - Partnership with CAEN RFID Srl
- 2011

ONE DATALOGIC
- 2012
  - From 2 separate sub holdings to One Datalogic
  - Client focus through organization by industry
- 2015

FOCUS ON CORE BUSINESS
- 2017
  - Acquisition of a minority stake in AWM Smart Shelf
  - Disposal of 85% Solution Net System

M&A EXPANSION
- 2020
  - Acquisition of M.D. Micro Detectors S.p.A.
- 2021
  - Acquisition of Pekat Vision
- 2022

M&A EXPANSION
- 2002
  - PSC Inc
  - Datasensor SpA
  - Evolution Robotic Retail Inc.
  - Accu-Sort System Inc.
  - PPT Vision Inc.
- 2001
  - Escort Memory Systems Inc.
  - IDWare mobile Computing&Comm.
- 2012
  - Minec AB
  - Laservall SpA
  - Informatics Inc.
  - PSC Inc
  - Datasensor SpA

FOCUS ON CORE BUSINESS
- 2020
  - Acquisition of a minority stake in AWM Smart Shelf
  - Disposal of 85% Solution Net System

INNOVATION
- 2017
  - Acquisition of a minority stake in AWM Smart Shelf
  - Disposal of 85% Solution Net System
Acquisition of Pekat Vision

Pekat is a software start up who has developed and owns proprietary algorithms of Machine Learning and Deep Learning for applications in the fields of supply chain and industrial automation.

**Company Description**

- Based in Brno, Pekat’s core competitive advantage resides in its deep learning and machine learning algorithms
- Those algorithms and related software are a perfect match to Datalogic hardware products line, allowing for flexible solutions in a wider set of applications across manufacturing, T&L and potentially retail.
- Applications in which Pekat’s software is used currently include object detection, classifier, defect detection, product sorting, camera-based robot guidance, optical character recognition and video, among others
- The team at Pekat comprises 15 employees, engineers, software developers mainly
- Purchase price of € 16.0m for 100% of the share capital

**Types of licenses offered by Pekat**

- **Software**
  - Software for industrial visual inspection and quality assurance. Effectively finds anomalies, detects and classifies defects and checks surface on materials and objects. Thanks to AI and focused-learning algorithms, it has a unique feature of detecting even previously unseen defects
- **Smart Camera**
  - Ready to use AI solution for defect detection running on smaller cameras
- **Vision System**
  - AI-enabled industrial visual inspection system for quality assurance
Strategy
28B$ of Total Addressable Market in 2025

5% CAGR on 2021 TAM

9% CAGR on market expansion

Market expansion due to Solutions and vision/deep learning technologies

Source: VDC, ARC Advisory Group, Infinity Research, RAIN Alliance, Datalogic internal analysis
Our products are key enablers of critical applications along our customers’ supply chain.
Retail
Increasingly self check-out and contactless

Datalogic Proposition

- **Market Leader** along the Retail supply chain from 1974 with the first scanner ever sold to a grocery store in Troy, Ohio
- Excellence in productivity and customer experience for self-checkout and attended lanes for both Grocery and Non-Food with FRS and HHS product portfolio
- Perfect partner to automate operations and exploit Retail analytics, thanks to AI/machine learning-driven applications and automation
- Innovative solutions to integrate in-store with warehouse operations

2021 Results

- The Retail sector grew by 6.2% (+7.7% at constant exchange rates) compared to 2020; The APAC region led the growth with +23.9%, followed by EMEAI (+10%)
- In the food segment (60% of retail sales), there is a strong shift to self-checkout
- In non-food segment, growth has been driven by omnichannel solutions
- By 2022, a further acceleration is expected towards solutions that can facilitate the shopping process at the physical shop (customer experience), both self-service stations and self-scanning devices
Manufacturing Process digitization

Datalogic Proposition

- Multi-product portfolio to serve all the major manufacturing clients: Automotive, Food and Beverage, Automated Machinery and Electronics, Packaging and Intralogistics
- Leader in traceability thanks to the most complete and performing offer of stationary industrial scanners
- Unique portfolio provider of smart, interconnected devices able to unlock new frontiers of action-oriented insights based on advanced analytics (e.g., predictive maintenance)

2021 Results

- Successful integration of MD acquisition, contributing to revenue growth in the manufacturing sector by about 17.3%, into the newly created Datasensing
- The Manufacturing sector grew by 48.3% (+48.4% at constant FX), +31.1% at organic level) in all segments of the industry and in particular in Automotive (+50.4%), Packaging (+50.6%) and Food & Beverage (+43.8%)
- EMEAI (+61.3%) and the Americas (+40.3%) lead the sector’s trend
- By 2022, the focus of the sector’s expected development will be the continuation of plans to digitise manufacturing and intralogistics processes based on large-scale identification and traceability of parts and components.
Transportation & Logistics
E-commerce is the market driver

Datalogic Proposition

- We enhance operations to Courier-Express-Parcels, Airports and Logistics
- At the forefront of the development of airport systems, since 1984 with the first automatic reading station in Milan, to the recent contracts on 3 of the 5 main airports worldwide (source: SkyTrax rating)
- Historically leader in stationary industrial scanners, providing top performing solutions for High-Speed sorting to all the main CEPs and 3PLs
- Increased level of efficiency and full tracking capabilities along different supply chain phases for enhanced decision-making

2021 Results

- The T&L sector grew by 51% (+52.6% at constant FX) compared to 2020, with peaks of expansion in Europe, where growth affected almost all sectors
- Growth in North America has been driven by large express couriers which have been joined by the development of the supply chain of large retail brands, both food and non-food
- In the Far East, the most considerable progress was made in China and South Korea, areas in which Datalogic operates through a network of partners that have made a major contribution to the completion of important projects, including and not only in the e-commerce sector
Healthcare
Digital dominates and sustainability grows

Datalogic Proposition

- We empower the entire Healthcare ecosystem from drug production to patient care
- Datalogic is the sole company providing unique product features for the HC industry such as: Anti-microbial enclosures, Inductive charging technology for battery recharge, and Green spot good match to ensure positive medicine-patient identification

2021 Results

- The Healthcare sector remained broadly stable compared to 2020 (+0.2% at constant FX), with positive trends especially in EMEAI and APAC in the hospital and pharmaceutical distribution sectors
- The Datalogic Group sustained its offering of solutions for the traceability of vaccines, as well as of patients in admissions and bedside care, to track patients’ health record and to ensure that the correct drug is administered to each patient
- As in 2020, particular attention was paid to reducing the risk of contamination in the hospital, thanks to devices with disinfectant-ready and antimicrobial external plastics
New Product Launches and Innovation

- **Hand Held Scanners**
  - Powerscan 9600 series introduction

- **Industrial Automation**
  - P2X-SERIES C Mount Models

- **Machine Vision**

- **Vitality Index** at 14.7% compared to 11.8% in Q1 2021. Positive trend for the third consecutive quarter.

- **R&D Cash Out** at 10.7% in line with the Q1 2021. Commitment to Product Development Roadmap continues.

* Including capitalized R&D expenses and excluding D&A
# Key drivers for a profitable growth

<table>
<thead>
<tr>
<th>Market</th>
<th>Portfolio</th>
<th>M&amp;A</th>
<th>Innovation</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Keep focus on all of our verticals, catching the profitable opportunities coming from needs of digitalization and artificial intelligence</td>
<td>• Protect our leadership in FRS, HHS and SIS</td>
<td>• Technology: acquire IP, skills, products and concepts to boost and portfolio and capabilities</td>
<td>• Nurture MV-based SW and Deep Learning technology to tackle key emerging trends</td>
</tr>
<tr>
<td>• Consolidate position in EMEAI, become a strong player in the United States and keep growing our presence in China</td>
<td>• Enhance our offer through a software ecosystem to provide innovative solutions</td>
<td>• Expansion: acquire customers to boost penetration</td>
<td>• Dominate key technology trends (e.g. 5G, Wifi-6, Cybersecurity) to prepare for next generation of HW products</td>
</tr>
<tr>
<td></td>
<td>• Increase MOB market share completing and widening our offer</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Intensify cost optimization to fight hardware commoditization</td>
<td></td>
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</tr>
</tbody>
</table>
Financials & Outlook
Q1 2022 Highlights: an exceptionally challenging macro environment

- **Double digit Booking growth** in all geographies continuing but **exceptional high backlog** affected by components’ shortages still slowing down sales’ order conversion.

- **Top line growth** +2.7% despite severe supply chain challenges.

- **Revenue from new products** at 14.7% (vs 11.8% in Q1 2021) with a sequentially growing trend for the third consecutive quarter.

- **Positive price/mix effect** across all main geographies and product lines.

- **R&D Cash Out** at €14.8M, steady at 10.7% on revenues.

- **Adj EBITDA margin at 8.5%** mainly due to **inflation** and **supply chain constraints** partially offset by **positive price/mix**.

- **Net Debt** at €77.7M, including €16.0M cash out for Pekat Vision acquisition.
Group Revenues by Geography

- **EMEAI**: double digit growth in T&L and MFG. Decline in Retail entirely due to shortage.
- **AMERICAS**: Group's second-largest market +14.9%. T&L and MFG expansion primary drivers of the regional growth. RTL growing in US despite shortage (+12.8%).
- **APAC**: Double digit growth at +19.4% across all main geographies, driven mainly by Japan and ANZ.

<table>
<thead>
<tr>
<th></th>
<th>€m</th>
<th>Q1 2022</th>
<th>Q1 2021 Restated</th>
<th>Var %</th>
</tr>
</thead>
<tbody>
<tr>
<td>EMEAI</td>
<td>75.6</td>
<td>80.8</td>
<td>(6.5%)</td>
<td></td>
</tr>
<tr>
<td>Americas</td>
<td>40.8</td>
<td>35.5</td>
<td>14.9%</td>
<td></td>
</tr>
<tr>
<td>APAC</td>
<td>21.6</td>
<td>18.1</td>
<td>19.4%</td>
<td></td>
</tr>
<tr>
<td><strong>Total Datalogic</strong></td>
<td><strong>137.9</strong></td>
<td><strong>134.4</strong></td>
<td><strong>2.7%</strong></td>
<td></td>
</tr>
</tbody>
</table>

1 The comparative results as of March 31, 2021 have been restated following the purchase price allocation (PPA) accounting of MD Group acquisition occurred in 2021, as required by the accounting standards IFRS 3 revised and IAS 1, including reclassifications to ensure results comparability.

€m Q1 2022 Q1 2021 Restated1 Var %
EMEAI 75.6 80.8 (6.5%)
Americas 40.8 35.5 14.9%
APAC 21.6 18.1 19.4%
Total Datalogic 137.9 134.4 2.7%
Group Revenues by Segment

<table>
<thead>
<tr>
<th></th>
<th>Q1 2022</th>
<th>Q1 2021 Restated</th>
<th>Var %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>45.4</td>
<td>49.9</td>
<td>(9.2%)</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>40.1</td>
<td>34.3</td>
<td>16.9%</td>
</tr>
<tr>
<td>Transportation &amp; Logistics</td>
<td>20.8</td>
<td>15.5</td>
<td>34.7%</td>
</tr>
<tr>
<td>Healthcare</td>
<td>4.2</td>
<td>5.0</td>
<td>(15.6%)</td>
</tr>
<tr>
<td>Channel</td>
<td>23.6</td>
<td>25.5</td>
<td>(7.4%)</td>
</tr>
<tr>
<td><strong>Total DL Business</strong></td>
<td><strong>134.0</strong></td>
<td><strong>130.1</strong></td>
<td><strong>3.0%</strong></td>
</tr>
<tr>
<td>Informatics</td>
<td>4.1</td>
<td>4.4</td>
<td>(7.1%)</td>
</tr>
<tr>
<td>Intra division</td>
<td>(0.2)</td>
<td>(0.2)</td>
<td></td>
</tr>
<tr>
<td><strong>Total Datalogic</strong></td>
<td><strong>137.9</strong></td>
<td><strong>134.4</strong></td>
<td><strong>2.7%</strong></td>
</tr>
</tbody>
</table>

- **Retail**: double digit performance in APAC at +69.1%, Americas sequentially growing recording +9.7%.
- **Manufacturing**: +16.9% further expanding in the sensors market thanks to MD Group acquisition.
- **T&L**: best performing sector (+34.7%), double digit growth in EMEAI and America led by e-commerce.
- **Informatics**: strategic repositioning on higher value business segments (SaaS) improving profitability.

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# Q1 2022 P&L

<table>
<thead>
<tr>
<th>€ m</th>
<th>Q1 2022</th>
<th>Q1 2021 Restated</th>
<th>Var %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>137.9</td>
<td>134.4</td>
<td>2.7%</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>57.9</td>
<td>63.5</td>
<td></td>
</tr>
<tr>
<td>% on Revenues</td>
<td>42.0%</td>
<td>47.3%</td>
<td>-5.3 pp</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(53.4)</td>
<td>(48.5)</td>
<td></td>
</tr>
<tr>
<td>% on Revenues</td>
<td>(38.7%)</td>
<td>(36.1%)</td>
<td>-2.6 pp</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>11.8</td>
<td>21.6</td>
<td></td>
</tr>
<tr>
<td>% Adj. Ebitda margin</td>
<td>8.5%</td>
<td>16.1%</td>
<td>-7.6 pp</td>
</tr>
<tr>
<td>Adjusted EBIT</td>
<td>4.5</td>
<td>15.0</td>
<td></td>
</tr>
<tr>
<td>% Adj. Ebit margin</td>
<td>3.2%</td>
<td>11.2%</td>
<td>-8.0 pp</td>
</tr>
<tr>
<td>EBIT</td>
<td>2.3</td>
<td>12.9</td>
<td></td>
</tr>
<tr>
<td>% Ebit margin</td>
<td>1.7%</td>
<td>9.6%</td>
<td>-7.9 pp</td>
</tr>
<tr>
<td>Net Result</td>
<td>1.3</td>
<td>8.9</td>
<td></td>
</tr>
<tr>
<td>% on Revenues</td>
<td>1.0%</td>
<td>6.7%</td>
<td>-5.7 pp</td>
</tr>
</tbody>
</table>

- **Gross Margin at 42.0%**: -5.3 pp YoY due to inflation and material shortages, despite **positive pricing** and sales mix.
- **Operating expenses at €53.4m**, -2.6 pp YoY, mainly due to acquired business, FX and normalized commercial initiatives.
- **Adj EBITDA at 8.5%** (-7.6 pp YoY).
- **Net Result** at €1.3m vs €8.9m in Q1 2021.

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2 The comparative results as of March 31, 2021 have been restated following the purchase price allocation (PPA) accounting of MD Group acquisition occurred in 2021, as required by the accounting standards IFRS 3 revised and IAS 1, including reclassifications to ensure results comparability.
### EBITDA Adj: actual vs last year

<table>
<thead>
<tr>
<th></th>
<th>Q1 2021</th>
<th>Volume</th>
<th>Price</th>
<th>Mix</th>
<th>Productivity</th>
<th>Structure</th>
<th>Other</th>
<th>Q1 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>€ m</td>
<td>21.6</td>
<td>(1.0)</td>
<td>0.4</td>
<td>1.2</td>
<td>(9.3)</td>
<td>(1.8)</td>
<td>0.6</td>
<td>11.8</td>
</tr>
<tr>
<td>% on Group Revenues</td>
<td>16.1%</td>
<td>8.5%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Q1 2021 Volume Price Mix Productivity Structure Other Q1 2022**
Net Debt & Cash Flow Analysis: Dec’21 – Mar’22

€ m

- NFP Dec 21
- EBITDA Adj.
- Ch TWC
- Capex *
- Taxes
- Net Financial Charges
- Other
- Pekat Acquisition
- NFP Mar 22

* Including IFRS 16 impact
2022 Outlook

In an uncertain economic environment, further worsened by the geo-political situation in East Europe, we are confident that the actions undertaken on supply chain and pricing, combined to a strong market demand and a sound booking, may enable a recovery both in terms of sales and profitability starting from the second half of the year.
Appendix
A Wide Geographical Footprint

- Americas: 29.6%
- EMEA: 54.8%
- APAC: 15.6%

- Percent on Q1 2022 Revenues - Data refer to Q1 2022

9 Manufacturing and Repair facilities
8 R&D Centers & 3 DL Labs
Departments in 27 countries
Stock and Governance

**Market Segment:** EURONEXT STAR MILAN

**Reuters Code:** DAL.MI

**Bloomberg Code:** DAL MI

**Outstanding Shares:** 58,446,491

**Share Par-Value:** 0.52 Euro each

**Ticker:** DAL

**Market Cap (May 13, 2022):** 540 mln Euro

**Volumes:** 3 months average ~ 150K

**Auditing Company:** Deloitte

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**DATALOGIC SHARE PERFORMANCE vs. INDICES**

**SHAREHOLDERS’ STRUCTURE**

- 31.73% Hydra SpA
- 64.85% Treasury Shares
- 3.42% Free-Float

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01/01/2021 01/03/2021 01/05/2021 01/07/2021 01/09/2021 01/11/2021 01/01/2022 01/03/2022

DAL.MI
FTSEMIB.MI
ITSTAR.MI
Sustainability Policy

Datalogic Group, in line with Sustainability Goals of the United Nations 2030 Agenda, focuses on: data protection and innovation, attention to employees, human rights, training and education, environmental impact management and customer satisfaction.
An action plan for people, planet and prosperity.

In 2021 Datalogic obtained a $100 million sustainability-linked loan for a duration of 7 years.
The margin on the new credit line is partly linked to two strategic targets in the areas of energy transition and social responsibility.
Update on the acquisition of M.D. Micro Detectors

Mar-21: Acquisition of M.D. Micro Detectors

- Datalogic acquired M.D. Micro Detectors (“M.D.”) in March 2021 with the aim to create the largest Italian hub for industrial automation
- Headquartered in Modena, M.D. booked revenue and EBITDA of ca. €25m and €4m in 2021
- M.D. line of products is complementary to Datalogic’s sensors offers for Industrial Automation applications
- Synergetic distribution network

Mar-21 to Dec-21: Complete integration in Manufacturing industry

- **Products**: Range, Roadmap, Pricing processes fully integrated
- **S&D processes**: Combined Sales plans, Marketing & communication processes integrated
- **Distribution**: New logistic center in Modena fully operative
- **Organization**: R&D, Technical and Customer support teams reorganized
- **Systems and G&A processes**: SAP implementation, employees and payroll integration completed

Expectations

The successful post merger integration process will lead to further growth and higher efficiency in the future:

- A strong contribution to the +17% growth in sales for Datalogic’s manufacturing industry already in 2021, expected to further improve
- Strong top line synergies driven by cross selling opportunities on the complementary customer and channel base
- Strong product synergies: rationalization of road maps on interconnected and complementary products will drive additional product and cost synergies
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NEXT EVENTS

August 04, 2022
H1 2022 Results

DATALOGIC ON LINE

www.datalogic.com
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