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Group Overview
Datalogic at a glance

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

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

- **3,025 Employees in 30 Countries**
- **1,200 Patents filed and + 350 in approval**
- **Net Promoter Score: 54.3%** (benchmark: 37%)
- **470 engineers in 11 R&D centers in: Italy, USA, Vietnam, China and Germany**
- **Authorized dealers and Technical assistance worldwide**
Over 40 years of Technological Innovation

1972  FOUNDATION  Established in Bologna

1988  EXPANSION  Escort Memory Systems Inc.  IDWare Mobile Computing&Comm.

2001  LISTING  Listed on the STAR segment of Italian Stock Exchange


2012  INNOVATION  Acquisition of Multiwave Photonics SA  Partnership with CAEN RFID Srl

2017  EXPANSION  Set up new One Datalogic  Acquisition of Soredi Touch Systems GmbH
A Wide Geographical Footprint

Note: Breakdown by area based on 1H 2018 revenues

- Direct presence in 30 countries
- 8 Manufacturing Sites
- 11 R&D Centers
- 3 DL LABS
Stock and Governance

Market Segment: STAR MTA
Reuters Code: DAL.MI
Bloomberg Code: DAL IM
Outstanding Shares: 58,446,491
Share Par-Value: 0.52 Euro each

Ticker: DAL
Price (October 19, 2018): 25.50 Euro
Market Cap (October 19, 2018): 1.49 B Euro
Auditing Company: EY

DATALOGIC PRICE PERFORMANCE

SHAREHOLDERS’ STRUCTURE

Hydra SpA 34.30%
1.05%
64.65%
Treasury Shares
Free Float
Strategy and Outlook
A clear strategy

THE OBJECTIVE
Keep constantly growing above market average, while significantly improving profitability

THE SCOPE
Remain a product company with new emphasis on solutions to satisfy the needs of End-Users in the following industries: Retail; Manufacturing; Transportation&Logistics; Healthcare.

THE ADVANTAGE
Moving from a Product to a Customer-Centric company, leveraging on our wide range of products, that is able to fulfil our Customers’ needs for both data collection and process automation and providing end-to-end solutions across the entire flow of operations.
Unique Player across IA and ADC Markets

DATALOGIC is the only player across the Global competitive landscape who can boast a wide and consolidated experience in both the two fields of:

- Industrial Automation (dating back to the foundation of the company)
- Automatic Data Capture (leadership deriving from the acquisition of PSC USA)
A New Organization by Verticals...

Note: Figures represent the Revenues breakdown of the Datalogic division at H1 2018.
…with a Wide and Complementary Offer
Total Addressable Market

Total Addressable Market @ $11 BN
CAGR 2017-2021 +5.4%

- Healthcare 4%
- T&L 11%
- Retail 21%
- Manufacturing 64%

Source: VDC 2017 and Management estimates
We play in a growing market

Datalogic products and solutions are essential for the e-commerce, the robotics and the IoT revolution.

There has never been a more exciting time as this to operate in the market we play in.

<table>
<thead>
<tr>
<th>Retail e-Commerce</th>
<th>Warehousing and Logistics Robotics</th>
<th>Internet of Things</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016: 1.86 trillion USD</td>
<td>2016: 1.9 billion USD</td>
<td>2016: 3.9 trillion USD</td>
</tr>
<tr>
<td>2021: 4.48 trillion USD</td>
<td>2021: 22.4 billion USD</td>
<td>2025: 11.1 trillion USD</td>
</tr>
</tbody>
</table>
**Retail**
Bringing offline and online together

**DATALOGIC PROPOSITION**

- We satisfy globally the Retailers business needs, from Distribution Center to Check Out and Shoppers’ Home.

- **Market Leader** along the Retail supply chain from 1974 with the first scanner in Troy, Ohio to 2018 with the NRF exhibition in New York with the innovative frictionless shopping

- New Data capture products for E-commerce and multichannel
Retail
Bringing offline and online together

DATALOGIC RESULTS

- **H1 2018 Revenues €141.6 mln (+2.5% YoY, +8.6% ex Forex), 50% of DL Division Revenues**
- **Double-digit growth in North America: 20% at constant forex. Steady growth in EMEA up +6% at constant Forex**
- **Big projects won in the US with Tier 1 Account related to check out and in store applications**
- **First roll out of our new Joya Android wireless charging mobile device**
- **Great success of our new check out retail scanner based on imaging technology on a global basis**

MARKET OUTLOOK

- **E-commerce drives change towards an omnichannel experience (brick and mortar – online shopping)**
- **Retail e-commerce sales worldwide posted solid gains in 2017, rising 23.2% to $2.290 trillion *, but 90% of transactions are still completed in-store**
- **Distribution Centers automatization increase.**

* Source: eMarketer
Manufacturing
The factory of the future

Datalogic is providing a multi-product portfolio to serve all the major manufacturing clients: Automotive, Food and Beverage, Automated Machinery and Electronics, and Intralogistics.

- Expanding into Intralogistic solutions and Robotic/AGV guidance.
Manufacturing
The factory of the future

DATALOGIC RESULTS

- H1 2018 Revenues €90.0 mln (+16.3% YoY, 19.7% ex Forex), 32% of DL Division Revenues
- Positive performance in all Geo Areas lead by China and Korea (+56%), N. America (+13% and above 25% in Q2) and EMEA (+11%) at constant Forex
- China: revenues doubled compared to 2016
- Top 3 customers of H1 are a leading consumer electronic company in Asia and two automotive players in Emea
- Great customers’ feedback on the new SLS and double digit growth for our industrial bar code readers

MARKET OUTLOOK

- Industry 4.0 is pushing for multi-technology adoption, product interoperability and enhancement self diagnostic capabilities
- The adoption of key digital technologies shows a strong growth over the next 5 years
Transportation & Logistics
End to end visibility and real time tracking

**DATALOGIC PROPOSITION**

- We ensure Data Collection to Courier-Express-Parcels, Airports and Logistics..

- Datalogic is at the forefront of the development of airport systems, since 1984 with the first automatic reading station in Milan, to the recent contract with a main European hub in compliance with new IATA requirements.

- Datalogic’s proven capabilities are reflected by the recent “Platinum” supplier qualification granted by a world leader in the shipping and logistics sector.
Transportation & Logistics
End to end visibility and real time tracking

**MARKET OUTLOOK**

- Growth is **driven by E-commerce**: high speed sorting, ability to manage any size of parcel, and high flexibility
- **Resolution 753** requires (from June 2018) IATA members to maintain an accurate inventory of baggage by monitoring the acquisition and delivery of baggage.
- Strong demand for solutions beyond barcode

**DATALOGIC RESULTS**

- **H1 2018 Revenues €31.1 mln** (+21.0% YoY, 27.3% Ex Forex), 11% of DL Division’ Revenues
- **Growing double digits in EMEA, North America, and China & Korea**: +28%, +32%, and +35% at constant Forex, respectively
- Growth driven by **big projects award** in the US and in Europe
- **Start leveraging the cross selling** of our new organization with large projects won on mobility
- New opportunities with **leading e-commerce** companies next to CEP
Healthcare
Meet regulations and Higher Patient Safety

**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.
Healthcare
Meet regulations and Higher Patient Safety

**DATALOGIC RESULTS**

- H1 2018 Revenues €8.9 mln (-45.5% YoY, -42.0% ex Forex), 3% of DL Division’ Revenues
- Decline in H1 due to the tough comparison with H1 2017, where major deals with 2 relevant US hospital chains occurred
- Strong expectation to recover by year end and next year thanks to the launch of dedicated products in Q4

**MARKET OUTLOOK**

- Drugs tracking to avoid counterfeit medications
- RTLS (Real Time Location System) - System used to provide immediate or real-time tracking and management of medical equipment, staff and patients within all types of patient care environments
- HC Emerging trends: Telemedicine/Telehealth
2018 Outlook

- Grow in revenues at mid to high single digit rates
- Maintain a sound profitability through strong focus on gross operating margin improvements
- Further increase R&D investments & Distribution costs to improve our coverage and boost leadership in key areas (North America, APAC, Manufacturing)
- Keeping an EBITDA margin substantially in line with 2017
- Maintain a Cash Generation profile from operations

- Retail: improving growth rates in all main geographies mainly through new products and expanding sales organization
- Manufacturing: keep on steady growing in China and other main Geo Areas, backed by strong demand for automation and further investments in sales organization in key Geo areas
- T&L: keep growing in main Geo Areas, through new projects and new clients’ acquisition
- HC: growth expectations mostly skewed toward H2
- Channel: strong recovery expected through the launch of new products particularly suitable for the channel

- Strong pipeline of new products to be launched in H2, ramp up of new products launched in the last 12 months in H2
Technologies and Products
Product Innovation and Development

- **New product development** process driven by customer needs

- A portfolio of more than **1,200 patents**

- **9.1% of Revenues** invested in R&D on a yearly basis, equal to over €55 million in 2017

- **11 Research & Development Centers**

- **470 R&D resources**, more than 450 Engineers, engaged in new product development and emerging technologies
Datalogic Technology Roadmap

Goal:
Identification – selection – protection - development, of technologies needed to maintain the business performance in accordance with the company’s objectives for the next 5 years

Methodology:
Define the technology stack, divided by:
• Core technologies: Not available on the market
• Product driven technologies: Used heavily in our products
• Solution driven technologies: Contribute to the consumer’s experience
Market split by Technology

Datalogic can offer all the technologies available for products identification

Data Capture Technology

- **RFID**: 5%
- **Linear Imager**: 16%
- **2D Imager**: 57%
- **OPTICAL**: 95%
- **Laser Scanner**: 28%

Market Value: $4.3 Bn

2017 (base year 2016)

includes only Hand Held Scanners, Industrial Stationary Scanners and Point of Sale Check Out
H1 2018 Product Launches

- LANEHAWK LH5000 - SEAHAWK
- SG4 FIELDBUS - ADVANCED MODEL
- JOYA TOUCH WITH ANDROID 7.1
- SOTI MOBICONTROL ENTERPRISE MOBILITY MANAGEMENT
- SH15 / SH21 BLACKLINE COMPUTERS
- STAR DONGLE - BOBTAIL
- FALCON X4
- MARVIS MARK READ VERIFY INTEGRATED SOLUTION
- STATIONARY LASER SCANNER
- DSE04X1 2D Decoded Scan Module
Financials
Investing R&D and S&D, whilst maintaining sound profitability

<table>
<thead>
<tr>
<th></th>
<th>€ m</th>
<th>1H2018</th>
<th>1H2017</th>
<th>Var%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td></td>
<td>307.0</td>
<td>299.3</td>
<td>2.6%</td>
</tr>
<tr>
<td>Gross Operating Margin</td>
<td></td>
<td>149.4</td>
<td>142.3</td>
<td>5.1%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td></td>
<td>48.7%</td>
<td>47.5%</td>
<td></td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(</td>
<td>(105.9)</td>
<td>(97.8)</td>
<td>8.3%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>(</td>
<td>(34.5%)</td>
<td>(32.7%)</td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td></td>
<td>50.8</td>
<td>51.8</td>
<td>(1.9%)</td>
</tr>
<tr>
<td>Ebitda margin</td>
<td></td>
<td>16.6%</td>
<td>17.3%</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td></td>
<td>40.3</td>
<td>41.2</td>
<td>(2.2%)</td>
</tr>
<tr>
<td>Ebit margin</td>
<td></td>
<td>13.1%</td>
<td>13.8%</td>
<td></td>
</tr>
<tr>
<td>EBT</td>
<td></td>
<td>37.2</td>
<td>37.2</td>
<td>0.0%</td>
</tr>
<tr>
<td>Taxes</td>
<td>(</td>
<td>(8.2)</td>
<td>(7.9)</td>
<td>4.2%</td>
</tr>
<tr>
<td>Net Income</td>
<td></td>
<td>29.0</td>
<td>29.3</td>
<td>(1.1%)</td>
</tr>
<tr>
<td>% on Revenues</td>
<td></td>
<td>9.4%</td>
<td>9.8%</td>
<td></td>
</tr>
<tr>
<td>Exchange Rate</td>
<td></td>
<td>1.2104</td>
<td>1.0830</td>
<td></td>
</tr>
</tbody>
</table>

- **Revenues** up 2.6% to €307.0 m (+7.9% at constant exchange rate)
- **GOM** showing steady improving trend at 48.7% (around +120 bps vs 1H 2017)
- **R&D on revenues** from 8.8% to 9.9% (from 9.1% to 10.4% Datalogic Business)
- **S&D on revenues** from 16.4% to 17.4% (+9.1% YoY) due to strengthening of commercial organization
- **EBITDA margin** at 16.6%, where improved GOM offset by higher R&D and distribution expenses
- One off positive effects on financial expenses more than offsetting negative forex in financial charges
- **Tax rate** at ~ 22%
- **Net income** at €29.0 m almost in line with 1H 2017
Group Revenues by country

<table>
<thead>
<tr>
<th>REVENUES BY GEOGRAPHIC AREA</th>
<th>H1 2018</th>
<th>H1 2017</th>
<th>Var%</th>
<th>Var% Ex forex</th>
</tr>
</thead>
<tbody>
<tr>
<td>EMEA</td>
<td>164.5</td>
<td>158.7</td>
<td>3.7%</td>
<td>4.8%</td>
</tr>
<tr>
<td>North America</td>
<td>91.8</td>
<td>95.0</td>
<td>(3.4%)</td>
<td>7.7%</td>
</tr>
<tr>
<td>Latin America</td>
<td>6.6</td>
<td>7.3</td>
<td>(10.6%)</td>
<td>0.9%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>44.2</td>
<td>38.3</td>
<td>15.4%</td>
<td>22.9%</td>
</tr>
<tr>
<td>Total Revenues</td>
<td>307.0</td>
<td>299.3</td>
<td>2.6%</td>
<td>7.9%</td>
</tr>
</tbody>
</table>

- **Sound growth net of forex**
- **Continuous growth in APAC** driven by China and Korea (+27.3 and +34.3% net of forex)
- **Keeping on growing in EMEA** in all the main verticals
- **NA positive net of forex**, lead by double digit growth in T&L, Manufacturing and Retail
- **Strong performance of Solution Net Systems**, whilst Informatics still negative
- **Latam slightly positive net of forex**
Group Revenues & EBITDA by division

### REVENUES BY DIVISION

<table>
<thead>
<tr>
<th></th>
<th>€ m</th>
<th>1H2018</th>
<th>1H2017</th>
<th>Var%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Datalogic Business</td>
<td>284.3</td>
<td>279.2</td>
<td></td>
<td>1.8%</td>
</tr>
<tr>
<td>Solution Net Systems</td>
<td>14.2</td>
<td>10.6</td>
<td></td>
<td>34.5%</td>
</tr>
<tr>
<td>Informatics</td>
<td>9.7</td>
<td>11.2</td>
<td></td>
<td>(13.3%)</td>
</tr>
<tr>
<td>Adjustments</td>
<td>(1.3)</td>
<td>(1.7)</td>
<td></td>
<td>24.3%</td>
</tr>
<tr>
<td>Total Revenues</td>
<td>307.0</td>
<td>299.3</td>
<td></td>
<td>2.6%</td>
</tr>
</tbody>
</table>

- **Datalogic** driven at constant forex by growth of Fixed Retail and Stationary Industrial Scanners and Safety products, Scan Engines

- **Solution Net Systems** strong top line growth (+34.5%) thanks to new projects in postal and retail industries, and sound improvement in profitability

- **Informatics** top line still on downward trend but profitability turnaround continuing

### EBITDA BY DIVISION

<table>
<thead>
<tr>
<th></th>
<th>€ m</th>
<th>1H2018</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Datalogic</td>
<td>48.7</td>
<td>51.3</td>
<td></td>
</tr>
<tr>
<td>Solution Net Systems</td>
<td>1.9</td>
<td>0.8</td>
<td></td>
</tr>
<tr>
<td>Informatics</td>
<td>0.3</td>
<td>(0.3)</td>
<td></td>
</tr>
<tr>
<td>Total Group</td>
<td>50.8</td>
<td>51.8</td>
<td></td>
</tr>
</tbody>
</table>
EBITDA: actual vs last year

€ m

17.3 % on Group Revenues

1.1
4.1
0.7
(14.2)
1.4
50.8

1H 2017 Price Volume Mix Service COGS FX Structure SNS/INF 1H 2018

-2.4% on DL Business 2018 revenues*

- 17.3 % on Group Revenues

* Excluding GCO and Service

EBITDA: actual vs last year

16.6% on Group Revenues

51.8 5.9 6.7 1.1 4.1 0.7 (14.2) 1.4 50.8

1H 2017 Price Volume Mix Service COGS FX Structure SNS/INF 1H 2018

Positive Items Negative Items

* Excluding GCO and Service
## Consolidated Balance Sheet

€ m

<table>
<thead>
<tr>
<th></th>
<th>Dec 2017</th>
<th>Jun 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Fixed Assets</strong></td>
<td>347.9</td>
<td>351.3</td>
</tr>
<tr>
<td><strong>Trade receivables</strong></td>
<td>85.8</td>
<td>95.9</td>
</tr>
<tr>
<td>% on 12m rolling sales</td>
<td>14.2%</td>
<td>15.6%</td>
</tr>
<tr>
<td><strong>Inventories</strong></td>
<td>85.9</td>
<td>102.3</td>
</tr>
<tr>
<td>% on 12m rolling sales</td>
<td>14.2%</td>
<td>16.7%</td>
</tr>
<tr>
<td><strong>Trade payables</strong></td>
<td>(110.3)</td>
<td>(126.1)</td>
</tr>
<tr>
<td>% on 12m rolling sales</td>
<td>-18.2%</td>
<td>-20.6%</td>
</tr>
<tr>
<td><strong>Trade Working Capital</strong></td>
<td>61.5</td>
<td>72.0</td>
</tr>
<tr>
<td>% on 12m rolling sales</td>
<td>10.1%</td>
<td>11.7%</td>
</tr>
<tr>
<td><strong>Other assets/liabilities</strong></td>
<td>(86.5)</td>
<td>(88.4)</td>
</tr>
<tr>
<td><strong>Net Financial Position</strong></td>
<td>(30.1)</td>
<td>(13.3)</td>
</tr>
<tr>
<td><strong>Net Equity</strong></td>
<td>353.0</td>
<td>348.2</td>
</tr>
<tr>
<td><strong>Net Invested Capital</strong></td>
<td>322.9</td>
<td>334.9</td>
</tr>
<tr>
<td><strong>Total Sources</strong></td>
<td>322.9</td>
<td>334.9</td>
</tr>
</tbody>
</table>
Net Debt Analysis: Dec’17 – Jun’18

Of which:
- Machinery, equipment and moulds: (2.3)€
- Electronics machineries / Software: (2.0)€
- Offices refurbishment: (1.1)€

€ m

- Net Debt Dec 17: 30.1
- EBITDA: 50.8
- Ch TWC: (10.6)
- Capex: (7.2)
- Taxes: (7.3)
- Net Financial Charges: (3.1)
- Purchase Own Shares: (10.7)
- Dividend Payment: (28.9)
- Other: 0.1
- Net Debt Jun 18: 13.3

Acc. Receivable: (10.0)€
Inventory: (16.4)€
Acc. Payable: 15.8€

Positive Items
Negative Items

-2.4% on Revenues
Contact

IR CONTACTS
IR Manager
Vincenza Colucci
CDR Communication Srl
Tel. +39 335 6909547
vincenza.colucci@cdr-communication.it

IR Assistant
Daniela Giglioli
Tel. +39 051 3147109
Fax +39 051 3147205
E-mail daniela.giglioli@datalogic.com

ir@datalogic.com
Via Candini, 2
40012 Lippo di Calderara di Reno
Bologna – Italy

NEXT EVENTS
November 13th, 2018
9M results

DATALOGIC ON LINE
www.datalogic.com