STAR Conference

22 MARCH 2022
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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

Data 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

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

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

1997
- ONE DATALOGIC
  - From 2 separate subholdings to One Datalogic
  - Client focus through organization by industry

2001
- M&A EXPANSION
  - Minec AB
  - Laservall SpA
  - Informatics Inc.
  - PSC Inc
  - Datasensor SpA
  - Evolution Robotic Retail Inc.
  - Accu-Sort System Inc.
  - PPT Vision Inc.

2002
- FOCUS ON CORE BUSINESS
  - Acquisition of a minority stake in AWM Smart Shelf
  - Disposal of 85% Solution Net System

2011
- M&A EXPANSION
  - Minec AB
  - Laservall SpA
  - Informatics Inc.
  - PSC Inc
  - Datasensor SpA
  - Evolution Robotic Retail Inc.
  - Accu-Sort System Inc.
  - PPT Vision Inc.

2012
- ONE DATALOGIC
  - Acquisition of Soredi Touch Systems GmbH

2015
- M&A EXPANSION
  - Acquisition of Multiware Photonics SA
  - Partnership with CAEN RFID Srl

2020
- M&A EXPANSION
  - Acquisition of M.D. Micro Detectors S.p.A.

2021
- M&A EXPANSION
  - Acquisition of Pekat Vision

2022
- ONE DATALOGIC
  - From 2 separate subholdings to One Datalogic
  - Client focus through organization by industry
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.

- Self-Shopping
- Mark & Read
- Dimensioning & Weighing Systems
- Complete Traceability
- Mark & Trace
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 EMEA (+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

<table>
<thead>
<tr>
<th>Mobile Computer</th>
<th>Fix Retail Scanners</th>
<th>Hand Held Scanners</th>
<th>Industrial Automation</th>
<th>T &amp; L</th>
</tr>
</thead>
<tbody>
<tr>
<td>Skorpio X5</td>
<td>MID-RANGE SCAN ENGINE</td>
<td>QuickScan QD2500</td>
<td>STS320</td>
<td>SC5100</td>
</tr>
<tr>
<td>Skorpio X5 XLR</td>
<td>Magellan 9800i TDi</td>
<td>ALADDIN Configuration Tool</td>
<td>Lidar Guidance Scanner LGS-N50</td>
<td>WebSentinel Plus Investigator</td>
</tr>
<tr>
<td>Introduction</td>
<td></td>
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</tr>
</tbody>
</table>

- **QuickScan QW500 Series – Corded**
- **Matrix 320 new models**
- **Arex 401**
- **S65-M TOF sensor (update)**

- **Vitality Index** at 12.5%; 14.4% in Q4, up sharply from the last two quarters

- **R&D spending*** at 9.6%. Commitment to Product Development Roadmap continues

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

**Market**
- Keep focus on all of our verticals, catching the profitable opportunities coming from needs of digitalization and artificial intelligence
- Consolidate position in EMEAI, become a strong player in the United States and keep growing our presence in China

**Portfolio**
- Protect our leadership in FRS, HHS and SIS
- Enhance our offer through a software ecosystem to provide innovative solutions
- Increase MOB market share completing and widening our offer
- Intensify cost optimization to fight hardware commoditization

**M&A**
- Technology: acquire IP, skills, products and concepts to boost and portfolio and capabilities
- Expansion: acquire customers to boost penetration

**Innovation**
- Nurture MV-based SW and Deep Learning technology to tackle key emerging trends
- Dominate key technology trends (e.g. 5G, Wifi-6, Cybersecurity) to prepare for next generation of HW products
Financials & Outlook
FY 2021 Highlights: sound growth results and a return to pre-pandemic levels

- **Exceptional growth** on the Top line **+26.4%** at constant FX (+20.7% organic) across all geographies despite supply chain challenges

- **Strong** performance in all industries and all geographies. **T&L** (+52.6% at constant FX) and **Manufacturing** (+48.4% at constant FX) top performers. Position strengthened in **EMEAI** with +32.8% growth at constant FX

- **Adj EBITDA margin** improved by **2.1pts vs 2020** at **14.3%** despite rising inflationary challenges, not yet fully offset by price increases in the second half of the year

- **R&D spending*** at **9.6%** on revenues, confirming the Group’s Innovation roadmap

- **Net Debt** at €26.1M, €8.9M cash excluding MD Group acquisition of €35M

- **New Customer acquisition** (ca. 20% of revenue) contributing to record high order portfolio

- **Successful integration** of **MD** acquisition, contributing to revenue growth in the manufacturing sector by about **17.3%**, into the newly created **Datasensing**

* Including capitalized R&D expenses and excluding D&A
Group Revenues by Geography

<table>
<thead>
<tr>
<th>€m</th>
<th>FY 2021</th>
<th>FY 2020</th>
<th>Var %</th>
<th>Var % Net FX</th>
</tr>
</thead>
<tbody>
<tr>
<td>EMEAI</td>
<td>337.8</td>
<td>254.8</td>
<td>32.6%</td>
<td>32.8%</td>
</tr>
<tr>
<td>Americas</td>
<td>167.7</td>
<td>151.2</td>
<td>10.9%</td>
<td>15.1%</td>
</tr>
<tr>
<td>APAC</td>
<td>95.0</td>
<td>73.8</td>
<td>28.8%</td>
<td>27.6%</td>
</tr>
<tr>
<td>Total Datalogic</td>
<td>600.5</td>
<td>479.8</td>
<td>25.2%</td>
<td>26.4%</td>
</tr>
</tbody>
</table>

- **EMEAI**: leading Group’s performance in 2021 at +32.8% Net FX. **Sound growth across all countries.** Spain, France and the Netherlands remarkable performance.

- **Americas**: Group’s second-largest market, **achieved growth of +15.1% Net FX.** **T&L and MFG** expansion as primary drivers of the regional growth.

- **APAC**: Double digit growth +28.8% in 2021 driven mainly by **China** and acceleration in **Korea** and **Japan**.
Group Revenues by Segment

<table>
<thead>
<tr>
<th></th>
<th>€m FY 2021</th>
<th>FY 2020 Restated*</th>
<th>Var %</th>
<th>Var % Net FX</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>210.5</td>
<td>198.2</td>
<td>6.2%</td>
<td>7.7%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>165.7</td>
<td>111.8</td>
<td>48.3%</td>
<td>48.4%</td>
</tr>
<tr>
<td>Transportation &amp; Logistics</td>
<td>81.2</td>
<td>53.8</td>
<td>51.0%</td>
<td>52.6%</td>
</tr>
<tr>
<td>Healthcare</td>
<td>16.2</td>
<td>16.5</td>
<td>(1.6%)</td>
<td>0.2%</td>
</tr>
<tr>
<td>Channel</td>
<td>109.1</td>
<td>84.4</td>
<td>29.3%</td>
<td>30.9%</td>
</tr>
<tr>
<td><strong>Total DL Business</strong></td>
<td><strong>582.7</strong></td>
<td><strong>464.6</strong></td>
<td><strong>25.4%</strong></td>
<td><strong>26.6%</strong></td>
</tr>
<tr>
<td>Informatics</td>
<td>18.9</td>
<td>16.4</td>
<td>15.0%</td>
<td>18.4%</td>
</tr>
<tr>
<td>Intra division</td>
<td>(1.1)</td>
<td>(1.2)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Datalogic</strong></td>
<td><strong>600.5</strong></td>
<td><strong>479.8</strong></td>
<td><strong>25.2%</strong></td>
<td><strong>26.4%</strong></td>
</tr>
</tbody>
</table>

- **Retail:** double digit performance in APAC +23.9% and EMEA +10.0% offsetting the slowdown in the US market.
- **Manufacturing:** +48.4% Net FX with solid growth in Automotive, Packaging and Food & Beverage. The acquisition of the MD Group contributed approximately 17.3% to the growth for the period.
- **T&L:** Best performing sector (+52.6% Net FX), double digit growth in all regions led by e-commerce.
- **Healthcare:** stable with positive trends, especially in EMEA and APAC, in the hospital sectors and in pharmaceutical distribution.
- **Channel:** Sales to small/medium-size customers largely benefited from the economic recovery (+29.3%) mainly in Americas and EMEA.
- **Informatics:** Double digit growth driven by SaaS business.

*December 31, 2020, comparative data have been restated following the reorganisation of the commercial function launched in 2020.*
## FY 2021 P&L

<table>
<thead>
<tr>
<th>€ m</th>
<th>FY 2021</th>
<th>FY 2020</th>
<th>Var %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>600.5</td>
<td>479.8</td>
<td>25.2%</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>257.6</td>
<td>220.0</td>
<td></td>
</tr>
<tr>
<td>% on Revenues</td>
<td>42.9%</td>
<td>45.8%</td>
<td>-2.9 pp</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(200.7)</td>
<td>(185.8)</td>
<td>+5.3 pp</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>(33.4%)</td>
<td>(38.7%)</td>
<td></td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>85.7</td>
<td>58.3</td>
<td></td>
</tr>
<tr>
<td>% Adj. Ebitda margin</td>
<td>14.3%</td>
<td>12.2%</td>
<td>+2.1 pp</td>
</tr>
<tr>
<td>EBIT</td>
<td>47.0</td>
<td>18.4</td>
<td>+4.0 pp</td>
</tr>
<tr>
<td>% Ebit margin</td>
<td>7.8%</td>
<td>3.8%</td>
<td></td>
</tr>
<tr>
<td>Net Result</td>
<td>39.5</td>
<td>13.9</td>
<td>+3.7 pp</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>6.6%</td>
<td>2.9%</td>
<td></td>
</tr>
</tbody>
</table>

- **Gross Margin at 42.9%**: acceleration of inflation from shortage of critical materials and freight impacting H2.
- **Operating expenses at €200.7m up 8%**. Cost reduction program continue delivering efficiencies (33.4% of revenue, ca. 5pts of reduction) despite progressive “back-to-normal” activities.
  - ✓ **R&D costs** increased by 6.2% vs LY, reaching 9.2% vs LY. Investment selectivity continue while renewing the product roadmap
  - ✓ **S&D cost** at 16.6% compared to 19.8% in FY2020 thanks to efficiencies and leverage.
- **Adj EBITDA at 14.3% (+2.1 pp)**. Margin erosion due to inflationary tensions more then offset by volume in H2.
- **Net Result** at €39.5m vs €13.9m in FY2020.
EBITDA Adj: actual vs last year

€ m

FY 2020 Volume Price Mix Productivity Structure INFX FX/other FY 2021

58.3 60.9 (11.3) (10.1) (5.5) (11.7) 1.9 3.2 85.7

12.2% on Group Revenues

14.3% on Group Revenues
Net Debt & Cash Flow Analysis: Dec'20 – Dec'21

* Including IFRS 16 impact
2022 Outlook

- Under the current geopolitical context and the sharpening of the shortage, Revenue growth and Ebitda % expected in single digit range in the first half of the year.

- With solid order backlog and actions undertaken to reduce electronic components shortages and related cost, higher sales’ conversion and strong margin recovery expected in the second half of the year.
Appendix
A Wide Geographical Footprint

- **Americas** 27.9%
- **APAC** 15.8%
- **EMEA** 56.2%

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

Percent on FY 2021 Revenues - Data refer to FY 2021
Stock and Governance

**Market Segment:** EURONEXT STAR MILAN

**Reuters Code:** DAL.MI

**Bloomberg Code:** DAL IM

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

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

**Ticker:** DAL

**Market Cap** (March 21, 2022): 590 mln Euro

**Volumes:** 3 months average ~ 100K

**Auditing Company:** Deloitte

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**DATALOGIC SHARE PERFORMANCE vs. INDICES**

<table>
<thead>
<tr>
<th>Date</th>
<th>DAL.MI</th>
<th>FTSEMI.B.MI</th>
<th>ITSTAR.MI</th>
</tr>
</thead>
<tbody>
<tr>
<td>01/01/2021</td>
<td>100</td>
<td>110</td>
<td>120</td>
</tr>
<tr>
<td>01/03/2021</td>
<td>105</td>
<td>115</td>
<td>130</td>
</tr>
<tr>
<td>01/05/2021</td>
<td>110</td>
<td>120</td>
<td>135</td>
</tr>
<tr>
<td>01/07/2021</td>
<td>115</td>
<td>125</td>
<td>140</td>
</tr>
<tr>
<td>01/09/2021</td>
<td>120</td>
<td>130</td>
<td>145</td>
</tr>
<tr>
<td>01/11/2021</td>
<td>125</td>
<td>135</td>
<td>150</td>
</tr>
<tr>
<td>01/01/2022</td>
<td>130</td>
<td>140</td>
<td>155</td>
</tr>
<tr>
<td>01/03/2022</td>
<td>135</td>
<td>145</td>
<td>160</td>
</tr>
</tbody>
</table>

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**SHAREHOLDERS’ STRUCTURE**

- **Hydra SpA:** 31.85%
- **Treasury Shares:** 3.42%
- **Free-Float:** 64.85%
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**.

- Safe working conditions; Products Safety; Health and wellbeing at workplace
- Training and Education; Employee retention and attraction
- Human Rights; Diversity & Equal Opportunities
- Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all
- Innovation; Data Protection
- “Green” organizational approach; Waste management; CO2 Emissions Reduction; Energy Consumption; Environmental impact of products
- Customer satisfaction; Suppliers, Social and Environmental Partnership
Update on the 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

<table>
<thead>
<tr>
<th>Mar-21: Acquisition of M.D. Micro Detectors</th>
<th>Mar-21 to Dec-21: Complete integration in Manufacturing industry</th>
<th>Expectations</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Datalogic acquired M.D. Micro Detectors (“M.D.”) in March 2021 with the aim to create the largest Italian hub for industrial automation</td>
<td>✓ <strong>Products</strong>: Range, Roadmap, Pricing processes fully integrated</td>
<td>The successful post merger integration process will lead to further growth and higher efficiency in the future:</td>
</tr>
<tr>
<td>• Headquartered in Modena, M.D. booked revenue and EBITDA of ca. €25m and €4m in 2021</td>
<td>✓ <strong>S&amp;D processes</strong>: Combined Sales plans, Marketing &amp; communication processes integrated</td>
<td>• A strong contribution to the + 17% growth in sales for Datalogic’s manufacturing industry already in 2021, expected to further improve</td>
</tr>
<tr>
<td>• M.D. line of products is complementary to Datalogic’s sensors offers for Industrial Automation applications</td>
<td>✓ <strong>Distribution</strong>: New logistic center in Modena fully operative</td>
<td>• Strong top line synergies driven by cross selling opportunities on the complementary customer and channel base</td>
</tr>
<tr>
<td>• Synergetic distribution network</td>
<td>✓ <strong>Organization</strong>: R&amp;D, Technical and Customer support teams reorganized</td>
<td>• Strong product synergies: rationalization of road maps on interconnected and complementary products will drive additional product and cost synergies</td>
</tr>
</tbody>
</table>

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.
Contact

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**NEXT EVENTS**

April 29, 2022
Shareholders’ Meeting

May 12, 2022
Q1 2022 Results

**DATALOGIC ON LINE**

www.datalogic.com
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