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

1,200+ patents and patent applications

450+ engineers in 11 R&D centers and 3 DL Labs in: Italy, USA, Vietnam, Czech Republic and China

>3,000 Employees in 29 countries

11 Manufacturing and Repair facilities in: Italy, US, Hungary, Slovakia, Vietnam, China and Australia

Figures refer to YE 2022
More than 50 years of Growth through Technological Innovation

- **1972**
  - Foundation of the Company, based on sensors product portfolio

- **1974**
  - Expansion of the portfolio to barcode reading products, applications and technologies
  - Pivoting from «laser» to «imaging» and becoming the technology leader of barcode reading
  - Entering the space of «Mobile Computers» with the acquisition of «IDWare Mobile Computing»

- **1974 - 1987**
  - Listing at the Milan Stock Exchange
  - Further expansions thanks to acquisitions (e.g. PSC, Laservall, Informatics, Accu-Sort)
  - Footprint expansion: Vietnam, Slovakia, Hungary

- **1988 - 1997**
  - 50th year anniversary
  - Acquisition of MD Microdetectors
  - Acquisition of Pekat
  - Starting the path towards «Solutions»

- **1998 - 2012**
  - First baggage handling system based on barcode reading installed at Linate Airport (Milan) in 1984
  - First Fixed Retail Scanner based on imaging technology launched on the market in 2012

- **2021 - 2022**
  - Today
A Wide Geographical Footprint

- Americas 30.4%
- EMEAI 54.2%
- APAC 15.4%

- 11 Manufacturing & Repair sites
- 11 R&D Centers, 3 DL Labs
- 48 Offices and Facilities in 29 countries

Percent on FY 2022 Revenues - Data refer to FY 2022
Strategy
Our strengths

- **Leading player in both ADC and FA markets**
- **Partner centric**
- **Deep expertise in every target industries**
- **Passionate innovator**

- **Strong focus on sustainability**
- **End-to-end solutions to streamline any process**
- **Close to customers worldwide presence with thoroughly tailored services**
- **Strong culture of high values**
Unique player in both FA and ADC markets

Datalogic is the only player with a wide and consolidated experience in the two fields of:

**FACTORY AUTOMATION**
- Stationary Industrial Scanners
- Safety
- Laser Marking
- Sensor
- Machine Vision

**AUTOMATIC DATA CAPTURE**
- Fixed Retail Scanners
- Handheld Scanners
- Mobile Computers
- OEM Barcode Readers
- RFID Systems
The «Datalogic ecosystem»

**Solutions**

- SW portfolio to enhance easy of use and provide vertical analytics

**Products**

- HHS
- FRS
- Sensors
- Safety
- Mobile Computers
- SIS
- Laser Marking
- Machine Vision

**Services**

- State of art Warranty and wide «Ease of Care» offer
Retail
Increasingly self check-out and contactless

Market trends

- Despite Retail a more mature market, Self Check Out (SCO) and contactless applications the new wave of automation across retailers to enhance productivity, reduce losses and face increasing labor shortage and its higher associated cost
- Omnichannel/e-commerce development the fastest growing opportunity across the retailers' value chain
- Many solutions are piloted by retailers’ need to improve the customer experience and attract people in the store

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

2022 Results

- The Retail grew by 12.5% (6.2% at constant FX) driven by double digit performance in APAC (+33.9%) and Americas (+29.4%)
Manufacturing
Process digitization

Market trends

- Manufacturing the largest industry
- Growing production data acquisition needs, traceability and analytics driving the digital transformation in Manufacturing
- Efficiency and productivity improvements, need to offset labor shortage and reallocation/distribution of production sites in multiple geographies pushing for increasing investments in automated operations/solutions

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)

2022 Results

- The Manufacturing sector grew by 8.4% (+4.8% at constant FX), also thanks to the acquisition of MD in 2021. Americas and EMEAI lead the sector's performance, recording a growth of 28.1% and 11.4% respectively
Transportation & Logistics
Stabilization after the e-commerce growth

Market trends

- Long term trends to satisfy end to end traceability in T&L and to improve efficiency and productivity through machine learning solutions (e.g. no read analysis, dimensioning, traceability, palletization analytics, parcel optimization, etc)
- A stabilization period after the significant investments of the past two years driven by e-commerce growth expected in the short term

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

2022 Results

- The T&L sector grew by 12.9% (+7.8% at constant FX) compared to 2021, with growth of 26.5% in Americas and 13.1% in EMEAI.
Healthcare
Digital dominates and sustainability grows

Market trends

- Sustainability, traceability, localization, end to end patient monitoring the main automation trends in Healthcare

Datalogic Proposition

- Datalogic innovations are helping protect patients and staff at healthcare facilities worldwide, with its application for the bedside care
- Datalogic provides 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

2022 Results

- The Healthcare sector decreased by 5.2%. EMEAI up 3.9%.
- 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
- 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

- **Mobile Computer**
  - Joya Touch 22

- **Hand Held Scanners**
  - Powerscan 9600 Series
  - Quickscan QM2500

- **Stationary Industrial Scanners**
  - Matrix 320 5MP

- **Fixed Retail Scanners**
  - Magellan 3410VSi OEM
  - Magellan 96i/99i SO, SS

- **Sensors, Safety & Machine Vision**
  - P2X-SERIES C Mount Models
  - S3N series
  - SH4 Safety Light Curtain

- **Vitality Index** at 13.4%

- **R&D Cash Out** at 9.9% in line with the FY 2021 (9.6%). 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 both portfolio and capabilities.</td>
<td>• Nurture MV-based SW and Deep Learning technology to tackle key emerging trends.</td>
</tr>
<tr>
<td></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>
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</tr>
<tr>
<td></td>
<td>• Intensify cost optimization to fight hardware commoditization.</td>
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</tbody>
</table>
Financials
FY 2022 Highlights: a progressive recovery of sales and profitability

- **Revenues growth** nearly at double digit and sound recovery of profitability in 2H

- **Improving performance across all main industries and geographies** despite the complex scenario due to the shortage of components

- **Positive price/mix in the year** across main geographies and product lines

- **Revenue from new products (vitality index)** at 13.4% vs 12.5% in FY2021

- **Gross Operating Margin** at 41.9% thanks to price/mix discipline and product redesign, partially offsetting components’ price headwinds

- **R&D Cash Out at €64.6M**, steady at around 10.0% on revenues, **executing technological roadmap**

- **Adj EBITDA margin at 12.3%** (13.5% in Q4, + 1.7 pps vs Q4 2021)

- **Net Debt down at €42.0M**, thanks to a strong operating cash generation in Q4, and despite a high Net Working Capital resulting from cost inflation and high inventory levels attributable to shortages
## Group Revenues by Geography

<table>
<thead>
<tr>
<th></th>
<th>€m</th>
<th>FY 2022</th>
<th>FY 2021 (Restated)</th>
<th>Var %</th>
</tr>
</thead>
<tbody>
<tr>
<td>EMEAI</td>
<td>354.9</td>
<td>334.5</td>
<td>6.1%</td>
<td></td>
</tr>
<tr>
<td>Americas</td>
<td>199.1</td>
<td>168.1</td>
<td>18.4%</td>
<td></td>
</tr>
<tr>
<td>APAC</td>
<td>100.6</td>
<td>95.2</td>
<td>5.6%</td>
<td></td>
</tr>
<tr>
<td><strong>Total Datalogic</strong></td>
<td><strong>654.6</strong></td>
<td><strong>597.8</strong></td>
<td><strong>9.5%</strong></td>
<td></td>
</tr>
</tbody>
</table>

- **EMEAI**: Group’s first market up by **6.1%** (+5.2% Net FX), led by UK & Nordics, Iberia, Italy and Benelux
- **AMERICAS**: Group’s second-largest market leads the overall growth at **+18.4%** (+5.7% Net FX), across all the main industries
- **APAC**: +5.6% YoY, growth mainly driven by Japan (> 30% Net FX), and China

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1 The comparative results as of December 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.
### Group Revenues by Segment

<table>
<thead>
<tr>
<th>Segment</th>
<th>€m FY 2022</th>
<th>€m FY 2021 Restated</th>
<th>Var %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>237.0</td>
<td>210.6</td>
<td>12.5%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>184.8</td>
<td>170.5</td>
<td>8.4%</td>
</tr>
<tr>
<td>Transportation &amp; Logistics</td>
<td>91.2</td>
<td>80.8</td>
<td>12.9%</td>
</tr>
<tr>
<td>Healthcare</td>
<td>17.2</td>
<td>18.2</td>
<td>(5.2%)</td>
</tr>
<tr>
<td>Channel</td>
<td>108.0</td>
<td>100.0</td>
<td>8.0%</td>
</tr>
<tr>
<td><strong>Total DL Business</strong></td>
<td><strong>638.3</strong></td>
<td><strong>580.1</strong></td>
<td><strong>10.0%</strong></td>
</tr>
<tr>
<td>Informatics</td>
<td>18.2</td>
<td>18.9</td>
<td>(3.7%)</td>
</tr>
<tr>
<td>Intra division</td>
<td>(1.8)</td>
<td>(1.1)</td>
<td></td>
</tr>
<tr>
<td><strong>Total Datalogic</strong></td>
<td><strong>654.6</strong></td>
<td><strong>597.8</strong></td>
<td><strong>9.5%</strong></td>
</tr>
</tbody>
</table>

- **Retail**: +12.5% driven by **double digit performance** in APAC (+33.9%) and Americas (+29.4%)

- **Manufacturing**: Americas and EMEAI lead the sector's performance, recording a growth of 28.1% and 11.4% respectively

- **T&L**: **the highest growing industry** with an overall improvement of **12.9%**

- **Channel**: positive performance in all geographic areas

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1. The comparative results as of December 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.
### FY 2022 P&L

<table>
<thead>
<tr>
<th>€ m</th>
<th>FY 2022</th>
<th>FY 2021 Restated¹</th>
<th>Var %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>654.6</td>
<td>597.8</td>
<td>9.5%</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>274.5</td>
<td>257.6</td>
<td>41.9%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>41.9%</td>
<td>43.1%</td>
<td></td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(225.4)</td>
<td>(199.4)</td>
<td>(34.4%)</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>(34.4%)</td>
<td>(33.4%)</td>
<td></td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>80.3</td>
<td>85.7</td>
<td>12.3%</td>
</tr>
<tr>
<td>% Adj. Ebitda margin</td>
<td>12.3%</td>
<td>14.3%</td>
<td></td>
</tr>
<tr>
<td>Adjusted EBIT</td>
<td>49.1</td>
<td>58.2</td>
<td>7.5%</td>
</tr>
<tr>
<td>% Adj. Ebit margin</td>
<td>7.5%</td>
<td>9.7%</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>40.9</td>
<td>47.0</td>
<td>6.3%</td>
</tr>
<tr>
<td>% Ebit margin</td>
<td>6.3%</td>
<td>7.9%</td>
<td></td>
</tr>
<tr>
<td>Net Result</td>
<td>30.1</td>
<td>39.5</td>
<td>4.6%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>4.6%</td>
<td>6.6%</td>
<td></td>
</tr>
</tbody>
</table>

- **Gross Margin at 41.9%**: -1.2 pp YoY. Improvement in Q4 and 2H compared to previous year thanks to positive pricing and mix and less inflationary effects on cost.

- **Operating expenses at €225.4m**, mainly due to a negative currency effect, and normalized marketing and commercial activities.

- **Adj EBITDA margin at 12.3%** (-2.0 pp YoY), in progressive improvement across the year, with a 2H at 13.5%, up by approx. 1pp vs previous year.

- **Net Result at €30.1m** vs €39.5m in FY 2021

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¹ The comparative results as of December 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>FY 2021</th>
<th>Volume</th>
<th>Price</th>
<th>Mix</th>
<th>Productivity</th>
<th>Structure</th>
<th>Others</th>
<th>FX Effect</th>
<th>FY 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>14.3% on Group Revenues</td>
<td>85.7</td>
<td>(1.0)</td>
<td>17.5</td>
<td>12.5</td>
<td>(17.7)</td>
<td>(12.1)</td>
<td>(0.3)</td>
<td>(4.3)</td>
<td>80.3</td>
</tr>
<tr>
<td>12.3% on Group Revenues</td>
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<table>
<thead>
<tr>
<th>Category</th>
<th>Dec 21</th>
<th>Dec 22</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA Adj.</td>
<td>80.3</td>
<td></td>
</tr>
<tr>
<td>Ch. TWC</td>
<td></td>
<td>(24.2)</td>
</tr>
<tr>
<td>Net Investment</td>
<td>(26.1)</td>
<td>(26.3)</td>
</tr>
<tr>
<td>Taxes</td>
<td>(7.3)</td>
<td></td>
</tr>
<tr>
<td>Net Financial Charges</td>
<td>(6.7)</td>
<td>(16.9)</td>
</tr>
<tr>
<td>Dividend Payment</td>
<td>1.1</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td>(16.0)</td>
</tr>
<tr>
<td>Pekat Acquisition</td>
<td></td>
<td>(42.0)</td>
</tr>
<tr>
<td>NFP Dec 21</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NFP Dec 22</td>
<td></td>
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</tbody>
</table>
Appendix
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** (December 30, 2022): 500 mln Euro

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

**Auditing Company:** Deloitte

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**DATALOGIC SHARE PERFORMANCE vs. INDICES**

**SHAREHOLDERS’ STRUCTURE**

- Hydra SpA: 32.3%
- Treasury Shares: 2.9%
- Free-Float: 64.8%
Sustainability Policy

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

- ISO 45001 – Healthy and Safety at Work Management System
- ISO 8000 – Social Accountability
- Talent Development – Employer branding - Training
- Human Rights and Social Accountability Policy
- No incidents of corruption, anti-competitive practices or antitrust violations
- Vitality Index increased
- Innovation and R&D Investments increased
- Research toward product sustainability
- ISO 14001 – Environmental Management Systems
- 6% reduction in energy consumption
- Customer Satisfaction: Net Promoter Score increased
- Supply Chain Sustainability: Use of environmental and social criteria
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
Contact

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NEXT EVENTS

April 27, 2023
Shareholders’ Meeting

May 11, 2023
Q1 2023 Results

DATALOGIC ON LINE

www.datalogic.com
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