GROUP OVERVIEW
Datalogic at a Glance


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

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
- 10% Revenues invested in R&D

3,000+ Employees in 29 countries:
- 16,3% Americas, 58,8% EMEAI, 24,9% APAC

11 Manufacturing & Repair sites in:
- USA, Hungary, Slovakia, Italy, China, Vietnam, and Australia

Figures refer to YE 2022
Datalogic, a leading group

- 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

- 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**

- M&A in key segments to **expand market share and boost technology**
- **Solid profitability and cash generation**
50+ Years of Expansion

**FOUNDATION**
- Established in Bologna

1972

**1997-1998**

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

2001

**2002-2011**

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

2012-2015

**EXPANSION**
- Acquisition of M.D. Micro Detectors SpA

2017-2020

**EXPANSION**
- Acquisition of Pekat Vision

2021

**EXPANSION**
- Set up new One Datalogic
- Acquisition of SOREDITouch Systems GmbH

2022

**EXPANSION**
- Acquisition of Pekat Vision

ANNIVERSARY
- 50th Years of innovation
Datalogic Group footprint – Offices and Facilities

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

Percent on H1 2023 Revenues - Data refer to H1 2023
STRATEGY
Our Aim, our Dream, our Beliefs

VISION

“Shape the future with intelligence and innovation.”

MISSION

“We enable our customers to gain a competitive edge by offering the most advanced Data Capture and Industrial Automation products and solutions.”

The 6 values of our culture

Ownership
We think and act as owners of Datalogic

Efficiency
We treat Company expenses as we would our own

Focus on results
We deliver what we promise

Realism
We face reality and fix what is wrong

No shortcuts
We don’t compromise on strategy, culture, or achieving results

Togetherness
We work together as one team to solve seemingly unsolvable problems
Our Strategy

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

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

❖ **Grow our** presence in **China**

❖ Push towards **innovative Solutions**, where traditional AUTO-ID capabilities are offered bundled with additional Deep Learning / Vision software, analytics and other services

❖ **M&A focus in Technology** to boost both portfolio and capabilities and **Customer base** to boost penetration
Main innovation trends in 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

Main Applications

### In-store check-out POS
- Self Check-out
- Self-Shopping
- In-Counter with scale options
- On-Counter, Presentation, Hands-free
- Large items identification
- Loss prevention

### In-store Operations
- Inventory management
- Shelf Replenishment
- Order Management
- Assisted Sales
- Queue busting

### E-commerce, Distribution Center & Fulfillment Center
- BOPIS/BORIS
- Last mile order fulfillment
- Hands-free operations
- Shipping/receiving
Main innovation trends in 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)

Main Applications

**Automotive**
- Powertrain assembly
- Interiors (texturing) assembly
- Suspensions & braking system assembly
- Exteriors assembly
- WIP traceability
- Direct Part Marking (marking and reading)
- Supplier components tracking

**Electronics**
- Board assembling and testing
- Device assembling and testing
- Personalization and branding
- Device packaging and warehousing
- Labeling and DPM verification and tracking
- Wafer marking

**Packaging**
- Primary packaging tracking
- Cartoning traceability
- Bundling-Tray packing/Shrink wrapping traceability
- Case packing traceability
- End-of-Line/Palletizing/Wrapping/Robotics traceability
- Printed label verification

**Intralogistics**
- Label reading and verification
- Parts/boxes identification/traceability
- Palletizing
- Warehouse management
- Sorting and shipping
Main innovation trends in Transportation & Logistics – E-commerce is market driver

Datalogic Proposition

- We enhance operations to Courier-Express-Parcels, Airports and Logistics
- At the forefront of the development of airporth 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

Main Applications

Airport
- Baggage handling systems
- Baggage reconciliation
- Out-of-gauge
- Check-in and bag drop-off handling

Courier & Parcels
- Sorting
- Field mobility
- Outbound
- Parcel detection on belt
- Inbound & Induction

Postal
- Field mobility
- Small parcel sortation
- Parcel transport and sortation systems
- Point-of-Sales
- Inbound & Induction

3PLs
- Receiving
- Put away
- Order fulfillment
- Storage
- Shipping

E-commerce
- Picking
- Reverse logistics
- Manual & Automated sorting
- On-field operations
- Hands-free solutions
Main innovation trends in 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

Main Applications

**Hospitals**
- Admittance
- Patient bed care
- Analysis labs
- Surgery tools verification
- Inventory management

**Pharmacies**
- Point-of-sale
- In-store operation
- Inventory management
- Receiving

**Pharmaceutical**
- Drugs production
- Pharma products distribution
- Warehousing
OPERATING MODEL
Unique Player with two major products platforms to better address different application needs across verticals

INDUSTRIAL AUTOMATION

DATA CAPTURE

WORLDWIDE LEADER

STATIONARY INDUSTRIAL SCANNERS

SAFE

LASER MARKING

MACHINE VISION

Unattended processes in every industry

WORLDWIDE LEADER

FIXED RETAIL SCANNERS

MACHINE VISION

HANDHELD SCANNERS

MOBILE COMPUTERS

SENSORS & SAFETY

SENSOR'S INDUSTRIAL SCANNERS

LASER MARKING SYSTEMS

RFID READERS

ATTENDED processes in every industry

WORLDWIDE LEADER

FIXED RETAIL SCANNERS

HANDHELD SCANNERS

MOBILE COMPUTERS

OEM BARCODE READERS

RFID READERS
New Datalogic operating model

- Industry knowledge, **focus on end-users** and our main 4 **Verticals** keep on being the core of our strategy

- **Two main operating market segments implemented** to properly and effectively execute strategy due to evolution of the market and of customer’s needs, and effectively address:
  - a higher **focus on Product Groups**
  - different **go to market models, buying criteria** priorities and **client’s point of contacts by Market segments**
  - specialized **expertise** of the sales force by **Application**, across different industries
  - A dedicated **Business Unit** focused on pushing towards both cross-products and market specific **Solutions**
FINANCIALS
1H 2023 Highlights: improving profitability and cash flows in an uncertain demand environment

- **Revenues** decreased by 5.3%, due to a soft demand and the continuing destocking cycle in distribution, in all geographical areas

- **Gross Operating Margin**, improving on a quarterly basis, at 42.4% compared to 39.6% in H1 2022 (+2.8 pp) thanks to positive effects of price, mix and productivity in an eased environment on the procurement side

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

- **R&D Cash Out at €32.0M**, steady at around 10.7% on revenues, maintaining solid levels of R&D investments

- **Adj EBITDA margin at 11.1%** (10.9% in H1 2022), thanks to the improvement in industrial margins and despite higher operating expenses and negative volumes

- **Net Debt down at €25.1M**, thanks to a sound +€31.8M operating cash flow generation, fueled by tight control on Net Working Capital
Group Revenues by Geography

<table>
<thead>
<tr>
<th></th>
<th>€m</th>
<th>H1 2023</th>
<th>H1 2022</th>
<th>Var %</th>
</tr>
</thead>
<tbody>
<tr>
<td>EMEAI</td>
<td>164.0</td>
<td>170.3</td>
<td>(3.7%)</td>
<td></td>
</tr>
<tr>
<td>Americas</td>
<td>91.6</td>
<td>96.2</td>
<td>(4.7%)</td>
<td></td>
</tr>
<tr>
<td>APAC</td>
<td>42.3</td>
<td>48.1</td>
<td>(12.0%)</td>
<td></td>
</tr>
<tr>
<td>Total Datalogic</td>
<td>298.0</td>
<td>314.6</td>
<td>(5.3%)</td>
<td></td>
</tr>
</tbody>
</table>

- **EMEAI**: Group’s first market down by **3.7%**. DACH growing +9.4%, Italy down by 3.3%
- **AMERICAS**: Group’s second-largest market down by **4.7%**, despite positive trend in check out solutions and industrial scanners
- **APAC**: -12.0% YoY, (-8.7% Net FX), growing in SEA and ANZ
### Group Revenues by Market Segment

<table>
<thead>
<tr>
<th></th>
<th>€m</th>
<th>H1 2023</th>
<th>H1 2022</th>
<th>Var %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data Capture</td>
<td>178.9</td>
<td>190.7</td>
<td></td>
<td>(6.2%)</td>
</tr>
<tr>
<td>Industrial Automation</td>
<td>111.1</td>
<td>116.0</td>
<td></td>
<td>(4.2%)</td>
</tr>
<tr>
<td><strong>Total DL Business</strong></td>
<td><strong>289.9</strong></td>
<td><strong>306.7</strong></td>
<td></td>
<td><strong>(5.5%)</strong></td>
</tr>
<tr>
<td>Informatics</td>
<td>8.2</td>
<td>8.5</td>
<td></td>
<td>(3.1%)</td>
</tr>
<tr>
<td>Intra division</td>
<td>(0.2)</td>
<td>(0.6)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Datalogic</strong></td>
<td><strong>298.0</strong></td>
<td><strong>314.6</strong></td>
<td></td>
<td><strong>(5.3%)</strong></td>
</tr>
</tbody>
</table>

- **Data Capture**: -6.2%, down in all geographical areas, despite a double-digit growth in check out solutions in both EMEAI and Americas

- **Industrial Automation**: **Americas growing** +3.5%, down the other geographies
New Product Launches and Innovation

- **Hand Held Scanners**
  - Gryphon™ 4500 Fixed Series

- **Stationary Industrial Scanners**
  - Matrix 220X Premium
  - Matrix 320X Premium

- **Sensors, Safety & Machine Vision**
  - Smart-VS+ smart vision sensor
  - MX-C50 vision processor

- **R&D Cash Out** at 10.7%, +0.9 bps vs H1 2022 (9.8%). Commitment to Product Development Roadmap continues

- **Vitality Index** at 6.5% on H1

*Including capitalized R&D expenses and excluding D&A*
### H1 2023 P&L

<table>
<thead>
<tr>
<th></th>
<th>€ m</th>
<th>H1 2023</th>
<th>H1 2022 restated*</th>
<th>Var %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>298.0</td>
<td>314.6</td>
<td></td>
<td>(5.3%)</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>126.4</td>
<td>124.6</td>
<td></td>
<td>+2.8 pp</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>42.4%</td>
<td>39.6%</td>
<td></td>
<td>+2.8 pp</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(109.5)</td>
<td>(105.4)</td>
<td></td>
<td>-3.2 pp</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>(36.7%)</td>
<td>(33.5%)</td>
<td></td>
<td>-3.2 pp</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>33.0</td>
<td>34.3</td>
<td></td>
<td>+0.2 pp</td>
</tr>
<tr>
<td>% Adj. Ebitda margin</td>
<td>11.1%</td>
<td>10.9%</td>
<td></td>
<td>+0.2 pp</td>
</tr>
<tr>
<td>Adjusted EBIT</td>
<td>17.0</td>
<td>19.2</td>
<td></td>
<td>-0.4 pp</td>
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<tr>
<td>% Adj. Ebit margin</td>
<td>5.7%</td>
<td>6.1%</td>
<td></td>
<td>-0.4 pp</td>
</tr>
<tr>
<td>EBIT</td>
<td>12.6</td>
<td>15.3</td>
<td></td>
<td>-0.6 pp</td>
</tr>
<tr>
<td>% Ebit margin</td>
<td>4.2%</td>
<td>4.9%</td>
<td></td>
<td>-0.6 pp</td>
</tr>
<tr>
<td>Net Result</td>
<td>12.1</td>
<td>8.8</td>
<td></td>
<td>+1.3 pp</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>4.1%</td>
<td>2.8%</td>
<td></td>
<td>+1.3 pp</td>
</tr>
</tbody>
</table>

- **Gross Margin at 42.4%**: +2.8 pp YoY. Improvement in H1 compared to previous year thanks to **positive pricing/mix and productivity** offsetting negative volumes.
- **Operating expenses** at €109.5m, mainly due to continuous investments in R&D and S&D.
- **Adj EBITDA margin** at **11.1%** (+0.2 pp YoY), thanks to improving industrial margins, despite higher operating expenses.
- **Net Result** at **€12.1m** vs **€8.8m** in H1 2022, up vs Y-1 thanks to financial items, mainly.

*Restatement mainly due to reclassification of some installation costs from S&D to COGS*
EBITDA Adj: actual vs last year

€ m

<table>
<thead>
<tr>
<th></th>
<th>Volume</th>
<th>Price</th>
<th>Mix</th>
<th>Productivity</th>
<th>Structure</th>
<th>Others</th>
<th>FX Effect</th>
<th>Q2 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2022</td>
<td>(23.2)</td>
<td>2.8</td>
<td>16.5</td>
<td>(3.0)</td>
<td>6.4</td>
<td>0.2</td>
<td>(1.0)</td>
<td>33.0</td>
</tr>
</tbody>
</table>

10.9% on Group Revenues (Q2 2022) vs 11.1% on Group Revenues (Q2 2023)

<table>
<thead>
<tr>
<th>Item</th>
<th>€ m</th>
</tr>
</thead>
<tbody>
<tr>
<td>NFP Dec 22</td>
<td>(42.0)</td>
</tr>
<tr>
<td>EBITDA Adj.</td>
<td>33.0</td>
</tr>
<tr>
<td>Ch. TWC</td>
<td>27.2</td>
</tr>
<tr>
<td>Net Investment</td>
<td>(13.0)</td>
</tr>
<tr>
<td>Taxes</td>
<td>(4.6)</td>
</tr>
<tr>
<td>Net Financial Charges</td>
<td>(1.9)</td>
</tr>
<tr>
<td>Others</td>
<td>(9.0)</td>
</tr>
<tr>
<td>Dividend Payment</td>
<td>(17.0)</td>
</tr>
<tr>
<td>Treasury Shares Repurchase</td>
<td>(5.3)</td>
</tr>
<tr>
<td>M&amp;A</td>
<td>3.6</td>
</tr>
<tr>
<td>Others, not operating</td>
<td></td>
</tr>
<tr>
<td>NFP Jun 23</td>
<td>(25.1)</td>
</tr>
</tbody>
</table>

- Positive Items
- Negative Items
Stock and Governance

Market Segment: EURONEXT STAR MILAN

Ticker: DAL

Reuters Code: DAL.MI

Bloomberg Code: DAL IM

Outstanding Shares: 58,446,491

Share Par-Value: 0.52 Euro each

Market Cap (September 2023): 350 mln Euro

Volumes: 3 months average ~ 130K

Auditing Company: Deloitte

DATALOGIC SHARE PERFORMANCE vs. INDICES

SHAREHOLDERS’ STRUCTURE

- Hydra SpA: 29.80%
- Treasury Shares: 5.35%
- Free-Float: 64.85%
# A consistent review in Datalogic accounting reporting

<table>
<thead>
<tr>
<th>Area</th>
<th>From</th>
<th>To</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Division</strong></td>
<td>2 CGUs:</td>
<td>2 CGUs:</td>
</tr>
<tr>
<td></td>
<td>* Datalogic Business*</td>
<td>* Datalogic Business*</td>
</tr>
<tr>
<td></td>
<td>* Informatics</td>
<td>* Informatics</td>
</tr>
<tr>
<td><strong>Geo Area</strong></td>
<td>3 Geo Areas:</td>
<td>3 Geo Areas:</td>
</tr>
<tr>
<td></td>
<td>* EMEAI</td>
<td>* EMEAI</td>
</tr>
<tr>
<td></td>
<td>* Americas</td>
<td>* Americas</td>
</tr>
<tr>
<td></td>
<td>* APAC</td>
<td>* APAC</td>
</tr>
<tr>
<td><strong>Sector in DL business</strong></td>
<td>4 Main Verticals:</td>
<td>2 Main Market Segment:</td>
</tr>
<tr>
<td></td>
<td>* Retail</td>
<td>* Data Capture</td>
</tr>
<tr>
<td></td>
<td>* Manufacturing</td>
<td>* Industrial Automation</td>
</tr>
<tr>
<td></td>
<td>* T&amp;L</td>
<td></td>
</tr>
<tr>
<td></td>
<td>* Healthcare</td>
<td></td>
</tr>
</tbody>
</table>

- No Changes
- Changed from Q1 2023
Contact

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NEXT EVENTS

October 10, 2023
Italian Excellences 2023 – Intesa Sanpaolo

November 09, 2023
9M 2023 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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