



STAR CONFERENCE 2026

MARCH 25TH, 2026



GROUP OVERVIEW

Datalogic is a global technology leader in Auto ID solutions...

Datalogic is a **listed global leader** in the high-tech world, specializing in Auto ID solutions
 Barcode-reading products represent approximately **85%** of our total revenues

Our core promise is the ability to read any type of barcode...

1D CODES		2D CODES	
Code 93 13mils  2165144		QR Code 15mils 	QR Code 5mils 
Interleaved 2 of 5 13mils  3571297342	C	Micro QR 15mils 	Data Matrix 15mils 
Standard 2 of 5 13mils  65791813	(C	QR Code 3mils 	PDF417 10mils 
LOW CONTRAST CODES		DAMAGED CODES	
EAN13 13mils (60% PCS)  0 856813 472363	Code	INVERSE COLOR CODES	
EAN13 13mils (30% PCS)  0 856813 472363	Code	Code 128 13mils 	EAN8 13mils  21234569
EAN13 13mils (20% PCS)  0 856813 472363	Code	Data Matrix 	Code 39 5mils  85681347236
QR Code 15mils (40% PCS) 			Code 128 3mils  6541
QR Code 15mils (25% PCS) 			

... for many applications in our target industries

Retail



Factory Automation



Healthcare



T&L



Source: DL P&L 2025

...with a compelling offer...

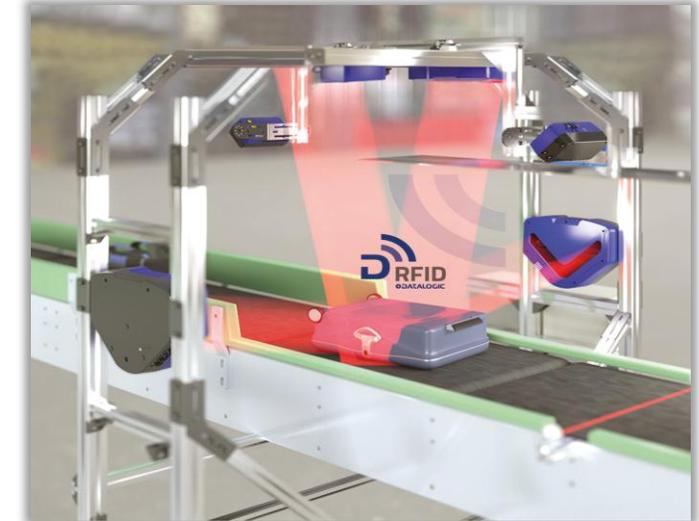
Today, the world has evolved, and to maintain our leadership we must **continue improving our scanning performance** while also developing **additional technologies** for product identification (e.g., RFID, computer vision)

To complete our offering for **customers in Factory Automation** which requires barcode readers, we also **provide sensor and safety products, machine vision, and laser marking systems**

Product recognition



BHS¹ RFID



Sensor & Safety



Laser marking



Machine vision



...across all main industries

xx% % of DL revenues 2025

Retail



~53%

- Food and Beverage Stores
- Health and Personal Care
- DIY
- Clothing & Accessories
- General merchandize

Back-Store: order fulfillment, inventory, shipping&receiving

In-Store: Shelf replenishment, price check, customer experience, checkout & self-checkout

Transportation & Logistics



~14%

- Air Transportation
- Truck Transportation
- Courier, Express, and Parcel
- Warehousing and storage

Warehousing: inbound/outbound, palletize/depalletize, storing&picking,

Distribution centers: inbound/outbound, cross-docking

Couriers/ E-commerce: high speed automatic sorting, last mile delivery

Airports: baggage and passenger tracking

Manufacturing



~29%

- Automotive Manufacturing
- Computer Electronics
- Food Manufacturing
- Machinery (automotive, F&B, pharma, wh)
- Pharma and Chemical Manufacturing

Shopfloor: work-in-progress, component traceability, quality control

Intralogistic: Production line feed, sub-assembly management

Healthcare



~4%

- Health Care Services

Hospitals: patient registration & data digitalization, bedside care, assets/equipment tracking and maintenance, pharmacy & medication management

Analysis laboratory: test tubes & blood bags tracking

Innovation as core driver for Datalogic



500+ Engineers in 9 R&D centers, of which 4 DL Labs, in China, Czech Republic, Italy, Sweden, USA, and Vietnam



Total **R&D cash out 65.4 €M**, accounting for **13.1% of revenue** in 2025, placing us **3rd for R&D intensity¹ in Italy**



A portfolio of **more than 1,200 patents and patent applications**, developed through our internal innovation-disclosure process and recognized with the Leonardo da Vinci Best Patent Award



Innovate as a leader always driven by providing a unique value and experience to our Customers – constantly exceeding their expectations

Datalogic Group footprint

% on FY 2025 revenues

500.1 €M Revenues 2025

EMEAI
60.4%

Americas
29.4%

APAC
10.2%

2,685 Employees in 30 countries:
11.0% Americas, 62.2% EMEAI, 26.7% APAC

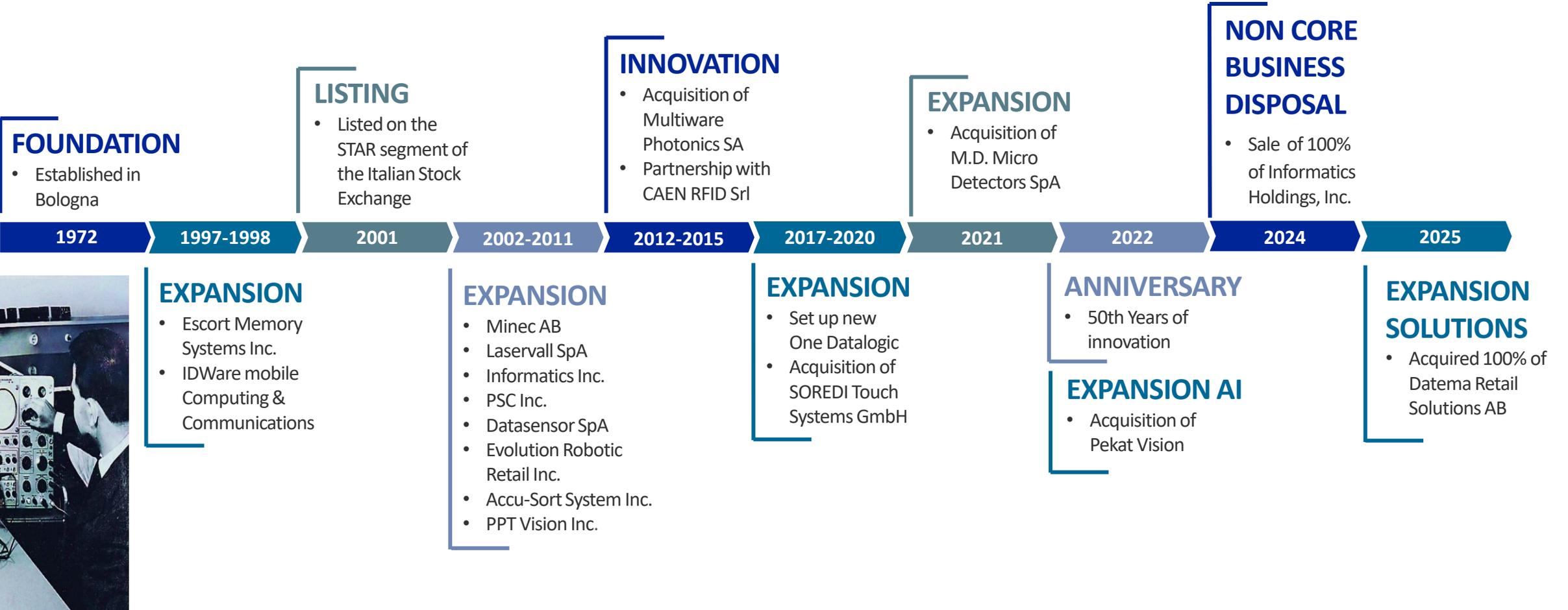
 9 Manufacturing & Repair sites

 9 R&D Centers

 Offices and Facilities in 30 countries

Figures refer to YE 2025

50+ Years of Expansion



Datalogic provides a broad portfolio of automation and data capture solutions for diverse industries

INDUSTRIAL

AUTOMATION

Unattended processes



DATA CAPTURE

Attended processes

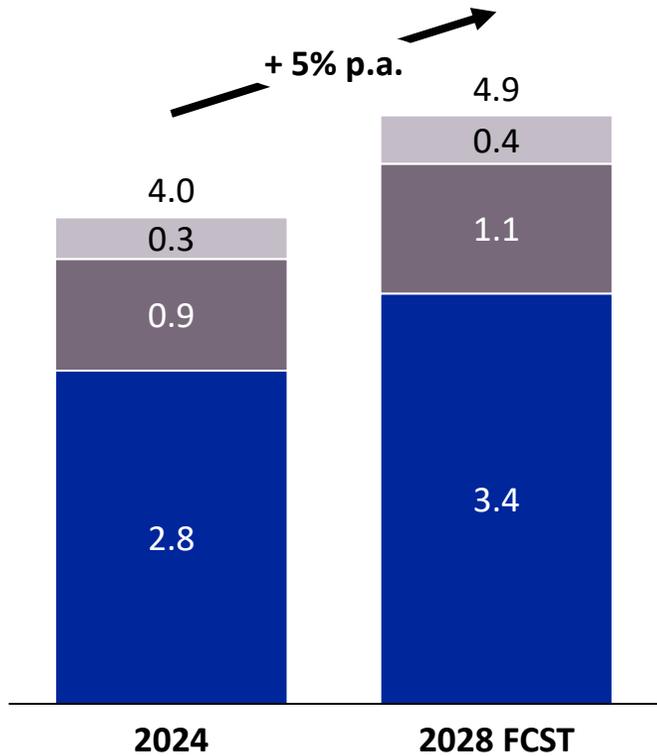
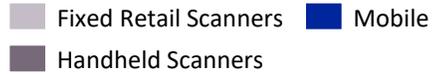


STRATEGY & OPERATING MODEL

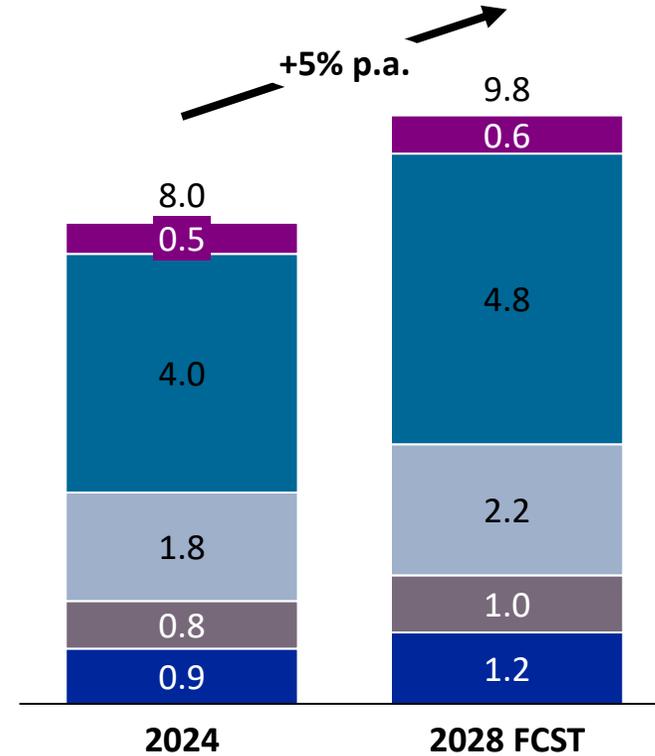
The DC and IA markets are confirmed to structurally grow at +5% in the period 2024–28

Market size 24-28, \$ B

Data Capture



Industrial Automation



Key insights

Data Capture

- DC market to reach **~5 \$B¹ in 2028**, with **growth rate of ~5% CAGR** for 2024-28
- **Stronger growth expected in mobile (5%)**
- **T&L and healthcare** the fastest grow segments, **up to 6%**
- APAC has an expected growth at 7%, while Americas and EMEA have 5% and 4% respectively

Industrial Automation

- IA market to reach **9.8 \$B² in 2028** with a **growth rate of ~5% CAGR** for 2024-28
- **Stronger growth expected in SIS (+7% p.a.)** due to the increased need for **tracking**
- APAC has an expected growth at 7%, while Americas and EMEA have 5% and 4% respectively

Strategy centered on our core identification offering, enhancing portfolio with complementary tech and operating a solution ecosystem



VISION

“Shape the future with intelligence and innovation”

OBJECTIVE



- Be the unique player with a comprehensive presence and leadership positions in both DC and IA markets
- Outperform the market in the long term with increasing profitability

SCOPE



- Enhance **hardware** offer with **software, driving** efficiency in Client-facing, Supply Chain and Manufacturing applications in **Retail, Factory Automation, T&L, and Healthcare** verticals
- **Consolidate position in EMEA** and become a **strong player in the United States**
- **Grow our** presence in **APAC**

ADVANTAGE



- Leverage a **wide portfolio of products and services** to provide Customers with **innovative and easy-to-integrate solutions** along the entire flow of operations

Data Capture

	Offering	Main Objective
MOB 	<ul style="list-style-type: none"> PDA/PDT PSS Wearable Tablet 	<ul style="list-style-type: none"> Become a relevant 3rd market player in Mobile market, notably in PDT/PDA and PSS
HHS 	<ul style="list-style-type: none"> Industrial General Duty 	<ul style="list-style-type: none"> Leadership in EMEA, become 2nd player in Americas and 3rd in selected APAC Countries
FRS 	<ul style="list-style-type: none"> Bi-optic Single Plane Presentation 	<ul style="list-style-type: none"> Maintain leadership in bi-optics Achieve relevant market presence in the growing presentation scanners segment
SE 	<ul style="list-style-type: none"> Scan Module Scan Engine 	<ul style="list-style-type: none"> Leverage on our offer to seize opportunities from key application trends (e.g., Kiosk, access control)
Service	<ul style="list-style-type: none"> EoC 	<ul style="list-style-type: none"> Double Service revenues increasing attach rate in MOB, FRS and HHS

Industrial Automation

	Offering	Main Objective
SIS 	<ul style="list-style-type: none"> 1D readers 2D imagers Dimensioner 	<ul style="list-style-type: none"> FA: market leadership in traceability LA: global leadership with best-in-class solutions and service execution
SEN 	<ul style="list-style-type: none"> Photoelectric Proximity Ultrasonic 	<ul style="list-style-type: none"> Increase selectively market share with a targeted positioning and strategy
SAF 	<ul style="list-style-type: none"> Safety Light Curtains Safety Laser Scanner 	<ul style="list-style-type: none"> Become the third player in the market, expanding direct customer base
LM 	<ul style="list-style-type: none"> Fiber Solid State CO² 	<ul style="list-style-type: none"> Gain market share with improved product range and focused sales activities
Service	<ul style="list-style-type: none"> Installation Maintenance Post sales services 	<ul style="list-style-type: none"> Double revenues through outstanding pre- and post-sales services to accelerate and support the business

Solutions

Develop and increase penetration of solutions (HW and SW) providing to customers **added value solutions beyond barcode**

Four Pillars of Datalogic long term plan

1		TOP LINE
2		PROFITABILITY
3		SUSTAINABILITY
4		M&A

3 main drivers of top line growth



*Continuously **improve Datalogic scanning performance, whilst enhancing our “beyond barcode” offering***



*Expansion and penetration of **new customers, sub-industries, and geographies, while strengthening brand awareness***



*Redefine Sales and R&D processes with a clear **strategic focus on effectiveness and process excellence***

Strong focus on productivity to drive structural profitability enhancement

	Main Goal	Priorities	Ongoing actions
Industrial Margin	Increase Industrial Profitability YoY through Productivity, Mix and Fixed Cost Optimization	Manufacturing & Supply Chain optimization	<ul style="list-style-type: none"> Industrial & distribution footprint optimization Procurement optimization (i.e., costs, flexibility) Supply Chain process optimization through the review of Demand Planning practices and the optimization of Service Levels
Operating profitability	Focus on selective Opex Growth to support Business needs, whilst pursuing Productivity Targets	Sales excellence	<ul style="list-style-type: none"> Review Sales and distribution process to increase Sales Force Productivity
		R&D optimization	<ul style="list-style-type: none"> Streamline R&D process to reduce time-to-market and maximize R&D productivity

Datalogic Strategic ESG Streams: ongoing progresses across main KPIs

Datalogic Sustainability
Strategic Streams

Environment
and Innovation

Business and
Market

People

R&D green spending

Increase R&D spending on projects with sustainable features

R&D green spending on total R&D project spending at **33,6%** in 2025, vs **31,7%** in 2024 and **28,9%** in 2023

Recycled plastic

Introduce recycled plastics in new products (% on total plastic purchased)

Still at the outset but improving (0.2% in 2025 vs. 0% in 2024). New products with recycled plastic launched in Q4 2025, with full impact expected from 2026

Carbon footprint

GHG emissions measurement including Scope 3 and reduction plan draft

Total emissions at **227,5 kTon CO2eq**, flat vs 2024 despite relevant volume growth

Sustainable Packaging

Recycled materials and weight reduction

Recycled packaging on total packaging spending at **22,7%** in 2025 vs **20,4%** in 2024

Customer Satisfaction

Net Promoter Score (NPS), as the relevant metric to measure customer satisfaction

NPS robust growth reaching **62** in 2025 vs **47** in 2024

Sustainable Supply chain

Vendor assessment on sustainability topics

Supply chain **risk mapping project** started with a globally recognized ESG rating firm

People Health and Safety

Accidents' frequency rate and zero severe accident target

Accidents' frequency rate at **1,8** in 2025 vs **1,9** in 2024 and 0 severe accident

Employee Engagement

Employee engagement surveys, and actions based on survey results

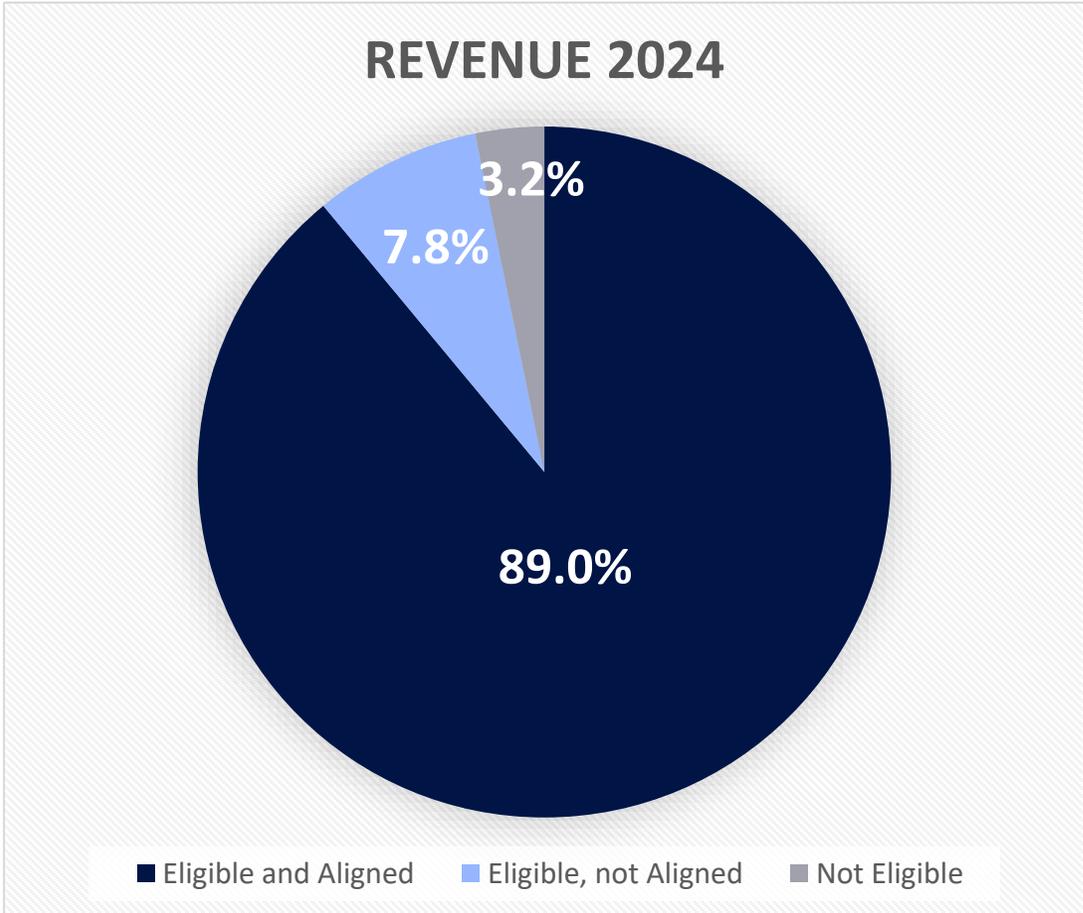
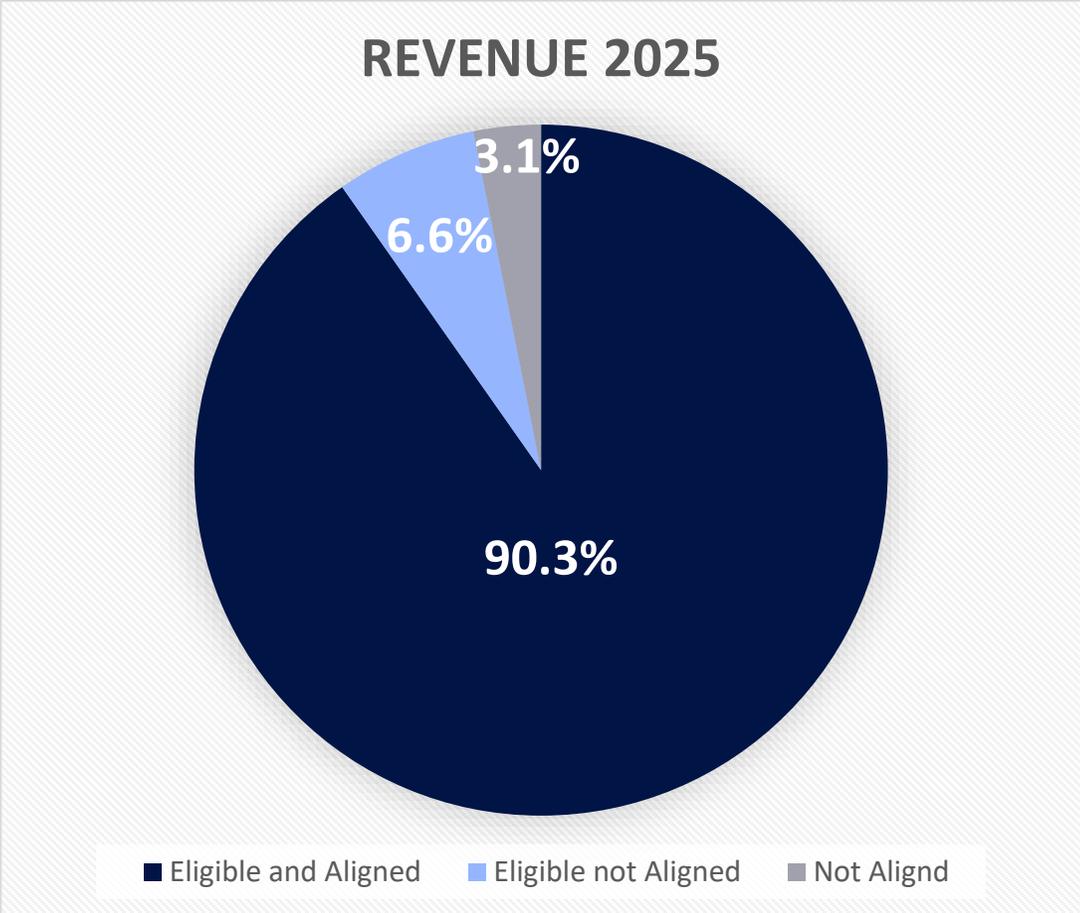
- Employee engagement survey conducted in 2025, with follow-up actions rolled out
- Driving a higher score in 2026 survey

People well-being

People well-being and work-life balance initiatives across all main Group locations

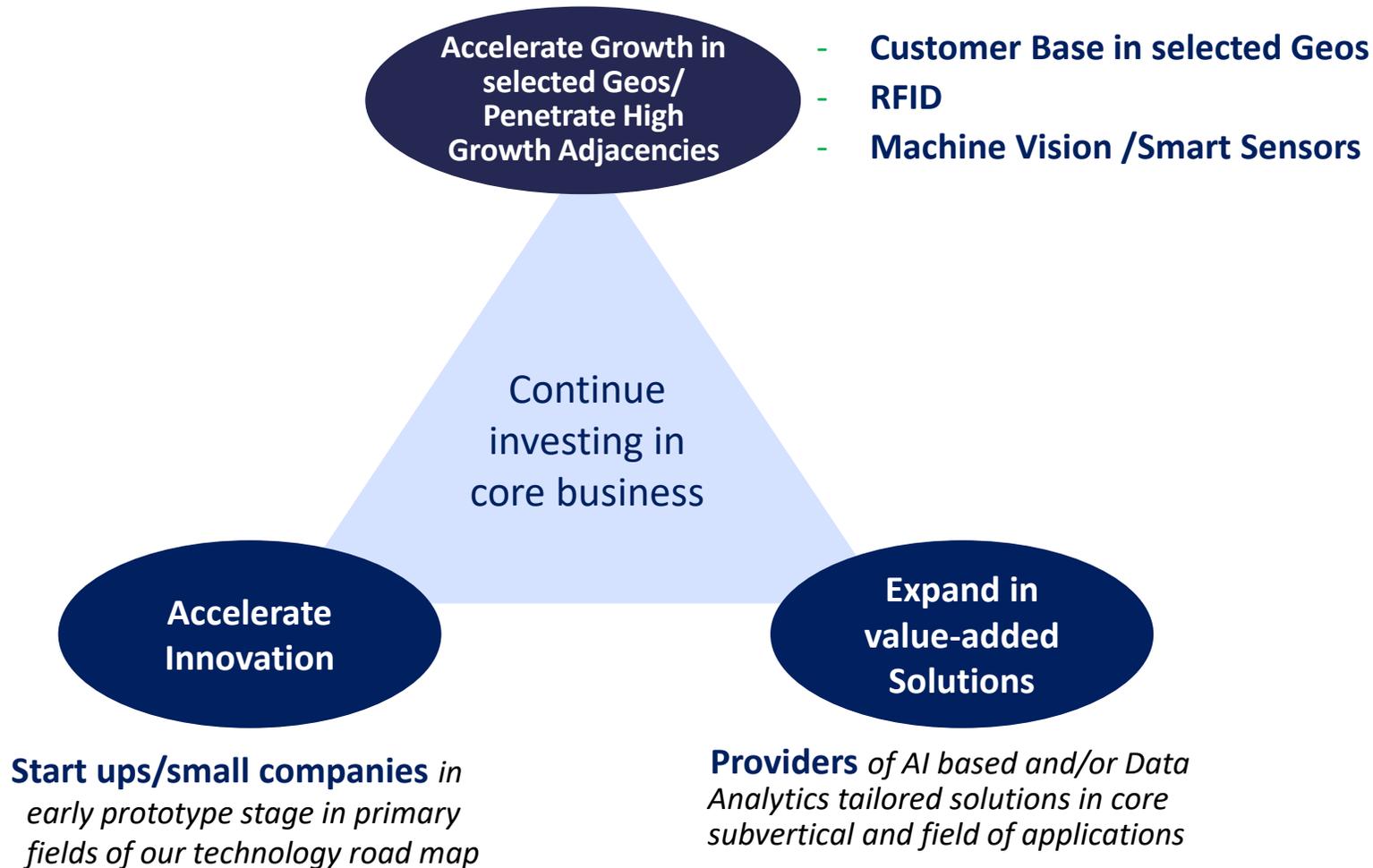
Well-being and work-life balance initiatives introduced or maintained across main locations

Higher Revenues Eligible and Aligned to European Taxonomy



Structured M&A Activity to Foster Group Strategy

3 pillars guiding Datalogic M&A expansion while continue investing in core business



2025 highlights

Expand in value-added Solutions

- **Acquisition of 100% of Datema**
Swedish company offering own self shopping software & solution mainly in Northern Europe
- **Strategic targets scouting**
Ongoing scouting on key complementary applications in data capture (e.g. RFID, in store solutions) and industrial automation (e.g. smart sensors/cameras)

FINANCIALS

Q4 2025 & FY 2025 Results



Q4 2025 Results, €m

REVENUES €140.6 +14.5% Net FX (+10.4%)	GOM €60.3 42.9% (-1.5 pp)	Adj. EBITDA €19.1 13.6% (+0.5 pp)	NET RESULT €6.5 4.6% (+3.7 pp)
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FY 2025 Results, €m

REVENUES €500.1 +3.4% Net FX (+1.3%)	GOM €214.1 42.8% (+0.7 pp)	Adj. EBITDA €53.1 10.6% (+1.6 pp)	NET RESULT €7.7 1.5% (-1.2 pp)
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Net Debt at €14.9M

Group Revenues by Geography and Market Segment

Q4 Revenues by Geo and Market Segment, €m

	EMEI			AMERICAS			APAC			Total Datalogic		
	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %
Data Capture	58.6	41.2	42.3%	32.2	39.7	(18.8%)	7.4	7.8	(5.3%)	98.2	88.6	10.8%
Industrial Automation	27.4	24.9	10.0%	9.2	8.8	4.7%	5.9	5.1	15.3%	42.4	38.8	9.5%
Total Datalogic	85.9	66.0	30.1%	41.4	48.5	(14.5%)	13.3	12.9	2.9%	140.6	127.4	10.4%

FY Revenues by Geo and Market Segment, €m

	EMEI			AMERICAS			APAC			Total Datalogic		
	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %
Data Capture	200.4	167.0	20.0%	112.2	130.7	(14.2%)	25.7	33.9	(24.2%)	338.3	331.6	2.0%
Industrial Automation	101.6	104.9	(3.1%)	35.0	34.3	2.1%	25.1	23.0	9.3%	161.8	162.2	(0.3%)
Total Datalogic	302.1	271.9	11.1%	147.2	165.0	(10.8%)	50.8	56.8	(10.6%)	500.1	493.8	1.3%

New Products Launches and Innovation

DATA CAPTURE (DC)

HHS



Powerscan 9600 RFID

FRS



MAGELLAN™ 9550i

MOB



Memor 17 HC



Memor K20-25



Memor 12-17 Family



Joya Smart Family

SOL



Shopevolution 8



Datalogic Connect



Matrix 220 XAI DPM



AV7000 12K



UFK Ultrasonic Sensor



DS4 Area Sensor



Smart VS-Evo



Impact 13.7

SIS

SEN

MV

INDUSTRIAL AUTOMATION (IA)

⬆️ R&D Cash Out at € 65.4 million reaching 13.1% as a percentage of Revenue compared to 13.3% in FY 2024

⬆️ FY Vitality Index at 25.2% (29.5% in Q4 2024) vs 19.7% in FY 2024

Q4 & FY 2025 P&L

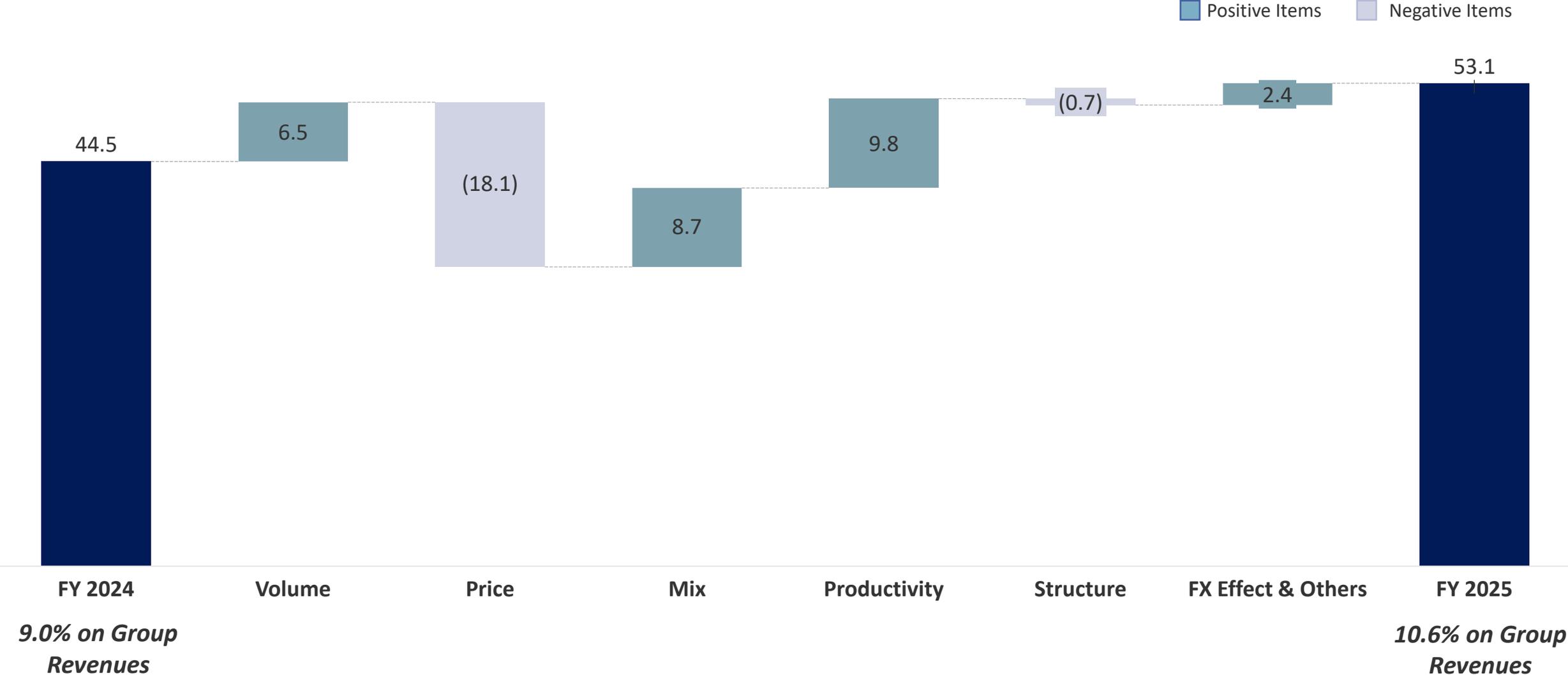
€ m	Q4			FY		
	2025	2024	Var %	2025	2024	Var %
Revenues	140.6	127.4	+10.4%	500.1	493.8	+1.3%
Gross Margin <i>% on Revenues</i>	60.3 42.9%	56.6 44.5%	-1.5 pp	214.1 42.8%	207.8 42.1%	+0.7 pp
Operating expenses <i>% on Revenues</i>	(49.1) (34.9%)	(50.0) (39.3%)	+4.3 pp	(193.2) (38.6%)	(196.9) (39.9%)	+1.2 pp
Adjusted EBITDA <i>% Adj. Ebitda margin</i>	19.1 13.6%	16.7 13.1%	+0.5 pp	53.1 10.6%	44.5 9.0%	+1.6 pp
Adjusted EBIT <i>% Adj. Ebit margin</i>	11.2 7.9%	6.6 5.2%	+2.7 pp	20.9 4.2%	10.9 2.2%	+2.0 pp
EBIT <i>% Ebit margin</i>	9.0 6.4%	4.3 3.4%	+3.0 pp	9.9 2.0%	2.9 0.6%	+1.4 pp
Net Result <i>% on Revenues</i>	6.5 4.6%	1.2 0.9%	+3.7 pp	7.7 1.5%	13.7 2.8%	-1.2 pp
Net Result adjusted <i>% on Revenues</i>	6.5 4.6%	1.2 0.9%	+3.7 pp	7.7 1.5%	-4.6* -0.9%	+2.5 pp

- Revenues up double digits in Q4, above €140 million; back to €500 million in FY
- Q4 Gross Margin confirmed stable at 42.9%. FY Gross Margin at 42.8% (+0.7 pp vs LY) thanks to productivity improvement and positive mix
- Slightly lower operating expenses mainly due to exchange rate
- Q4 Adj. EBITDA margin at 13.6% (+0.5 pp). FY Adj. EBITDA back to double digits, at 10.6%
- Net Result at € 7.7 million (€ 6.5 million in Q4) vs loss in 2024 (€ -4.6 million), excluding the capital gain on the sale of Informatics Holdings, Inc.

* 2024 Net Result from operating activities, excluding the capital gain from Informatics sale

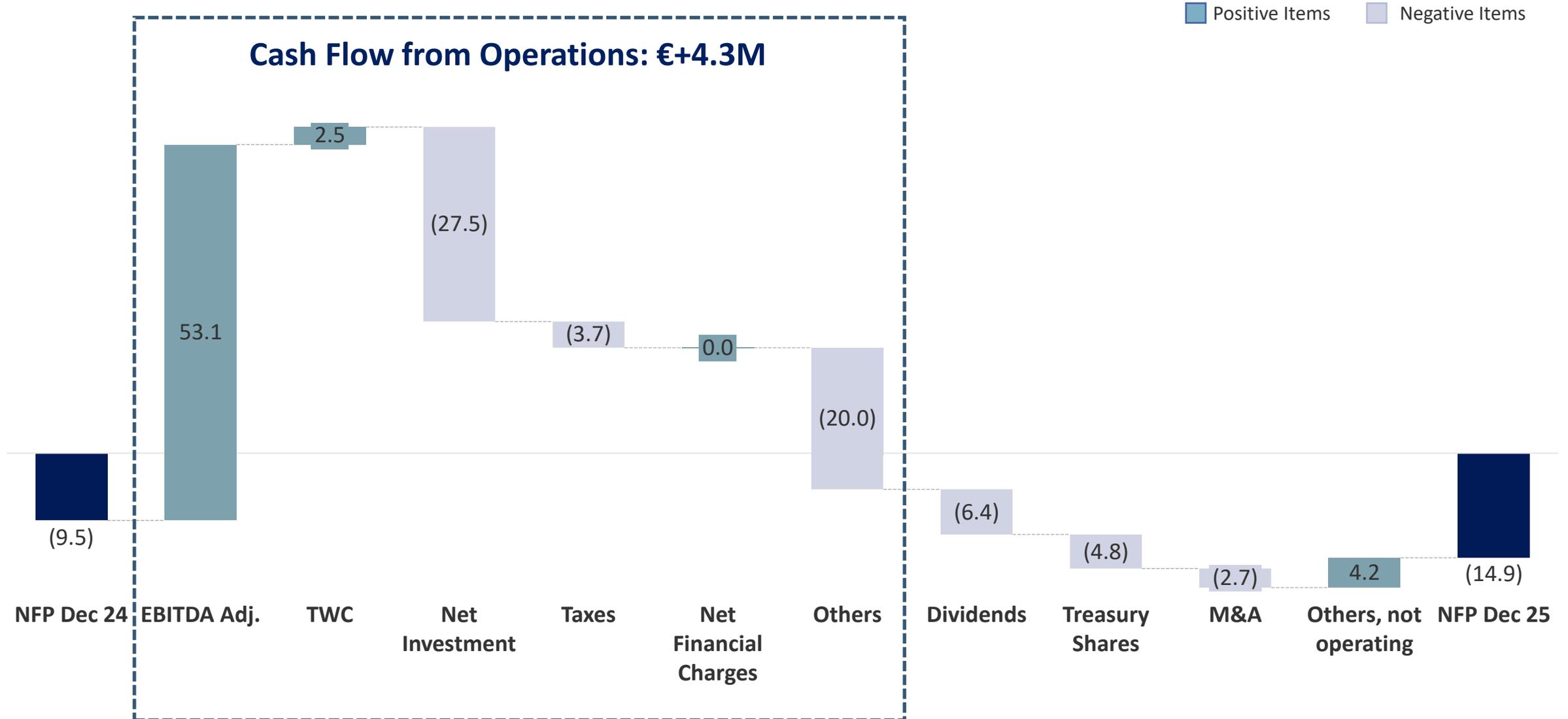
EBITDA Adj.: actual vs last year

€ m



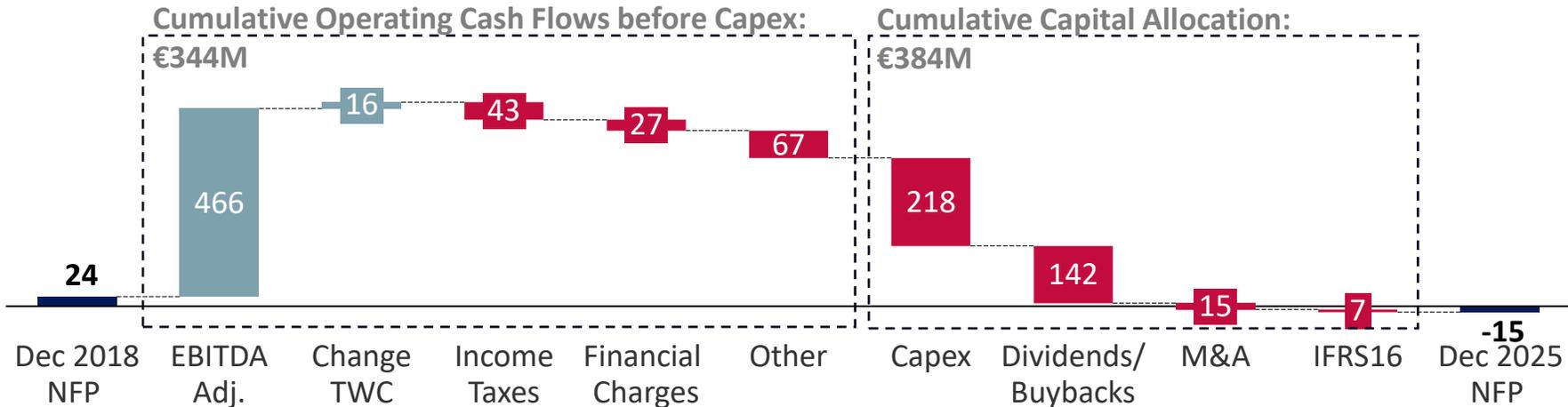
Net Debt & Cash Flow Analysis : Dec'24 – Dec'25

€ m



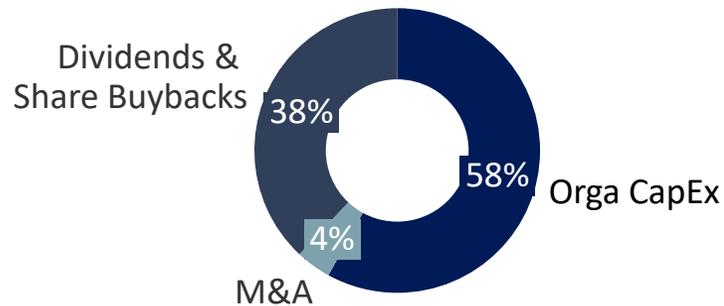
Sound balance sheet and structural cash generation profile to leverage growth

Cash Flows – Last 7 years cumulated

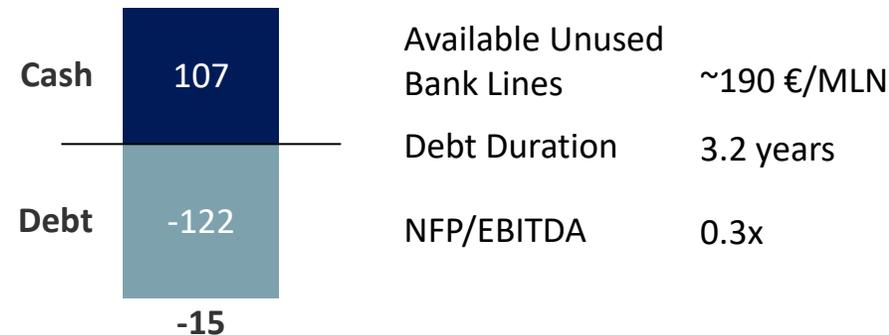


- Structural operating **cash flow generation** year after year
- **+ €344m** Cumulative Cash Flow before Capex generated in **last 7 years**
- A **well-balanced** capital allocation to maximize value creation
- **Solid Balance Sheet** with a conservative **leverage at 0.3x** and **debt duration >3.0 years**
- Approx **€200M** of unused available bank **credit lines**

Capital allocation breakdown – Last 7 years



Balance Sheet at 31/12/2025



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NEXT EVENTS

May 05, 2026

Shareholders' Meeting

May 14, 2025

Q1 2026 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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