STAR Conference
London
10 October 2017
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Group Overview
Datalogic at a glance

- Global leader of barcode readers, mobile computers, sensors, vision systems and laser marking systems with cutting-edge solutions in verticals market: Retail, Transportation & Logistics, Manufacturing, Healthcare Industries

- Founded in 1972 by Romano Volta in Bologna, Italy and listed on the STAR Segment of the Italian Stock Exchange since 2001

- A large portfolio of more than 1,200 patents

- About 2,700 employees, of which 470 in R&D

- Direct presence in 30 countries worldwide selling to 120 countries, with more than 1,000 partners worldwide
Over 40 years of Technological Innovation

1972  •  FOUNDATION  •  Established in Bologna

1988  •  EXPANSION

1972  •  EXPANSION

1972  •  EXPANSION

2001  •  LISTING  •  Listed on the STAR segment of Italian Stock Exchange

2002  •  EXPANSION

2002  •  EXPANSION

2002  •  EXPANSION

2012  •  INNOVATION  •  Acquisition of Multiwave Photonics SA

2012  •  INNOVATION  •  Partnership with CAEN RFID Srl

2017  •  EXPANSION  •  Set up new One Datalogic

2017  •  EXPANSION  •  Acquisition of Soredi Touch Systems GmbH
A continuous improving Strategy

1970
- Pioneers
  - Foundation: development and manufacturing of optic electronic equipment for automation
  - Starting of international expansion with first branch in Germany

1980
- New horizon
  - Focus on optical readers and barcodes
  - Consolidation of international footprint

1990
- “Il punto di Volta”
  - New organizational model to support the continuous international growth
  - Unceasing international expansion

2000
- Innovation to growth
  - Listing at the Italian Stock Exchange
  - Acquisition of PSC
  - Consolidation of Datalogic as a true multinational company with presence in 30+ countries around the world

2017
- ONE DATALOGIC
  - From a product-oriented strategy to a customer-centric one. To ensure a distinguished customer service and a deeper knowledge of the target industries, the Company is organized in four Industry Units: Retail, Manufacturing, T&L and Healthcare.

Additional Points:
- Photoelectric control for automation
- First application of barcode to airports
- From entrepreneurial to managerial company
- Two Divisions: ADC+IA & 7 Product lines
- Customer-Centric organization
A Wide Geographical Footprint

Direct presence in 30 countries

- 8 Manufacturing Sites
- 10 R&D Centers
- 3 DL LABS

Note: Breakdown by area based on 1H2017 revenues
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 4, 2017): 30.52 Euro
Market Cap (October 4, 2017): 1.78 B Euro
Specialist: Intermonte SIM
Auditing Company: EY

DATALOGIC PRICE PERFORMANCE

SHAREHOLDERS’ STRUCTURE

64.65%
35.35%
Hydra SpA
Free Float
Strategy
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 Organisation by Verticals…
…with a Wide and Complementary Offer
Total Addressable Market

Source: VDC 2017 and Management estimates
Market Drivers

Retail
- E-commerce and multichannel-related trends drive purchase of data capture products
- Technology enhancement for frictionless shopping
- Brick-and-mortar focus on automation in warehouses and distribution centers

Manufacturing
- Industry 4.0 is pushing for multi-technology adoption, product interoperability and enhancement self diagnostic capabilities for added value solutions
- Advance traceability beyond barcode
- Trends toward Intralogistic solutions and Robotic/AGV guidance

Transport & Logistics
- E-commerce trends driving CEP & Logistics
- Increasing detection & tracking needs in the Airports
- Push on technology enhancements & multi-technology integrated solutions

Healthcare
- Compliance regulations
- Increasing needs for real-time tracking of medical equipment, staff & patients
- Move to Electronic Medical Records (EMR) driving imager adoption
Datalogic’s offer along the value chain

Retail Flows and Applications

1. DISTRIBUTION CENTER
2. WAREHOUSE
3. STORE AUTOMATION
4. POINT OF SALES
5. HOME SHOPPING

T&L Flows and Applications

1. RECEIVING
2. WAREHOUSING
3. FULFILLMENT
4. SORTING MANIFESTING DELIVERY

Manufacturing Flows and Applications

INTEGRATED AND INTERCONNECTED DEVICES

SOLUTION PROVIDER

QUALITY INSPECTION
MARK & READ
PROCESSING
BUNDLING
PALETTIZING
SINGLE UNIT CODING
CASE PACKING

Healthcare Flows and Applications

DISTRIBUTION CENTER
WAREHOUSE TRANSPORTATION
PROCESSING MANUFACTURING
HOSPITAL
DOCUMENTS
PHARMACY
LABORATORIES
BLOOD BANK
BEDSIDE CARE
New One DATALOGIC Group Organization

*The newco Solution Net System Inc. is the result from the spin-off of the Systems Business Unit.*
A clear new strategy

**THE OBJECTIVE**

Keep on 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, Healthcare, T&L and Manufacturing

Become a significant player in North America and further establish in APAC with a growing presence in China

Consolidate our position in EMEA

**THE ADVANTAGE**

Moving from a product to a Customer-centric Company, leveraging on our wide range of products that is able to fulfill our customers’ needs for both data collection and process automation and providing end-to-end solutions across the entire flow of operations
Technologies and Products
Product Innovation and Development

- New product development process that starts from the Customers’ needs – 1st milestone of the new product development

- A large and growing portfolio of more than 1,200 patents and pending patent applications

- About 300 pending patent applications in all jurisdictions

- In 2016 24.3% of revenues from new products*

- 10 Research & Development Centers

- Around 470 people employed in R&D, of which more than 400 Engineers

* Are considered new products the products announced in the last 24 months
NRF – Retail’s big show 2017

VISITORS
- 655 registered leads
  (more than doubled vs. 2016)

TOP VISITED PRODUCTS
- Jade
- Joya Touch

NEW CONCEPT AND PRODUCTS
- Joya Touch Android 6
- Powerscan Retail
- Rida – companion scanner
- RFID indoor Geo-Location
- Digital Tailor – 3D imaging body scanner
- New Single Plane scanners
- New LaneHawk – loss prevention
Market split by Technology

Datalogic can offer all the technologies available for products identification

Data Capture Technology

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

Market Value: $4.3 Bn

includes only Hand Held Scanners, Industrial Stationary Scanners and Point of Sale Check Out
New Products launched in 2017

Q1
- PowerScan Retail
- Impact 11.10 release
- MATRIX 300N™ POLARIZED

Q2
- MEMOR™ X3 HC
- HALOGEN™ DE2012-WA-DL
- MATRIX 120™

Q3
- Joya Touch A6
- QuickScan Lite QW2400
- Magellan 3400 Vsi
- Magellan 3500 HSi
- PowerScan 9100 (with breakthrough scan engine inside)
- SG4 Fieldbus
Financials
## Improvements across the whole P&L

<table>
<thead>
<tr>
<th>Item</th>
<th>H12017</th>
<th>H12016</th>
<th>Var%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>299.3</td>
<td>281.8</td>
<td>6.2%</td>
</tr>
<tr>
<td>Gross Operating Margin</td>
<td>142.3</td>
<td>130.9</td>
<td>8.6%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>47.5%</td>
<td>46.5%</td>
<td></td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(98.3)</td>
<td>(94.9)</td>
<td>3.6%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>(32.8)%</td>
<td>(33.7)%</td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td>51.8</td>
<td>45.0</td>
<td>15.3%</td>
</tr>
<tr>
<td>Ebitda margin</td>
<td>17.3%</td>
<td>16.0%</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>41.2</td>
<td>35.3</td>
<td>16.6%</td>
</tr>
<tr>
<td>Ebit margin</td>
<td>13.8%</td>
<td>12.5%</td>
<td></td>
</tr>
<tr>
<td>EBT</td>
<td>37.2</td>
<td>32.8</td>
<td>13.5%</td>
</tr>
<tr>
<td>Taxes</td>
<td>(7.9)</td>
<td>(6.6)</td>
<td>20.0%</td>
</tr>
<tr>
<td>Net Income</td>
<td>29.3</td>
<td>26.2</td>
<td>11.9%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>9.8%</td>
<td>9.3%</td>
<td></td>
</tr>
<tr>
<td>Exchange Rate</td>
<td>1.0830</td>
<td>1.1159</td>
<td></td>
</tr>
</tbody>
</table>

- **Revenues** up 6.2% to €299.3 mln (+4.8% at constant exchange rate)
- **GOM** steady improving trend QoQ, at 47.5%
- **R&D on revenues** from 8.6% to 8.8%
- **Timing effects on R&D & distribution costs**
- **EBITDA margin** to 17.3% notwithstanding negative EUR USD FX
- **Forex and higher gross debt** effect on financial costs
- **Stable tax rate** at ~ 21%
### Steady Growth over the Years

#### REVENUES

<table>
<thead>
<tr>
<th>Period</th>
<th>€ mln</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1-14</td>
<td>108.2</td>
</tr>
<tr>
<td>Q2-14</td>
<td>115.8</td>
</tr>
<tr>
<td>Q3-14</td>
<td>116.0</td>
</tr>
<tr>
<td>Q4-14</td>
<td>124.5</td>
</tr>
<tr>
<td>FY-14</td>
<td>464.5</td>
</tr>
<tr>
<td>Q1-15</td>
<td>122.3</td>
</tr>
<tr>
<td>Q2-15</td>
<td>135.2</td>
</tr>
<tr>
<td>Q3-15</td>
<td>133.8</td>
</tr>
<tr>
<td>Q4-15</td>
<td>143.8</td>
</tr>
<tr>
<td>FY-15</td>
<td>535.1</td>
</tr>
<tr>
<td>Q1-16</td>
<td>135.4</td>
</tr>
<tr>
<td>Q2-16</td>
<td>146.5</td>
</tr>
<tr>
<td>Q3-16</td>
<td>139.9</td>
</tr>
<tr>
<td>Q4-16</td>
<td>154.7</td>
</tr>
<tr>
<td>FY-16</td>
<td>576.5</td>
</tr>
<tr>
<td>Q1-17</td>
<td>141.5</td>
</tr>
<tr>
<td>Q2-17</td>
<td>157.8</td>
</tr>
<tr>
<td>H1-17</td>
<td>299.3</td>
</tr>
</tbody>
</table>

#### EBITDA

<table>
<thead>
<tr>
<th>Period</th>
<th>€ mln</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1-14</td>
<td>15.5</td>
</tr>
<tr>
<td>Q2-14</td>
<td>18.7</td>
</tr>
<tr>
<td>Q3-14</td>
<td>17.9</td>
</tr>
<tr>
<td>Q4-14</td>
<td>17.4</td>
</tr>
<tr>
<td>FY-14</td>
<td>15.0</td>
</tr>
<tr>
<td>Q1-15</td>
<td>15.7</td>
</tr>
<tr>
<td>Q2-15</td>
<td>18.6</td>
</tr>
<tr>
<td>Q3-15</td>
<td>18.8</td>
</tr>
<tr>
<td>Q4-15</td>
<td>20.7</td>
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<tr>
<td>FY-15</td>
<td>73.8</td>
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<tr>
<td>Q1-16</td>
<td>18.8</td>
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<tr>
<td>Q2-16</td>
<td>26.1</td>
</tr>
<tr>
<td>Q3-16</td>
<td>21.7</td>
</tr>
<tr>
<td>Q4-16</td>
<td>23.7</td>
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<tr>
<td>FY-16</td>
<td>90.3</td>
</tr>
<tr>
<td>Q1-17</td>
<td>20.8</td>
</tr>
<tr>
<td>Q2-17</td>
<td>31.1</td>
</tr>
<tr>
<td>H1-17</td>
<td>51.8</td>
</tr>
</tbody>
</table>

#### EBITDA margin %

<table>
<thead>
<tr>
<th>Period</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1-14</td>
<td>14.3</td>
</tr>
<tr>
<td>Q2-14</td>
<td>16.1</td>
</tr>
<tr>
<td>Q3-14</td>
<td>15.4</td>
</tr>
<tr>
<td>Q4-14</td>
<td>14.0</td>
</tr>
<tr>
<td>FY-14</td>
<td>15.0</td>
</tr>
<tr>
<td>Q1-15</td>
<td>12.8</td>
</tr>
<tr>
<td>Q2-15</td>
<td>13.8</td>
</tr>
<tr>
<td>Q3-15</td>
<td>14.1</td>
</tr>
<tr>
<td>Q4-15</td>
<td>14.4</td>
</tr>
<tr>
<td>FY-15</td>
<td>13.8</td>
</tr>
<tr>
<td>Q1-16</td>
<td>13.9</td>
</tr>
<tr>
<td>Q2-16</td>
<td>17.8</td>
</tr>
<tr>
<td>Q3-16</td>
<td>15.5</td>
</tr>
<tr>
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<td>15.3</td>
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<tr>
<td>FY-16</td>
<td>15.7</td>
</tr>
<tr>
<td>Q1-17</td>
<td>14.7</td>
</tr>
<tr>
<td>Q2-17</td>
<td>19.7</td>
</tr>
<tr>
<td>H1-17</td>
<td>17.3</td>
</tr>
</tbody>
</table>
Group Revenues by country

- Revenues up 6.2% to € 299.3 mln (+4.8% at a constant exchange rate)
- Strong growth in APAC driven by China (+28%) in Manufacturing and T&L
- Confirming Leadership in EMEA led by Retail
- NA growth driven by T&L and Healthcare in Datalogic division (+7.3%); Informatics dragging down growth
- LA affected by large deals in 2016, but improving QoQ (+60%)

<table>
<thead>
<tr>
<th>REVENUES BY GEOGRAPHIC AREA</th>
<th>€ mln</th>
<th>H1 2017</th>
<th>H1 2016</th>
<th>Var%</th>
</tr>
</thead>
<tbody>
<tr>
<td>EMEA</td>
<td></td>
<td>158.7</td>
<td>148.2</td>
<td>7.1%</td>
</tr>
<tr>
<td>North America</td>
<td></td>
<td>90.4</td>
<td>87.2</td>
<td>3.7%</td>
</tr>
<tr>
<td>Latin America</td>
<td></td>
<td>12.0</td>
<td>13.5</td>
<td>(11.4%)</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td></td>
<td>38.3</td>
<td>33</td>
<td>16.0%</td>
</tr>
<tr>
<td>Total Revenues</td>
<td></td>
<td>299.3</td>
<td>281.8</td>
<td>6.2%</td>
</tr>
</tbody>
</table>
Group Revenues & EBITDA by division

### Revenues by Division

<table>
<thead>
<tr>
<th>Division</th>
<th>H12017</th>
<th>H12016</th>
<th>Var%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Datalogic</td>
<td>279.2</td>
<td>260.2</td>
<td>7.3%</td>
</tr>
<tr>
<td>Solution Net Systems</td>
<td>10.6</td>
<td>10.0</td>
<td>6.3%</td>
</tr>
<tr>
<td>Informatics</td>
<td>11.2</td>
<td>12.8</td>
<td>(11.9%)</td>
</tr>
<tr>
<td>Adjustments</td>
<td>(1.7)</td>
<td>(1.0)</td>
<td>n.m.</td>
</tr>
<tr>
<td>Total Revenues</td>
<td>299.3</td>
<td>281.8</td>
<td>6.2%</td>
</tr>
</tbody>
</table>

- **Datalogic Division** over performing
  Group growth driven by a double digit growth of Fixed Retail Scanners, ID and Machine Vision

- **Solution Net Systems**, keeps on steady growing (+ 6.3%), and profitability turnaround

- **Informatics** still in a downward trend, though improving on a quarterly basis

### EBITDA by Division

<table>
<thead>
<tr>
<th>Division</th>
<th>H12017</th>
<th>H12016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Datalogic</td>
<td>51.3</td>
<td>46.1</td>
</tr>
<tr>
<td>Solution Net Systems</td>
<td>0.8</td>
<td>(0.9)</td>
</tr>
<tr>
<td>Informatics</td>
<td>(0.3)</td>
<td>(0.3)</td>
</tr>
<tr>
<td><strong>Total Group</strong></td>
<td>51.8</td>
<td>45.0</td>
</tr>
</tbody>
</table>
Focus on Datalogic Division

DL Revenues Breakdown by Industry

**Retail**
- €137.4 mln (-0.4%)
- +11% YoY in EMEA
- Growth recovery expected through new products

**Manufacturing**
- €74.0 mln (+10.7%)
- Growth driven by China, over 60%, and North America, +8%

**T&L**
- €27.8 mln (+5.3%)
- Double digit growth in Q2 (+14.1%) in all main areas. China and North America the leading Geos

**Healthcare**
- €16.1 mln (+74.0%)
- The fastest growing sector driven by large projects with a US top hospital chains

**DL Revenues Breakdown by Geo Area**

- **EMEA** 57%
- **North America** 25%
- **Latin America** 4%
- **APAC** 14%

(*)The Channel (Unallocated) includes revenues not directly attributable to the 4 identified industries.
EBITDA: actual vs last year

€ mln

16.0 % on Group Revenues

-1.8% on 2017 DL business revenues

<table>
<thead>
<tr>
<th></th>
<th>H1 2016</th>
<th>Price</th>
<th>Volume</th>
<th>Mix</th>
<th>Service</th>
<th>COGS</th>
<th>FX</th>
<th>Structure</th>
<th>SNS/INF</th>
<th>H1 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Of which</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Material Saving</td>
<td>2.9</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Receiving &amp; Packing</td>
<td>1.2</td>
<td></td>
<td></td>
<td></td>
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<td></td>
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<td>Ind Fix OH</td>
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<td></td>
</tr>
</tbody>
</table>

-1.8% on 2017 DL business revenues

17.3 % on Group Revenues

EBITDA: actual vs last year

29
## Consolidated Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>Dec 2016</th>
<th>Jun 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Fixed Assets</strong></td>
<td>371.7</td>
<td>354.0</td>
</tr>
<tr>
<td><strong>Trade receivables</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>% on 12m rolling sales</td>
<td>13.1%</td>
<td>14.7%</td>
</tr>
<tr>
<td><strong>Inventories</strong></td>
<td>82.3</td>
<td>88.5</td>
</tr>
<tr>
<td>% on 12m rolling sales</td>
<td>14.3%</td>
<td>14.9%</td>
</tr>
<tr>
<td><strong>Trade payables</strong></td>
<td>(104.6)</td>
<td>(105.4)</td>
</tr>
<tr>
<td>% on 12m rolling sales</td>
<td>-18.1%</td>
<td>-17.7%</td>
</tr>
<tr>
<td><strong>Trade Working资本</strong></td>
<td>53.2</td>
<td>70.2</td>
</tr>
<tr>
<td>% on 12m rolling sales</td>
<td>9.2%</td>
<td>11.8%</td>
</tr>
<tr>
<td><strong>Other assets/liabilities</strong></td>
<td>(92.1)</td>
<td>(99.4)</td>
</tr>
<tr>
<td><strong>Net Invested Capital</strong></td>
<td>332.9</td>
<td>324.8</td>
</tr>
<tr>
<td><strong>Net Financial Position</strong></td>
<td>(3.5)</td>
<td>(5.5)</td>
</tr>
<tr>
<td><strong>Net Equity</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net Equity</strong></td>
<td>336.4</td>
<td>330.2</td>
</tr>
<tr>
<td><strong>Trade Working Capital</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Sources</strong></td>
<td>332.9</td>
<td>324.8</td>
</tr>
<tr>
<td><strong>Total Sources</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Net Debt Analysis: December’16 – June’17

€ mln

- Net Debt Dec 16
- EBITDA: 51.8
- Ch TWC: (16.9)
- Capex: (5.1)
- Taxes: (3.5)
- Net Financial Charges: (4.0)
- Dividend Payment: (17.4)
- Other: (2.9)
- Net Debt Jun 17: 5.5

Of which:
- Electronics machineries / Software: (2.1)
- Machineries and equipment: (2.1)
- Offices refurbishment: (0.5)
- Real estate asset disposal (Germany): 0.9

Acc. Receivable: (11.6)
Inventory: (6.1)
Acc. Payable: 0.8

2.0% on Revenues

Positive Items

Negative Items
2017 Outlook

- Keep on growing in revenues at rates substantially in line with H1
- Strong focus on gross operating margin to maintain a sound profitability
- Increasing R&D & Distribution operating expenses in H2 to boost further growth & maintain leadership in the market
- Cash Generation through NWC improvement

- **T&L:** keep growing in main Geo Areas, capturing ecommerce & CEP trends
- **Retail:** growth recovery through strong pipeline of new products
- **HC:** enlarging customer base in North America
- **Manufacturing:** keep on steady growing in China and other main Geo Areas, backed by strong demand for automation

- Strong pipeline of new products in H2 particularly in in the Retail and Manufacturing industries
Contact

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NEXT EVENTS

November 13th, 2017
9M results

DATALOGIC ON LINE

www.datalogic.com