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Corporate Overview
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 7 R&D centers and 3 DL Labs in: Italy, USA, Vietnam, China, and Germany
- 2,826 Employees in 27 countries: 18% Americas, 56% EMEAI, 26% APAC
- 9 Manufacturing and Repair facilities in: Italy, US, Hungary, Slovakia, Vietnam and Australia

Data refer to YE 2020
Core Advantages

1. **STRONG POSITIONING IN THE INDUSTRY**
   - Worldwide leader in the ADC and IA markets
   - Balanced presence across markets / segments
   - External growth through M&A activities mainly in the IA market
   - Leadership in FRS and SIS
   - Focus on technology innovation through R&D Investment 11-13%
   - 20% of sales from new products*

2. **INNOVATION**
   - Financial strength positioning for future growth
   - Sound profitability and cash generation
   - Acquisitive in key segments

3. **SOUND PROSPECTS**
   - Solid operational efficiency and leverage global and low cost industrial footprint
   - High potential from economy of scale
   - Proven cost flexibility

4. **EFFICIENCY AND PRODUCTIVITY**

*New Products: products launched in the last 24 months – 2020 data
Nearly 50 years of Technological Innovation

**FOUNDATION**
- Established in Bologna

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

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

1997
- M&A STRATEGY
- Acquisition of MD

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

2002
- INNOVATION
- Acquisition of Multiware Photonics SA
- Partnership with CAEN RFID Srl

2011
- FOCUS ON CORE BUSINESS
- Acquisition of a minority stake in AWM Smart Shelf
- Disposal of 85% Solution Net System

2012-2015
- NEW STRATEGY
- Set up new One Datalogic
- New organization by verticals
- Acquisition of Soredi Touch Systems GmbH

2020
- Acquisition of Soredi Touch Systems GmbH

2021
A Wide Geographical Footprint

- 9 Manufacturing & Repair sites
- 7 R&D Centers, 3 DL Labs
- Direct presence in 27 countries
- Percent on H1 2021 Revenues

Data refer to H1 2021
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 (September 06, 2021): 19.95 Euro
Market Cap (September 06, 2021): 1,166 mln Euro
Auditing Company: Deloitte

SHAREHOLDERS’ STRUCTURE

- Hydra SpA: 32.2%
- Treasury Shares: 64.8%
- Free-Float: 3.0%

DATALOGIC SHARE PERFORMANCE vs. INDICES
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:

- **Valuing diversity and supporting gender equality:**
  - 33% women on the Board (including CEO)
  - Representation of women in positions of responsibility is 26.4%
  - 37.5% women on the workforce
  - 16.5% of employees are under 30

- **Urgent measures to combat climate change:**
  - ISO 14001 “Environmental management system”
  - 98% is non-hazardous waste
  - Building sustainable technological infrastructures

- **Preserving the human heritage:**
  - Health and safety in the workplace
  - Talent development
  - Excellent corporate welfare
  - Improving the evaluation of suppliers and supply chain localization strategies
Strategy
Total Addressable Market

TAM: ~ 12.9 bln USD
(AVG CAGR 2020-24: +6%)

- Healthcare: 15%
- T&L: 23%
- Retail: 58%
- Manufacturing: 4%

2020

Leadership position in FRS and SIS

Source market data: VDC 2021, ARC 2020, Infinity Research 2020, RAIN 2020
A wide range of products that is able to fulfill our customers’ needs for both data collection and process automation

Most complete offer of barcode readers: from retail to industrial scanners, from hand held to mobile

Complementary/Open doors products in the MFG Industry

2020 Total Addressable Market $5.8 bn

2020 Total Addressable Market $7.1 bn
Our products are key enablers of critical applications along our customers’ supply chain.
Our market by industry

- E-commerce, dark stores
- New physical stores / omni-channel
- Contactless requirements in stores
- Vision and robotic solutions (AI)

E-commerce – micro hubs and micro-fulfilment centers
Robotics and automation
Last mile delivery
Airports’ cargo business

1. Strong position in RETAIL that we need to leverage on a global basis

2. MANUFACTURING is a huge market that we are not yet covering at it’s full potential, worldwide

3. TRANSPORTATION & LOGISTICS is a booming industry and we have a new offering to leverage

4. HEALTHCARE is growing fast and represents a unique opportunity in this «Covid time»

- Automotive and tire
- Hybrid/electric cars
- Agility and lean production pushing intralogistics and traceability
- Continued effort to diversify supply chains to avoid disruption in case of local crisis

COVID-19 pushing tracking and digitalization
Distribution, storage and injection of COVID-19 vaccines
Drugs regulations and traceability
Retail
Food and Self Check-out are the main drivers

Datalogic Proposition

- We meet the needs of retailers globally, from the distribution centers, through check-out, to the customer’s home
- **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
- Artificial Intelligence adoption to be ready for the next checkout POS investment cycle

Market Outlook

- The main international players are experimenting new products and solutions to **satisfy new shoppers’ needs and improve efficiency of their operations**: click & collect, drive & collect, online verification, in real time, of the availability and exact position within the shelves of the products in the store or in the warehouse, assisted selling, self scanning and self check-out
- Retailers are more and more interested in collecting customers’ **data to do analytics to better serve them**
- Increase of **distribution centers advanced automated logistics** solutions to optimize online shopping and last mile order fulfilment
Manufacturing
All the thrust of industry 4.0

Datalogic Proposition

- Leader in traceability thanks to the most complete and performing offer of stationary industrial scanners
- Unique portfolio provider of smart, interconnected devices able to protect, identify, sense, check and mark
- Datalogic is providing multi-product portfolio to serve all the major manufacturing clients: Automotive, Food and Beverage, Automated Machinery and Electronics, Packaging and Intralogistics

Market Outlook

- Industry 4.0 is pushing for multi-technology adoption, product interoperability and enhancement self diagnostic capabilities*
- The adoption of key digital technologies shows a strong growth over the next 5 years
- Robot and AGV: the Industrial Robotics Market stands at 13.9 billion USD with an 11.8% growth **
- Automotive and tire: new segments due to new technology - hybrid and electric cars
- Agility and lean production is pushing intralogistics and traceability
- Continued effort to diversify supply chain to avoid disruption in case of local crisis

* Source: IoT Analytics
** Source: International Federal of Robotics (IFR) data and Loup Ventures
Transportation & Logistics
E-commerce is the market driver

Datalogic Proposition
- We ensure Data Collection to Courier-Express-Parcels, Airports and Logistics
- Datalogic is at the forefront of the development of airport systems, since 1984 with the first automatic reading station in Milan, to the recent contracts on 4 of the 5 main airports worldwide (source SkyTrax rating)
- Historically leader in stationary industrial scanners, Datalogic provides top performing solutions for High-Speed sorting to all the main CEPs and 3PLs
- Datalogic has a big opportunity to seize in the T&L mobility space, especially with the new PDT Skorpio X5 and a complete offer o PDAs (Memor family)

Market Outlook
- Growth is driven by e-commerce: order fulfillment is the core process, while high speed sorting and the added ability to manage any size of parcel, is driving the industry growth.
- The omnichannel concept of retailers is evolving towards online orders: dark stores micro fulfillment and last mile delivery as new relevant applications.
- The baggage handling system market is projected to reach pre-covid numbers in 2023-4, cargo applications keep the pace of 3-4% growth Y/Y (*)
- Strong demand for solutions beyond barcode, image-based diagnostics and big data management
- Robotics & Automation: higher productivity, zero-defects, less manual operations

*Source: IATA
Healthcare
Health protection as a top priority

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

Market Outlook

- COVID-19 pushing tracking and digitalization in particular for the distribution, storage and injection of COVID-19 vaccines
- Drugs regulations and traceability
- Hospital investments in patient safety are expected to grow significantly in the next 5 years: technology adoption to secure proper patients traceability and drug administration
- EMR/EHR adoption/expansion in hospitals/clinics (Electronic Medical/Health Record)
- Telemedicine/Telehealth. Health systems are more and more using digital health tools and telehealth platforms to better take care of patients after they leave the hospital
## 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></td>
<td></td>
<td>Lidar Guidance Scanner LGS-N50</td>
<td></td>
</tr>
<tr>
<td>Introduction</td>
<td></td>
<td>ALADDIN Configuration Tool</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **Vitality Index** at 11.2% impacted by shortage and lower ramp-up in a Covid context
- **R&D spending** at 10.0 %. Commitment to Product Development Roadmap continues

* Including capitalized R&D
Key Growth and Strategic Drivers

Industry
- Keep focus on all of our verticals
- MFG ($8 bln): expand into new sectors
- RTL ($3 bln): check out evolution, cross sell mobile, watch distribution centers carefully
- T&L ($2 bln): cross sell – complete offer SIS, Mobile, HHS

Products
- Protect our leadership in FRS and SIS
- Mobile: increase market share completing and widening our offer of portable data terminal (PDT) and portable data assistant (PDA)
- HHS: lead the shift to 2D technology

M&A
- Selected target to accelerate our growth particularly in the manufacturing sector

Technology
- Continuous improvement of core technology (bar code reading) e.g. optics, decoding
- Investing in complimentary technologies:
  - Vision / Machine learning
  - RFID
  - Digital watermarking
- Investing in Android
M.D. Acquisition
MD Group

DL Industrial Automation Market

- Large market $7.7bn
- Industry 4.0 driving solid growth prospect

MD Products

- Inductive Sensors
- Photoelectric Sensors
- Ultrasonic Sensors
- Safety
- Area Sensors

MD Acquisition

- Group Headquartered in Italy
- €25M Revenue and €4m Ebitda in 2020
- Complementary Sensors offers for Industrial Automation applications and Synergetic distribution network

MD Geographic Revenue Breakdown

- EMEAI 74.3%
- Americas 15.8%
- APAC 9.9%
Financials & Outlook
H1 2021 Highlights: Record Q2 set up 2021 performance

- **Record Q2** at +46.0% net FX accelerating **H1 Top line growth** at 31.2% at constant FX despite supply chain challenges.

- **Double digit organic growth** across all regions coupled with strong performance in all segments. **T&L** best performing sector (+82.2% at constant FX) with double-digit increases in all geographies.

- Despite inflationary headwinds **H1 Adj EBITDA margin at 16.0%**, back to pre-pandemic level thanks to volumes and leaner cost base.

- **Double digit R&D spending*** at 10.0% on revenues, maintaining investment in technology.

- **Net Debt** at €18.2M. Positive **Net Financial Position** at about €16.8M excluding MD acquisition of €35M.

- **Strong H1 Operating Cash generation** of €18.2M from improved profitability and capex selectivity.

- **Double digit Order growth** coupled with **exceptional Backlog** set up 2021 performance.

- **Successful integration** of the newly acquired **MD**, contributing to revenue growth by 4.9% in H1.

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

<table>
<thead>
<tr>
<th></th>
<th>€m</th>
<th>H1 2021</th>
<th>H1 2020</th>
<th>Var %</th>
<th>Var % Net FX</th>
</tr>
</thead>
<tbody>
<tr>
<td>EMEAI</td>
<td>162.8</td>
<td>118.8</td>
<td>37.0%</td>
<td>38.1%</td>
<td></td>
</tr>
<tr>
<td>Americas</td>
<td>85.6</td>
<td>76.3</td>
<td>12.2%</td>
<td>22.5%</td>
<td></td>
</tr>
<tr>
<td>APAC</td>
<td>43.6</td>
<td>35.2</td>
<td>23.6%</td>
<td>26.9%</td>
<td></td>
</tr>
<tr>
<td>Total Datalogic</td>
<td>292.0</td>
<td>230.4</td>
<td>26.7%</td>
<td>31.2%</td>
<td></td>
</tr>
</tbody>
</table>

- **EMEAI**: leading Group’s performance in H1 at +38.1% Net FX, outstanding Q2 at +72.5% Net FX. **Sound growth across all countries.** Italy, Benelux and Spain remarkable performance.
- **Americas**: Group's second-largest market, back to growth +22.5% Net FX. **Economic recovery** in all areas.
- **APAC**: Double digit growth +26.9% Net FX driven mainly by China and acceleration in Japan and Korea.
Group Revenues by Segment

<table>
<thead>
<tr>
<th>€m</th>
<th>H1 2021</th>
<th>H1 2020 Restated*</th>
<th>Var %</th>
<th>Var % Net FX</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>101.8</td>
<td>98.9</td>
<td>2.9%</td>
<td>7.2%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>76.2</td>
<td>54.7</td>
<td>39.3%</td>
<td>42.3%</td>
</tr>
<tr>
<td>Transportation &amp; Logistics</td>
<td>39.1</td>
<td>22.3</td>
<td>75.5%</td>
<td>82.2%</td>
</tr>
<tr>
<td>Healthcare</td>
<td>8.0</td>
<td>7.0</td>
<td>14.3%</td>
<td>19.5%</td>
</tr>
<tr>
<td>Channel</td>
<td>58.4</td>
<td>40.3</td>
<td>44.8%</td>
<td>49.3%</td>
</tr>
<tr>
<td><strong>Total DL Business</strong></td>
<td><strong>283.5</strong></td>
<td><strong>223.2</strong></td>
<td><strong>27.0%</strong></td>
<td><strong>31.3%</strong></td>
</tr>
</tbody>
</table>

Informatics 9.0 7.9 14.2% 23.9%
Intra division (0.4) (0.6)
**Total Datalogic** 292.0 230.4 26.7% 31.2%

- **Retail**: double digit performance in APAC (+26.5% net FX) and EMEAI (+12.0% net FX). Positive booking trend in Americas.
- **Manufacturing**: +42.3% Net FX with solid recovery in Automotive and Packaging in all geographies.
- **T&L**: Outstanding +82.2% growth in H1 Net FX, double digit growth in all region outperforming 2019.
- **Healthcare**: positive trends, especially in EMEAI and APAC, in the hospital sectors and in pharmaceutical distribution.
- **Channel**: Sales to small/medium-size customers largely benefited from the economic recovery (+44.8%) mainly in Americas and EMEAI.

*June 30, 2020, comparative data have been restated following the reorganisation of the commercial function launched in 2020.*
H1 2021 P&L

<table>
<thead>
<tr>
<th></th>
<th>€ m</th>
<th>H1 2021</th>
<th>H1 2020</th>
<th>Var %</th>
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</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>292.0</td>
<td>230.4</td>
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<td>26.7%</td>
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<tr>
<td>Gross Margin</td>
<td>133.7</td>
<td>105.9</td>
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<td>% on Revenues</td>
<td>45.8%</td>
<td>46.0%</td>
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<td>-0.2 pp</td>
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<tr>
<td>Operating expenses</td>
<td>(100.3)</td>
<td>(99.5)</td>
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<td>8.8 pp</td>
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<tr>
<td>% on Revenues</td>
<td>(34.3%)</td>
<td>(43.2%)</td>
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<td>8.8 pp</td>
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<tr>
<td>Adjusted EBITDA</td>
<td>46.8</td>
<td>18.4</td>
<td></td>
<td>+8.1 pp</td>
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<tr>
<td>% Adj. Ebitda margin</td>
<td>16.0%</td>
<td>8.0%</td>
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<td>+8.1 pp</td>
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<tr>
<td>EBIT</td>
<td>28.2</td>
<td>0.3</td>
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<td>% Ebit margin</td>
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<td>+9.5 pp</td>
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<tr>
<td>Net Result</td>
<td>23.5</td>
<td>(0.0)</td>
<td></td>
<td>+8.1 pp</td>
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<tr>
<td>% on Revenues</td>
<td>8.1%</td>
<td>(0.0%)</td>
<td></td>
<td>+8.1 pp</td>
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</tbody>
</table>

- **Gross Margin** at 45.8% impacted by increased input costs mainly from the shortage of critical materials and shipping.
- **Operating expenses** at €100m steady maintaining a leaner cost base through growth:
  - R&D costs decrease driven by completion of large Mobile projects
  - S&D costs decreased by 6.3% due to efficiencies
- **Adj EBITDA** at steady 16.0%
- **Net Result** at €23.5m vs a breakeven recorded in H1 2020
EBITDA Adj: actual vs last year

€ m

H1 2020 | Volume | Price | Mix | Productivity | Structure | INFX | FX/other | H1 2021
---|---|---|---|---|---|---|---|---
18.4 | 35.2 | (8.3) | (2.5) | 2.6 | (2.5) | 1.4 | 2.5 | 46.8

8.0% on Group Revenues

16.0% on Group Revenues
Net Debt & Cash Flow Analysis: Dec’20 – Jun’21

€ m

<table>
<thead>
<tr>
<th>Item</th>
<th>Dec 20</th>
<th>EBITDA Adj.</th>
<th>Ch TWC</th>
<th>Capex*</th>
<th>Taxes</th>
<th>Net Financial Charges</th>
<th>Dividend Payment</th>
<th>Other</th>
<th>MD Acquisition</th>
<th>NFP Jun 21</th>
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<td>EBITDA Adj.</td>
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<td>(15.7)</td>
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<td>Ch TWC</td>
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<td>(13.5)</td>
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</table>

* Including IFRS 16 impact
2021 Outlook

- Growth consolidating and accelerating in almost all geographies and all the main market segments in which the Group operates. Datalogic achieved growth of over 40% in the second quarter and pre-pandemic profitability.

- Despite uncertainty continues, the strong order intake growth in all geographical areas, and an exceptionally high backlog set up the basis for very positive expectations for the remainder of the year.

- Assuming that the pandemic crisis, supply shortages and the resulting inflation do not escalate further, the Group confirms for the current year its revenue growth target of between 16% and 20%, with an improvement in EBITDA margin of between 2 and 3 percentage points compared to 2020.
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NEXT EVENTS

November 11, 2021
9M 2021 Results

DATALOGIC ON LINE

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