



DATALOGIC

Moving
ahead

9 Months 2012 Conference Call 12th November 2012

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★ GROUP OVERVIEW

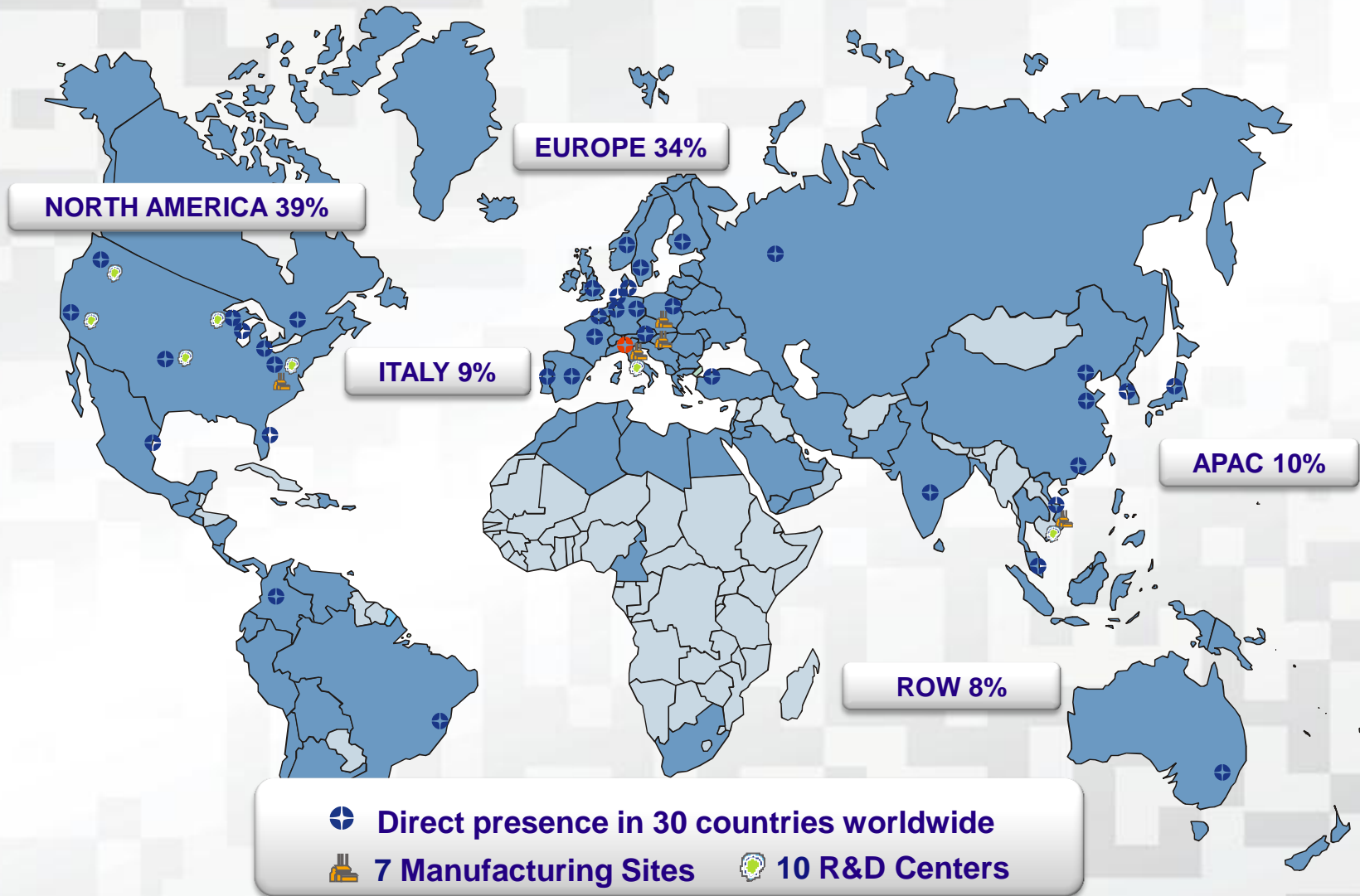
★ 9 MONTHS RESULTS

★ OUTLOOK



- ✦ Global leader in **Automatic Identification** with a specific focus on **Automatic Data Capture** and **Industrial Automation** markets
- ✦ World-class total solutions provider in **manufacturing, retail, healthcare and transportation & logistics** industries and producer of **bar code readers, data collection mobile computers** and **vision systems**
- ✦ **2011 Revenues at 425.5 M Euro** of which 72% in the ADC Market and 23% in the Industrial Automation Market
- ✦ Founded in **1972** in **Bologna**, Italy and **listed** on the STAR Segment of the Italian Stock Exchange **since 2001**
- ✦ **Over 2,400 employees**
- ✦ **Direct presence in 30 countries** worldwide **selling to +100 countries**
- ✦ **+1,000 partners** worldwide

A Wide Geographical Footprint



Note: Breakdown by area based on 2011 revenues (Datalogic + Accu-Sort Systems)



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★ 9 MONTHS RESULTS

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- ✦ **Full integration** of Accu-Sort Systems and PPT Vision (total Q3 revenues 8.3 M Euro) from 1st July 2012
- ✦ **Slowdown of Revenues** mainly due to slow market demand and delay of large Accu-Sort projects
- ✦ Good Q3 performance of Mobile and HHS business units
- ✦ Increased focus on **Research and Development: 7.2%** of revenues vs **5.6%** previous year

| €000 | Q32011 | Q32012 | Var % |
|---------------------------------|---------|---------|---------|
| Revenues | 107,064 | 110,676 | 3.4% |
| Gross Operating Margin (GOM) | 49,913 | 49,296 | (1.2%) |
| EBITDA | 16,802 | 12,037 | (28.4%) |
| Ord.Operating Profit (EBITANR*) | 14,064 | 9,817 | (30.2%) |
| Operating Profit (EBIT) | 13,069 | 6,083 | (53.5%) |
| EBT | 13,089 | 115 | (99.1%) |
| Net Income | 9,423 | 2,021 | (78.6%) |

*Ebitanr: Earnings before interest, taxes, acquisition and non recurring

9 Months 2012 Consolidated P&L



| 000€ | Last Year 9M 2011 | % | Actual 9M2012 | % | Var % |
|--|----------------------|---------------|------------------|---------------|--------------|
| Revenues | 317,311 | 100.0% | 347,536 | 100.0% | 9.5% |
| COGS | (168,583) | -53.1% | (185,099) | -53.3% | |
| Gross Operating Margin | 148,728 | 46.9% | 162,437 | 46.7% | 9.2% |
| Other revenues | 1,869 | 0.6% | 6,299 | 1.8% | |
| R&D | (19,424) | -6.1% | (23,824) | -6.9% | |
| Distribution Costs | (59,126) | -18.6% | (63,608) | -18.3% | |
| Administrative expenses | (30,262) | -9.5% | (34,046) | -9.8% | |
| Other operating expenses | (1,207) | -0.4% | (1,812) | -0.5% | |
| Total operating expenses and others | (110,019) | -34.7% | (123,290) | -35.5% | 12.1% |
| Ordinary Operating Profit (EBITANR) (*) | 40,578 | 12.8% | 45,446 | 13.1% | 12.0% |
| Non recurring costs/rev | (7,541) | -2.4% | (3,805) | -1.1% | |
| Amort. Intang. Assets from acquis. | (3,044) | -1.0% | (4,230) | -1.2% | |
| Operating Profit (EBIT) | 29,993 | 9.5% | 37,411 | 10.8% | 24.7% |
| Financial (costs)/rev. | (5,161) | -1.6% | (5,563) | -1.6% | |
| Results from equity investments | 312 | 0.1% | 180 | 0.1% | |
| Foreing exchange (costs)/rev. | (166) | -0.1% | 83 | 0.0% | |
| EBT | 24,978 | 7.9% | 32,111 | 9.2% | 28.6% |
| Taxes | (7,737) | -2.4% | (3,526) | -1.0% | |
| Net Income | 17,241 | 5.4% | 28,585 | 8.2% | 65.8% |
| Depreciation | (5,370) | -1.7% | (5,758) | -1.7% | |
| Amortization | (2,618) | -0.8% | (1,482) | -0.4% | |
| EBITDA | 48,566 | 15.3% | 52,686 | 15.2% | 8.5% |
| Exchange rate | 1.4065 | | 1.2808 | | |

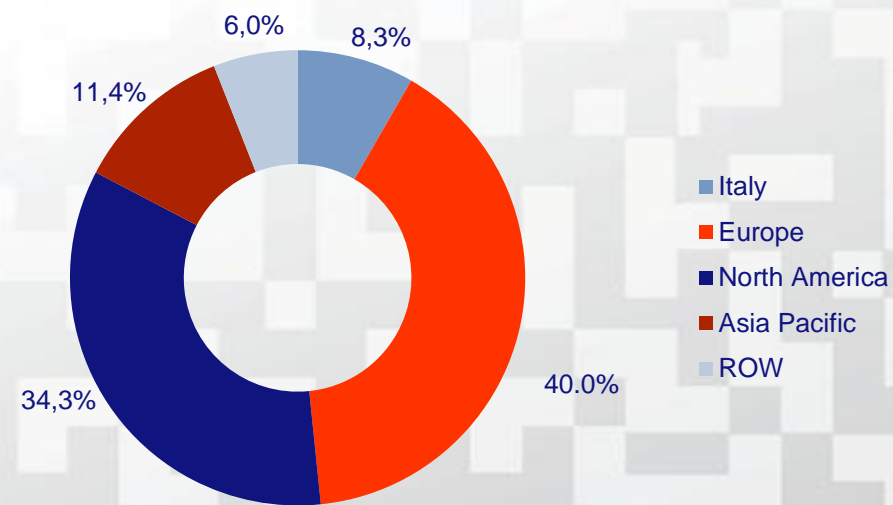
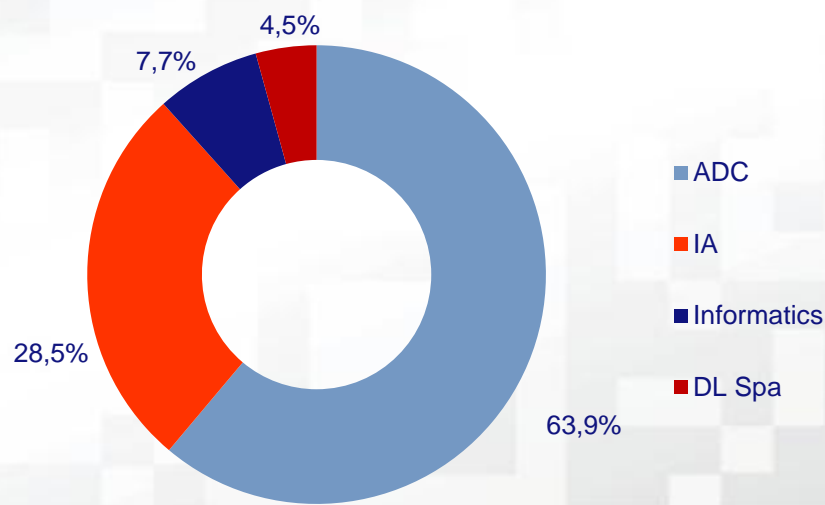
(*) Ordinary Operating Profit before non recurring costs/revenues and amortization of intangible assets from acquisition (EBITANR)

REVENUES BY DIVISION

| €000 | 9M2011 | 9M2012 | Var % |
|------------------------|----------------|----------------|-------------|
| Automatic Data Capture | 220,599 | 222,165 | 0.7% |
| Industrial Automation | 72,737 | 99,012 | 36.1% |
| Informatics | 24,259 | 26,738 | 10.2% |
| Datalogic S.p.A. | 11,302 | 15,550 | 37.6% |
| Adjustments | (11,586) | (15,929) | 37.5% |
| Total revenues | 317,311 | 347,536 | 9.5% |

REVENUES BY AREA

| €000 | 9M2011* | 9M2012 | Var % |
|-----------------------|----------------|----------------|-------------|
| Italy | 34,286 | 28,908 | (15.7%) |
| Europe | 133,934 | 139,209 | 3.9% |
| North America | 92,022 | 119,170 | 29.5% |
| Asia Pacific | 36,775 | 39,448 | 7.3% |
| ROW | 20,294 | 20,801 | 2.5% |
| Total revenues | 317,311 | 347,536 | 9.5% |



Note : % figures on revenues calculated on total net of adjustment

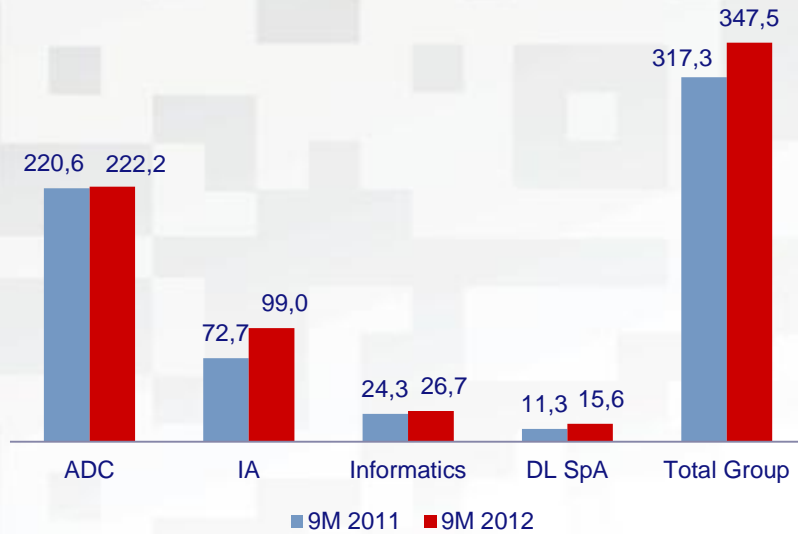
* 9M2011 figures restated according to 2012 new reclassification

9M 2012 Segment Reporting: Revenues and EBITDA



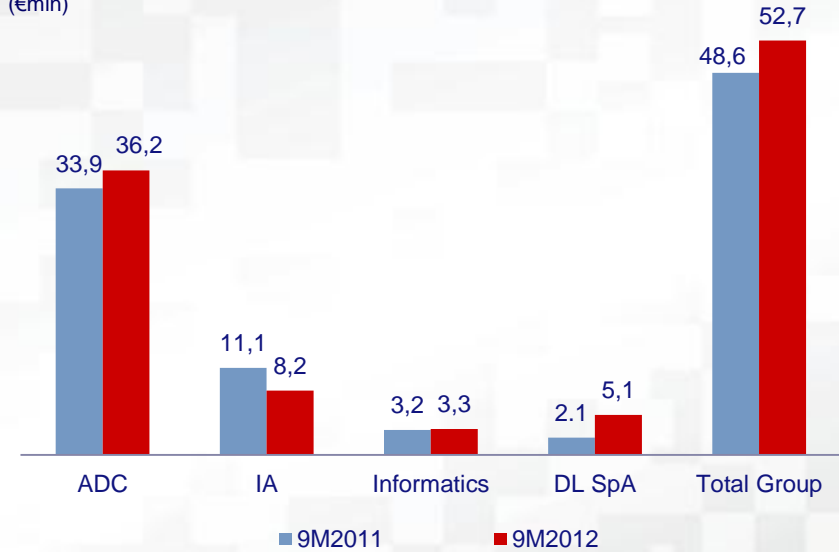
REVENUES

(€mln)



EBITDA

(€mln)



| Revenues Growth | 9M2012/9M2011 |
|-----------------------|---------------|
| ADC | 0.7% |
| Industrial Automation | 36.2% |
| Informatics | 10.2% |
| DL SpA | 37.6% |
| Total Group | 9.5% |

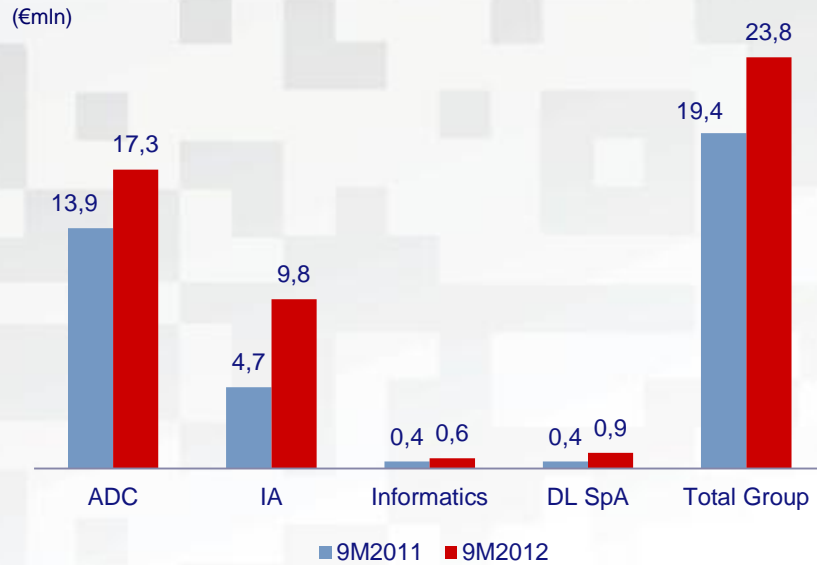
| EBITDA Margin * | 9M 2011 | 9M 2012 |
|-----------------------|--------------|--------------|
| ADC | 15.4% | 16.3% |
| Industrial Automation | 15.2% | 8.2% |
| Informatics | 13.3% | 12.2% |
| Total Group | 15.3% | 15.2% |

* EBITDA on total revenues

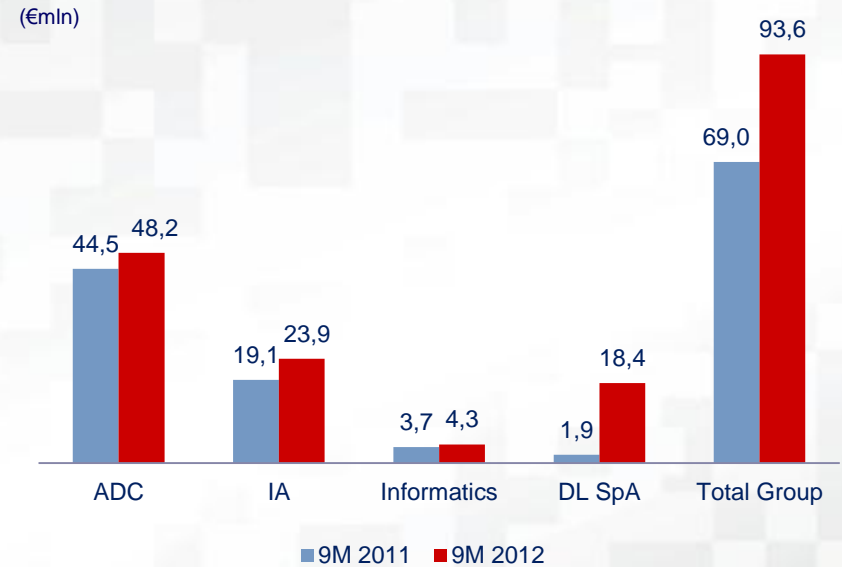
9M 2012 Segment Reporting: R&D and TWC



R&D COSTS



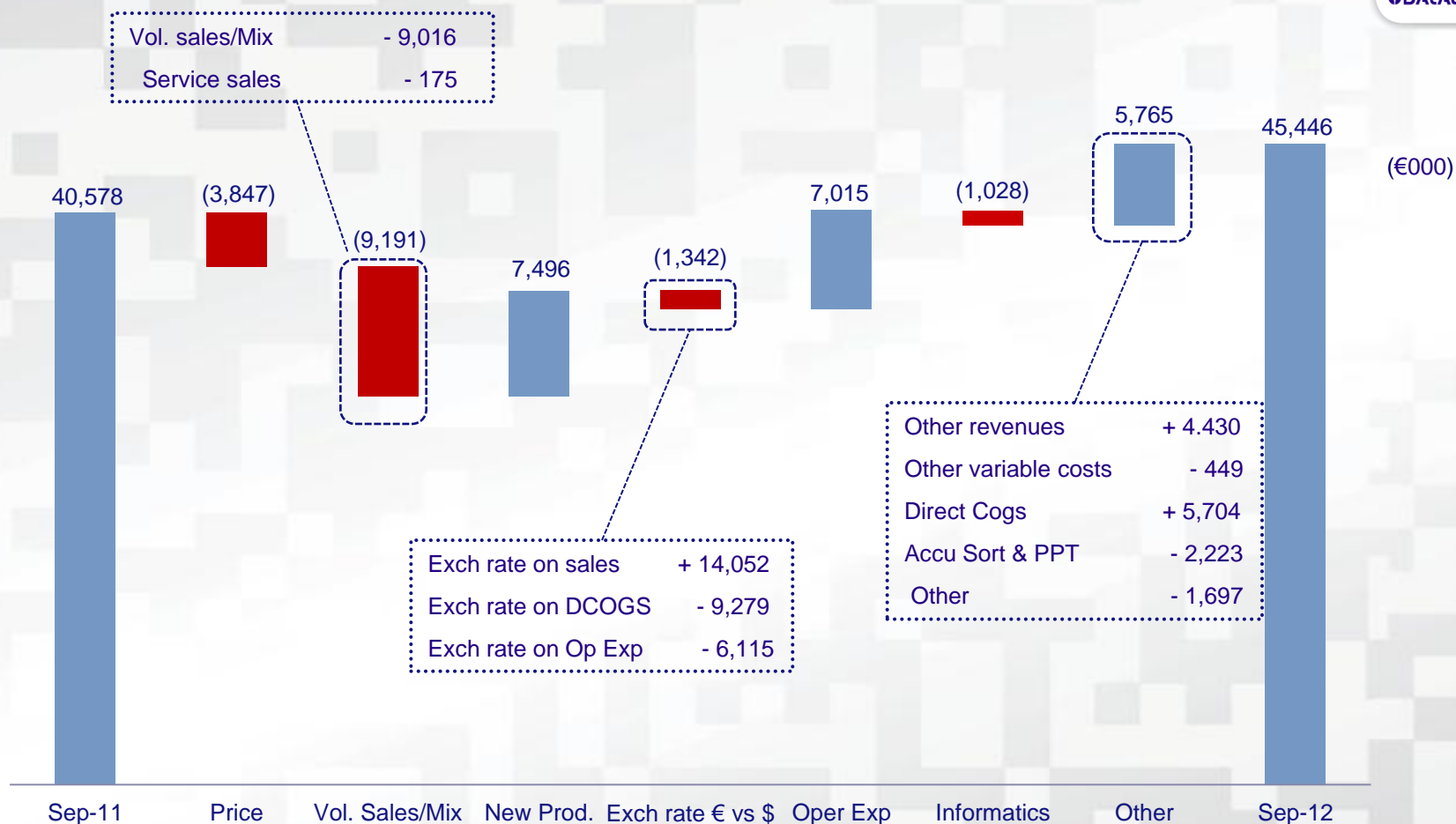
TWC



| R&D/Revenues | 9M 2011 | 9M 2012 |
|-----------------------|-------------|-------------|
| ADC | 6.3% | 7.8% |
| Industrial Automation | 6.5% | 9.9% |
| Informatics | 1.8% | 2.2% |
| Total Group | 6.1% | 6.9% |

| TWC/Annualized Revenues | 9M2011 | 9M2012 |
|-------------------------|--------------|--------------|
| ADC | 15.1% | 16.3% |
| Industrial Automation | 19.7% | 18.1% |
| Informatics | 11.4% | 12.0% |
| Total Group | 16.3% | 20.2% |

EBITANR * - Actual vs Last Year



(*) Ordinary Operating Profit before non recurring costs/revenues and amortization of intangible assets from acquisition (EBITANR)

Note:

The Exchange rate variance has been calculated on Sales/COGS/Operating expenses originally denominated in USD (\$). The variance was the result of the difference between September '12, Actual (1,2808) and September '11 Actual (1,4065) €/USD exchange rate.

Consolidated Balance Sheet



| €000 | At 31/12/2011 | At 30/09/2012 |
|---|-----------------|------------------|
| Intangible fixed assets | 42,228 | 60,952 |
| Goodwill | 112,152 | 181,693 |
| Tangible fixed assets | 49,991 | 50,815 |
| Non Consolidated investments | 7,951 | 12,857 |
| Other fixed assets | 31,935 | 41,310 |
| Total Fixed Assets | 244,257 | 347,627 |
| Net trade account receivables | 74,200 | 102,231 |
| ST account payables | (67,158) | (65,064) |
| Inventory | 59,630 | 56,424 |
| Trade Working Capital | 66,672 | 93,591 |
| Other current receivables | 17,041 | 28,300 |
| Other ST payables and provision for risk & future charges | (53,869) | (75,893) |
| Net Working Capital | 29,844 | 45,998 |
| Other LT payables | (22,382) | (23,363) |
| Employees' severance Indemnity | (6,666) | (6,874) |
| LT provision for risk & future charges | (15,366) | (3,653) |
| Net Invested Capital | 229,687 | 359,735 |
| Equity | 170,250 | 192,019 |
| Net Financial Position | (59,437) | (167,716) |
| <i>Exchange rate</i> | 1.2939 | 1.2930 |

Net Debt Analysis: Sept. 2012 vs Dec. 2011

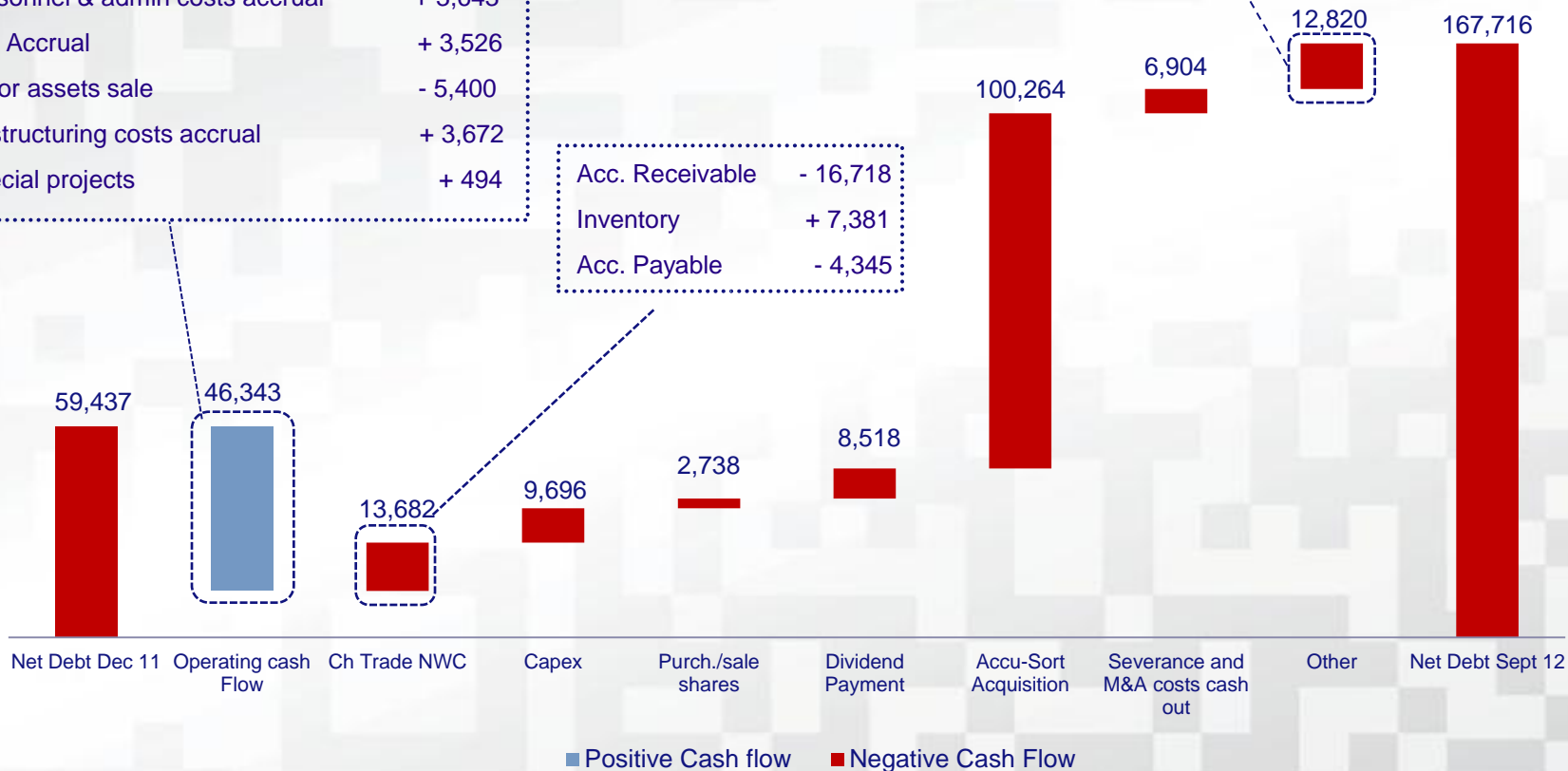


(€000)

| | |
|---------------------------------|----------|
| Net Income | + 28,585 |
| Deprec&Amort | + 11,470 |
| Provision for bad debt | + 353 |
| Personnel & admin costs accrual | + 3,643 |
| Tax Accrual | + 3,526 |
| Minor assets sale | - 5,400 |
| Restructuring costs accrual | + 3,672 |
| Special projects | + 494 |

| | |
|--------------------|---------|
| Translation effect | - 448 |
| VAT | - 1,926 |
| Tax payment | - 6,907 |
| Other | - 3,539 |

| | |
|-----------------|----------|
| Acc. Receivable | - 16,718 |
| Inventory | + 7,381 |
| Acc. Payable | - 4,345 |





★ GROUP OVERVIEW

★ 9 MONTHS RESULTS

★ OUTLOOK

- ✦ Reference markets growth below expectations:
 - Competitors' Q3 revenues growth range from -13% to 0%
 - Datalogic target: to grow more than major competitor

- ✦ The new integrated Supply Chain is contributing to reducing the cost of sold goods

- ✦ Recovery of efficiency and reduction of working capital expected

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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