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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 innovative 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**
  - Escort Memory Systems Inc.
  - IDWare Mobile Computing & Comm.

1997

2001
- **LISTING**
  - Listed on the STAR segment of Italian Stock Exchange

2002
- **EXPANSION**
  - Minec AB
  - Laservall SpA
  - Informatics Inc.
  - PSC Inc.
  - Datasensor SpA
  - Evolution Robotics Retail Inc.
  - Accu-Sort Systems Inc.
  - PPT Vision Inc.

2012
- **INNOVATION**
  - Set up Business Development Division
  - Acquisition of Multiwave Photonics SA
  - Partnership with CAEN RFID Srl
A Wide Geographical Footprint

Direct presence in 30 countries
- 6 Manufacturing Sites
- 10 R&D Centers
- 3 DL LABS

Note: Breakdown by area based on 2016 revenues
Leadership Overview

**Worldwide Market**
- POS Retail Scanners: 35.6%
- Handheld Scanners: 19.4%
- Mobile Computers: 4.3%
- Industrial Stationary Scanners: 23.5%

**EMEA Market**
- POS Retail Scanners: 55.6%
- Handheld Scanners: 38.1%
- Industrial Stationary Scanners: 25.0%

Source VDC 2016 (base year 2015)
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 (March 16th, 2017): 23.64 Euro
Market Cap (March 16th, 2017): 1.38 B Euro
Specialist: Intermonte SIM
Auditing Company: EY

DATALOGIC PRICE PERFORMANCE

SHAREHOLDERS’ STRUCTURE

Hydra S.p.A. 32.8%
Free Float 67.2%
FY2016
2016 Highlights

NEW ORGANIZATION

- New organization effective from 1st January 2017
- 4 Customer Centric Industries – Retail, T&L, Manufacturing and Healthcare – within ONE DATALOGIC
- BU Systems spin off already executed from 1st October 2016: Solution Net Systems Inc. established
- 3 different Businesses within the Group: Datalogic, Informatics and Solution Net Systems

INNOVATION

- Continuous emphasis on innovation with increasing investments in R&D (+4.5% YoY)
- 24.3% of revenues from new products*
- Breakthrough innovation presented at the New York NRF
- 45 patent applications protecting new innovations were filed in 2016 for a total patent portfolio of more than 1,200 patents and pending patent applications

FINANCIALS

- Revenues up 7.7% YoY to 576.5 mln Euro well above market average
- EBITDA at the highest ever: 90.4 mln Euro (+22.5% YoY)
- EBITDA Margin at 15.7%
- Back to a positive NFP: +3.5 mln Euro

* new products refer to products announced in the last 24 months
A unique player across two markets

Automatic Data Capture

Industrial Automation

DATALOGIC is a unicum in the Global competitive landscape originated by a

- Consolidated experience in IA dating back to the foundation of the company in Italy
- Leadership in ADC deriving from the acquisition of PSC USA (former Spectra Physics)
A Unique Selling Proposition…

Approximately split of One Datalogic revenues
…with a Wide and Complementary Offer

- Retail
- T&L
- Manufacturing
- Healthcare
From Products to Customers

From **Product-oriented company**

- **Vendor**: Proactive and reactive sales of products to meet existing Customer needs

To **Customer-centric organization**

- **Partner**: Long term partnership based on a symbiotic relationship with our Customers aimed at addressing their explicit and unexpressed needs
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

QUALITY INSPECTION
MARK & READ
PROCESSING
SOLUTION PROVIDER
BUNDLING
PALLETIZING
SINGLE UNIT CODING
CASE PACKING

Healthcare Flows and Applications

DISTRIBUTION CENTER
WAREHOUSE TRANSPORTATION
PROCESSING MANUFACTURING
HOSPITAL
DOCUMENTS
PHARMACY
LABORATORIES
BLOOD BANK
BEDSIDE CARE

www.datalogic.com
**New one DATALOGIC group organization**

**INDUSTRY UNITS**

- Retail
- Manufacturing
- T&L
- Healthcare

*The newco Solution Net Systems Inc. is the result from the spin-off of the Systems Business Unit.*
New 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

- 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
Market split by Technology

Datalogic can offer all the technologies available for products identification

Data Capture Technology

Market Value: $4.0 Bn

2016 (base year 2015)
## Main products launched in 2016

<table>
<thead>
<tr>
<th>Picture</th>
<th>Product name</th>
<th>Launch date</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1.jpg" alt="AV7000" /></td>
<td>AV7000</td>
<td>April 28th</td>
<td>High performance long range linear camera</td>
</tr>
<tr>
<td><img src="image2.jpg" alt="MX-E Vision Processor" /></td>
<td>MX-E Vision Processor</td>
<td>May 5th</td>
<td>MX-E series, a state-of-the-art family of GigE vision processors powered by IMPACT Software</td>
</tr>
<tr>
<td><img src="image3.jpg" alt="DL-Axist" /></td>
<td>DL-Axist</td>
<td>May 24th</td>
<td>Rugged Android PDA with full touch 5 inch display</td>
</tr>
<tr>
<td><img src="image4.jpg" alt="Joya Touch" /></td>
<td>Joya Touch</td>
<td>July 25th</td>
<td>Joya™ Touch is a multi-purpose retail device that is ideal for various applications such as Self-Shopping, Price Checking, Markdowns, Shelf Replenishment, Inventory, Access Control and more.</td>
</tr>
<tr>
<td><img src="image5.jpg" alt="RIDA" /></td>
<td>RIDA</td>
<td>November 3rd</td>
<td>RIDA DBT6400 2D area imager is a cordless device with Bluetooth® wireless technology to be used in connection with mobile devices.</td>
</tr>
<tr>
<td><img src="image6.jpg" alt="Matrix 120" /></td>
<td>Matrix 120</td>
<td>November 21st</td>
<td>Ultra-compact 2D imager with embedded Ethernet</td>
</tr>
<tr>
<td><img src="image7.jpg" alt="PowerScan 9300" /></td>
<td>PowerScan 9300</td>
<td>December 19th</td>
<td>PowerScan™ 9300 rugged industrial laser scanner series.</td>
</tr>
</tbody>
</table>
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
Financials
<table>
<thead>
<tr>
<th></th>
<th>FY2016</th>
<th>FY2015</th>
<th>Var%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>576.5</td>
<td>535.1</td>
<td>7.7%</td>
</tr>
<tr>
<td>Gross Operating Profit</td>
<td>265.3</td>
<td>248.6</td>
<td>6.7%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>46.0%</td>
<td>46.5%</td>
<td></td>
</tr>
<tr>
<td>Operating expenses</td>
<td>192.4</td>
<td>190.9</td>
<td>0.8%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>33.4%</td>
<td>35.7%</td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td>90.4</td>
<td>73.7</td>
<td>22.5%</td>
</tr>
<tr>
<td>Ebitda margin</td>
<td>15.7%</td>
<td>13.8%</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>70.2</td>
<td>52.9</td>
<td>32.7%</td>
</tr>
<tr>
<td>Ebit margin</td>
<td>12.2%</td>
<td>9.9%</td>
<td></td>
</tr>
<tr>
<td>EBT</td>
<td>66.9</td>
<td>51.6</td>
<td>29.7%</td>
</tr>
<tr>
<td>Taxes</td>
<td>21.0</td>
<td>11.0</td>
<td></td>
</tr>
<tr>
<td>Net Income</td>
<td>45.8</td>
<td>40.5</td>
<td>13.1%</td>
</tr>
<tr>
<td>% on Revenues</td>
<td>8.0%</td>
<td>7.6%</td>
<td></td>
</tr>
</tbody>
</table>

- Sales FY16 increase by 7.7% YoY to 576.5 mln Euro
- Booking continues to growth: +4% YoY at 586 mln Euro
- Robust growth of EBITDA by +22.5% YoY to 90.4 mln Euro
- EBITDA margin at the highest level since 2004: 15.7%
- Tax Rate increased due to changes in tax regulation
- Net Income +13.1% to 45.8 mln Euro
- Proposal dividend of 0.30 Euro per share, +20% YoY
Revenues trend by division

**ADC Division**: +9.3% to 397.6 mln Euro YoY (+9.1% at constant exchange rate), growth driven by fixed retail and mobile computers in retail sector in Europe and US

**IA Division benefited** from sustained growth in both in T&L and Manufacturing. Boost of T&L in the US in the last quarter

Industrial Automation division ex BU Systems: + 7.7% to 138.9 million Euro
Revenues trend by country

<table>
<thead>
<tr>
<th>Geographic Area</th>
<th>FY2016</th>
<th>FY2015</th>
<th>Var%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>300.7</td>
<td>268.5</td>
<td>12.0%</td>
</tr>
<tr>
<td>North America</td>
<td>167.3</td>
<td>161.1</td>
<td>3.9%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>69.6</td>
<td>71.5</td>
<td>(2.7%)</td>
</tr>
<tr>
<td>ROW</td>
<td>38.9</td>
<td>34.0</td>
<td>14.4%</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td><strong>576.5</strong></td>
<td><strong>535.1</strong></td>
<td><strong>7.7%</strong></td>
</tr>
</tbody>
</table>

- Europe continues to generate robust growth in particular in IA* (+14%) and in ADC (+12%),
- North America growth driven by ADC (+8%)
- Asia Pacific negative on FY but mainly due to retail industry in China not completely offset by manufacturing growth in China

* IA excluding BU Systems
FY segment reporting: GOP and EBITDA

**GOP BY DIVISION**

<table>
<thead>
<tr>
<th>Division</th>
<th>FY2015</th>
<th>FY2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADC</td>
<td>172.2</td>
<td>186.4</td>
</tr>
<tr>
<td>IA</td>
<td>65.4</td>
<td>69.8</td>
</tr>
<tr>
<td>Informatics</td>
<td>12.0 (1.0)</td>
<td>10.5 (1.3)</td>
</tr>
<tr>
<td>Corporate</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Group</td>
<td>248.6</td>
<td>265.3</td>
</tr>
</tbody>
</table>

**EBITDA* BY DIVISION**

<table>
<thead>
<tr>
<th>Division</th>
<th>FY2015</th>
<th>FY2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADC</td>
<td>81.2</td>
<td>95.8</td>
</tr>
<tr>
<td>IA</td>
<td>8.6</td>
<td>11.2</td>
</tr>
<tr>
<td>Informatics</td>
<td>0.0 (0.0)</td>
<td>(1.5) (16.0)</td>
</tr>
<tr>
<td>Corporate</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Group</td>
<td>73.7</td>
<td>90.4</td>
</tr>
</tbody>
</table>

**GROSS OPERATING MARGIN**

<table>
<thead>
<tr>
<th>Division</th>
<th>FY2016</th>
<th>FY2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADC</td>
<td>46.9%</td>
<td>47.3%</td>
</tr>
<tr>
<td>Industrial Automation</td>
<td>44.0%</td>
<td>44.8%</td>
</tr>
<tr>
<td>- IA ex BU Systems</td>
<td>48.1%</td>
<td>50.0%</td>
</tr>
<tr>
<td>Informatics</td>
<td>43.0%</td>
<td>43.7%</td>
</tr>
<tr>
<td>Total Group</td>
<td>46.0%</td>
<td>46.5%</td>
</tr>
</tbody>
</table>

**EBITDA MARGIN**

<table>
<thead>
<tr>
<th>Division</th>
<th>FY2016</th>
<th>FY2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADC</td>
<td>24.1%</td>
<td>22.3%</td>
</tr>
<tr>
<td>Industrial Automation</td>
<td>7.1%</td>
<td>5.9%</td>
</tr>
<tr>
<td>- IA ex BU Systems</td>
<td>8.8%</td>
<td>9.3%</td>
</tr>
<tr>
<td>Informatics</td>
<td>(6.3%)</td>
<td>(0.1%)</td>
</tr>
<tr>
<td>Total Group</td>
<td>15.7%</td>
<td>13.8%</td>
</tr>
</tbody>
</table>

(*) With the purpose to better report the operating sectors economic performances, it was deemed appropriate to highlight the Divisional EBITDA as monitoring KPI.
FY segment reporting: R&D and TWC

**R&D BY DIVISION**

<table>
<thead>
<tr>
<th>Division</th>
<th>FY2015</th>
<th>FY2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADC</td>
<td>39.0 mln</td>
<td>41.4 mln</td>
</tr>
<tr>
<td>IA</td>
<td>17.9 mln</td>
<td>18.9 mln</td>
</tr>
<tr>
<td>Informatics</td>
<td>1.2 mln</td>
<td>1.5 mln</td>
</tr>
<tr>
<td>Corporate</td>
<td>(9.9) mln</td>
<td>(11.4) mln</td>
</tr>
<tr>
<td><strong>Total Group</strong></td>
<td><strong>48.2 mln</strong></td>
<td><strong>50.4 mln</strong></td>
</tr>
</tbody>
</table>

**R&D/Revenues**

<table>
<thead>
<tr>
<th>Division</th>
<th>FY2016</th>
<th>FY2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADC</td>
<td>10.4%</td>
<td>10.7%</td>
</tr>
<tr>
<td>Industrial Automation</td>
<td>11.9%</td>
<td>12.3%</td>
</tr>
<tr>
<td>Informatics</td>
<td>6.1%</td>
<td>4.3%</td>
</tr>
<tr>
<td><strong>Total Group</strong></td>
<td><strong>8.7%</strong></td>
<td><strong>9.0%</strong></td>
</tr>
</tbody>
</table>

**TWC BY DIVISION**

<table>
<thead>
<tr>
<th>Division</th>
<th>FY2015</th>
<th>FY2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADC</td>
<td>18.5 mln</td>
<td>28.4 mln</td>
</tr>
<tr>
<td>IA</td>
<td>20.1 mln</td>
<td>27.3 mln</td>
</tr>
<tr>
<td>Informatics</td>
<td>1.7 mln</td>
<td>2.8 mln</td>
</tr>
<tr>
<td>Corporate</td>
<td>(3.8) mln</td>
<td>(5.3) mln</td>
</tr>
<tr>
<td><strong>Total Group</strong></td>
<td><strong>36.5 mln</strong></td>
<td><strong>53.2 mln</strong></td>
</tr>
</tbody>
</table>

**TWC/Revenues**

<table>
<thead>
<tr>
<th>Division</th>
<th>FY2016</th>
<th>FY2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADC</td>
<td>7.2%</td>
<td>5.1%</td>
</tr>
<tr>
<td>Industrial Automation</td>
<td>13.9%</td>
<td>13.7%</td>
</tr>
<tr>
<td>Informatics</td>
<td>11.4%</td>
<td>6.1%</td>
</tr>
<tr>
<td><strong>Total Group</strong></td>
<td><strong>9.2%</strong></td>
<td><strong>6.8%</strong></td>
</tr>
</tbody>
</table>
EBITDA*: actual vs last year

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>73.7</td>
<td>20.8</td>
<td>8.7</td>
<td>2.0</td>
<td>3.0</td>
<td>1.0</td>
<td>89.4</td>
<td>1.0</td>
<td>90.4</td>
</tr>
</tbody>
</table>

Of which:
- Material Saving: 8.8
- Direct Labour Saving: 0.3
- Other Cost: (6.3)
- Fixed Prd Cost & RS: 0.2
- R&D: (1.3)
- Distribution: (1.4)
- G&A: 0.9

Price Erosion: (16.4) - 2.8% on Tot Rev

One shot marketing actions to boost US channel penetration: (1.3)

(*) Ordinary Operating: Profit before non recurring costs/revenues and depreciation & amortization (EBITDA)

Note:
The Exchange rate variance is the result of the difference between Dec'16 YTD Actual (1.107) and Dec'15 YTD Actual (1.110) €/USD exchange rates.
## Consolidated balance sheet

<table>
<thead>
<tr>
<th></th>
<th>FY2016</th>
<th>FY2015</th>
<th>FY2016</th>
<th>FY2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Fixed Assets</strong></td>
<td>371.7</td>
<td>363.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Trade receivables</strong></td>
<td>75.5</td>
<td>68.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>% on 12m rolling sales</td>
<td>13.1%</td>
<td>12.9%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Inventories</strong></td>
<td>82.3</td>
<td>69.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>% on 12m rolling sales</td>
<td>14.3%</td>
<td>13.0%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Trade payables</strong></td>
<td>(104.6)</td>
<td>(101.7)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>% on 12m rolling sales</td>
<td>18.1%</td>
<td>19.0%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net Financial Position</strong></td>
<td></td>
<td></td>
<td>(3.5)</td>
<td>21.0</td>
</tr>
<tr>
<td><strong>Net Equity</strong></td>
<td></td>
<td></td>
<td>336.4</td>
<td>298.3</td>
</tr>
<tr>
<td><strong>Net Invested Capital</strong></td>
<td>332.9</td>
<td>319.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Sources</strong></td>
<td>332.9</td>
<td>319.3</td>
<td>332.9</td>
<td>319.3</td>
</tr>
<tr>
<td><strong>Trade Working Capital</strong></td>
<td>53.2</td>
<td>36.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>% on 12m rolling sales</td>
<td>9.2%</td>
<td>6.8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Other assets/liabilities</strong></td>
<td>(92)</td>
<td>(81)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

% on 12m rolling sales represents the percentage of the 12-month rolling sales that each item represents.
Net debt analysis: dec’15 – dec’16

€ mln

<table>
<thead>
<tr>
<th>Item</th>
<th>Dec 15</th>
<th>Dec 16</th>
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<tbody>
<tr>
<td>Operating Cash Flow</td>
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<td>Taxes</td>
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<td>Dividend payment</td>
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<td>Purchase / Sale of shares</td>
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<tr>
<td>Other</td>
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<tr>
<td>Net Debt</td>
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</table>

EBT                                  | 66.9   |
Depreciation & Amortization           | 19.1   |
Changes in provision                  | 2.1    |
Changes in other payables             | 2.4    |

Mainly related to offices refurbishment, Machineries, equipment and development costs capitalization

Other positive items: 2.9% on revenues
Outlook
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
2017 Outlook

- **Effective benefits** from the reorganization by industry expected mainly in the second half of 2017

- Revenues growth over market average: major focus in NA and APAC, consolidating leadership in Europe

- **Keep on increasing R&D investments** to maintain leadership in the market

- Strong focus on cost control and profitability

- Maintain **Cash Generation**
Contact

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NEXT EVENTS

May 15th, 2017
1Q results

August 3rd, 2017
6M results

November 13th, 2017
9M results

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