STAR Conference

22 MARCH 2022

◆DATALOGIC
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Corporate Overview

Datalogic at a glance

Retail

Manufacturing
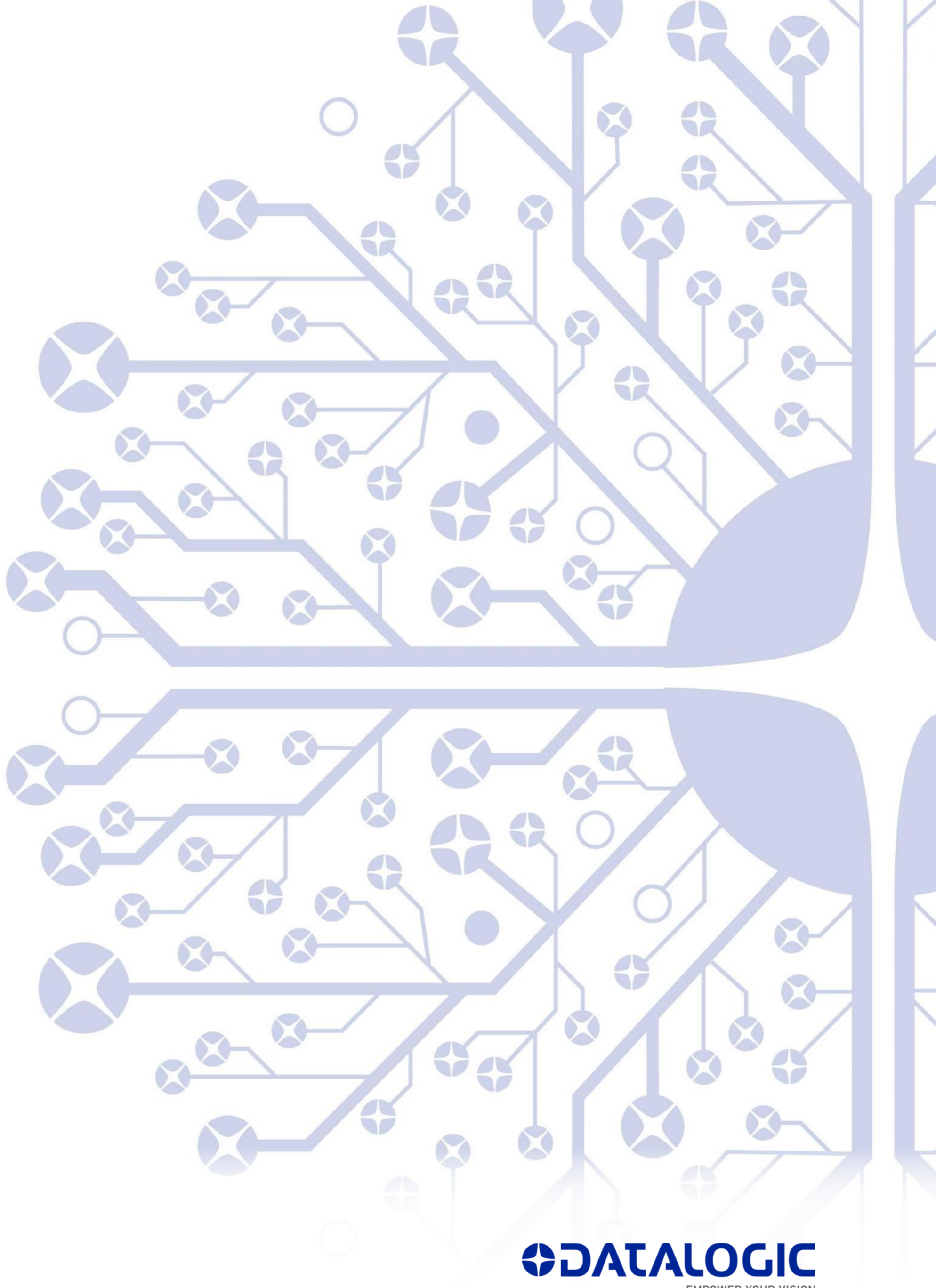
Transportation & Logistics

Healthcare

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 8 R&D centers and 3 DL Labs in: Italy, USA, Vietnam and China
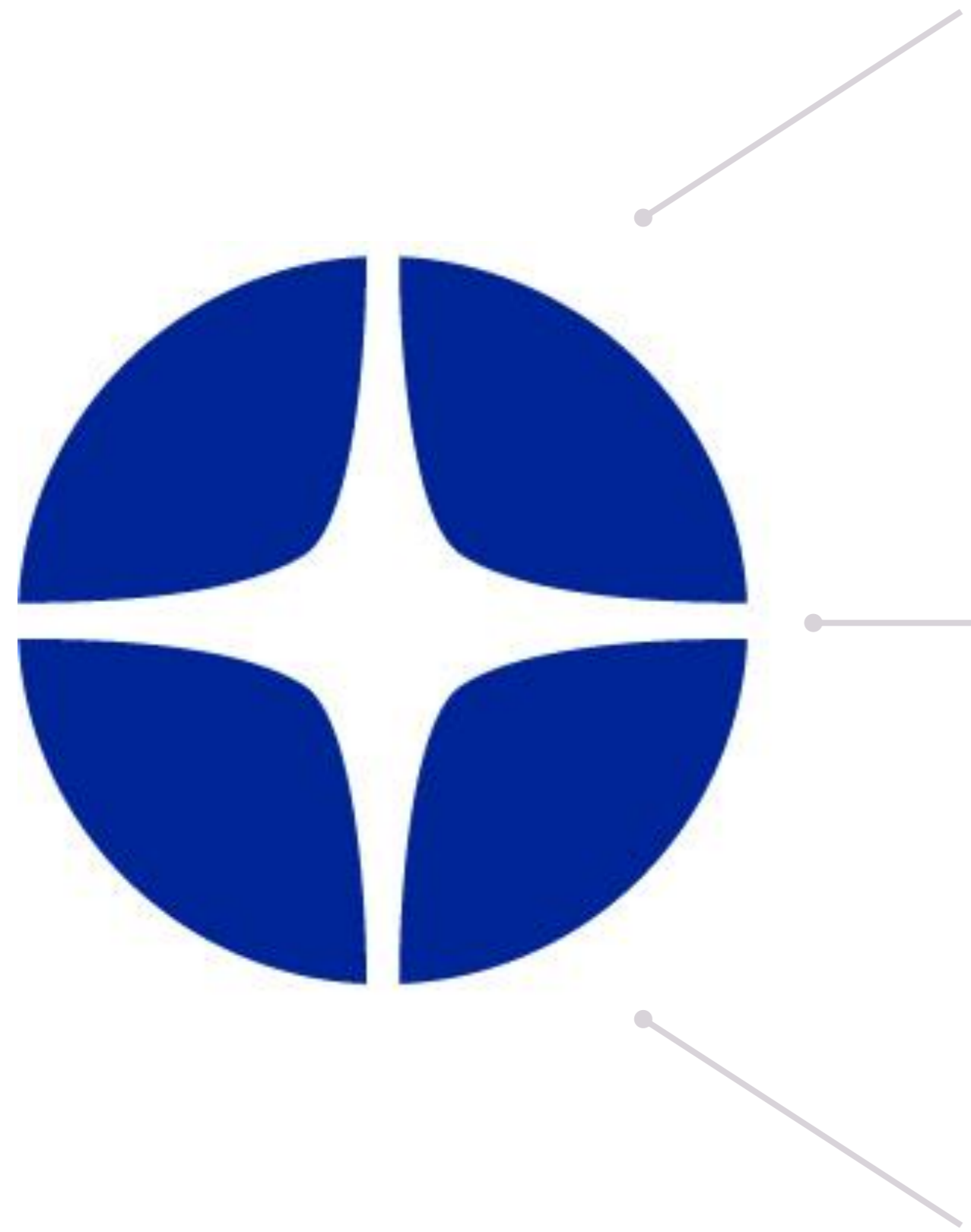
2,990 Employees in 27 countries: 16% Americas, 59% EMEAI, 25% APAC

9 Manufacturing and Repair facilities in: Italy, US, Hungary, Slovakia, Vietnam, China and Australia

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Core Advantages

Strong positioning

- Worldwide **leadership in barcode reading** for Manufacturing, T&L and Retail applications
- Well-established brand with **solid global customer base** including Fortune 500 Companies
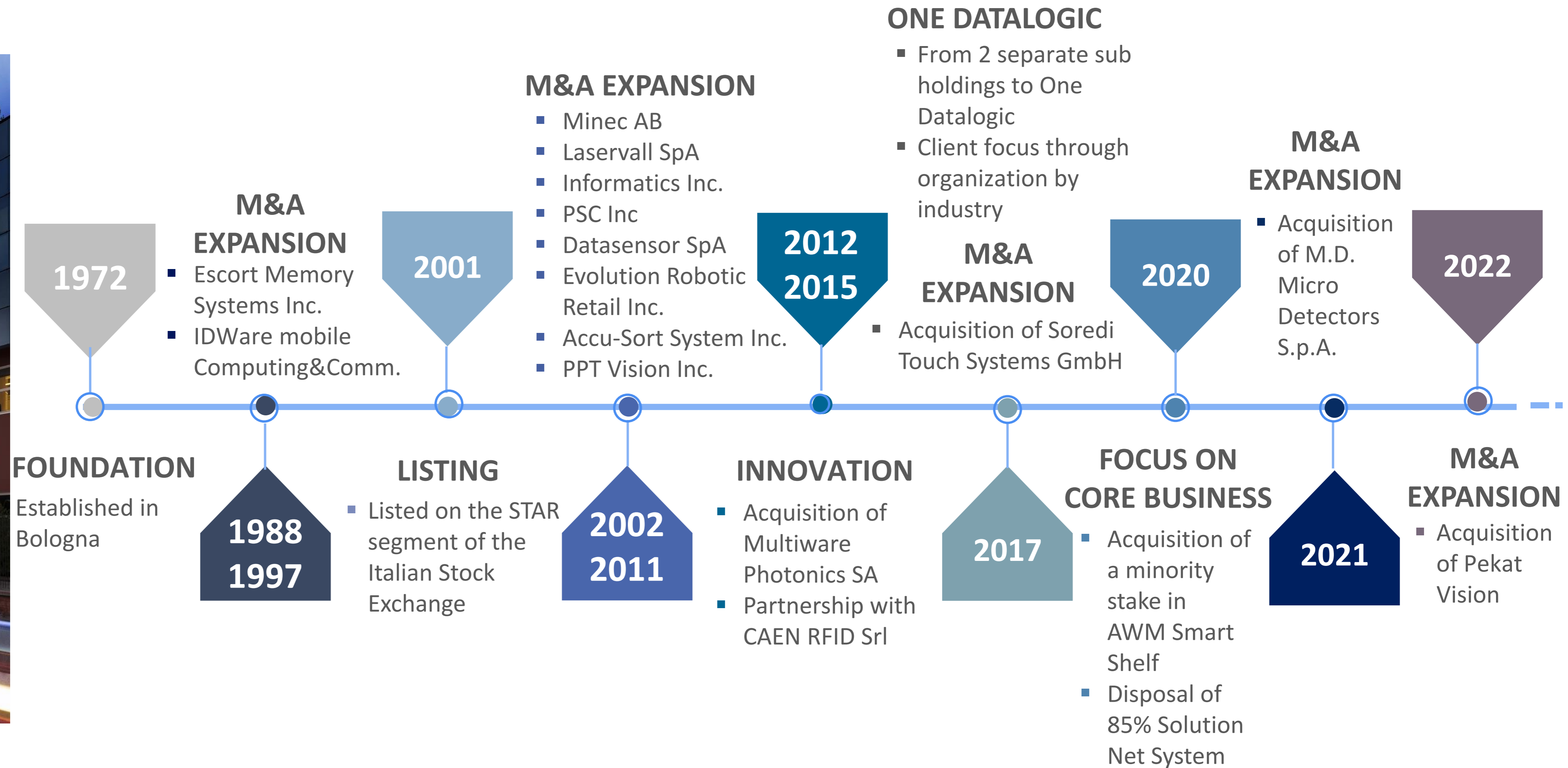- **Dedicated focus on Smart Sensors** and Safety for Automated Manufacturing

Innovation

- Focus on core identification/barcode reading technology while investing in the new frontier of Artificial Intelligence, Machine Vision and Deep Learning
- Sound investments to enhance **Product offer with easy-to- integrate solutions**

Sound prospects

- M&A in key segments to **expand market share and boost technology**
- Solid **profitability and cash generation**

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50 years of Growth through Technological Innovation

1972

FOUNDATION
Established in Bologna

M&A EXPANSION
- Escort Memory Systems Inc.
- IDWare mobile Computing&Comm.

**1988
1997**

2001

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

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

**2002
2011**

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

**2012
2015**

ONE DATALOGIC
- From 2 separate sub holdings to One Datalogic
- Client focus through organization by industry

M&A EXPANSION
- Acquisition of Soredi Touch Systems GmbH

2017

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

2020

M&A EXPANSION
- Acquisition of M.D. Micro Detectors S.p.A.

2021

2022

M&A EXPANSION
- Acquisition of Pekat Vision

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Acquisition of Pekat Vision

Pekat is a software start up who has developed and owns proprietary algorithms of Machine Learning and Deep Learning for applications in the fields of supply chain and industrial automation.

Company Description

- Based in Brno, Pekat's core competitive advantage resides in its deep learning and machine learning algorithms
- Those algorithms and related software are a perfect match to Datalogic hardware products line, allowing for flexible solutions in a wider set of applications across manufacturing, T&L and potentially retail.
- Applications in which Pekat's software is used currently include object detection, classifier, defect detection, product sorting, camera-based robot guidance, optical character recognition and video, among others
- The team at Pekat comprises 15 employees, engineers, software developers mainly

- Purchase price of € 16.0m for 100% of the share capital

Types of licenses offered by Pekat

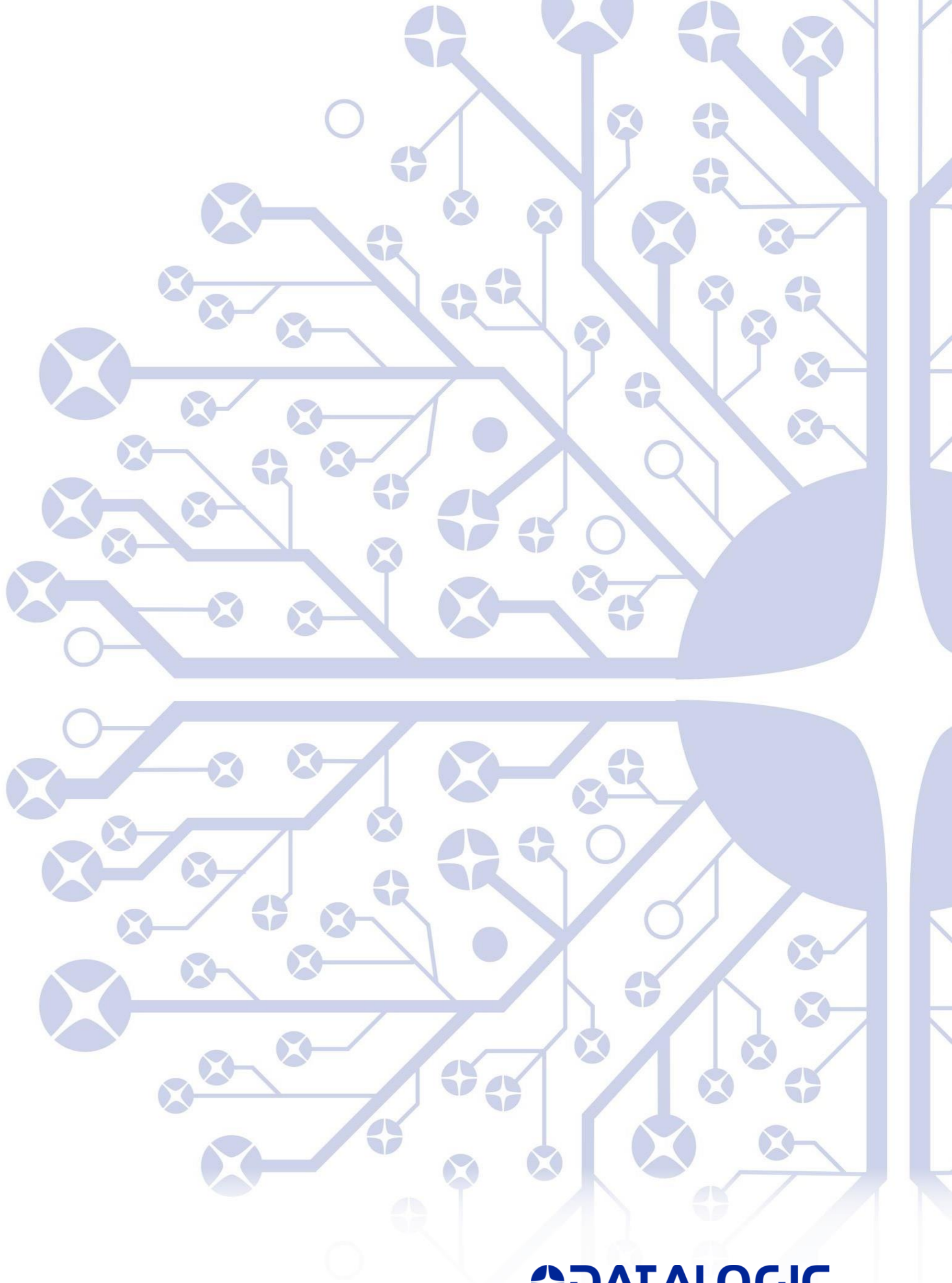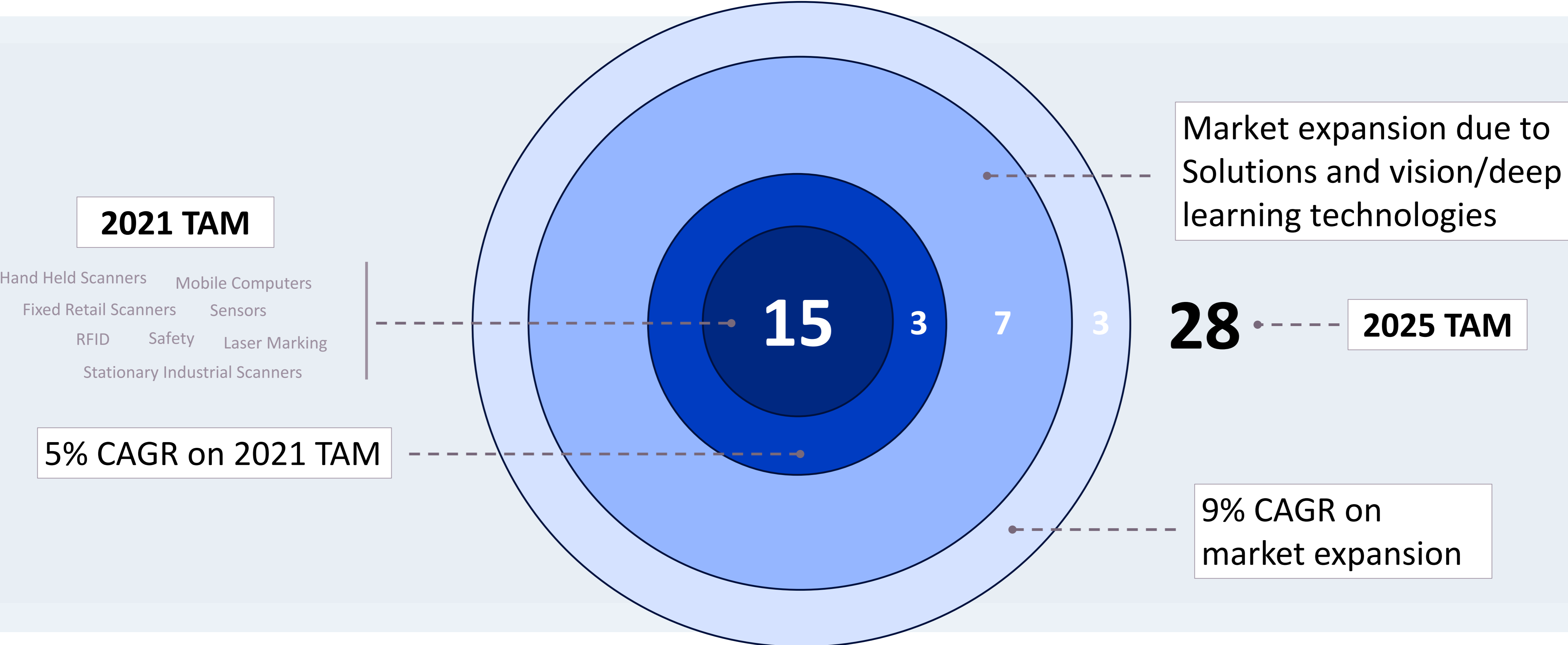|	
Software	Software for industrial visual inspection and quality assurance. Effectively finds anomalies, detects and classifies defects and checks surface on materials and objects. Thanks to AI and focused-learning algorithms, it has a unique feature of detecting even previously unseen defects
Smart Camera	Ready to use AI solution for defect detection running on smaller cameras
Vision System	AI-enabled industrial visual inspection system for quality assurance

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Strategy

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28B$ of Total Addressable Market in 2025

B$

2021 TAM

Hand Held Scanners   Mobile Computers
Fixed Retail Scanners   Sensors
RFID   Safety   Laser Marking
Stationary Industrial Scanners

15   3   7   3   **28**

Market expansion due to Solutions and vision/deep learning technologies

2025 TAM

5% CAGR on 2021 TAM

9% CAGR on market expansion

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Our products are key enablers of critical applications along our customers' supply chain

Self-Shopping
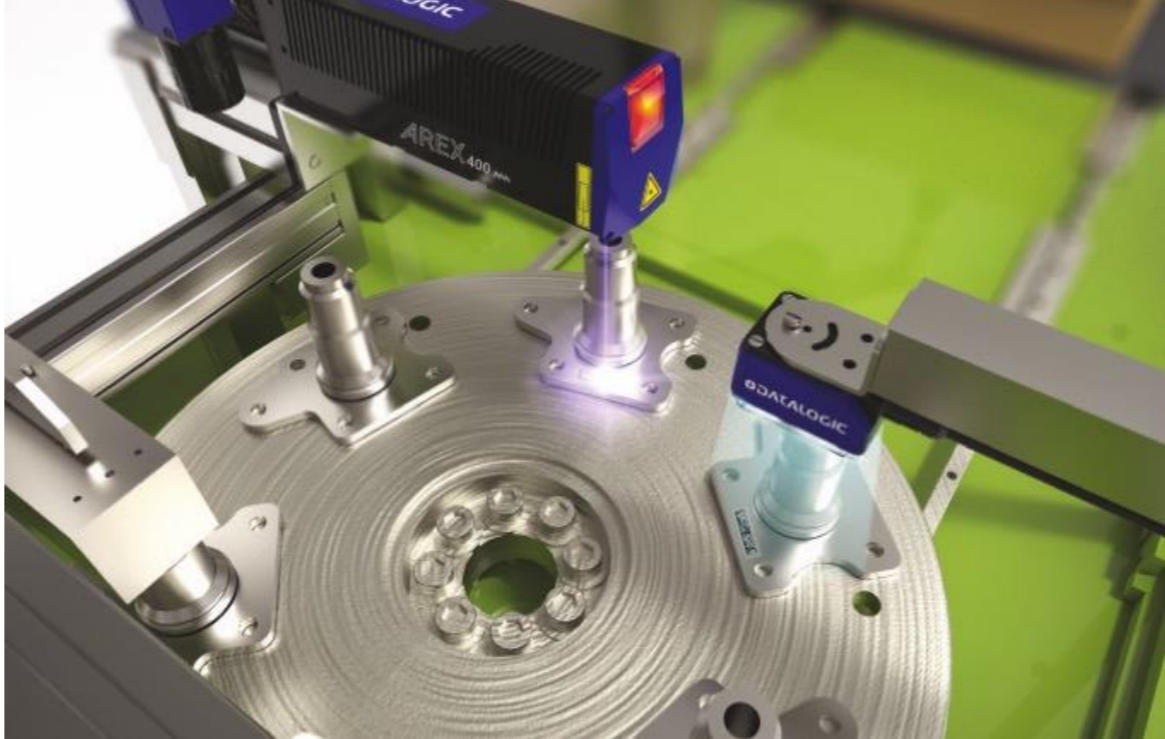
Mark & Read
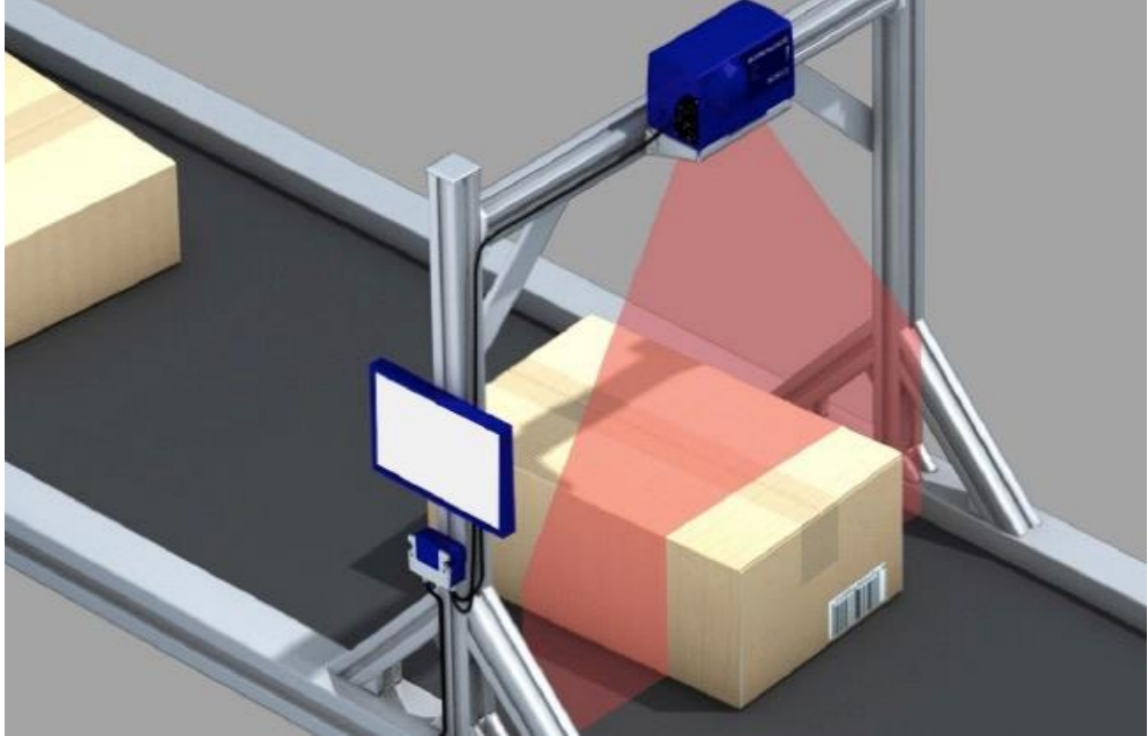
Dimensioning & Weighing Systems

Complete Traceability

Mark & Trace

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Retail
Increasingly self check-out and contactless

Datalogic Proposition

- **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
- Perfect partner to automate operations and exploit Retail analytics, thanks to **AI/machine learning-driven applications** and automation
- Innovative **solutions to integrate in-store with warehouse** operations

2021 Results

- The **Retail sector** grew by 6.2% (+7.7% at constant exchange rates) compared to 2020; The APAC region led the growth with +23.9%, followed by EMEAI (+10%)
- In the **food segment** (60% of retail sales), there is a strong shift to self-checkout
- In **non-food segment**, growth has been driven by omnichannel solutions
- By **2022**, a further acceleration is expected towards solutions that can facilitate the shopping process at the physical shop (customer experience), both self-service stations and self-scanning devices

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Manufacturing
Process digitization

Datalogic Proposition

- Multi-product portfolio to serve all the major manufacturing clients: **Automotive, Food and Beverage, Automated Machinery and Electronics, Packaging and Intralogistics**

- Leader in traceability thanks to the most complete and performing **offer of stationary industrial scanners**

- Unique portfolio provider of smart, interconnected devices able to unlock new frontiers of **action-oriented insights based on advanced analytics** (e.g. predictive maintenance)

2021 Results

- **Successful integration** of **MD** acquisition, contributing to revenue growth in the manufacturing sector by about 17.3%, into the newly created **Datasensing**
- The **Manufacturing sector** grew by 48.3% (+48.4% at constant FX), +31.1% at organic level) in all segments of the industry and in particular in Automotive (+50.4%), Packaging (+50.6%) and Food & Beverage (+43.8%)
- **EMEAI** (+61.3%) and the **Americas** (+40.3%) lead the sector's trend
- By **2022**, the focus of the sector's expected development will be the continuation of plans to digitise manufacturing and intralogistics processes based on large-scale identification and traceability of parts and components.

Transportation & Logistics
E-commerce is the market driver

Datalogic Proposition

- We enhance operations to **Courier-Express-Parcels, Airports and Logistics**

- At the **forefront** of the development of **airport systems**, since 1984 with the **first automatic reading** station in Milan, to the recent contracts on 3 of the 5 main airports worldwide (source: SkyTrax rating)

- Historically leader in stationary industrial scanners, providing **top performing solutions** for High-Speed sorting to all the main CEPs and 3PLs

- Increased level of efficiency and full tracking capabilities along different supply chain phases for **enhanced decision-making**

2021 Results

- The **T&L sector** grew by 51% (+52.6% at constant FX) compared to 2020, with peaks of expansion in **Europe**, where growth affected almost all sectors

- Growth in **North America** has been driven by large express couriers which have been joined by the development of the supply chain of large retail brands, both food and non-food

- In the **Far East**, the most considerable progress was made in China and South Korea, areas in which Datalogic operates through a network of partners that have made a major contribution to the completion of important projects, including and not only in the e-commerce sector

Healthcare
Digital dominates and sustainability grows

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

2021 Results

- The **Healthcare sector** remained broadly stable compared to 2020 (+0.2% at constant FX), with positive trends especially in EMEAI and APAC in the hospital and pharmaceutical distribution sectors
- The Datalogic Group sustained its offering of solutions for the **traceability of vaccines**, as well as of **patients in admissions** and **bedside care,** to track patients' health record and to ensure that the correct drug is administered to each patient
- As in **2020**, particular attention was paid to reducing the risk of contamination in the hospital, thanks to devices with disinfectant-ready and antimicrobial external plastics

New Product Launches and Innovation

Mobile Computer	Fix Retail Scanners	Hand Held Scanners	Industrial Automation		T & L

Skorpio X5

Skorpio X5 XLR Introduction

MID-RANGE SCAN ENGINE

Magellan 9800i TDi

QuickScan QD2500

ALADDIN Configuration Tool

QuickScan QW500 Series – Corded

Manufacturing	Sensors

STS320

Matrix 320 new models

Arex 401

Lidar Guidance Scanner LGS-N50

P2X-SERIES

S65-M TOF sensor (update)

SC5100

WebSentinel Plus Investigator

Mass Flow Detection System

WebSentinel Plus Investigator – new release

❑ **Vitality Index** at 12.5%; 14.4% in Q4, up sharply from the last two quarters

❑ **R&D spending*** at 9.6%. Commitment to Product Development Roadmap continues

* Including capitalized R&D expenses and excluding D&A

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Key drivers for a profitable growth

Market

- Keep **focus on all of our verticals**, catching the profitable **opportunities coming from needs of digitalization** and artificial intelligence

- Consolidate **position in EMEAI**, become **a strong player in the United States** and keep growing our **presence in China**

Portfolio

- Protect our **leadership in FRS, HHS and SIS**

- Enhance our offer through a **software ecosystem** to provide innovative solutions

- **Increase MOB market share** completing and widening our offer

- Intensify cost optimization to **fight hardware commoditization**

M&A

- Technology: **acquire IP**, skills, products and concepts to **boost and portfolio and capabilities**

- Expansion: **acquire customers** to boost penetration

Innovation

- Nurture **MV-based SW and Deep Learning** technology to tackle key emerging trends

- Dominate key technology trends (e.g. 5G, Wifi-6, Cybersecurity) to prepare for **next generation of HW products**

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# Financials & Outlook

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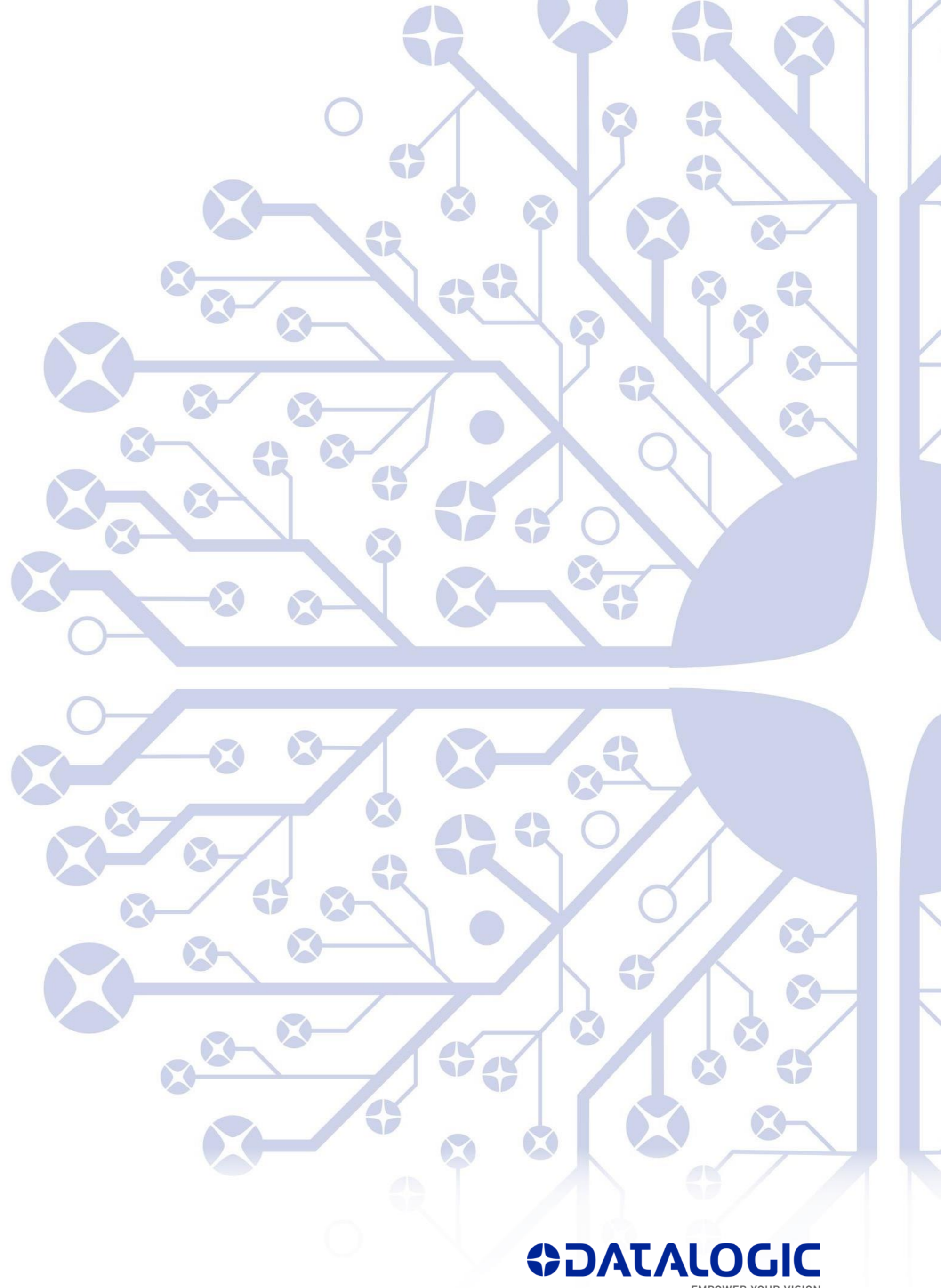
FY 2021 Highlights: sound growth results and a return to pre-pandemic levels

- ❑ **Exceptional growth** on the **Top line +26.4%** at constant FX (+20.7% organic) across **all geographies** despite supply chain challenges

- ❑ **Strong** performance in all industries and all geographies. **T&L** (+52.6% at constant FX) and **Manufacturing** (+48.4% at constant FX) top performers. Position strengthened in **EMEAI** with +32.8% growth at constant FX

- ❑ **Adj EBITDA margin improved by 2.1pts vs 2020 at 14.3%** despite rising inflationary challenges, not yet fully offset by price increases in the second half of the year

- ❑ **R&D spending*** at **9.6%** on revenues, confirming the Group's Innovation roadmap

- ❑ **Net Debt** at €26.1M, €8.9M cash excluding MD Group acquisition of €35M

- ❑ **New Customer acquisition** (ca. 20% of revenue) **contributing to record high order portfolio**

- ❑ **Successful integration** of **MD** acquisition, contributing to revenue growth in the manufacturing sector by about 17.3%, into the newly created **Datasensing**

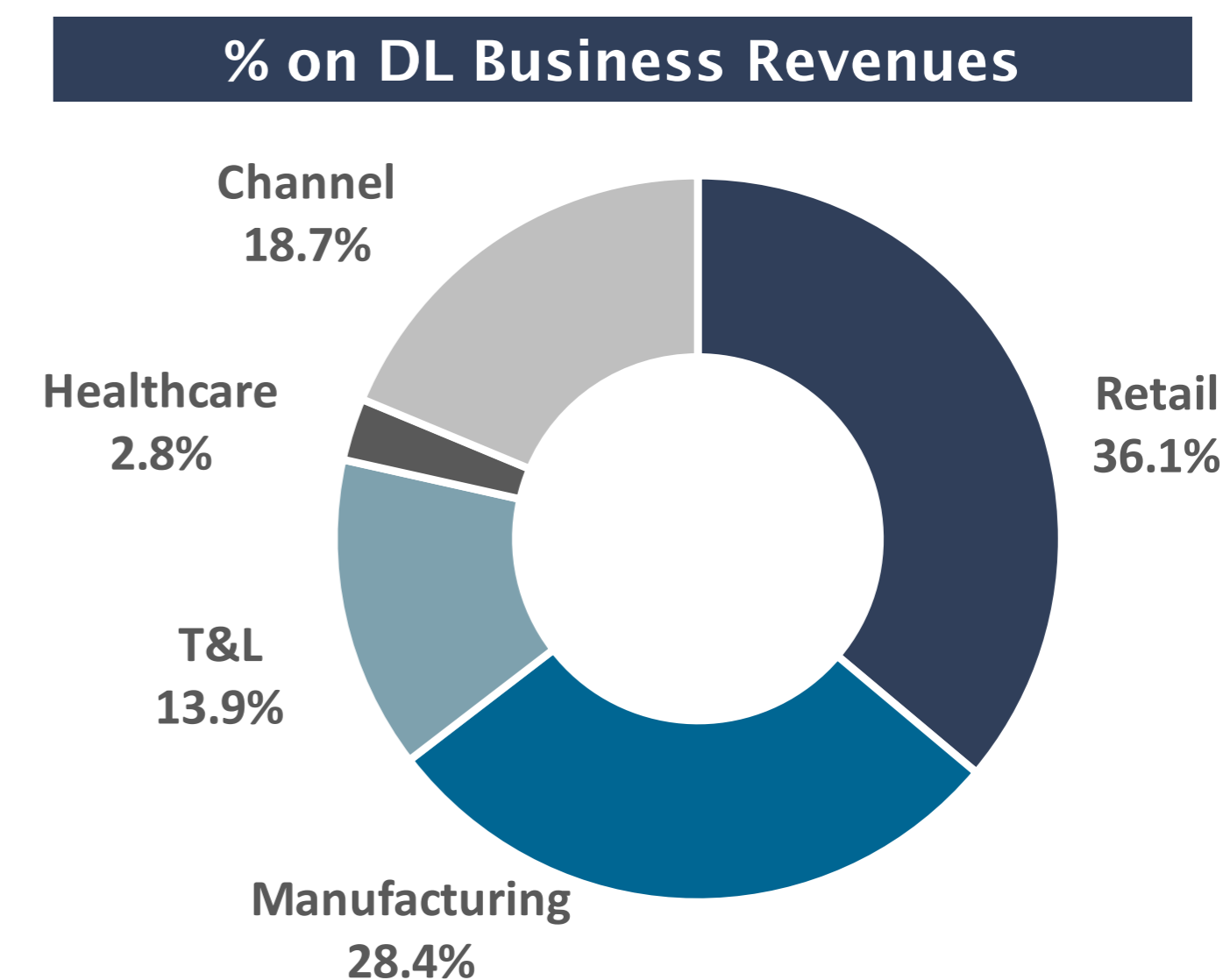** Including capitalized R&D expenses and excluding D&A*

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Group Revenues by Geography

€m	FY 2021	FY 2020	Var %	Var % Net FX
EMEAI	337.8	254.8	32.6%	32.8%
Americas	167.7	151.2	10.9%	15.1%
APAC	95.0	73.8	28.8%	27.6%
Total Datalogic	**600.5**	**479.8**	**25.2%**	**26.4%**

% on Group Revenues

- APAC 15.8%
- EMEAI 56.2%
- Americas 27.9%
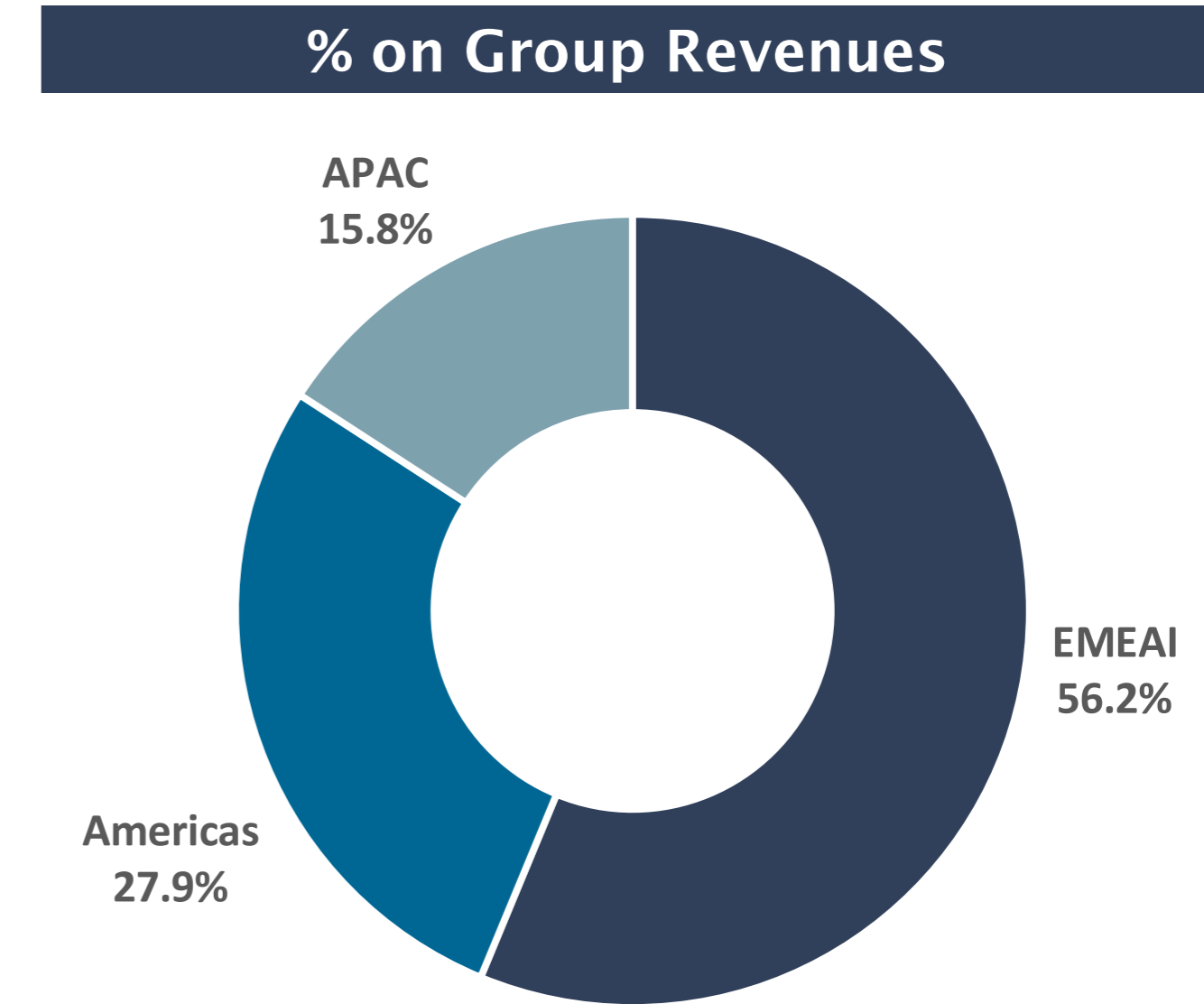
❑ **EMEAI:** leading Group's performance in 2021 at **+32.8%** Net FX. **Sound growth across all countries.** Spain, France and the Netherlands remarkable performance.

❑ **Americas:** Group's second-largest market**, achieved growth of +15.1%** Net FX. **T&L and MFG** expansion as primary drivers of the regional growth.

❑ **APAC:** Double digit growth **+28.8%** in 2021 driven mainly by **China** and acceleration in **Korea** and **Japan.**

Group Revenues by Segment

€m	FY 2021	FY 2020 Restated*	Var %	Var % Net FX
Retail	210.5	198.2	6.2%	7.7%
Manufacturing	165.7	111.8	48.3%	48.4%
Transportation & Logistics	81.2	53.8	51.0%	52.6%
Healthcare	16.2	16.5	(1.6%)	0.2%
Channel	109.1	84.4	29.3%	30.9%
Total DL Business	**582.7**	**464.6**	**25.4%**	**26.6%**
Informatics	18.9	16.4	15.0%	18.4%
Intra division	(1.1)	(1.2)		
Total Datalogic	**600.5**	**479.8**	**25.2%**	**26.4%**

% on DL Business Revenues

Channel 18.7%
Healthcare 2.8%
Retail 36.1%
T&L 13.9%
Manufacturing 28.4%

❑ **Retail: double digit performance** in APAC +23.9% and EMEAI +10.0% offsetting the slowdown in the US market.

❑ **Manufacturing: +48.4%** Net FX with solid growth in Automotive, Packaging and Food & Beverage. The acquisition of the MD Group contributed approximately 17.3% to the growth for the period.

❑ **T&L: Best performing sector (+52.6%** Net FX), double digit growth in all regions led by e-commerce.

❑ **Healthcare: stable** with 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 **(+29.3%)** mainly in Americas and EMEAI.

❑ **Informatics:** Double digit growth driven by SaaS business.

December 31, 2020, comparative data have been restated following the reorganisation of the commercial function launched in 2020.
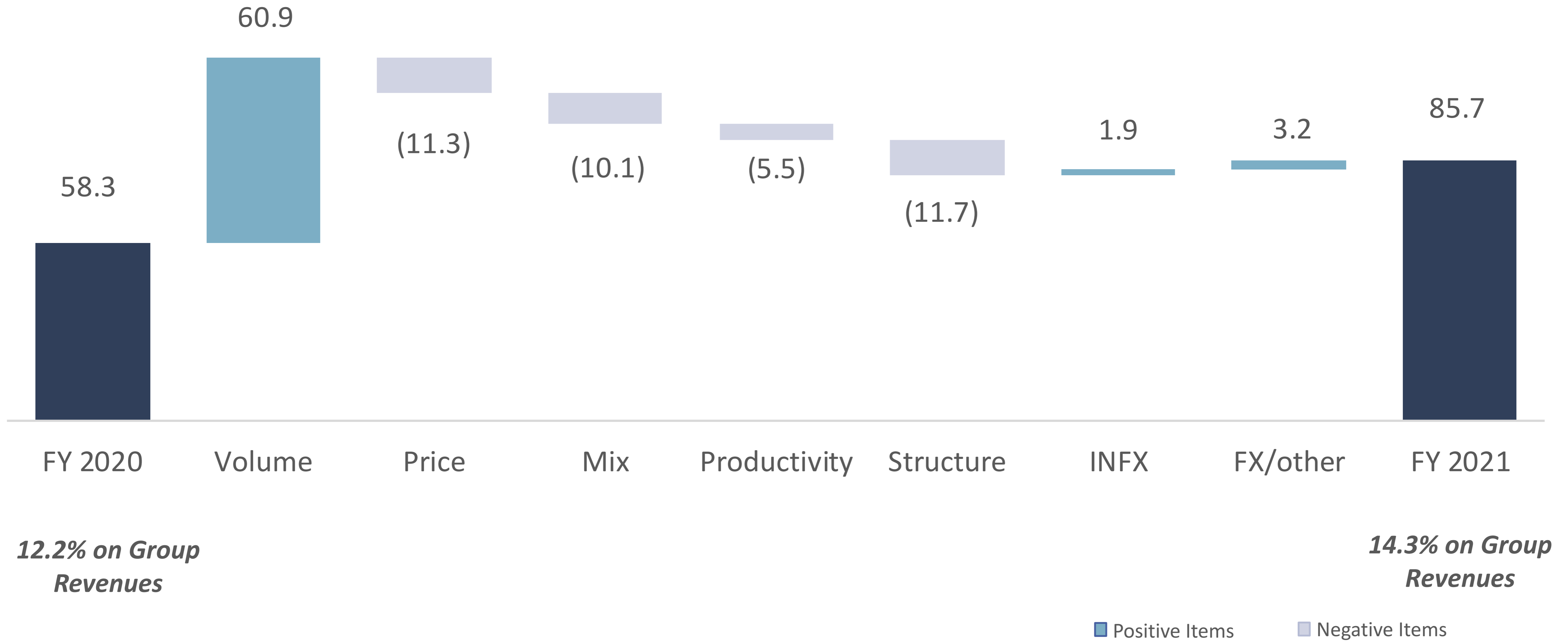
FY 2021 P&L

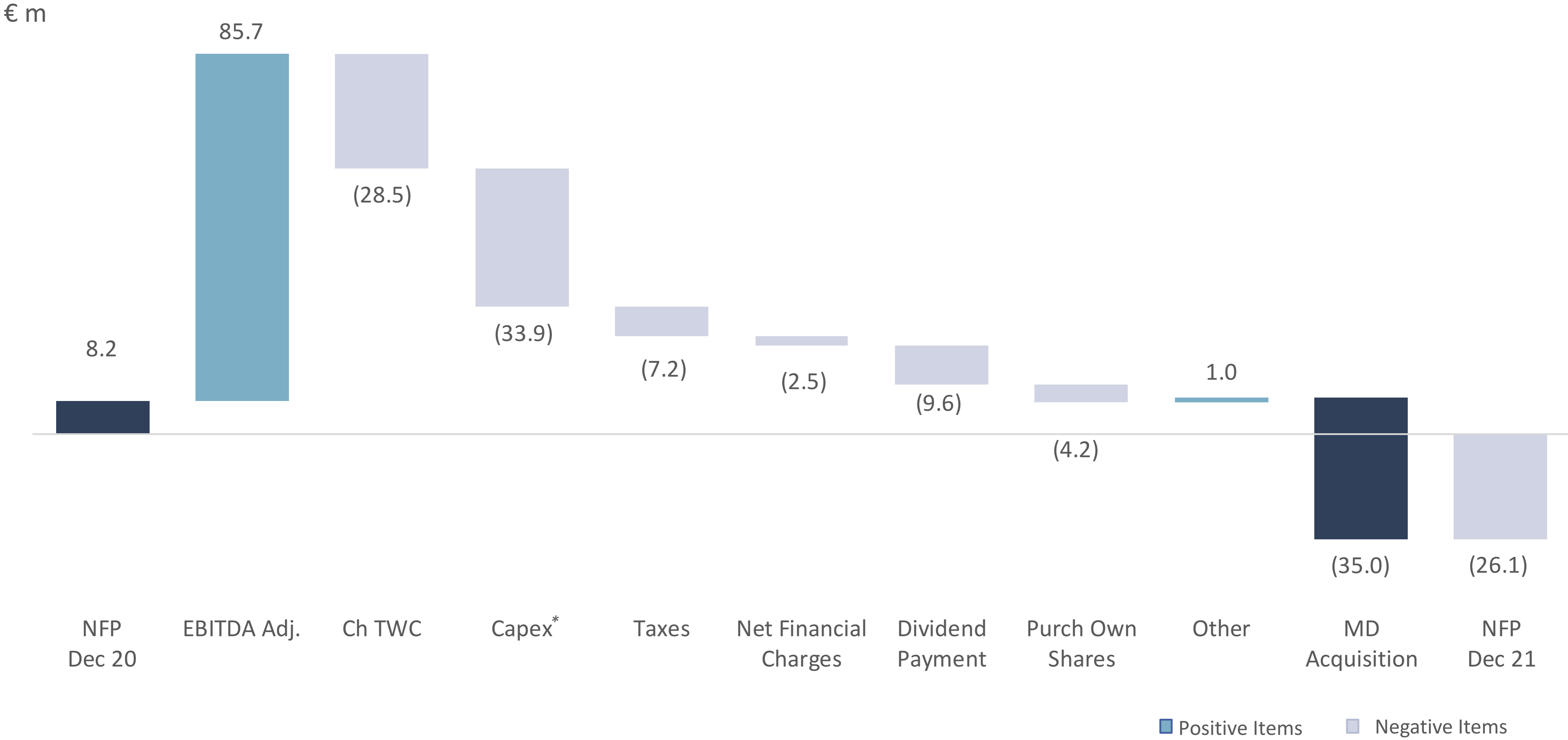| € m	FY 2021	FY 2020	Var %
Revenues	**600.5**	**479.8**	**25.2%**
Gross Margin	257.6	220.0	
% on Revenues	*42.9%*	*45.8%*	-2.9 pp
Operating expenses	(200.7)	(185.8)	
% on Revenues	*(33.4%)*	*(38.7%)*	+5.3 pp
Adjusted EBITDA	**85.7**	**58.3**	
% Adj. Ebitda margin	*14.3%*	*12.2%*	+2.1 pp
EBIT	**47.0**	**18.4**	
% Ebit margin	*7.8%*	*3.8%*	+4.0 pp
Net Result	**39.5**	**13.9**	
% on Revenues	*6.6%*	*2.9%*	+3.7 pp

- **Gross Margin at 42.9%:** acceleration of inflation from shortage of critical materials and freight impacting H2.

- **Operating expenses at** €200.7m up 8%. Cost reduction program continue delivering efficiencies (33.4% of revenue, ca. 5pts of reduction) despite progressive "back-to-normal" activities.

  - ✓ **R&D costs** increased by 6.2% vs LY, reaching 9.2% vs LY. Investment selectivity continue while renewing the product roadmap

  - ✓ **S&D** cost at 16.6% compared to 19.8% in FY2020 thanks to efficiencies and leverage.

- **Adj EBITDA at 14.3% (+2.1 pp).** Margin erosion due to inflationary tensions more then offset by volume in H2.

- **Net Result** at €39.5m vs €13.9m in FY2020.

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EBITDA Adj: actual vs last year

€ m

60.9

(11.3)

(10.1)

(5.5)

(11.7)

1.9

3.2

85.7

58.3

| FY 2020 | Volume | Price | Mix | Productivity | Structure | INFX | FX/other | FY 2021 |

12.2% on Group Revenues

14.3% on Group Revenues

■ Positive Items   ■ Negative Items

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Net Debt & Cash Flow Analysis : Dec'20 – Dec'21

€ m

85.7

(28.5)

8.2

(33.9)

(7.2)

(2.5)

(9.6)

(4.2)

1.0

(35.0)

(26.1)

| NFP Dec 20 | EBITDA Adj. | Ch TWC | Capex* | Taxes | Net Financial Charges | Dividend Payment | Purch Own Shares | Other | MD Acquisition | NFP Dec 21 |

■ Positive Items   ■ Negative Items

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2022 Outlook

- Under the current geopolitical context and the sharpening of the shortage, Revenue growth and Ebitda % expected in **single digit range in the first half of the year**

- With **solid order backlog** and actions undertaken to reduce electronic components shortages and related cost, **higher sales' conversion** and **strong margin recovery** expected in the **second half of the year.**

Appendix
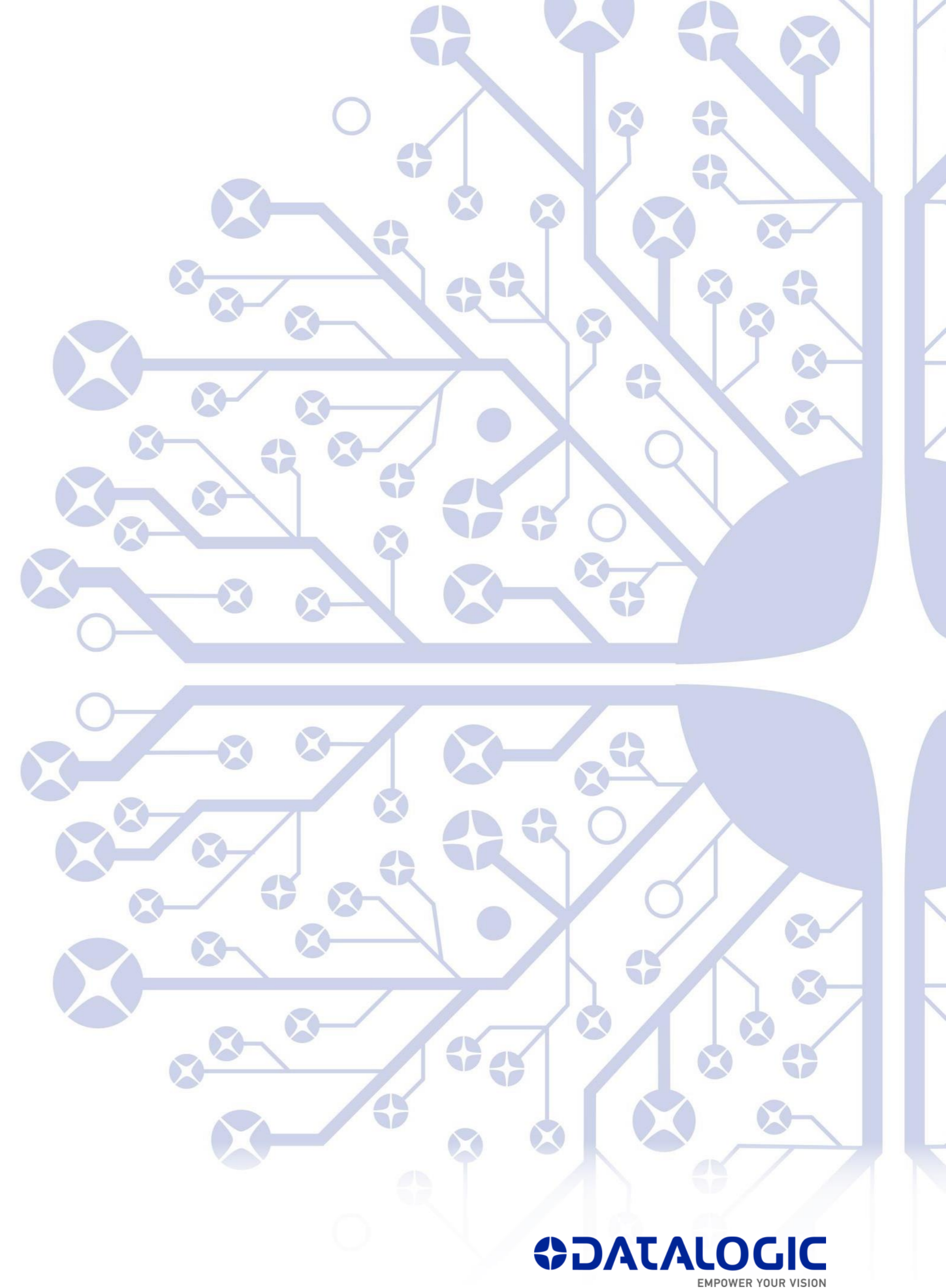
A Wide Geographical Footprint

Bologna

EMEAI
56.2%

Americas
27.9%

APAC
15.8%

Eugene, Oregon
Pasadena, California
Plano, Texas
Hatfield, Pennsylvania

Shenzhen
Ho Chi Minh City

9 Manufacturing and Repair facilities

8 R&D Centers e 3 DL Labs

Departments in 27 countries

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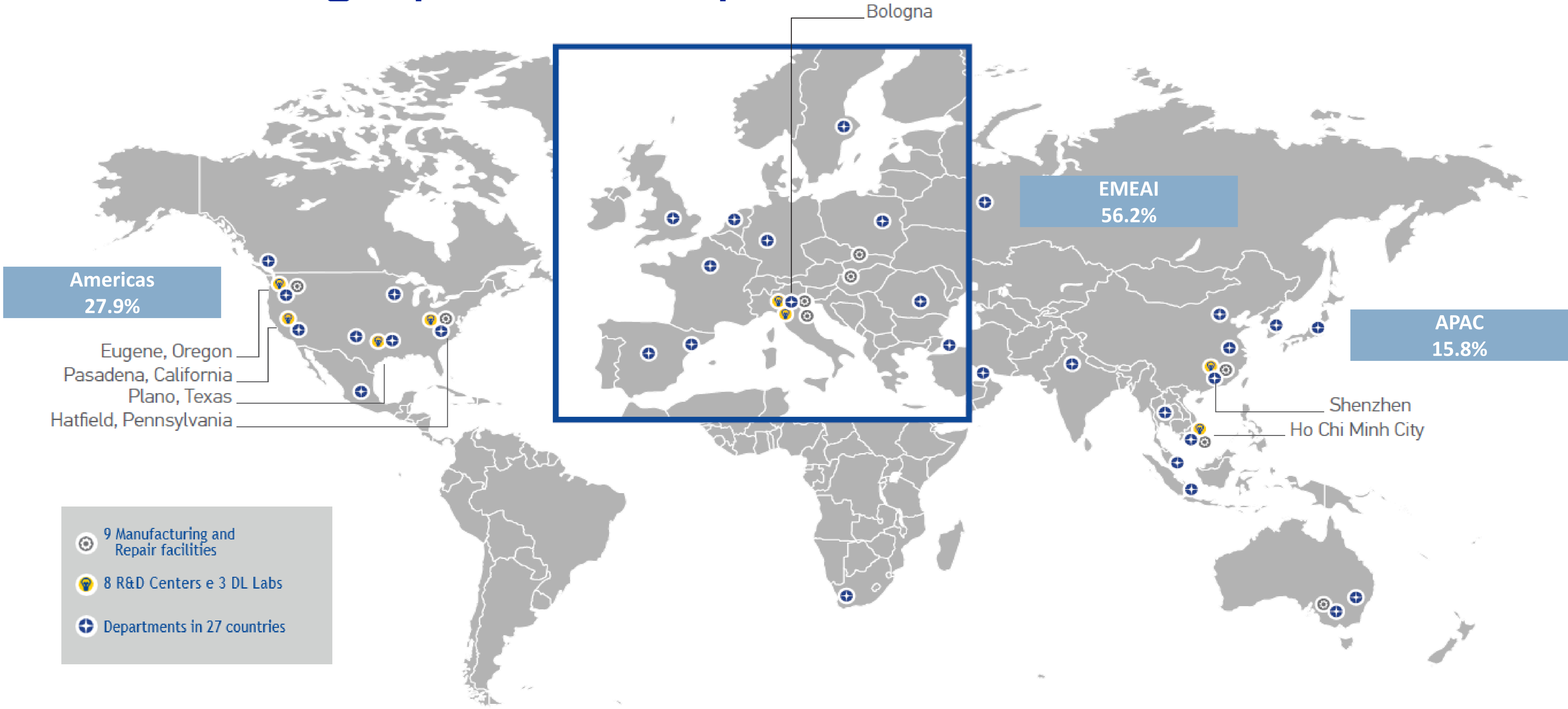
Stock and Governance

Market Segment: EURONEXT STAR MILAN

Reuters Code: DAL.MI

Bloomberg Code: DAL IM

Outstanding Shares: 58,446,491

Share Par-Value: 0.52 Euro each

Ticker: DAL

Market Cap (March 21, 2022): 590 mln Euro

Volumes : 3 months average ~ 100K

Auditing Company: Deloitte

DATALOGIC SHARE PERFORMANCE vs. INDICES

- DAL.MI
- FTSEMIB.MI
- ITSTAR.MI

SHAREHOLDERS' STRUCTURE

- 64.85%
- 31.85%
- 3.42%

- ■ Hydra SpA
- ■ Treasury Shares
- ■ Free-Float
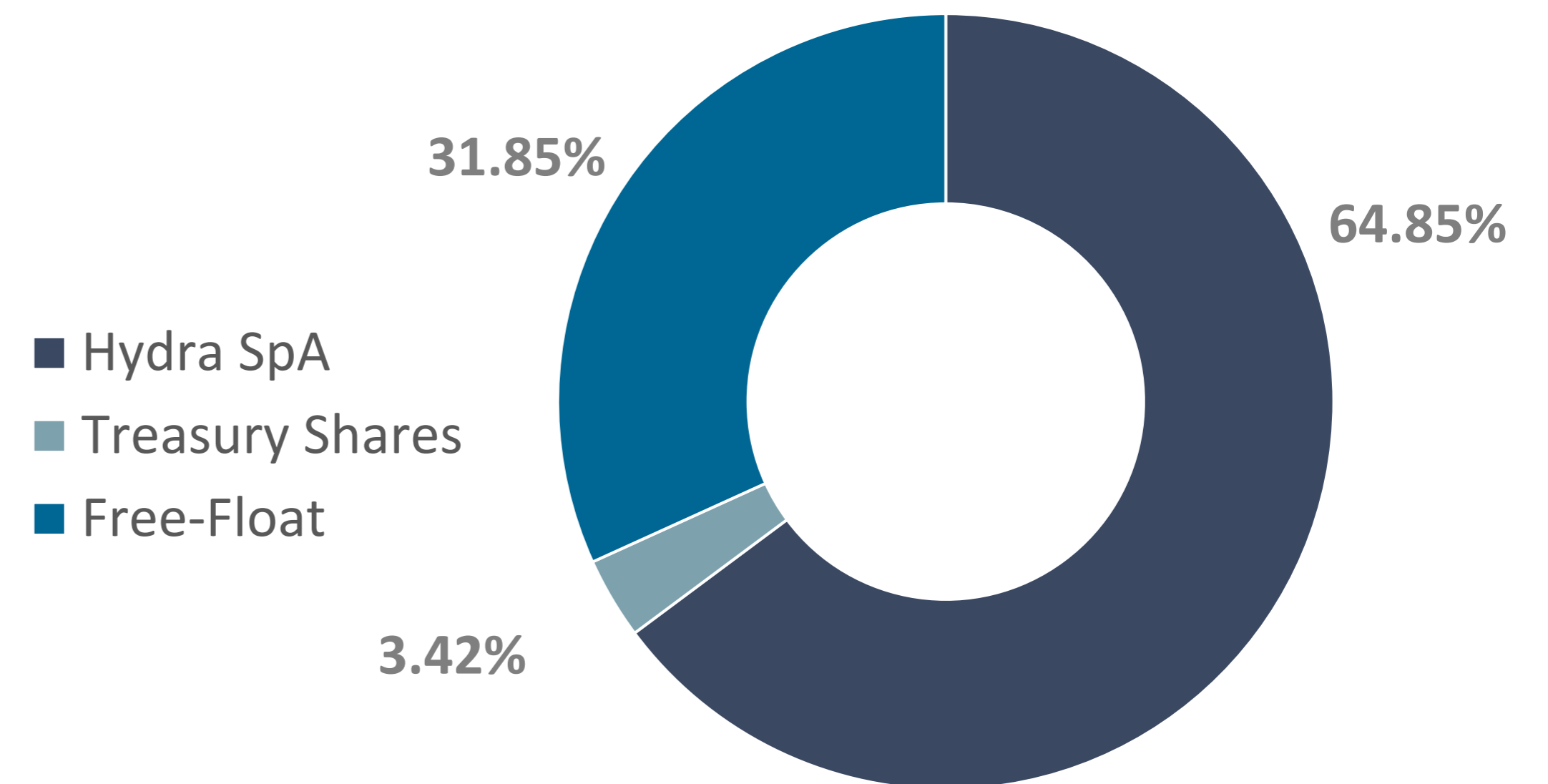
Sustainability Policy

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.

In 2021 Datalogic obtained a **€100 million sustainability-linked loan** for a duration of 7 years.
The margin on the new credit line is partly linked to **two strategic targets** in the areas of **energy transition** and **social responsibility**

3 GOOD HEALTH AND WELL-BEING
Safe working conditions; Products Safety; Health and wellbeing at workplace

4 QUALITY EDUCATION
Training and Education; Employee retention and attraction

5 GENDER EQUALITY
Human Rights; Diversity & Equal Opportunities
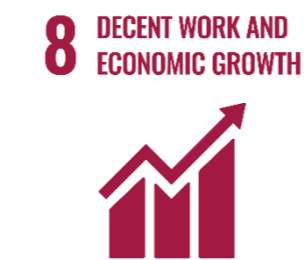
8 DECENT WORK AND ECONOMIC GROWTH
Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE
Innovation; Data Protection

13 CLIMATE ACTION
"Green" organizational approach; Waste management; CO_2 Emissions Reduction; Energy Consumption; Environmental impact of products

17 PARTNERSHIPS FOR THE GOALS
Customer satisfaction; Suppliers, Social and Environmental Partnership

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Update on the acquisition of M.D. Micro Detectors

- Datalogic acquired M.D. Micro Detectors ("M.D.") in March 2021 with the aim to create the largest Italian hub for industrial automation

- Headquartered in Modena, M.D. booked revenue and EBITDA of ca. €25m and €4m in 2021

- M.D. line of products is complementary to Datalogic's sensors offers for Industrial Automation applications

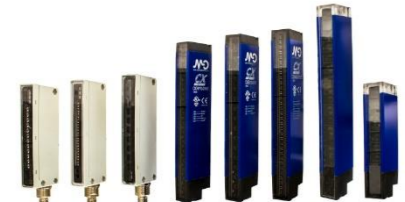- Synergetic distribution network

Inductive Sensors

Photoelectric Sensors

Safety

Area Sensors

Ultrasonic Sensors

✓ *Products*: Range, Roadmap, Pricing processes fully integrated

✓ *S&D processes*: Combined Sales plans, Marketing & communication processes integrated

✓ *Distribution*: New logistic center in Modena fully operative

✓ *Organization*: R&D, Technical and Customer support teams reorganized

✓ *Systems and G&A processes*: SAP implementation, employees and payroll integration completed

The successful post merger integration process will lead to further growth and higher efficiency in the future:

- A strong contribution to the + 17% growth in sales for Datalogic's manufacturing industry already in 2021, expected to further improve

- Strong top line synergies driven by cross selling opportunities on the complementary customer and channel base

- Strong product synergies: rationalization of road maps on interconnected and complementary products will drive additional product and cost synergies

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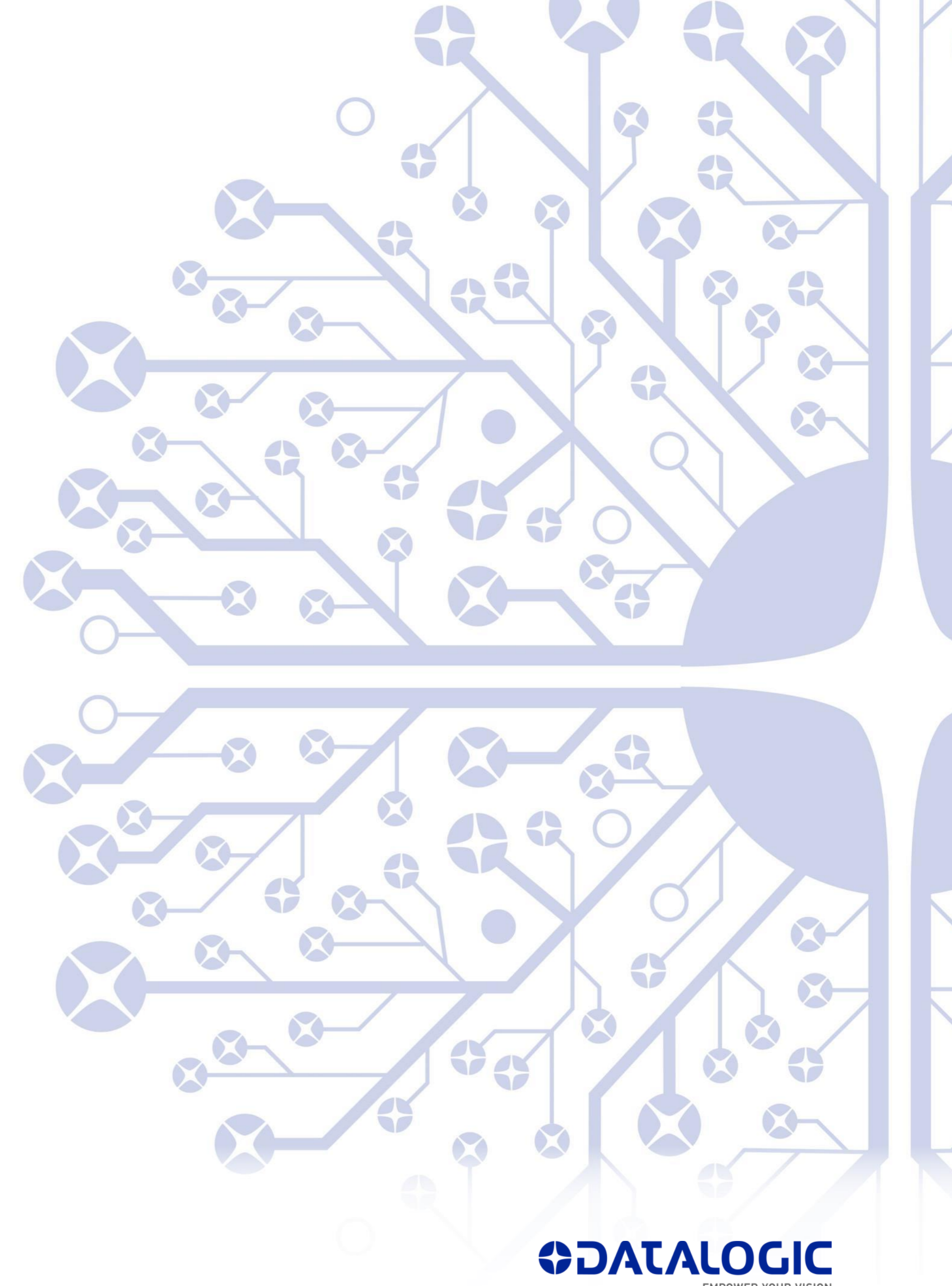daniela.giglioli@datalogic.com

NEXT EVENTS

April 29, 2022

Shareholders' Meeting

May 12, 2022

Q1 2022 Results

DATALOGIC ON LINE

www.datalogic.com

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