

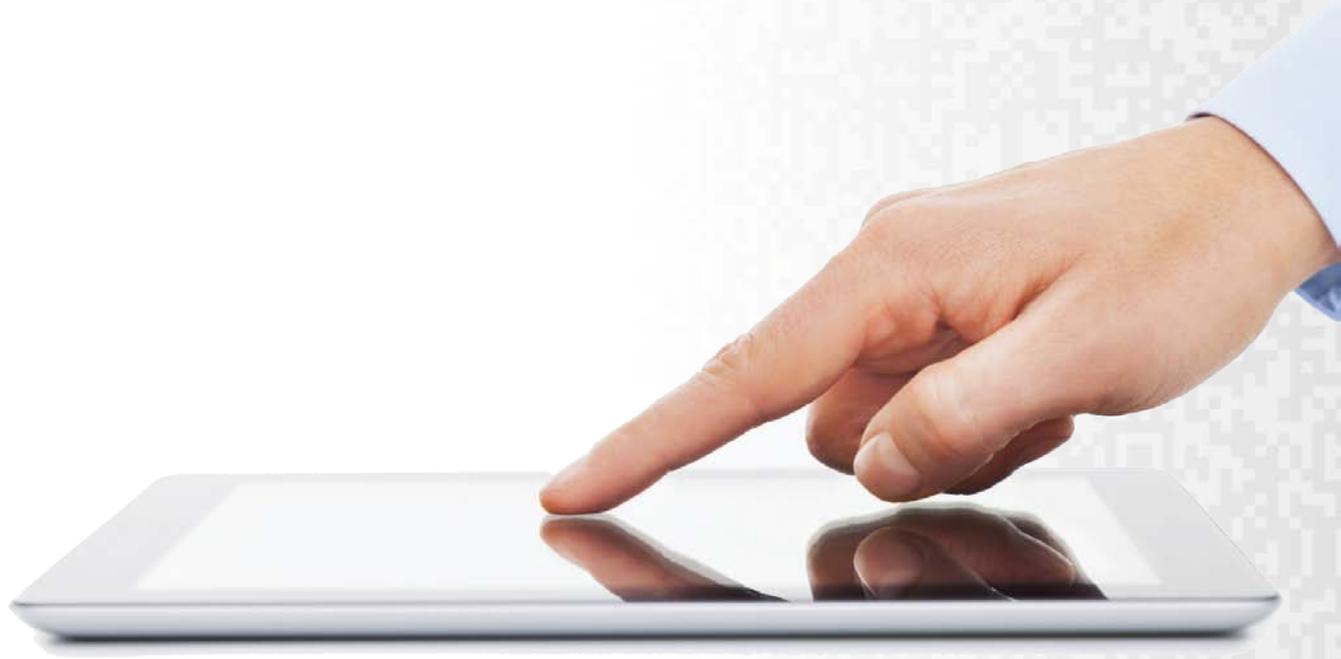


2013 Results Conference Call

March 6th, 2014

Agenda

- 2013 Results
- Outlook



2013 Results

Highlights 4Q 2013

- Revenues improved both on a quarterly (+ 7.1%) and on a yearly (+ 4.6%) basis
- Strong recovery continued in terms of revenues and marginality on a yearly basis: EBITDA +60.2% and EBITANR +78.2% YOY
- Ebitda Margin improved from 9.1% in 4Q2012 to 14.0% in 4Q2013
- Improvement of Industrial Automation continues in particular in terms of revenues thanks to the launch of new products

€000	4Q2013	3Q2013	Var QoQ%	4Q2012 Restated	Var YoY %
Revenues	119,964	112,004	7.1%	114,714	4.6%
Gross Operating Margin (GOM)	55,700	53,129	4.8%	50,489	10.3%
EBITDA	16,766	16,987	(1.3%)	10,465	60.2%
EBITANR	14,194	14,671	(3.3%)	7,966	78.2%
Operating Profit (EBIT)	12,883	13,225	(2.6%)	(21,084)	n.m.
Net profit	9,255	7,415	24.8%	(18,338)	n.m.

Highlights 2013

- **Two speed year with 2H2013 revenues providing signs of recovery +6% YOY:** revenues trend on a yearly basis (-2,5% YoY) is improving even if still reflecting low retail investments
- **ADC revenues** continued to grow in emerging markets +11%; **IA revenues** improved by 12% in Europe and 2% in North America
- **Gross Operating Margin up 1% to 47.1%**
- **All operating costs well under control allowing an EBITDA Group Margin of 13.3% - ADC EBITDA Margin nearly 18%**

€000	12M2013	12M2012 Restated	Var YoY %
Revenues	450,737	462,250	(2.5%)
Gross Operating Margin (GOM)	212,261	212,926	(0.3%)
EBITDA	59,985	63,151	(5.0%)
EBITANR	50,106	53,412	(6.2%)
Operating Profit (EBIT)	45,495	16,327	178.6%
Net Profit	26,906	10,247	162.6%

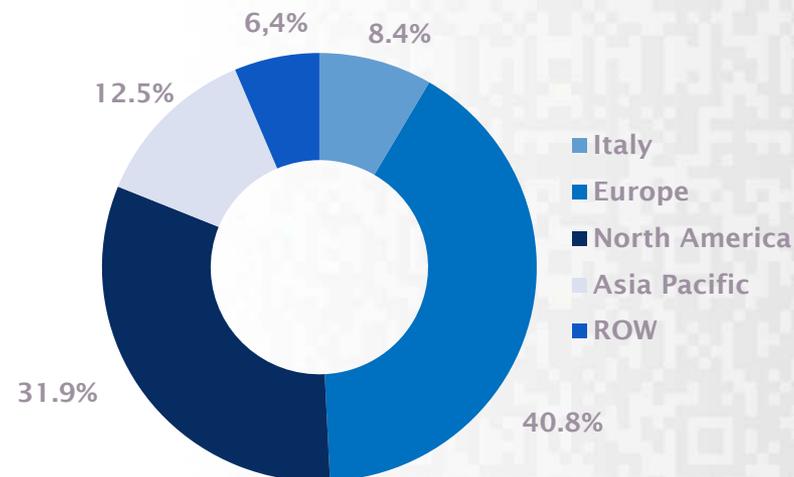
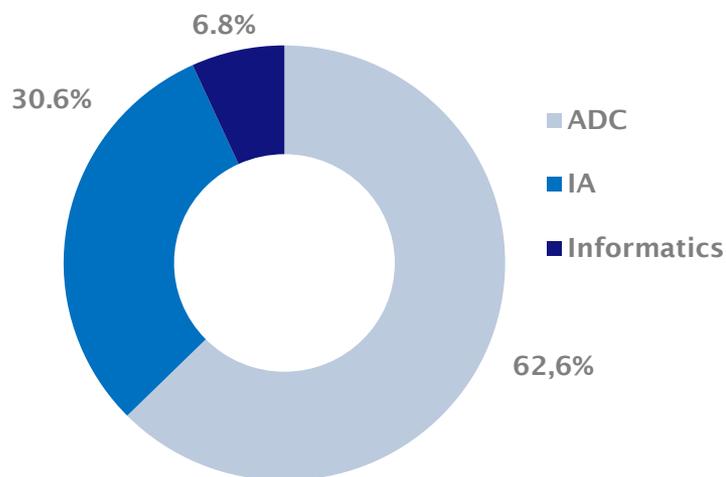
Full Year 2013 Profit and Loss

000€	2013		2012 Restated		Var %
Revenues	450,737	100.0%	462,250	100.0%	(2.5%)
COGS	(238,476)	(52.9%)	(249,324)	(53.9%)	(4.4%)
Gross Operating Margin	212,261	47.1%	212,926	46.1%	(0.3%)
Other revenues	1,974	0.4%	6,893	1.5%	(71.4%)
R&D	(35,614)	(7.9%)	(32,027)	(6.9%)	11.2%
Distribution Costs	(83,450)	(18.5%)	(86,032)	(18.6%)	(3.0%)
Administrative expenses	(42,187)	(9.4%)	(45,868)	(9.9%)	(8.0%)
Other operating expenses	(2,878)	(0.6%)	(2,480)	(0.5%)	16.0%
Total operating expenses and others	(164,129)	(36.4%)	(166,407)	(36.0%)	(1.4%)
EBITANR	50,106	11.1%	53,412	11.6%	(6.2%)
Non recurring costs/rev	1,154	0.3%	(4,321)	(0.9%)	n.m.
Amort. Intang. Assets from acquis.	(5,765)	(1.3%)	(32,764)	(7.1%)	(82.4%)
Operating Profit (EBIT)	45,495	10.1%	16,327	3.5%	178.6%
Financial (costs)/rev.	(6,531)	(1.4%)	(3,682)	(0.8%)	77.4%
Results from equity investments	286	0.1%	187	0.0%	52.9%
Foreign exchange (costs)/rev.	(3,720)	(0.8%)	(3,307)	(0.7%)	12.5%
EBT	35,530	7.9%	9,525	2.1%	273.0%
Taxes	(8,624)	(1.9%)	722	0.2%	n.m.
Net Income	26,906	6.0%	10,247	2.2%	162.6%
Depreciation	(7,342)	(1.6%)	(7,648)	(1.7%)	(4.0%)
Amortization	(2,537)	(0.6%)	(2,091)	(0.5%)	21.3%
EBITDA	59,985	13.3%	63,151	13.7%	(5.0%)
<i>Exchange rate</i>	<i>1.3281</i>		<i>1.2848</i>		

Revenues Trend

REVENUES BY DIVISION			
€000	2012	2013	Var %
Datalogic ADC	297,928	282,387	(5.2%)
Datalogic Automation	130,614	137,825	5.5%
Informatics	34,127	30,778	(9.8%)
Datalogic S.p.A.	22,176	21,557	(2.8%)
Adjustments	(22,595)	(21,810)	(3.5%)
Total revenues	462,250	450,737	(2.5%)

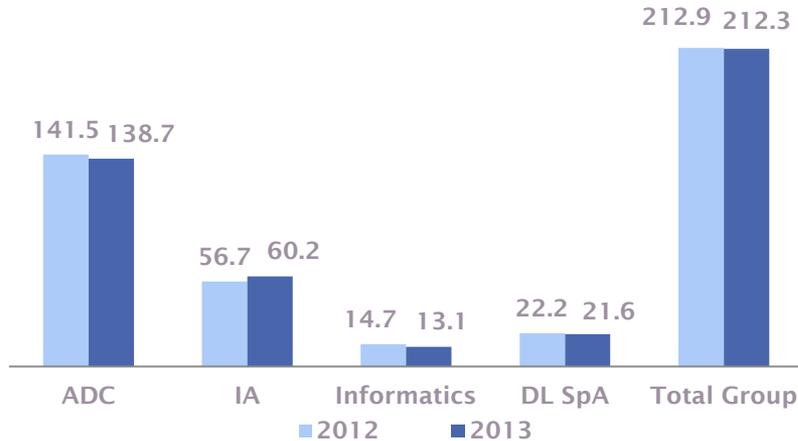
REVENUES BY AREA			
€000	2012	2013	Var %
Italy	38,978	38,040	(2.4%)
Europe	181,428	183,810	1.3%
North America	159,227	143,876	(9.6%)
Asia Pacific	52,690	56,455	7.1%
ROW	29,927	28,556	(4.6%)
Total revenues	462,250	450,737	(2.5%)



Segment Reporting: GOP and Ebitda

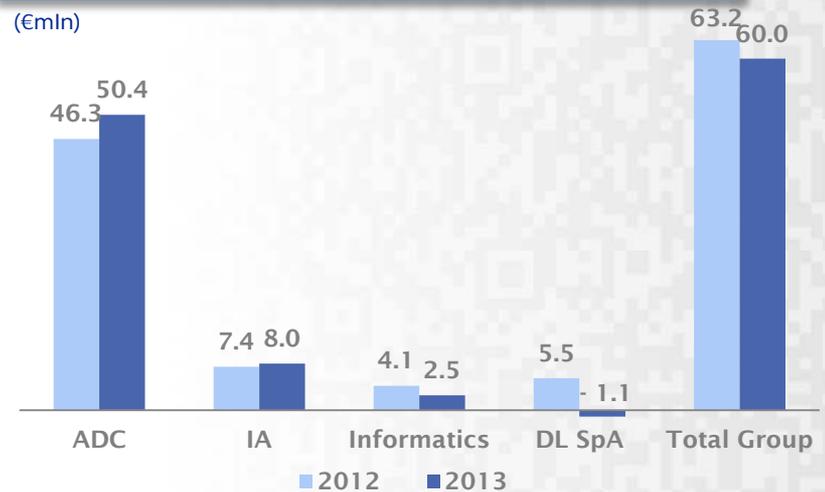
GROSS OPERATING MARGIN

(€mln)



EBITDA MARGIN

(€mln)



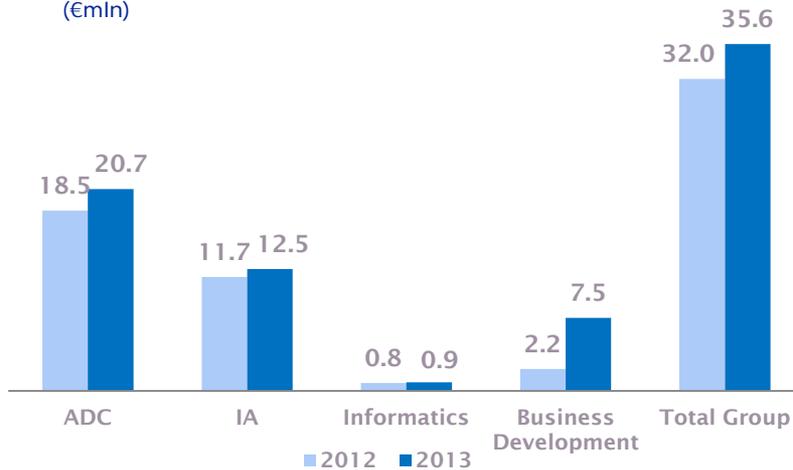
GOP Margin	2012	2013
ADC	47.5%	49.1%
Industrial Automation	43.4%	43.7%
Informatics	43.1%	42.6%
Total Group	46.1%	47.1%

EBITDA Margin	2012	2013
ADC	15.5%	17.9%
Industrial Automation	5.7%	5.8%
Informatics	12.1%	8.3%
Total Group	13.7%	13.3%

Segment Reporting: R&D and TWC

R&D COSTS

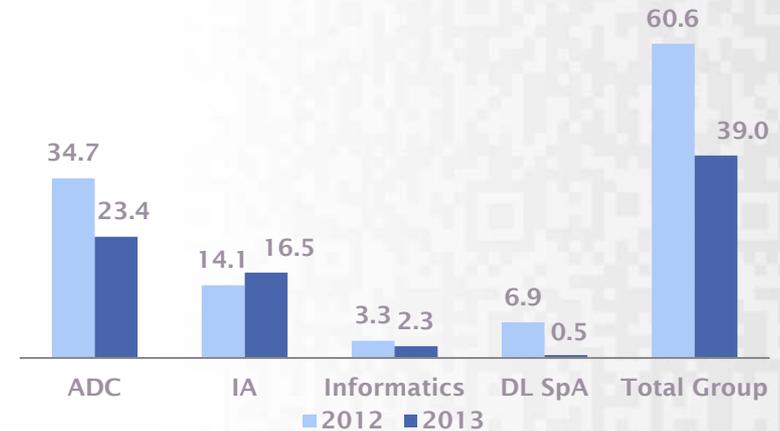
(€mIn)



R&D/Revenues	2012	2013
ADC	6.2%	7.3%
Industrial Automation	9.0%	9.1%
Informatics	2.3%	2.8%
Business Development	10.1%	34.7%
Total Group	6.9%	7.9%

TWC

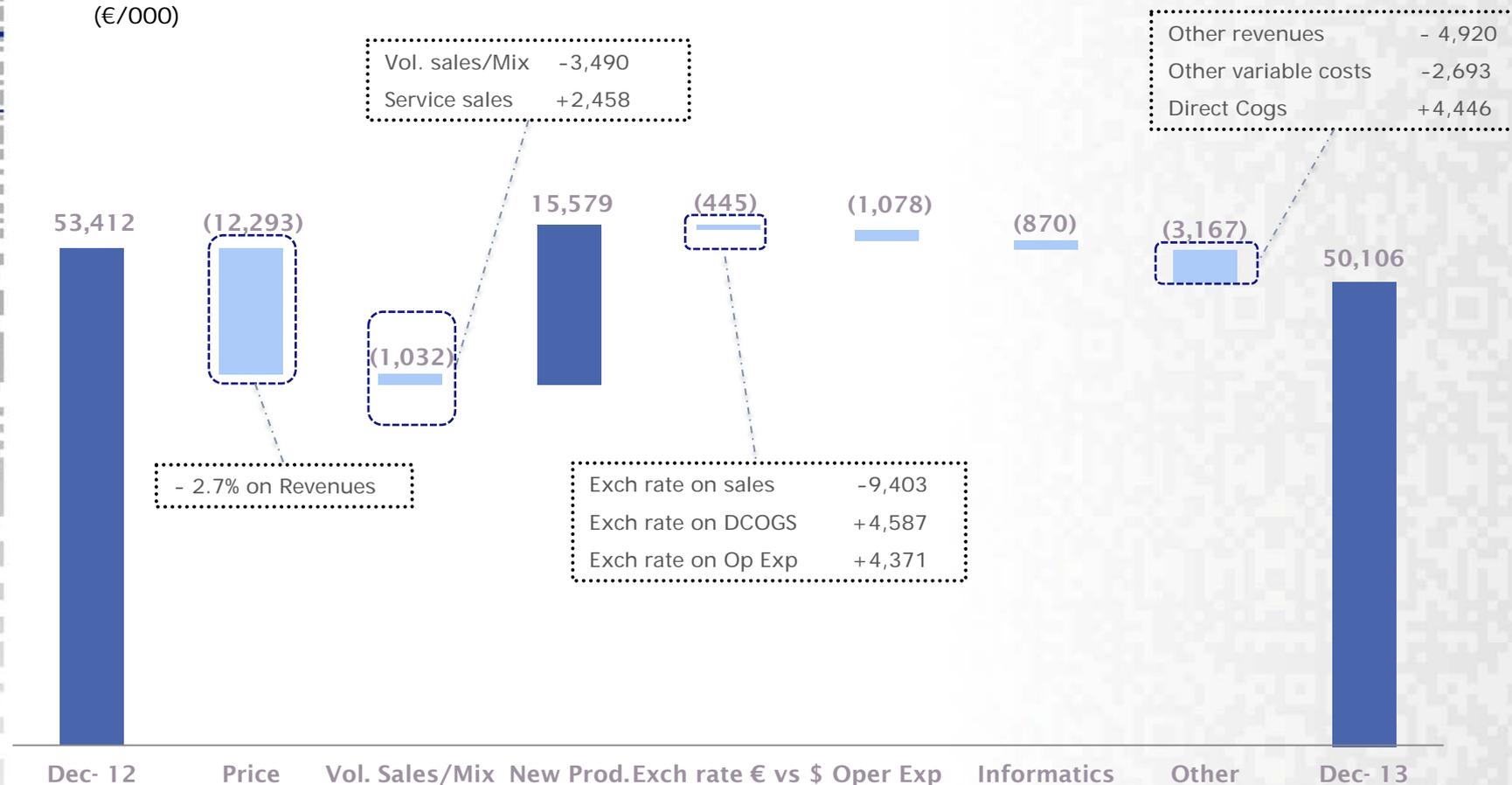
(€mIn)



TWC/Annualized Revenues	2012	2013
ADC	11.6%	8.3%
Industrial Automation	10.8%	12.0%
Informatics	9.8%	7.4%
Total Group	13.1%	8.7%

EBITANR: Actual vs Last Year

(€/000)



(*) 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 December 2013 (1.3281) and December 2012 (1.2848) €/USD exchange rate.

New Business Development Division

- Core Competences
- New Emerging Technologies
- Integration Office



- **Set up of the new Business Development Division** to meet and anticipate current and future customer needs
- **R&D expenses up 11.2%** to 35.6 M Euro with an increased weight on revenues from **6.9% to 7.9%**
- **23 new products** launched in 2013 providing 15.6 M Euro contribution to EBITANR

Products launched in 4Q



HAND- HELD READERS - Gryphon GPS4490 2D presentation scanner

Omnidirectional presentation scanner encased in a stylish housing whose compact design makes it an ideal solution for space constrained countertops.



HAND- HELD READERS - PowerScan PBT9500 Imager
Bluetooth®2.0 wireless technology, excellent power management, long lasting battery life and a quick 3-second battery change when needed.



SAFETY 6 SENSORS - S85 Advanced Laser Distance Sensor
Innovative line of LASER distance sensors based on Time of Flight technology for high-precision and long distance measurement.



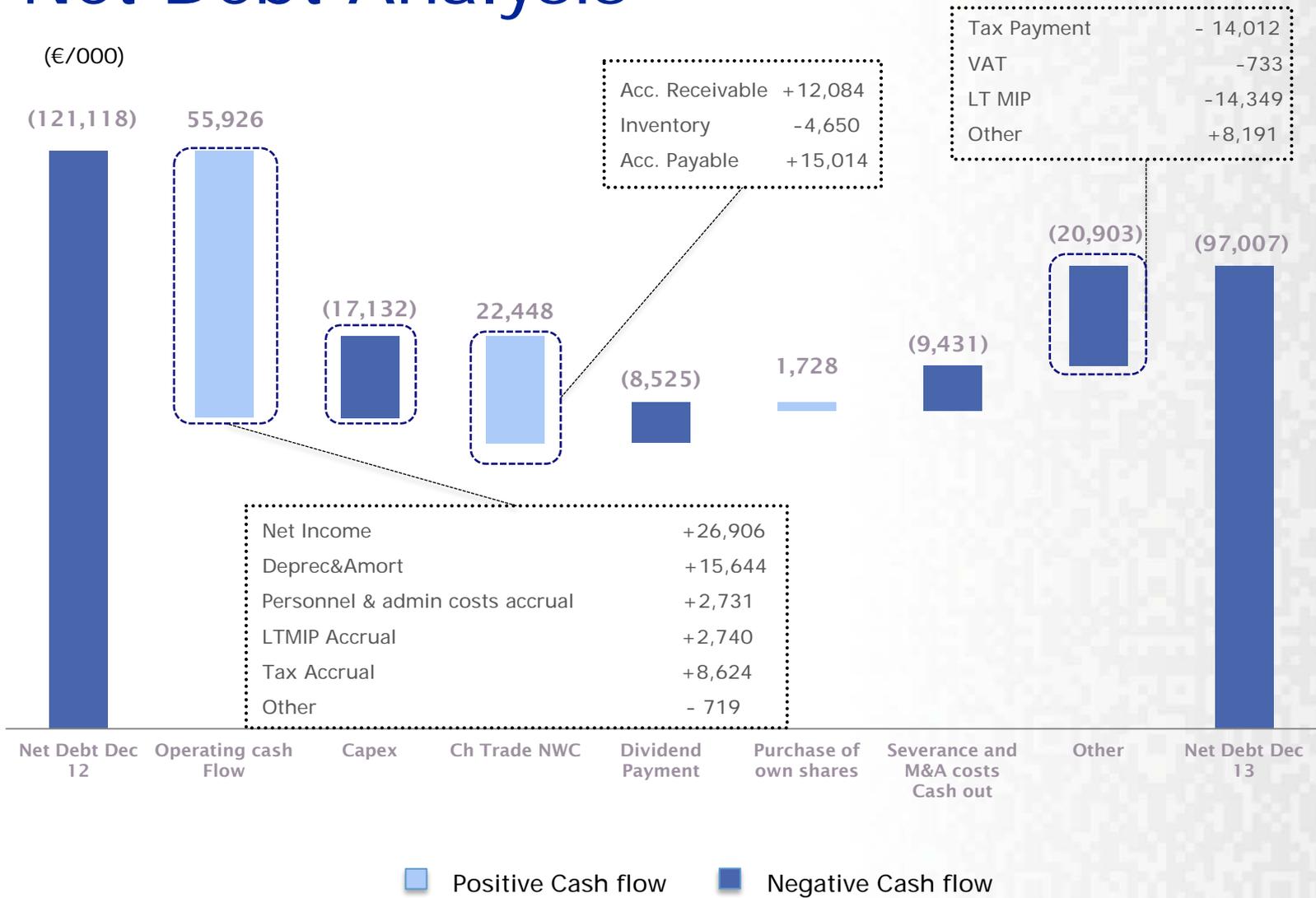
DL LABS - DE2011- DL (Scan Engine)

The Datalogic DE2011-DL is a very compact, high performance undecoded imaging scan engine used to capture digital images to be transferred to an external digital platform, to provide the ability to decode any kind of bar code symbols.

Consolidated Balance Sheet

€000	At 31/12/2012	At 31/12/2013
Intangible fixed assets	60,262	59,058
Goodwill	151,134	145,092
Tangible fixed assets	51,621	51,328
Non Consolidated investments	3,936	5,452
Other fixed assets	46,602	39,441
Total Fixed Assets	313,555	300,371
Net trade account receivables	82,552	69,953
ST account payables	(71,102)	(84,712)
Inventory	49,153	53,803
Trade Working Capital	60,603	39,044
Other current receivables	25,577	26,483
Other ST payables and provision for risk & future charges	(71,566)	(48,838)
Net Working Capital	14,614	16,689
Other LT payables	(22,513)	(20,359)
Employees' severance Indemnity	(7,367)	(7,049)
LT provision for risk & future charges	(3,768)	(7,398)
Net Invested Capital	294,521	282,254
Equity	173,403	185,247
Net Financial Position	(121,118)	(97,007)
<i>Exchange rate</i>	<i>1.3194</i>	<i>1.3791</i>

Net Debt Analysis



Outlook

Outlook for 2014

- **Three years plan strategy and targets confirmed**
- **ADC** in mature markets **gives signs of recovery** thanks to retailers return to invest
- **IA market mainly related to orders** with poor visibility
- **Strong investments in innovation and the launch of new products** to growth above market average
- **Major focus on emerging markets** with large growth potential

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