Italian Investment Conference 2022

17 MAY 2022

◆DATALOGIC
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Corporate Overview
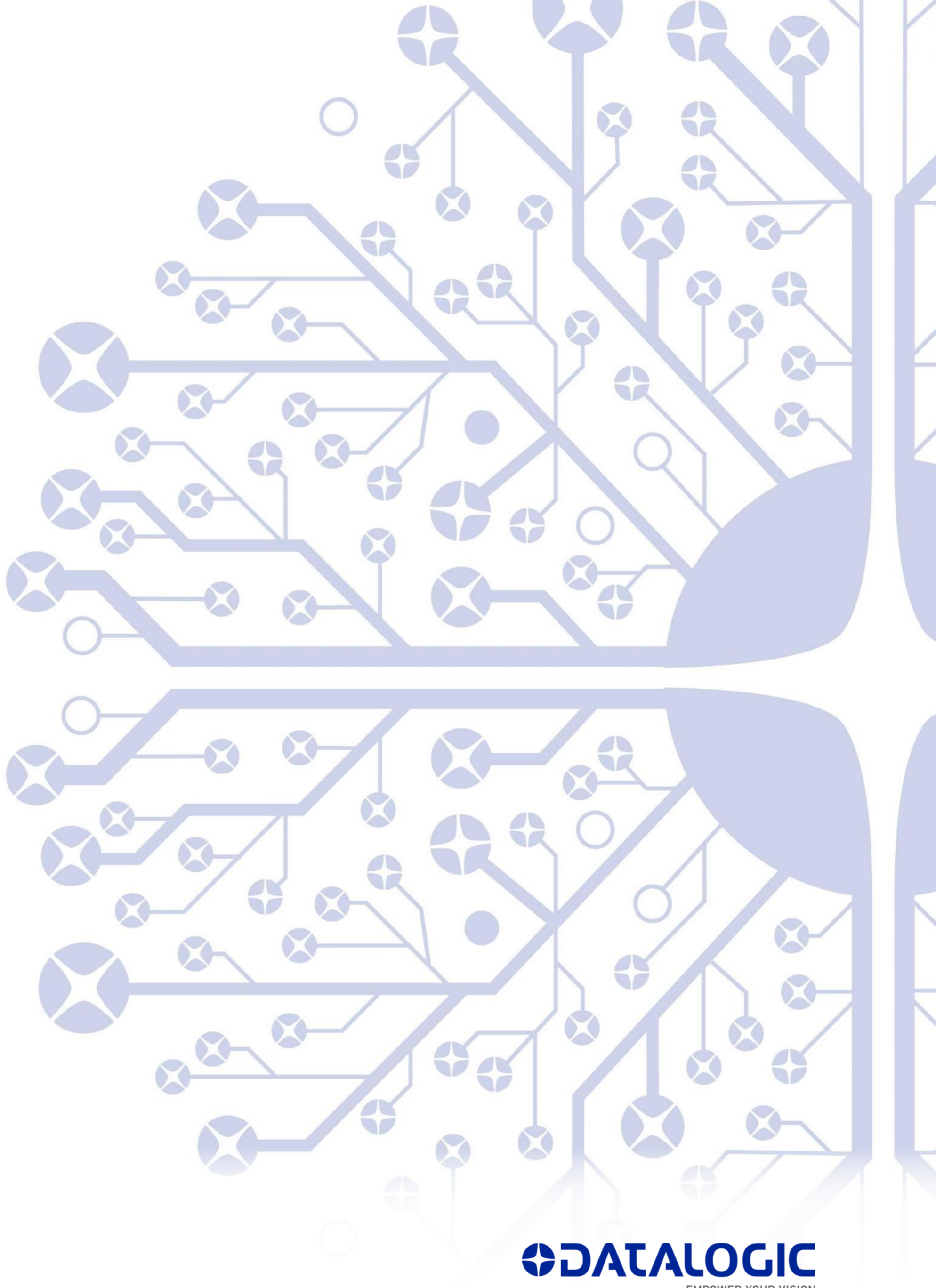
Datalogic at a glance

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

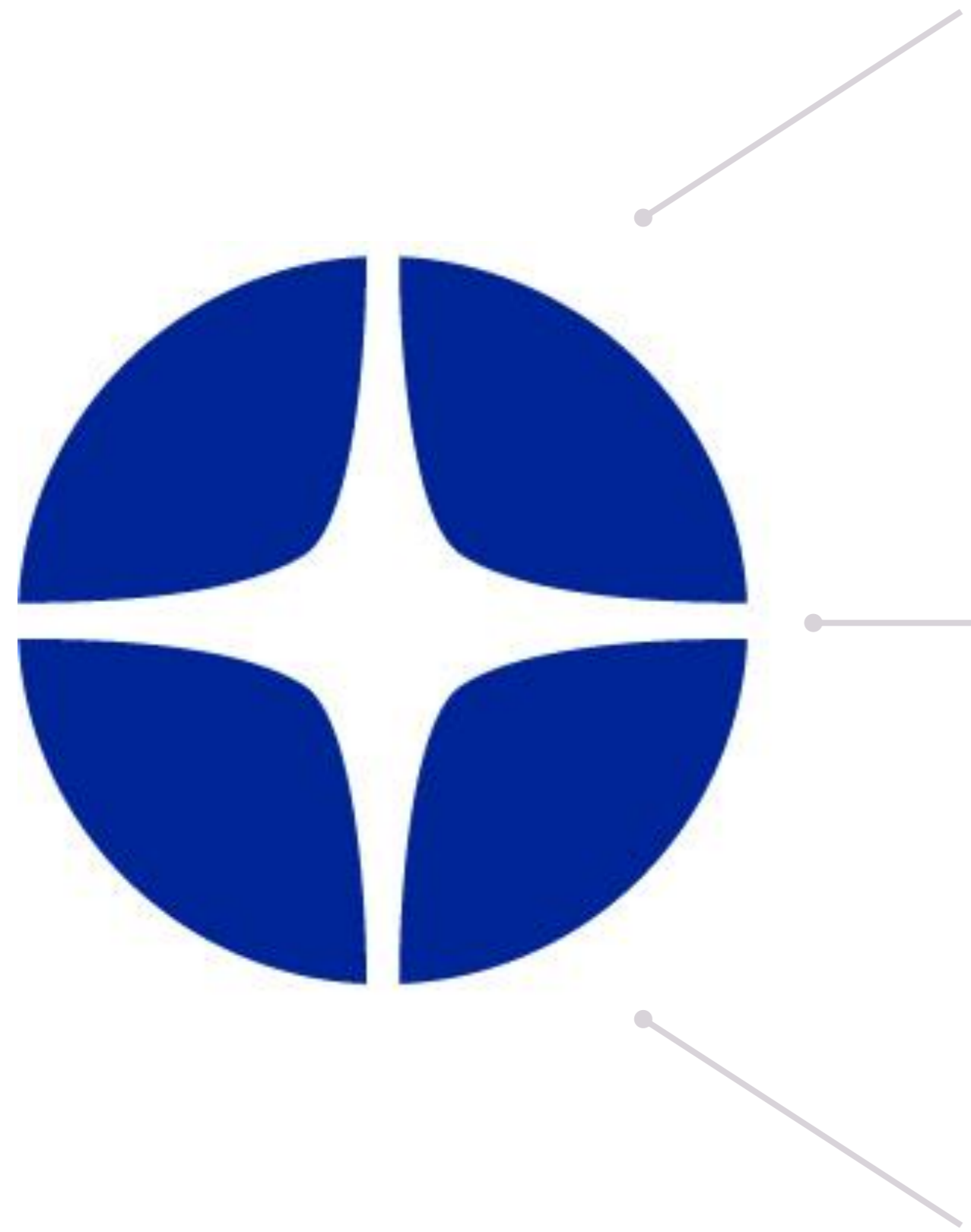450+ engineers in 8 R&D centers and 3 DL Labs in: Italy, USA, Vietnam and China

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

Retail

Manufacturing

Transportation & Logistics

Healthcare

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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
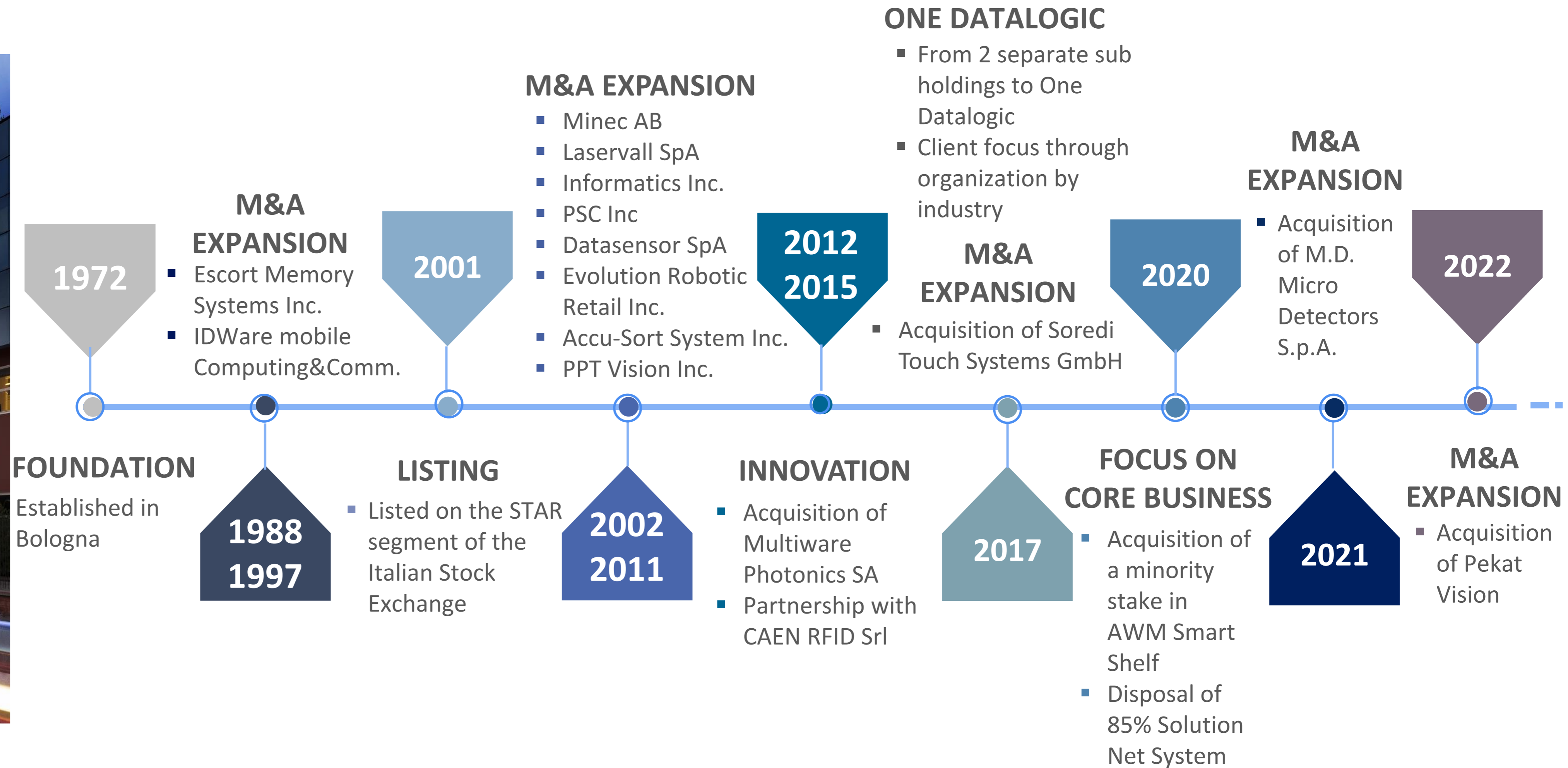- **Dedicated focus on Smart Sensors** and Safety for Automated Manufacturing

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

M&A EXPANSION
- Acquisition of Pekat Vision

2022

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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

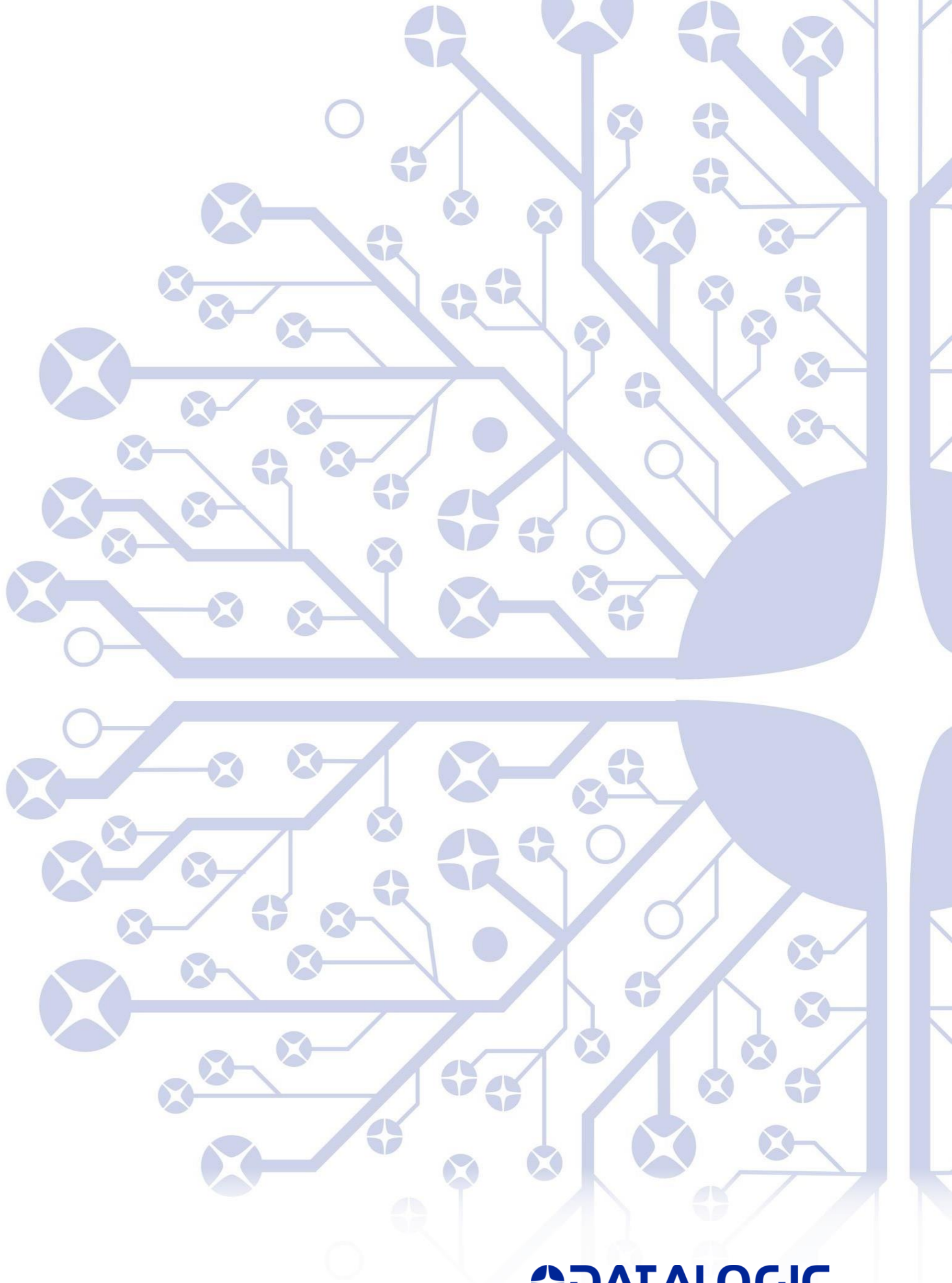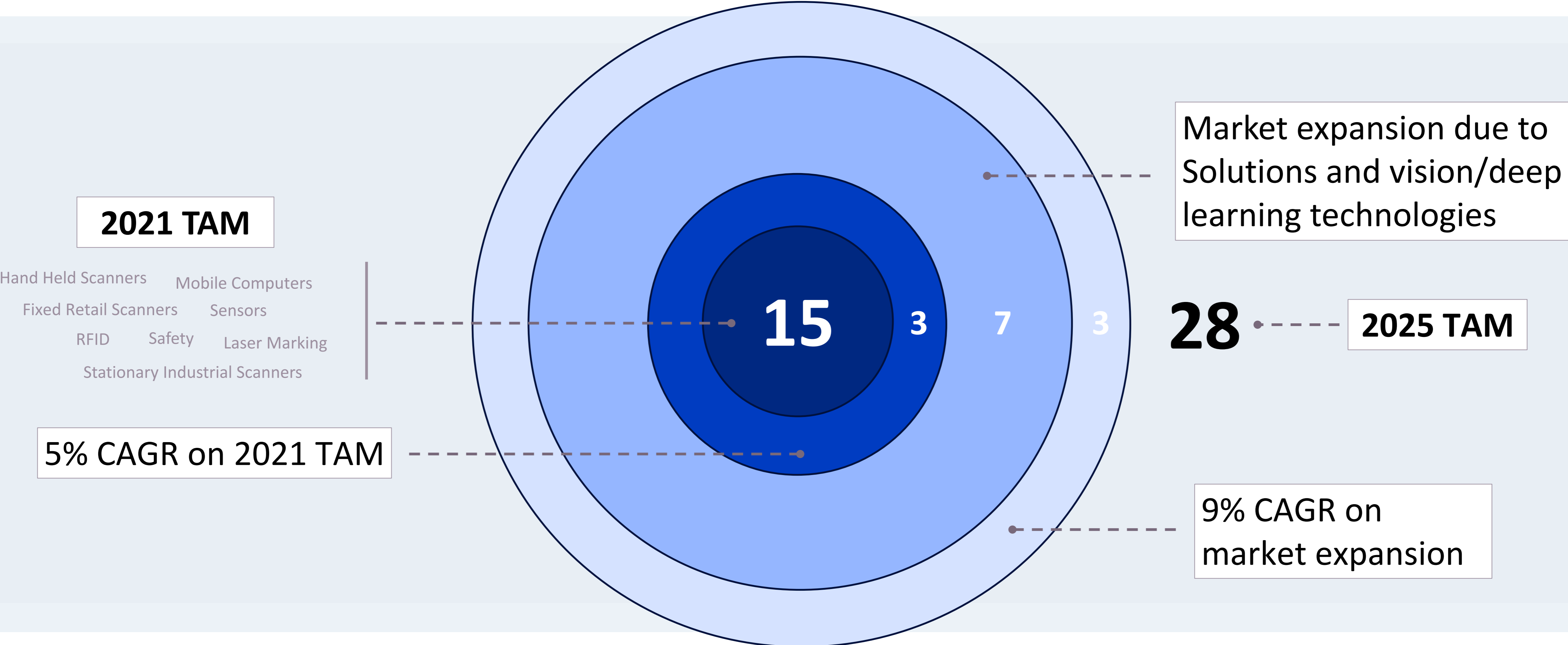|		
Software		Software for industrial visual inspection and quality assurance. Effectively finds anomalies, detects and classifies defects and checks surface on materials and objects. Thanks to AI and focused-learning algorithms, it has a unique feature of detecting even previously unseen defects
Smart 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

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
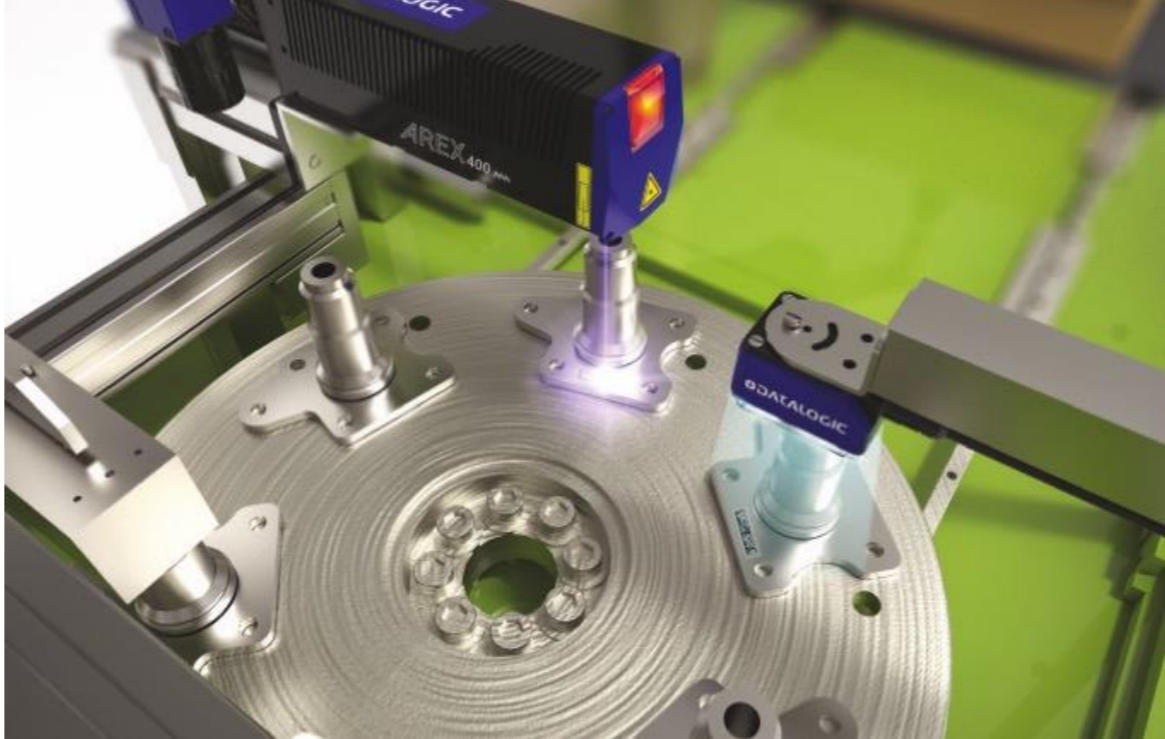
Mark & Read
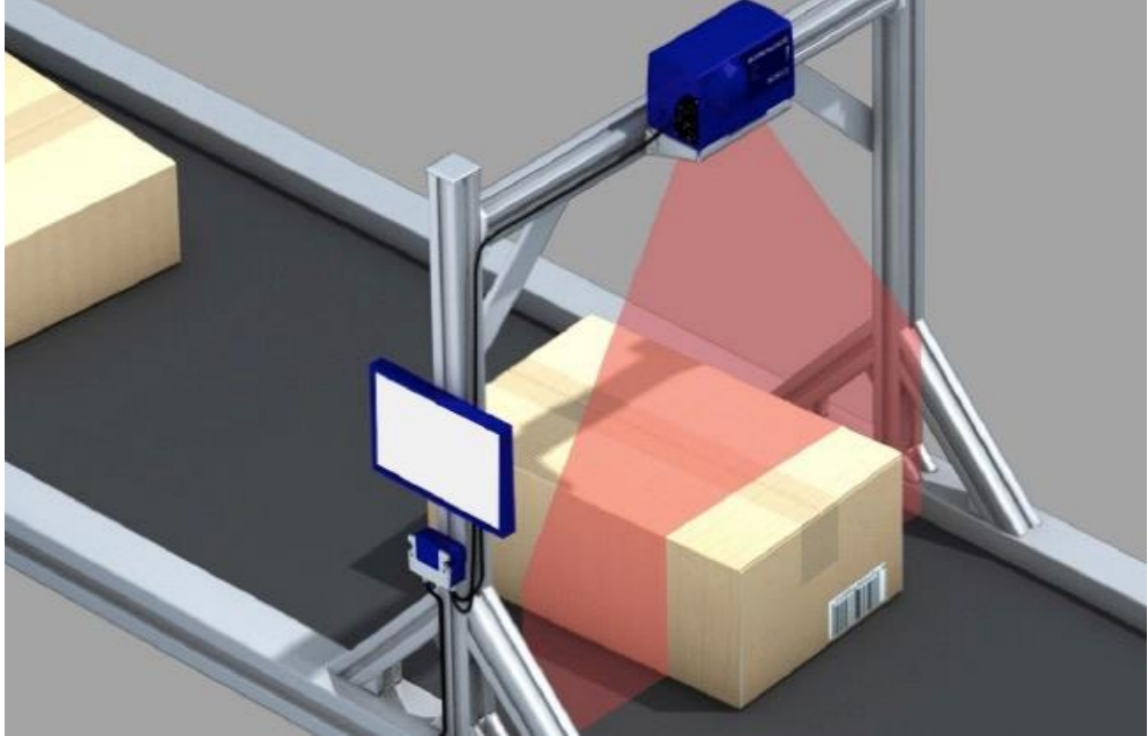
Dimensioning & Weighing Systems

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

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.

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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

Hand Held Scanners

Industrial Automation

Machine Vision

Powerscan 9600 series introduction

P2X-SERIES C Mount Models

☐ **Vitality Index** at 14.7% compared to 11.8% in Q1 2021. Positive trend for the third consecutive quarter.

☐ **R&D Cash Out**[*] at 10.7% in line with the Q1 2021. Commitment to Product Development Roadmap continues.

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

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
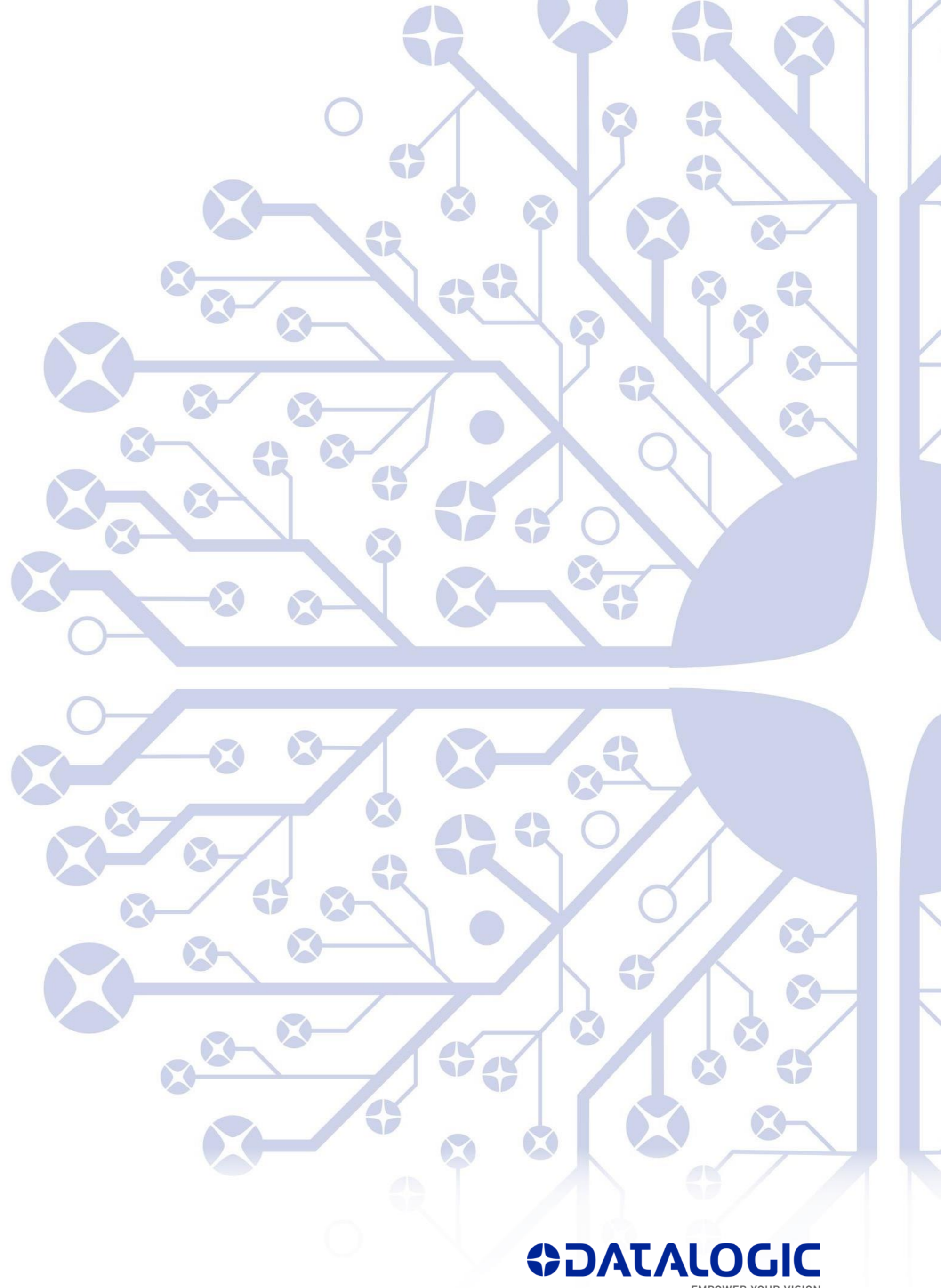
Q1 2022 Highlights: an exceptionally challenging macro environment

❑ **Double digit Booking growth** in all geographies continuing but **exceptional high backlog** affected by components' shortages still slowing down sales' order conversion.

❑ **Top line growth +2.7%** despite **severe supply chain challenges**.

❑ **Revenue** from **new products** at **14.7%** (vs **11.8% in Q1 2021)** with a sequentially growing trend for the third consecutive quarter.

❑ **Positive price/mix effect** across all main geographies and product lines.

❑ **R&D Cash Out** at €14.8M, steady at 10.7% on revenues.

❑ **Adj EBITDA margin at 8.5%** mainly due to **inflation** and **supply chain constraints** partially offset by **positive price/mix.**

❑ **Net Debt** at €77.7M, including €16.0M cash out for Pekat Vision acquisition.

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Group Revenues by Geography

€m	Q1 2022	Q1 2021 Restated[1]	Var %
EMEAI	75.6	80.8	(6.5%)
Americas	40.8	35.5	14.9%
APAC	21.6	18.1	19.4%
Total Datalogic	**137.9**	**134.4**	**2.7%**

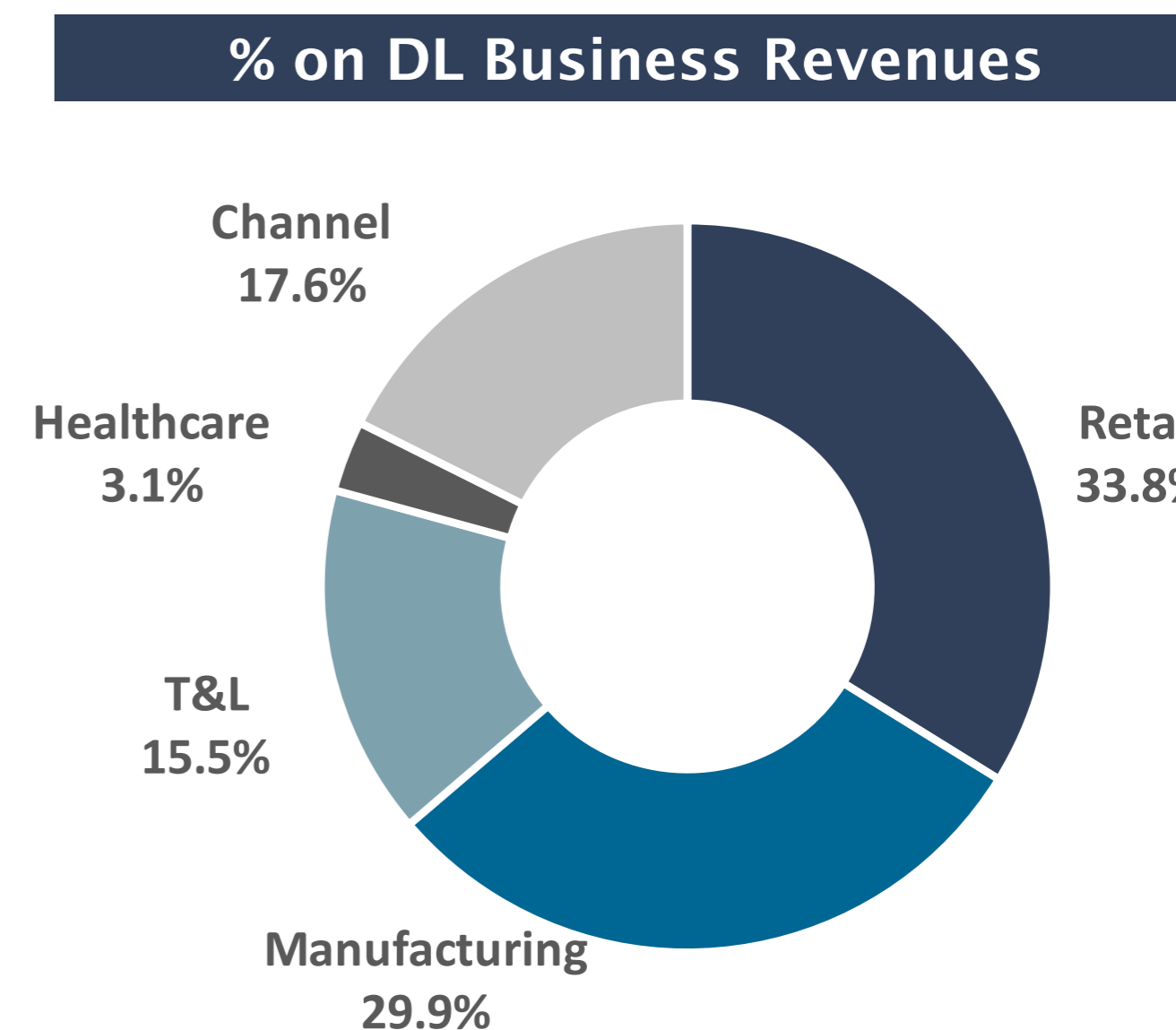**% on Group Revenues**

APAC 15.6%
EMEAI 54.8%
Americas 29.6%
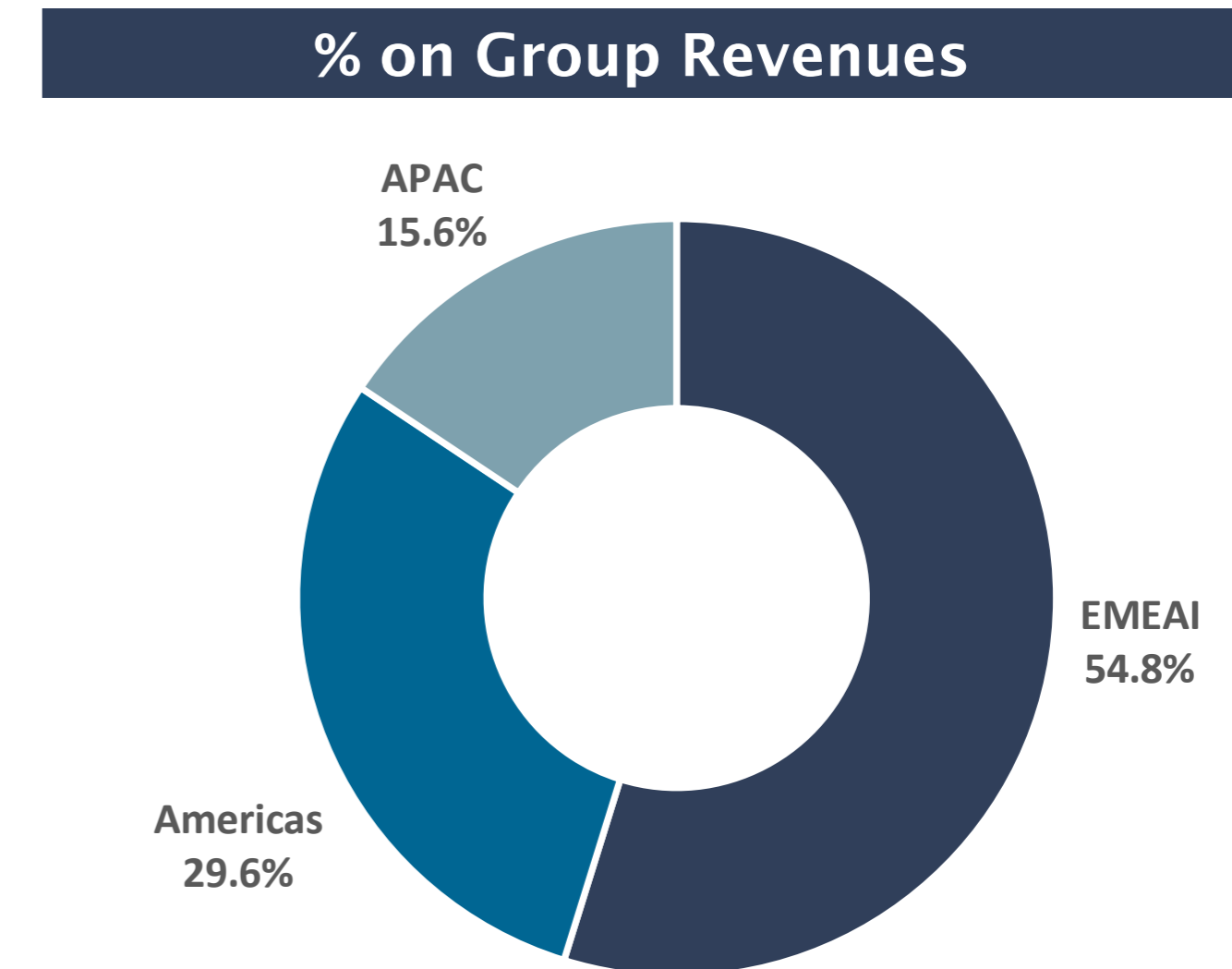
❑ **EMEAI: double digit growth in T&L and MFG. Decline in Retail** entirely due to shortage.

❑ **AMERICAS:** Group's second-largest market **+14.9%. T&L and MFG** expansion primary drivers of the regional growth. **RTL growing in US** despite shortage (+12.8%).

❑ **APAC:** Double digit growth at **+19.4%** across all main geographies, driven mainly by **Japan** and **ANZ.**

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Group Revenues by Segment

€m	Q1 2022	Q1 2021 Restated[1]	Var %
Retail	45.4	49.9	(9.2%)
Manufacturing	40.1	34.3	16.9%
Transportation & Logistics	20.8	15.5	34.7%
Healthcare	4.2	5.0	(15.6%)
Channel	23.6	25.5	(7.4%)
Total DL Business	**134.0**	**130.1**	**3.0%**
Informatics	4.1	4.4	(7.1%)
Intra division	(0.2)	(0.2)	
Total Datalogic	**137.9**	**134.4**	**2.7%**

% on DL Business Revenues

- Channel 17.6%
- Healthcare 3.1%
- T&L 15.5%
- Manufacturing 29.9%
- Retail 33.8%

❑ **Retail: double digit performance** in APAC at +**69.1%,** Americas sequentially growing recording **+9.7%**.

❑ **Manufacturing: +16.9% further expanding** in the **sensors market** thanks to MD Group acquisition.

❑ **T&L: best performing sector (+34.7%)**, double digit growth in EMEAI and America led by e-commerce.

❑ **Informatics:** strategic repositioning on **higher value business segments** (SaaS) improving profitability.

[1] *The comparative results as of March 31, 2021 have been restated following the purchase price allocation (PPA) accounting of MD Group acquisition occurred in 2021, as required by the accounting standards IFRS 3 revised and IAS 1, including reclassifications to ensure results comparability.*
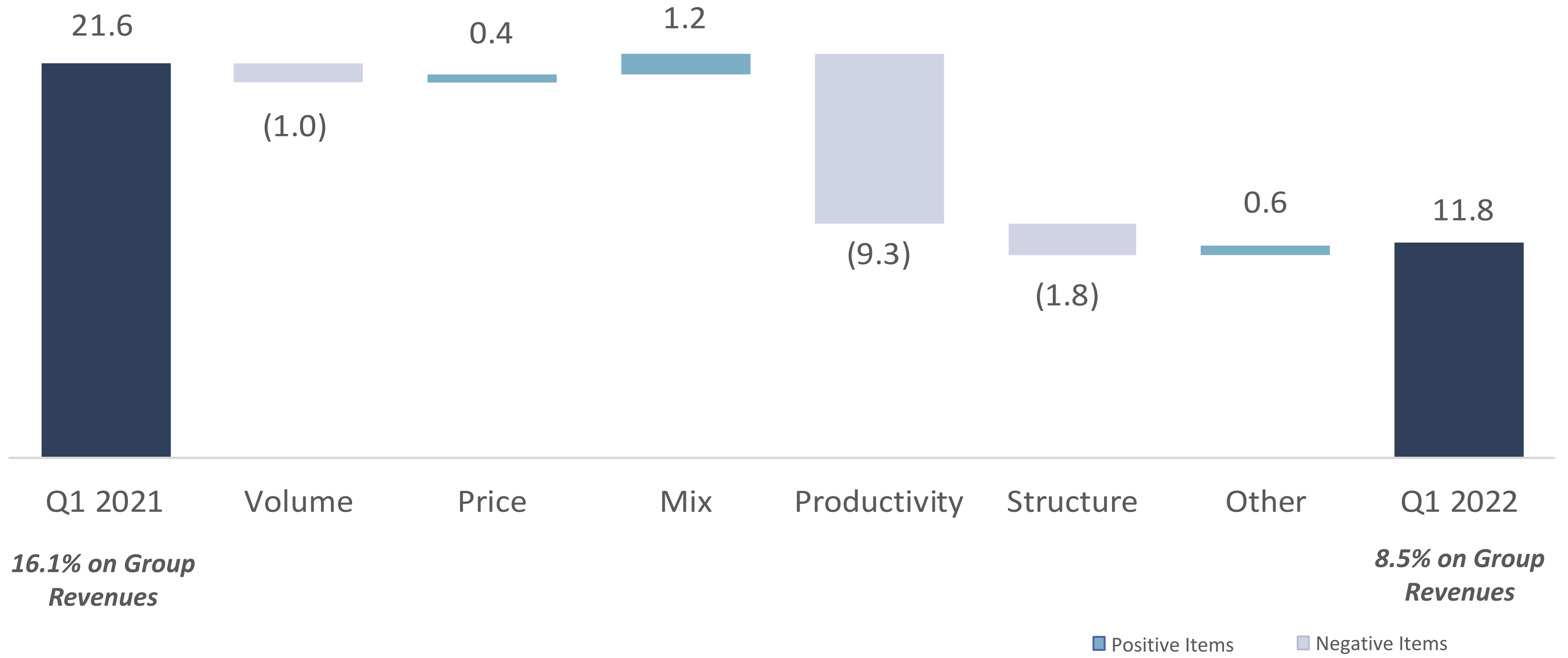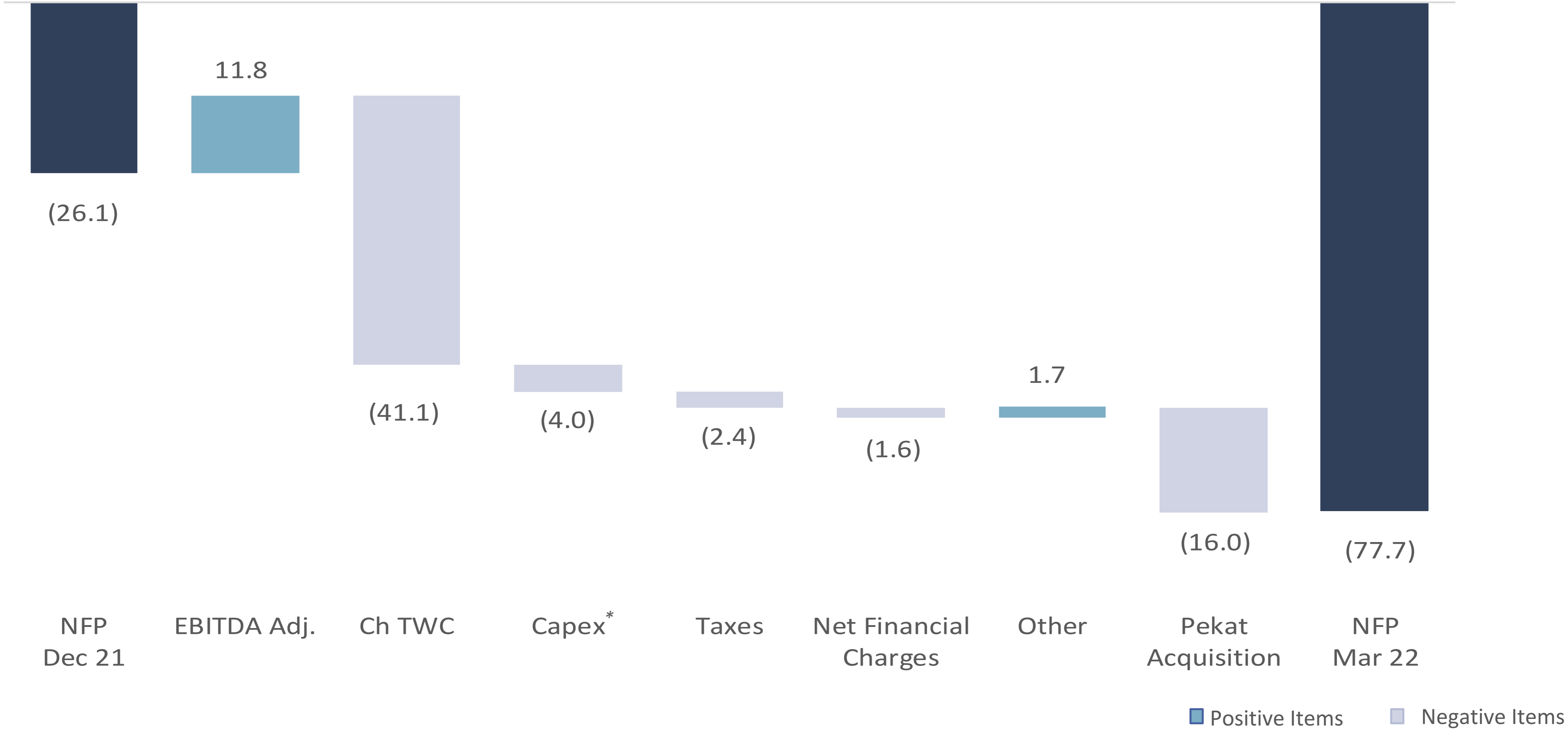
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Q1 2022 P&L

€ m	Q1 2022	Q1 2021 Restated[1]	Var %
Revenues	**137.9**	**134.4**	**2.7%**
Gross Margin	57.9	63.5	
% on Revenues	*42.0%*	*47.3%*	-5.3 pp
Operating expenses	(53.4)	(48.5)	
% on Revenues	*(38.7%)*	*(36.1%)*	-2.6 pp
Adjusted EBITDA	**11.8**	**21.6**	
% Adj. Ebitda margin	*8.5%*	*16.1%*	-7.6 pp
Adjusted EBIT	**4.5**	**15.0**	
% Adj. Ebit margin	*3.2%*	*11.2%*	-8.0 pp
EBIT	**2.3**	**12.9**	
% Ebit margin	*1.7%*	*9.6%*	-7.9 pp
Net Result	**1.3**	**8.9**	
% on Revenues	*1.0%*	*6.7%*	-5.7 pp

- **Gross Margin at 42.0%:** -5.3 pp YoY due to **inflation** and material shortages, despite **positive pricing** and sales **mix**.

- **Operating expenses at** €53.4m, -2.6 pp YoY, mainly due to acquired business, FX and normalized commercial initiatives.

- **Adj EBITDA** at **8.5%** (-7.6 pp YoY).

- **Net Result** at €1.3m vs €8.9m in Q1 2021.

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EBITDA Adj: actual vs last year

€ m

Q1 2021	Volume	Price	Mix	Productivity	Structure	Other	Q1 2022
21.6	(1.0)	0.4	1.2	(9.3)	(1.8)	0.6	11.8

16.1% on Group Revenues

8.5% on Group Revenues

■ Positive Items   ■ Negative Items

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Net Debt & Cash Flow Analysis : Dec'21 – Mar'22

€ m

(26.1)	11.8	(41.1)	(4.0)	(2.4)	(1.6)	1.7	(16.0)	(77.7)
NFP Dec 21	EBITDA Adj.	Ch TWC	Capex*	Taxes	Net Financial Charges	Other	Pekat Acquisition	NFP Mar 22

■ Positive Items ■ Negative Items

Including IFRS 16 impact

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2022 Outlook

In an uncertain economic environment, further worsened by the geo-political situation in East Europe, we are confident that the **actions undertaken** on **supply chain** and **pricing**, combined to a **strong market demand** and a **sound booking,** may enable a **recovery** both in terms of **sales** and **profitability** starting from the second half of the year.

Appendix
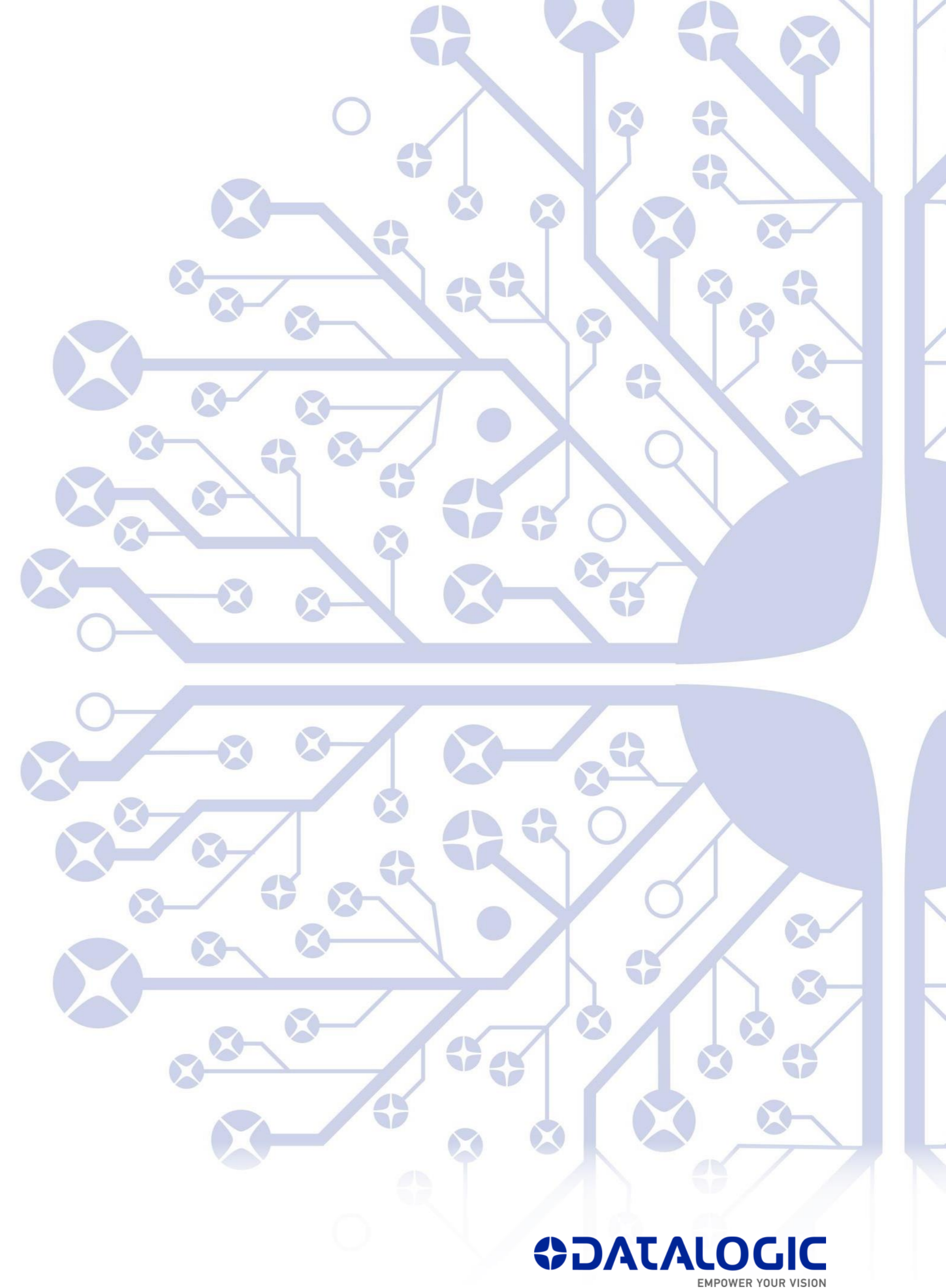
A Wide Geographical Footprint

Bologna

EMEAI
54.8%

Americas
29.6%

APAC
15.6%

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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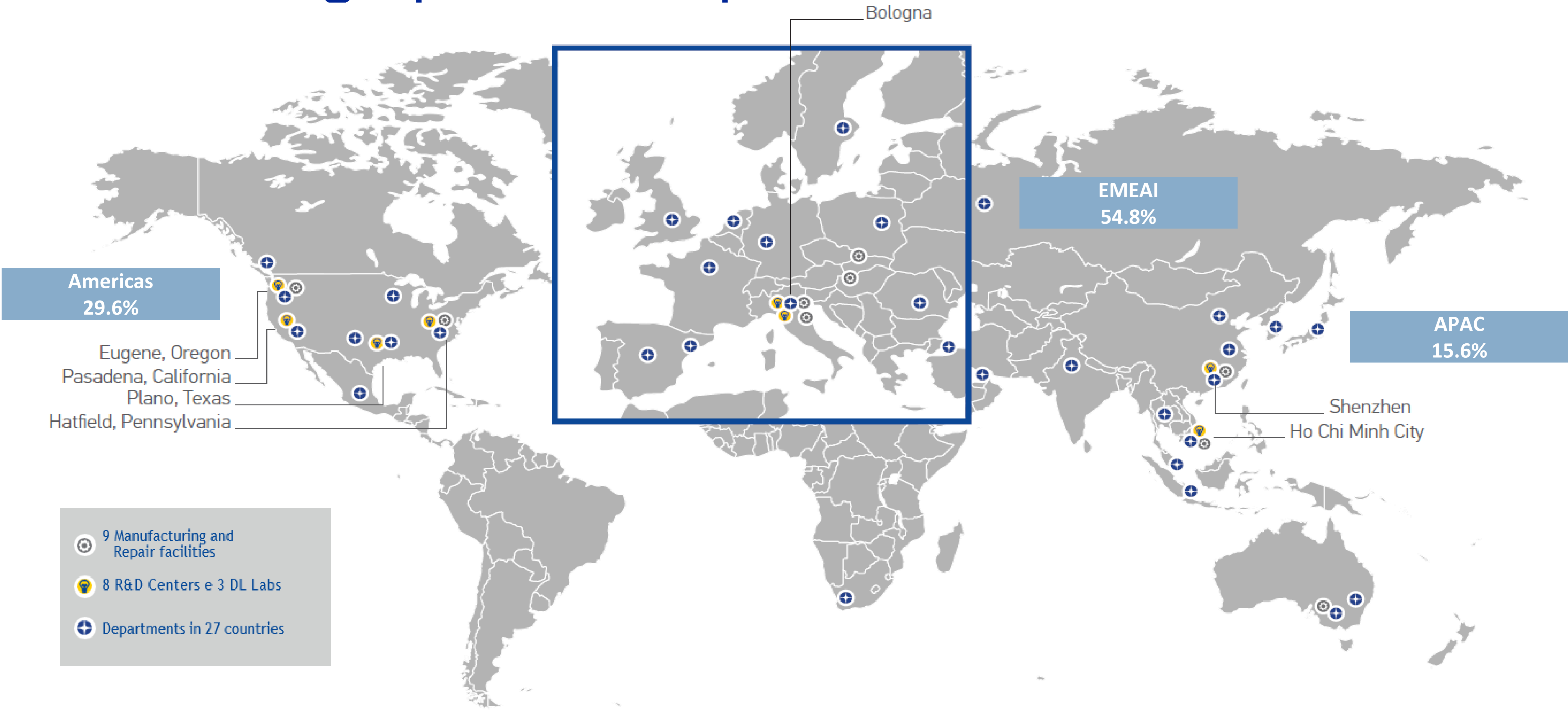
Stock and Governance

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 (May 13, 2022): 540 mln Euro

Volumes : 3 months average ~ 150K

Auditing Company: Deloitte

DATALOGIC SHARE PERFORMANCE vs. INDICES

SHAREHOLDERS' STRUCTURE

- Hydra SpA — 64.85%
- Treasury Shares — 3.42%
- Free-Float — 31.73%

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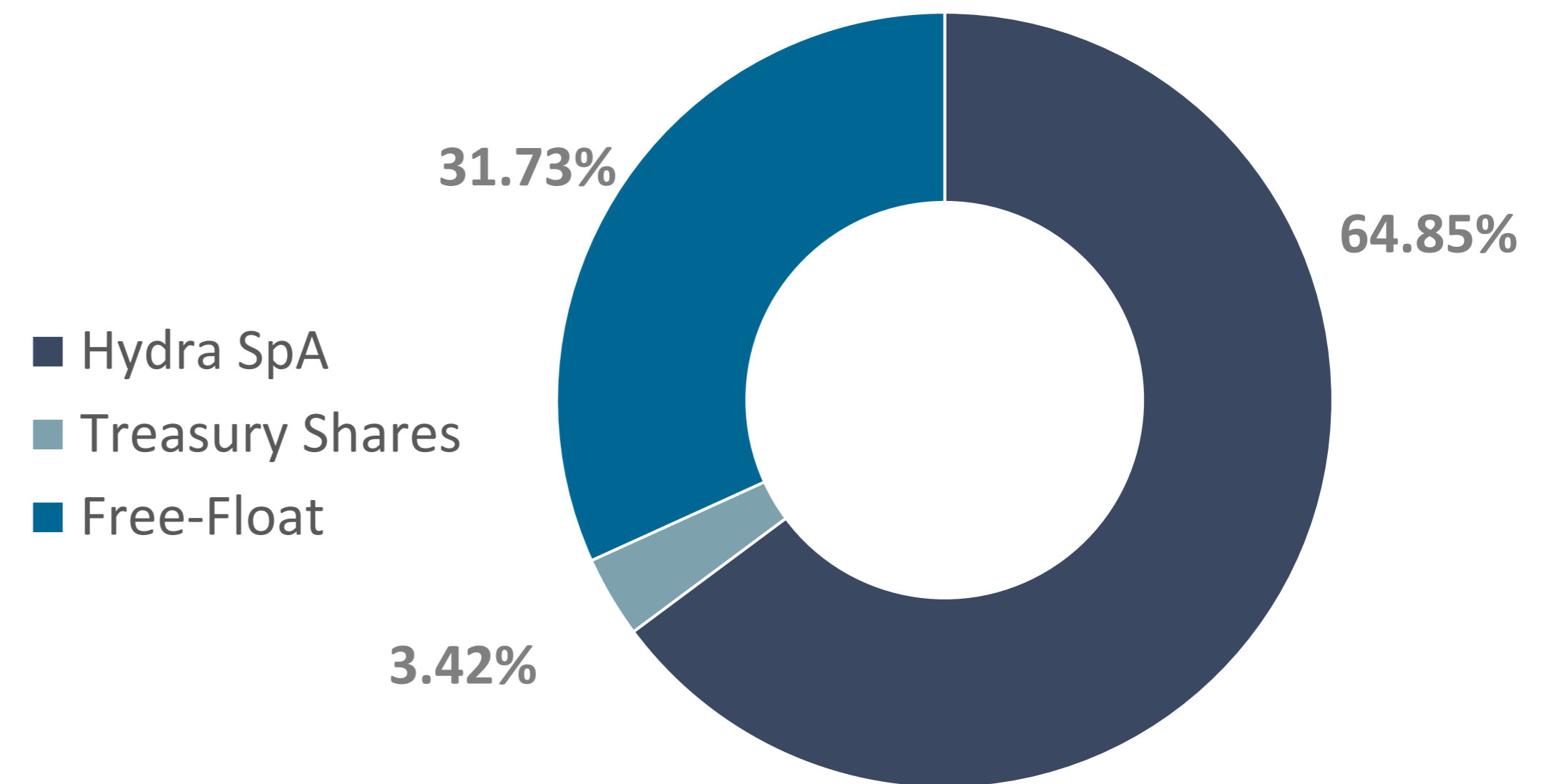
Sustainability Policy

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; CO2 Emissions Reduction; Energy Consumption; Environmental impact of products
17 PARTNERSHIPS FOR THE GOALS	Customer satisfaction; Suppliers, Social and Environmental Partnership
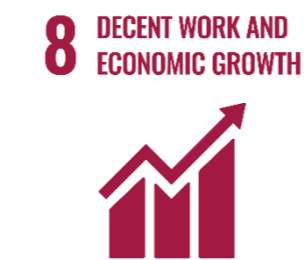
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Update on the acquisition of M.D. Micro Detectors

Mar-21: Acquisition of M.D. Micro Detectors	Mar-21 to Dec-21: Complete integration in Manufacturing industry	Expectations

- 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

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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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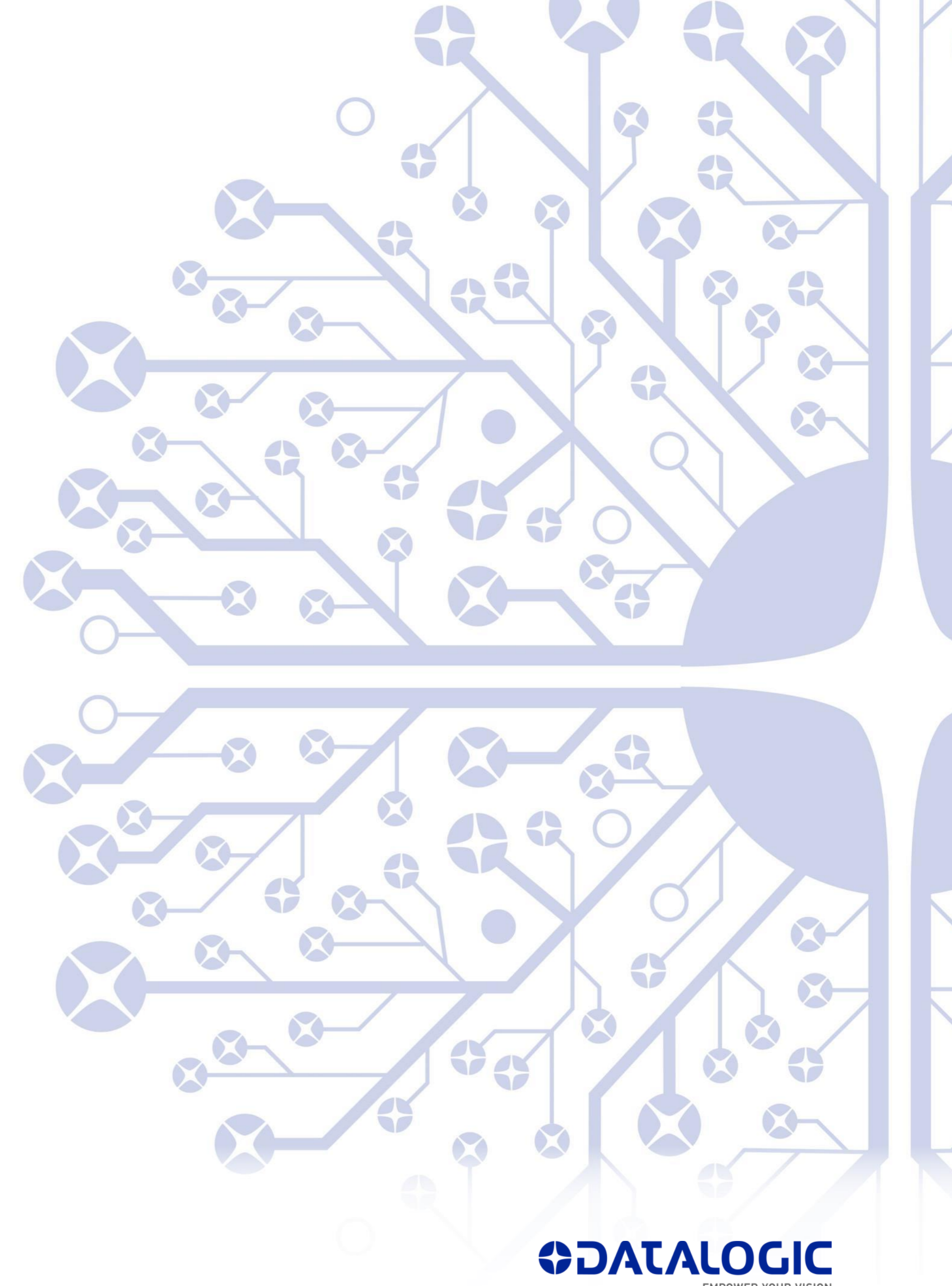Fax +39 051 3147205
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NEXT EVENTS

August 04, 2022
H1 2022 Results

DATALOGIC ON LINE

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