

INTESA SANPAOLO ROADSHOW

SEPTEMBER 18TH, 2025

GROUP OVERVIEW

Datalogic at a glance

Global technology leader in the **data capture** and **industrial automation**, in the **Retail**, **Manufacturing**, **Transportation & Logistics**, and **Healthcare** industries.

Founded in **1972**, listed on the Italian Stock Exchange since **2001**.



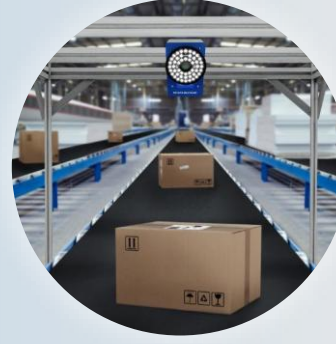
Retail



Manufacturing



Transportation & Logistics



Healthcare



A portfolio of more than 1,200 patents and patent applications



~2750 Employees in 27 countries:
13.2% Americas, 60.6% EMEAI, 26.3% APAC



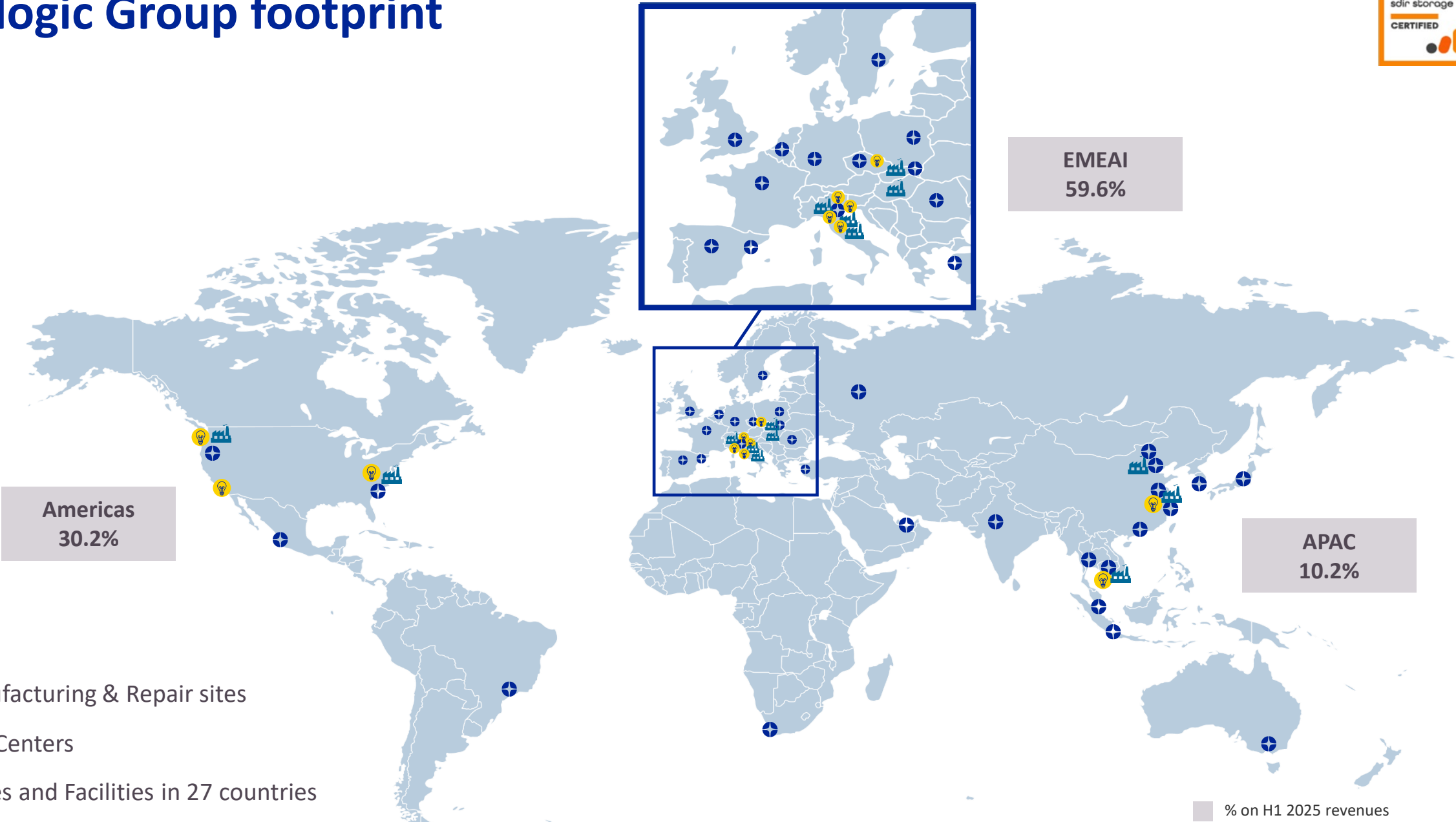
460+ Engineers in 10 R&D centers and 3 DL Labs in Italy, USA, Vietnam, and China
Total R&D monetary costs amounted to €65.9 million, accounting for 13.3% of revenue



10 Manufacturing & Repair sites in:
USA, Hungary, Slovakia, Italy, China and Vietnam

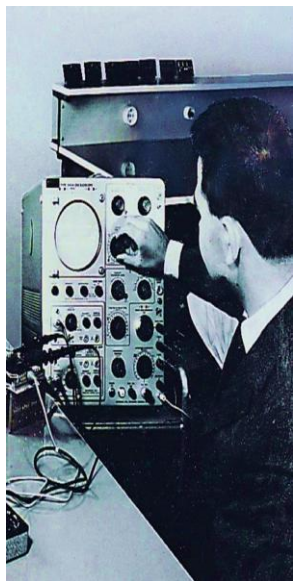
Datalogic Group footprint

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50+ Years of Expansion

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FOUNDATION

- Established in Bologna

1972

LISTING

- Listed on the STAR segment of the Italian Stock Exchange

2001

INNOVATION

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

2012-2015

EXPANSION

- Acquisition of M.D. Micro Detectors SpA

2021

NON CORE BUSINESS DISPOSAL

- Sale of 100% of Informatics Holdings, Inc.

2024

EXPANSION

- Escort Memory Systems Inc.
- IDWare mobile Computing & Communications

1997-1998

EXPANSION

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

2002-2011

EXPANSION

- Set up new One Datalogic
- Acquisition of SOREDI Touch Systems GmbH

2017-2020

ANNIVERSARY

- 50th Years of innovation

2022

EXPANSION

- Acquisition of Pekat Vision

Datalogic provides a broad portfolio of automation and data capture solutions for diverse industries

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INDUSTRIAL

AUTOMATION

Unattended processes

Ca. 33% of Total 1H 2025 Revenues



DATA CAPTURE

Attended processes

Ca. 67% of Total 1H 2025 Revenues

STRATEGY & OPERATING MODEL

Compelling value offering to our customers across all main Industries

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	Main Sub-industries	Main applications and benefit
<div>~53%</div> <div>Retail</div>	<ul style="list-style-type: none"> Grocery Non-grocery DIY 	<ul style="list-style-type: none"> Back store/fulfillment: Inbound/Outbound, stock management, on-line order fulfillment → increase efficiency, reduce out-of-stock, support omni-channel operations In-store operations: inventory management, shelf replenishment, customer assistance → improve product availability, customer experience and satisfaction Checkout and self-checkout including MV and AI → speed up operations, reduce loss and theft for intentional and non-intentional errors
<div>~30%</div> <div>Manufacturing</div>	<ul style="list-style-type: none"> Automotive Consumer electronics Packaging 	<ul style="list-style-type: none"> Intralogistics: raw material and semi-finished goods end-to-end traceability → increase efficiency and reduce cost of the production line reducing downtime Agile/lean production: support product customization and seasonality efficiently → process digitalization allow to reconfigure and adapting the production line quickly and efficiently Quality control: part tracking and defect identification → allow targeted product recalls, reduce after sales warranty cost and customer dissatisfaction
<div>~13%</div> <div>Transportation & Logistics</div>	<ul style="list-style-type: none"> Couriers Parcel E-commerce Airport 	<ul style="list-style-type: none"> Supply chain: full traceability in real time → allow real time visibility of goods, reduce stock, improve planning Inbound/Outbound in distribution centers → improve stock management High speed automatic sorting → reduce transit time and destination errors Last mile delivery → reduce delivery errors, increase customer satisfaction Baggage and passenger tracking in Airports → reduce baggage loss and offer a better service
<div>~4%</div> <div>Healthcare</div>	<ul style="list-style-type: none"> Hospitals Analysis laboratory 	<ul style="list-style-type: none"> Patient data digitalization → Real time data availability and sharing among the hospital staff Bedside care: the right medicine, in the right dose to the right patient at the right time (4 patient rights) → reduce medication errors and increase patient safety Hospital asset/equipment tracking → optimize asset/equipment usage and reduce loss of misplaced equipment Hospital's pharmacy: inventory and expiration date management → medicine availability and increase patient safety Test tubes & blood bags tracking → patient safety

Strategy centered on our core identification offering, enhancing portfolio with complementary tech and operating a solution ecosystem



VISION

“Shape the future with intelligence and innovation”

OBJECTIVE



- Be the **unique player** with a comprehensive presence and **leadership** positions in **both DC and IA** markets
- **Outperform the market** in the long term with **increasing profitability**

SCOPE



- Enhance **hardware** offer with **software, driving** efficiency in Client-facing, Supply Chain and Manufacturing applications in **Retail, Factory Automation, T&L, and Healthcare** verticals
- **Consolidate position in EMEA** and become a **strong player in the United States**
- **Grow our** presence in **APAC**

ADVANTAGE



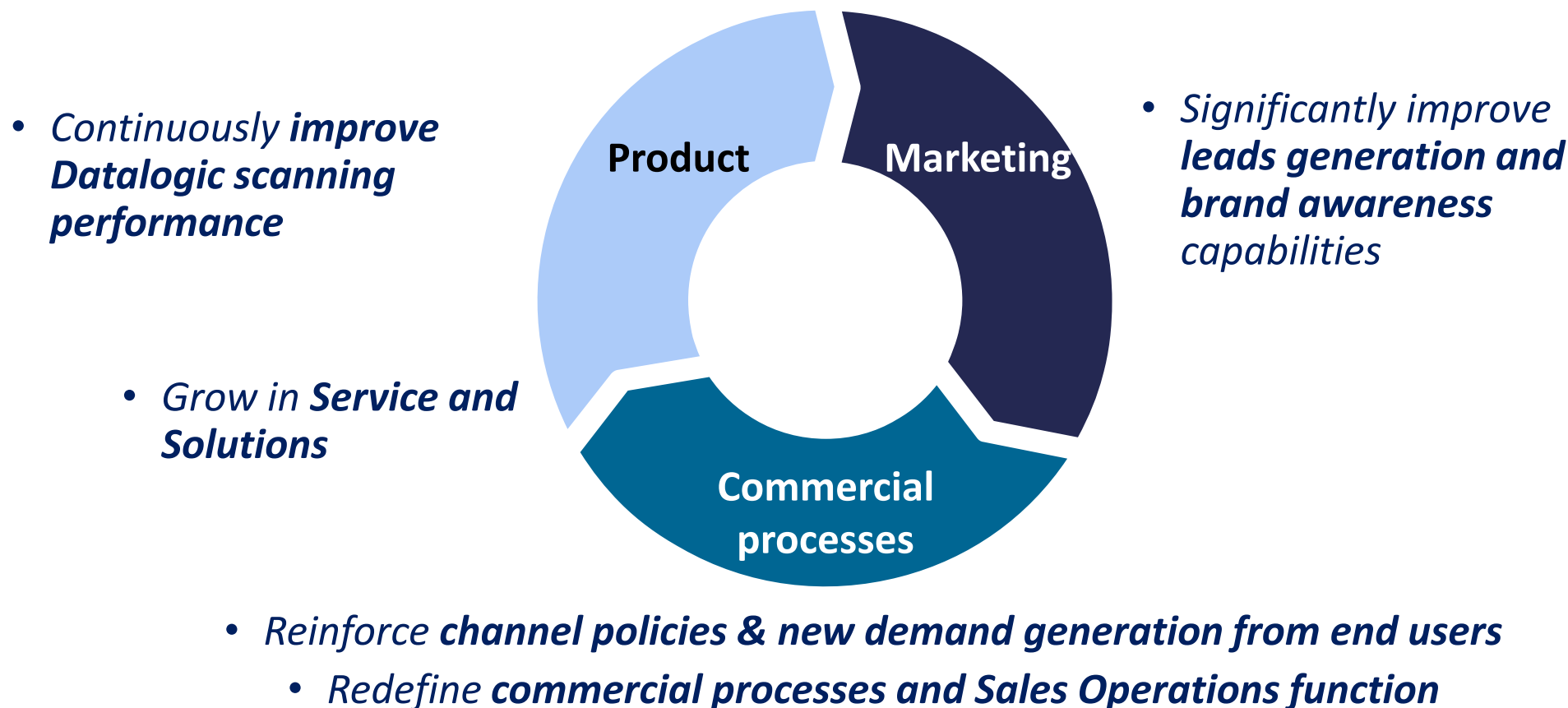
- Leverage a **wide portfolio of products and services** to provide Customers with **innovative and easy-to-integrate solutions** along the entire flow of operations

Four Pillars of Datalogic long term plan












1		TOP LINE
2		PROFITABILITY
3		SUSTAINABILITY
4		M&A

3 main drivers of top line growth

To grow our top line and gain market shares we are acting on **3 key pillars**:



Data Capture | Offering and Objectives

	Market Size 2024, B€	Target Industry	Offering	Main Objective
Mobile ¹	2.8	   	<ul style="list-style-type: none"> PDA/PDT PSS Wearable Tablets / VMC 	<ul style="list-style-type: none"> Become a relevant 3rd market player in Mobile market, notably in PDT/PDA and PSS
Handheld	0.9	   	<ul style="list-style-type: none"> Industrial General Duty 	<ul style="list-style-type: none"> Recover leadership in EMEA, become 2nd player in Americas and 3rd in selected APAC Countries
Fixed Retail Scanner	0.3		<ul style="list-style-type: none"> Bi-optic Single Plane Presentation 	<ul style="list-style-type: none"> Maintain leadership in bi-optics Achieve relevant market presence in the growing presentation scanners segment
Scan Engine	0.3	 	<ul style="list-style-type: none"> Scan Module Scan Engine 	<ul style="list-style-type: none"> Leverage on our offer to seize opportunities from key application trends (Kiosk, access control, etc.)
Solutions			<ul style="list-style-type: none"> Shop Evolution Loss Prevention DAL Connect IoT 	<ul style="list-style-type: none"> Enter new revenue streams of solutions in selected applications
Service			<ul style="list-style-type: none"> EoC 	<ul style="list-style-type: none"> Double Service revenues increasing attach rate in MOB and FRS

Industrial Automation | Offering and Objectives

	Market Size 2024, B€	Offering	Main Objective
Logistic Automation	Stationary Industrial Scanner	<ul style="list-style-type: none">1D readers2D imagersDimensioner	<ul style="list-style-type: none">Increase market share delivering superior systems for traceability paired with exceptional service executionExpand into new verticals (e.g., fashion & apparel logistics)
	Solutions	<ul style="list-style-type: none">LA Solutions	<ul style="list-style-type: none">Strengthen our market presence by adding end-to-end solutions, positioning the company as a logistics partner of choice.
	Service	<ul style="list-style-type: none">InstallationMaintenance	<ul style="list-style-type: none">Deliver outstanding pre and post sale services to support the business and become a major driver of revenue growth
Factory Automation	Stationary Industrial Scanner	<ul style="list-style-type: none">1D readers2D imagersDimensioner	<ul style="list-style-type: none">Reclaim market leadership in traceability
	Sensors ¹	<ul style="list-style-type: none">PhotoelectricProximityUltrasonic	<ul style="list-style-type: none">Streamline product offering and increase volumes exploiting strategic partnerships with brand labels
	Safety ²	<ul style="list-style-type: none">Safety Light CurtainsSafety Laser Scanners	<ul style="list-style-type: none">Become a relevant player in the market, also thanks to broaden the Safety product portfolio
	Laser Marking	<ul style="list-style-type: none">Fiber LMSolid State LMCO2 LM	<ul style="list-style-type: none">Gain market share also exploiting differentiating opportunities beyond automotive
	Vision System	<ul style="list-style-type: none">Smart CamerasVision ProcessorsDeep Learning	<ul style="list-style-type: none">Leverage AI-enabled smart cameras applications to gain strong competitive positioning

• Increase direct business with End Users and OEMs

• Implement a targeted sales strategy with sales people specialized by PG

Empowering Customers with Intelligent Solutions

Smart Devices



Software products and solutions that **empower** and elevate **devices' capabilities**

Datalogic Connect



The intelligent Cloud IOT platform to control, manage and get insights from all Datalogic devices.

Mobility Suite



Complete set of tools, SDK and solutions to configure, develop, protect and optimize all Mobile computers

Smart Retail



AI-driven solutions powering the **Intelligent Store** to address retailers' needs

AI Loss Prevention Suite



Embedded AI models to identify theft or mis-read at check-out

Self-Shopping Software



The world's most comprehensive software solutions to enable self-shopping on any device

Smart Logistics & Automation



Intelligent solutions focused on addressing **T&L industry** needs

WebSentinel Suite



Advanced software suite to **monitor and analyze real-time collected data** by Fixed Scanners in Logistics and Factory Automation environments

Smart Healthcare

Smart solutions powering the **Intelligent Patient Care**

WorkDesk



Powerful value-add software solution to **transform Datalogic mobile computers into workstations**, on-demand.

Strong focus on efficiencies to drive structural profitability enhancement

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2. Profitability



	Main Goal	Priorities	Ongoing actions
INDUSTRIAL MARGIN	Increase Industrial Profitability YoY through Productivity, Mix and Fixed Cost Optimization	Manufacturing & Supply Chain Optimization	<ul style="list-style-type: none"> Industrial & distribution footprint optimization Procurement optimization - costs & flexibility Supply Chain process optimization through the review of Demand Planning practices and sourcing flexibility
		New Products and Innovation Roadmap	<ul style="list-style-type: none"> Review NPD process to secure high Customer value innovation while reducing time to market, product and project costs
		Service Footprint	<ul style="list-style-type: none"> Review Service Business Model
OPERATING PROFITABILITY	Focus on selective Opex Growth to support Business needs, whilst Pursuing Optimization Projects	Conscious cost approach & Optimization Projects in non- priority operations	

2024 marked strong progress with green innovation, sustainability reporting and emissions measurement



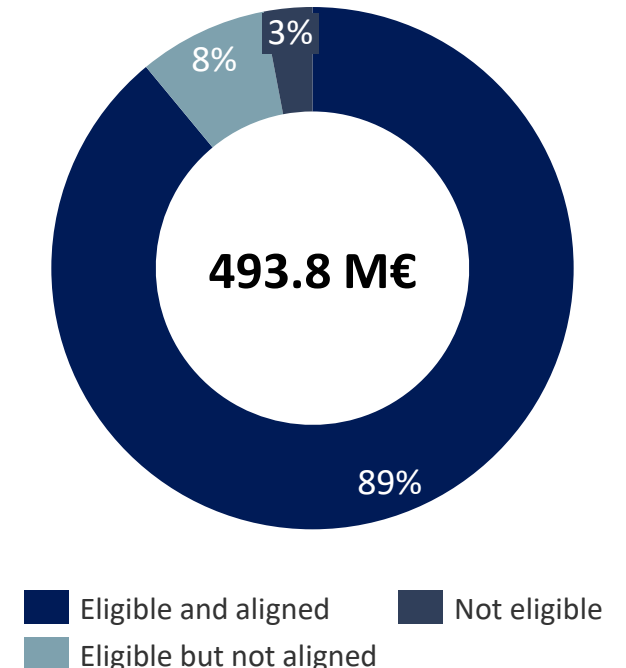
**Sustainability
Strategy focused on
green innovation,
customer
satisfaction and
people engagement**

driven by 2024 materiality
analysis

Selected highlights

- **Green innovation guidelines**
R&D focus on new products with lower power consumption, eco-label product certification, use of recycled materials, increased durability and easier to recycle, reduction of packaging /and use of recycled materials for packaging
- **First Sustainability Reporting**
prepared in compliance with CSRD and embedded in 2024 Annual Report
- **GHG emissions measurement**
completed in 2024 first full measurement of GHG Emissions, including Scope 3
- **Confirmed 9 key sustainability topics** for Datalogic, driven by double materiality analysis

89% of 2024 revenues aligned to EU Taxonomy



Confirmed 9 Sustainability Material Topics for Datalogic

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Datalogic Sustainability
Strategic Streams

**Environment and
Innovation**

**Business and
Market**

People

R&D green spending

R&D spending on projects with sustainable features

Recycled plastic

Recycled plastics in new products and as % on total plastic purchased

Carbon footprint

GHG emissions measurement including Scope 3 in 2024 and reduction plan development in progress

Sustainable Packaging

Packaging sustainability features focused on recycled materials and weight reduction

Customer Satisfaction

Net Promoter Score (NPS), as the relevant metric to measure customer satisfaction

Sustainable Supply chain

Vendor assessment on sustainability topics

People Health and Safety

Accidents' frequency rate and zero severe accident target

Employee Engagement

Employee engagement surveys, and actions based on survey results

People well-being

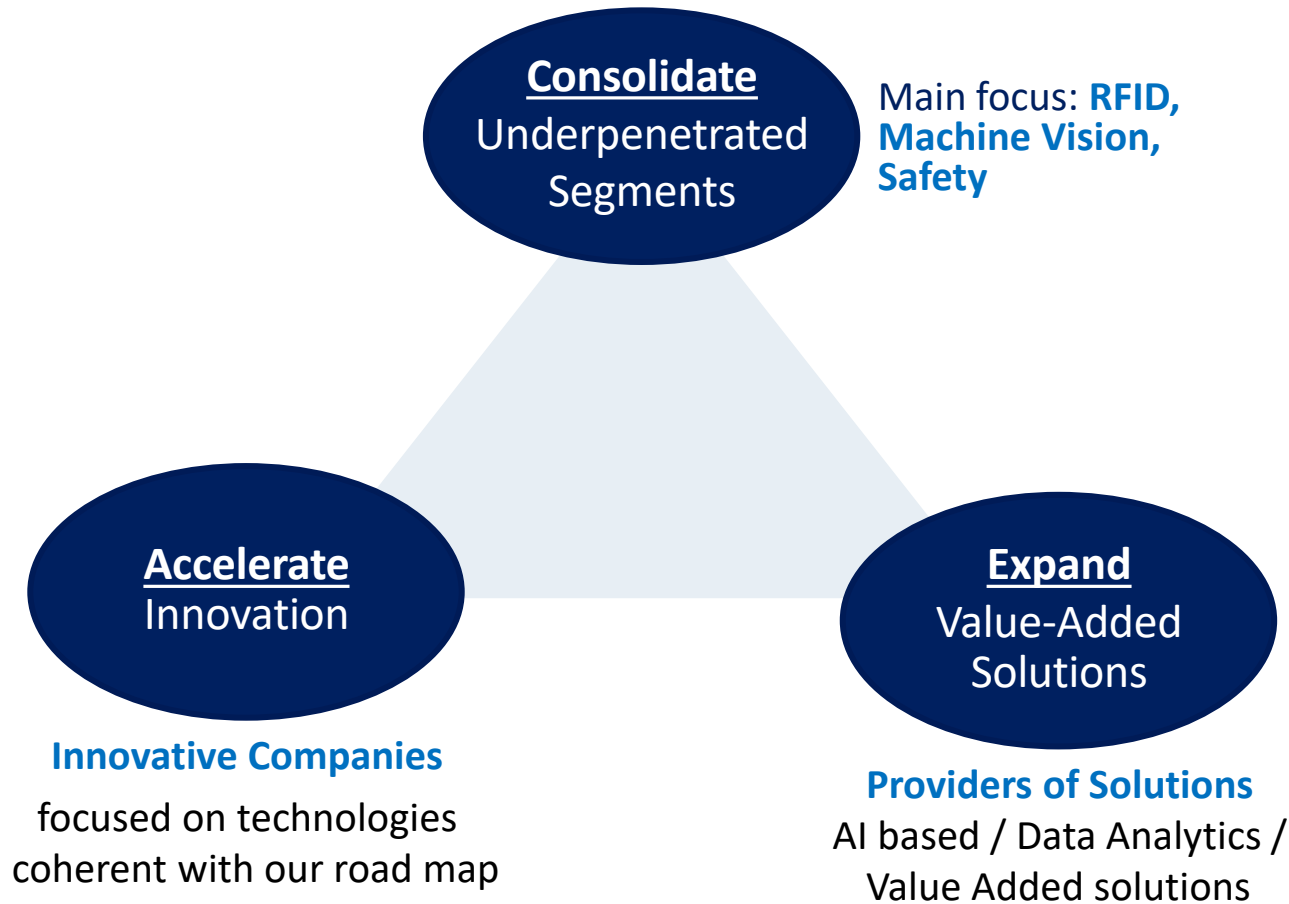
People well-being and work-life balance initiatives across all main Group locations

Structured M&A Activity to Foster Group Strategy


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3 pillars guiding Datalogic M&A expansion while continue investing in core business



2025 highlights

- **Acquisition of Datema** in April 2025, provider of **self shopping software & solution** in Northern Europe, in line with our pillar to **Expand in value-added Solutions** 
- **Ongoing strategic targets scouting** to strengthen offering in both **data capture** (e.g. RFID, retail solutions) and **industrial automation** (e.g. safety, smart sensors/cameras)

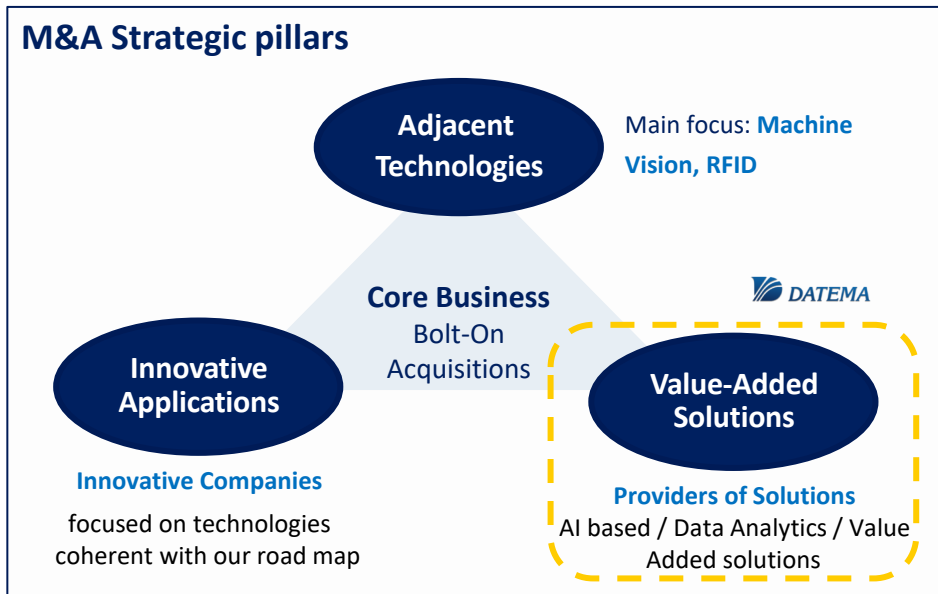
Datema Retail acquisition strengthens our leadership in retail self-shopping while enabling geographical footprint expansion and commercial synergies

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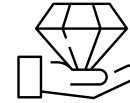


- April 2025 - **acquisition of 100% of Datema** for **3M€** + earn out linked to business performance
- Datema a **Swedish company** offering own **self shopping software & solution (EasyShop)** mainly in **Northern Europe**
- The acquisition fits one of our **3-pillars M&A strategy** to **Expand in value-added Solutions**

M&A Strategic pillars



Key Datema Retail value creation levers



Expand our offering with a scalable hardware-agnostic self-scanning software platform



Consolidate positioning as leader of self-shopping in retail, as the only player offering a complete solution



Complement European footprint, thanks to Datema's strong presence in North Eu not strongly covered by DL



Unlock synergies through cross-selling opportunities from 3.000+ stores of Datema's clients

FINANCIALS

Q2 2025 & H1 2025 Results



Q2 2025 Results, €m

REVENUES

€128.3

-3.7%

GOM

€54.6

42.6%
(+0.0 pp)

Adj. EBITDA

€14.0

10.9%
(+0.9 pp)

NET RESULT

€5.1

4.0%
(+1.6 pp)

H1 2025 Results, €m

REVENUES

€241.1

-1.5%

GOM

€103.4

42.9%
(+2.2 pp)

Adj. EBITDA

€20.8

8.6%
(+2.3 pp)

NET RESULT

€-0.8

-0.3%
(-4.1 pp)

Net Debt at €18.3M

Group Revenues by Geography and Market Segment

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Q2 Revenues by Geo and Market Segment, €m

	EMEI			AMERICAS			APAC			Total Datalogic		
	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %
Data Capture	46.4	44.3	4.8%	33.7	36.8	(8.2%)	6.3	10.7	(41.1%)	86.4	91.7	(5.7%)
Industrial Automation	25.6	27.8	(7.8%)	8.7	7.8	12.3%	7.6	6.1	24.7%	41.9	41.6	0.7%
Total Datalogic	72.0	72.0	0.0%	42.4	44.5	(4.6%)	13.9	16.8	(17.2%)	128.3	133.3	(3.7%)

H1 Revenues by Geo and Market Segment, €m

	EMEI			AMERICAS			APAC			Total Datalogic		
	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %
Data Capture	93.9	82.8	13.3%	56.0	59.5	(5.9%)	11.6	17.2	(32.9%)	161.4	159.5	1.2%
Industrial Automation	49.9	56.9	(12.3%)	16.8	16.9	(0.7%)	13.0	11.3	14.8%	79.7	85.1	(6.4%)
Total Datalogic	143.8	139.7	2.9%	72.8	76.4	(4.7%)	24.5	28.5	(14.0%)	241.1	244.6	(1.5%)

New Products Launches and Innovation

HAND HELD SCANNERS



PowerScan™ 9600 RFID

MOBILE



Memor K20-25



Memor 17 HC



Mobility Suite Update

SENSORS & SAFETY & MACHINE VISION



UFK Ultrasonic Sensor



SMART-VS EVO



IMPACT 13.7.0

- R&D cash out at 13.6%, +0.4 pp vs H1 2024 (13.2%)
- H1 Vitality Index at 23.5% vs 13.4% in H1 2024, which confirms the high quality of the new products highly appreciated on the market (Q2 vitality index at 27.2% vs 15.2% in Q2 2024)

Q2 & H1 2025 P&L

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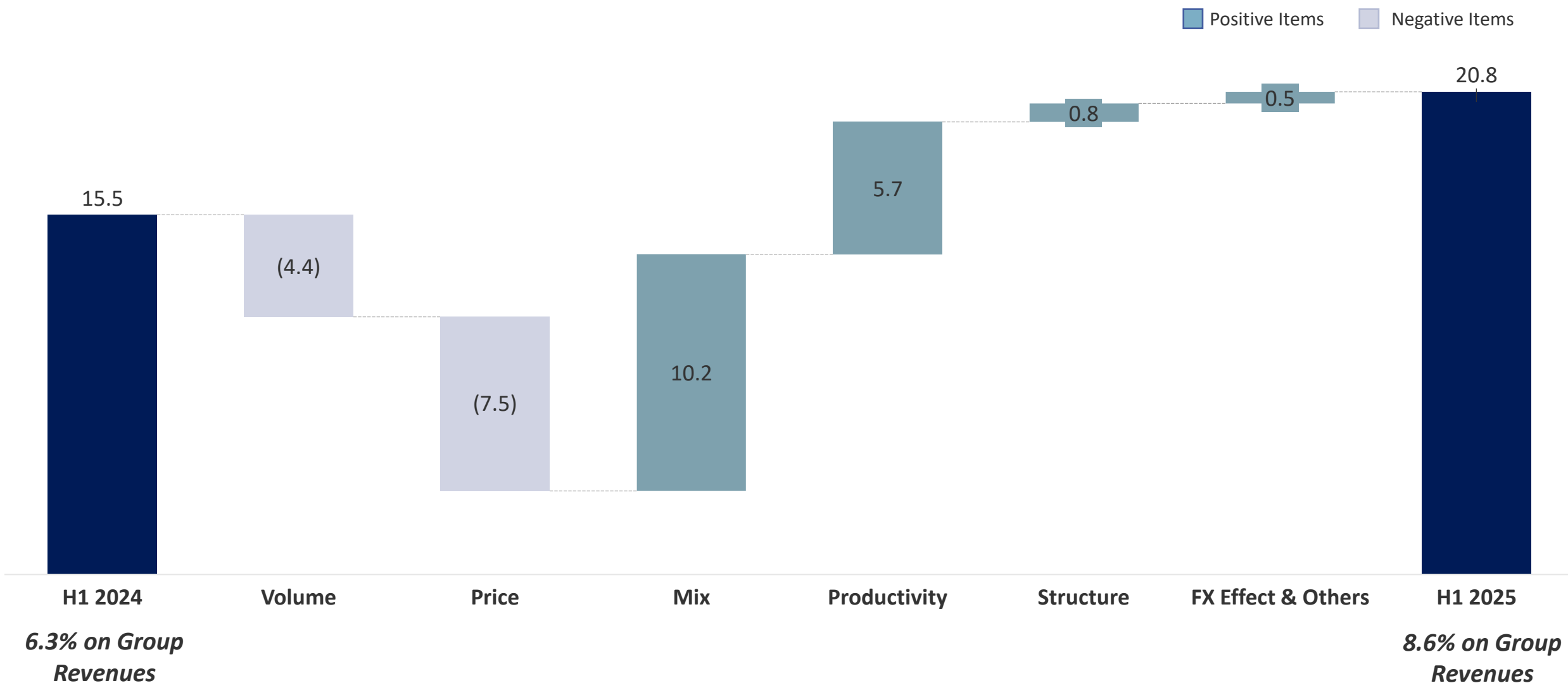
€ m	Q2			H1		
	2025	2024	Var %	2025	2024	Var %
Revenues	128.3	133.3	(3.7%)	241.1	244.6	(1.5%)
Gross Margin	54.6	56.7		103.4	99.5	
% on Revenues	42.6%	42.6%	+0.0 pp	42.9%	40.7%	+2.2 pp
Operating expenses	(48.6)	(51.2)		(98.7)	(99.4)	
% on Revenues	(37.9%)	(38.4%)	+0.5 pp	(40.9%)	(40.6%)	-0.3 pp
Adjusted EBITDA	14.0	13.3		20.8	15.5	
% Adj. Ebitda margin	10.9%	10.0%	+0.9 pp	8.6%	6.3%	+2.3 pp
Adjusted EBIT	6.0	5.5		4.7	0.1	
% Adj. Ebit margin	4.7%	4.1%	+0.5 pp	1.9%	0.0%	+1.9 pp
EBIT	3.8	3.2		(2.3)	(4.0)	
% Ebit margin	3.0%	2.4%	+0.6 pp	(1.0%)	(1.6%)	+0.6 pp
Net Result	5.1	3.2		(0.8)	9.3	
% on Revenues	4.0%	2.4%	+1.6 pp	(0.3%)	3.8%	-4.1 pp

- **IA segment** continues to show **gradual improvement** in Q2; **DC segment positive** in EMEAI
- **Q2 Gross Margin at 42.6%**, substantially flat vs LY. **H1 Gross Margin at 42.9%** (+2.2 pp vs LY) thanks to productivity improvement
- **H1 Operating expenses down** versus last year preserving significant R&D investments
- **Q2 Adj. EBITDA margin at double digits (10.9%)**. **H1 Adj. EBITDA at 8.6%** (+2.3 pp) thanks to positive mix and productivity
- **Positive Net Result in Q2**, improving vs LY. **H1 still slightly negative** due to by higher special items

EBITDA Adj.: actual vs last year

€ m

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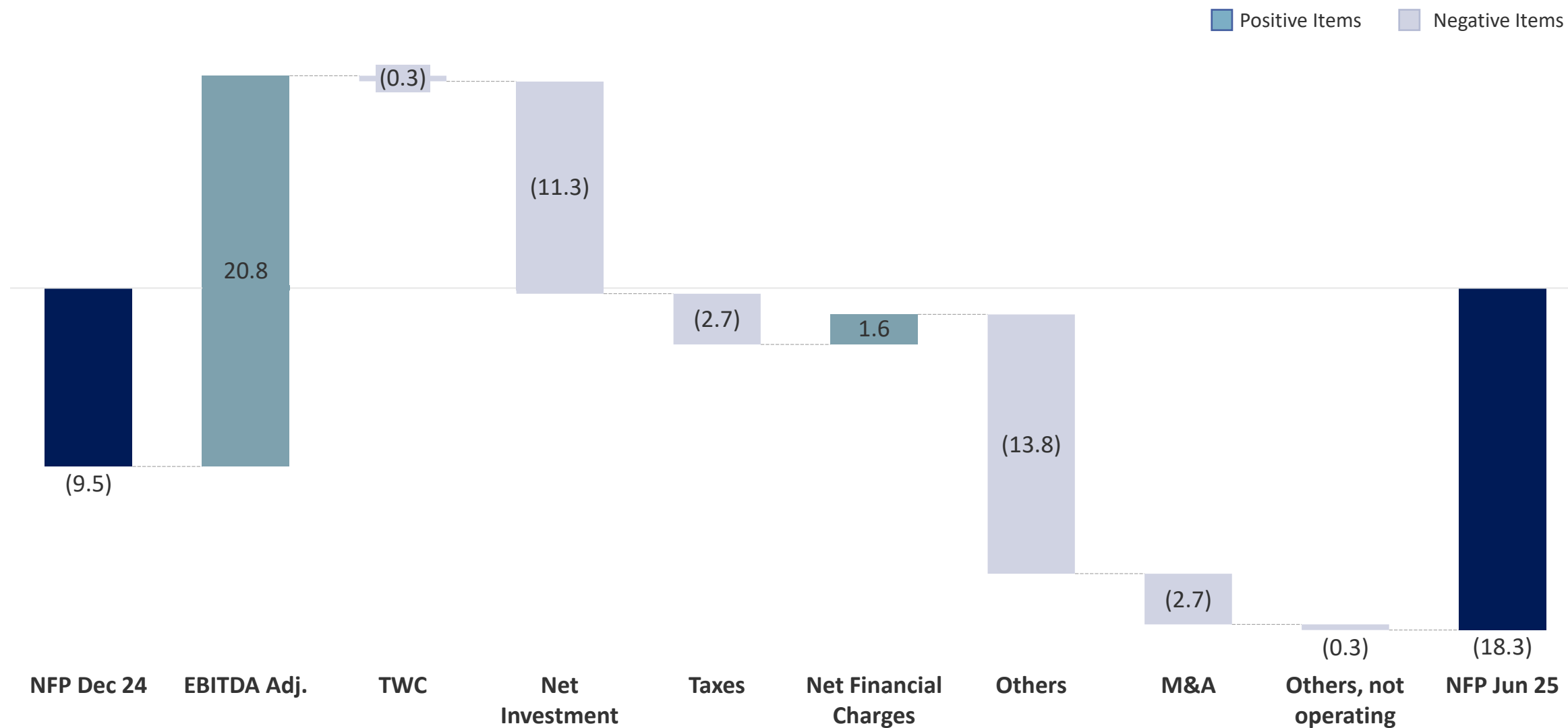


Net Debt & Cash Flow Analysis : Dec'24 – Jun'25

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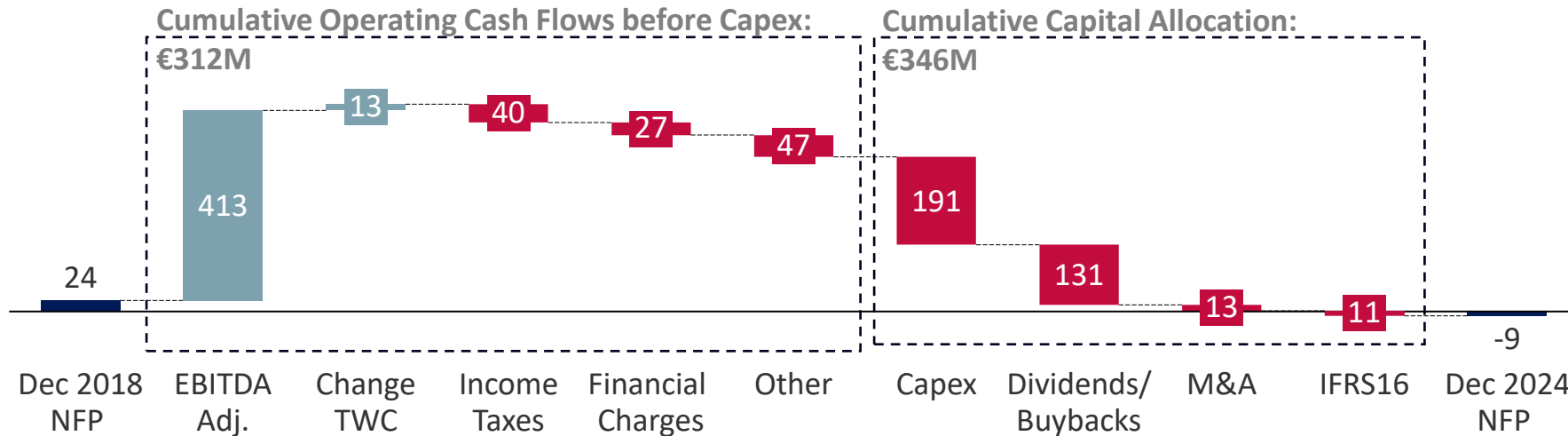


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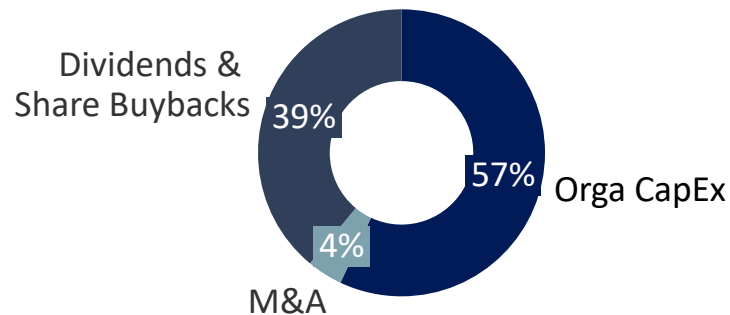


Sound balance sheet and structural cash generation profile to leverage growth

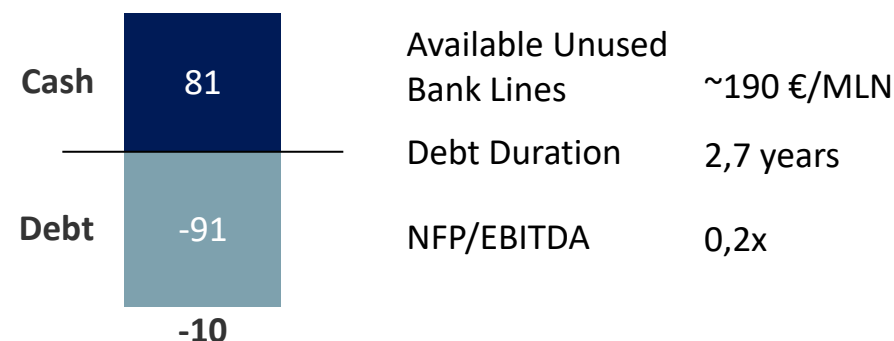
Cash Flows – Last 6 years cumulated



Capital allocation breakdown – Last 6 years



Balance Sheet at 31/12/2024



- Structural operating **cash flow generation** year after year
- **+ €312m** Cumulative Cash Flow before Capex generated in **last 6 years**
- A **well-balanced** capital allocation to maximize value creation
- **Solid Balance Sheet** with a conservative **leverage at 0.2x** and **debt duration >2.5 years**
- Approx **200M** of unused available bank **credit lines**

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NEXT EVENTS

November 13, 2025

9M 2025 Results

DATALOGIC ON LINE

www.datalogic.com

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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