STAR CONFERENCE 2026

MARCH 25TH, 2026

◇DATALOGIC

EMPOWER YOUR VISION

GROUP OVERVIEW

Datalogic is a global technology leader in Auto ID solutions...

Datalogic is a **listed global leader in the high-tech world**, specializing in **Auto ID solutions**
Barcode-reading products represent approximately **85% of our total revenues**

Our core promise is the ability to read any type of barcode...

1D CODES

Code 93 13mils
2165144

Interleaved 2 of 5 13mils
3571297342

Standard 2 of 5 13mils
65791813

2D CODES

QR Code 15mils

QR Code 5mils

Data Matrix 55mils

Micro QR 15mils

Data Matrix 15mils

QR Code 3mils

PDF417 10mils

LOW CONTRAST CODES

DAMAGED CODES

EAN13 13mils (60% PCS)
0 856813 472363

QR Code 15mils (40% PCS)

EAN13 13mils (30% PCS)
0 856813 472363

QR Code 15mils (25% PCS)

EAN13 13mils (20% PCS)
0 856813 472363

INVERSE COLOR CODES

HIGH DENSITY CODES

Code 128 13mils

EAN8 13mils
2123 4569

Code 39 5mils
85681347236

Data Matrix

QR Code 15mils

Code 128 3mils
6541

... for many applications in our target industries

Retail

Factory Automation

Healthcare

T&L

Source: DL P&L 2025

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…with a compelling offer…

Today, the world has evolved, and to maintain our leadership we must **continue improving our scanning performance** while also developing **additional technologies** for product identification (e.g., RFID, computer vision)

To complete our offering for **customers in Factory Automation** which requires barcode readers, we also **provide sensor and safety products, machine vision, and laser marking systems**

Product recognition

BHS[1] RFID
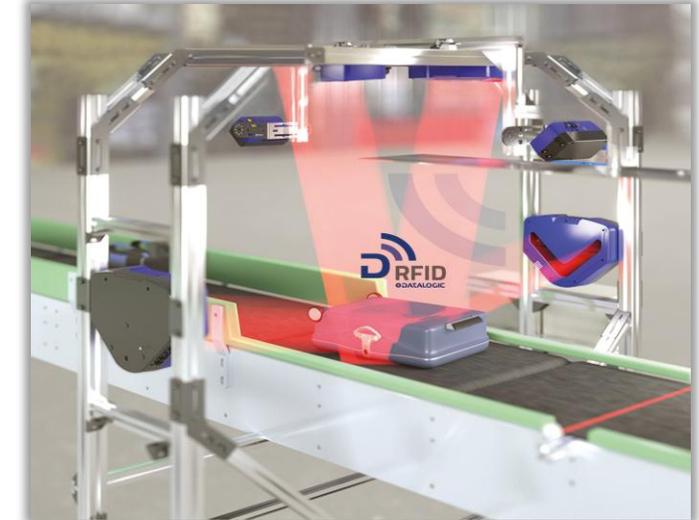
Sensor & Safety

Laser marking

Machine vision

...across all main industries

xx% % of DL revenues 2

Retail

~53%

- Food and Beverage Stores
- Health and Personal Care
- DIY
- Clothing & Accessories
- General merchandize

Back-Store: order fulfillment, inventory, shipping&receiving
In-Store: Shelf replenishment, price check, customer experience, checkout & self-checkout

Manufacturing

~29%

- Automotive Manufacturing
- Computer Electronics
- Food Manufacturing
- Machinery (automotive, F&B, pharma, wh)
- Pharma and Chemical Manufacturing

Shopfloor: work-in-progress, component traceability, quality control
Intralogistic: Production line feed, sub-assembly management

Transportation & Logistics

~14%

- Air Transportation
- Truck Transportation
- Courier, Express, and Parcel
- Warehousing and storage

Warehousing: inbound/outbound, pallettize/depalletize, storing&picking,
Distribution centers: inbound/outbound, cross-docking
Couriers/ E-commerce: high speed automatic sorting, last mile delivery
Airports: baggage and passenger tracking

Healthcare

~4%

- Health Care Services

Hospitals: patient registration & data digitalization, bedside care, assets/equipment tracking and maintenance, pharmacy & medication management
Analysis laboratory: test tubes & blood bags tracking

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Innovation as core driver for Datalogic

500+ Engineers in 9 R&D centers, of which 4 DL Labs, in China, Czech Republic, Italy, Sweden, USA, and Vietnam

Total **R&D cash out 65.4 €M**, accounting for **13.1% of revenue** in 2025, placing us **3rd for R&D intensity[1] in Italy**

A portfolio of **more than 1,200 patents and patent applications**, developed through our internal innovation-disclosure process and recognized with the Leonardo da Vinci Best Patent Award

Innovate as a leader always driven by providing a unique value and experience to our Customers – constantly exceeding their expectations

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Datalogic Group footprint

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% % on FY 2025 rev

500.1 €M Revenues 2025

**EMEAI
60.4%**

**Americas
29.4%**

**APAC
10.2%**

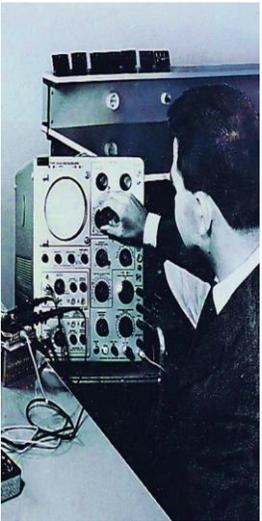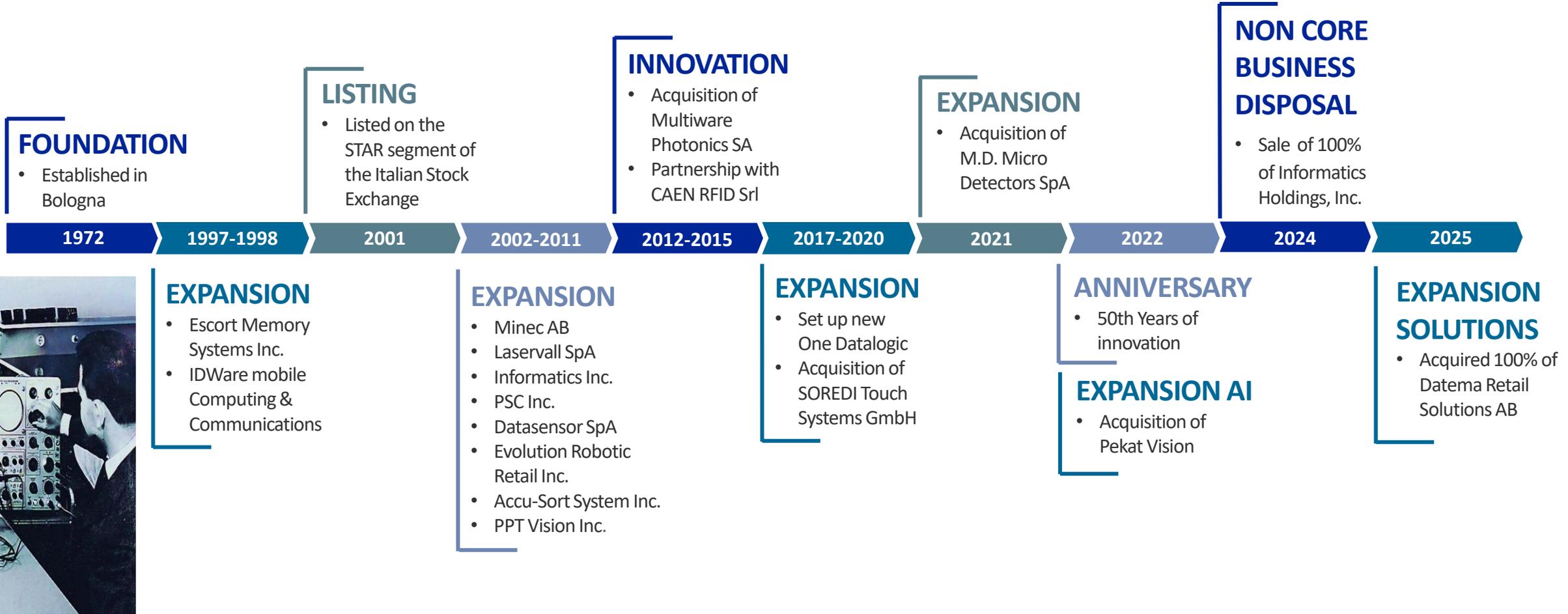2,685 Employees in 30 countries:
11.0% Americas, 62.2% EMEAI, 26.7% APAC

🏭 9 Manufacturing & Repair sites

💡 9 R&D Centers

✪ Offices and Facilities in 30 countries

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50+ Years of Expansion

FOUNDATION
- Established in Bologna

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

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

EXPANSION
- Acquisition of M.D. Micro Detectors SpA

NON CORE BUSINESS DISPOSAL
- Sale of 100% of Informatics Holdings, Inc.

1972	1997-1998	2001	2002-2011	2012-2015	2017-2020	2021	2022	2024	2025

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

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

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

ANNIVERSARY
- 50th Years of innovation

EXPANSION AI
- Acquisition of Pekat Vision

EXPANSION SOLUTIONS
- Acquired 100% of Datema Retail Solutions AB

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

INDUSTRIAL

AUTOMATION

Unattended processes

DATA CAPTURE

Attended processes

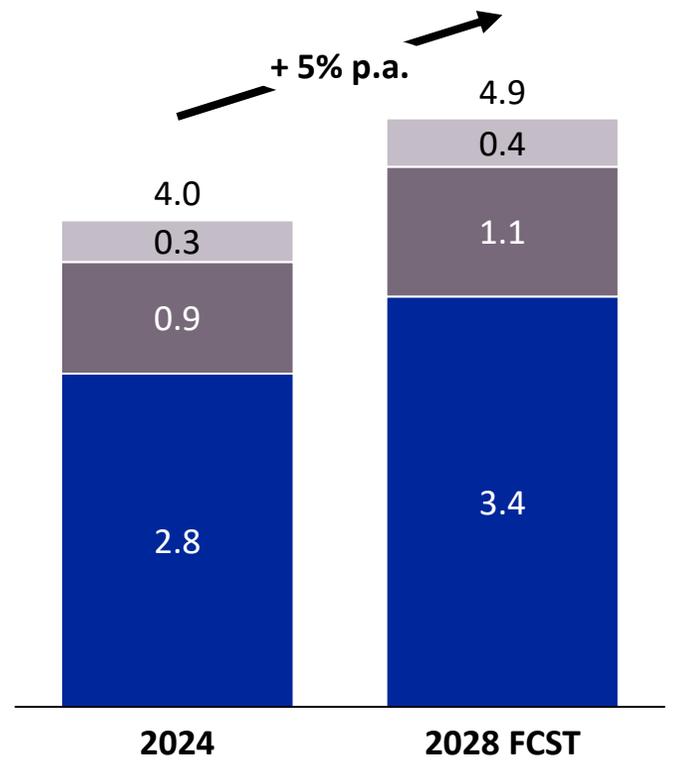# STRATEGY & OPERATING MODEL

The DC and IA markets are confirmed to structurally grow at +5% in the period 2024–28
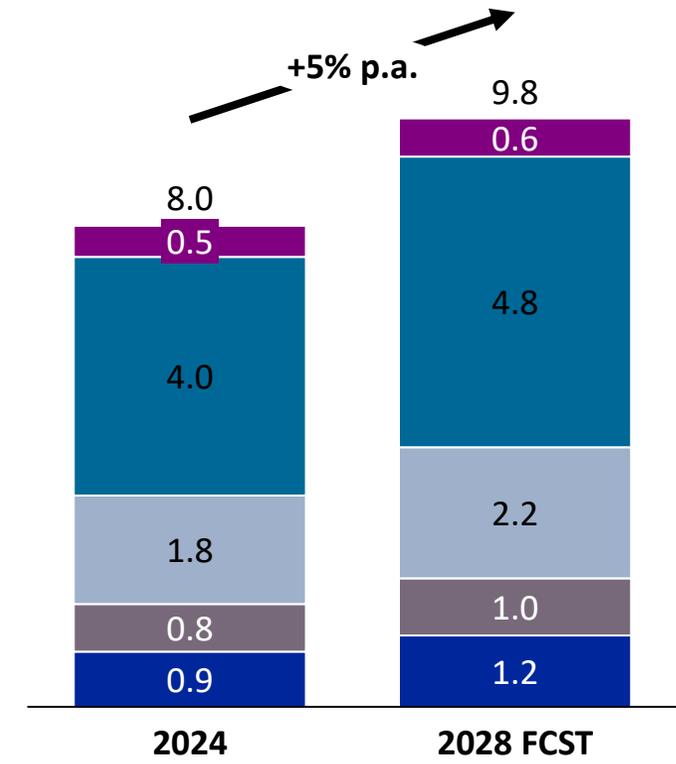
Market size 24-28, $ B

Data Capture

- Fixed Retail Scanners
- Handheld Scanners
- Mobile

+ 5% p.a.

4.0
- 0.3
- 0.9
- 2.8

4.9
- 0.4
- 1.1
- 3.4

2024 **2028 FCST**

Industrial Automation

- Laser
- Sensors
- VS
- Safety
- SIS

+5% p.a.

8.0
- 0.5
- 4.0
- 1.8
- 0.8
- 0.9

9.8
- 0.6
- 4.8
- 2.2
- 1.0
- 1.2

2024 **2028 FCST**

Key insights

Data Capture

- DC market to reach **~5 $B[1] in 2028**, with **growth rate of ~5% CAGR** for 2024-28
- **Stronger growth expected in mobile** (5%)
- **T&L and healthcare** the fastest grow segments, **up to 6%**
- APAC has an expected growth at 7%, while Americas and EMEA have 5% and 4% respectively

Industrial Automation

- IA market to reach **9.8 $B[2] in 2028** with a **growth rate of ~5% CAGR** for 2024-28
- **Stronger growth expected in SIS** (+7% p.a.) due to the increased need for **tracking**
- APAC has an expected growth at 7%, while Americas and EMEA have 5% and 4% respectively

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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 EMEAI** 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

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DC and IA | Offering and strategy

Data Capture

	Offering	Main Objective
MOB	• PDA/PDT • PSS • Wearable • Tablet	• Become a relevant 3rd market player in Mobile market, notably in **PDT/PDA and PSS**
HHS	• Industrial • General Duty	• **Leadership in EMEA**, become **2nd** player in **Americas** and **3rd** in selected **APAC** Countries
FRS	• Bi-optic • Single Plane • Presentation	• **Maintain leadership** in bi-optics • Achieve relevant market presence in the growing **presentation scanners segment**
SE	• Scan Module • Scan Engine	• **Leverage on our offer to seize opportunities from key** application **trends** (e.g., Kiosk, access control)
Service	• EoC	• **Double Service revenues** increasing attach rate in MOB, FRS and HHS

Industrial Automation

	Offering	Main Objective
SIS	• 1D readers • 2D imagers • Dimensioner	• **FA: market leadership** in traceability • **LA: global leadership** with best-in-class solutions and service execution
SEN	• Photoelectric • Proximity • Ultrasonic	• **Increase** selectively **market share** with a targeted positioning and strategy
SAF	• Safety Light Curtains • Safety Laser Scanner	• **Become the third player in the market**, expanding direct customer base
LM	• Fiber • Solid State • CO_2	• Gain market share with **improved product range** and **focused sales activities**
Service	• Installation • Maintenance • Post sales services	• **Double revenues through outstanding pre- and post-sales services** to accelerate and support the business

Solutions	**Develop and increase penetration of solutions** (HW and SW) providing to customers **added value solutions beyond barcode**

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Four Pillars of Datalogic long term plan

1		**TOP LINE**
2		**PROFITABILITY**
3		**SUSTAINABILITY**
4		**M&A**

3 main drivers of top line growth

1 — Products

*Continuously **improve Datalogic scanning performance, whilst enhancing our "beyond barcode"** offering*

2 — Commercial strategy

*Expansion and penetration of **new customers, sub-industries, and geographies**, while strengthening brand awareness*

3 — Sales and R&D Operational Excellence

*Redefine Sales and R&D processes with a clear **strategic focus on effectiveness and process excellence***

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Strong focus on productivity to drive structural profitability enhancement

	Main Goal	Priorities	Ongoing actions
Industrial Margin	Increase Industrial Profitability YoY through **Productivity**, **Mix** and **Fixed Cost** Optimization	**Manufacturing & Supply Chain** optimization	• Industrial & distribution **footprint optimization** • **Procurement** optimization (i.e., costs, flexibility) • **Supply Chain process optimization** through the review of **Demand Planning** practices and **the optimization of Service Levels**
Operating profitability	Focus on **selective Opex Growth** to support Business needs, whilst pursuing **Productivity Targets**	**Sales** excellence	• Review Sales and distribution process to increase **Sales Force Productivity**
		R&D optimization	• Streamline R&D process to reduce time-to-market and maximize **R&D productivity**

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Datalogic Strategic ESG Streams: ongoing progresses across main KPIs

Datalogic Sustainability Strategic Streams

Environment and Innovation

Business and Market

People

R&D green spending

Increase R&D spending on projects with sustainable features

R&D green spending on total R&D project spending at **33,6%** in 2025, vs **31,7%** in 2024 and **28,9%** in 2023

Recycled plastic

Introduce recycled plastics in new products (% on total plastic purchased)

Still at the outset but improving (0.2% in 2025 vs. 0% in 2024). New products with recycled plastic launched in Q4 2025, with full impact expected from 2026

Carbon footprint

GHG emissions measurement including Scope 3 and reduction plan draft

Total emissions at **227,5 kTon** CO2eq, flat vs 2024 despite relevant volume growth

Sustainable Packaging

Recycled materials and weight reduction

Recycled packaging on total packaging spending at **22,7%** in 2025 vs **20,4%** in 2024

Customer Satisfaction

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

NPS robust growth reaching **62** in 2025 vs **47** in 2024

Sustainable Supply chain

Vendor assessment on sustainability topics

Supply chain **risk mapping project** started with a globally recognized ESG rating firm

People Health and Safety

Accidents' frequency rate and zero severe accident target

Accidents' frequency rate at **1,8** in 2025 vs **1,9** in 2024 and 0 severe accident

Employee Engagement

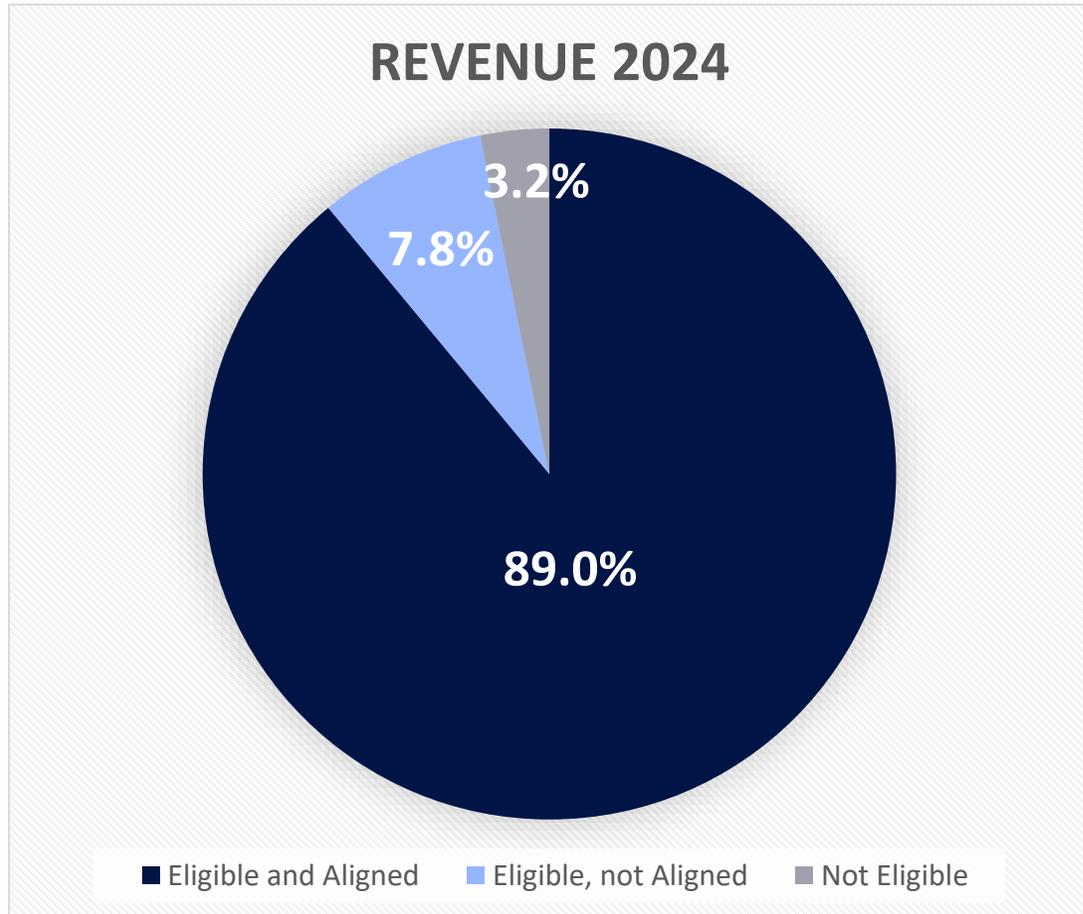*Employee engagement surveys, and actions based on survey results*

• Employee engagement survey conducted in 2025, with follow-up actions rolled out
• Driving a higher score in 2026 survey

People well-being

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

Well-being and work-life balance initiatives introduced or maintained across main locations

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Higher Revenues Eligible and Aligned to European Taxonomy

REVENUE 2025

- 3.1%
- 6.6%
- 90.3%

■ Eligible and Aligned   ■ Eligible not Aligned   ■ Not Alignd

REVENUE 2024

- 3.2%
- 7.8%
- 89.0%

■ Eligible and Aligned   ■ Eligible, not Aligned   ■ Not Eligible

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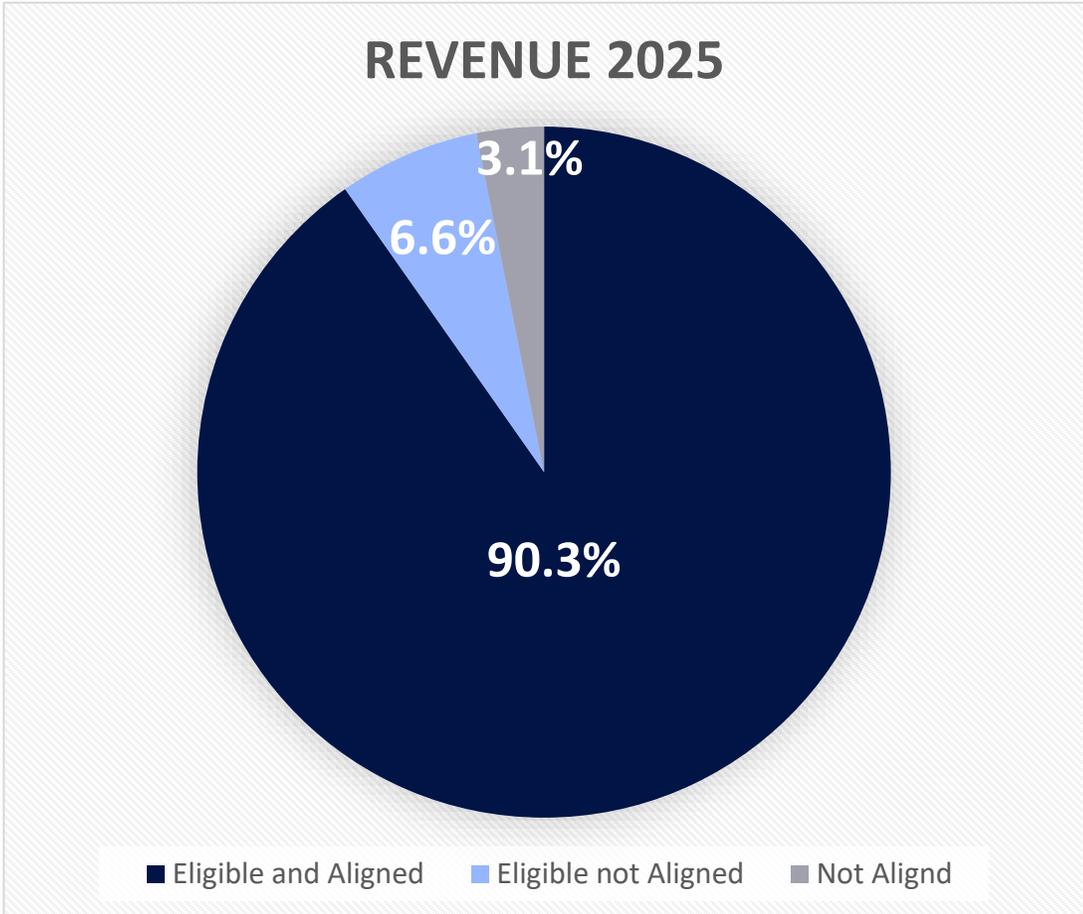
Structured M&A Activity to Foster Group Strategy

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

Accelerate Growth in selected Geos/ Penetrate High Growth Adjacencies

- Customer Base in selected Geos
- RFID
- Machine Vision /Smart Sensors

Continue investing in core business

Accelerate Innovation

Expand in value-added Solutions

Start ups/small companies *in early prototype stage in primary fields of our technology road map*

Providers *of AI based and/or Data Analytics tailored solutions in core subvertical and field of applications*

2025 highlights

Expand in value-added Solutions

- **Acquisition of 100% of Datema**
  Swedish company offering own self shopping software & solution mainly in Northern Europe

- **Strategic targets scouting**
  Ongoing scouting on key complementary applications in data capture (e.g. RFID, in store solutions) and industrial automation (e.g. smart sensors/cameras)

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FINANCIALS

Q4 2025 & FY 2025 Results

Q4 2025 Results, €m

REVENUES	GOM	Adj. EBITDA	NET RESULT
€140.6	**€60.3**	**€19.1**	**€6.5**
+14.5% Net FX	42.9%	13.6%	4.6%
(+10.4%)	(-1.5 pp)	(+0.5 pp)	(+3.7 pp)

FY 2025 Results, €m

REVENUES	GOM	Adj. EBITDA	NET RESULT
€500.1	**€214.1**	**€53.1**	**€7.7**
+3.4% Net FX	42.8%	10.6%	1.5%
(+1.3%)	(+0.7 pp)	(+1.6 pp)	(-1.2 pp)

Net Debt at €14.9M

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Group Revenues by Geography and Market Segment

Q4 Revenues by Geo and Market Segment, €m

	EMEAI			AMERICAS			APAC			Total Datalogic		
	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %
Data Capture	58.6	41.2	42.3%	32.2	39.7	(18.8%)	7.4	7.8	(5.3%)	98.2	88.6	10.8%
Industrial Automation	27.4	24.9	10.0%	9.2	8.8	4.7%	5.9	5.1	15.3%	42.4	38.8	9.5%
Total Datalogic	85.9	66.0	30.1%	41.4	48.5	(14.5%)	13.3	12.9	2.9%	140.6	127.4	10.4%

FY Revenues by Geo and Market Segment, €m

	EMEAI			AMERICAS			APAC			Total Datalogic		
	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %
Data Capture	200.4	167.0	20.0%	112.2	130.7	(14.2%)	25.7	33.9	(24.2%)	338.3	331.6	2.0%
Industrial Automation	101.6	104.9	(3.1%)	35.0	34.3	2.1%	25.1	23.0	9.3%	161.8	162.2	(0.3%)
Total Datalogic	302.1	271.9	11.1%	147.2	165.0	(10.8%)	50.8	56.8	(10.6%)	500.1	493.8	1.3%

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New Products Launches and Innovation

DATA CAPTURE (DC)

HHS	FRS	MOB	SOL

Powerscan 9600 RFID
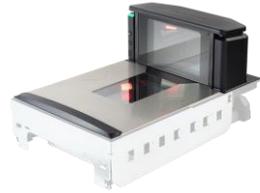
MAGELLAN™ 9550i

Memor 17 HC

Memor K20-25

Memor 12-17 Family

Joya Smart Family

Shopevolution 8

Datalogic Connect

Matrix 220 XAI DPM

AV7000 12K

UFK Ultrasonic Sensor

DS4 Area Sensor

Smart VS-Evo

Impact 13.7

SIS	SEN	MV

INDUSTRIAL AUTOMATION (IA)

- **R&D Cash Out** at **€ 65.4 million** reaching **13.1%** as a percentage of Revenue compared to 13.3% in FY 2024

- **FY Vitality Index at 25.2% (29.5% in Q4 2024)** vs 19.7% in FY 2024

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Q4 & FY 2025 P&L

€ m	Q4			FY		
	2025	2024	Var %	2025	2024	Var %
Revenues	**140.6**	**127.4**	**+10.4%**	**500.1**	**493.8**	**+1.3%**
Gross Margin	**60.3**	**56.6**		**214.1**	**207.8**	
% on Revenues	*42.9%*	*44.5%*	*-1.5 pp*	*42.8%*	*42.1%*	*+0.7 pp*
Operating expenses	**(49.1)**	**(50.0)**		**(193.2)**	**(196.9)**	
% on Revenues	*(34.9%)*	*(39.3%)*	*+4.3 pp*	*(38.6%)*	*(39.9%)*	*+1.2 pp*
Adjusted EBITDA	**19.1**	**16.7**		**53.1**	**44.5**	
% Adj. Ebitda margin	*13.6%*	*13.1%*	*+0.5 pp*	*10.6%*	*9.0%*	*+1.6 pp*
Adjusted EBIT	**11.2**	**6.6**		**20.9**	**10.9**	
% Adj. Ebit margin	*7.9%*	*5.2%*	*+2.7 pp*	*4.2%*	*2.2%*	*+2.0 pp*
EBIT	**9.0**	**4.3**		**9.9**	**2.9**	
% Ebit margin	*6.4%*	*3.4%*	*+3.0 pp*	*2.0%*	*0.6%*	*+1.4 pp*
Net Result	**6.5**	**1.2**		**7.7**	**13.7**	
% on Revenues	*4.6%*	*0.9%*	*+3.7 pp*	*1.5%*	*2.8%*	*-1.2 pp*
Net Result adjusted	**6.5**	**1.2**		**7.7**	**-4.6***	
% on Revenues	*4.6%*	*0.9%*	*+3.7 pp*	*1.5%*	*-0.9%*	*+2.5 pp*

- **Revenues up double digits in Q4,** above €140 million; **back to €500 million in FY**

- **Q4 Gross Margin confirmed stable at 42.9%**. **FY Gross Margin at 42.8%** (+0.7 pp vs LY) thanks to productivity improvement and positive mix

- **Slightly lower operating expenses** mainly due to exchange rate

- **Q4 Adj. EBITDA margin** at **13.6%** (+0.5 pp). **FY Adj. EBITDA back to double digits, at 10.6%**

- **Net Result** at **€ 7.7 million (€ 6.5 million in Q4)** vs loss in 2024 (€ -4.6 million), excluding the capital gain on the sale of Informatics Holdings, Inc.

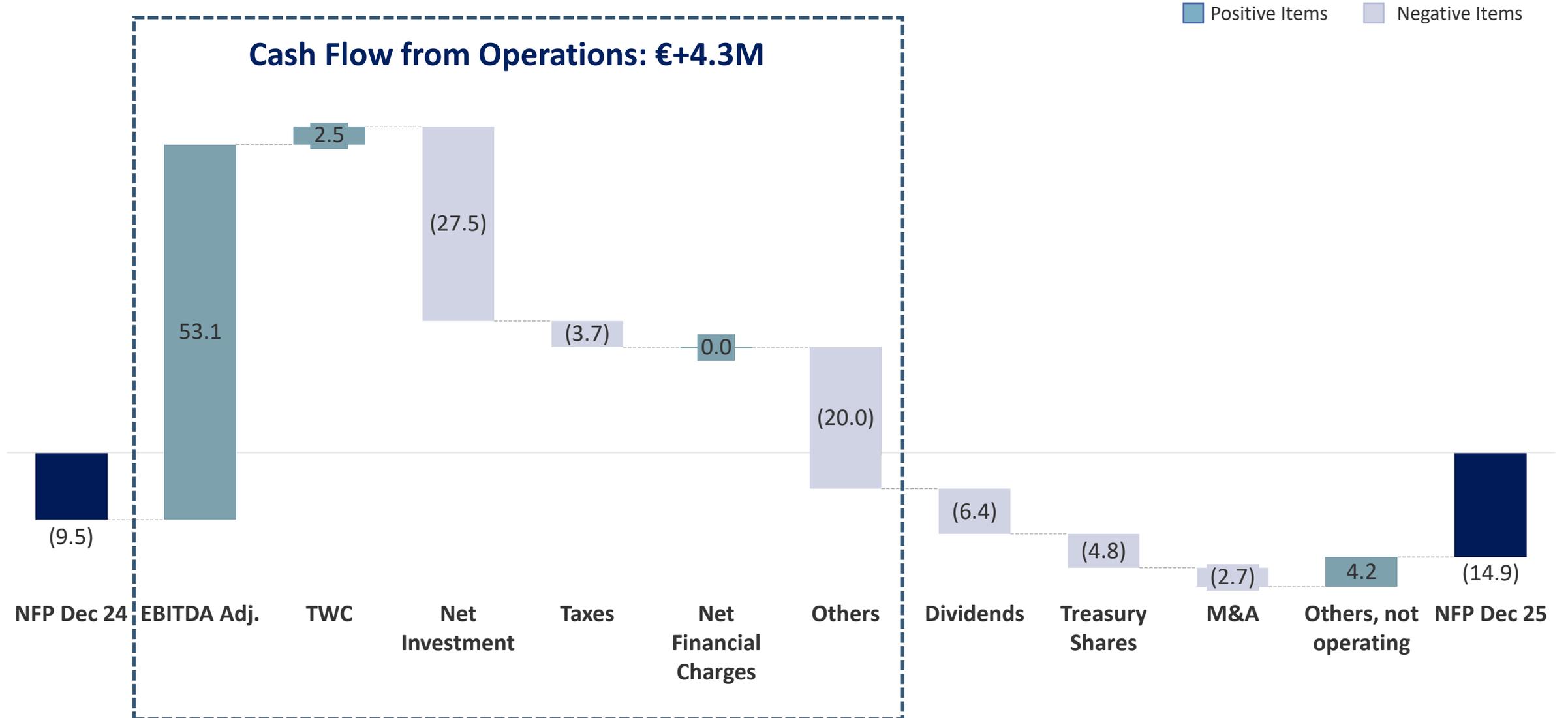** 2024 Net Result from operating activities, excluding the capital gain from Informatics sale*

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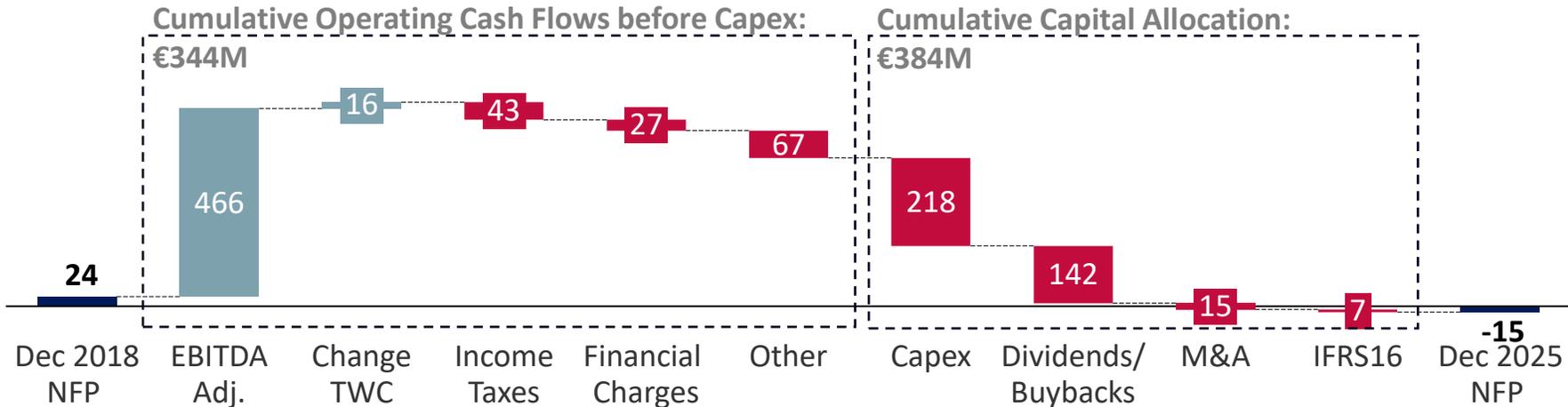DATALOGIC
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EBITDA Adj.: actual vs last year

€ m

Legend: ■ Positive Items ■ Negative Items

Waterfall chart values:
- FY 2024: 44.5
- Volume: 6.5
- Price: (18.1)
- Mix: 8.7
- Productivity: 9.8
- Structure: (0.7)
- FX Effect & Others: 2.4
- FY 2025: 53.1

FY 2024 — *9.0% on Group Revenues*

FY 2025 — *10.6% on Group Revenues*

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

€ m

Cash Flow from Operations: €+4.3M

Legend: Positive Items / Negative Items

NFP Dec 24	EBITDA Adj.	TWC	Net Investment	Taxes	Net Financial Charges	Others	Dividends	Treasury Shares	M&A	Others, not operating	NFP Dec 25
(9.5)	53.1	2.5	(27.5)	(3.7)	0.0	(20.0)	(6.4)	(4.8)	(2.7)	4.2	(14.9)

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Sound balance sheet and structural cash generation profile to leverage growth

Cash Flows – Last 7 years cumulated

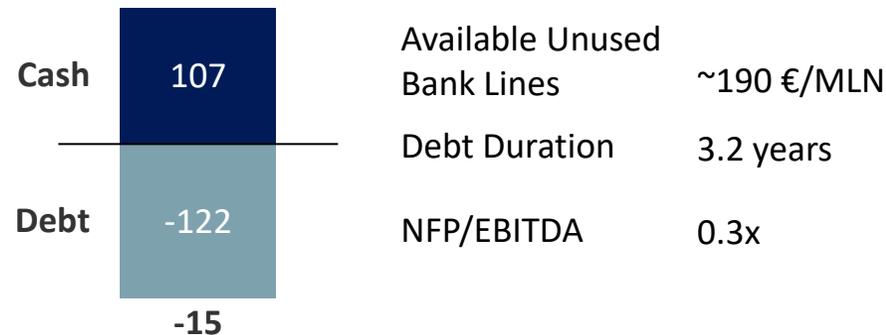Cumulative Operating Cash Flows before Capex: €344M

Cumulative Capital Allocation: €384M

Dec 2018 NFP	EBITDA Adj.	Change TWC	Income Taxes	Financial Charges	Other	Capex	Dividends/ Buybacks	M&A	IFRS16	Dec 2025 NFP
24	466	16	43	27	67	218	142	15	7	-15

Capital allocation breakdown – Last 7 years

- Dividends & Share Buybacks 38%
- M&A 4%
- Orga CapEx 58%
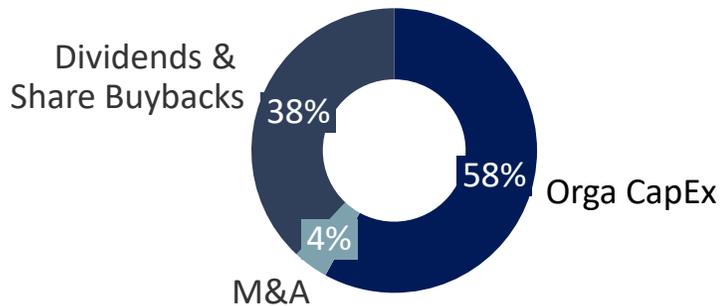
Balance Sheet at 31/12/2025

Cash	107
Debt	-122
	-15

Available Unused Bank Lines	~190 €/MLN
Debt Duration	3.2 years
NFP/EBITDA	0.3x

- Structural operating **cash flow generation** year after year

- **+ €344m** Cumulative Cash Flow before Capex generated **in last 7 years**

- A A **well-balanced** capital allocation to maximize value creation

- **Solid Balance Sheet** with a conservative **leverage at 0.3x** and **debt** duration **>3.0 years**

- Approx **€200M** of unused available bank **credit lines**

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NEXT EVENTS

May 05, 2026
Shareholders' Meeting

May 14, 2025
Q1 2026 Results

DATALOGIC ON LINE

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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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