

# ITALIAN INVESTMENT CONFERENCE 2026

MAY 22<sup>TH</sup>, 2026

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# GROUP OVERVIEW

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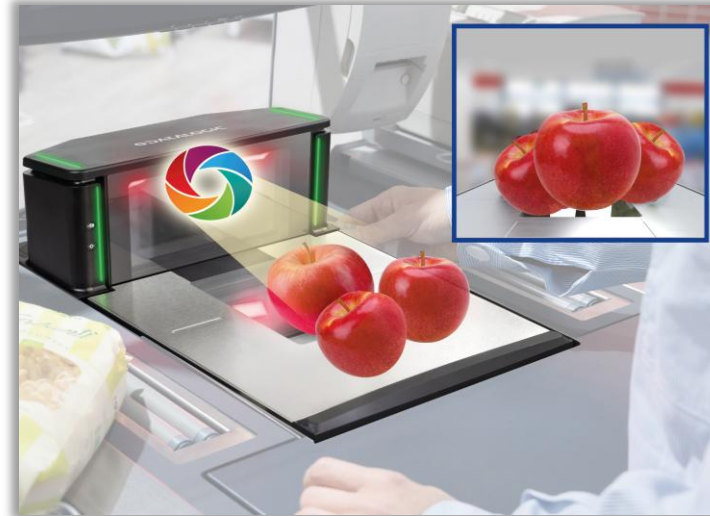


# ...with a compelling offer...

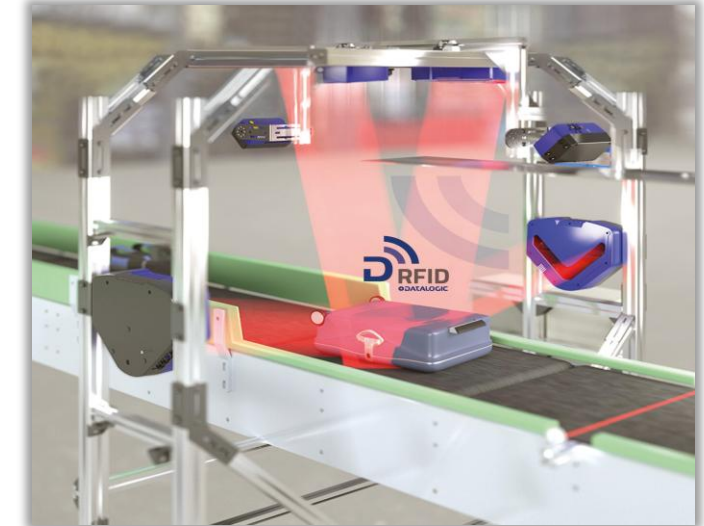
Today, the world has evolved, and to maintain our leadership we must **continue improving our scanning performance** while also developing **additional technologies** for product identification (e.g., RFID, computer vision)

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<sup>1</sup> RFID



### Sensor & Safety



### Laser marking



### Machine vision





xx% % of DL revenues 20

# ...across all main industries

## 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, palletize/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

# 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

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

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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

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

# Datalogic Group footprint



% 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

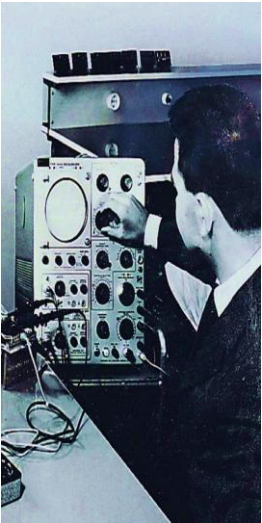
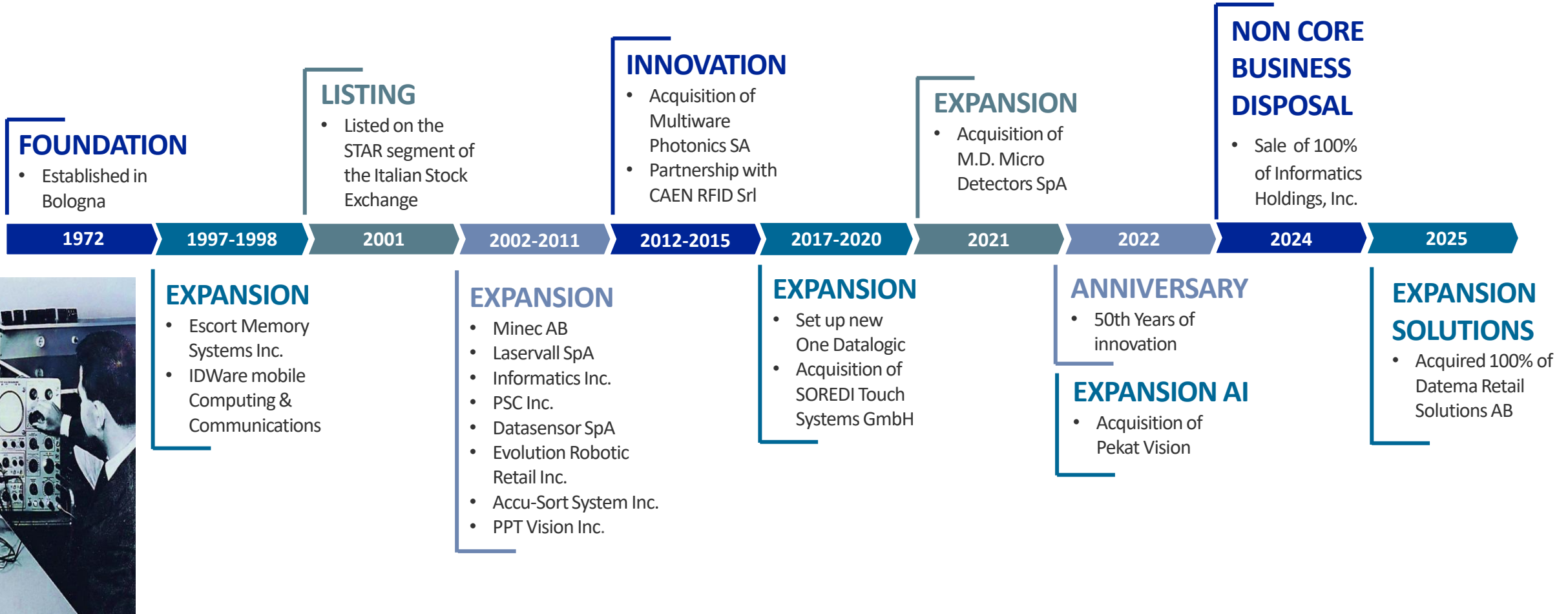
 9 Manufacturing & Repair sites

 9 R&D Centers

 Offices and Facilities in 30 countries



# 50+ Years of Expansion



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

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## INDUSTRIAL

### AUTOMATION

*Unattended processes*



## DATA CAPTURE

*Attended processes*

# STRATEGY & OPERATING MODEL

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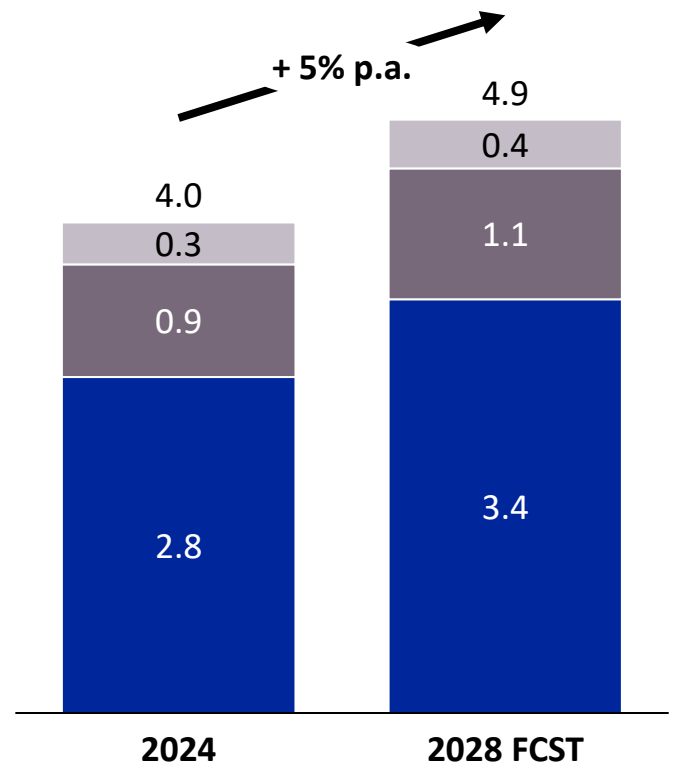


# The DC and IA markets are confirmed to structurally grow at +5% in the period 2024–2028

## Market size 2024-2028, \$ B

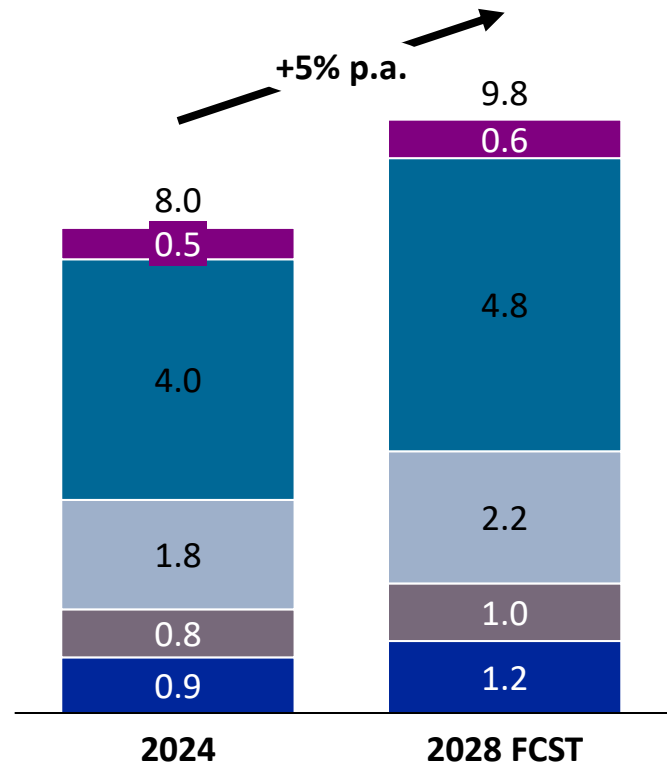
### Data Capture

- Fixed Retail Scanners
- Handheld Scanners
- Mobile



### Industrial Automation

- Laser
- Sensors
- VS
- Safety
- SIS



## Key insights

### Data Capture

- DC market to reach **~5 \$B<sup>1</sup> 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<sup>2</sup> in 2028** with a **growth rate of ~5% CAGR** for 2024-2028
- **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

Source : Data validated from multiple external research by relevant line [VDC, ARC, Grand View, Verified Market Research, QY Research, McKinsey analysis]

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

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## 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

## Data Capture

	Offering	Main Objective
<b>MOB</b> 	<ul style="list-style-type: none"> <li>PDA/PDT</li> <li>PSS</li> <li>Wearable</li> <li>Tablet</li> </ul>	<ul style="list-style-type: none"> <li>Become a relevant 3<sup>rd</sup> market player in Mobile market, notably in <b>PDT/PDA and PSS</b></li> </ul>
<b>HHS</b> 	<ul style="list-style-type: none"> <li>Industrial</li> <li>General Duty</li> </ul>	<ul style="list-style-type: none"> <li><b>Leadership in EMEA</b>, become 2<sup>nd</sup> player in <b>Americas</b> and 3<sup>rd</sup> in selected <b>APAC</b> Countries</li> </ul>
<b>FRS</b> 	<ul style="list-style-type: none"> <li>Bi-optic</li> <li>Single Plane</li> <li>Presentation</li> </ul>	<ul style="list-style-type: none"> <li><b>Maintain leadership</b> in bi-optics</li> <li>Achieve relevant market presence in the growing <b>presentation scanners segment</b></li> </ul>
<b>SE</b> 	<ul style="list-style-type: none"> <li>Scan Module</li> <li>Scan Engine</li> </ul>	<ul style="list-style-type: none"> <li><b>Leverage on our offer to seize opportunities from key application trends</b> (e.g., Kiosk, access control)</li> </ul>
<b>Service</b>	<ul style="list-style-type: none"> <li>EoC</li> </ul>	<ul style="list-style-type: none"> <li><b>Double Service revenues</b> increasing attach rate in MOB, FRS and HHS</li> </ul>

## Industrial Automation

	Offering	Main Objective
<b>SIS</b> 	<ul style="list-style-type: none"> <li>1D readers</li> <li>2D imagers</li> <li>Dimensioner</li> </ul>	<ul style="list-style-type: none"> <li><b>FA: market leadership</b> in traceability</li> <li><b>LA: global leadership</b> with best-in-class solutions and service execution</li> </ul>
<b>SEN</b> 	<ul style="list-style-type: none"> <li>Photoelectric</li> <li>Proximity</li> <li>Ultrasonic</li> </ul>	<ul style="list-style-type: none"> <li><b>Increase</b> selectively <b>market share</b> with a targeted positioning and strategy</li> </ul>
<b>SAF</b> 	<ul style="list-style-type: none"> <li>Safety Light Curtains</li> <li>Safety Laser Scanner</li> </ul>	<ul style="list-style-type: none"> <li><b>Become the third player in the market</b>, expanding direct customer base</li> </ul>
<b>LM</b> 	<ul style="list-style-type: none"> <li>Fiber</li> <li>Solid State</li> <li>CO<sup>2</sup></li> </ul>	<ul style="list-style-type: none"> <li>Gain market share with <b>improved product range</b> and <b>focused sales activities</b></li> </ul>
<b>Service</b>	<ul style="list-style-type: none"> <li>Installation</li> <li>Maintenance</li> <li>Post sales services</li> </ul>	<ul style="list-style-type: none"> <li><b>Double revenues through outstanding pre- and post-sales services</b> to accelerate and support the business</li> </ul>

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

# Four Pillars of Datalogic long term plan

1		TOP LINE
2		PROFITABILITY
3		SUSTAINABILITY
4		M&A



# 3 main drivers of top line growth



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



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



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

# Strong focus on productivity to drive structural profitability enhancement



	Main Goal	Priorities	Ongoing actions
<b>Industrial Margin</b>	Increase Industrial Profitability YoY through <b>Productivity, Mix and Fixed Cost</b> Optimization	<b>Manufacturing &amp; Supply Chain</b> optimization	<ul style="list-style-type: none"> <li>Industrial &amp; distribution <b>footprint optimization</b></li> <li><b>Procurement</b> optimization (i.e., costs, flexibility)</li> <li><b>Supply Chain process optimization</b> through the review of <b>Demand Planning</b> practices and <b>the optimization of Service Levels</b></li> </ul>
<b>Operating profitability</b>	Focus on <b>selective Opex Growth</b> to support Business needs, whilst pursuing <b>Productivity Targets</b>	<b>Sales</b> excellence	<ul style="list-style-type: none"> <li>Review Sales and distribution process to increase <b>Sales Force Productivity</b></li> </ul>
		<b>R&amp;D</b> optimization	<ul style="list-style-type: none"> <li>Streamline R&amp;D process to reduce time-to-market and maximize <b>R&amp;D productivity</b></li> </ul>

# 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*

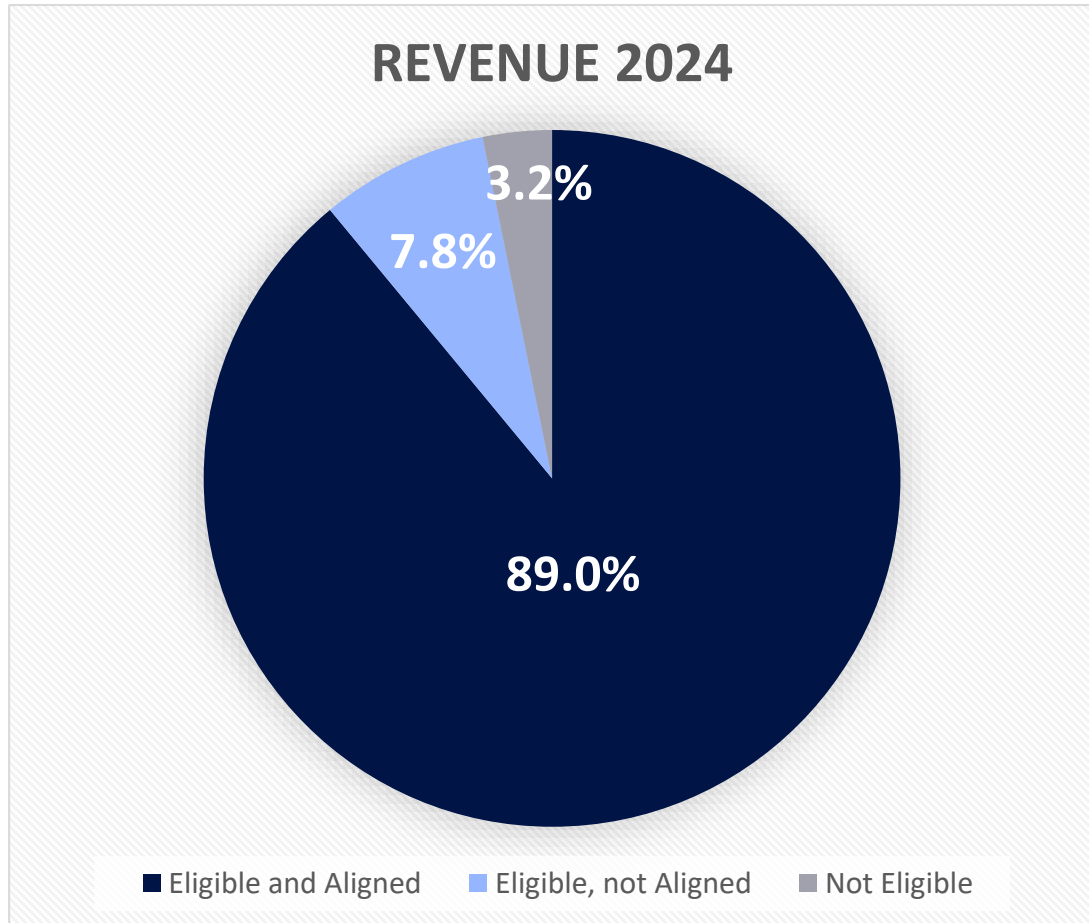
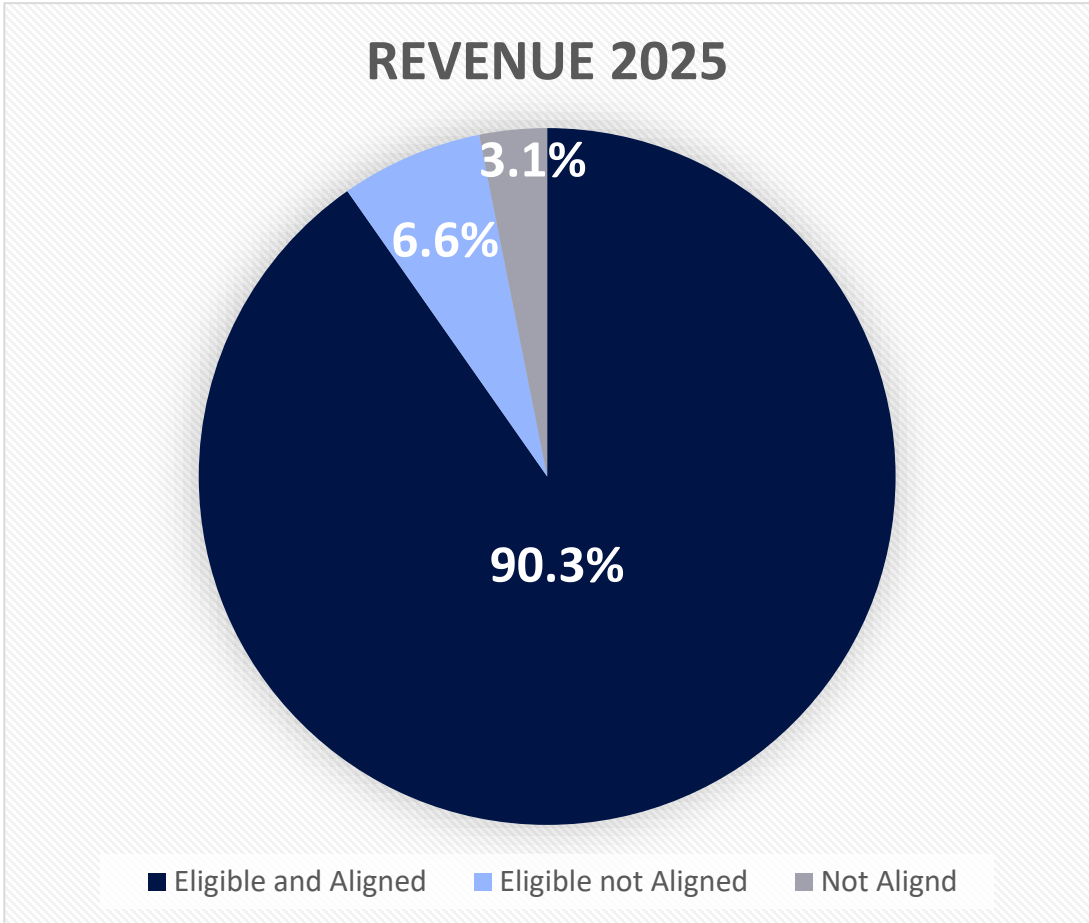
- Employee engagement survey conducted in 2025, with follow-up actions rolled out
- Driving a higher score in 2026 survey

### 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

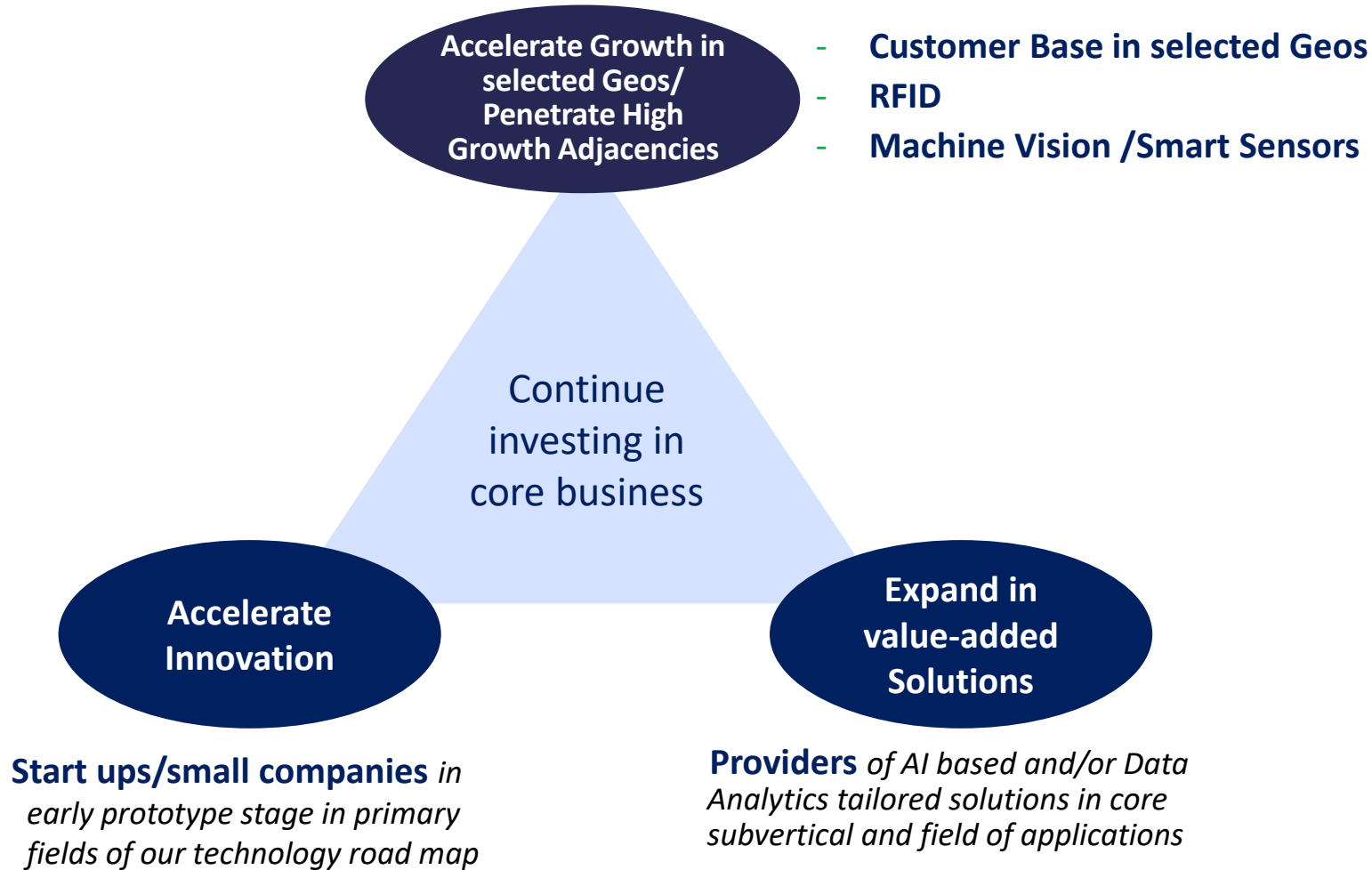
# Higher Revenues Eligible and Aligned to European Taxonomy





# Structured M&A Activity to Foster Group Strategy

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



### 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)*

# FINANCIALS

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# Q1 2026 Results



## Q1 2026 Results, €m

<b>REVENUES</b> <b>€120.3</b> +6.7% (+11.2% Net FX)	<b>GOM</b> <b>€49.5</b> 41.1% (-2.1 pp)	<b>Adj. EBITDA</b> <b>€4.3</b> 3.6% (-2.4 pp)	<b>NET RESULT</b> <b>€-5.7</b> -4.7% (+0.5 pp)
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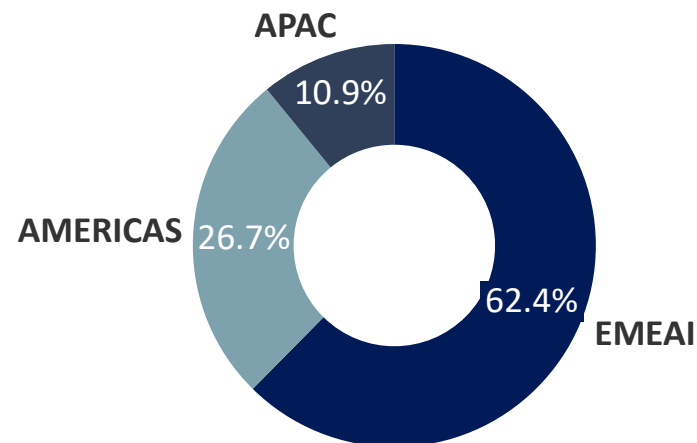
**Net Debt at €32.3M**

# Group Revenues by Geography and Market Segment

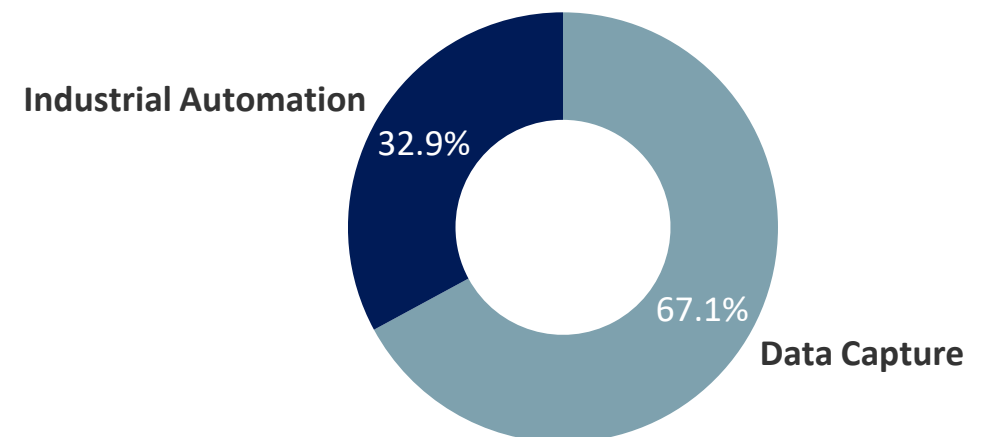
## Q1 Revenues by Geo and Market Segment, €m

	EMEI			AMERICAS			APAC			Total Datalogic		
	2026	2025	Var %	2026	2025	Var %	2026	2025	Var %	2026	2025	Var %
Data Capture	47.3	47.5	(0.3%)	26.1	22.2	17.3%	7.3	5.3	38.5%	80.7	75.0	7.7%
Industrial Automation	27.8	24.3	14.3%	6.0	8.1	(26.0%)	5.8	5.4	8.0%	39.6	37.8	4.7%
<b>Total Datalogic</b>	<b>75.1</b>	<b>71.8</b>	<b>4.7%</b>	<b>32.1</b>	<b>30.3</b>	<b>5.7%</b>	<b>13.1</b>	<b>10.6</b>	<b>23.1%</b>	<b>120.3</b>	<b>112.7</b>	<b>6.7%</b>

### % on Datalogic Revenues



### % on Datalogic Revenues



# New Products Launches and Innovation

## DATA CAPTURE (DC)

### Fixed Retail Scanners



MAGELLAN™ 3600VSi / 3700HSi

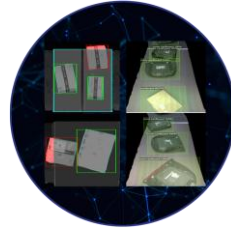


Magellan 9600i and 9900i

### Hand Held Scanners



Gryphon 4600 Series



Matrix 830-930



AREX400 AF

### Stationary Industrial Scanners

### Laser Marking

## INDUSTRIAL AUTOMATION (IA)

⬆️ R&D Cash Out at € 16.6 million, 13.8% as a percentage of Revenue

⬆️ Vitality Index at 20.4% vs 19.3% in the first quarter of 2025

# Q1 2026 P&L

€ m	Q1		
	2026	2025	Var %
<b>Revenues</b>	<b>120.3</b>	<b>112.7</b>	<b>6.7%</b>
<b>Gross Margin</b>	<b>49.5</b>	<b>48.8</b>	
<i>% on Revenues</i>	<i>41.1%</i>	<i>43.3%</i>	<i>-2.1 pp</i>
<b>Operating expenses</b>	<b>(52.7)</b>	<b>(50.2)</b>	
<i>% on Revenues</i>	<i>(43.8%)</i>	<i>(44.5%)</i>	<i>+0.7 pp</i>
<b>Adjusted EBITDA</b>	<b>4.3</b>	<b>6.8</b>	
<i>% Adj. Ebitda margin</i>	<i>3.6%</i>	<i>6.0%</i>	<i>-2.4 pp</i>
<b>Adjusted EBIT</b>	<b>(3.2)</b>	<b>(1.4)</b>	
<i>% Adj. Ebit margin</i>	<i>(2.7%)</i>	<i>(1.2%)</i>	<i>-1.5 pp</i>
<b>EBIT</b>	<b>(4.1)</b>	<b>(6.2)</b>	
<i>% Ebit margin</i>	<i>(3.4%)</i>	<i>(5.5%)</i>	<i>+2.0 pp</i>
<b>Net Result</b>	<b>(5.7)</b>	<b>(5.9)</b>	
<i>% on Revenues</i>	<i>(4.7%)</i>	<i>(5.2%)</i>	<i>+0.5 pp</i>

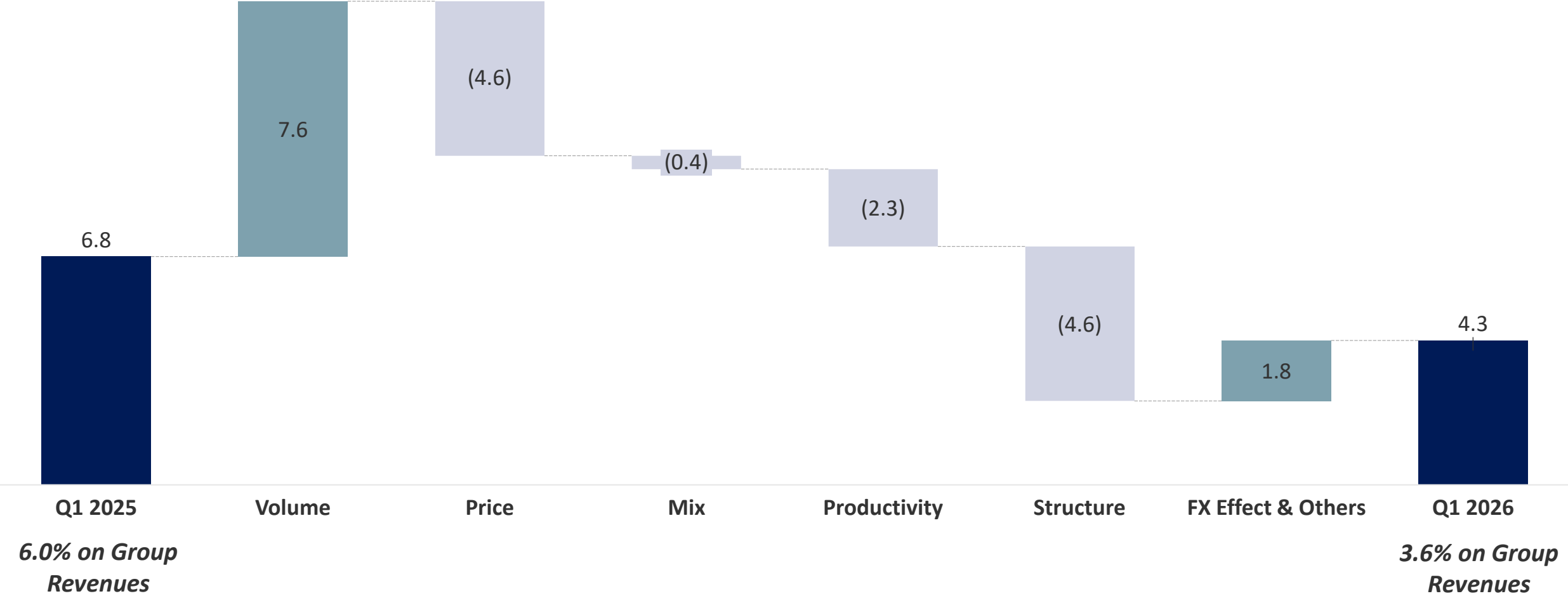
- **Top-line growth offset by lower operating profitability** driven by inflationary pressure mainly on memory components
- **Revenues up +6.7% (+11.2% Net FX)** growing across both segments and all main geos
- **Gross Margin at 41.1%** (-2.1 pp vs LY) reflecting input cost inflation, higher logistics costs and price erosion
- **Operating expenses at € 52.7 million, slightly up vs LY** with increased investments in R&D and S&D
- **Adj. EBITDA margin at 3.6%** (-2.4 pp vs LY), reflecting productivity headwinds and negative price effect, partially offset by volume growth
- **Net Loss at € 5.7 million** slightly improving vs previous year (-€ 5.9 million) reflecting a +0.5 pp improvement in net margin



# EBITDA Adj.: actual vs last year

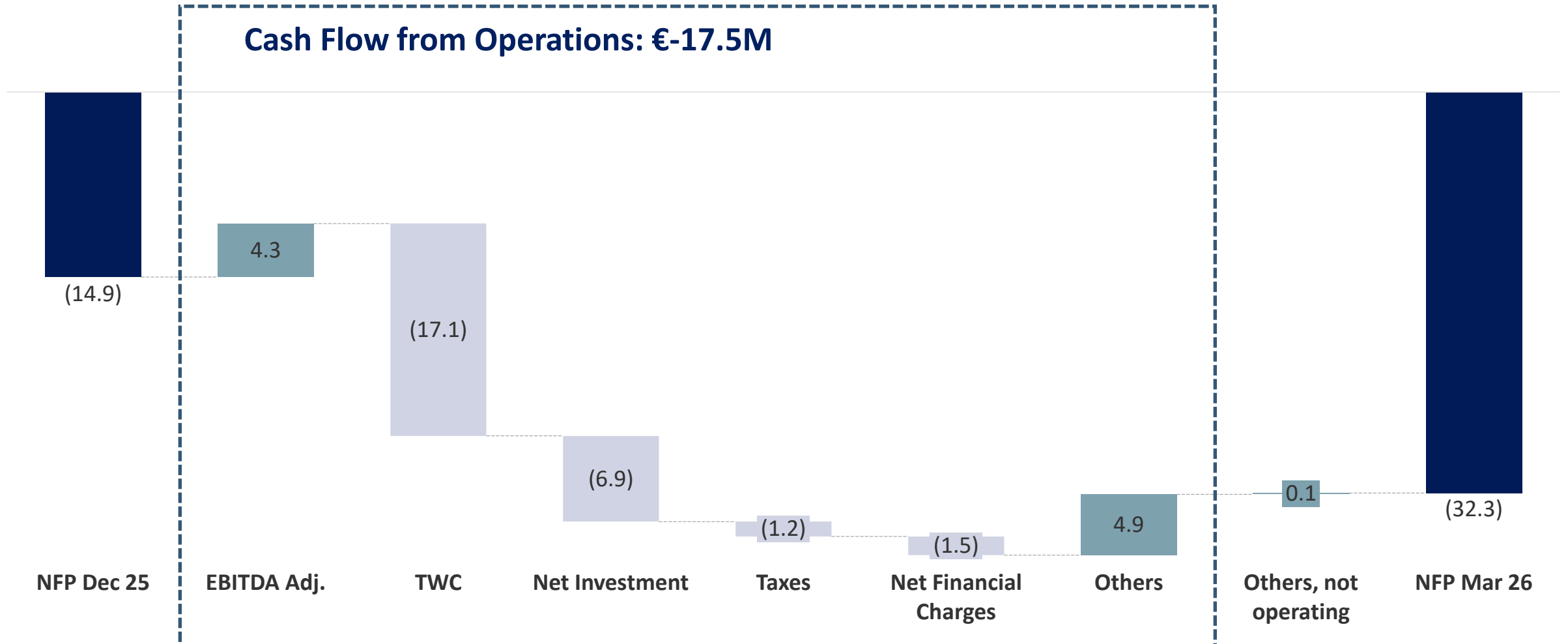
€ m

Positive Items Negative Items



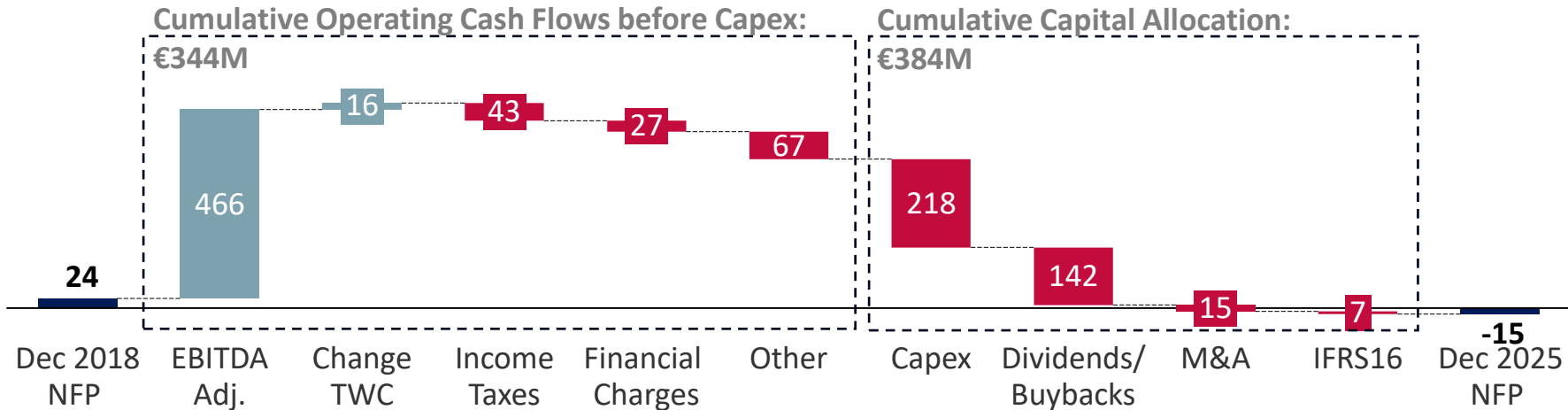
# Net Debt & Cash Flow Analysis : Dec'25 – Mar'26

€ m

■ Positive Items    ■ Negative Items


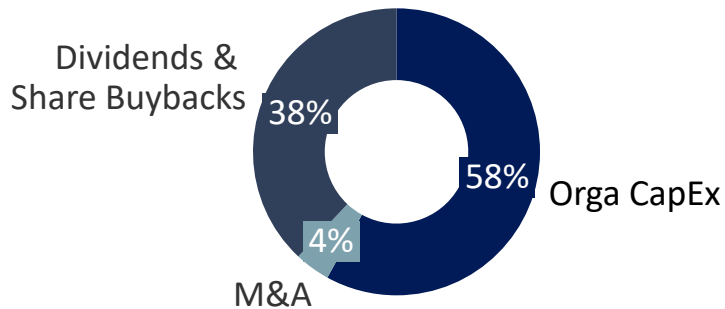
# Sound balance sheet and structural cash generation profile to leverage growth

## Cash Flows – Last 7 years cumulated

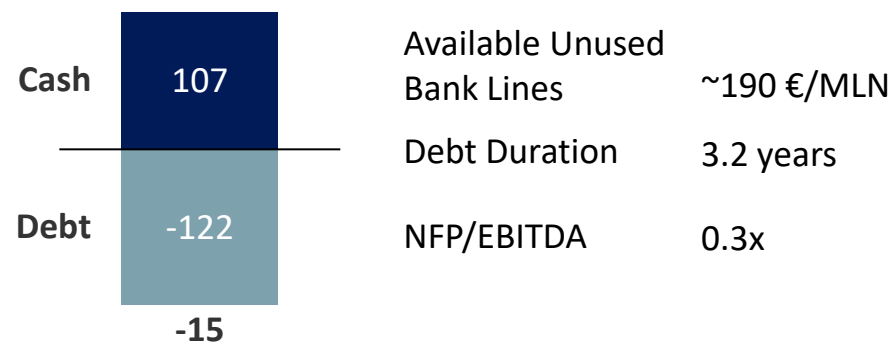


- Structural operating **cash flow generation** year after year
- **+ €344m** Cumulative Cash Flow before Capex generated in **last 7 years**
- A **well-balanced** capital allocation to maximize value creation

## Capital allocation breakdown – Last 7 years



## Balance Sheet at 31/12/2025



- **Solid Balance Sheet** with a conservative **leverage at 0.3x** and **debt duration >3.0 years**
- Approx **€200M** of unused available bank **credit lines**

# Contacts

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## NEXT EVENTS

**August 04, 2026**

H1 2026 Results

## DATALOGIC ON LINE

[www.datalogic.com](http://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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