H1 2017
Conference Call

August 4th, 2017

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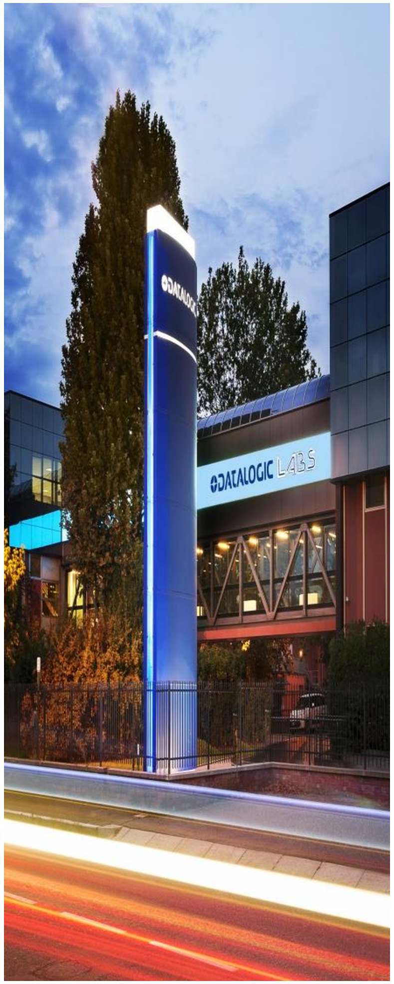
Best Ever Figures in 45 Years History

€ mln



Q2 RESULTS

€157.8 REVENUES +7.7%	€31.1 EBITDA	19.7% EBITDA MARGIN	€17.4 NET INCOME

H1 RESULTS

€299.3 REVENUES +6.2%	€51.8 EBITDA	17.3% EBITDA MARGIN	€29.3 NET INCOME

Positive Net Debt position at €5.5

Q2 2017 Highlights

New organization keep driving sound performance across main industries and geographic areas

- **APAC leading the growth** at double digit rates, driven by **China**
- **Resilient growth in EMEA,** led by Retail
- **NA double digit growth** in T&L and Healthcare

- **Increasing demand for automation, quality and process efficiency**
- Double digit growth in Manufacturing, Transportation & Logistics and Healthcare

- **R&D investments +7.4% YoY**
- New products on sales at 11.9% *, due to strong pipeline planned in H2

** new products refer to products announced in the last 24 months*

Focus M&A: Soredi acquisition

- Acquisition of 100% of **Soredi Touch Systems GmbH**
- German company leader in technology **for terminals and in particular forklifts terminals**
- Maximum financial commitment of €10 mln (€8 mln cash and €2 mln Datalogic shares)

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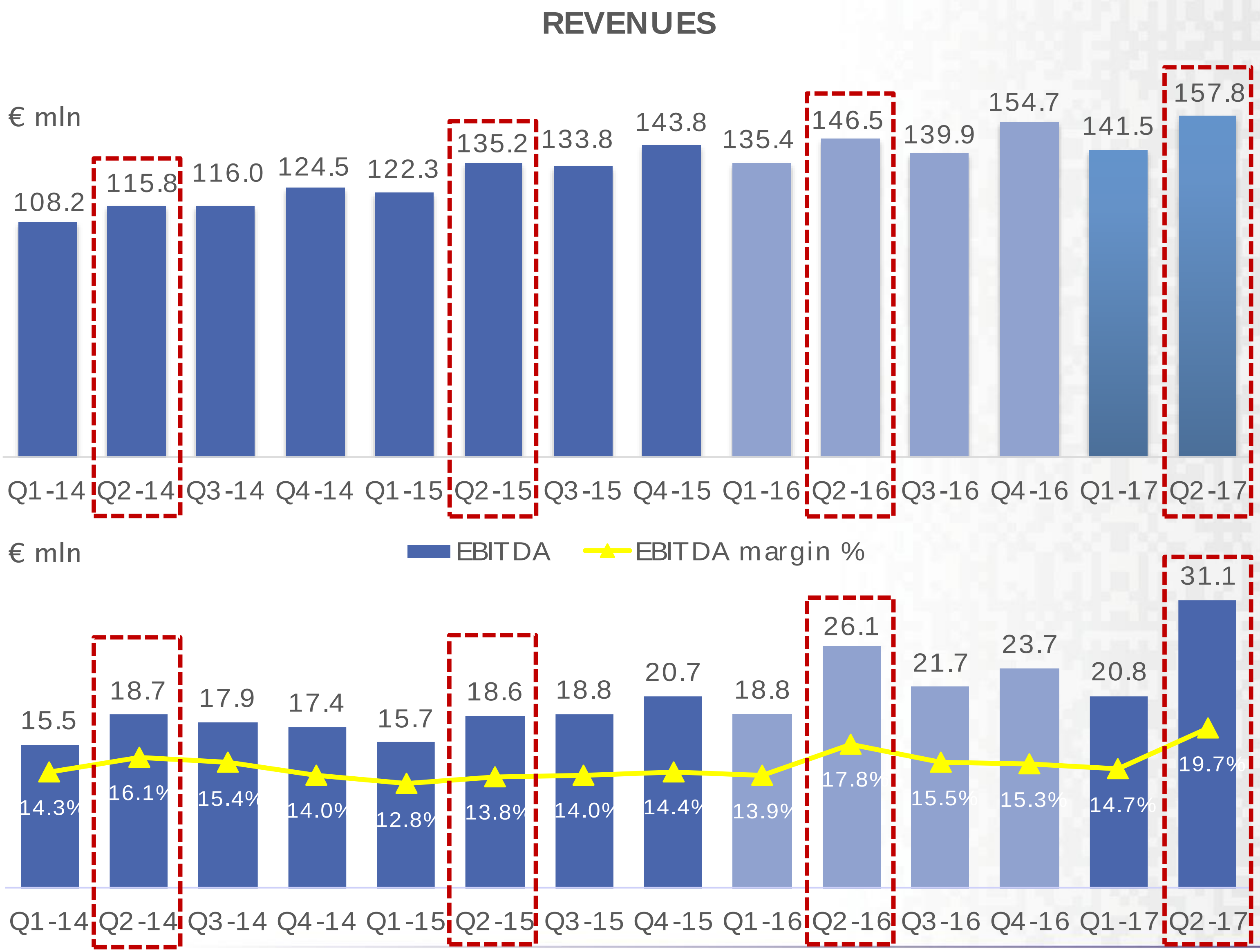
Financials

Best quarter in Datalogic history



Sound profitability growth

€ mln	Q2 2017	Q2 2016	Var%
Revenues	**157.8**	**146.5**	**7.7%**
Gross Operating Margin	76.1	68.9	10.5%
%on Revenues	*48.2%*	*47.0%*	
Operating expenses	(48.7)	(47.8)	1.8%
%on Revenues	*(30.9%)*	*(32.7%)*	
EBITDA	**31.1**	**26.1**	**18.8%**
Ebitda margin	*19.7%*	*17.8%*	
EBIT	**25.9**	**21.1**	**22.9%**
Ebit margin	*16.4%*	*14.4%*	

- **Revenues** up 7.7% to € 157.8 mln (+6.4% at constant exchange rate)
- **Booking** confirmed at **double digit**: +10.2%
- Product mix and cost efficiencies push **GOM over 48%**
- **Operating expenses *on revenues* down 1.8%** due to timing effects on R&D & distribution costs
- **EBITDA margin to 19.7%** notwithstanding negative EUR USD FX

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Improvements across the whole P&L

€ mln	H12017	H12016	Var%
Revenues	**299.3**	**281.8**	***6.2%***
Gross Operating Margin	142.3	130.9	*8.6%*
%on Revenues	*47.5%*	*46.5%*	
Operating expenses	(98.3)	(94.9)	*3.6%*
%on Revenues	*(32.8%)*	*(33.7%)*	
EBITDA	**51.8**	**45.0**	***15.3%***
Ebitda margin	*17.3%*	*16.0%*	
EBIT	**41.2**	**35.3**	***16.6%***
Ebit margin	*13.8%*	*12.5%*	
EBT	**37.2**	**32.8**	***13.5%***
Taxes	(7.9)	(6.6)	*20.0%*
Net Income	**29.3**	**26.2**	***11.9%***
% on Revenues	*9.8%*	*9.3%*	
Exchange Rate	*1.0830*	*1.1159*	

- **Revenues** up 6.2% to €299.3 mln (+4.8% at constant exchange rate)
- **GOM steady improving trend QoQ, at 47.5%**
- **R&D *on revenues*** from 8.6% to 8.8%
- **Timing effects on R&D & distribution costs**
- **EBITDA margin to 17.3%** notwithstanding negative EUR USD FX
- **Forex and higher gross debt** effect on financial costs
- **Stable tax rate** at ~ **21%**

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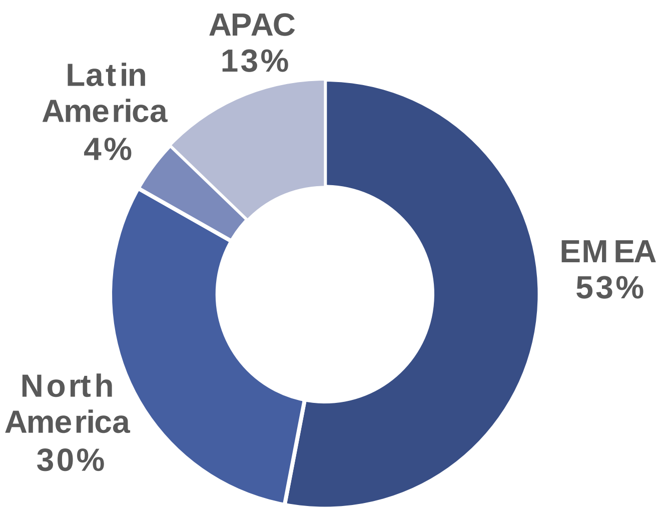
Group Revenues by country

REVENUES BY GEOGRAPHIC AREA

€ mln	H1 2017	H1 2016	Var%
EMEA	158.7	148.2	7.1%
North America	90.4	87.2	3.7%
Latin America	12.0	13.5	(11.4%)
Asia Pacific	38.3	33	16.0%
Total Revenues	**299.3**	**281.8**	**6.2%**



- **Revenues up 6.2% to € 299.3 mln** (+4.8% at a constant exchange rate)
- **Strong growth in APAC** driven by **China** (+28%) in Manufacturing and T&L
- **Confirming Leadership in EMEA** led by Retail
- **NA growth driven** by T&L and Healthcare in Datalogic division (+7.3%); Informatics dragging down growth
- **LA affected by large deals in 2016,** but improving QoQ (+60%)

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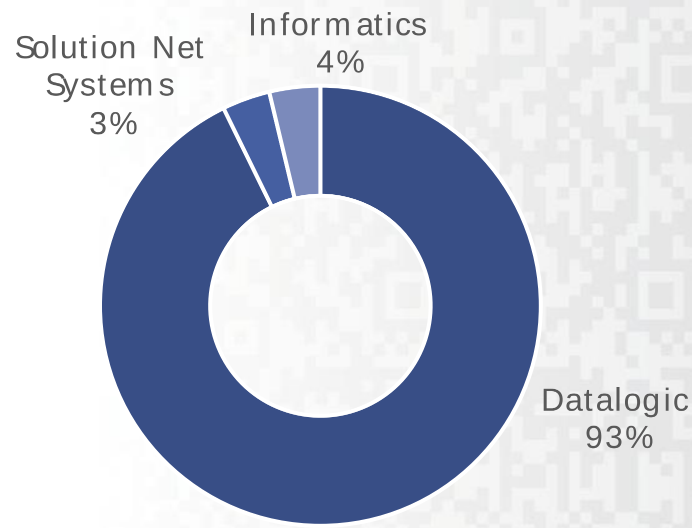
Group Revenues & EBITDA by division

REVENUES BY DIVISION

€ mln	H12017	H12016	Var%
Datalogic	279.2	260.2	7.3%
Solution Net Systems	10.6	10.0	6.3%
Informatics	11.2	12.8	(11.9%)
Adjustments	(1.7)	(1.0)	n.m.
Total Revenues	**299.3**	**281.8**	**6.2%**



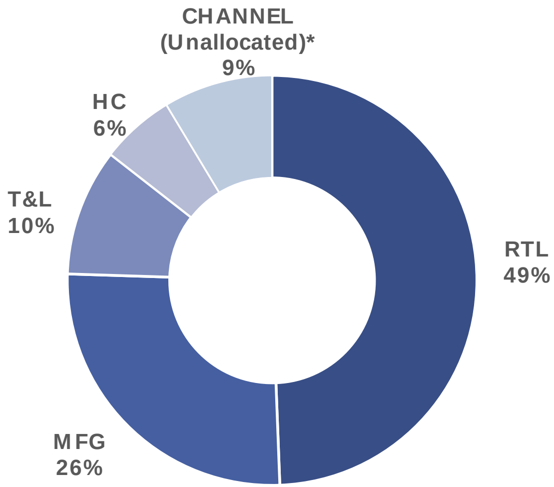
- **Datalogic Division** over performing Group growth driven by a double digit growth of Fixed Retail Scanners, ID and Machine Vision
- **Solution Net Systems**, keeps on steady growing (+ 6.3%), and profitability turnaround
- **Informatics** still in a downward trend, though improving on a quarterly basis

EBITDA BY DIVISION

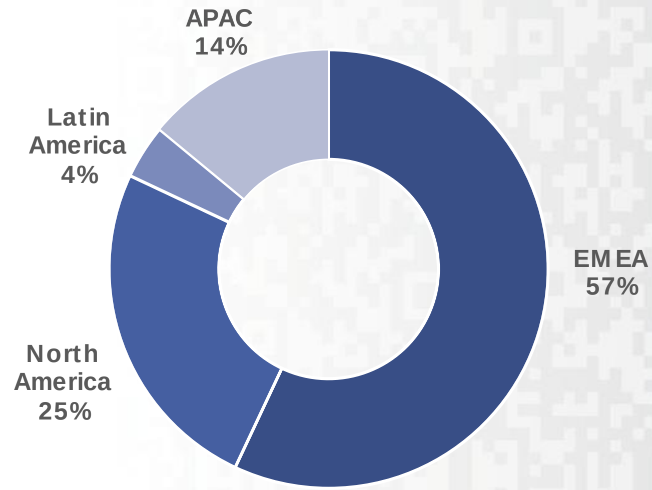
	H12017	H12016
Datalogic	51.3	46.1
Solution Net Systems	0.8	(0.9)
Informatics	(0.3)	(0.3)
Total Group	**51.8**	**45.0**

Focus on Datalogic Division

DL Revenues Breakdown by Industry



DL Revenues Breakdown by Geo Area



Retail

- €137.4 mln (–0.4%)

- +11% YoY in EMEA
- Growth recovery expected through new products

Manufacturing

- €74.0 mln (+10.7%)

- Growth driven by China, over 60%, and North America, +8%

T&L

- €27.8 mln (+5.3%)

- Double digit growth in Q2 (+14.1%) in all main areas. China and North America the leading Geos

Healthcare

- €16.1 mln (+74.0%)

- The fastest growing sector driven by large projects with a US top hospital chains

(*)The *Channel (Unallocated)* includes revenues not directly attributable to the 4 identified industries.

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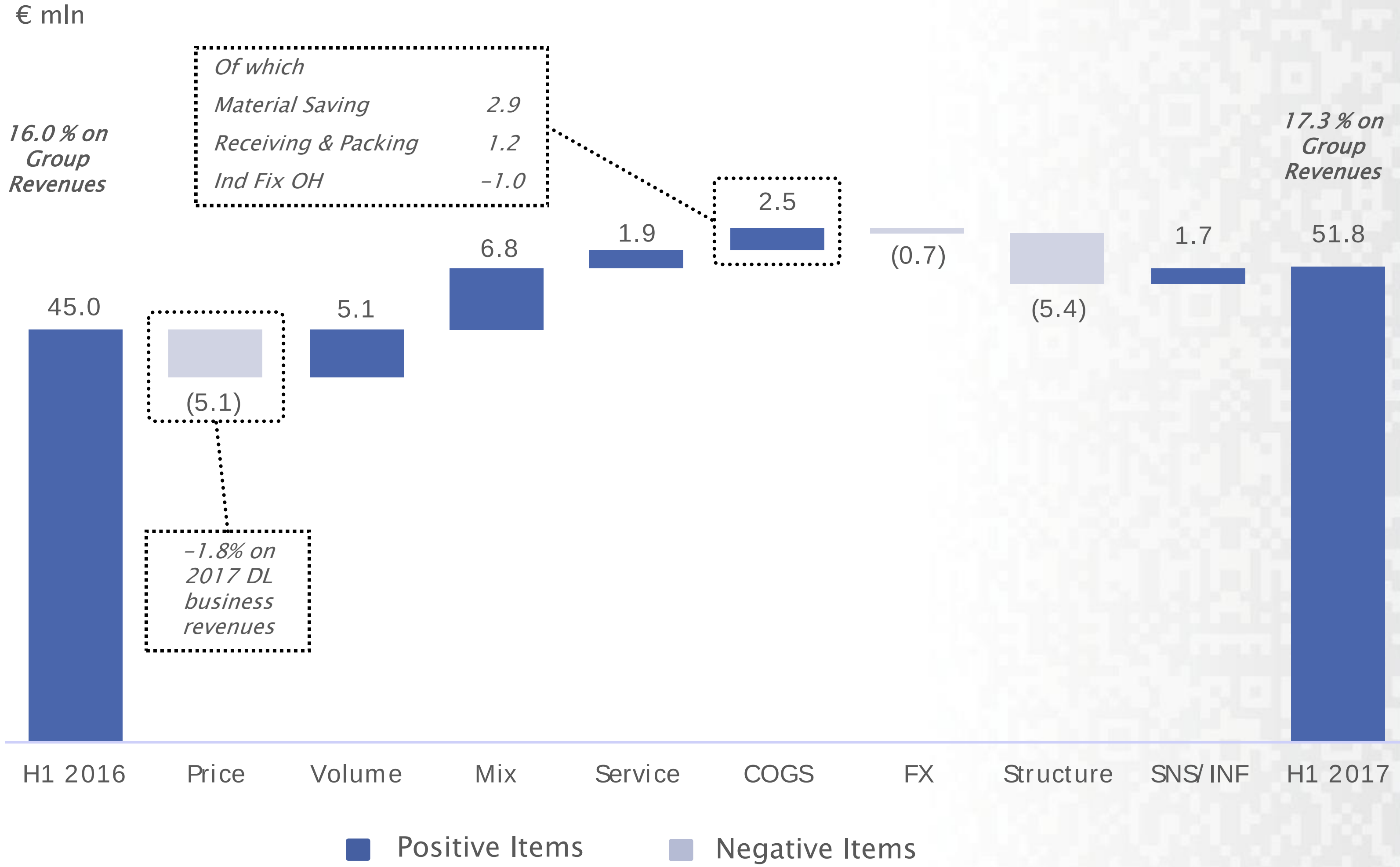
EBITDA: actual vs last year

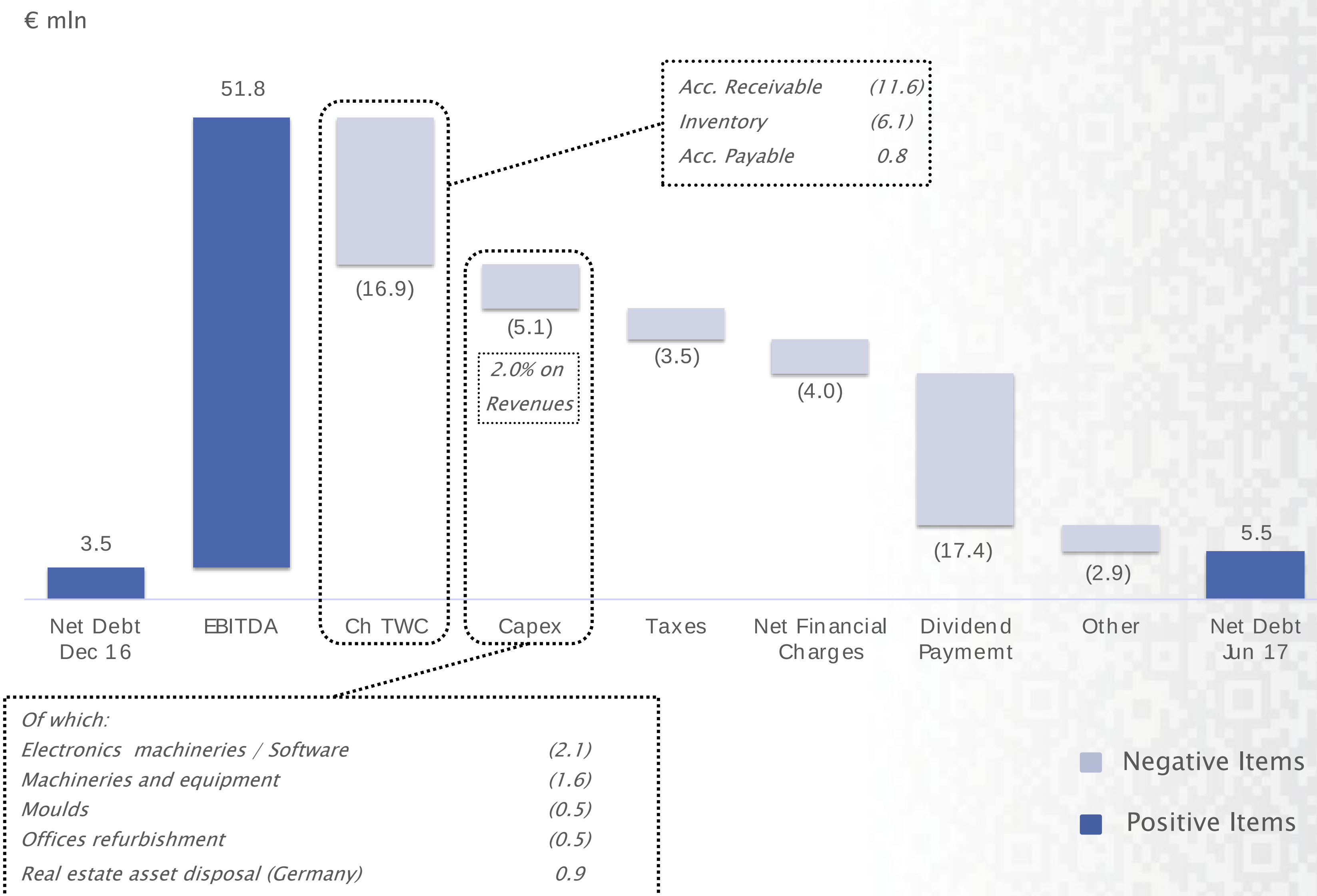


Consolidated Balance Sheet

	Dec 2016	Jun 2017
Total Fixed Assets	371.7	354.0
Trade receivables	75.5	87.1
% on 12m rolling sales	*13.1%*	*14.7%*
Inventories	82.3	88.5
% on 12m rolling sales	*14.3%*	*14.9%*
Trade payables	(104.6)	(105.4)
% on 12m rolling sales	*-18.1%*	*-17.7%*
Trade Working Capital	53.2	70.2
% on 12m rolling sales	*9.2%*	*11.8%*
Other assets/liabilities	(92.1)	(99.4)
Net Invested Capital	332.9	324.8

	Dec 2016	Jun 2017
Net Financial Position	(3.5)	(5.5)
Net Equity	336.4	330.2
Total Sources	332.9	324.8

Net Debt Analysis: December'16 – June'17



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New products

Q2 2017 New Products

MATRIX 120 Wide Angle and Polarized Models

Matrix 120™ is the smallest ultra-compact industrial 2D imager that fits into any integration space. This is the newest entry level member of the best-in-class Matrix family of high performance industrial 2D imagers.

The Matrix 120 imager leads the market for ease of use and has the highest industrial grade in its class; multiple models of the Matrix 120 imager allow it to cover an extensive range of applications in OEM and Manufacturing industries.

HALOGEN™

New adding to the Halogen™ DE2X12 family of ultracompact 2D MP imager scan engines.
Wide angle model: 52°H x 40°V with parallel interface.

MEMOR™ X3 HC

Mobile computer for healthcare. This new offering provides healthcare professionals a safe and easy way to scan bar codes in a hospital or clinic. The Memor X3 HC is lightweight, pocketable, extremely durable, and resistant to the major chemical cleaners used in the healthcare ecosystem

Outlook

2017 Outlook

- **Keep on growing in revenues** at rates substantially in line with H1
- **Strong focus on gross operating margin** to maintain a sound profitability
- **Increasing R&D & Distribution operating expenses in H2** to boost further growth & maintain leadership in the market
- **Cash Generation through NWC improvement**

- **T&L:** keep growing in main Geo Areas, capturing ecommerce & CEP trends
- **Retail:** growth recovery through strong pipeline of new products
- **HC:** enlarging customer base in North America
- **Manufacturing:** keep on steady growing in China and other main Geo Areas, backed by strong demand for automation

- **Strong pipeline of new products in H2** particularly in in the Retail and Manufacturing industries

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NEXT EVENTS

November 13th, 2017
9M results

September 6th , 2017
Italian Industrial Day
Milan Italian Stock Exchange

October 10th, 2017
STAR Conference London

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www.datalogic.com

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