

12M 2009 Conference Call

Bologna, 8th March 2010

✦ 12M 2009 FINANCIAL RESULTS

✦ Q&A SESSION

Consolidated Income Statement

(Euro/1.000)

| | Last year 12m 2008 | % | Actual 12m 2009 | % | Var % |
|--|-----------------------|---------------|--------------------|---------------|---------------|
| Revenues | 379.820 | 100,0% | 311.971 | 100,0% | -17,9% |
| COGS | (211.765) | -55,8% | (181.602) | -58,2% | |
| Gross Operating Margin | 168.055 | 44,2% | 130.369 | 41,8% | -22,4% |
| Other revenues (I) | 10.473 | 2,8% | 2.210 | 0,7% | |
| R&D | (25.306) | -6,7% | (24.885) | -8,0% | |
| Distribution Costs | (77.246) | -20,3% | (68.101) | -21,8% | |
| Administrative expenses | (38.792) | -10,2% | (29.602) | -9,5% | |
| Other operating expenses | (1.846) | -0,5% | (3.768) | -1,2% | |
| Total operating expenses and others | (143.190) | -37,7% | (126.356) | -40,5% | |
| Ordinary Operating Profit (EBITANR) (*) | 35.338 | 9,3% | 6.223 | 2,0% | -82,4% |
| Non recurring costs/rev (II) | (729) | -0,2% | (7.776) | -2,5% | |
| Amort. intang. assets from acquis. | (3.896) | -1,0% | (4.022) | -1,3% | |
| Operating Profit (EBIT) | 30.713 | 8,1% | (5.575) | -1,8% | n.a |
| Financial (costs)/rev. | (5.626) | -1,5% | (6.380) | -2,0% | |
| Results from equity investments | (34) | 0,0% | (173) | -0,1% | |
| Foreing exchange (costs)/rev. | 860 | 0,2% | (709) | -0,2% | |
| EBT | 25.913 | 6,8% | (12.837) | -4,1% | n.a |
| Taxes | (8.069) | -2,1% | 673 | 0,2% | |
| Net Income | 17.844 | 4,7% | (12.164) | -3,9% | n.a |
| Depreciation | (8.193) | -2,2% | (8.643) | -2,8% | |
| Amortization | (4.231) | -1,1% | (4.768) | -1,5% | |
| EBITDA | 47.762 | 12,6% | 19.634 | 6,3% | -58,9% |
| <i>Exchange rate</i> | <i>1,4708</i> | | <i>1,3948</i> | | |

(*) Ordinary Operating Profit before non recurring costs/revenues and amortization of intangible assets from acquisition (EBITANR)

Consolidated Income Statement – by semester (Euro/1.000)

| | Actual H1 2009 | % | Actual H2 2009 | % | Actual 12m 2009 | % |
|--|-------------------|---------------|-------------------|---------------|--------------------|---------------|
| Revenues | 149.112 | 100,0% | 162.859 | 100,0% | 311.971 | 100,0% |
| COGS | (87.608) | -58,8% | (93.994) | -57,7% | (181.602) | -58,2% |
| Gross Operating Margin | 61.504 | 41,2% | 68.865 | 42,3% | 130.369 | 41,8% |
| Other revenues | 1.187 | 0,8% | 1.023 | 0,6% | 2.210 | 0,7% |
| R&D | (13.631) | -9,1% | (11.254) | -6,9% | (24.885) | -8,0% |
| Distribution Costs | (35.037) | -23,5% | (33.064) | -20,3% | (68.101) | -21,8% |
| Administrative expenses | (15.429) | -10,3% | (14.173) | -8,7% | (29.602) | -9,5% |
| Other operating expenses | (2.051) | -1,4% | (1.717) | -1,1% | (3.768) | -1,2% |
| Total operating expenses and others | (66.148) | -44,4% | (60.208) | -37,0% | (126.356) | -40,5% |
| Ordinary Operating Profit (EBITANR) (*) | (3.457) | -2,3% | 9.680 | 5,9% | 6.223 | 2,0% |
| Non recurring costs/rev | (7.948) | -5,3% | 172 | 0,1% | (7.776) | -2,5% |
| Amort. intang. assets from acquis. | (2.085) | -1,4% | (1.937) | -1,2% | (4.022) | -1,3% |
| Operating Profit (EBIT) | (13.490) | -9,0% | 7.915 | 4,9% | (5.575) | -1,8% |
| Financial (costs)/rev. | (3.303) | -2,2% | (3.077) | -1,9% | (6.380) | -2,0% |
| Results from equity investments | (151) | -0,1% | (22) | 0,0% | (173) | -0,1% |
| Foreing exchange (costs)/rev. | (51) | 0,0% | (658) | -0,4% | (709) | -0,2% |
| EBT | (16.995) | -11,4% | 4.158 | 2,6% | (12.837) | -4,1% |
| Taxes | 2.457 | 1,6% | (1.784) | -1,1% | 673 | 0,2% |
| Net Income | (14.538) | -9,7% | 2.374 | 1,5% | (12.164) | -3,9% |
| Depreciation | (4.645) | -3,1% | (3.998) | -2,5% | (8.643) | -2,8% |
| Amortization | (2.616) | -1,8% | (2.152) | -1,3% | (4.768) | -1,5% |
| EBITDA | 3.804 | 2,6% | 15.830 | 9,7% | 19.634 | 6,3% |
| <i>Exchange rate</i> | <i>1,3327</i> | | <i>1,4539</i> | | <i>1,3948</i> | |

(*) Ordinary Operating Profit before non recurring costs/revenues and amortization of intangible assets from acquisition (EBITANR)

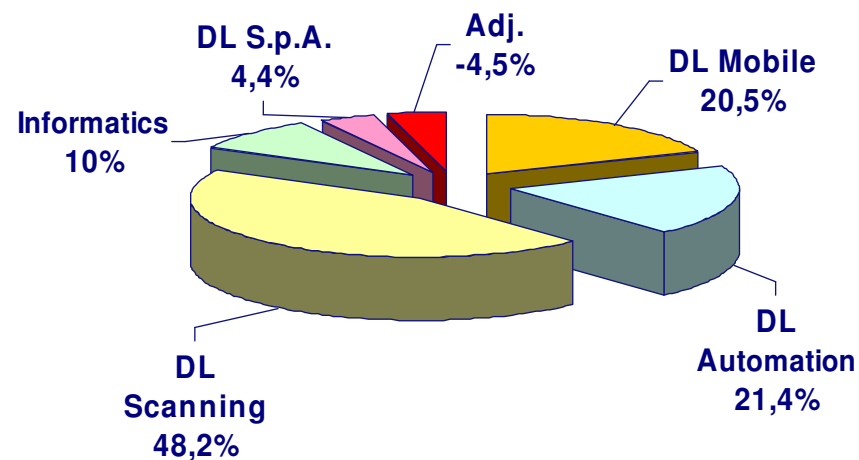
Revenues Details

(Euro/1.000)

12M09 REVENUES BY DIVISION

| | 12M08 | 12M09 | Var % |
|----------------------|----------------|----------------|-------------|
| Datalogic Mobile (*) | 93.372 | 68.127 | -27% |
| Datalogic Automation | 70.113 | 66.958 | -4% |
| Datalogic Scanning | 185.146 | 146.982 | -21% |
| Informatics | 32.171 | 30.552 | -5% |
| Datalogic S.p.A. | 15.615 | 12.250 | -22% |
| Adjustments | -16.597 | -12.898 | -22% |
| Revenues | 379.820 | 311.971 | -18% |

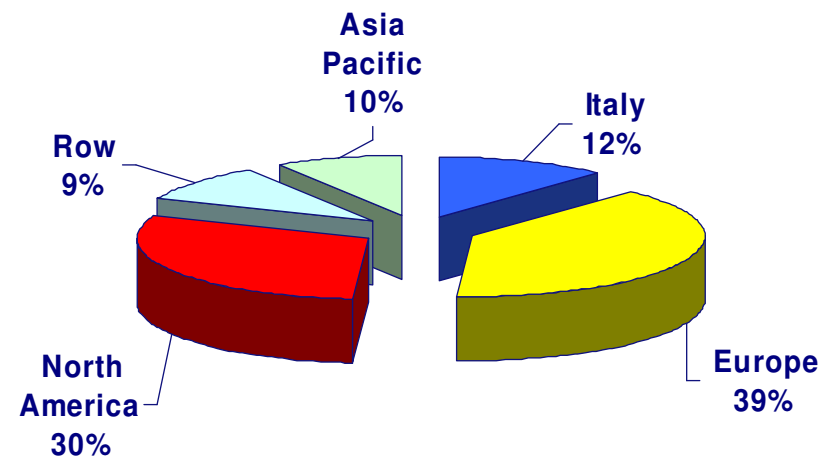
(*) Datalogic Mobile includes Enterprise Business Solutions



12M09 REVENUES BY GEOGRAPHIC AREA

| | 12M08 (*) | 12M09 | Var. % |
|-----------------|----------------|----------------|-------------|
| Italy | 41.949 | 39.039 | -7% |
| Europe | 161.913 | 123.298 | -24% |
| North America | 99.271 | 90.014 | -9% |
| Asia Pacific | 37.744 | 30.204 | -20% |
| ROW | 38.944 | 29.417 | -24% |
| Revenues | 379.820 | 311.971 | -18% |

(*) Does not include Datasensor S.p.A. figures



Segment Reporting: 12M09

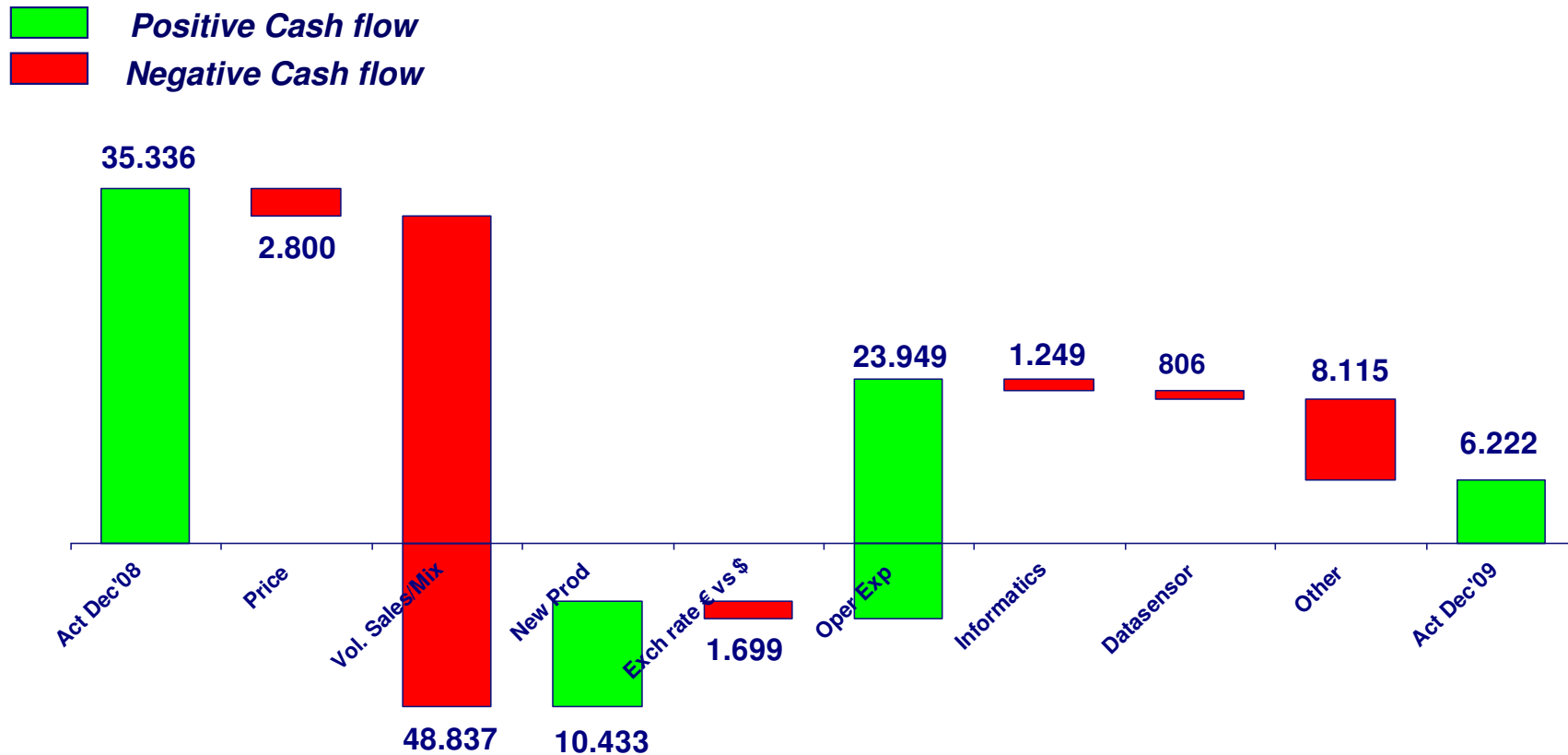
(Euro/1.000)

| | Mobile | Automation | Scanning | Informatics | Datalogic S.p.A. | Adj. | Total Group |
|--|-----------------|-----------------|-----------------|----------------|------------------|-----------------|------------------|
| Total Revenues | 68.127 | 66.958 | 146.982 | 30.552 | 12.250 | (12.898) | 311.971 |
| COGS | (35.917) | (36.124) | (91.932) | (18.273) | 0 | 644 | (181.602) |
| Gross Operating Margin | 32.210 | 30.834 | 55.050 | 12.279 | 12.250 | (12.254) | 130.369 |
| <i>% on total rev.</i> | 47,3% | 46,0% | 37,5% | 40,2% | 100,0% | | 41,8% |
| Other Revenues | 420 | 1.238 | 581 | 0 | 1.705 | (1.734) | 2.210 |
| R&D | (5.737) | (7.527) | (10.814) | (496) | (376) | 65 | (24.885) |
| Distribution Costs | (18.165) | (18.971) | (31.341) | (6.995) | 0 | 7.371 | (68.101) |
| G&A | (6.241) | (10.153) | (8.424) | (1.425) | (9.814) | 6.455 | (29.602) |
| Other operating expenses | (444) | (1.702) | (1.426) | (98) | (427) | 329 | (3.768) |
| Total operating expenses and others | (30.587) | (38.353) | (52.005) | (9.014) | (10.617) | 14.220 | (126.356) |
| Ordinary Operating Profit (EBITANR) (*) | 2.043 | (6.281) | 3.626 | 3.265 | 3.338 | 232 | 6.223 |
| <i>% on total rev.</i> | 3,0% | -9,4% | 2,5% | 10,7% | 27,2% | | 2,0% |
| Non recurring costs/rev | (1.073) | (5.083) | (1.482) | 0 | (138) | 1 | (7.775) |
| Amort. intang. assets from acquis. | (368) | (1.294) | (1.787) | (573) | 0 | 0 | (4.022) |
| Operating Profit (EBIT) | 602 | (12.658) | 357 | 2.692 | 3.200 | 233 | (5.574) |
| <i>% on total rev.</i> | 0,9% | -18,9% | 0,2% | 8,8% | 26,1% | -1,8% | -1,8% |
| Depreciation&Amortization | (2.815) | (4.612) | (4.482) | (259) | (1.466) | 223 | (13.411) |
| EBITDA | 4.858 | (1.669) | 8.108 | 3.524 | 4.804 | 9 | 19.634 |
| <i>% on total rev.</i> | 7,1% | -2,5% | 5,5% | 11,5% | 39,2% | | 6,3% |

(*) Ordinary Operating Profit before non recurring costs/revenues and amortization of intangible assets from acquisition (EBITANR)

EBITANR * - 12M09 Actual vs. Last Year

(Euro/1.000)



(*) Ordinary Operating Profit before non recurring costs/revenues and amortization of intangible assets from acquisition (EBITANR)

Note: The Exchange rate variance has been calculated on Sales/COGS/Operating expenses originally denominated in USD (\$). The variance was the result of the difference between 12M'09 Actual (1,39) and 12M'08 Actual (1,47) €/USD exchange rate. Therefore, this variance does not include the exchange rate effect on competitive scenario.

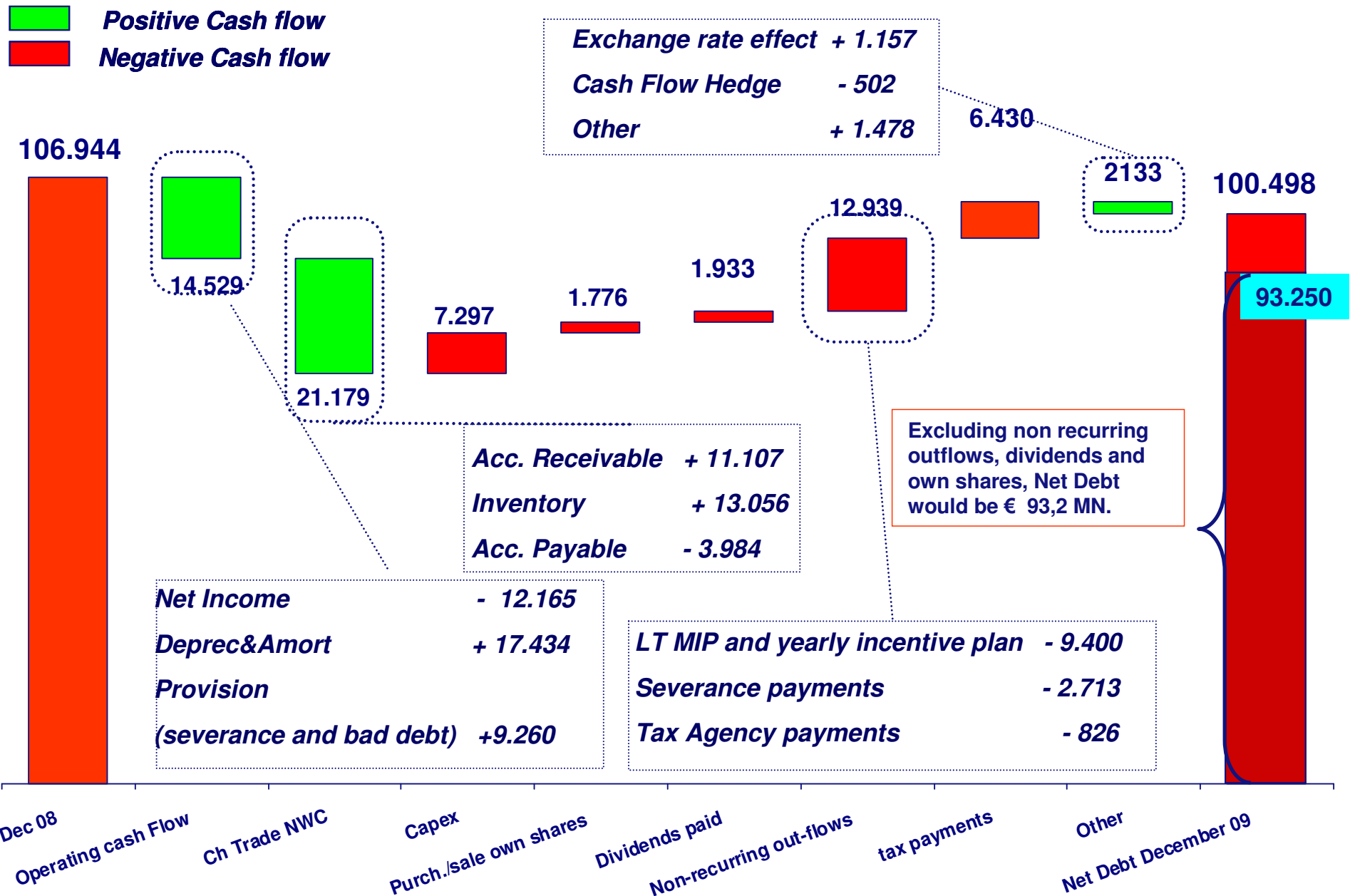
Consolidated Balance Sheet

(Euro/1.000)

| | Dec 31, 08 | Dec 31, 09 |
|---|-----------------|-----------------|
| Intangible fixed assets | 49.011 | 39.621 |
| Goodwill | 89.679 | 87.081 |
| Tangible fixed assets | 52.594 | 50.822 |
| Non consolidated investments | 3.322 | 2.675 |
| Other fixed assets | 21.858 | 23.181 |
| TOTAL FIXED ASSETS | 216.464 | 203.380 |
| Net trade account receivables | 78.046 | 65.455 |
| ST account payables | (47.800) | (43.816) |
| Inventory | 52.138 | 39.082 |
| TRADE WORKING CAPITAL | 82.384 | 60.721 |
| Other current receivables | 22.174 | 17.512 |
| Other ST payables and provision for risk & future charges (*) | (44.887) | (34.989) |
| NET WORKING CAPITAL | 59.671 | 43.244 |
| Other LT payables | (19.463) | (17.373) |
| Employees' severance Indemnity | (8.392) | (7.739) |
| LT provision for risk & future charges (*) | (5.518) | (4.319) |
| NET INVESTED CAPITAL | 242.762 | 217.193 |
| Equity | 135.818 | 116.695 |
| Net Financial Position | -106.944 | -100.498 |
| <i>Exchange rates</i> | <i>1,3917</i> | <i>1,4708</i> |

Net Debt analysis: Dec. 08 – Dec. 09

(Euro/1.000)



★ 12M2009 FINANCIAL RESULTS

★ Q&A SESSION

Thank You!

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