

DATALOGIC

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FY 2006 Conference Call

Bologna, February 15th 2007



FINANCIAL HIGHLIGHTS



UPDATE ON PSC



Q&A SESSION

Consolidated Income Statement

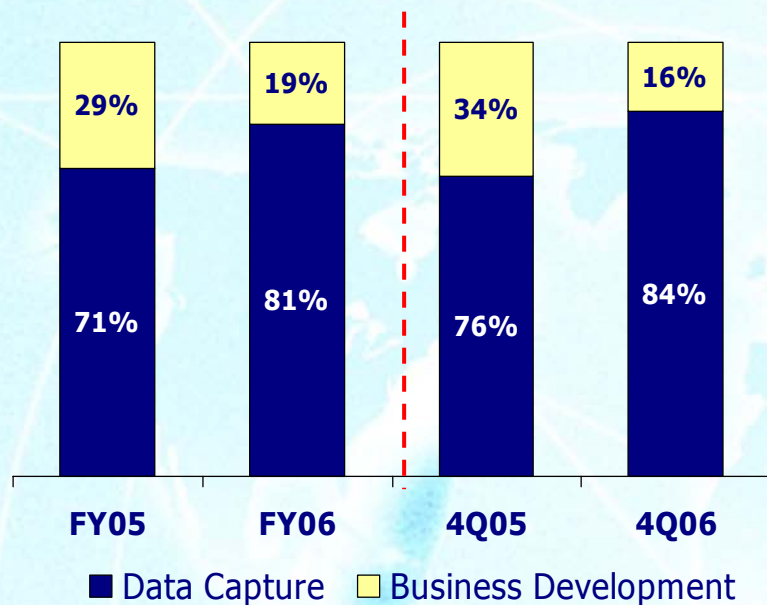
(Euro/1.000)

	FY05	%	FY06	%	Ratios
Revenues	205.948	100,0%	381.614	100,0%	85,3%
COGS	-106.526	-51,7%	-214.544	-56,2%	
Gross Operating Margin	99.422	48,3%	167.070	43,8%	68,0%
R&D	-14.676	-7,1%	-26.313	-6,9%	
G&A	-17.273	-8,4%	-28.752	-7,5%	
Distribution Costs	-42.949	-20,9%	-83.915	-22,0%	
Other Rev/(Charges)	276	0,1%	-2.056	-0,5%	
Ordinary Operating Profit (EBITANR) (*)	24.800	12,0%	26.034	6,8%	5,0%
Not recurring costs/rev	-2.691	-1,3%	-6.315	-1,7%	
Amort. intang. assets from acquis.	-1.830	-0,9%	-4.345	-1,1%	
Operating Profit (EBIT)	20.279	9,8%	15.374	4,0%	-24,2%
Financial (costs)/rev.	874	0,4%	-5.160	-1,4%	
Results from equity investments	229	0,1%	-53	0,0%	
Foreing exchange (costs)/rev.	1.298	0,6%	-1.128	-0,3%	
EBT	22.680	11,0%	9.033	2,4%	-60,2%
Taxes	-9.512	-4,6%	-4.767	-1,2%	
Net Income	13.168	6,4%	4.266	1,1%	
Third Parties Income	-171	-0,1%	-141	0,0%	
Group Net Income	12.997	6,3%	4.125	1,1%	
Depreciation	-4.558	-2,2%	-8.309	-2,2%	
Amortization	-2.191	-1,1%	-3.894	-1,0%	
EBITDA	31.549	15,3%	38.237	10,0%	21,2%

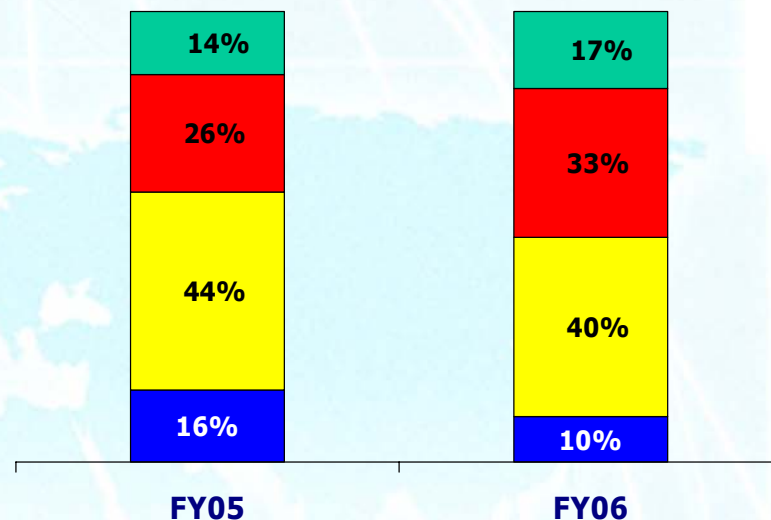
(*) Ordinary Operating Profit before not recurring costs/revenues and amortization of intangible assets from acquisition (EBITNAR)

(Euro/1.000)

Revenues by Division



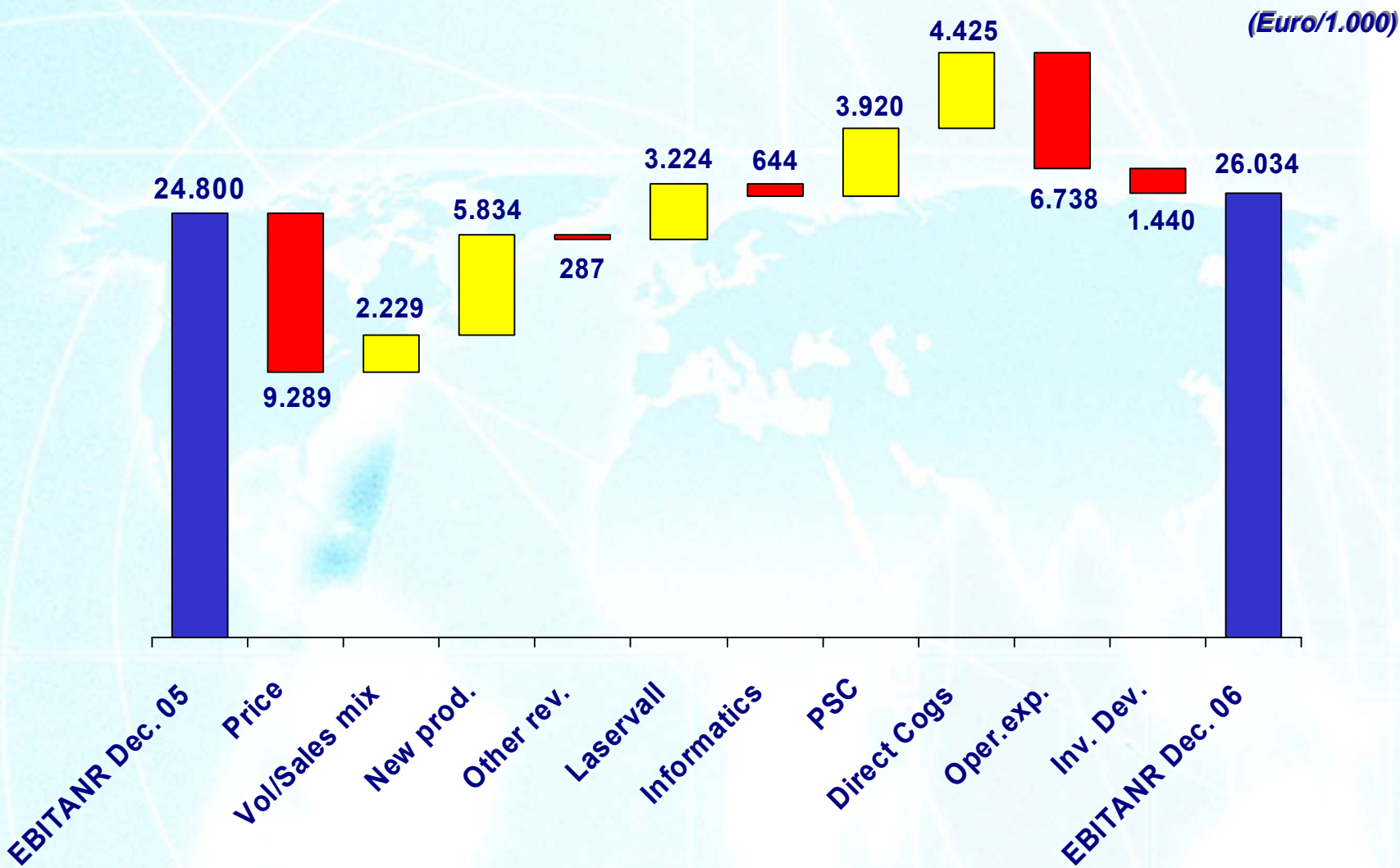
Revenues by Geographic Area



	FY05	FY06	Var. %
Data Capture	146.566	309.313	111%
Business Development	59.382	72.301	22%
Revenues	205.948	381.614	85%

	FY05	FY06	var %
Italy	32.803	37.973	16%
Europe	90.446	153.694	70%
North America	54.381	124.504	129%
ROW	28.318	65.443	131%
Revenues	205.948	381.614	85%

Ordinary Operating Profit - EBITANR (*) – Actual vs LY



(*) Ordinary Operating Profit before not recurring costs/revenues and amortization of intangible assets from acquisition (EBITANR)

FY05 and FY06 results without PSC

(Euro/1.000)

	FY05	%	FY06	%	Ratios
Revenues	186.523	100,0%	203.673	100,0%	9,2%
COGS	-93.329	-50,0%	-103.340	-50,7%	
Gross Operating Margin	93.194	50,0%	100.333	49,3%	7,7%
R&D	-13.440	-7,2%	-15.009	-7,4%	
G&A	-16.391	-8,8%	-19.412	-9,5%	
Distribution Costs	-38.773	-20,8%	-43.678	-21,4%	
Other Rev/(Charges)	353	0,2%	-263	-0,1%	
Ordinary Operat. Profit (EBITANR) (*)	24.943	13,4%	21.971	10,8%	-11,9%
Not recurring costs/rev	-2.691	-1,4%	-893	-0,4%	
Amort. intang. assets from acquis. (**)	-1.830	-1,0%	-1.933	-0,9%	
Operating Profit (EBIT)	20.422	10,9%	19.145	9,4%	-6,3%
Financial (costs)/rev.	931	0,5%	-1.121	-0,6%	
Results from equity investments	229	0,1%	-53	0,0%	
Foreing exchange (costs)/rev.	1.275	0,7%	-1.633	-0,8%	
EBT	22.857	12,3%	16.338	8,0%	-28,5%
Depreciation	-4.267	-2,3%	-4.131	-2,0%	
Amortization	-2.190	-1,2%	-3.750	-1,8%	
EBITDA	31.400	16,8%	29.852	14,7%	-4,9%

Exchange rate Euro/Usd

1,2441

1,2556

(*) Ordinary Operating Profit before not recurring costs/revenues and amortization of intangible assets from acquisition (EBITNAR)

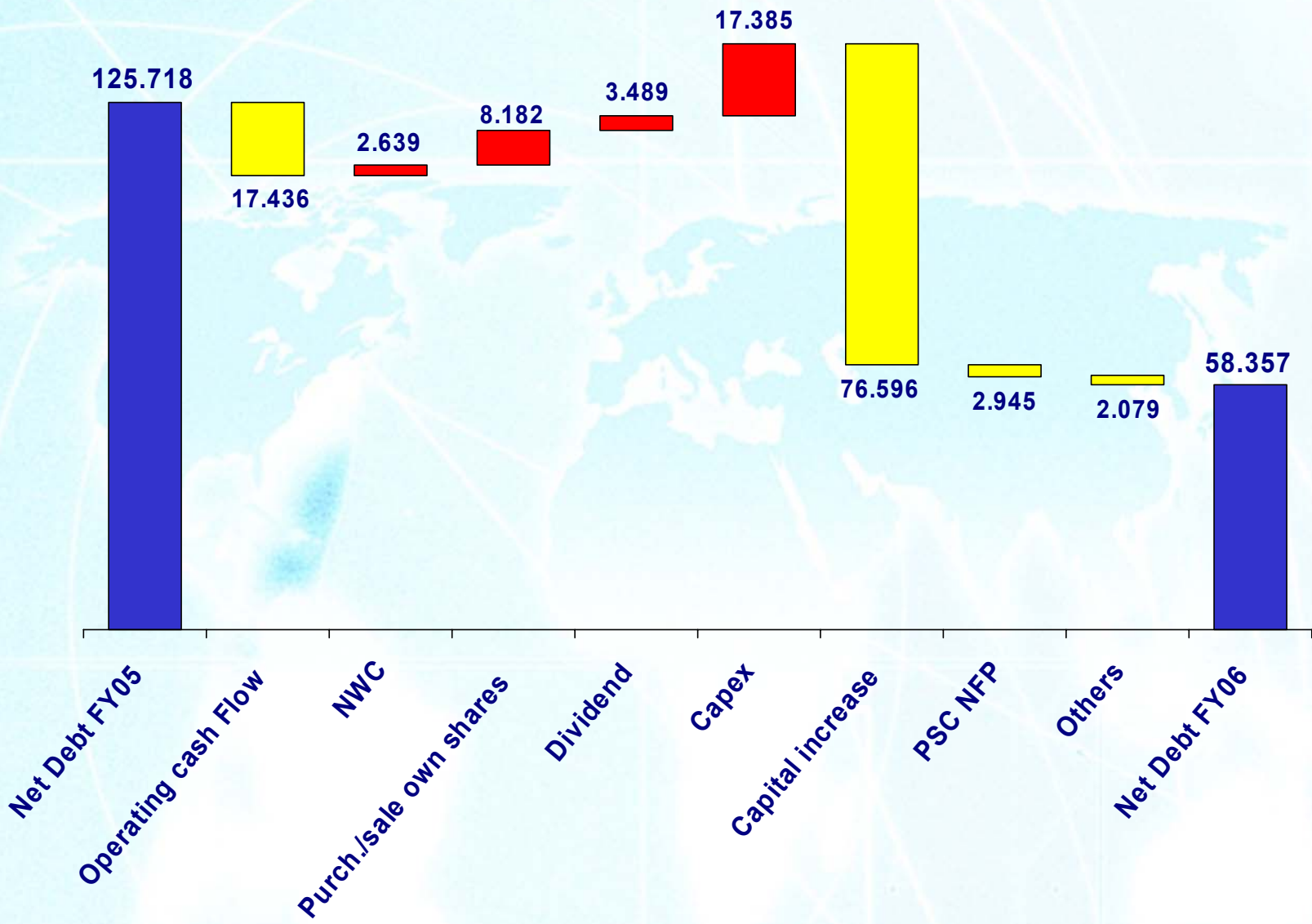
(**) The item "Amort. intangible assets from acquisitions" at 31/12/06 includes € 1.295 thousand and € 638 thousand for Laservall and Informatics acquisitions.

(Euro/1.000)

	FY05	FY06
Fixed Assets	254.016	227.254
Receivables	94.482	90.917
Inventory	51.512	52.005
Payables	-74.681	-78.042
Net Working Capital	71.313	64.880
Employees' seve. Indemn.	-6.894	-7.624
Risk Funds	-8.919	-9.856
Other liabilities	-53.937	-29.687
Net Invested Capital	255.579	244.967
Equity	129.861	186.610
Net Financial Position	-125.718	-58.357

Net Debt

(Euro/1.000)



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Restructuring Plan Update

1Q 2006 Actions

- February 06: Start of the fast-track restructuring
- March 06: Bill Parnell appointed new CEO

2Q 2006 Actions

- Reduced employees by a total of 49 (out of the 740 regular employees)
- Annual cost saving of over Usd 4.4 m (6% of PSC's operating costs)
- Estimated restructuring costs of some Usd 1.6 mil
- Ongoing activities on Sales & Marketing and Purchasing & Production areas

3Q 2006 Actions

- October 06: Signed with Symbol OEM Agreement (for the next 5 years the Group will benefit of a cost saving amounting to € 20 mil.

4Q 2006

- In the fourth quarter of 2006 PSC revenues came, in dollars, to more than 8% over the last quarter of 2005
- 2006 total revenues: Usd 224,1 mil.

February 2007

- Final definition of PSC Inc purchase price agreed (reduced from Usd 151.2 to 143.7).

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