



# ***1Q10 Conference Call***

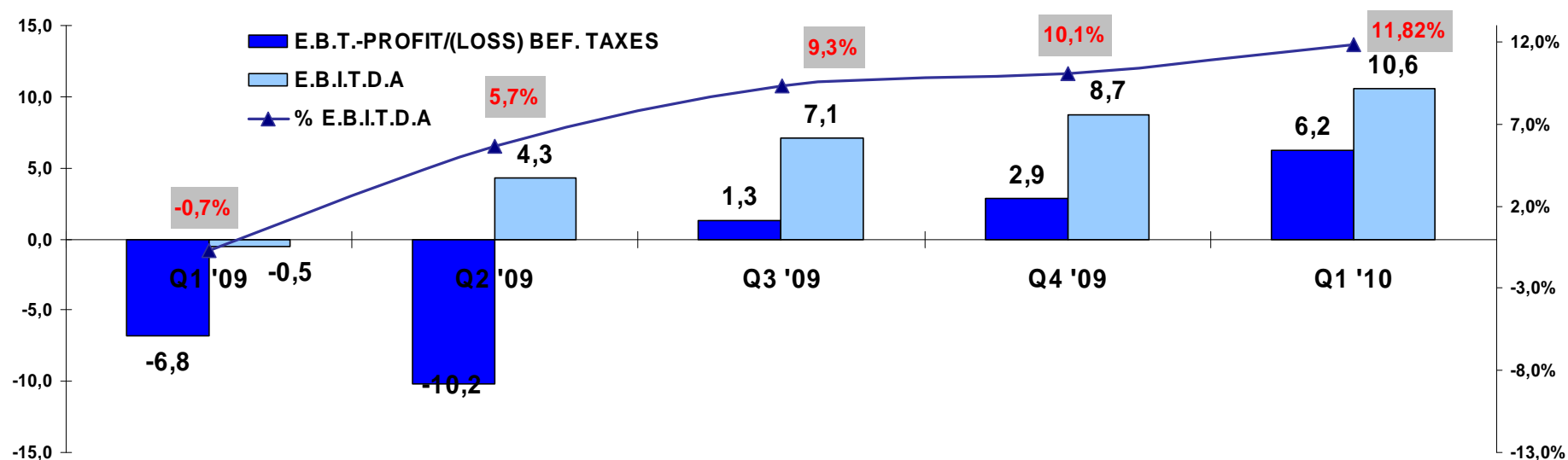
*Bologna, 10th May, 2010*

✦ 1Q10 FINANCIAL RESULTS

✦ Q&A SESSION

## Growth continued also in the first quarter of 2010

Datalogic Group - Year 2009 + Q1 2010 - Income Statement figures by quarter ( Euro/000)



✦ *The trend of profitability recovery confirmed by the results of four consecutive quarters*

## 1Q10 YTD Profit & Loss Actual vs Last Year

	Last year 1Q09	%	Actual 1Q10	%	Var %
<b>Revenues</b>	<b>73.094</b>	<b>100,0%</b>	<b>89.520</b>	<b>100,0%</b>	<b>22,5%</b>
COGS	(44.122)	-60,4%	(49.046)	-54,8%	
<b>Gross Operating Margin</b>	<b>28.972</b>	<b>39,6%</b>	<b>40.474</b>	<b>45,2%</b>	<b>39,7%</b>
Other revenues (I)	572	0,8%	338	0,4%	
R&D	(6.802)	-9,3%	(6.067)	-6,8%	
Distribution Costs	(18.025)	-24,7%	(17.826)	-19,9%	
Administrative expenses	(8.071)	-11,0%	(8.692)	-9,7%	
Other operating expenses	(732)	-1,0%	(530)	-0,6%	
<b>Total operating expenses and others</b>	<b>(33.630)</b>	<b>-46,0%</b>	<b>(33.115)</b>	<b>-37,0%</b>	
<b>Ordinary Operating Profit (EBITANR) (*)</b>	<b>(4.086)</b>	<b>-5,6%</b>	<b>7.697</b>	<b>8,6%</b>	<b>n.a</b>
Non recurring costs/rev (II)	0	0,0%	0	0,0%	
Amort. intang. assets from acquis.	(1.058)	-1,4%	(973)	-1,1%	
<b>Operating Profit (EBIT)</b>	<b>(5.144)</b>	<b>-7,0%</b>	<b>6.724</b>	<b>7,5%</b>	<b>n.a</b>
Financial (costs)/rev.	(1.698)	-2,3%	(1.420)	-1,6%	
Results from equity investments	(53)	-0,1%	29	0,0%	
Foreing exchange (costs)/rev.	103	0,1%	880	1,0%	
<b>EBT</b>	<b>(6.792)</b>	<b>-9,3%</b>	<b>6.213</b>	<b>6,9%</b>	<b>n.a</b>
Taxes	1.270	1,7%	(2.078)	-2,3%	
<b>Net Income</b>	<b>(5.522)</b>	<b>-7,6%</b>	<b>4.135</b>	<b>4,6%</b>	<b>n.a</b>
Depreciation	(2.445)	-3,3%	(1.946)	-2,2%	
Amortization	(1.126)	-1,5%	(942)	-1,1%	
<b>EBITDA</b>	<b>(515)</b>	<b>-0,7%</b>	<b>10.585</b>	<b>11,8%</b>	<b>n.a</b>
Exchange rate	1,3026		1,3829		

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

# Revenues Details

(Euro/1.000)

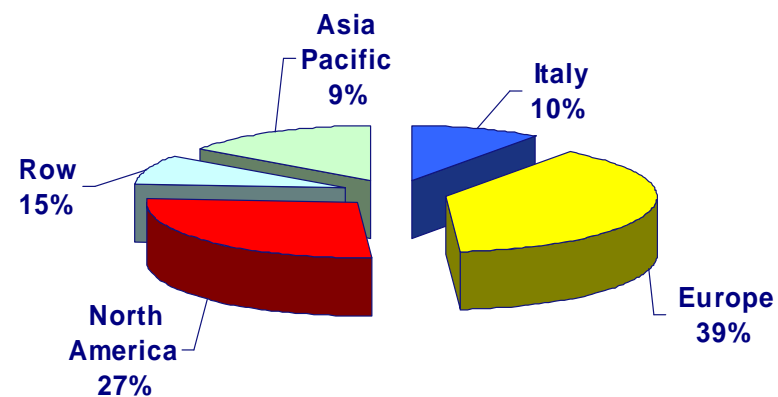
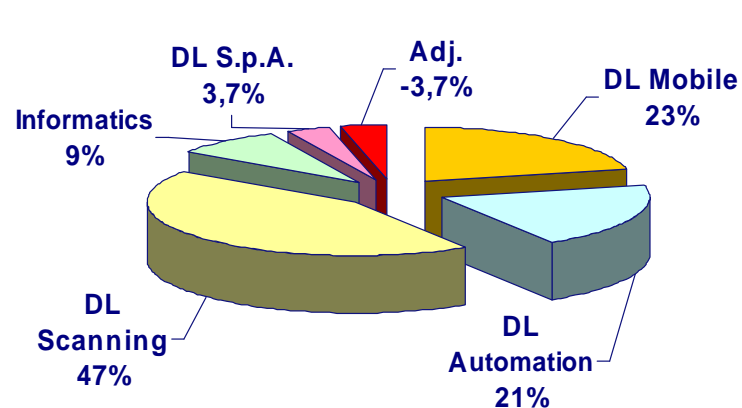
### 1Q10 Revenues by Division

	1Q09	1Q10	Var %
Datalogic Mobile (*)	16.136	20.684	28,2%
Datalogic Automation	15.755	19.024	20,7%
Datalogic Scanning	34.696	42.080	21,3%
Informatics	6.672	7.930	18,9%
Datalogic S.p.A.	3.285	3.291	0,2%
Adjustments	-3.450	-3.489	1,1%
<b>Revenues</b>	<b>73.094</b>	<b>89.520</b>	<b>22,5%</b>

### 1Q10 Revenues by Area

	1Q09	1Q10	Var. %
Italy	9.763	9.123	-6,6%
Europe	30.006	34.995	16,6%
North America	19.552	24.494	25,3%
Asia Pacific	7.028	7.926	12,8%
ROW	6.745	12.982	92,5%
<b>Revenues</b>	<b>73.094</b>	<b>89.520</b>	<b>22,5%</b>

(\*) Datalogic Mobile includes Enterprise Business Solutions BU

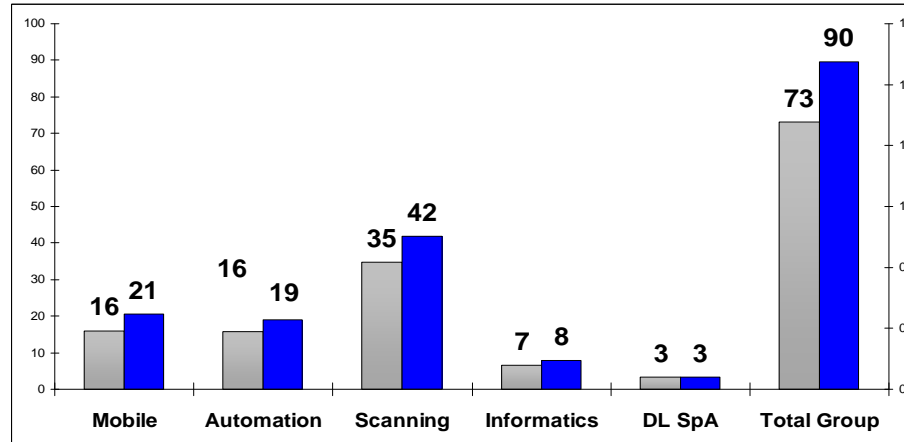


(Euro/Mn)

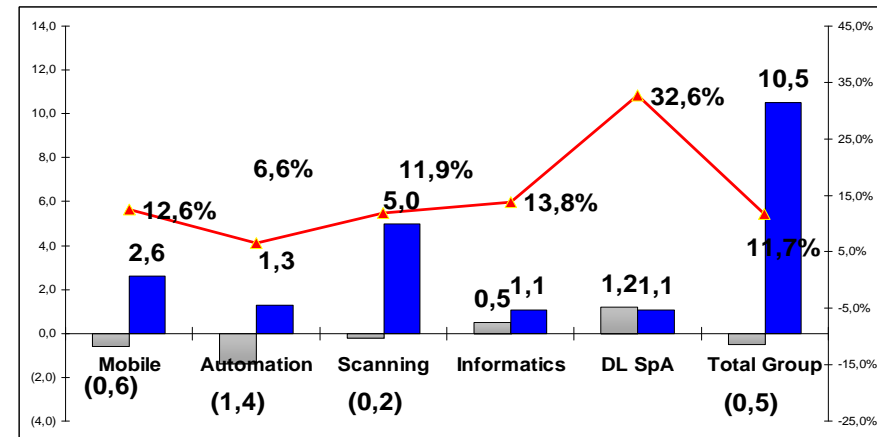
# Segment Reporting: 1Q10 YTD

■ 2009  
■ 2010  
▲ % on 2010 rev

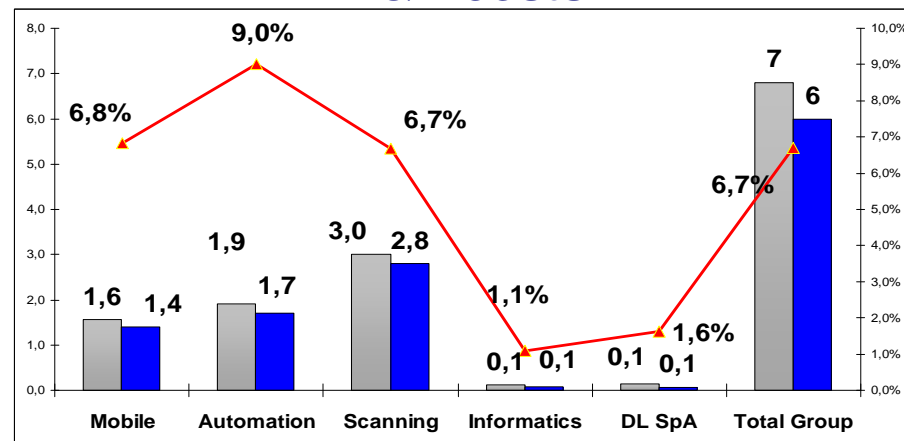
## Revenues



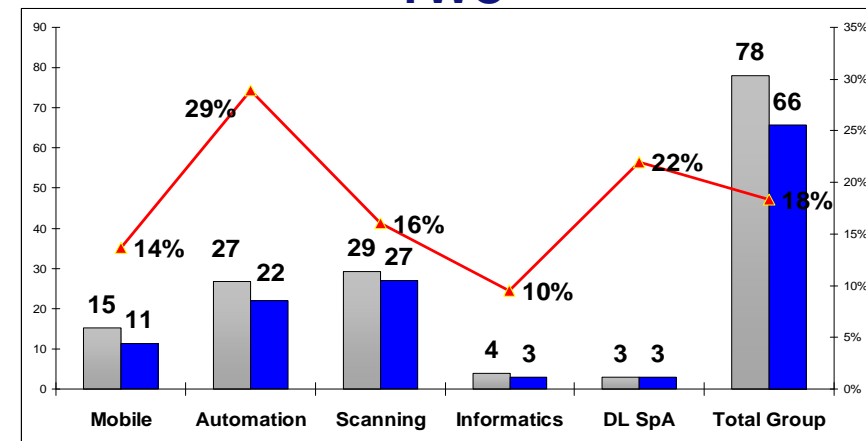
## Ebitda



## R&D costs

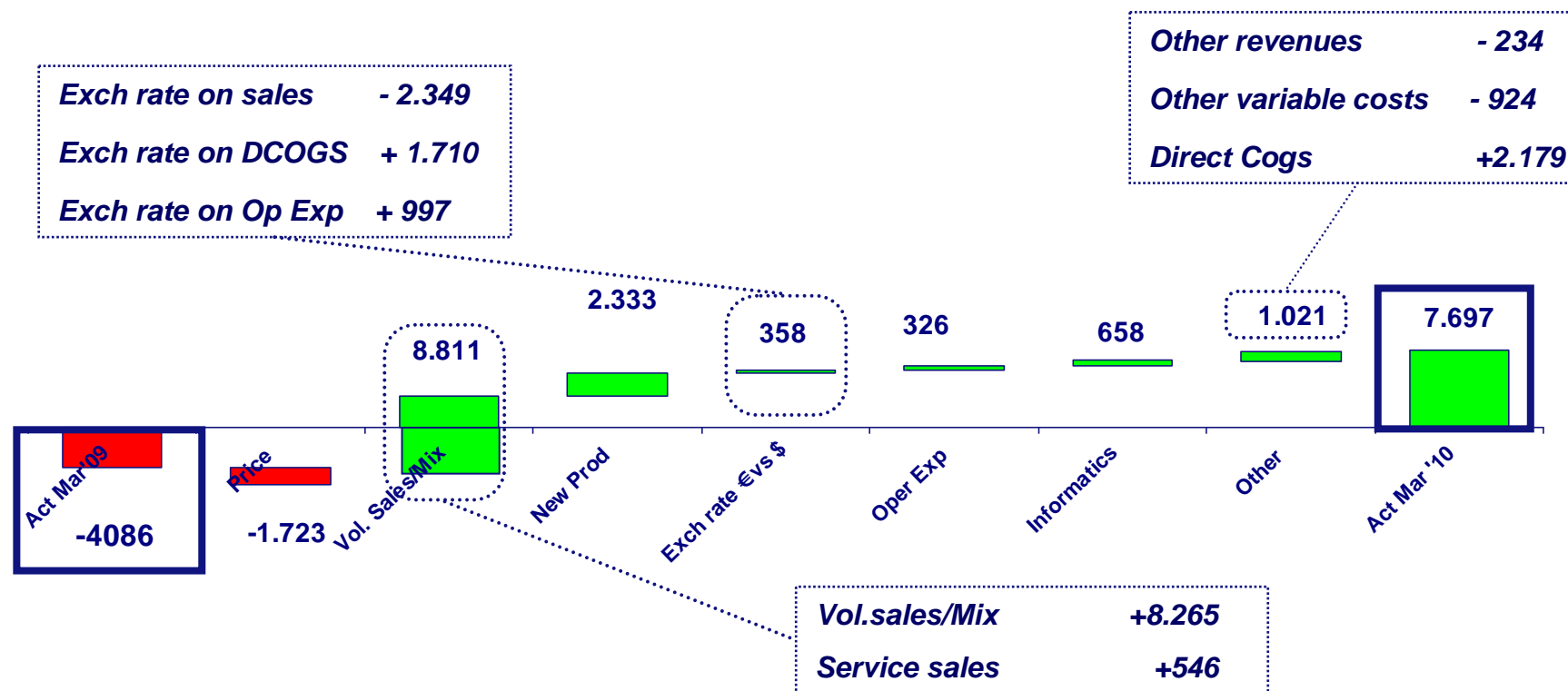


## TWC



## EBITANR\* - 1Q10 Actual vs. Last Year

(Euro/1.000)



### Notes

The exchange rate variance has been calculated on Sales/COGS/Operating expenses originally denominated in USD (\$). The variance is the result of the difference between 1Q10 Actual (1,38) and 1Q09 Actual (1,30) €/USD exchange rate. Therefore, this variance does not include the exchange rate effect on competitive scenario.

For Informatics it has been considered its overall impact on the EBITANR.

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

## Consolidated Balance Sheet

(Euro/1.000)

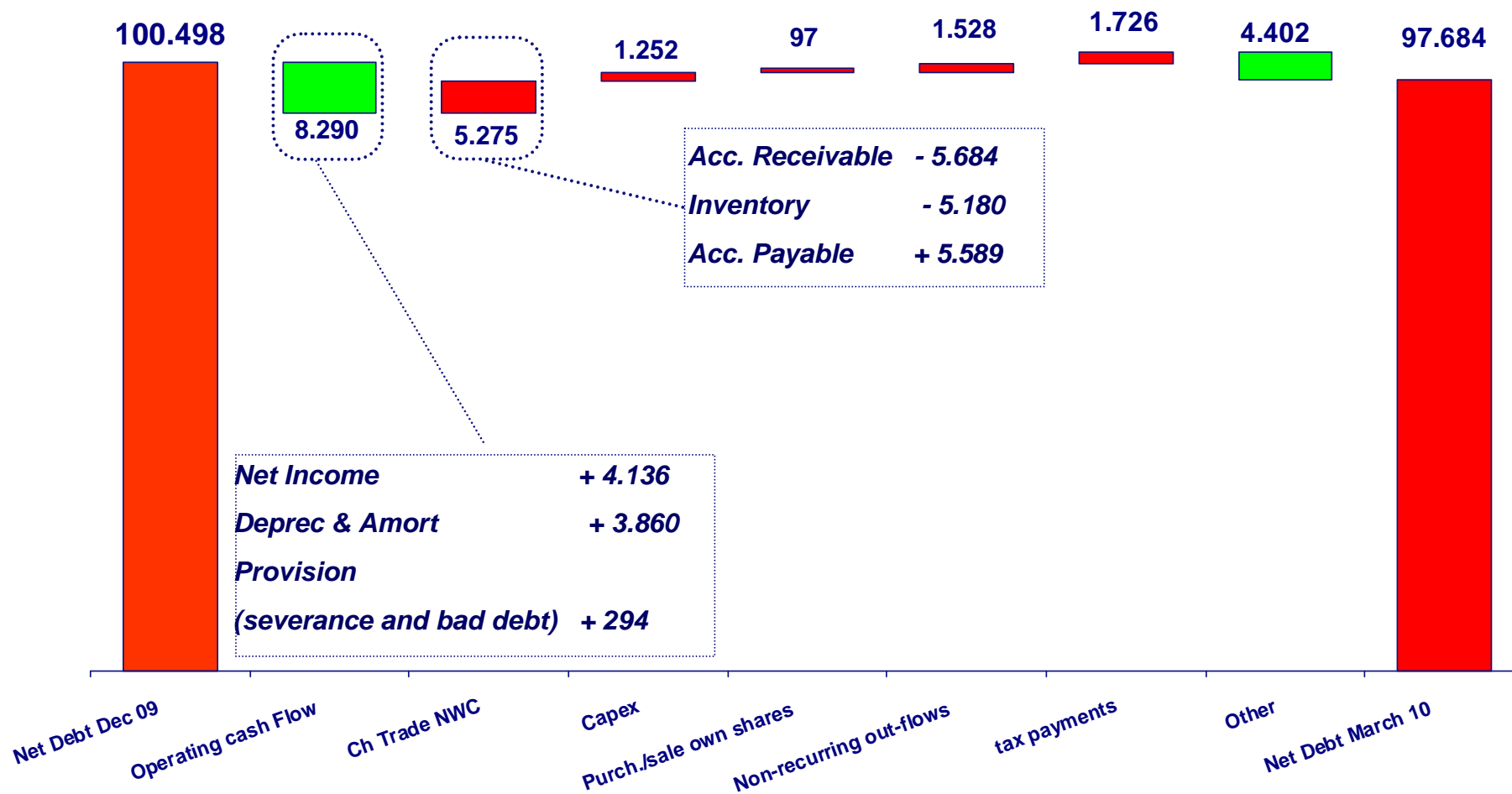
	Dec 31, 09	Mar 31, 10
Intangible fixed assets	39.621	40.215
Goodwill	87.081	91.930
Tangible fixed assets	50.822	50.291
Non consolidated investments	2.675	2.816
Other fixed assets	23.181	24.524
<b>TOTAL FIXED ASSETS</b>	<b>203.380</b>	<b>209.776</b>
Net trade account receivables	65.455	70.845
ST account payables	(43.816)	(49.405)
Inventory	39.082	44.262
<b>TRADE WORKING CAPITAL</b>	<b>60.721</b>	<b>65.702</b>
Other current receivables	17.512	17.285
Other ST payables and provision for risk & future charges	(34.989)	(38.520)
<b>NET WORKING CAPITAL</b>	<b>43.244</b>	<b>44.467</b>
Other LT payables	(17.373)	(18.017)
Employees' severance Indemnity	(7.739)	(7.378)
LT provision for risk & future charges	(4.319)	(5.234)
<b>NET INVESTED CAPITAL</b>	<b>217.193</b>	<b>223.614</b>
<b>Equity</b>	<b>-116.695</b>	<b>-125.930</b>
<b>Net Financial Position</b>	<b>-100.498</b>	<b>-97.684</b>
<i>Exchange rates</i>	<i>1,4406</i>	<i>1,3479</i>



# Net Debt analysis: December '09 - March '10

(Euro/1.000)

█ Positive Cash flow  
█ Negative Cash flow



✦ 1Q10 FINANCIAL RESULTS

✦ Q&A SESSION

# *Thank You!*

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