



9M 2009 Conference Call

Bologna, 13th November 2009

✦ 9M 2009 FINANCIAL RESULTS

✦ Q&A SESSION

Consolidated Income Statement

(Euro/1.000)

	9M08	%	9M09	%	Ratios
Revenues	284.342	100,0%	225.126	100,0%	-20,8%
COGS	(156.862)	-55,2%	(131.509)	-58,4%	
Gross Operating Margin	127.480	44,8%	93.617	41,6%	-26,6%
Other revenues	3.735	1,3%	1.442	0,6%	
R&D	(18.214)	-6,4%	(19.119)	-8,5%	
Distribution Costs	(57.360)	-20,2%	(50.481)	-22,4%	
Administrative expenses	(25.685)	-9,0%	(21.291)	-9,5%	
Other operating expenses	(1.119)	-0,4%	(3.586)	-1,6%	
Total operating expenses and others	(102.378)	-36,0%	(94.477)	-42,0%	
Ordinary Operating Profit (EBITANR) (*)	28.837	10,1%	582	0,3%	-98,0%
Non recurring costs/rev	0	0,0%	(7.882)	-3,5%	
Amort. intang. assets from acquis.	(2.859)	-1,0%	(3.074)	-1,4%	
Operating Profit (EBIT)	25.978	9,1%	(10.374)	-4,6%	n.a.
Financial (costs)/rev.	(3.815)	-1,3%	(4.652)	-2,1%	
Results from equity investments	(29)	0,0%	(127)	-0,1%	
Foreing exchange (costs)/rev.	626	0,2%	(548)	-0,2%	
EBT	22.760	8,0%	(15.701)	-7,0%	n.a.
Taxes	(6.190)	-2,2%	1.754	0,8%	
Group Net Income	16.570	5,8%	(13.947)	-6,2%	n.a.
Depreciation	(5.558)	-2,0%	(7.074)	-3,1%	
Amortization	(3.050)	-1,1%	(3.224)	-1,4%	
EBITDA	37.445	13,2%	10.880	4,8%	-70,9%

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

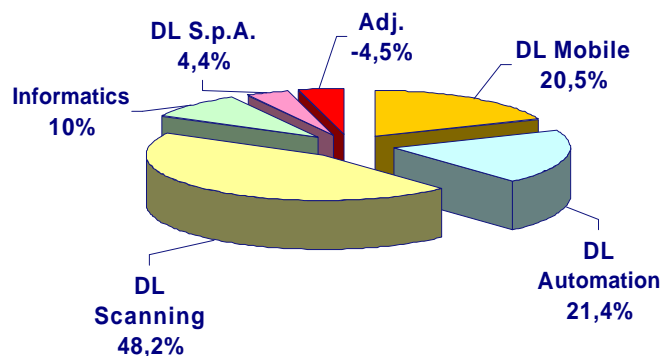
Revenues Details

(Euro/1.000)

9M09 REVENUES BY DIVISION

	9M08	9M09	Var %
Datalogic Mobile (*)	71.274	46.225	-35%
Datalogic Automation	50.795	48.270	-5%
Datalogic Scanning	138.691	108.580	-22%
Informatics	24.404	22.424	-8%
Datalogic S.p.A.	14.999	9.920	-34%
Adjustments	-15.821	-10.293	-35%
Revenues	284.342	225.126	-21%

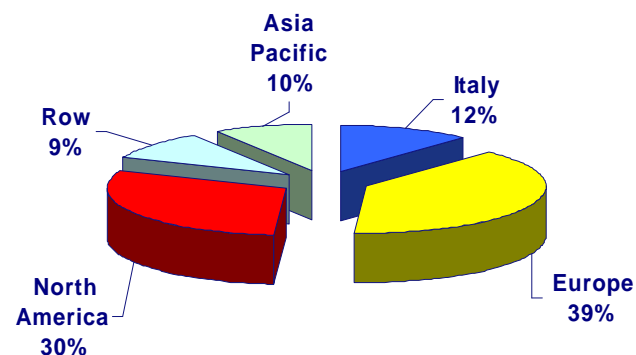
(*) Datalogic Mobile includes Enterprise business solutions



9M09 REVENUES BY GEOGRAPHIC AREA

	9M08 (*)	9M09	Var. %
Italy	28.683	27.947	-3%
Europe	123.162	87.342	-29%
North America	74.336	68.180	-8%
Asia Pacific	29.799	21.941	-26%
ROW	28.362	19.716	-30%
Revenues	284.342	225.126	-21%

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



Segment Reporting: 9M09

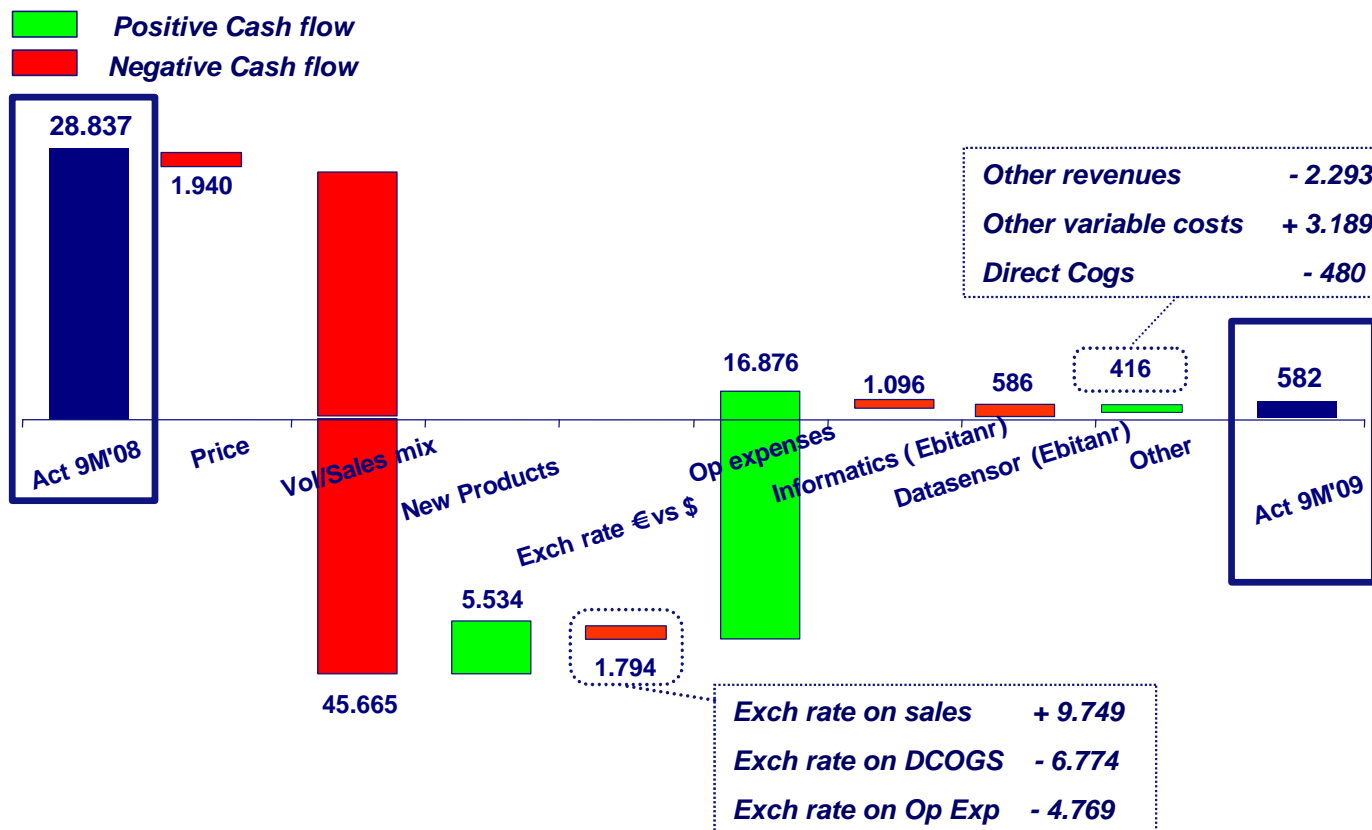
(Euro/1.000)

	Mobile	Automation	Scanning	Informatics	Datalogic S.p.A.	Adj.	Total Group
Total Revenues	46.225	48.270	108.580	22.424	9.920	(10.293)	225.126
COGS	(24.406)	(25.986)	(67.998)	(13.103)	0	(16)	(131.509)
Gross Operating Margin	21.819	22.284	40.582	9.321	9.920	(10.309)	93.617
<i>% on total rev.</i>	47,2%	46,2%	37,4%	41,6%	100,0%		41,6%
Other Revenues	258	779	355	0	1.201	(1.151)	1.442
R&D	(4.343)	(5.856)	(8.185)	(381)	(321)	(33)	(19.119)
Distribution Costs	(13.298)	(14.011)	(23.257)	(5.289)	0	5.374	(50.481)
G&A	(4.701)	(7.357)	(6.299)	(1.064)	(7.133)	5.263	(21.291)
Other operating expenses	(326)	(1.607)	(1.313)	(78)	(198)	(64)	(3.586)
Total operating expenses and others	(22.668)	(28.831)	(39.054)	(6.812)	(7.652)	10.540	(94.477)
Ordinary Operating Profit (EBITANR) (*)	(591)	(5.768)	1.883	2.509	3.469	(920)	582
<i>% on total rev.</i>	-1,3%	-11,9%	1,7%	11,2%	35,0%		0,3%
Non recurring costs/rev	(1.074)	(5.693)	(978)	0	(138)	1	(7.882)
Amort. intang. assets from acquis.	(290)	(971)	(1.373)	(440)	0	0	(3.074)
Operating Profit (EBIT)	(1.955)	(12.432)	(468)	2.069	3.331	(919)	(10.374)
<i>% on total rev.</i>	-4,2%	-25,8%	-0,4%	9,2%	33,6%	8,9%	-4,6%
Depreciation&Amortization	(1.992)	(3.606)	(3.424)	(198)	(1.077)	(1)	(10.298)
EBITDA	1.401	(2.162)	5.307	2.707	4.546	(919)	10.880
<i>% on total rev.</i>	3,0%	-4,5%	4,9%	12,1%	45,8%		4,8%

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

EBITANR * - 9M09 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 9M'09 Actual (1,3643) and 9M'08 Actual (1,5204) €/USD exchange rate. Therefore, this variance does not include the exchange rate effect on competitive scenario.

Consolidated Balance Sheet

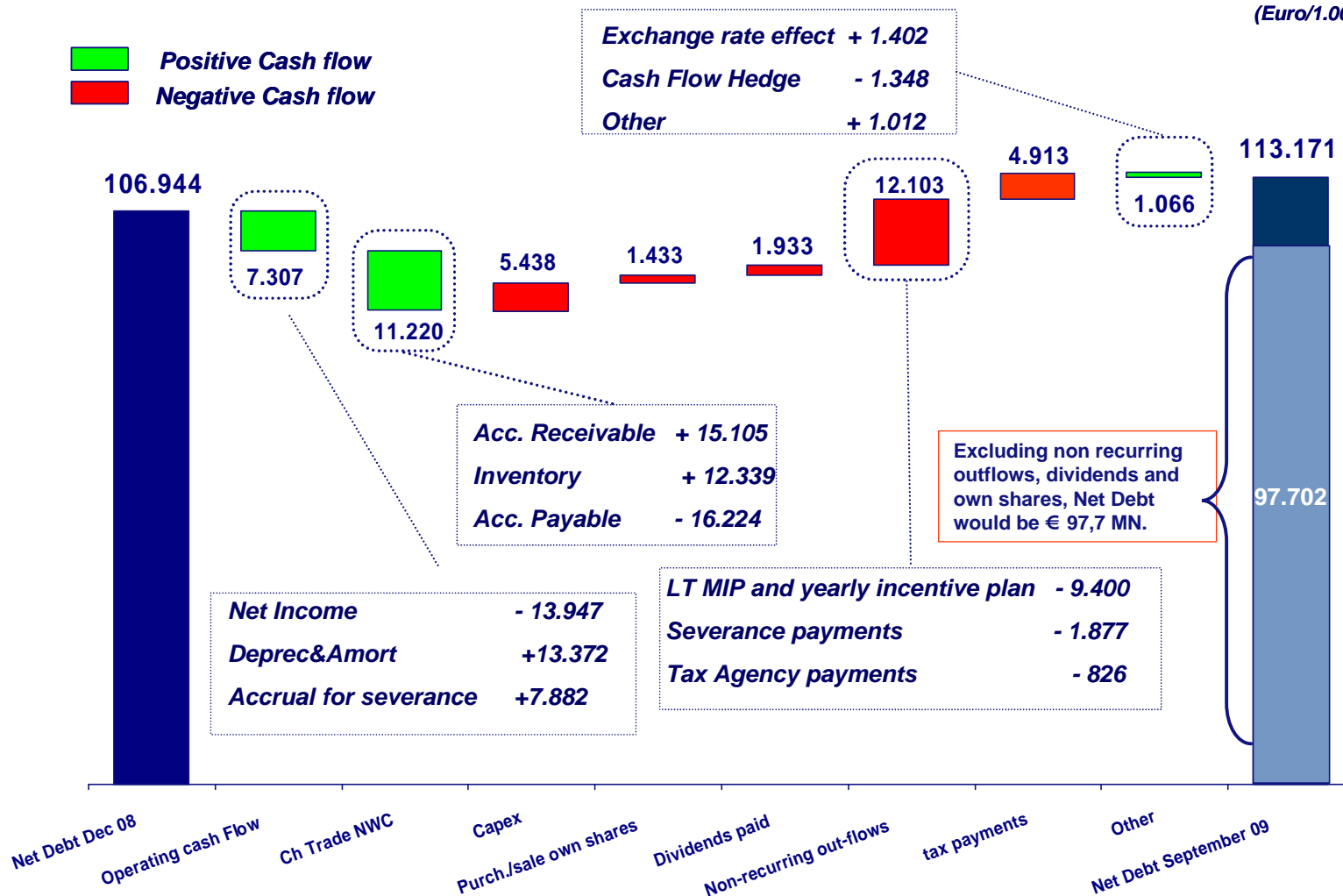
(Euro/1.000)

	9M08	FY08	9M09
Intangible fixed assets	48.209	49.011	41.059
Goodwill	86.707	89.679	85.995
Tangible fixed assets	50.637	52.594	50.878
Non consolidated investments	2.842	3.322	2.842
Other fixed assets	16.040	21.858	21.143
TOTAL FIXED ASSETS	204.435	216.464	201.917
Net trade account receivables	77.642	78.046	61.012
ST account payables	(38.561)	(47.800)	(31.576)
Inventory	48.536	52.138	39.799
TRADE WORKING CAPITAL	87.617	82.384	69.235
Other current receivables	22.144	22.174	21.110
Other ST payables and provision for risk & future charges	(38.462)	(44.887)	(36.431)
NET WORKING CAPITAL	71.299	59.671	53.914
Other LT payables	(15.842)	(19.463)	(18.141)
Employees' severance Indemn.	(6.344)	(8.392)	(8.072)
LT provision for risk & future charges	(10.275)	(5.518)	(3.126)
NET INVESTED CAPITAL	243.273	242.762	226.492
Equity	169.409	135.818	113.321
Net Financial Position	-73.864	-106.944	-113.171

Net Debt analysis: Dec. 08 – Sept. 09

(Euro/1.000)

■ Positive Cash flow
■ Negative Cash flow



✦ 9M2009 FINANCIAL RESULTS

✦ Q&A SESSION

Thank You!

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