

# DATALOGIC: THE BOARD OF DIRECTORS APPROVES THE FIGURES AS OF 30TH SEPTEMBER 2003

Bologna, 24<sup>th</sup> November 2003 - Revenues at Euro 95.2 million in the first nine months of 2003 (+15% compared to Euro 82.8 million for the same period in 2002).

Improvement in net profitability: EBITDA at Euro 15.4 million (+46% compared to Euro 10.5 million of last year), EBIT Euro 8.5 million, more than double compared to Euro 3.9 million in the first nine months of 2002.

EBT at Euro 9.2 million in the first nine months of 2003, more than tripled compared to Euro 2.8 million in the same period of 2002.

These are in short the figures as of 30th September 2003, approved by the Datalogic S.p.A. Board of Directors, a company traded on the Nuovo Mercato (New Economy), which designs and manufactures bar code reading systems.

With reference to the third quarter of 2003, the results show total revenues of Euro 30.4 million (+33% compared to Euro 22.9 million in the third quarter of 2002), EBITDA of Euro 4.8 million more than double that of Euro 2.2 million in the same period last year and EBIT of Euro 2.9 million (minus Euro 0.5 million).

Regarding the individual product lines, the revenues for optical readers (+18% compared to the first nine months of 2002) and services (+39%) has grown considerably to Euro 81.2 million.

With reference to the geographic areas, growth in the European market has been particularly significant (+25%), due mainly to the positive progress of Germany (+28%) and the Iberian peninsula (+56%). It should, nevertheless, be noted that the sales in 2002 did not keep in consideration the results of the wholly-owned company Minec, consolidated line by line beginning in 2003, and which contributed Euro 2.1 million. In the United States and Italy, the strengthening of the competitive position continues.

The net financial position as of 30th September 2003, active by Euro 33.4 million, emerges as stable compared to 31st December 2002 and an improvement compared to Euro 31.6 million for the same period in the last financial year.

"The results for the first nine months of the year," states Roberto Tunioli, Datalogic Vice Chairman and CEO, "are extremely satisfying. The improvement in profitability and the particularly sustained growth, even in key countries like Germany, confirm the far-sightedness of our decisions in the defence of important markets abroad."

"I believe it is particularly important," adds Tunioli, "to stress how the validity of the solutions implemented by our customers has made it possible to expand our business, consolidate our leadership and further strengthen our competitive positioning."