

# DATALOGIC (STAR: DAL.MI) - HALF-YEAR REPORT AT 30TH JUNE 2012 APPROVED BY BOARD OF DIRECTORS.

- **The first half of 2012 showed strong growth of economic indicators despite weak demand growth and a recessive macroeconomic environment**
- **Sales revenues at 236.9 million euros +12.7% compared to the same period in 2011**
- **EBITDA at 40.6 million euros, +28% compared to the first half of 2011; the EBITDA margin increased to 17.2% from 15.1%**
- **Strong growth of net profit to 26.6 million euros from 7.8 million euros in the first half of 2011**
- **Net financial debt was 171.8 million euros following the acquisition of Accu-Sort Systems Inc. that was finalized in January**

Bologna, 30th July 2012 – **Datalogic S.p.A.** (Borsa Italiana S.p.A.: **DAL**), a company listed on the Mercato Telematico Azionario – Star Segment – of the Italian Stock Exchange Borsa Italiana S.p.A. (“**Datalogic**”), a global leader in Automatic Identification and total solutions provider of bar code readers, data collection mobile computers, RFID and vision systems, approved the half-year report at 30 June 2012.

The first half of the year, when Accu-Sort Systems (on 20 January 2012) and PPT Vision were consolidated, showed strong growth in net profit of 26.6 million euros, compared to 7.8 million euros recorded in the first half of 2011, and an impressive increase in profitability.

The CEO of the Datalogic Group, **Mauro Sacchetto**, commented: “We are satisfied with the results obtained during this half-year period, even taking into account the particularly difficult context for demand and the recessive global climate.

Market slowdown in business has not hindered continued growth of Datalogic, thanks especially to continuous product and process innovation and to R&D activities that this half-year have increased compared to last year.

The improvements made by the Group in recent years, intended to optimize logistical and distribution processes, have enabled further progress in terms of profitability and structural cost reduction which will continue to give a positive impact on profitability.

Integration of the acquired companies Accu-Sort Systems and PPT Vision into Datalogic Automation was successfully completed ahead of schedule during the half-year period, thus enhancing the global position of the Group in the industrial automation market.

Moreover, the new organizational structure for the target markets - Automatic Data Capture (ADC) and Industrial Automation – the new Supply Chain in the ADC segment and the upgrading of the site in Vietnam, have as assumed, started to produce the first benefits that are expected to continue in subsequent quarters. Therefore we are not concerned about the challenge of an objectively more difficult market and we will continue to invest in the product portfolio and industrial processes to

achieve improved economic and financial performance.”

Sales revenues of 236.9 million euros demonstrated an increase of 12.7% compared to the first half of 2011. Revenues were boosted by the performance of the dollar; in fact at constant Euro/Dollar exchange rates, the increase compared to the previous year would have been equal to 7.7%. Sales revenues incorporate revenues from Accu-Sort Systems Inc. and PPT Vision Inc. for a total of 20.8 million euros.

The EBITDA was 40.6 million euros with an increase of 28% compared to the first half of 2011 amounting to 31.8 million euros, confirming a further increase in profitability (the EBITDA margin was 17.2% compared to 15.1% in the first half of 2011). This result profits from approximately 5.5 million euros in revenues in the first quarter related to the sale of some assets, such as patents, expertise and other intangible fixed assets related to a non-core business of the Group, and to the gradual impact of the effects from the new Supply Chain related to the ADC segment.

Costs for research and development, amounting to 15.9 million euros, were 6.7% compared to 6.4% of revenues recorded in the first half of 2011.

The EBITDA of the Group, as shown in the following table, was impacted by the reorganization and integration of PPT Vision and Accu-Sort Systems, acquired between the end of 2011 and the beginning of 2012.

Euro (000)	1H 2012	Accu-Sort	PPT Vision	1H 2012 without Accu-Sort & PPT
<b>Total revenues</b>	236,860	18,621	2,201	216,038
<b>EBITDA</b>	40,649	(305)	(284)	41,238

As of 1 July 2012 Datalogic Automation, Accu-Sort Systems and PPT Vision have been integrated into the single entity of Datalogic Automation.

The ordinary operating profit (EBITANR ) was 35.6 million euros (+34,4% compared to 26.5 million euros in the first half of 2011), with a turnover increase to 15% from 12.6% in the first half of 2011.

After financial expenses of approximately 4 million euros compared to 2.9 million euros in the first half of 2011, foreign exchange gains totalling 4.5 million euros compared to losses of 2.3 million euros in the first half of 2011 and taxes and duties of 5.4 million euros compared to 4.1 million euros in the first half of 2011, Group net profit grew to 26.6 million euros compared to 7.8 million euros realised in the first half of the preceding year.

The net financial position on 30 June 2012 was negative at 171.8 million euros compared to 59.4 million euros on 31 December 2011; this trend may be primarily attributed to the acquisition of holdings for the Accu-Sort Systems Group of 100.3 million euros.

The net working capital was 46.4 million euros on 30 June 2012 an increase of 16.5 million euros compared to 31 December 2011 (at 29.8 million euros).

Quarterly, the results for the second quarter of 2012 showed marked progress both in the second quarter of 2011 and in the first quarter of 2012 primarily in terms of improved profitability: in particular sales revenues were confirmed at 121.5 million euros (+15,4% in the second quarter of 2011 and +5,3% compared to the previous quarter), the EBITDA at 22.2 million euros (+31,3%

compared to the second quarter of 2011 and +19.8% in the first quarter of 2012), and the ordinary operating profit (EBITANR) at 19.5 million euros (+36.5% compared to the second quarter of 2011 and +21.1% compared to the first quarter of 2012).

Euro (000)	2Q 2012		2Q 2011		Change	Change %
TOTAL REVENUES	121,477	100.0%	105,291	100.0%	16,186	15.4%
EBITDA	22,153	18.2%	16,868	16.0%	5,285	31.3%
ORDINARY OPERATING PROFIT (EBITANR) (*)	19,514	16.1%	14,301	13.6%	5,213	36.5%
OPERATING PROFIT (EBIT)	16,141	13.3%	5,818	5.5%	10,323	177.4%

Euro (000)	2Q 2012		1Q 2012		Change	Change %
TOTAL REVENUES	121,477	100.0%	115,383	100.0%	6,094	5.3%
EBITDA	22,153	18.2%	18,496	16.0%	3,657	19.8%
ORDINARY OPERATING PROFIT (EBITANR) (*)	19,514	16.1%	16,115	14.0%	3,399	21.1%
OPERATING PROFIT (EBIT)	16,141	13.3%	15,187	13.2%	954	6.3%

[1] **EBITANR** – Earnings before interest, taxes, acquisition and non recurring

The Group's new structure, effective as of 1st January 2012, is now organized per relevant market, a necessary step in order to provide integrated solutions at a global level. Therefore, the Group is now structured as follows:

- **Automatic Data Capture (ADC) Division** - including Datalogic Scanning, Datalogic Mobile, Enterprise Business Solutions and Evolution Robotics Retail Inc.;
- **Industrial Automation Division** – including Datalogic Automation and the newly acquired Accu-Sort Systems Inc. and PPT Vision Inc.;
- **Informatics.**

The following table shows individual operating division sales (inclusive of intersegment revenues) and EBITANR (earnings before interest, acquisition amortization and non-recurring items) by segment for 1H12.

Euro (000)	Revenues			EBITANR		
	1H2012	1H2011	%	1H2012	1H2011	%
ADC Division	148,628	145,938	1.8%	22,674	19,569	15.9%
Industrial Automation Division	70,079	48,773	43.7%	7,889	5,810	35.8%
Informatics	18,477	15,766	17.2%	2,250	1,768	27.3%
Datalogic S.p.A.	10,359	7,422	39.6%	2,873	550	n.d.
Adjustments	(10,683)	(7,652)	39.6%	(57)	(1,183)	n.d.
<b>Total</b>	<b>236,860</b>	<b>210,247</b>	<b>12.7%</b>	<b>35,629</b>	<b>26,514</b>	<b>34.4%</b>

Geographically evidence of strong sales performance in the North American markets, rose by 34%

to 83.2 million euros, and in Europe it grew by 10% to 92.9 million euros.

### **Events in the reporting period (1H12)**

The new ADC Division has been operating since January 2012.

Acquisition of Accu-Sort Systems Inc. and its subsidiaries was finalized on 20 January 2012. Accu-Sort, headquartered in Telford, Pennsylvania, with approximately 80 patents, 57 of which are registered in the US, 250 employees, a production facility, two research centres, one in Europe and one in the US, and 8 business offices.

### **Events after end of reporting period (1H12)**

Since 1 July 2012 Datalogic Automation, Accu-Sort Systems and PPT Vision have been integrated into a single entity that has strengthened the global position of the Group on the industrial automation market.

## **THE OPERATIONAL OUTLOOK FOR THE CURRENT YEAR AND FUTURE EVENTS**

Despite the global economic environment confirming the negative forecasts of demand trend and strains on the financial market, the Group has increased its turnover, during the first half of 2012, compared to the previous year, besides benefits resulting from the acquisitions undertaken it has recorded, in addition, a consistent increase in profitability, both in terms of operating profit and net profit.

Investments from the previous year, in fact, intended to optimize the logistical and distribution processes, have had and are expected to continue having a positive impact on profitability of the Group. The cost structure allows for maintenance of high profit levels even without increases in turnover.

Hence, in the months to come, Datalogic will continue to invest in orders to enhance its product portfolio and subsequently streamline its industrial processes in order to attain the highest economic and financial performance in its sector.

Moreover, in the second half of 2012, Datalogic will continue to implement the current operating model, resulting from Industrial Automation acquisitions and from the implementation of the new ADC Division.

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The Board of Directors today also approved certain Company By-Laws amendments (within the scope of the Board's powers at law and under such By-Laws) for the purposes of full compliance with the new statutory provisions introduced by Law n. 120 of 12th July 2011; the text of the amended By-Laws will be published in accordance with applicable legal and regulatory requirements in force.

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The auditing activity for the half-year interim report has not yet been completed and the audit report will be available within the deadlines set at law. The attached balance sheet and income statement are reclassified statements, and as such have not been subject to audit.

Lastly, please note that the half-year interim report at 30th June 2012 will be available upon request at the registered office of Datalogic S.p.A. and at the offices of Borsa Italiana S.p.A., and it could also be consulted on the Company's web site [www.datalogic.com](http://www.datalogic.com) (Investor Relations section).

The manager responsible for preparing the company's financial reports - Dott. Marco Rondelli – declares, pursuant to paragraph 2 of Art. 154-bis of the “Testo Unico della Finanza”, that the accounting information contained in this press release corresponds to the document results, books and accounting records.

### Reclassified income statement at 30th June 2012 – Euro/1.000

Datalogic Group	30/06/2012		30/06/2011		var.	var. %
<b>Total Revenues</b>	<b>236.860</b>	<b>100,0%</b>	<b>210.247</b>	<b>100,0%</b>	<b>26.613</b>	<b>12,7%</b>
Cost of goods sold	(123.719)	-52,2%	(111.432)	-53,0%	(12.287)	11,0%
<b>Gross Operating Margin</b>	<b>113.141</b>	<b>47,8%</b>	<b>98.815</b>	<b>47,0%</b>	<b>14.326</b>	<b>14,5%</b>
Other revenues	6.109	2,6%	1.780	0,8%	4.329	243,2%
Research & Development	(15.893)	-6,7%	(13.389)	-6,4%	(2.504)	18,7%
Distribution costs	(43.509)	-18,4%	(39.372)	-18,7%	(4.137)	10,5%
Administrative expenses	(22.882)	-9,7%	(20.441)	-9,7%	(2.441)	11,9%
Other operating expenses	(1.337)	-0,6%	(879)	-0,4%	(458)	52,1%
<b>Total operating expenses and others</b>	<b>(83.621)</b>	<b>-35,3%</b>	<b>(74.081)</b>	<b>-35,2%</b>	<b>(9.540)</b>	<b>12,9%</b>
<b>Ordinary Operating Profit before non recurring costs/revenues and amort. of intang. ass. from acquisition (EBITANR) ±</b>	<b>35.629</b>	<b>15,0%</b>	<b>26.514</b>	<b>12,6%</b>	<b>9.115</b>	<b>34,4%</b>
Non recurring costs/revenues	(1.570)	-0,7%	(7.414)	-3,5%	5.844	-78,8%
Amort. Intangible assets from acquisition	(2.731)	-1,2%	(2.176)	-1,0%	(555)	25,5%
<b>Operating Profit (EBIT)</b>	<b>31.328</b>	<b>13,2%</b>	<b>16.924</b>	<b>8,0%</b>	<b>14.404</b>	<b>85,1%</b>
Financial (costs)/revenues	(3.992)	-1,7%	(2.905)	-1,4%	(1.087)	37,4%
Result from equity investments	116	0,0%	219	0,1%	(103)	-47,0%
Foreign exchange (costs)/revenues	4.544	1,9%	(2.349)	-1,1%	6.893	n.a.
<b>Profit/(Loss) before taxes (EBT)</b>	<b>31.996</b>	<b>13,5%</b>	<b>11.889</b>	<b>5,7%</b>	<b>20.107</b>	<b>169,1%</b>
(Taxes)	(5.432)	-2,3%	(4.071)	-1,9%	(1.361)	33,4%
<b>Net Income/(Loss)</b>	<b>26.564</b>	<b>11,2%</b>	<b>7.818</b>	<b>3,7%</b>	<b>18.746</b>	<b>239,8%</b>
Depreciation	(3.807)	-1,6%	(3.661)	-1,7%	(146)	4,0%
Amortization	(1.213)	-0,5%	(1.589)	-0,8%	376	-23,7%
<b>EBITDA</b>	<b>40.649</b>	<b>17,2%</b>	<b>31.764</b>	<b>15,1%</b>	<b>8.885</b>	<b>28,0%</b>

Note: Following the introduction of IAS/IFRS, non-recurring or extraordinary costs are no longer shown separately in financial statements below the operating line but are included in ordinary operating figures. In order to ensure better representation of the Group's ordinary profitability, we have preferred to show an operating result before the impact of non-recurring costs/income and acquisition-related amortization, which we have called "EBITANR - Earnings before interest, taxes, acquisition and non recurring". To allow for comparison with the financial statements, we have provided an additional intermediate profit margin (the "operating result"), which includes non-recurring costs/income and amortisation due to acquisitions, and matches the figure reported in the financial statements.

[1] EBITANR – Earnings before interest, taxes, acquisition and non recurring

### Reclassified Balance Sheet at 30th June 2012 – Euro/1.000

Datalogic Group	30/06/2012	31/12/2011	30/06/2011
Intangible Fixed Assets	62.501	42.228	35.674
Goodwill	186.204	112.152	99.076
Tangible Fixed Assets	51.054	49.991	48.548
Non consolidated Investments	13.028	7.951	3.655
Other fixed assets	40.282	31.935	23.790
<b>Total Fixed Assets</b>	<b>353.069</b>	<b>244.257</b>	<b>210.743</b>
Net Trade Account Receivables	104.057	74.200	74.069
ST account payables	(72.722)	(67.158)	(64.511)
Inventory	64.649	59.630	54.520
<b>Trade Working Capital</b>	<b>95.984</b>	<b>66.672</b>	<b>64.078</b>
Other current Receivables	30.141	17.041	16.616
Other ST payables and Provision for risk & future charges	(79.761)	(53.869)	(54.130)
<b>Net Working Capital</b>	<b>46.364</b>	<b>29.844</b>	<b>26.564</b>
Other LT Payables	(24.125)	(22.382)	(15.560)
Employees' severance indemnity	(6.485)	(6.666)	(7.004)
LT Provision for risk & future charges	(3.721)	(15.366)	(12.228)
<b>Net Invested Capital</b>	<b>365.102</b>	<b>229.687</b>	<b>202.515</b>
<b>Equity</b>	<b>(193.261)</b>	<b>(170.250)</b>	<b>(130.655)</b>
<b>Net Financial Position</b>	<b>(171.841)</b>	<b>(59.437)</b>	<b>(71.860)</b>

### Net Financial Position at 30th June 2012 – Euro/1.000

Datalogic Group	30/06/2012	31/12/2011	30/06/2011
A. Cash and bank deposits	86.355	161.992	110.195
B. Other liquidity	458	430	726
<i>b1. Restricted cash</i>	458	430	726
C. Securities held for trading	8.754	8.192	10.014
<i>c1. Short Term</i>	8.754	7.835	9.655
<i>c2. Long Term</i>	0	357	359
<b>D. Cash and Cash equivalents (A) + (B) + (C)</b>	<b>95.567</b>	<b>170.614</b>	<b>120.935</b>
E. Current financial receivables	0	0	0
F. Other current financial assets	0	1.836	0
<i>f1. hedging instruments</i>	0	1.836	0
G. Current bank overdrafts	93	1.355	135
H. Current portion of non-current debt	95.567	73.867	69.207
I. Other current financial liabilities	247	15	77
<i>i1. Hedging instruments</i>	247	15	77
<b>J. Current financial debt (G) + (H) + (I)</b>	<b>95.907</b>	<b>75.237</b>	<b>69.419</b>
<b>K. Current financial debt, net (J) - (D) - (E) - (F)</b>	<b>340</b>	<b>(97.213)</b>	<b>(51.516)</b>
L. Non current bank borrowing	170.513	155.605	122.495
M. Non current financial receivables	0	0	0
N. Other non current liabilities	988	1.045	881
<i>n1. Hedging instruments</i>	988	1.045	881
<b>O. Non - current financial debt (L) - (M) + (N)</b>	<b>171.501</b>	<b>156.650</b>	<b>123.376</b>
<b>P. Net financial debt (K) + (O)</b>	<b>171.841</b>	<b>59.437</b>	<b>71.860</b>