

## ***9M 2007 Conference Call***

***Bologna, 12th November 2007***



✦ 9M 2007 FINANCIAL RESULTS

✦ Q&A SESSION

## Consolidated Income Statement

(Euro/1.000)

	9M06	%	9M07	%	Ratios
<b>Revenues</b>	<b>280.494</b>	<b>100,0%</b>	<b>297.536</b>	<b>100,0%</b>	<b>6,1%</b>
COGS	(156.557)	-55,8%	(163.847)	-55,1%	
<b>Gross Operating Margin</b>	<b>123.937</b>	<b>44,2%</b>	<b>133.689</b>	<b>44,9%</b>	<b>7,9%</b>
R&D	(20.314)	-7,2%	(21.316)	-7,2%	
G&A	(21.118)	-7,5%	(21.737)	-7,3%	
Distribution Costs	(63.445)	-22,6%	(57.035)	-19,2%	
Other Rev/(Charges)	(1.523)	-0,5%	(5.733)	-1,9%	
<b>Ordinary Operating Profit (EBITANR) (*)</b>	<b>17.537</b>	<b>6,3%</b>	<b>27.868</b>	<b>9,4%</b>	<b>58,9%</b>
Not recurring costs/rev	(5.583)	-2,0%	(2.113)	-0,7%	
Amort. intang. assets from acquis.	(3.277)	-1,2%	(3.106)	-1,0%	
<b>Operating Profit (EBIT)</b>	<b>8.677</b>	<b>3,1%</b>	<b>22.649</b>	<b>7,6%</b>	<b>161,0%</b>
Financial (costs)/rev.	(3.653)	-1,3%	(3.417)	-1,1%	
Results from equity investments	(84)	0,0%	247	0,1%	
Foreing exchange (costs)/rev.	(918)	-0,3%	224	0,1%	
<b>EBT</b>	<b>4.022</b>	<b>1,4%</b>	<b>19.703</b>	<b>6,6%</b>	<b>389,9%</b>
Taxes	(2.529)	-0,9%	(8.066)	-2,7%	
<b>Net Income</b>	<b>1.493</b>	<b>0,5%</b>	<b>11.637</b>	<b>3,9%</b>	
Third Parties Income	(137)	0,0%	(150)	-0,1%	
<b>Group Net Income</b>	<b>1.356</b>	<b>0,5%</b>	<b>11.487</b>	<b>3,9%</b>	
Depreciation	(6.236)	-2,2%	(6.098)	-2,0%	
Amortization	(2.706)	-1,0%	(2.956)	-1,0%	
<b>EBITDA</b>	<b>26.479</b>	<b>9,4%</b>	<b>36.922</b>	<b>12,4%</b>	<b>39,4%</b>

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

## Segment Reporting: April – Sept. 2007

(Euro/1.000)

	Mobile	Automation	Business Dev.	Scanning	Cost not allocated	Adj.	Total Group
<b>Revenues</b>	<b>41.685</b>	<b>35.645</b>	<b>23.074</b>	<b>94.975</b>	<b>31</b>	<b>(1.939)</b>	<b>193.471</b>
COGS	(24.891)	(17.003)	(13.250)	(55.677)	(102)	5.127	(105.796)
<b>Gross Operating Margin</b>	<b>16.794</b>	<b>18.642</b>	<b>9.824</b>	<b>39.298</b>	<b>(71)</b>	<b>3.188</b>	<b>87.675</b>
<i>% on total rev.</i>	40,3%	52,3%	42,6%	41,4%	-229,0%	-164,4%	45,3%
R&D	(2.353)	(3.441)	(343)	(7.863)	(358)	49	(14.309)
G&A	(3.714)	(5.042)	(1.115)	(5.955)	(73)	1.465	(14.434)
Distribution Costs	(9.054)	(7.847)	(4.737)	(15.881)	(99)	445	(37.173)
Other Rev/(Charges)	3.201	65	(567)	(391)	(2.021)	(5.120)	(4.833)
<b>Ordinary Operating Profit (EBITANR) (*)</b>	<b>4.874</b>	<b>2.377</b>	<b>3.062</b>	<b>9.208</b>	<b>(2.622)</b>	<b>27</b>	<b>16.926</b>
<i>% on total rev.</i>	11,7%	6,7%	13,3%	9,7%	-8458,1%	-1,4%	8,7%
Not recurring costs/rev	110	1.478	0	(156)	(198)	(2.123)	(889)
Amort. intang. assets from acquis.	(157)	(647)	(294)	(956)	0	1	(2.053)
<b>Operating Profit (EBIT)</b>	<b>4.827</b>	<b>3.208</b>	<b>2.768</b>	<b>8.097</b>	<b>(2.820)</b>	<b>(2.095)</b>	<b>13.985</b>
<i>% on total rev.</i>	11,6%	9,0%	12,0%	8,5%	-9096,8%	108,0%	7,2%
Depreciation&Amortization	(1.430)	(1.241)	(229)	(2.409)	(683)	2	(5.990)
<b>EBITDA</b>	<b>6.304</b>	<b>3.618</b>	<b>3.291</b>	<b>11.617</b>	<b>(1.939)</b>	<b>25</b>	<b>22.916</b>
<i>% on total rev.</i>	15,1%	10,2%	14,3%	12,2%	-6254,8%	-1,3%	11,8%

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





# Revenues Details

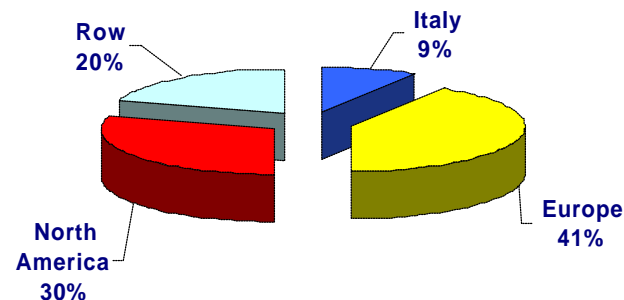
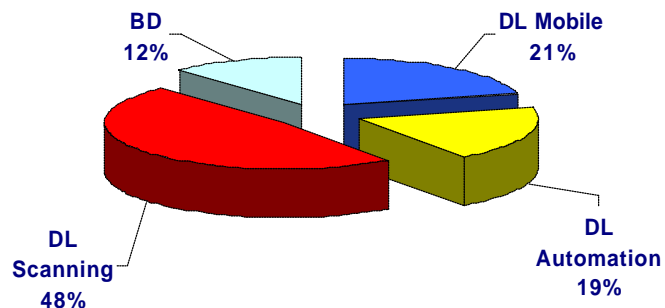
(Euro/1.000)

## 3Q07 REVENUES BY DIVISION

	3Q07	%
 Datalogic Mobile	20.707	21%
 Datalogic Automation	18.588	19%
 Datalogic Scanning	48.100	48%
 Business Development	11.744	12%
<b>Revenues (*)</b>	<b>99.139</b>	<b>100%</b>

## 9M07 REVENUES BY GEOGRAPHIC AREA

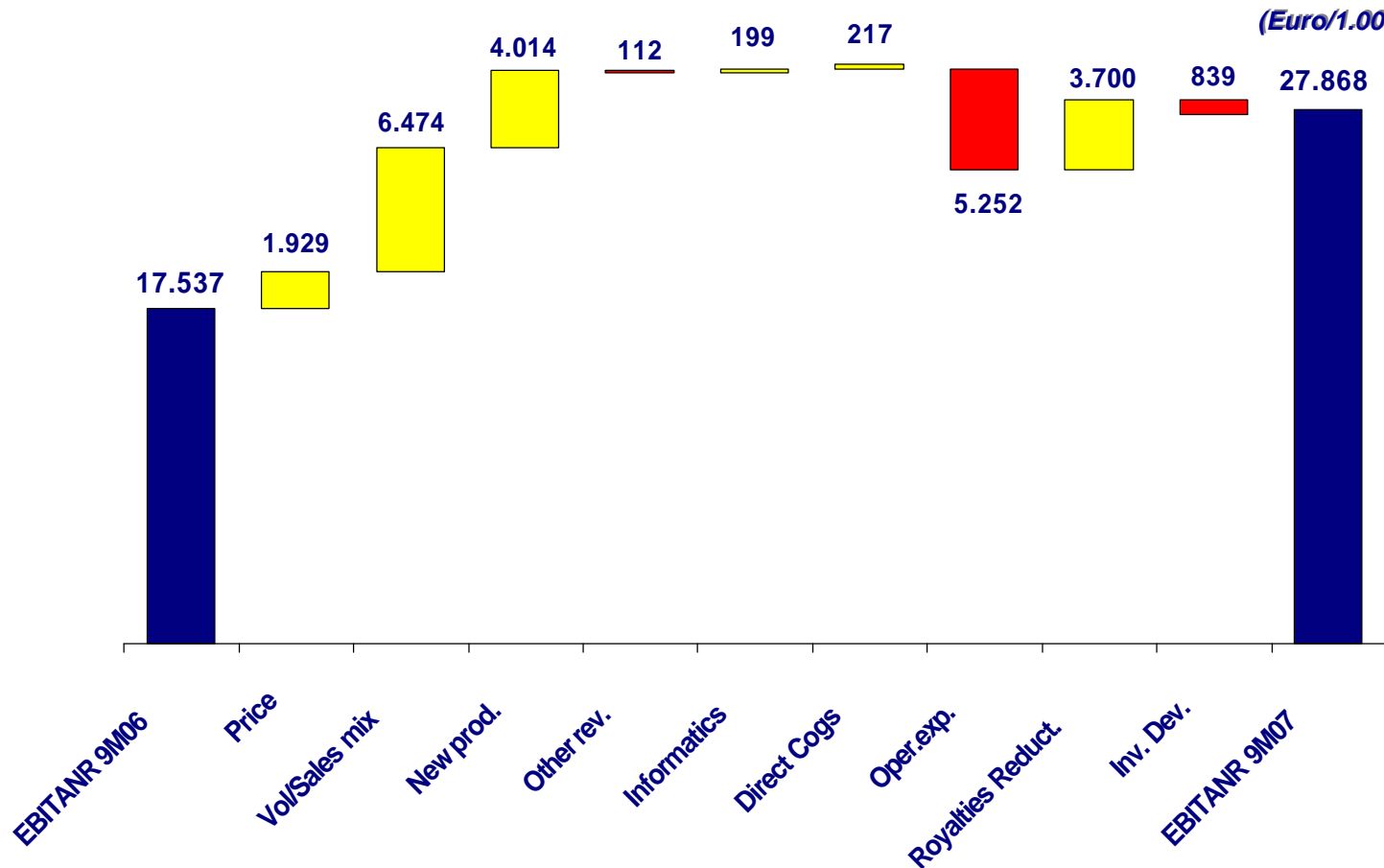
	9M06	9M07	Var. %
 Italy	27.031	27.460	2%
 Europe	117.053	121.844	4%
 North America	89.819	87.740	-2%
 ROW	46.591	60.492	30%
<b>Revenues</b>	<b>280.494</b>	<b>297.536</b>	<b>6%</b>



(\*) Including intersegment sales and before adjustments for € 565

## EBITANR \* – Actual vs. Last Year

(Euro/1.000)



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

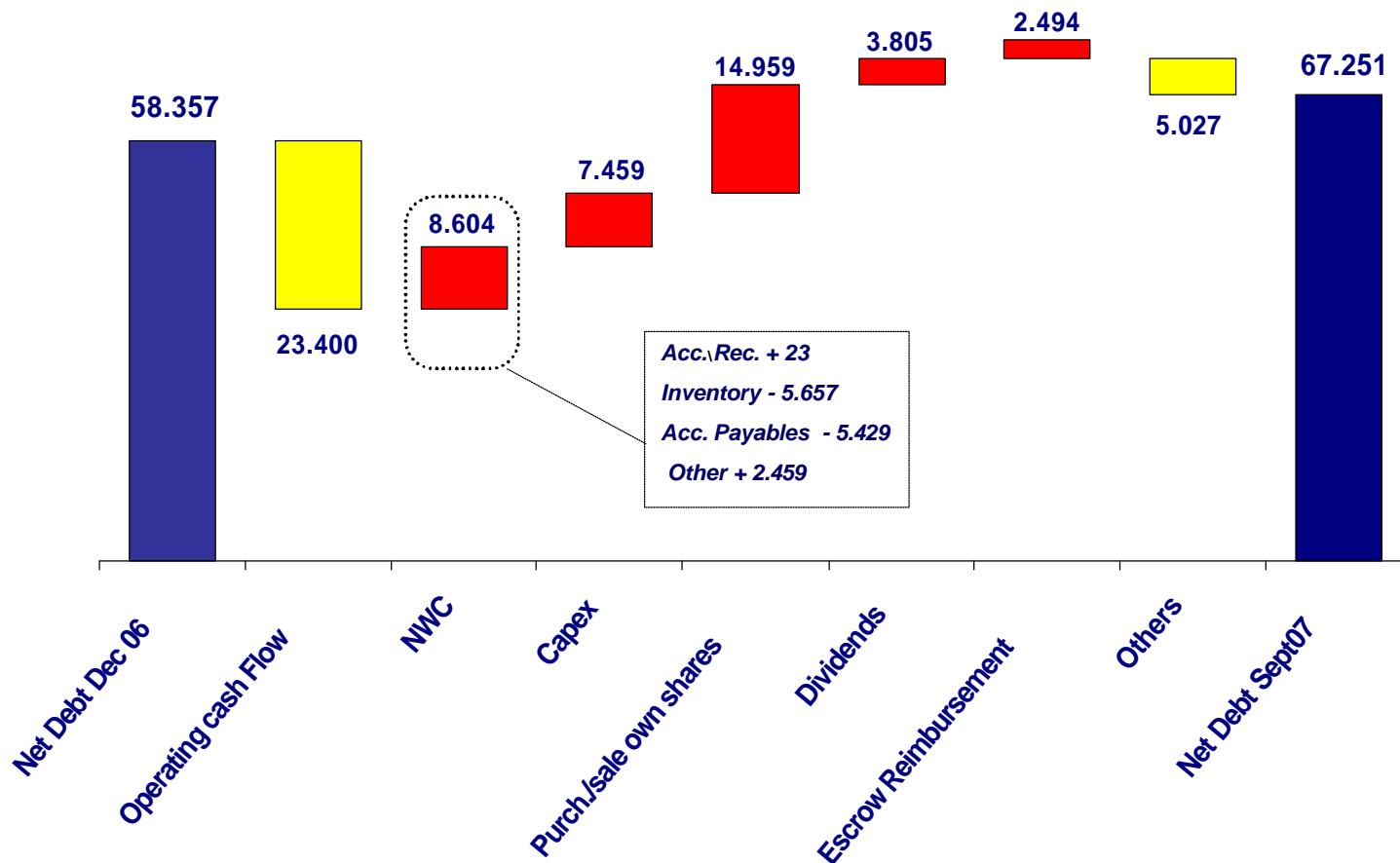
## Consolidated Balance Sheet

(Euro/1.000)

	9M06	FY06	9M07
<b>Fixed Assets</b>	<b>234.241</b>	<b>227.254</b>	<b>211.053</b>
Receivables	84.234	90.917	96.580
Inventory	53.693	52.005	57.661
Payables	(72.149)	(78.042)	(80.757)
<b>Net Working Capital</b>	<b>65.778</b>	<b>64.880</b>	<b>73.484</b>
Employees' severance Indemn.	(7.573)	(7.624)	(6.441)
Risk Funds	(9.379)	(10.503)	(14.113)
Other liabilities	(28.581)	(29.040)	(23.146)
<b>Net Invested Capital</b>	<b>254.486</b>	<b>244.967</b>	<b>240.837</b>
<b>Equity</b>	<b>188.792</b>	<b>186.610</b>	<b>173.586</b>
<b>Net Financial Position</b>	<b>-62.331</b>	<b>-58.357</b>	<b>-67.251</b>

## Net Debt

(Euro/1000)





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