

Q1 2025 Results Conference Call

MAY 15TH, 2025

Q1 2025 Results



Q1 2025 Results, €m

REVENUES €112.7 +1.3%	GOM €48.8 43.3% (+4.8 pp)	Adj. EBITDA €6.8 6.0% (+4.1 pp)	NET RESULT €-5.9 -5.2% (-10.6 pp)
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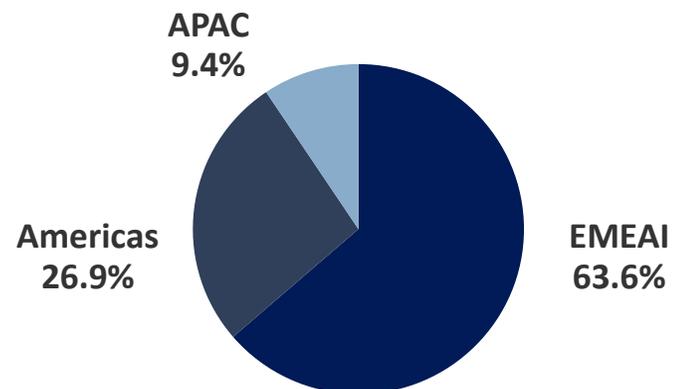
Net Debt at €26.8M

Group Revenues by Geography and Market Segment

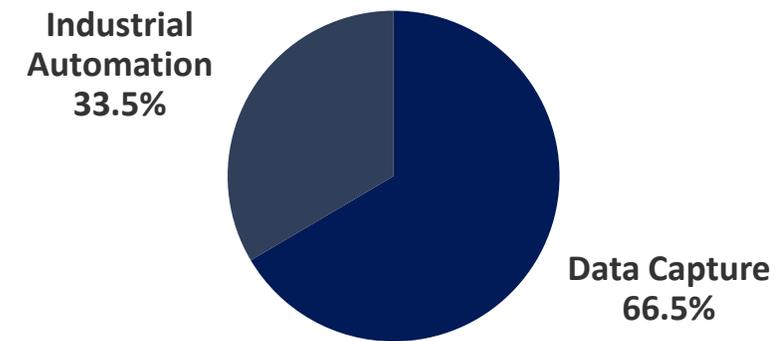
Q1 Revenues by Geo and Market Segment, €m

	EMEI			AMERICAS			APAC			Total Datalogic		
	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %
Data Capture	47.5	38.6	23.1%	22.2	22.7	(2.2%)	5.3	6.5	(19.5%)	75.0	67.8	10.5%
Industrial Automation	24.3	29.1	(16.5%)	8.1	9.2	(11.7%)	5.4	5.2	3.3%	37.8	43.5	(13.1%)
Total Datalogic	71.8	67.7	6.1%	30.3	31.9	(4.9%)	10.6	11.8	(9.4%)	112.7	111.3	1.3%

% on Datalogic Revenues

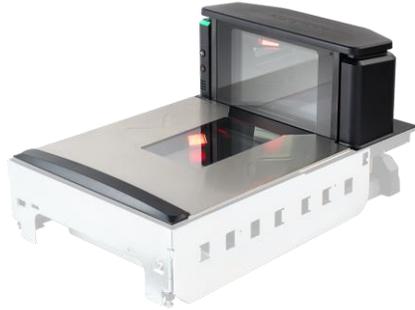


% on Datalogic Revenues



New Products Launches and Innovation

Fixed Retail Scanners



MAGELLAN™ 9550i

Mobile



Memor 12/17 Family

Solutions



Shopevolution 8™

Stationary Industrial Scanners



MATRIX 220 XAI DPM



AV 7000 12K

- ⊕ R&D cash out at 14.6%
- ⊕ FY Vitality Index at 19.2% vs 11.2% in the first quarter of 2024

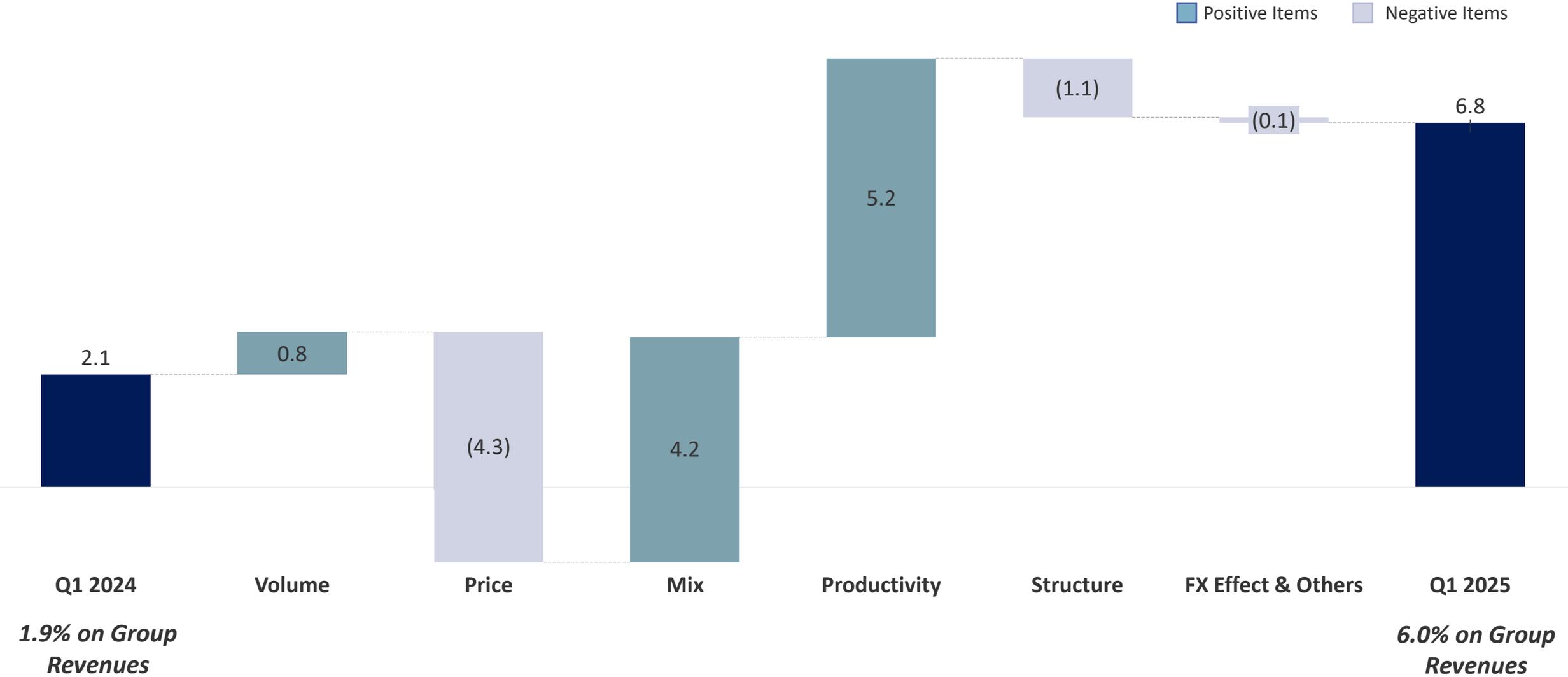
Q1 2025 P&L

€ m	Q1		
	2025	2024	Var %
Revenues	112.7	111.3	1.3%
Gross Margin <i>% on Revenues</i>	48.8 43.3%	42.8 38.4%	+4.8 pp
Operating expenses <i>% on Revenues</i>	(50.1) (44.5%)	(48.2) (43.3%)	-1.1 pp
Adjusted EBITDA <i>% Adj. Ebitda margin</i>	6.8 6.0%	2.1 1.9%	+4.1 pp
Adjusted EBIT <i>% Adj. Ebit margin</i>	(1.4) (1.2%)	(5.5) (4.9%)	+3.7 pp
EBIT <i>% Ebit margin</i>	(6.2) (5.5%)	(7.2) (6.5%)	+1.0 pp
Net Result <i>% on Revenues</i>	(5.9) (5.2%)	6.0 5.4%	-10.6 pp

- **Positive Q1 results both in top line and profitability**
- **Gross Margin at 43.3%** (+4.8 pp vs LY) thanks to productivity improvement
- **Operating expenses at 50.1m, slightly increase vs LY** mainly due to R&D costs
- **Q1 Adj. EBITDA margin at 6.0%** (+4.1 pp vs LY), thanks to positive mix and productivity
- **Net Result** affected by higher special items, comparing with a pro-forma **negative 12,1m LY** (-10,9% on Revenues) excluding the capital gain from Informatics sale

EBITDA Adj.: actual vs last year

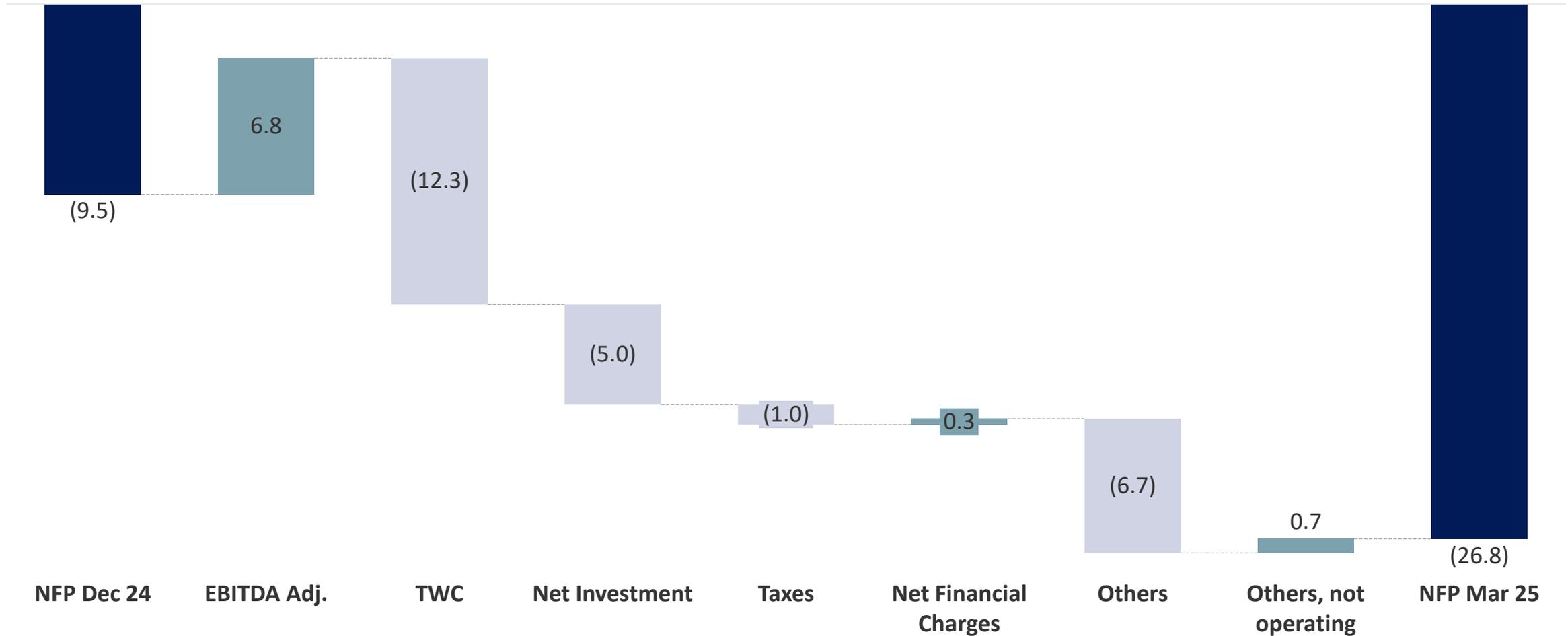
€ m



Net Debt & Cash Flow Analysis : Dec'24 – Mar'25

€ m

■ Positive Items ■ Negative Items



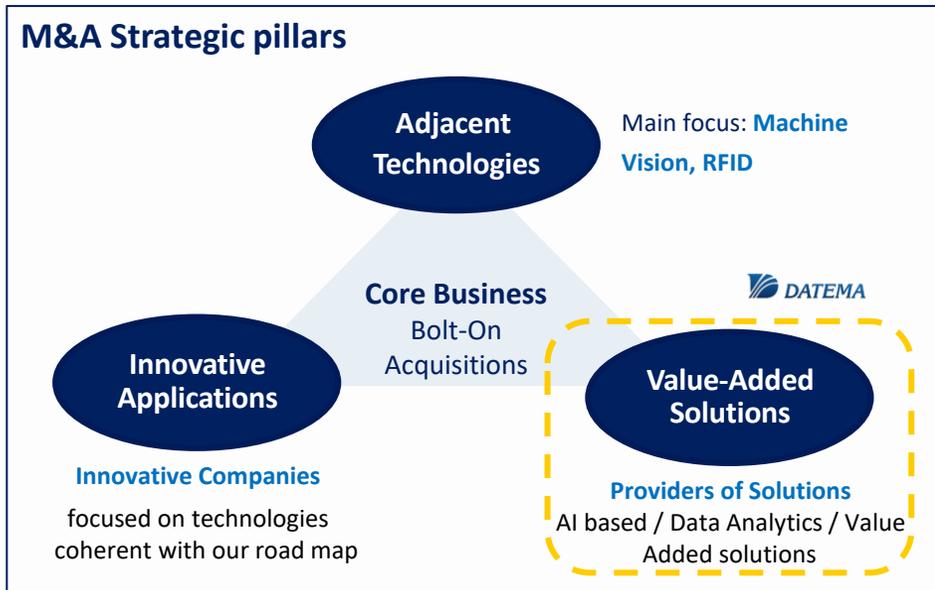


Datema Retail acquisition strengthens our leadership in retail self-shopping while enabling geographical footprint expansion and commercial synergies



- April 2025 - acquisition of 100% of Datema for 3M€ + earn out linked to business performance
- Datema a Swedish company offering own self shopping software & solution (EasyShop) mainly in Northern Europe
- The acquisition fits one of our 3-pillars M&A strategy to Expand in value-added Solutions

M&A Strategic pillars



Key Datema Retail value creation levers



Expand our offering with a scalable hardware-agnostic self-scanning software platform



Consolidate positioning as leader of self-shopping in retail, as the only player offering a complete solution



Complement European footprint, thanks to Datema's strong presence in North Eu not strongly covered by DL



Unlock synergies through cross-selling opportunities from 3.000+ stores of Datema's clients

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NEXT EVENTS

August 05, 2025

H1 2025 Results

DATALOGIC ON LINE

www.datalogic.com

THANK YOU

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