

9M 2025 Results Conference Call

NOVEMBER 13TH, 2025

Q3 2025 & 9M 2025 Results

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Q3 2025 Results, €m

REVENUES

€118.4

-0.1% Net FX
(-2.8%)

GOM

€50.5

42.7%
(+0.2 pp)

Adj. EBITDA

€13.2

11.1%
(+1.0 pp)

NET RESULT

€1.9

1.6%
(-1.1 pp)

9M 2025 Results, €m

REVENUES

€359.4

-0.5% Net FX
(-1.9%)

GOM

€153.9

42.8%
(+1.5 pp)

Adj. EBITDA

€33.9

9.4%
(+1.8 pp)

NET RESULT

€1.2

0.3%
(-3.1 pp)

Net Debt at €34.9M

Group Revenues by Geography and Market Segment

Q3 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	48.0	43.0	11.6%	24.0	31.5	(24.0%)	6.7	8.8	(23.7%)	78.7	83.4	(5.6%)
Industrial Automation	24.4	23.2	5.1%	9.0	8.6	5.1%	6.3	6.6	(4.7%)	39.7	38.3	3.4%
Total Datalogic	72.4	66.2	9.3%	33.0	40.1	(17.8%)	13.0	15.4	(15.6%)	118.4	121.7	(2.8%)

9M 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	141.9	125.8	12.7%	79.9	91.0	(12.2%)	18.3	26.1	(29.8%)	240.1	242.9	(1.2%)
Industrial Automation	74.3	80.1	(7.2%)	25.8	25.5	1.2%	19.2	17.9	7.6%	119.3	123.4	(3.3%)
Total Datalogic	216.2	205.9	5.0%	105.7	116.5	(9.2%)	37.5	44.0	(14.6%)	359.4	366.4	(1.9%)

New Products Launches and Innovation

SOLUTIONS (DC)

Shopevolution 8™

The new release of Shopevolution 8.3 is the latest version of self-shopping retail software, speeding up checkout and elevating the in-store experience

Applications

- **Customer self-service shopping:** scan, shop, and pay independently
- **Retail Ecosystem Integration:** Queue busting, Price checker, Inventory

Key features



AI-Powered Loss Prevention & Unified Shopping Experience (end-user)

- Leverages AI and data analytics to detect anomalies and prevent losses through smart, targeted controls
- Seamlessly connects eCommerce lists with in-store devices for a unified, real-time shopping experience



Ecosystem Integration & Scalability (retailer)

- Next-gen modular, container-based architecture for faster deployment and agility
- Seamless RESTful API connectivity with POS, loyalty, and pricing systems
- Effortlessly scalable and adaptable across any retail ecosystem

⬆️ **R&D Cash Out at € 47.9 million** reaching **13.3%** as a percentage of Revenue compared to 12.8% in 9M 2024 (+0.5 pp)

⬆️ **9M Vitality Index at 23.5%** vs 14.8% in 9M 2024; **23.5% in Q3 2025** compared to 17.5% in Q3 2024

SENSORS (IA)

DS4 Series of Area Sensors

Versatile Full-Coverage area sensors to detect and measure objects with high precision in Industrial Automation environment

- **Primary and Secondary Packaging**
- **Logistics and Automatic Warehouses**
- **Woodworking, Glassworking, Paint Industry**
- **Paper and Textile Industries**



- **Precision Measurement** – Up to **2.5 mm** accuracy with optical interpolation
- **Micro Detection** – Detects objects as small as **3.5 mm**
- **Transparent Object Handling** – Reliable detection of **glass and plastics**
- **High-Speed & Smart Connectivity** – Accurate on fast-moving items with **IO-Link** for diagnostics



Q3 & 9M 2025 P&L

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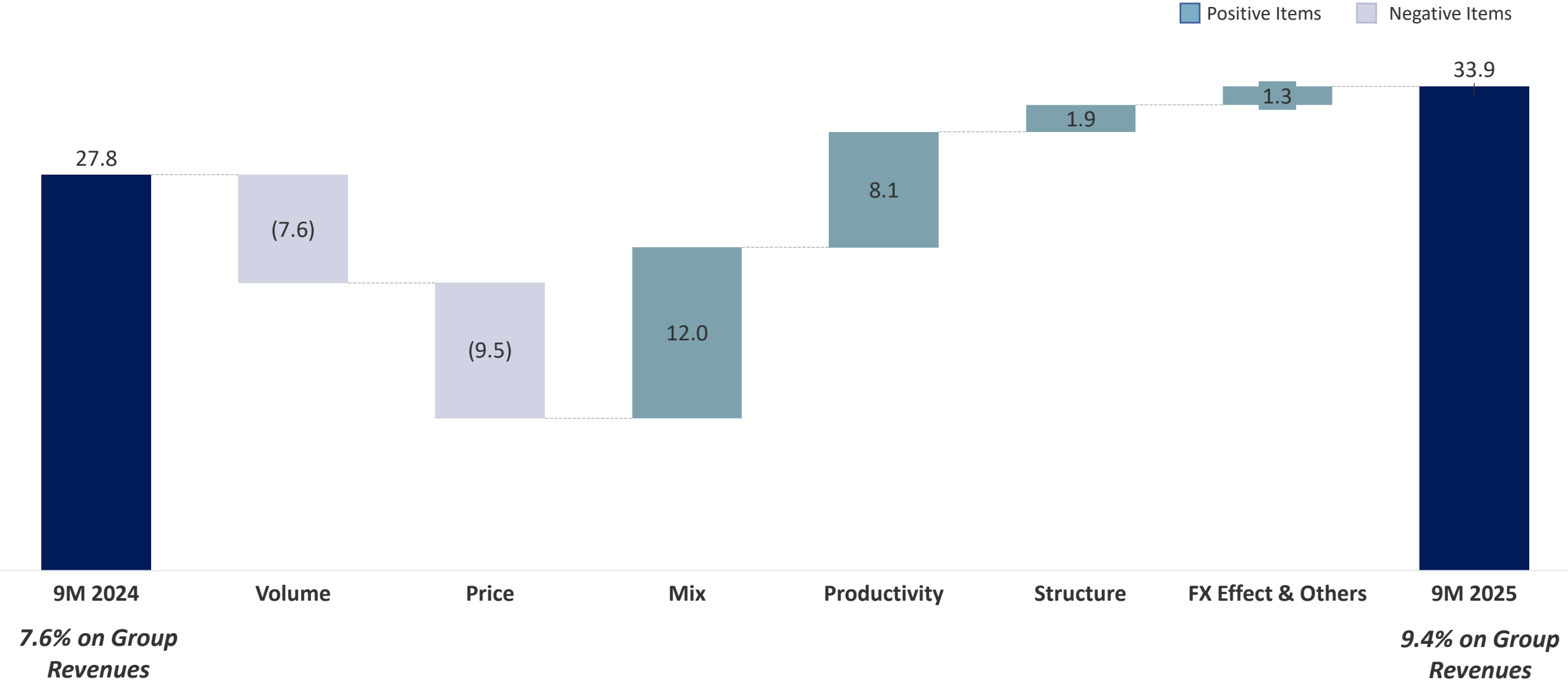
€ m	Q3			9M		
	2025	2024	Var %	2025	2024	Var %
Revenues	118.4	121.7	(2.8%)	359.4	366.4	(1.9%)
Gross Margin	50.5	51.7		153.9	151.2	
% on Revenues	42.7%	42.4%	+0.2 pp	42.8%	41.3%	+1.5 pp
Operating expenses	(45.4)	(47.5)		(144.1)	(146.9)	
% on Revenues	(38.4%)	(39.0%)	+0.6 pp	(40.1%)	(40.1%)	+0.0 pp
Adjusted EBITDA	13.2	12.4		33.9	27.8	
% Adj. Ebitda margin	11.1%	10.2%	+1.0 pp	9.4%	7.6%	+1.8 pp
Adjusted EBIT	5.1	4.2		9.8	4.3	
% Adj. Ebit margin	4.3%	3.5%	+0.8 pp	2.7%	1.2%	+1.5 pp
EBIT	3.2	2.5		0.9	(1.4)	
% Ebit margin	2.7%	2.1%	+0.7 pp	0.2%	(0.4%)	+0.6 pp
Net Result	1.9	3.3		1.2	12.6	
% on Revenues	1.6%	2.7%	-1.1 pp	0.3%	3.4%	-3.1 pp

- IA segment continues to show **gradual improvement** in Q3 vs LY driven by FA; DC segment positive in EMEA
- Q3 Gross Margin at 42.7%. 9M Gross Margin at 42.8% (+1.5 pp vs LY) thanks to productivity improvement and positive mix
- 9M Operating expenses down versus last year with an increase in R&D expenses
- Q3 Adj. EBITDA margin at double digits (11.1%). 9M Adj. EBITDA at 9.4% (+1.8 pp) thanks to positive mix and productivity
- Positive Net Result in Q3. 9M return positive (€ 1.2 million) vs loss in 9M 2024 (€ -5.8 million), excluding the capital gain on the sale of Informatics Holdings, Inc.

EBITDA Adj.: actual vs last year

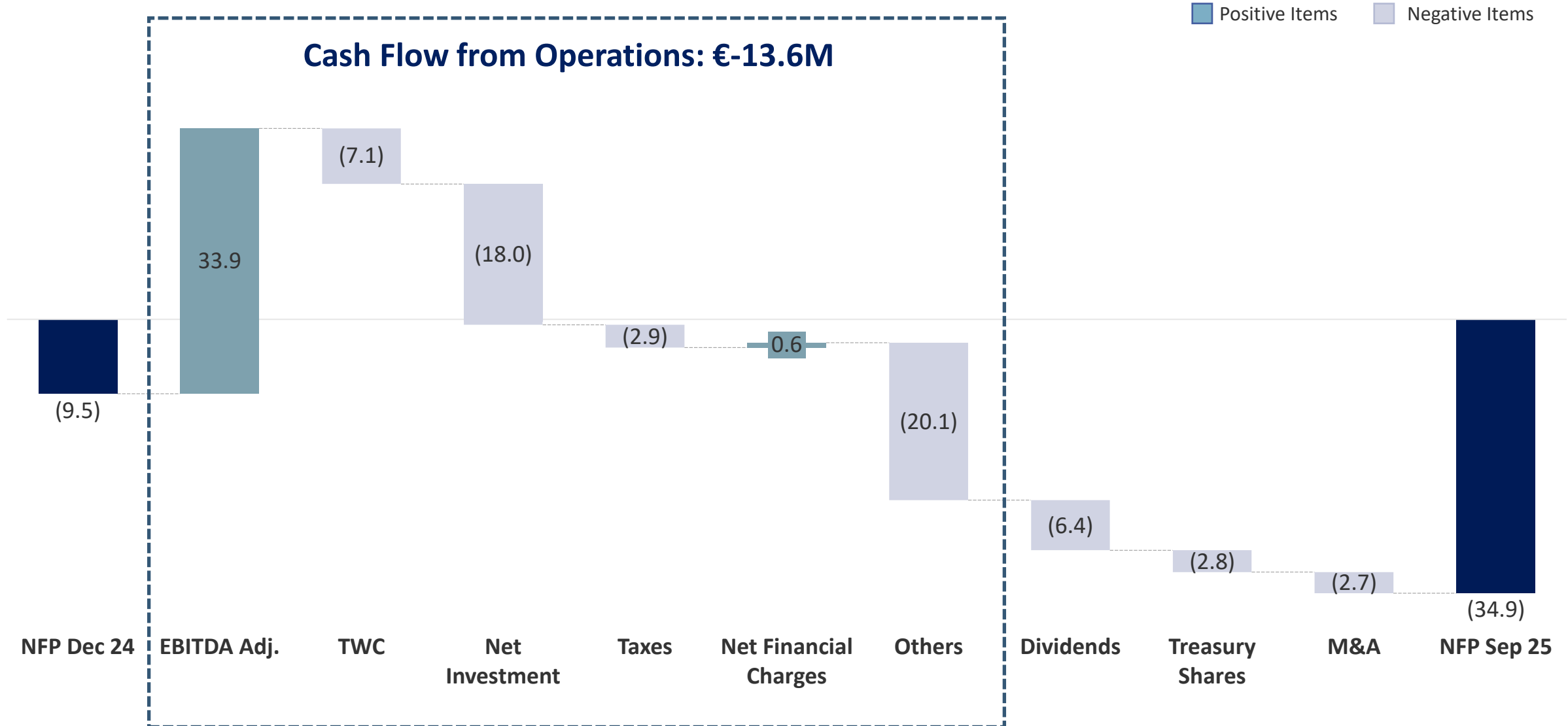
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Net Debt & Cash Flow Analysis : Dec'24 – Sep'25

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THANK YOU

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