

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)

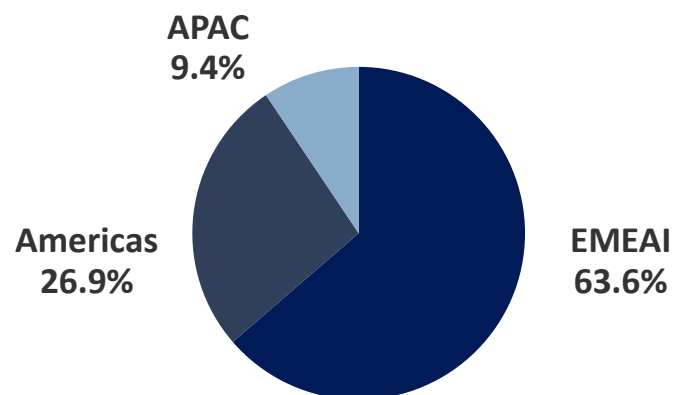
Net Debt at €26.8M

Group Revenues by Geography and Market Segment

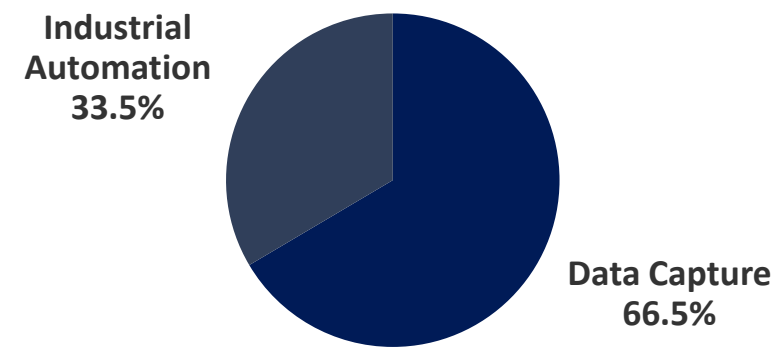
Q1 Revenues by Geo and Market Segment, €m

	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

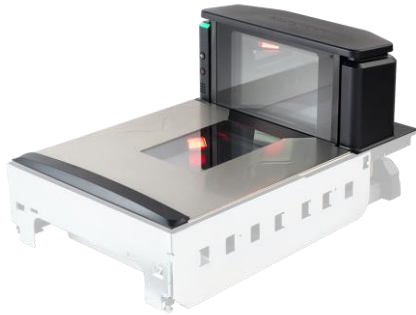


% on Datalogic Revenues



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

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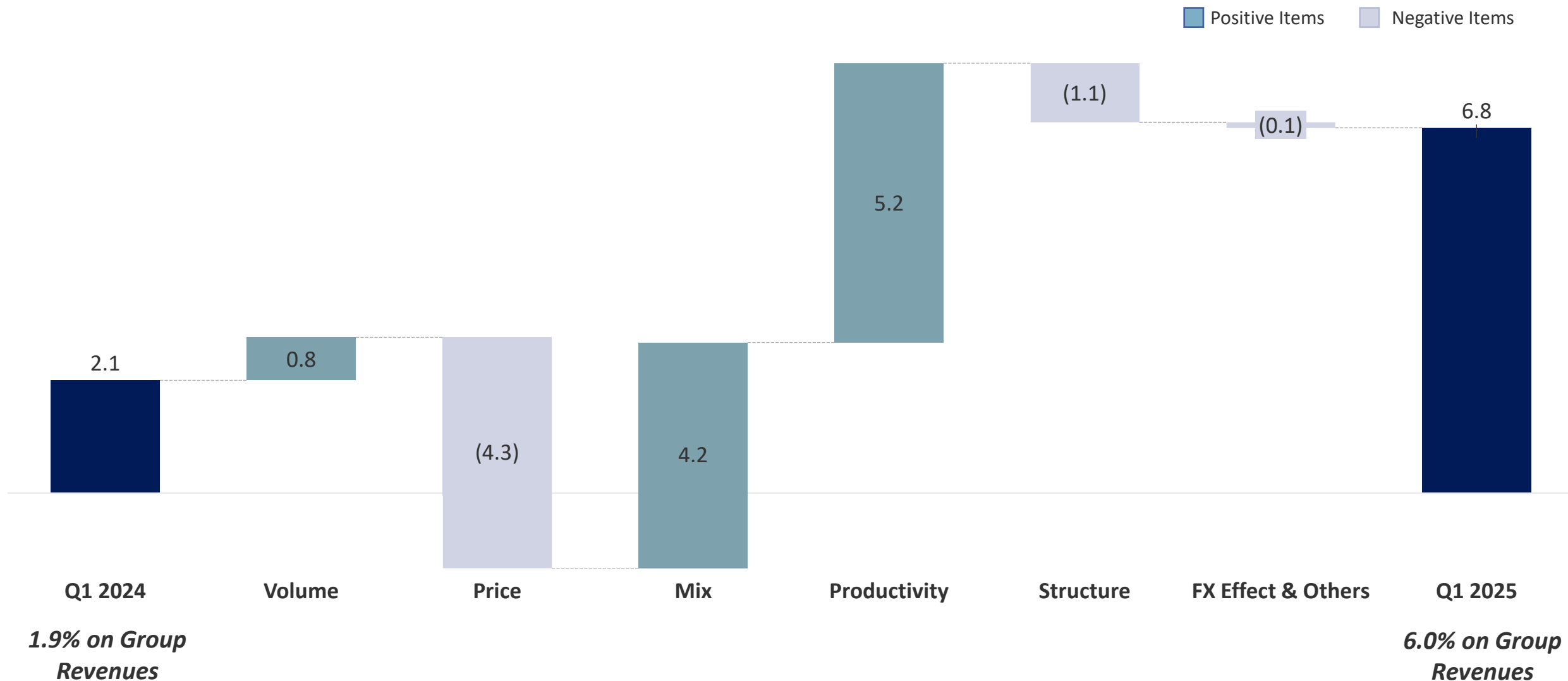
€ m	Q1		
	2025	2024	Var %
Revenues	112.7	111.3	1.3%
Gross Margin	48.8	42.8	
<i>% on Revenues</i>	<i>43.3%</i>	<i>38.4%</i>	<i>+4.8 pp</i>
Operating expenses	(50.1)	(48.2)	
<i>% on Revenues</i>	<i>(44.5%)</i>	<i>(43.3%)</i>	<i>-1.1 pp</i>
Adjusted EBITDA	6.8	2.1	
<i>% Adj. Ebitda margin</i>	<i>6.0%</i>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

- **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

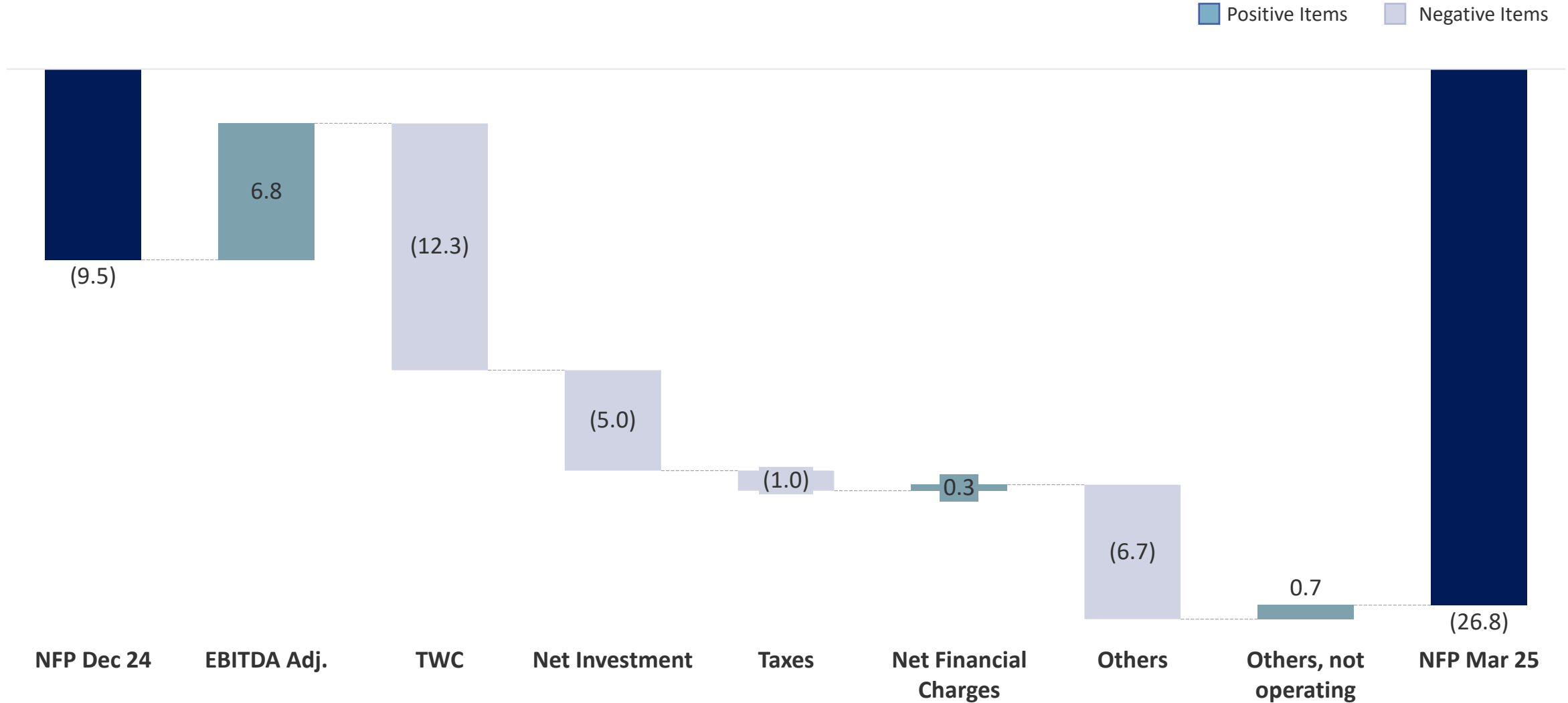
€ m

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

€ m



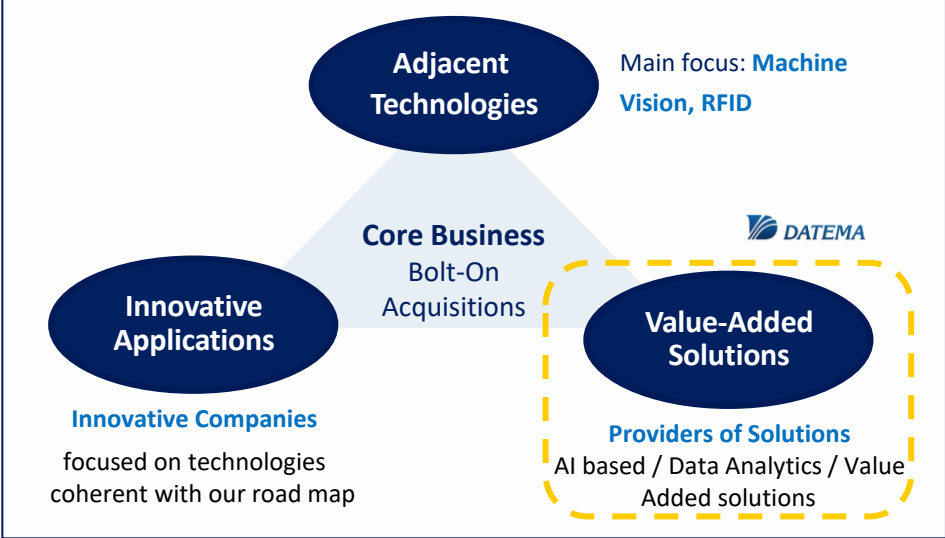
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Datema Retail acquisition strengthens our leadership in retail self-shopping while enabling geographical footprint expansion and commercial synergies

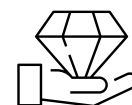


- April 2025 - **acquisition of 100% of Datema** for **3M€** + earn out linked to business performance
- Datema a **Swedish company** offering own **self shopping software & solution (EasyShop)** mainly in **Northern Europe**
- The acquisition fits one of our **3-pillars M&A strategy** to **Expand in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