

9M 2023 Results Conference Call

NOVEMBER 9TH, 2023

9M 2023 & Q3 2023 Results



9M 2023 Results, €m

REVENUES €417.0 -12.5%	GOM €177.1 42.5% (+2.1 pp)	Adj. EBITDA €43.3 10.4% (-1.4 pp)	NET RESULT €10.8 2.6% (-0.6 pp)
--	---	--	--

Q3 2023 Results, €m

REVENUES €119.1 -26.5%	GOM €50.6 42.5% (+0.7 pp)	Adj. EBITDA €10.3 8.6% (-5.0 pp)	NET RESULT €-1.4 -1.1% (-5.2 pp)
--	--	---	---

Net Debt at €44.2M

9M 2023 Highlights: sound industrial margins and operating cash flow generation in a negative demand environment



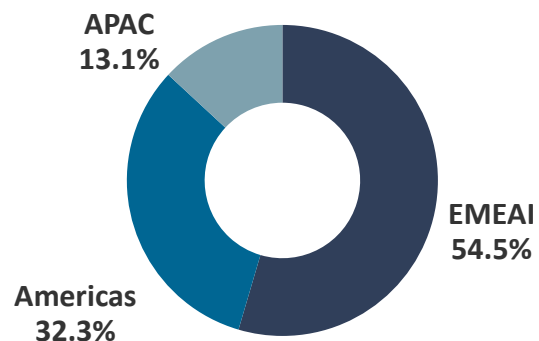
- ⊕ **Revenues** decreased by 12.5%, due to a negative demand and the continuing destocking cycle in distribution, in all geographical areas
- ⊕ **R&D Cash Out** at **€46.8M**, at 11.2% on revenues, maintaining solid levels of R&D investments
- ⊕ **Gross Operating Margin**, improving at **42.5%** compared to 40.4% in 9M 2022 (**+2.1 pp**) thanks to positive effects of price, mix and productivity which offset volumes reduction.
- ⊕ **Adj EBITDA margin** at **10.4%** (11.8% in 9M 2022), due to negative volume impact on operating expenses, despite GM improvement
- ⊕ **Positive price/mix in the nine months** across main geographies and product lines
- ⊕ **Net Debt** at **€44.2M**, thanks to a sound **+€20.4M operating cash flow generation**, fueled by tight control on Net Working Capital

Group Revenues by Geography and Market Segment

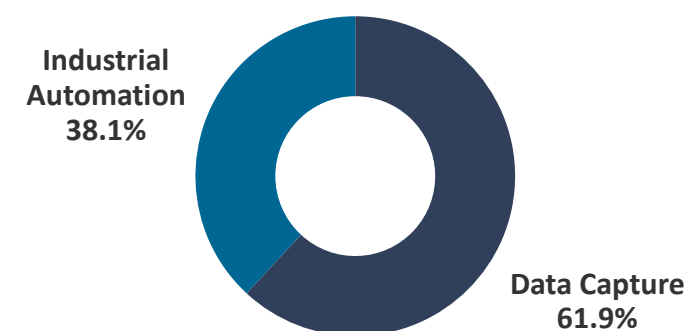


€m	EMEAI			AMERICAS			APAC			Total Datalogic		
	9M 2023	9M 2022	Var %	9M 2023	9M 2022	Var %	9M 2023	9M 2022	Var %	9M 2023	9M 2022	Var %
Data Capture	138.1	158.3	(12.8%)	86.6	95.1	(8.9%)	25.7	34.9	(26.3%)	250.4	288.2	(13.1%)
Industrial Automation	89.3	97.9	(8.8%)	36.0	39.7	(9.2%)	29.1	38.3	(24.2%)	154.4	175.9	(12.3%)
Total DL Business	227.4	256.2	(11.3%)	122.7	134.8	(9.0%)	54.8	73.2	(25.2%)	404.8	464.2	(12.8%)
Informatics	-	-	-	12.6	13.7	(8.0%)	-	-	-	12.6	13.7	(8.0%)
Intra division	-	-	-	(0.4)	(1.4)	-	-	-	-	(0.4)	(1.4)	-
Total Datalogic	227.4	256.2	(11.3%)	134.9	147.1	(8.3%)	54.8	73.2	(25.2%)	417.0	476.5	(12.5%)

% on Group Revenues



% on DL Business Revenues



Reaffirm our solid strategy despite the challenging environment



	Market size (2023 est.), B€	Industry	Geography	Our Strategy
MOB	2.6	<ul style="list-style-type: none"> • Retail • Manufacturing • T&L • Healthcare 	<ul style="list-style-type: none"> • US • EMEA 	<ul style="list-style-type: none"> • Enhance/expand product lineup with new generation of competitive and innovative devices • Focused Sales and GTM efforts • Increase efficiency of R&D
HHS	1.2	<ul style="list-style-type: none"> • Retail • Manufacturing • T&L • Healthcare 	<ul style="list-style-type: none"> • US • EMEA • APAC 	<ul style="list-style-type: none"> • Superior performances at cost efficiencies • Increase penetration in Manufacturing • Enhance product offering with Solutions
FRS	0.3	<ul style="list-style-type: none"> • Retail (Grocery, Specialty, Ho.Re.Ca.) 	<ul style="list-style-type: none"> • US • EMEA • APAC 	<ul style="list-style-type: none"> • Capture SCO transformation in Grocery targeting Self Checkout and Kiosk Systems • Enhance product offering with Solutions
SIS, LM, S&S, MV	8.3	<ul style="list-style-type: none"> • Manufacturing • T&L 	<ul style="list-style-type: none"> • US • EMEA • APAC 	<ul style="list-style-type: none"> • Create added value trough smart sensing solutions • Complement superior performances with new technologies • Easy to Install products and solutions & Service Excellence • Improve advisory approach and service offering in T&L
Solution / Service	<ul style="list-style-type: none"> • Product offer enhanced by new Solutions and Services to answer new Customers' needs and trends 			
Technology	<ul style="list-style-type: none"> • Keep on investing in core technologies • New technology streams 			
M&A	<ul style="list-style-type: none"> • Market shares and dimension in the biggest and most fragmented Industrial Automation Industry • New Technology streams and Solution providers across main application needs 			

9M 2023 P&L



€ m	9M 2023	9M 2022 restated*	Var %
Revenues	417.0	476.5	(12.5%)
Gross Margin	177.1	192.3	
% on Revenues	42.5%	40.4%	+2.1 pp
Operating expenses	(157.6)	(159.1)	
% on Revenues	(37.8%)	(33.4%)	-4.4 pp
Adjusted EBITDA	43.3	56.3	
% Adj. Ebitda margin	10.4%	11.8%	-1.4 pp
Adjusted EBIT	19.5	33.3	
% Adj. Ebit margin	4.7%	7.0%	-2.3 pp
EBIT	13.6	27.5	
% Ebit margin	3.3%	5.8%	-2.5 pp
Net Result	10.8	15.3	
% on Revenues	2.6%	3.2%	-0.6 pp

- **Gross Margin at 42.5%: +2.1 pp YoY** . Improvement in 9M compared to previous year thanks to **positive pricing/mix and industrial efficiency** offsetting negative volumes
- **Lower operating expenses at €157.6m**, but preserving continuous investments in R&D and S&D
- **Adj EBITDA margin at 10.4%** (-1.4 pp YoY), due to highly negative volume impact on operating expenses, partially offset by gross margin improvement
- **Net Result at €10.8m** vs €15.3m in 9M 2022

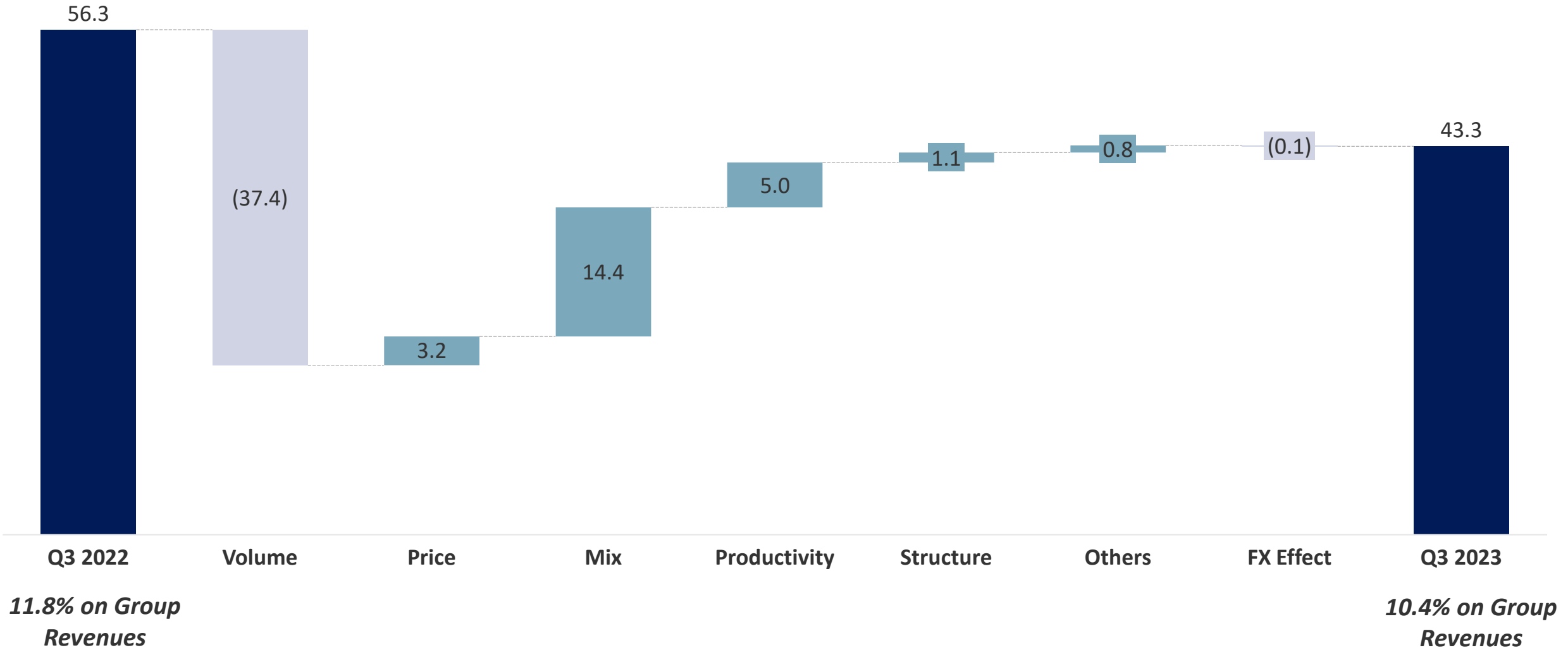
* Restatement mainly due to reclassification of some installation costs from S&D to COGS

EBITDA Adj: actual vs last year



€ m

Positive Items Negative Items

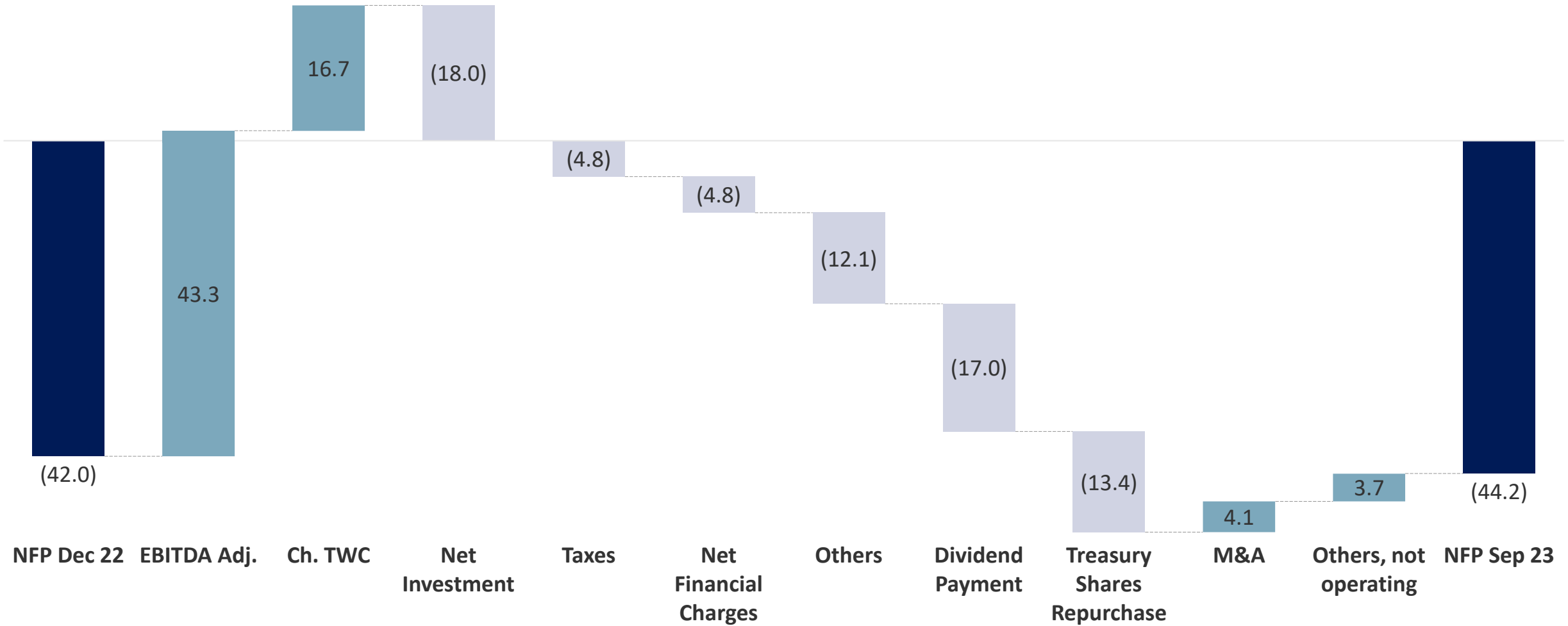


Net Debt & Cash Flow Analysis : Dec'22 – Sep'23



€ m

Positive Items Negative Items



IR CONTACTS

IR Manager

Alessandro D'Aniello

Tel. +39 051 3147109

ir@datalogic.com

Via Candini, 2

40012 Lippo di Calderara di Reno

Bologna – Italy

IR Advisor

Vincenza Colucci

CDR Communication Srl

Tel. +39 335 6909547

vincenza.colucci@cdr-communication.it

IR Assistant

Daniela Giglioli

Tel. +39 051 3147109

Fax +39 051 3147205

daniela.giglioli@datalogic.com

DATALOGIC ON LINE

www.datalogic.com

THANK YOU

This presentation contains statements that are neither reported financial results nor other historical information. These statements are forward-looking statements. These forward-looking statements rely on a number of assumptions and are subject to a number of risks and uncertainties, many of which are outside the control of Datalogic S.p.A., that could cause actual results to differ materially from those expressed in or implied by such statements, such as future market conditions, currency fluctuations, the behavior of other market participants and the actions of governmental and state regulators

© 2023 Datalogic S.p.A. and/or its affiliates - All rights reserved. • Without limiting the rights under copyright, no part of this documentation may be reproduced, stored in or introduced into a retrieval system, or transmitted in any form or by any means, or for any purpose, without the express written permission of Datalogic S.p.A. and/or its affiliates • Datalogic and the Datalogic logo are registered trademarks of Datalogic S.p.A. in many countries, including the U.S. and the E.U. • All other trademarks and brands are property of their respective owners.

Datalogic S.p.A.

Via Candini, 2 - 40012 Lippo di Calderara di Reno - Bologna (Italy)

Tel. +39 051 3147011 | Fax +39 051 3147205

corporate@datalogic.com

www.datalogic.com