

# 1H 2024 Results Conference Call

**AUGUST 2<sup>ND</sup>, 2024**

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# H1 2024 & Q2 2024 Results



## Q2 2024 Results, €m

REVENUES	GOM	Adj. EBITDA	NET RESULT
<b>€133.3</b>	<b>€56.7</b>	<b>€13.3</b>	<b>€3.2</b>
-7.1%	42.6% (+0.6 pp)	10.0% (-2.9 pp)	2.4% (-3.8 pp)

## H1 2024 Results, €m

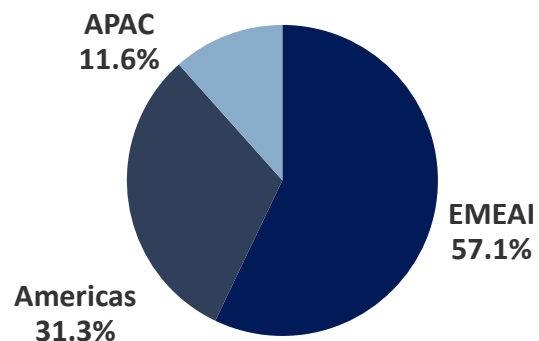
REVENUES	GOM	Adj. EBITDA	NET RESULT
<b>€244.6</b>	<b>€99.5</b>	<b>€15.5</b>	<b>€9.3</b>
-15.3%	40.7% (-0.7 pp)	6.3% (-4.6 pp)	3.8% (-0.4 pp)

**Net Debt at €11.8M**

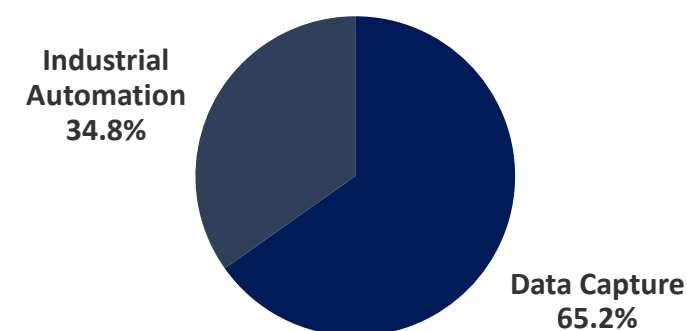
# Group Revenues by Geography and Market Segment

€m	EMEAI			AMERICAS			APAC			Total Datalogic		
	H1 2024	H1 2023 restated*	Var %	H1 2024	H1 2023 restated*	Var %	H1 2024	H1 2023 restated*	Var %	H1 2024	H1 2023 restated*	Var %
Data Capture	82.8	101.1	(18.0%)	59.5	57.3	3.9%	17.2	19.5	(12.1%)	159.5	177.9	(10.3%)
Industrial Automation	56.9	62.5	(9.0%)	16.9	25.8	(34.3%)	11.3	22.8	(50.4%)	85.1	111.0	(23.4%)
<b>Total Datalogic</b>	<b>139.7</b>	<b>163.5</b>	<b>(14.6%)</b>	<b>76.5</b>	<b>83.1</b>	<b>(8.0%)</b>	<b>28.5</b>	<b>42.3</b>	<b>(32.7%)</b>	<b>244.6</b>	<b>288.9</b>	<b>(15.3%)</b>

% on Datalogic Revenues



% on Datalogic Revenues



\* Restatement with some commercial costs reclassified from S&D expenses to Revenues reduction

# New Products Launches and Innovation

## Mobile



MEMOR 30/35 FAMILY

### Memor 30/35 Family

## Fixed Retail Scanner



### MAGELLAN™ 900i

## Stationary Industrial Scanner



### MATRIX 220™

- R&D cash out at 13.2%, +2.5 bps vs H1 2023 (10.6%). Investments in R&D continue in line with our plan to launch new products. Launched in Q2 2024 the first models of the new generation of Datalogic PDA mobile computers, the industrial fixed readers equipped with machine learning and AI, and new models of imaging presentation scanner offering

# H1 2024 P&L

€ m	H1 2024	H1 2023 restated*	Var %
<b>Revenues</b>	<b>244.6</b>	<b>288.9</b>	<b>(15.3%)</b>
<b>Gross Margin</b>	<b>99.5</b>	<b>119.6</b>	
% on Revenues	40.7%	41.4%	-0.7 pp
<b>Operating expenses</b>	<b>(99.4)</b>	<b>(104.1)</b>	
% on Revenues	(40.6%)	(36.0%)	-4.6 pp
<b>Adjusted EBITDA</b>	<b>15.5</b>	<b>31.5</b>	
% Adj. Ebitda margin	6.3%	10.9%	-4.6 pp
<b>Adjusted EBIT</b>	<b>0.1</b>	<b>15.5</b>	
% Adj. Ebit margin	0.0%	5.4%	-5.3 pp
<b>EBIT</b>	<b>(4.0)</b>	<b>11.2</b>	
% Ebit margin	(1.6%)	3.9%	-5.5 pp
<b>Net Result from operations</b>	<b>10.5</b>	<b>11.0</b>	
% on Revenues	4.3%	3.8%	+0.5 pp
Results from discontinued operations	(1.2)	1.1	

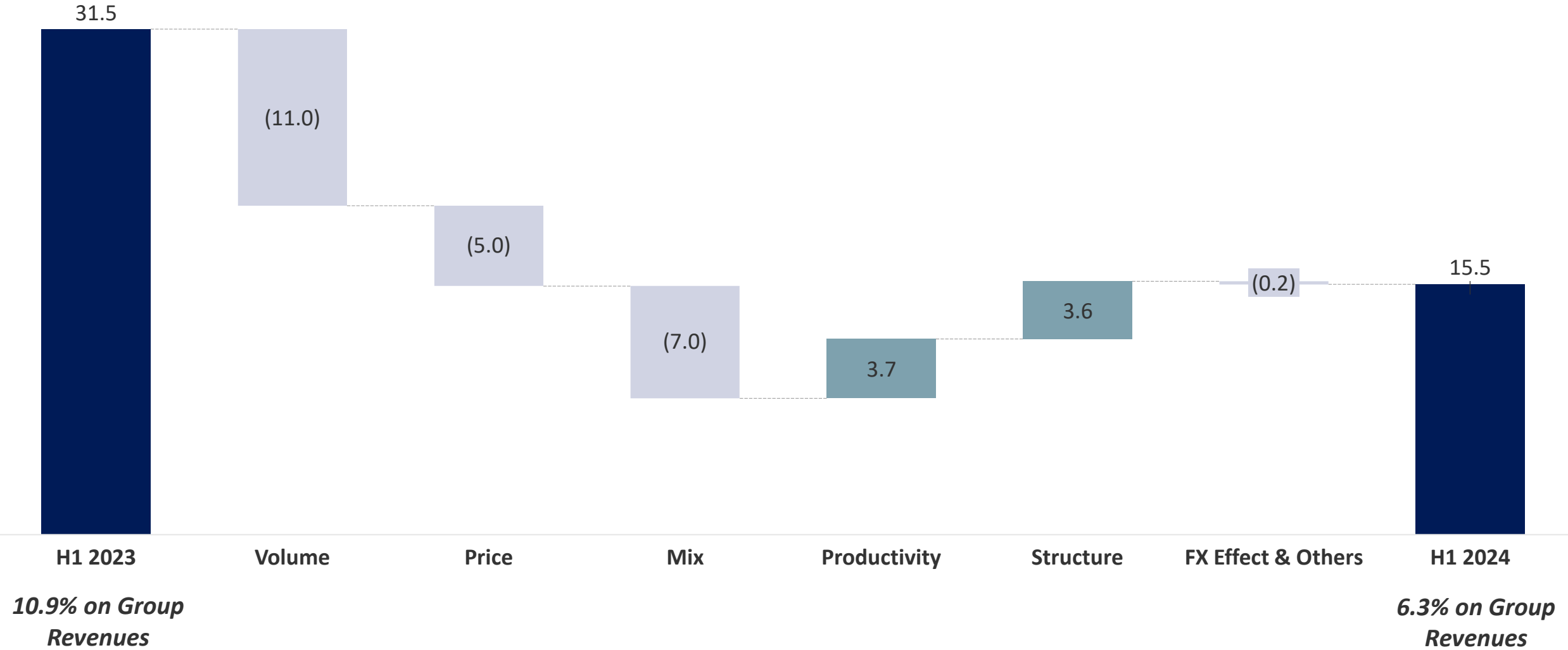
- **Gross Margin at 40.7% (-0.7 pp YoY)** affected by volumes contraction and negative price/mix, partially offset by positive productivity
- **Operating expenses at €99.4m**, down versus last year whilst preserving substantial investments in R&D and being disciplined with the cost base
- **Adj. EBITDA margin at 6.3% (-4.6 pp YoY)**, due to highly negative volume impact on operating expenses
- **Net Result from continuous operations at €10.5m** thanks to the proceeds from the sale of 100% stake in Informatics Holdings, Inc.

\* Restatement with (i) some commercial costs reclassified from S&D expenses to Revenues reduction and (ii) without INFX results – INFX Net Income reported as «Net Result from discontinued operations»

# EBITDA Adj: actual vs last year

€ m

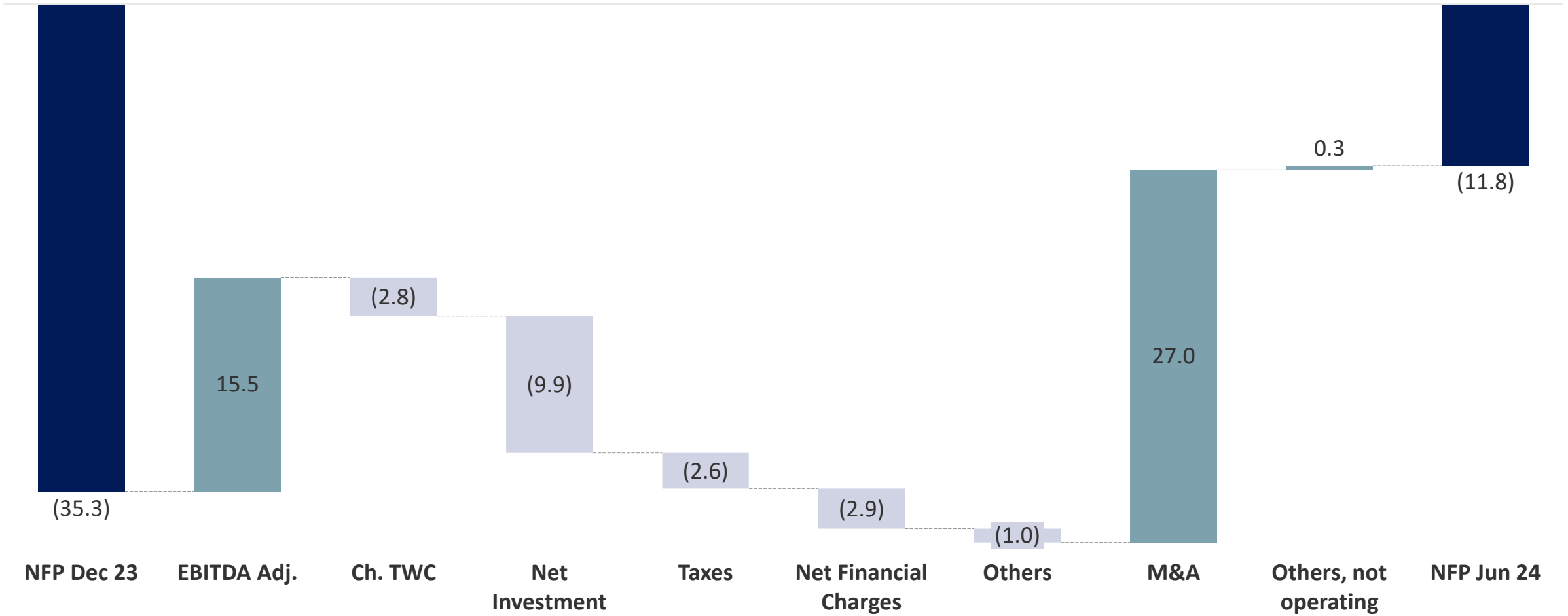
Positive Items Negative Items



# Net Debt & Cash Flow Analysis : Dec'23 – Jun'24

€ m

■ Positive Items    ■ Negative Items



# Contacts

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## NEXT EVENTS

**October 09, 2024**

Italian Excellences 2024 – Intesa Sanpaolo

**November 07, 2024**

9M 2024 Results

## DATALOGIC ON LINE

[www.datalogic.com](http://www.datalogic.com)



# THANK YOU

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