

9M 2024 Results Conference Call

NOVEMBER 8TH, 2024

9M 2024 & Q3 2024 Results



Q3 2024 Results, €m

REVENUES	GOM	Adj. EBITDA	NET RESULT
€121.7	€51.7	€12.4	€3.3
+6.4%	42.4% (+1.3 pp)	10.2% (+1.8 pp)	2.7% (+3.9 pp)

9M 2024 Results, €m

REVENUES	GOM	Adj. EBITDA	NET RESULT
€366.4	€151.2	€27.8	€12.6
-9.2%	41.3% (-0.1 pp)	7.6% (-2.6 pp)	3.4% (+0.8 pp)

Net Debt at €21.3M

Group Revenues by Geography and Market Segment

Q3 Revenues by Geo and Market Segment, €m

	EMEI			AMERICAS			APAC			Total Datalogic		
	2024	2023*	Var %	2024	2023*	Var %	2024	2023*	Var %	2024	2023*	Var %
Data Capture	43.0	36.3	18.6%	31.5	28.8	9.4%	8.9	6.1	45.5%	83.4	71.1	17.2%
Industrial Automation	23.2	27.0	(13.9%)	8.5	10.0	(14.9%)	6.6	6.3	4.7%	38.3	43.3	(11.4%)
Total Datalogic	66.2	63.2	4.8%	40.0	38.8	3.1%	15.5	12.4	24.8%	121.7	114.4	6.4%

9M Revenues by Geo and Market Segment, €m

	EMEI			AMERICAS			APAC			Total Datalogic		
	2024	2023*	Var %	2024	2023*	Var %	2024	2023*	Var %	2024	2023*	Var %
Data Capture	125.8	137.3	(8.3%)	91.0	86.1	5.7%	26.1	25.7	1.6%	242.9	249.1	(2.5%)
Industrial Automation	80.1	89.5	(10.5%)	25.5	35.8	(28.8%)	17.9	29.0	(38.4%)	123.4	154.3	(20.0%)
Total Datalogic	205.9	226.8	(9.2%)	116.5	121.9	(4.4%)	44.0	54.7	(19.7%)	366.4	403.4	(9.2%)

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

New Products Launches and Innovation

Mobile



Memor™ 35



Memor™ 11 Family



Skorpio™ X5

Sensor & Safety



SLS PROFINET – PROFIsafe



LGS-A10

- 🌀 R&D cash out at 12.8%, +1.7 bps vs 9M 2023 (11.1%). Investments in R&D continue in line with our plan to launch new products with updated additional features
- 🌀 9M Vitality Index at 14.8% with major contribution from Mobile Computer

Q3 & 9M 2024 P&L

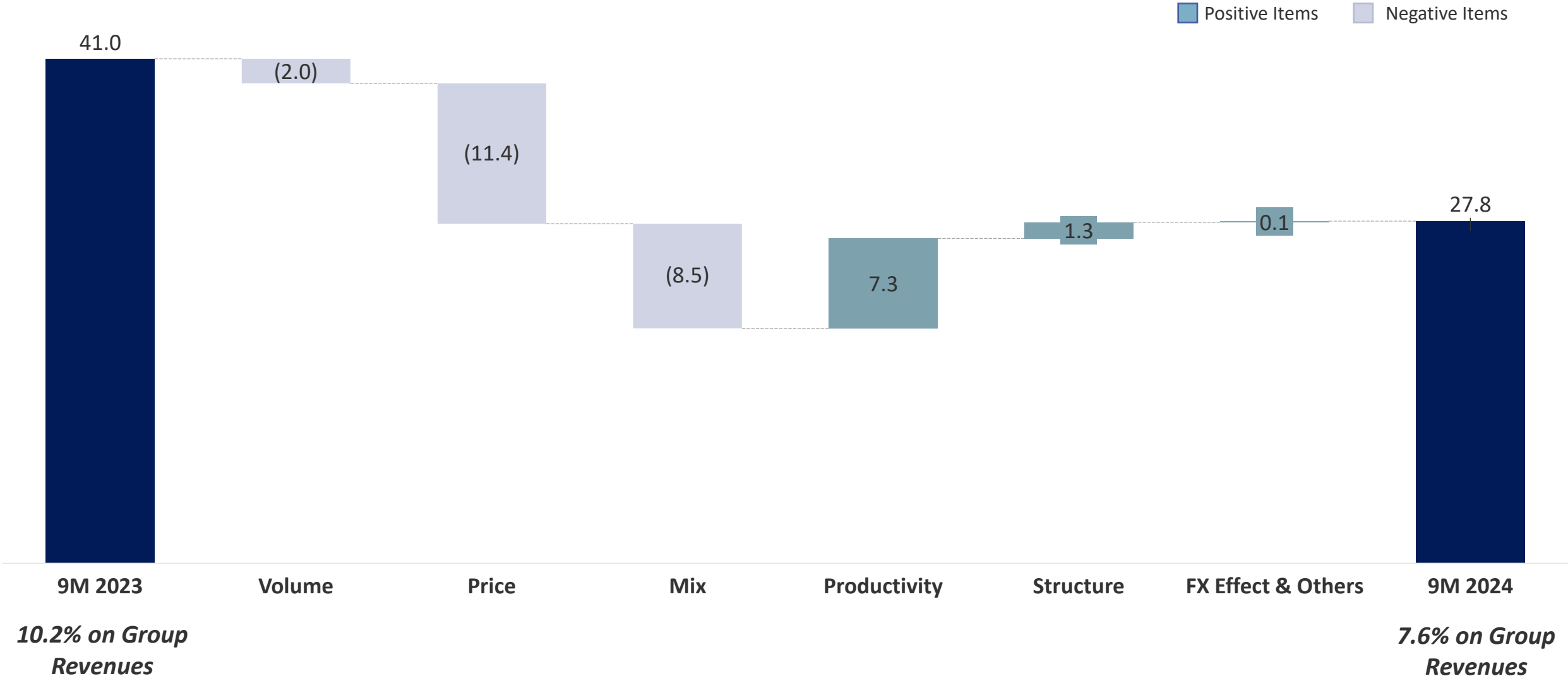
€ m	Q3			9M		
	2024	2023*	Var %	2024	2023*	Var %
Revenues	121.7	114.4	6.4%	366.4	403.4	(9.2%)
Gross Margin	51.7	47.1		151.2	166.7	
% on Revenues	42.4%	41.1%	+1.3 pp	41.3%	41.3%	-0.1 pp
Operating expenses	(47.5)	(45.3)		(146.9)	(149.4)	
% on Revenues	(39.0%)	(39.6%)	+0.6 pp	(40.1%)	(37.0%)	-3.1 pp
Adjusted EBITDA	12.4	9.5		27.8	41.0	
% Adj. Ebitda margin	10.2%	8.3%	+1.8 pp	7.6%	10.2%	-2.6 pp
Adjusted EBIT	4.2	1.8		4.3	17.3	
% Adj. Ebit margin	3.5%	1.6%	+1.9 pp	1.2%	4.3%	-3.1 pp
EBIT	2.5	0.3		(1.4)	11.5	
% Ebit margin	2.1%	0.2%	+1.8 pp	(0.4%)	2.8%	-3.2 pp
Net Result from operations	3.3	(1.9)		13.8	9.1	
% on Revenues	2.7%	(1.7%)	+4.4 pp	3.8%	2.3%	+1.5 pp
Results from discontinued operations	-	0.6		(1.2)	1.6	

- **Q3 Gross Margin at 42.4%**, at highest in recent years and substantially aligned to previous quarter. **9M Gross Margin at 41.3%** substantially flat vs LY
- **9M Operating expenses down** versus last year preserving substantial investments in R&D whilst being disciplined with the cost base
- **Q3 Adj. EBITDA margin at double digits (10.2%)**, whilst 9M Adj. EBITDA margin still affected by a very low Q1
- **9M Net Result from continuous operations at €13.8m**, with positive Q3 results

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

EBITDA Adj: actual vs last year

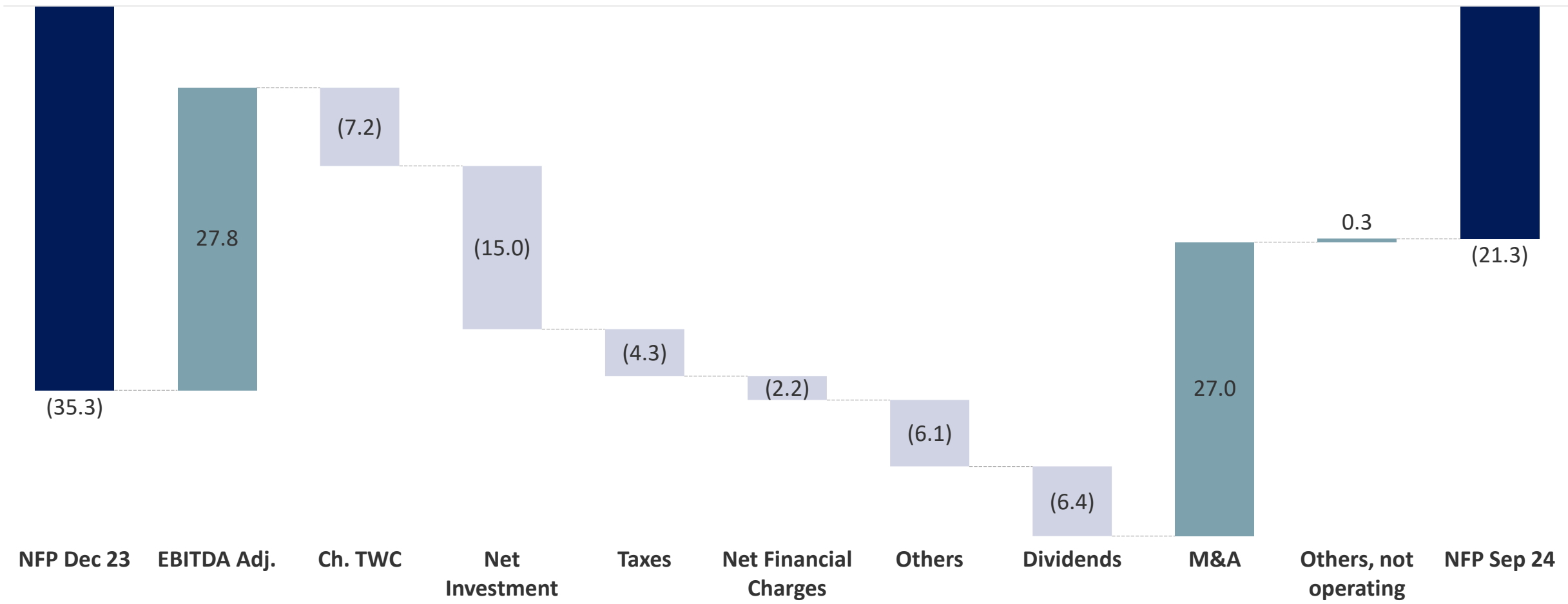
€ m



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

€ m

Positive Items Negative Items



Contacts

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

© 2024 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