

# FY 2024 Results Conference Call

**MARCH 20<sup>TH</sup>, 2025**

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# FY 2024 & Q4 2024 Results



## Q4 2024 Results, €m

<b>REVENUES</b> <b>€127.4</b> +10.5%	<b>GOM</b> <b>€56.6</b> 44.5% (+6.2 pp)	<b>Adj. EBITDA</b> <b>€16.7</b> 13.1% (+8.8 pp)	<b>NET RESULT</b> <b>€1.2</b> 0.9% (+2.0 pp)
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## FY 2024 Results, €m

<b>REVENUES</b> <b>€493.8</b> -4.8%	<b>GOM</b> <b>€207.8</b> 42.1% (+1.4 pp)	<b>Adj. EBITDA</b> <b>€44.5</b> 9.0% (+0.2 pp)	<b>NET RESULT</b> <b>€13.7</b> 2.8% (+1.0 pp)
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**Net Debt at €9.5M**

# Group Revenues by Geography and Market Segment

## Q4 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	41.2	35.0	17.6%	39.7	28.1	41.2%	7.8	6.5	20.5%	88.6	69.6	27.4%
Industrial Automation	24.9	28.6	(13.1%)	8.8	10.8	(18.3%)	5.1	6.4	(20.0%)	38.8	45.7	(15.3%)
<b>Total Datalogic</b>	<b>66.0</b>	<b>63.6</b>	<b>3.8%</b>	<b>48.5</b>	<b>38.9</b>	<b>24.7%</b>	<b>12.9</b>	<b>12.8</b>	<b>0.4%</b>	<b>127.4</b>	<b>115.3</b>	<b>10.5%</b>

## FY 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	167.0	172.3	(3.1%)	130.7	114.2	14.4%	33.9	32.1	5.4%	331.6	318.6	4.1%
Industrial Automation	104.9	118.1	(11.1%)	34.3	46.6	(26.4%)	23.0	35.4	(35.1%)	162.2	200.1	(18.9%)
<b>Total Datalogic</b>	<b>271.9</b>	<b>290.4</b>	<b>(6.3%)</b>	<b>165.0</b>	<b>160.8</b>	<b>2.6%</b>	<b>56.8</b>	<b>67.5</b>	<b>(15.8%)</b>	<b>493.8</b>	<b>518.7</b>	<b>(4.8%)</b>

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



# New Products Launches and Innovation

## Hand Held Scanners



PS9600 USB Cradle



«Special» PS9600 RFID

## Fixed Retail Scanners



MAGELLAN™ 900i

## Mobile



Codiscan



Memor™ 11 Healthcare



Memor 30/35 Family



Memor™ 11 Family and Skorpio™ X5 with Android 13 Rel.



## Stationary Industrial Scanners



DL.Code Spring Rel. V1.0

## Sensor & Safety & Machine Vision



S3N contrast reader



SH4 Active/Passive



UFT Series



SLS PROFISafe



S3N pigtail Smart-VS+ Rel. 1.5



LGS-N25 & LGS-A10



MX-G2000

- ⊕ R&D cash out at 13.3%
- ⊕ FY Vitality Index at 19.7% (33.9% in Q4) vs 7.4% in 2023
- ⊕ #14 new products introduced in the market

# Q4 & FY 2024 P&L

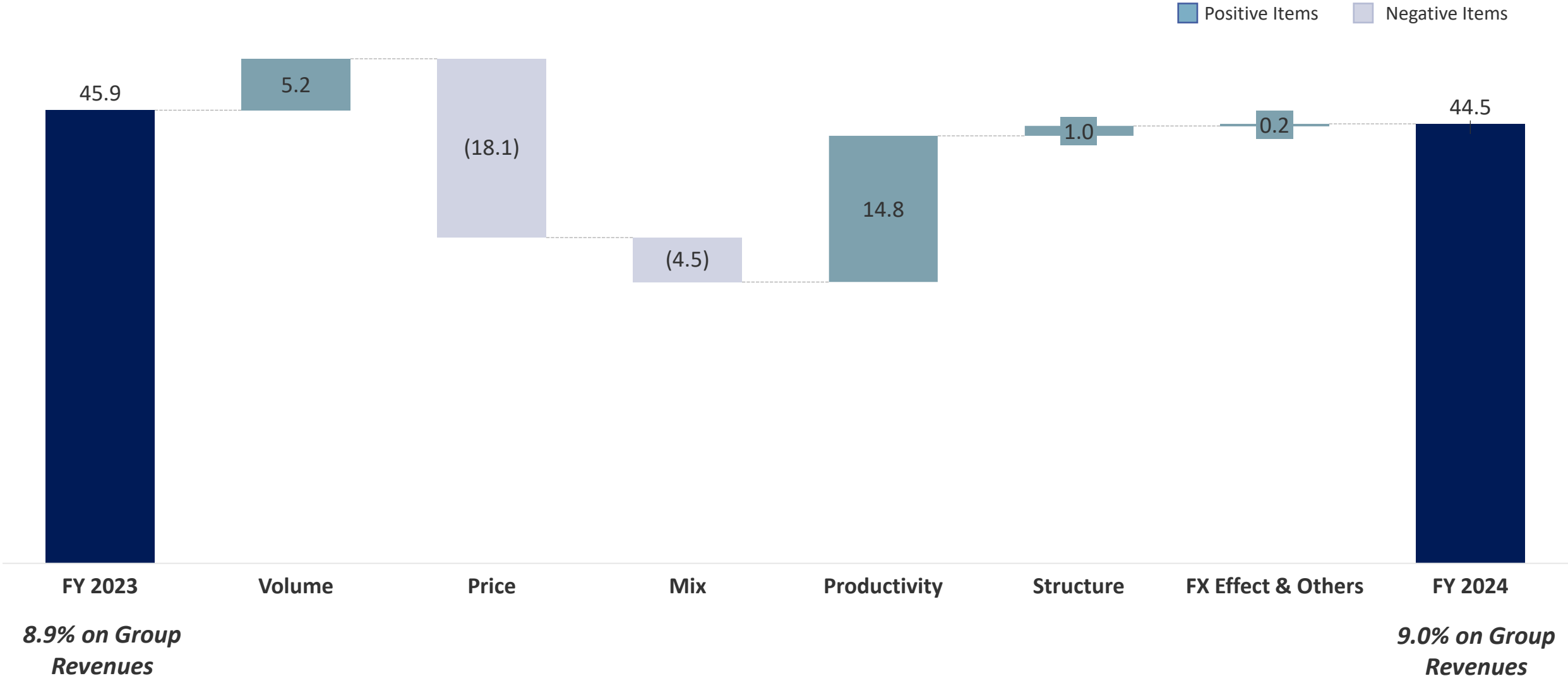
€ m	Q4			FY		
	2024	2023*	Var %	2024	2023*	Var %
<b>Revenues</b>	<b>127.4</b>	<b>115.3</b>	<b>10.5%</b>	<b>493.8</b>	<b>518.7</b>	<b>(4.8%)</b>
<b>Gross Margin</b>	<b>56.6</b>	<b>44.1</b>		<b>207.8</b>	<b>210.8</b>	
% on Revenues	44.5%	38.2%	+6.2 pp	42.1%	40.6%	+1.4 pp
<b>Operating expenses</b>	<b>(50.0)</b>	<b>(47.8)</b>		<b>(196.9)</b>	<b>(197.2)</b>	
% on Revenues	(39.3%)	(41.5%)	+2.2 pp	(39.9%)	(38.0%)	-1.9 pp
<b>Adjusted EBITDA</b>	<b>16.7</b>	<b>4.9</b>		<b>44.5</b>	<b>45.9</b>	
% Adj. Ebitda margin	13.1%	4.3%	+8.8 pp	9.0%	8.9%	+0.2 pp
<b>Adjusted EBIT</b>	<b>6.6</b>	<b>(3.7)</b>		<b>10.9</b>	<b>13.6</b>	
% Adj. Ebit margin	5.2%	(3.2%)	+8.4 pp	2.2%	2.6%	-0.4 pp
<b>EBIT</b>	<b>4.3</b>	<b>(5.2)</b>		<b>2.9</b>	<b>6.3</b>	
% Ebit margin	3.4%	(4.5%)	+7.9 pp	0.6%	1.2%	-0.6 pp
<b>Net Result from operations</b>	<b>1.2</b>	<b>(2.1)</b>		<b>14.9</b>	<b>7.0</b>	
% on Revenues	0.9%	(1.8%)	+2.7 pp	3.0%	1.3%	+1.7 pp
<b>Results from discontinued operations</b>	<b>-</b>	<b>0.9</b>		<b>(1.2)</b>	<b>2.5</b>	

- A very positive Q4 both in top line and profitability boosting FY results
- **Gross Margin** consolidating improvement trends, with FY at **42.1%** (+1.4 pp vs LY), and Q4 at a peak (**44.5%**)
- **FY Operating expenses** at **196.9m**, flat vs LY despite increasing spending in R&D
- **Q4 Adj. EBITDA margin** at **double digits (13.1%)**, and **FY Adj. EBITDA margin** at **9.0%** (+0.2 pp vs LY) despite decreasing turnover
- Positive contribution from **sale of Informatics** in financial items
- **FY Net Result from continuous operations** at **€14.9m**

\* 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 – Dec'24

€ m

■ Positive Items    ■ Negative Items


# Contacts

## IR CONTACTS

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## NEXT EVENTS

**March 26, 2025**

Euronext STAR Conference 2025

**May 06, 2025**

Shareholders' Meeting

**May 15, 2025**

Q1 2025 Results

## DATALOGIC ON LINE

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# THANK YOU

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