

FY 2024 Results Conference Call

MARCH 20TH, 2025

FY 2024 & Q4 2024 Results



Q4 2024 Results, €m

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

REVENUES €493.8 -4.8%	GOM €207.8 42.1% (+1.4 pp)	Adj. EBITDA €44.5 9.0% (+0.2 pp)	NET RESULT €13.7 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%)
Total Datalogic	66.0	63.6	3.8%	48.5	38.9	24.7%	12.9	12.8	0.4%	127.4	115.3	10.5%

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%)
Total Datalogic	271.9	290.4	(6.3%)	165.0	160.8	2.6%	56.8	67.5	(15.8%)	493.8	518.7	(4.8%)

* 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

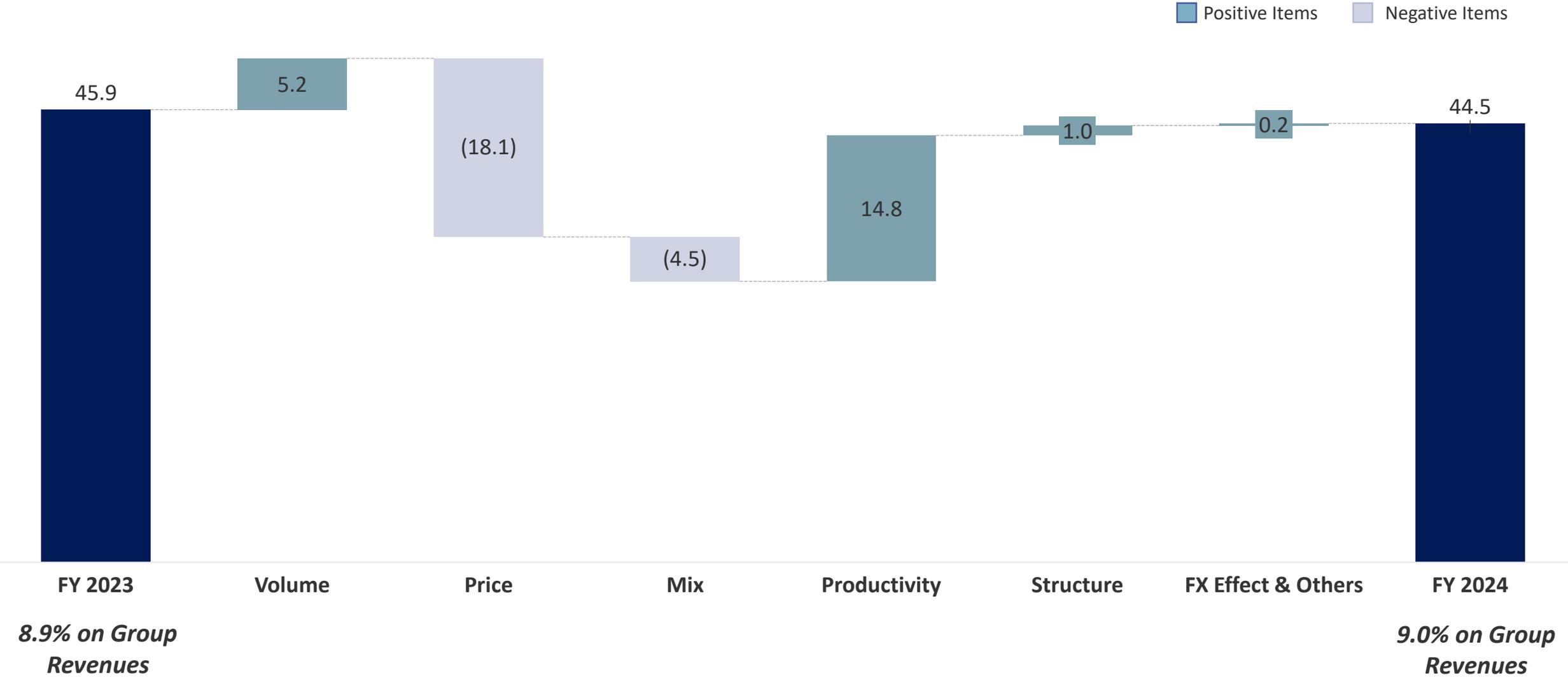
€ m	Q4			FY		
	2024	2023*	Var %	2024	2023*	Var %
Revenues	127.4	115.3	10.5%	493.8	518.7	(4.8%)
Gross Margin <i>% on Revenues</i>	56.6 44.5%	44.1 38.2%	+6.2 pp	207.8 42.1%	210.8 40.6%	+1.4 pp
Operating expenses <i>% on Revenues</i>	(50.0) (39.3%)	(47.8) (41.5%)	+2.2 pp	(196.9) (39.9%)	(197.2) (38.0%)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

- 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»

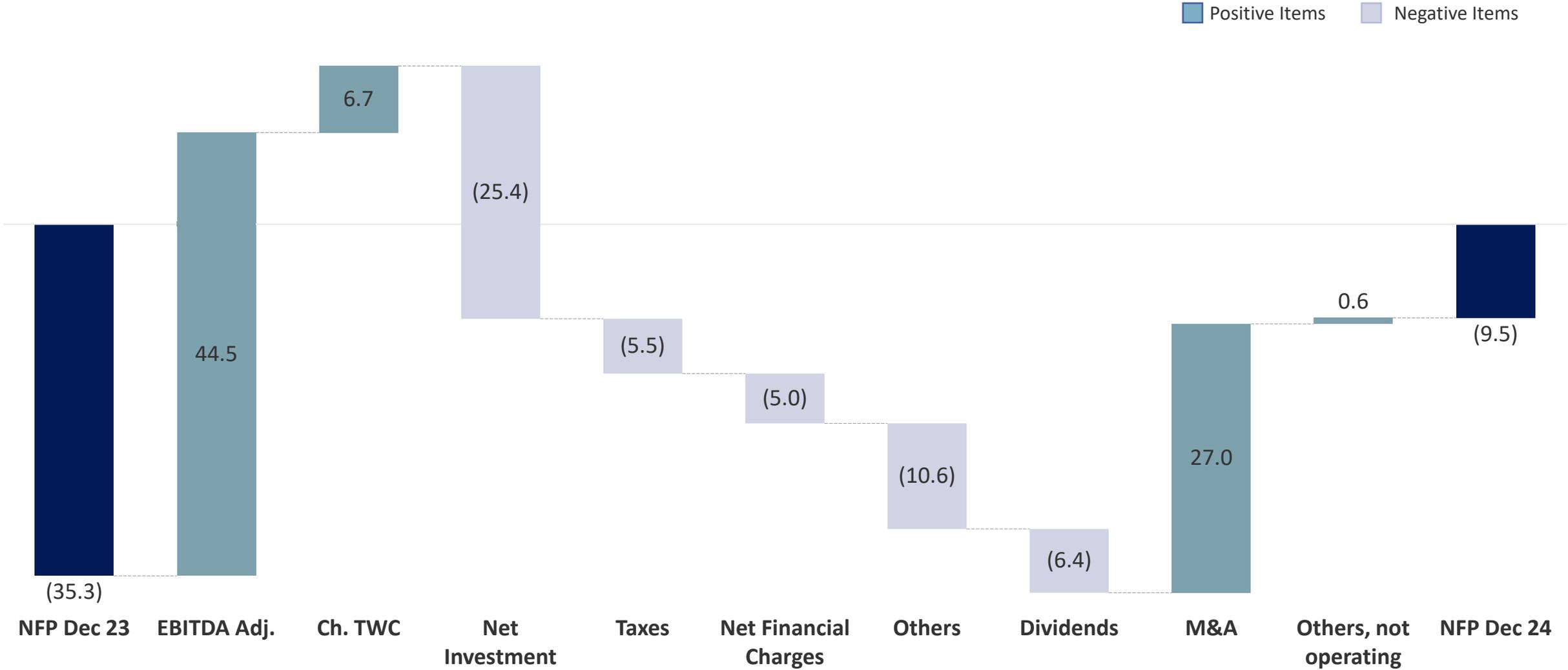
EBITDA Adj.: actual vs last year

€ m



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

€ m



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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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