

An abstract graphic on the left side of the slide, consisting of a complex network of interconnected nodes and lines, resembling a molecular structure or a data network. The nodes are small circles, and the lines are thin, creating a web-like pattern.

# **Q1 2025 Results Conference Call**

**MAY 15<sup>TH</sup>, 2025**

---

# Q1 2025 Results



## Q1 2025 Results, €m

REVENUES

**€112.7**

+1.3%

GOM

**€48.8**

43.3%  
(+4.8 pp)

Adj. EBITDA

**€6.8**

6.0%  
(+4.1 pp)

NET RESULT

**€-5.9**

-5.2%  
(-10.6 pp)

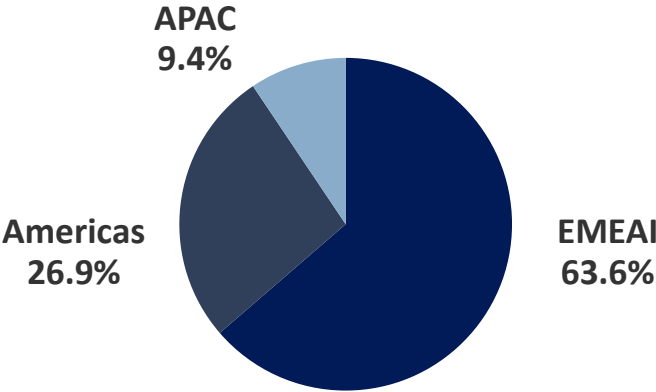
**Net Debt at €26.8M**

# Group Revenues by Geography and Market Segment

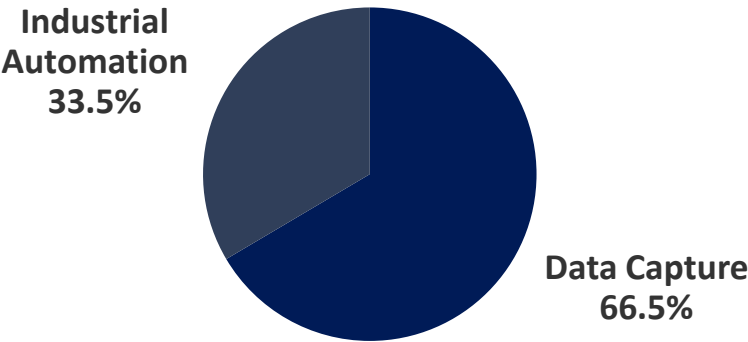
Q1 Revenues by Geo and Market Segment, €m

	EMEI			AMERICAS			APAC			Total Datalogic		
	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %	2025	2024	Var %
Data Capture	47.5	38.6	23.1%	22.2	22.7	(2.2%)	5.3	6.5	(19.5%)	75.0	67.8	10.5%
Industrial Automation	24.3	29.1	(16.5%)	8.1	9.2	(11.7%)	5.4	5.2	3.3%	37.8	43.5	(13.1%)
Total Datalogic	71.8	67.7	6.1%	30.3	31.9	(4.9%)	10.6	11.8	(9.4%)	112.7	111.3	1.3%

% on Datalogic Revenues

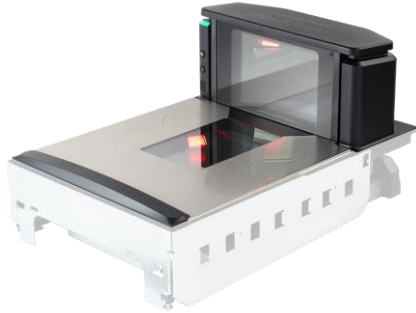


% on Datalogic Revenues



# New Products Launches and Innovation

## Fixed Retail Scanners



**MAGELLAN™ 9550i**

## Mobile



**Memor 12/17 Family**

## Solutions



**Shopevolution 8™**

## Stationary Industrial Scanners



**MATRIX 220 XAI DPM**



**AV 7000 12K**

- ⬦ R&D cash out at 14.6%
- ⬦ FY Vitality Index at 19.2% vs 11.2% in the first quarter of 2024

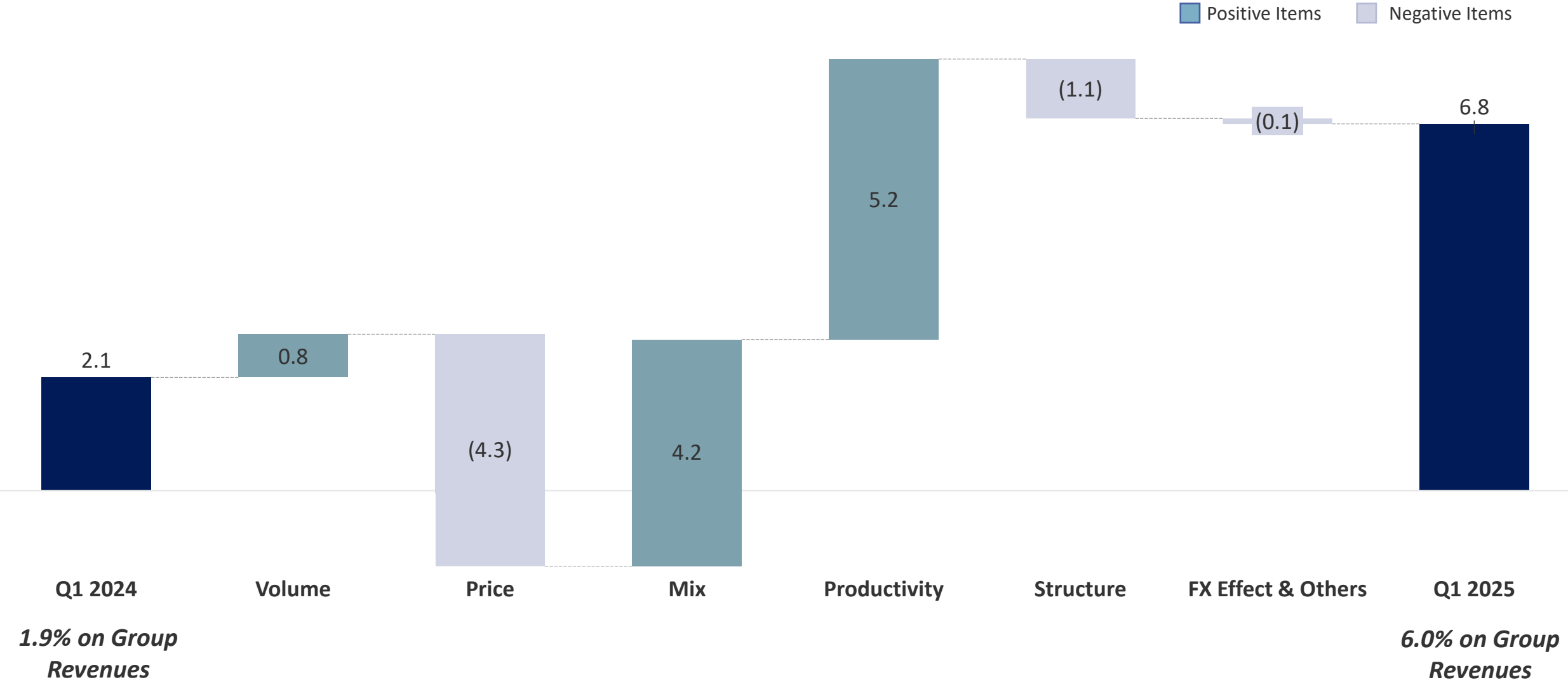
# Q1 2025 P&L

€ m	Q1		
	2025	2024	Var %
<b>Revenues</b>	<b>112.7</b>	<b>111.3</b>	<b>1.3%</b>
<b>Gross Margin</b>	<b>48.8</b>	<b>42.8</b>	
% on Revenues	43.3%	38.4%	+4.8 pp
<b>Operating expenses</b>	<b>(50.1)</b>	<b>(48.2)</b>	
% on Revenues	(44.5%)	(43.3%)	-1.1 pp
<b>Adjusted EBITDA</b>	<b>6.8</b>	<b>2.1</b>	
% Adj. Ebitda margin	6.0%	1.9%	+4.1 pp
<b>Adjusted EBIT</b>	<b>(1.4)</b>	<b>(5.5)</b>	
% Adj. Ebit margin	(1.2%)	(4.9%)	+3.7 pp
<b>EBIT</b>	<b>(6.2)</b>	<b>(7.2)</b>	
% Ebit margin	(5.5%)	(6.5%)	+1.0 pp
<b>Net Result</b>	<b>(5.9)</b>	<b>6.0</b>	
% on Revenues	(5.2%)	5.4%	-10.6 pp

- **Positive Q1 results both in top line and profitability**
- **Gross Margin at 43.3%** (+4.8 pp vs LY) thanks to productivity improvement
- **Operating expenses at 50.1m, slightly increase vs LY** mainly due to R&D costs
- **Q1 Adj. EBITDA margin at 6.0%** (+4.1 pp vs LY), thanks to positive mix and productivity
- **Net Result** affected by higher special items, comparing with a pro-forma **negative 12.1m LY** (-10.9% on Revenues) excluding the capital gain from Informatics sale

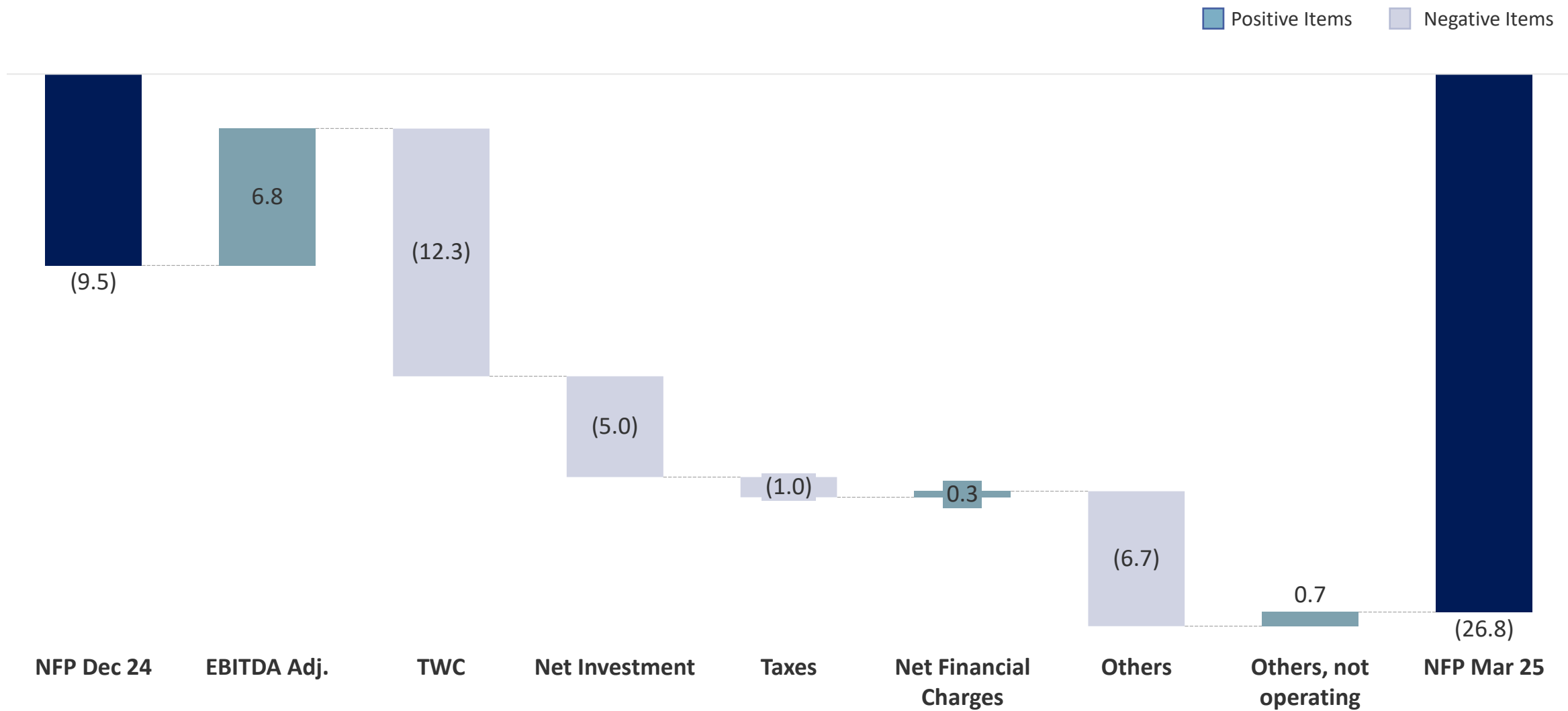
# EBITDA Adj.: actual vs last year

€ m



# Net Debt & Cash Flow Analysis : Dec'24 – Mar'25

€ m

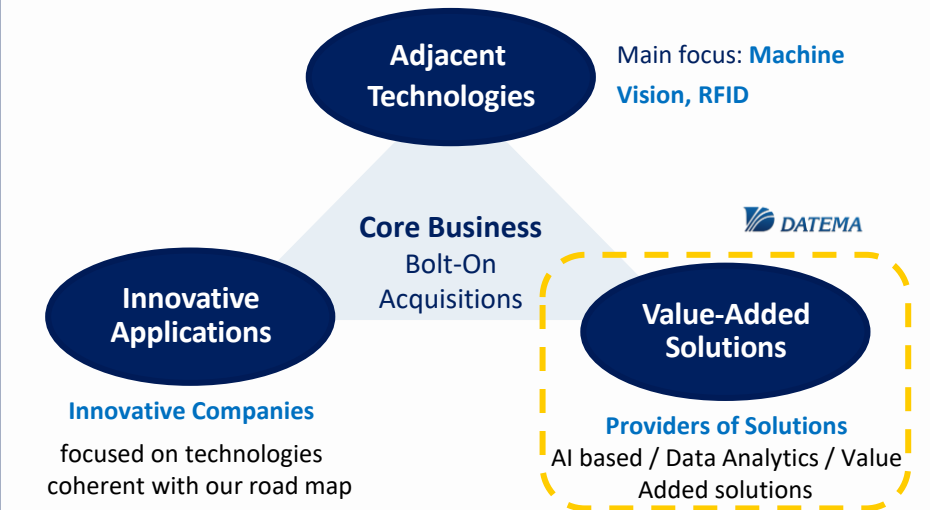


# Datema Retail acquisition strengthens our leadership in retail self-shopping while enabling geographical footprint expansion and commercial synergies

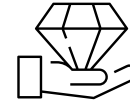


- April 2025 - **acquisition of 100% of Datema** for **3M€** + earn out linked to business performance
- Datema a **Swedish company** offering own **self shopping software & solution (EasyShop)** mainly in **Northern Europe**
- The acquisition fits one of our **3-pillars M&A strategy** to **Expand in value-added Solutions**

## M&A Strategic pillars



## Key Datema Retail value creation levers



**Expand our offering** with a scalable hardware-agnostic self-scanning software platform



**Consolidate positioning** as leader of self-shopping in retail, as the only player offering a complete solution



**Complement European footprint**, thanks to Datema's strong presence in North Eu not strongly covered by DL



**Unlock synergies** through cross-selling opportunities from 3.000+ stores of Datema's clients



# 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

## NEXT EVENTS

**August 05, 2025**

H1 2025 Results

## DATALOGIC ON LINE

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

© 2025 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](mailto:corporate@datalogic.com)

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