

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**

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# 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)

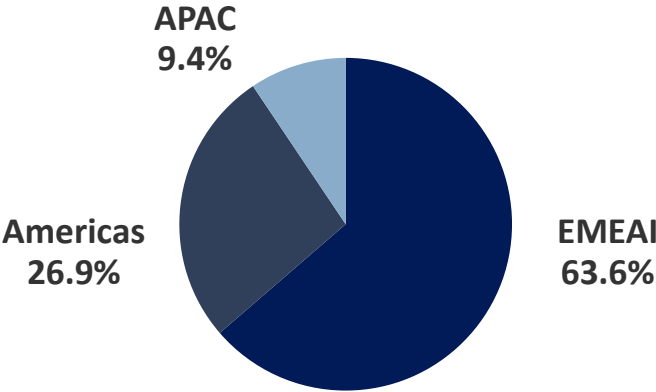
**Net Debt at €26.8M**

# Group Revenues by Geography and Market Segment

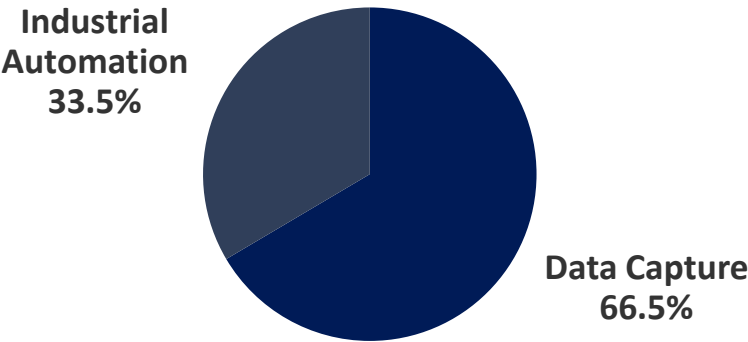
Q1 Revenues by Geo and Market Segment, €m

	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

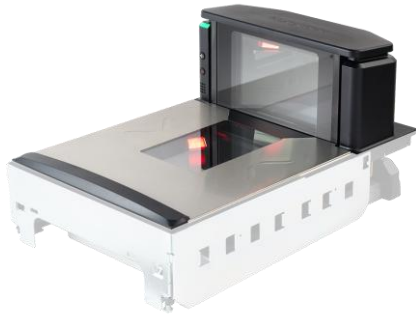


% on Datalogic Revenues



# 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

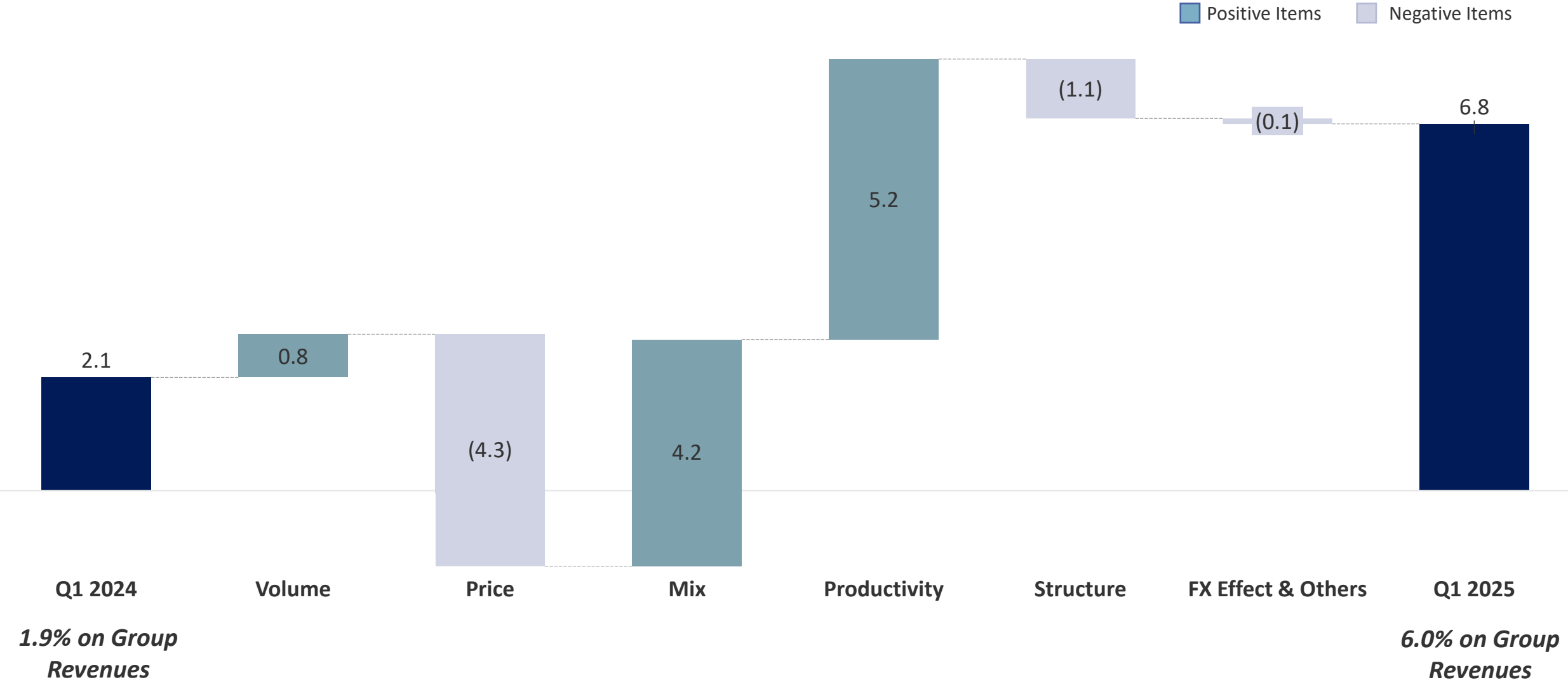
# Q1 2025 P&L

€ 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

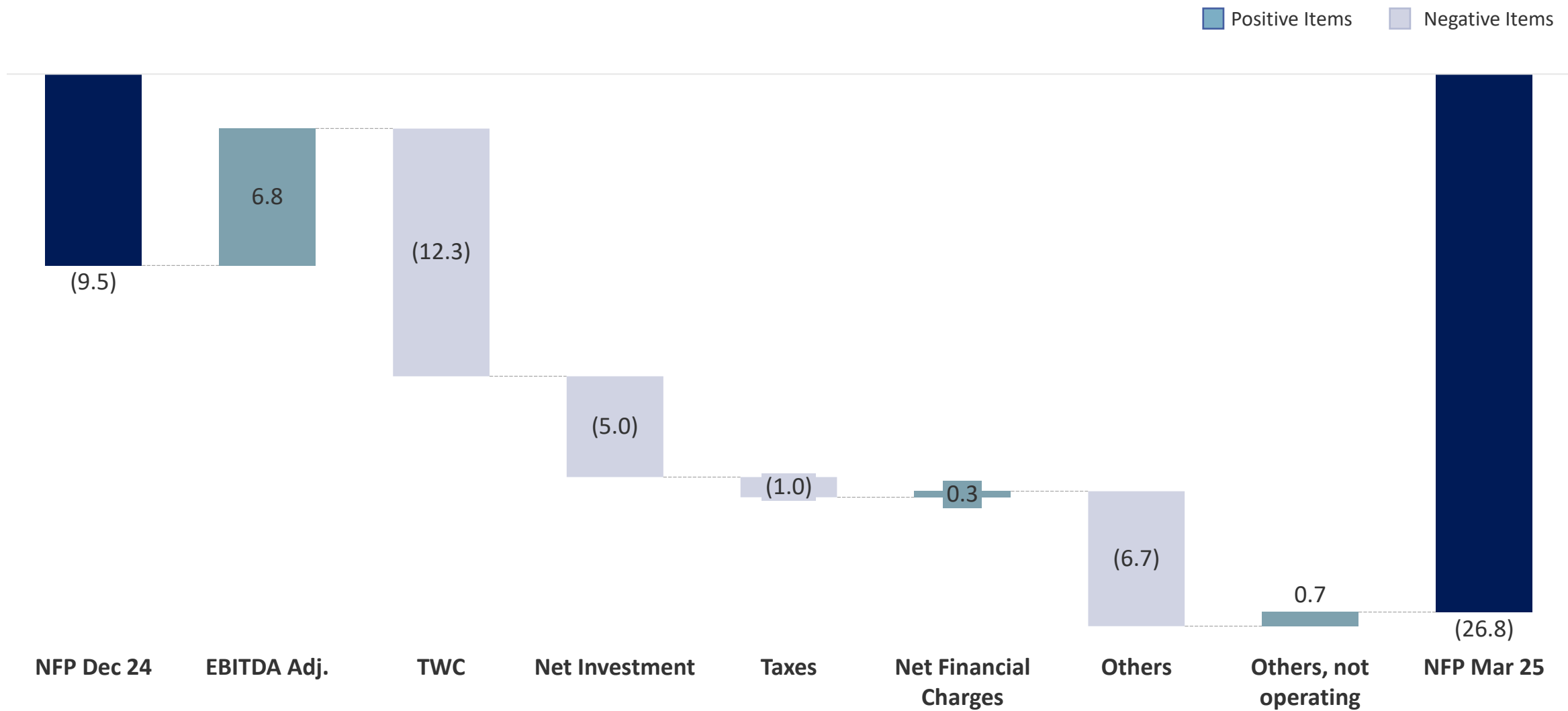
# EBITDA Adj.: actual vs last year

€ m



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

€ m

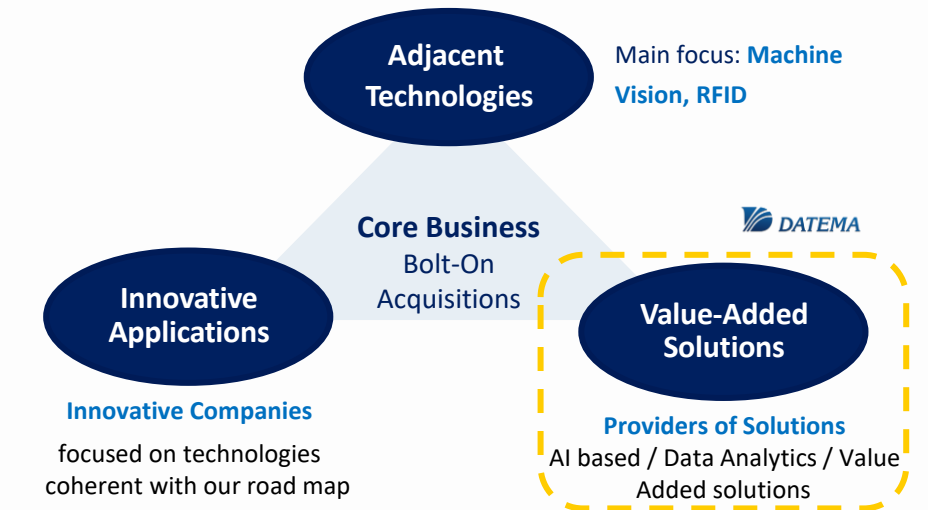


# Datema Retail acquisition strengthens our leadership in retail self-shopping while enabling geographical footprint expansion and commercial synergies

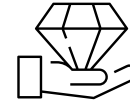


- April 2025 - **acquisition of 100% of Datema** for **3M€** + earn out linked to business performance
- Datema a **Swedish company** offering own **self shopping software & solution (EasyShop)** mainly in **Northern Europe**
- The acquisition fits one of our **3-pillars M&A strategy** to **Expand in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

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## NEXT EVENTS

**August 05, 2025**

H1 2025 Results

## DATALOGIC ON LINE

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

# THANK YOU

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