



9M 2024 Results Conference Call

NOVEMBER 8TH, 2024

9M 2024 & Q3 2024 Results



Q3 2024 Results, €m

REVENUES

€121.7

+6.4%

GOM

€51.7

42.4%
(+1.3 pp)

Adj. EBITDA

€12.4

10.2%
(+1.8 pp)

NET RESULT

€3.3

2.7%
(+3.9 pp)

9M 2024 Results, €m

REVENUES

€366.4

-9.2%

GOM

€151.2

41.3%
(-0.1 pp)

Adj. EBITDA

€27.8

7.6%
(-2.6 pp)

NET RESULT

€12.6

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

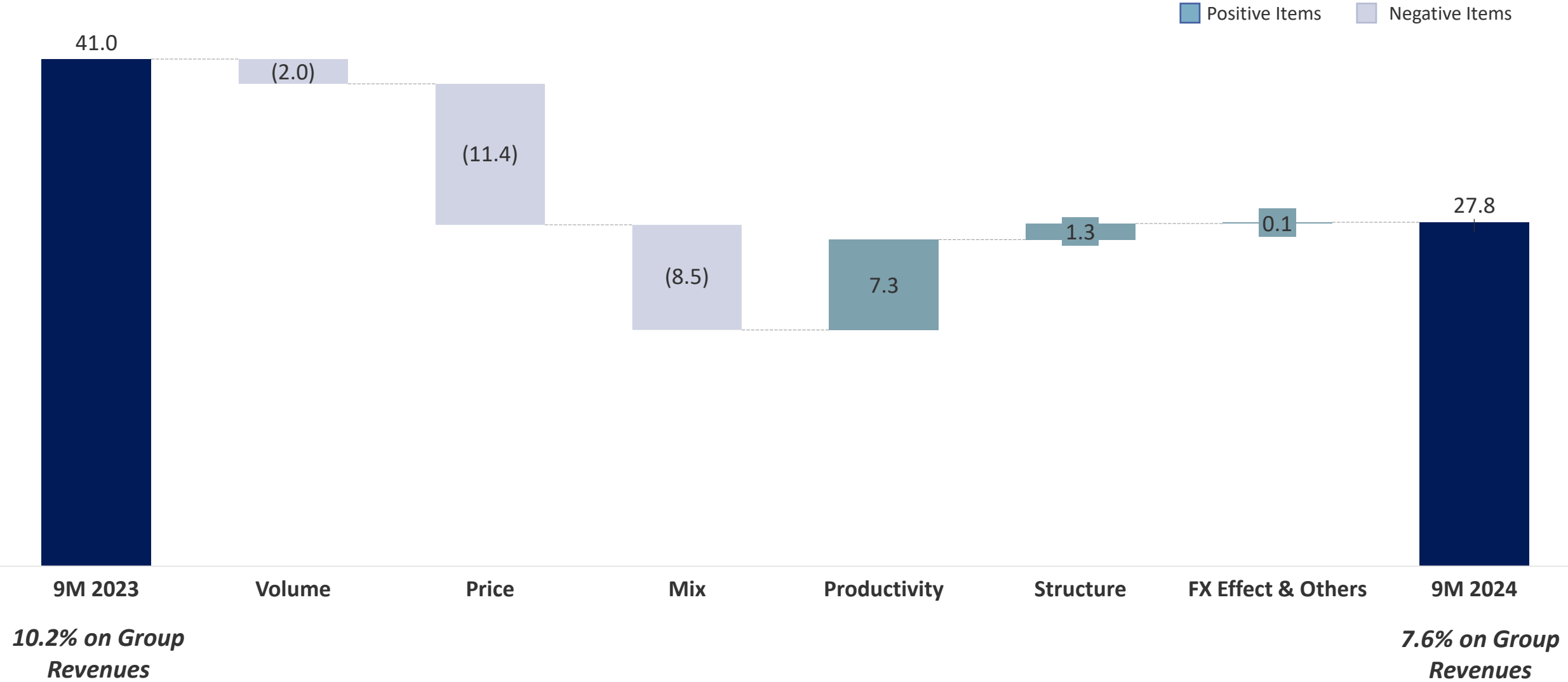
€ m	Q3			9M		
	2024	2023*	Var %	2024	2023*	Var %
Revenues	121.7	114.4	6.4%	366.4	403.4	(9.2%)
Gross Margin	51.7	47.1		151.2	166.7	
% on Revenues	42.4%	41.1%	+1.3 pp	41.3%	41.3%	-0.1 pp
Operating expenses	(47.5)	(45.3)		(146.9)	(149.4)	
% on Revenues	(39.0%)	(39.6%)	+0.6 pp	(40.1%)	(37.0%)	-3.1 pp
Adjusted 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



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THANK YOU

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