



FY 2023 Results Conference Call

MARCH 14TH, 2024

FY 2023 & Q4 2023 Results



FY 2023 Results, €m

REVENUES

€536.6

-18.0%

GOM

€224.4

41.8%
(+1.7 pp)

Adj. EBITDA

€49.5

9.2%
(-3.0 pp)

NET RESULT

€9.5

1.8%
(-2.8 pp)

Q4 2023 Results, €m

REVENUES

€119.6

-32.9%

GOM

€47.3

39.6%
(+0.2 pp)

Adj. EBITDA

€6.2

5.2%
(-8.3 pp)

NET RESULT

€-1.3

-1.1%
(-9.4 pp)

Net Debt at €35.3M

FY 2023 Highlights: improved industrial margins and operating cash flow generation despite negative volume impact

⊕ **Revenues** decreased by 18.0%, due to a negative demand in all market segment and geographical areas

⊕ **R&D Cash Out at €66.7M**, at 12.4% on revenues (9.8% in 2022), maintaining solid levels of R&D investments

⊕ **Gross Operating Margin**, improving at **41.8%** compared to 40.1% in FY2022 (**+1.7 pp**) thanks to positive effects of price, mix and productivity which offset heavy volumes reduction

⊕ **Adj EBITDA margin at 9.2%** (12.3% in 2022), mainly due to negative volumes, partially offset by positive price/mix, productivity and costs savings

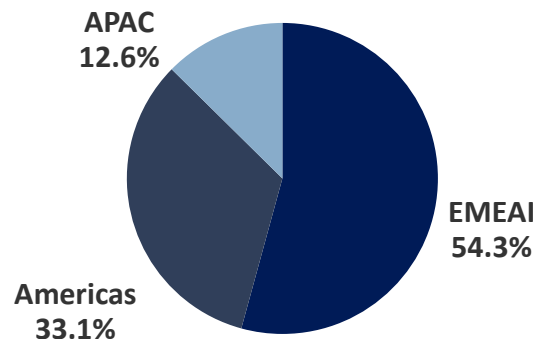
⊕ **Positive price/mix** across main geographies and product lines

⊕ **Net Debt at €35.3M**, thanks to a sound **+€32.5M operating cash flow generation**, fueled by tight control on Net Working Capital

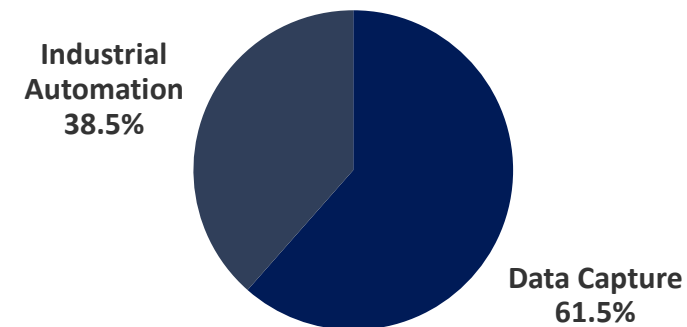
Group Revenues by Geography and Market Segment

€m	EMEAI			AMERICAS			APAC			Total Datalogic		
	FY 2023	FY 2022	Var %	FY 2023	FY 2022	Var %	FY 2023	FY 2022	Var %	FY 2023	FY 2022	Var %
Data Capture	173.3	220.1	(21.3%)	114.7	130.0	(11.8%)	32.2	47.6	(32.4%)	320.2	397.7	(19.5%)
Industrial Automation	117.8	135.1	(12.8%)	46.8	52.5	(10.9%)	35.4	53.0	(33.1%)	200.1	240.5	(16.8%)
Total DL Business	291.1	355.2	(18.0%)	161.4	182.5	(11.5%)	67.6	100.6	(32.8%)	520.2	638.3	(18.5%)
Informatics	-	-	-	17.0	18.2	(6.7%)	-	-	-	17.0	18.2	(6.7%)
Intra division	-	-	-	(0.6)	(1.8)	-	-	-	-	(0.6)	(1.8)	-
Total Datalogic	291.1	355.2	(18.0%)	177.8	198.8	(10.6%)	67.6	100.6	(32.8%)	536.6	654.6	(18.0%)

% on Group Revenues



% on DL Business Revenues



New Products Launches and Innovation

Hand Held Scanners



Quickscan 2200 Series



Powerscan 9600
BT



Gryphon 4500 Fixed
Series



Powerscan 9600 AR
Series

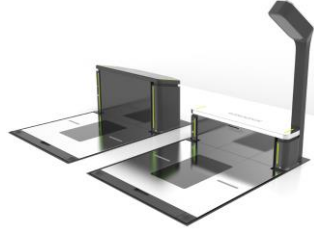


Powerscan 9600
Ethernet



Powerscan 9600
DPX Series

Fixed Retail Scanners



Magellan 96i/99i
SO,SS

Stationary Industrial Scanners



Matrix 320X
Premium



Matrix 220X
Premium



Blade Series

Mobile



Datalogic
Mobility Suite

Memor 11
Family

Sensor & Safety & Machine Vision



SmartVS+



P3x Smart
Camera



S3N-T5x



MX-C50

⚙️ R&D at 12.4%, +2.7 bps vs LY (9.8%). Commitment to Product Development Roadmap continues

FY 2023 P&L

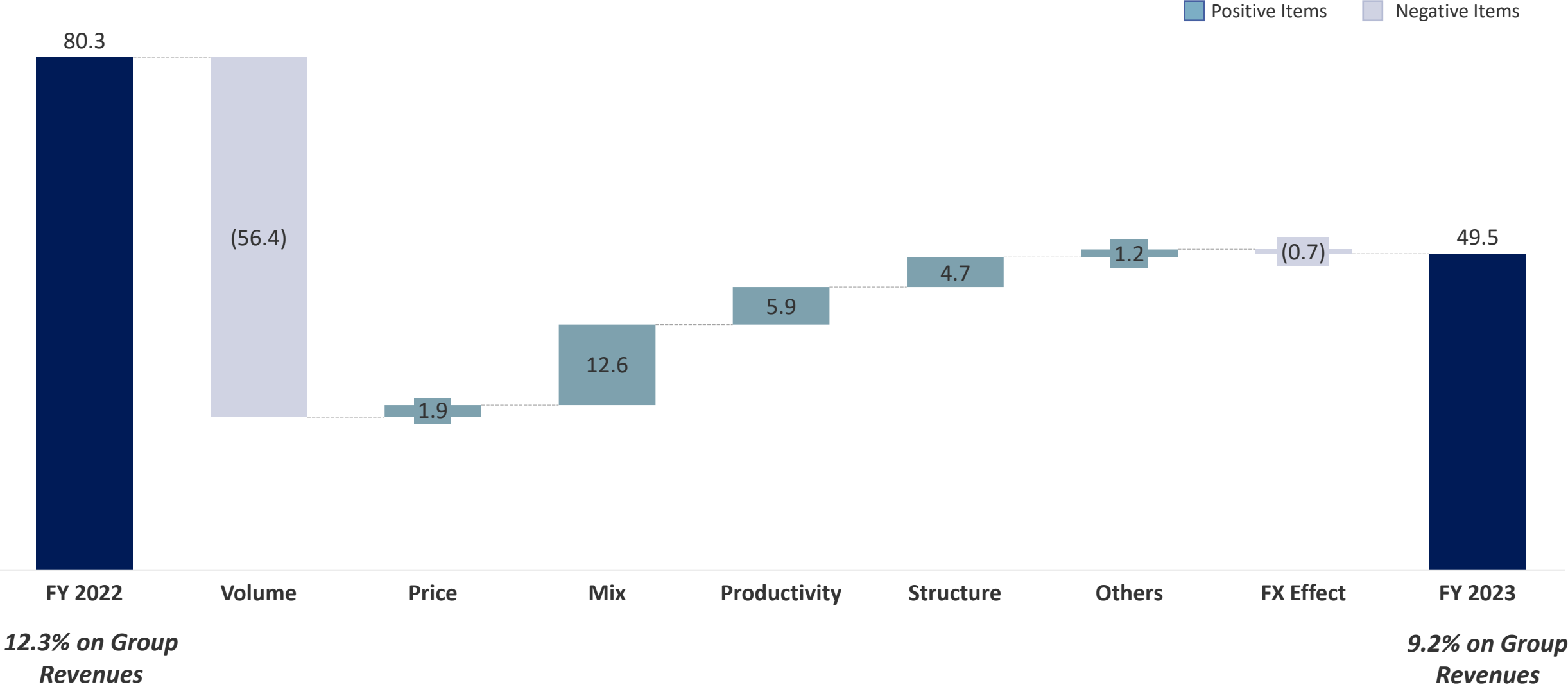
€ m	FY 2023	FY 2022 restated*	Var %
Revenues	536.6	654.6	(18.0%)
Gross Margin	224.4	262.5	
% on Revenues	41.8%	40.1%	+1.7 pp
Operating expenses	(207.5)	(213.4)	
% on Revenues	(38.7%)	(32.6%)	-6.1 pp
Adjusted EBITDA	49.5	80.3	
% Adj. Ebitda margin	9.2%	12.3%	-3.0 pp
Adjusted EBIT	16.9	49.1	
% Adj. Ebit margin	3.1%	7.5%	-4.4 pp
EBIT	9.6	40.9	
% Ebit margin	1.8%	6.3%	-4.5 pp
Net Result	9.5	30.1	
% on Revenues	1.8%	4.6%	-2.8 pp

- **Gross Margin at 41.8% (+1.7 pp YoY)** thanks to **positive pricing/mix and productivity** offsetting negative volumes
- **Lower operating expenses at €207.5m**, but preserving continuous investments in R&D and S&D
- **Adj EBITDA margin at 9.2% (-3.0 pp YoY)**, due to highly negative volume impact on operating expenses, partially offset by gross margin improvement
- **Net Result at €9.5m vs €30.1m in 2022**

* Restatement mainly due to reclassification of some installation costs from S&D to COGS

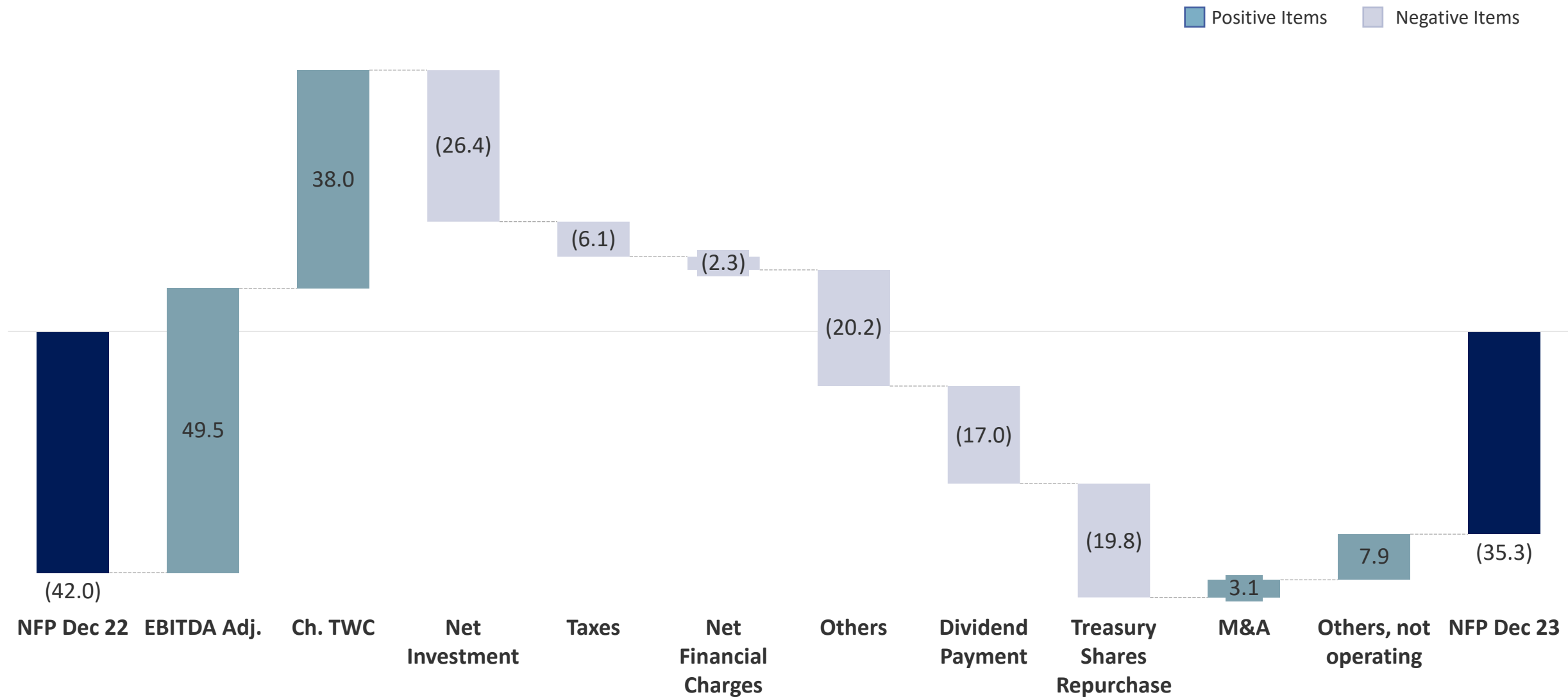
EBITDA Adj: actual vs last year

€ m



Net Debt & Cash Flow Analysis : Dec'22 – Dec'23

€ m



Sale of 100% share capital in Informatics Holdings, Inc.

Informatics is a stand-alone company actively engaged in the non-core business of marketing and distributing software products and solutions tailored for small and medium-sized companies mainly in the US. The company was acquired in 2005 and it is based in Plano, Texas.



Buyer

On March 7, 2024, Datalogic S.p.A. sold its **100% stake in Informatics** to an affiliate of the U.S. private equity firm **Renovo Capital LLC**.



Transaction

- The **disposal value** was agreed upon at USD 34 million
- **EV/EBITDA adj 2023 at around 10x**



Rationale

- Divestment of a **non-core asset** to **focus** on the **core business IA & DC**
- **Additional financial resources** to support **growth**, both **organically** and through **M&A**

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NEXT EVENTS

March 21, 2024

Euronext STAR Conference

April 30, 2024

Shareholders' Meeting

May 15, 2024

Q1 2024 Results

DATALOGIC ON LINE

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

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