



STAR CONFERENCE 2025

MARCH 26TH, 2025

GROUP OVERVIEW

Datalogic at a glance

Global technology leader in the **data capture** and **industrial automation**, in the **Retail**, **Manufacturing**, **Transportation & Logistics**, and **Healthcare** industries.

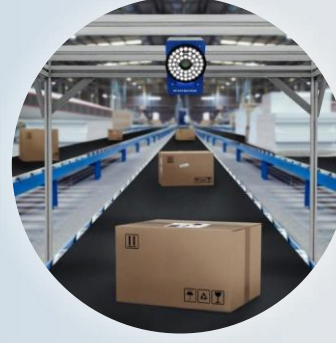
Founded in **1972**, listed on the Italian Stock Exchange since **2001**.



Retail



Manufacturing



Transportation & Logistics



Healthcare



A portfolio of more than 1,200 patents and patent applications



~2750 Employees in 27 countries:
13.2% Americas, 60.6% EMEA, 26.3% APAC

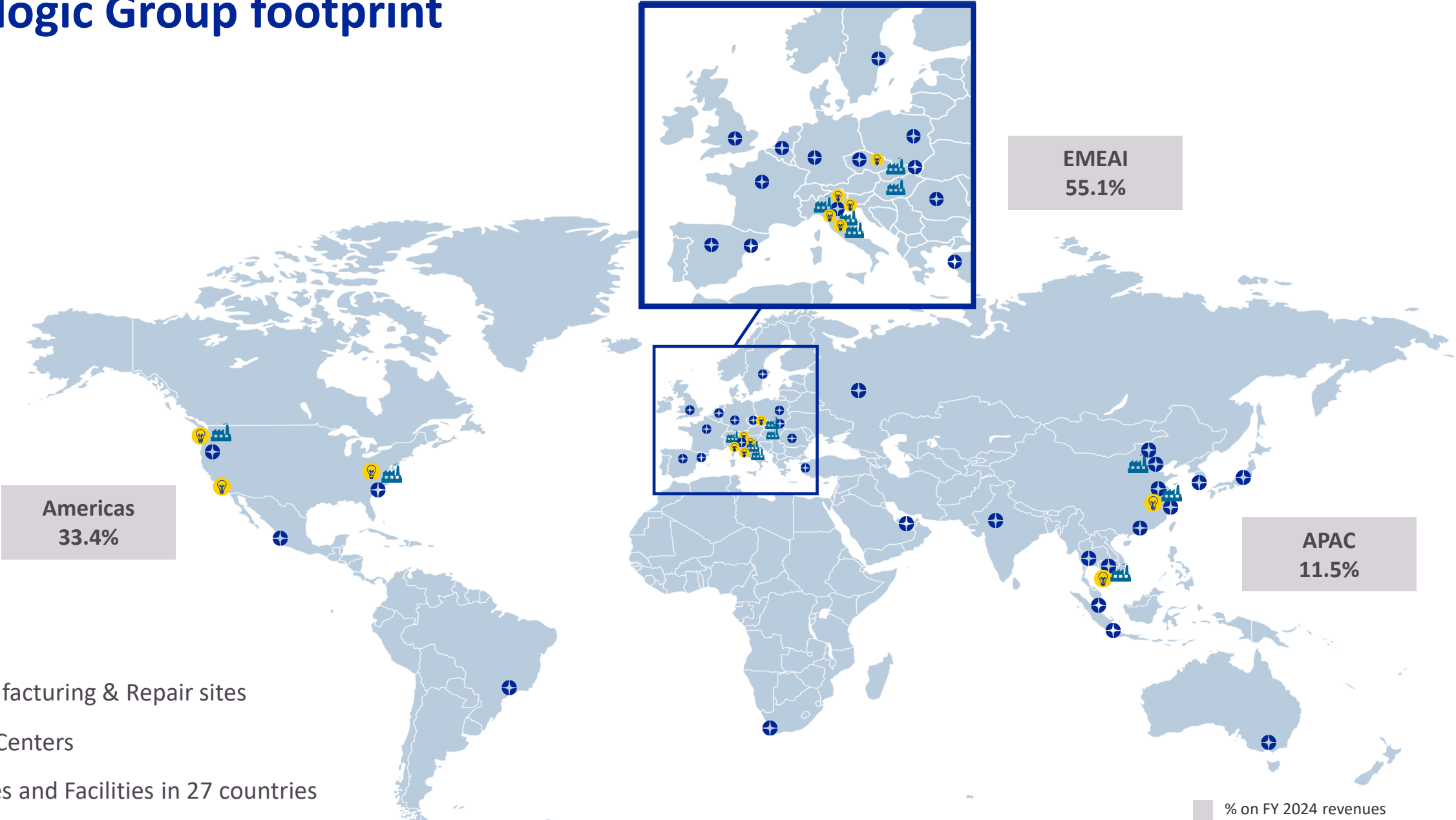


460+ Engineers in 10 R&D centers and 3 DL Labs in Italy, USA, Vietnam, and China
Total R&D monetary costs amounted to €65.9 million, accounting for 13.3% of revenue

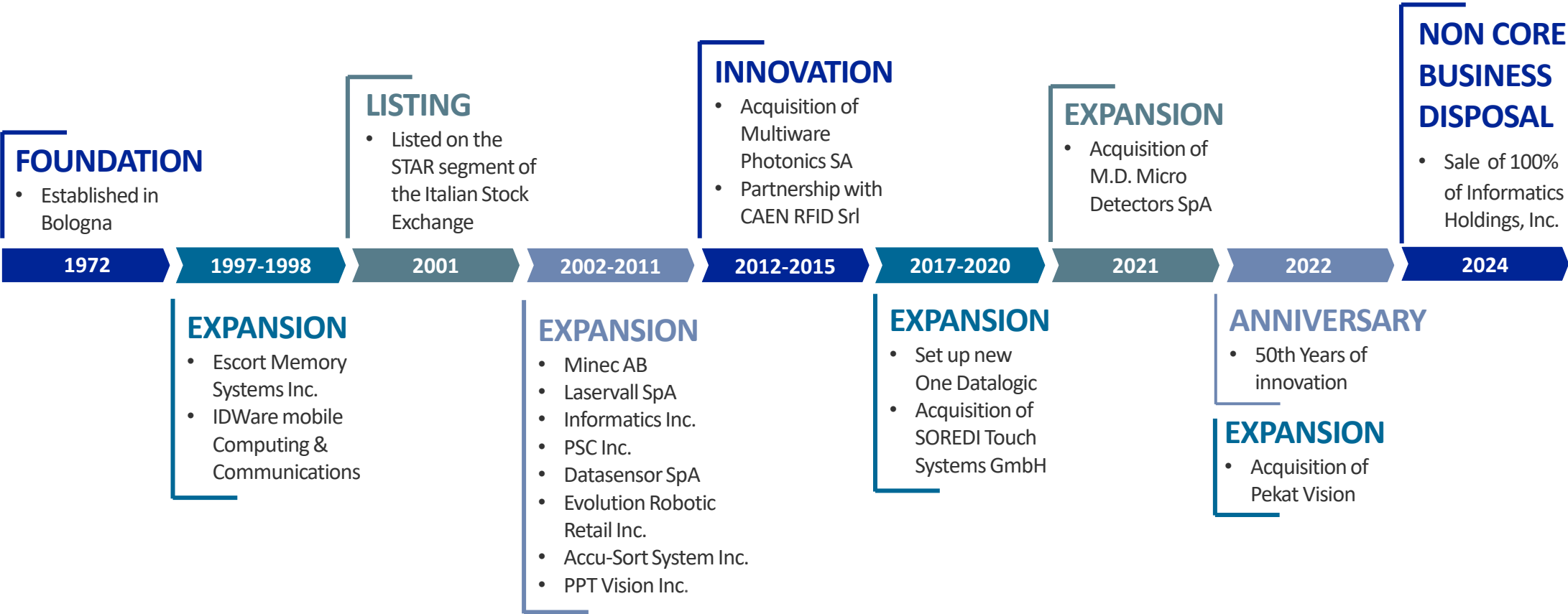
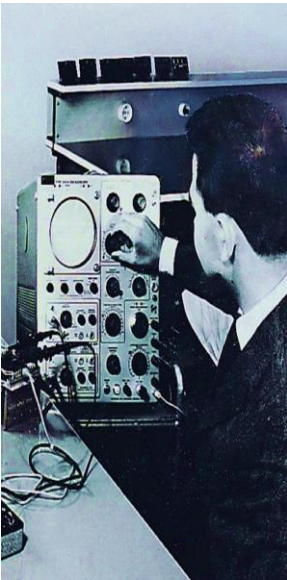


10 Manufacturing & Repair sites in:
USA, Hungary, Slovakia, Italy, China and Vietnam

Datalogic Group footprint



50+ Years of Expansion



Datalogic provides a broad portfolio of automation and data capture solutions for diverse industries

INDUSTRIAL

AUTOMATION

Unattended processes



DATA CAPTURE

Attended processes

STRATEGY & OPERATING MODEL

Compelling long-term growth trends across all main Industries

% of DL revenues
2024

	Main Sub-industries	Growth market trends	
<div>~53%</div> <div>Retail</div>	<ul style="list-style-type: none"> Grocery Non-grocery DIY 	<ul style="list-style-type: none"> New self check-out including AI and MV to speed up operations, protecting retailers from loss and theft Improve customer experience to increase in-store traffic and shopping Inventory reliability and stock optimization solutions to support Omnichannel and e-commerce 	<div>Product sustainability, traceability and circularity (e.g., recycling, reusability, etc.)</div>
<div>~30%</div> <div>Manufacturing</div>	<ul style="list-style-type: none"> Automotive Consumer electronics Packaging 	<ul style="list-style-type: none"> Reshoring and nearshoring of production plants support new investments Government regulations spur traceability demands (e.g., pharma regulation, European Digital Product Passport) Flexible Industrial Automation: lean production lines to support customization and seasonality 	
<div>~13%</div> <div>Transportation & Logistics</div>	<ul style="list-style-type: none"> Couriers Parcel E-commerce 	<ul style="list-style-type: none"> Growing request for “same day delivery” in e-commerce Advanced Workflow Automation to overcome labor shortage and increase efficiency Airports and Air Companies invest to automate passenger management and improve luggage traceability 	
<div>~4%</div> <div>Healthcare</div>	<ul style="list-style-type: none"> Hospitals (bed side care and warehousing) 	<ul style="list-style-type: none"> Process digitalization to increase patient tracking and safety Real time data availability and sharing among all the relevant hospital staff Asset tracking and management to increase efficiency and reduce cost 	

Strategy centered on our core identification offering, enhancing portfolio with complementary tech and operating a solution ecosystem

MARKET POSITIONING



- Be the **unique player** with a comprehensive presence and **leadership** positions in **both DC and IA** markets
- Keep **focus on all of our verticals**, catching the profitable **opportunities coming from needs of digitalization and artificial intelligence**
- Consolidate **position in EMEAI**, become a **strong player in the United States** and grow our **presence in China** on selective applications/offering

PORTFOLIO




- Protect and enhance **leadership in core identification markets (FRS, HHS and SIS)**
- **Penetrate** the biggest **MOB and Sensor** markets
- Enhance offer through a **software ecosystem** to provide innovative solutions
- Intensify cost optimization to **fight hardware commoditization**
- **Pursue easy-to-integrate solutions**

INNOVATION & TECHNOLOGY



- Nurture **MV-based SW and Deep Learning** technology to tackle key emerging trends
- **Enhance core decoding** identification technology with complementary ones (e.g. RFID)
- Dominate key **technology** future **trends** (e.g. 5G, Wifi-6, Cybersecurity)
- Be a champion of **Green Technology**

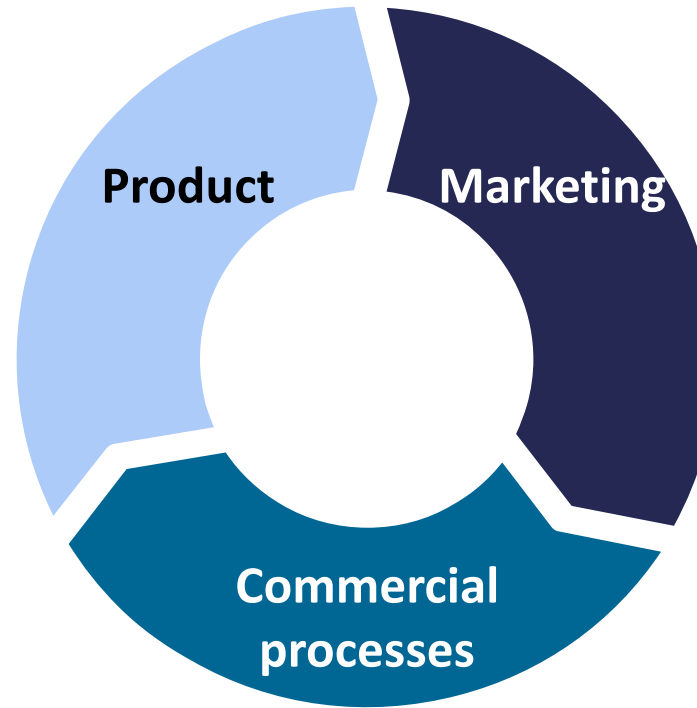
Four Pillars of Datalogic long term plan

1		TOP LINE
2		PROFITABILITY
3		SUSTAINABILITY
4		M&A

3 main pillars to drive top line growth

To grow our top line and gain market shares we are acting on **3 key pillars**:

- Continuously **improve Datalogic scanning performance**














- Significantly improve **leads generation and brand awareness capabilities**

- Reinforce **channel policies & new demand generation from end users**
 - Redefine **commercial processes and Sales Operations function**



Data Capture | Offering and Objectives

	Market Size 2023, B€	Target Industry	Offering	Main Objective
Mobile ¹	2.3	   	<ul style="list-style-type: none"> PDA/PDT PSS Wearable 	<ul style="list-style-type: none"> Become a relevant 3rd market player in Mobile market, notably in PDT/PDA and PSS
Handheld	0.9	   	<ul style="list-style-type: none"> Industrial General Duty 	<ul style="list-style-type: none"> Maintain leadership in EMEA, become 2nd player in Americas and 3rd in APAC
Fixed Retail Scanner	0.3		<ul style="list-style-type: none"> Bi-optic Single Plane Presentation 	<ul style="list-style-type: none"> Maintain leadership in bi-optics Achieve relevant market presence in the growing pres. scanners segment
Scan Engine	0.3	 	<ul style="list-style-type: none"> Scan Module Scan Engine 	<ul style="list-style-type: none"> Leverage on our offer to seize opportunities from key application trends (Kiosk, access control, etc.)
Solutions			<ul style="list-style-type: none"> Shop Evolution Loss Prevention Remote Mgmt. 	<ul style="list-style-type: none"> Strengthen competitive advantage and secure recurring revenue models
Service			<ul style="list-style-type: none"> EoC 	<ul style="list-style-type: none"> Double Service revenues increasing attach rate in MOB and FRS

Source: VDC

1) MOB includes HH PDA, Forklift, Wearable (excluding Fix Vehicle and Tablet)



Industrial Automation | Offering and Objectives

Market Size 2023, B€	Target Industry	Offering	Main Objective
Stationary Industrial Scanner 		<ul style="list-style-type: none"> 1D readers 2D imager Dimensioner 	<ul style="list-style-type: none"> Logistic Automation: global leadership with best-in-class systems & solutions Factory Automation: lead in traceability solutions
Sensors¹ 		<ul style="list-style-type: none"> Photoelectric Proximity Ultrasonic 	<ul style="list-style-type: none"> Increase selectively market share with a targeted positioning and strategy
Safety² 		<ul style="list-style-type: none"> Safety Light Curtains Safety Laser Scanner 	<ul style="list-style-type: none"> Become the third player in the market, expanding direct customer base
Laser Marking 		<ul style="list-style-type: none"> Fiber LM Solid State LM CO2 LM 	<ul style="list-style-type: none"> Regain market share with opportunistic approach
Vision System 		<ul style="list-style-type: none"> Smart Cameras Vision Processors Deep Learning 	<ul style="list-style-type: none"> Leverage AI-enabled smart cameras applications to gain strong competitive positioning
Solutions <hr/> Service		<ul style="list-style-type: none"> LA Solutions Installation Maintenance 	<ul style="list-style-type: none"> Differentiate HW offer with customized sol. (e.g., OCR for airports, Haz Mat. for parcel) Double revenues increasing preventive maintenance

Sources: VDC for VS and SIS; for SEN, SAF, LM: ARC, trade associations, Competition public documents, internal analysis

1) SEN includes Photoelectric, Capacitive, Inductive, Distance, Ultrasonic, Light array; 2) SAF includes light curtain, laser scanner, lidar

A rich pipeline of New Products Launches and Innovation regardless of short-term cycle downturns

14 product launches in 2024...

Hand-Held Scanners



PS9600 USB Cradle



«Special» PS9600 RFID

Fixed Retail Scanners



Magellan 900i

Mobile



Codiscan



Memor 30/35



Memor 11
Healthcare



A13 in Memor 11 & Skorpio X5

Stationary Industrial Scanners



DL.Code Spring Rel 1.0

Sensors, Safety & Machine Vision



UFT



S3N Contract
Reader/Pigtail



SmartVS+
Rel 1.5



SH4
Active/Passive



SLS
Profisafe



LGS-N25 &
LGS-A10



MX-
G2000



R&D investments to
**secure a solid product
Portfolio** and be ready
to seize growth
opportunities



**Relevant launches in
2025** already in
pipeline across all main
PGs to anticipate
technology trends

Strong focus on efficiencies to drive structural profitability enhancement

	Main Goal	Priorities	Ongoing actions
INDUSTRIAL MARGIN	Increase Industrial Profitability YoY through Productivity , Mix and Fixed Cost Optimization	Manufacturing & Supply Chain Optimization	<ul style="list-style-type: none"> Industrial & distribution footprint optimization Procurement optimization - costs & flexibility Supply Chain process optimization through the review of Demand Planning practices and sourcing flexibility
		New Products and Innovation Roadmap	<ul style="list-style-type: none"> Review NPD process to secure high Customer value innovation while reducing time to market, product and project costs
		Service Footprint	<ul style="list-style-type: none"> Review Service Business Model
OPERATING PROFITABILITY	Focus on selective Opex Growth to support Business needs, whilst Pursuing Optimization Projects	Conscious cost approach & Optimization Projects in non- priority operations	

2024 marked strong progress with green innovation, sustainability reporting and emissions measurement



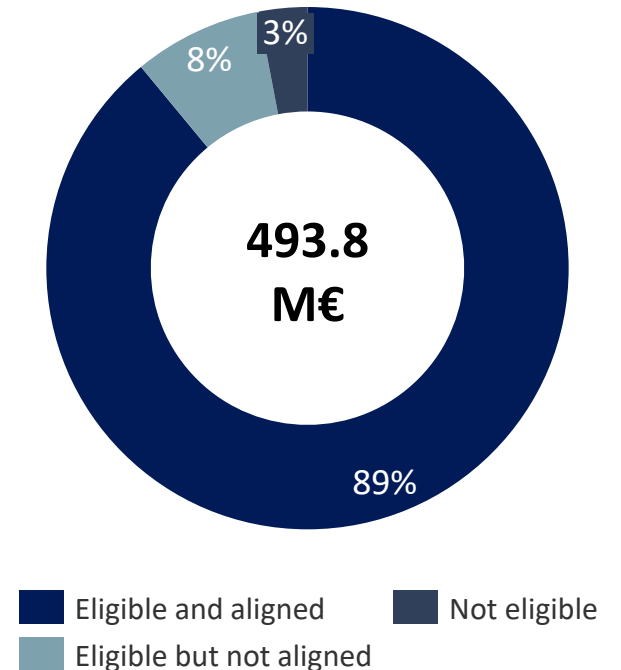
**Sustainability
Strategy focused on
green innovation,
customer
satisfaction and
people engagement**

driven by 2024 materiality
analysis

Selected highlights

- **Green innovation guidelines**
R&D focus on new products with lower power consumption, eco-label product certification, use of recycled materials, increased durability and easier to recycle, reduction of packaging /and use of recycled materials for packaging
- **First Sustainability Reporting**
prepared in compliance with CSRD and embedded in 2024 Annual Report
- **GHG emissions measurement**
completed in 2024 first full measurement of GHG Emissions, including Scope 3
- **Confirmed 9 key sustainability topics** for Datalogic, driven by double materiality analysis

89% of 2024 revenues aligned to EU Taxonomy



Confirmed 9 Sustainability Material Topics for Datalogic

Datalogic Sustainability
Strategic Streams

**Environment and
Innovation**

**Business and
Market**

People

R&D green spending

R&D spending on projects with sustainable features

Recycled plastic

Recycled plastics in new products and as % on total plastic purchased

Carbon footprint

GHG emissions measurement including Scope 3 in 2024 and reduction plan development in 2025

Sustainable Packaging

Packaging sustainability features focused on recycled materials and weight reduction

Customer Satisfaction

Net Promoter Score (NPS), as the relevant metric to measure customer satisfaction

Sustainable Supply chain

Vendor assessment on sustainability topics

People Health and Safety

Accidents' frequency rate and zero severe accident target

Employee Engagement

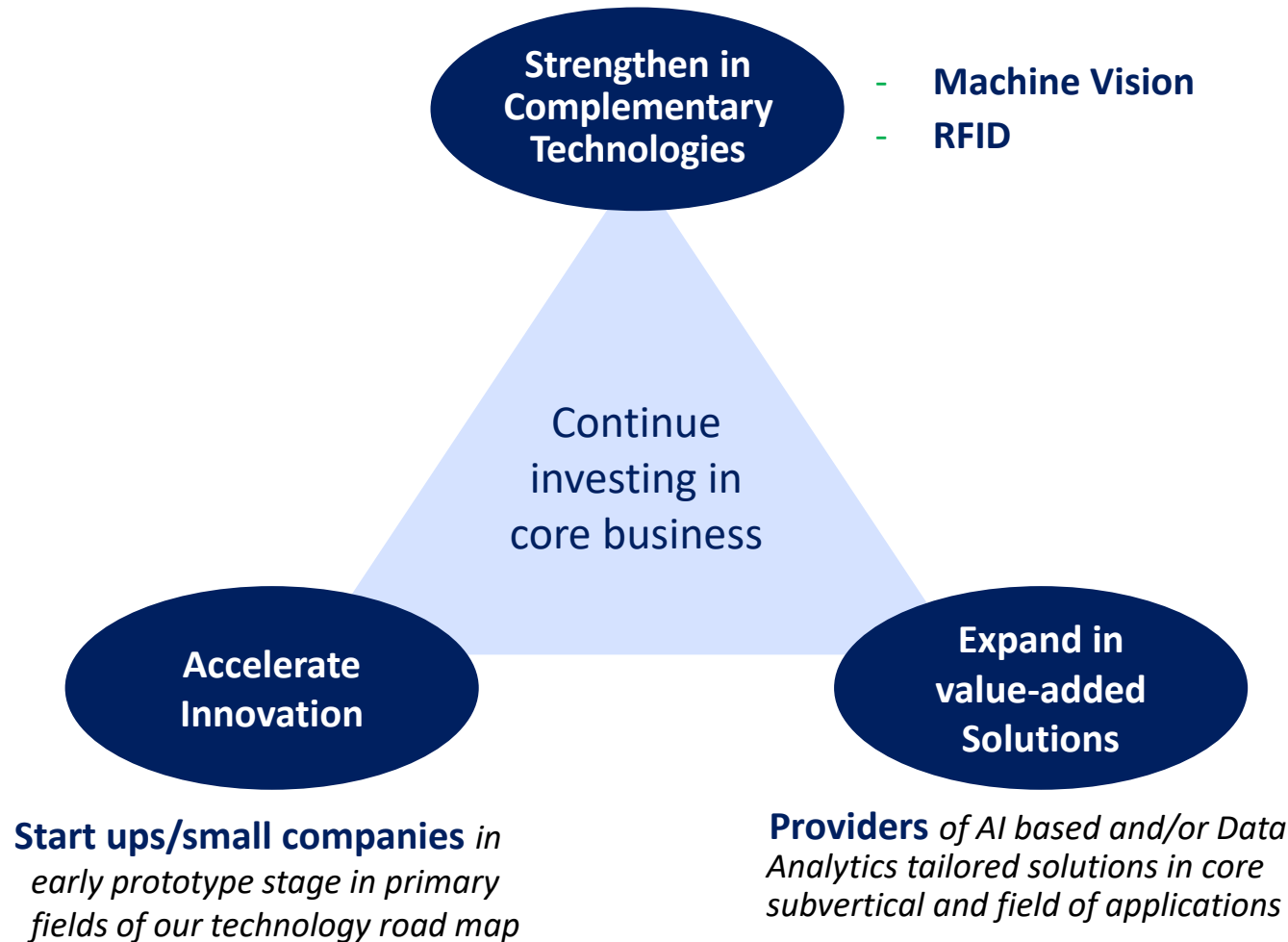
Employee engagement surveys, and actions based on survey results

People well-being

People well-being and work-life balance initiatives across all main Group locations

Structured M&A Activity to Foster Group Strategy

3 pillars guiding Datalogic M&A expansion while continue investing in core business



2024 highlights

- **Non-core asset dismissal**
Sale of total stake in Informatics (Texas, US) for 34M€
- **Strategic targets scouting**
Ongoing scouting on key complementary applications in data capture (e.g. RFID, self shopping software) and industrial automation (e.g. smart sensors/cameras)

FINANCIALS

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)

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)

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

Q4 & FY 2024 P&L

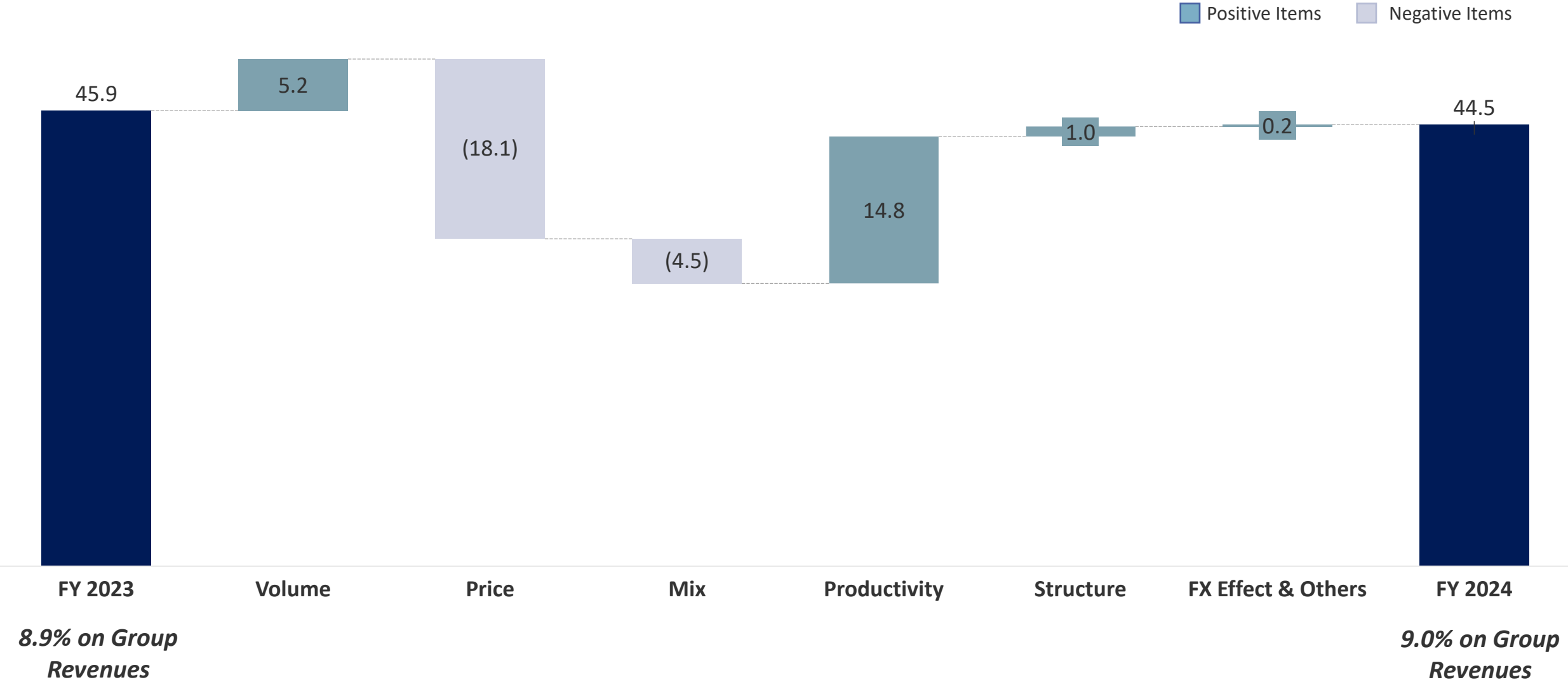
€ m	Q4			FY		
	2024	2023*	Var %	2024	2023*	Var %
Revenues	127.4	115.3	10.5%	493.8	518.7	(4.8%)
Gross Margin	56.6	44.1		207.8	210.8	
% on Revenues	44.5%	38.2%	+6.2 pp	42.1%	40.6%	+1.4 pp
Operating expenses	(50.0)	(47.8)		(196.9)	(197.2)	
% on Revenues	(39.3%)	(41.5%)	+2.2 pp	(39.9%)	(38.0%)	-1.9 pp
Adjusted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



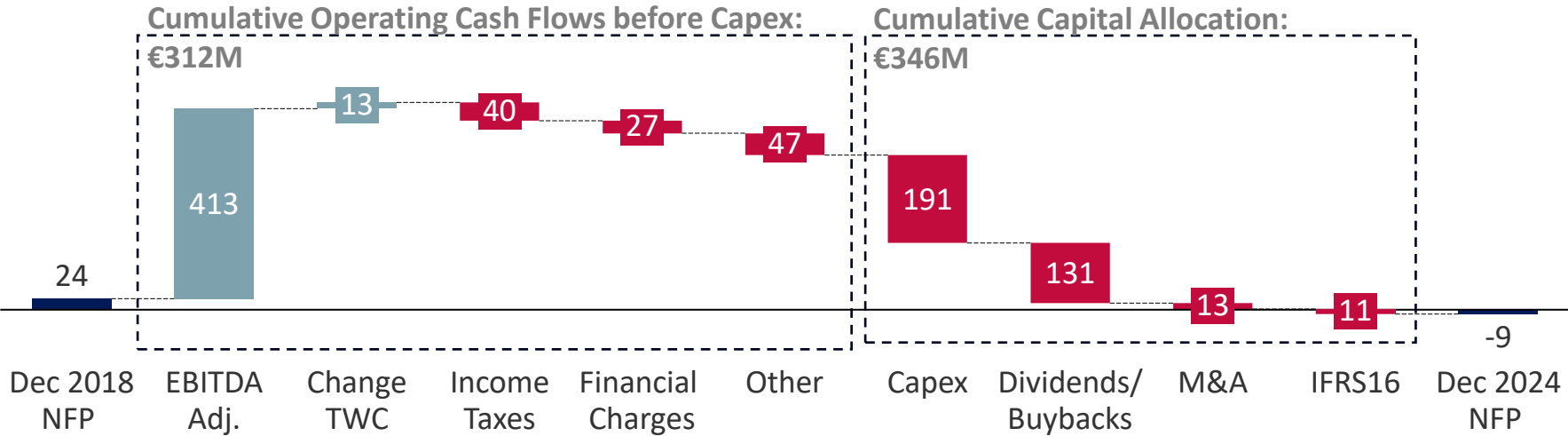
Net Debt & Cash Flow Analysis : Dec'23 – Dec'24

€ m

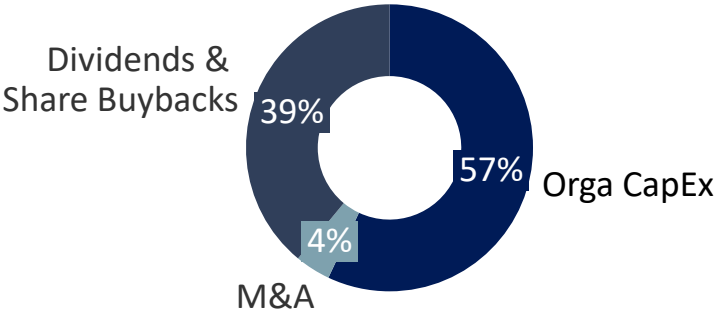


Sound balance sheet and structural cash generation profile to leverage growth

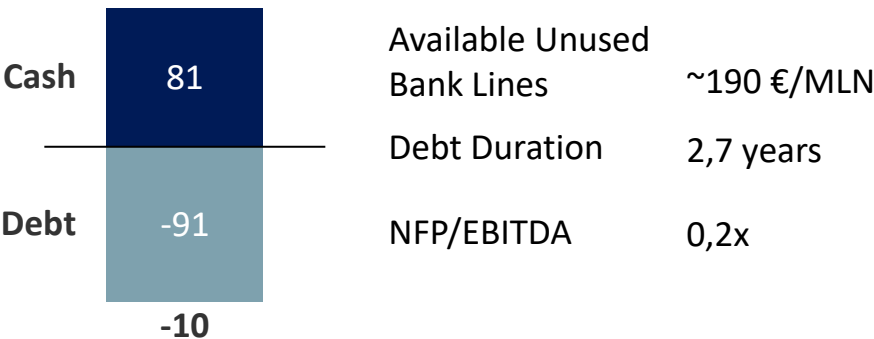
Cash Flows – Last 6 years cumulated



Capital allocation breakdown – Last 6 years



Balance Sheet at 31/12/2024



- Structural operating **cash flow generation** year after year
- **+ €312m** Cumulative Cash Flow before Capex generated in **last 6 years**
- A **well-balanced** capital allocation to maximize value creation
- **Solid Balance Sheet** with a conservative **leverage at 0.2x** and **debt duration >2.5 years**
- Approx **200M** of unused available bank **credit lines**

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

May 06, 2025

Shareholders' Meeting

May 15, 2025

Q1 2025 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

© 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

www.datalogic.com