



# **9M 2025 Results Conference Call**

**NOVEMBER 13<sup>TH</sup>, 2025**

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# Q3 2025 & 9M 2025 Results



## Q3 2025 Results, €m

### REVENUES

**€118.4**

-0.1% Net FX  
(-2.8%)

### GOM

**€50.5**

42.7%  
(+0.2 pp)

### Adj. EBITDA

**€13.2**

11.1%  
(+1.0 pp)

### NET RESULT

**€1.9**

1.6%  
(-1.1 pp)

## 9M 2025 Results, €m

### REVENUES

**€359.4**

-0.5% Net FX  
(-1.9%)

### GOM

**€153.9**

42.8%  
(+1.5 pp)

### Adj. EBITDA

**€33.9**

9.4%  
(+1.8 pp)

### NET RESULT

**€1.2**

0.3%  
(-3.1 pp)

**Net Debt at €34.9M**

# Group Revenues by Geography and Market Segment

## Q3 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	48.0	43.0	11.6%	24.0	31.5	(24.0%)	6.7	8.8	(23.7%)	78.7	83.4	(5.6%)
Industrial Automation	24.4	23.2	5.1%	9.0	8.6	5.1%	6.3	6.6	(4.7%)	39.7	38.3	3.4%
Total Datalogic	72.4	66.2	9.3%	33.0	40.1	(17.8%)	13.0	15.4	(15.6%)	118.4	121.7	(2.8%)

## 9M 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	141.9	125.8	12.7%	79.9	91.0	(12.2%)	18.3	26.1	(29.8%)	240.1	242.9	(1.2%)
Industrial Automation	74.3	80.1	(7.2%)	25.8	25.5	1.2%	19.2	17.9	7.6%	119.3	123.4	(3.3%)
Total Datalogic	216.2	205.9	5.0%	105.7	116.5	(9.2%)	37.5	44.0	(14.6%)	359.4	366.4	(1.9%)

# New Products Launches and Innovation

## SOLUTIONS (DC)

### Shopevolution 8™

*The new release of Shopevolution 8.3 is the latest version of self-shopping retail software, speeding up checkout and elevating the in-store experience*

#### Applications

- **Customer self-service shopping:** scan, shop, and pay independently
- **Retail Ecosystem Integration:** Queue busting, Price checker, Inventory

#### Key features



##### AI-Powered Loss Prevention & Unified Shopping Experience (end-user)

- Leverages AI and data analytics to detect anomalies and prevent losses through smart, targeted controls
- Seamlessly connects eCommerce lists with in-store devices for a unified, real-time shopping experience



##### Ecosystem Integration & Scalability (retailer)

- Next-gen modular, container-based architecture for faster deployment and agility
- Seamless RESTful API connectivity with POS, loyalty, and pricing systems
- Effortlessly scalable and adaptable across any retail ecosystem

## SENSORS (IA)

### DS4 Series of Area Sensors

*Versatile Full-Coverage area sensors to detect and measure objects with high precision in Industrial Automation environment*

- **Primary and Secondary Packaging**
- **Logistics and Automatic Warehouses**
- **Woodworking, Glassworking, Paint Industry**
- **Paper and Textile Industries**



- **Precision Measurement** – Up to **2.5 mm** accuracy with optical interpolation
- **Micro Detection** – Detects objects as small as **3.5 mm**
- **Transparent Object Handling** – Reliable detection of **glass and plastics**
- **High-Speed & Smart Connectivity** – Accurate on fast-moving items with **IO-Link** for diagnostics



⚙️ **R&D Cash Out at € 47.9 million** reaching **13.3%** as a percentage of Revenue compared to 12.8% in 9M 2024 (+0.5 pp)

⚙️ **9M Vitality Index at 23.5%** vs 14.8% in 9M 2024; **23.5% in Q3 2025** compared to 17.5% in Q3 2024

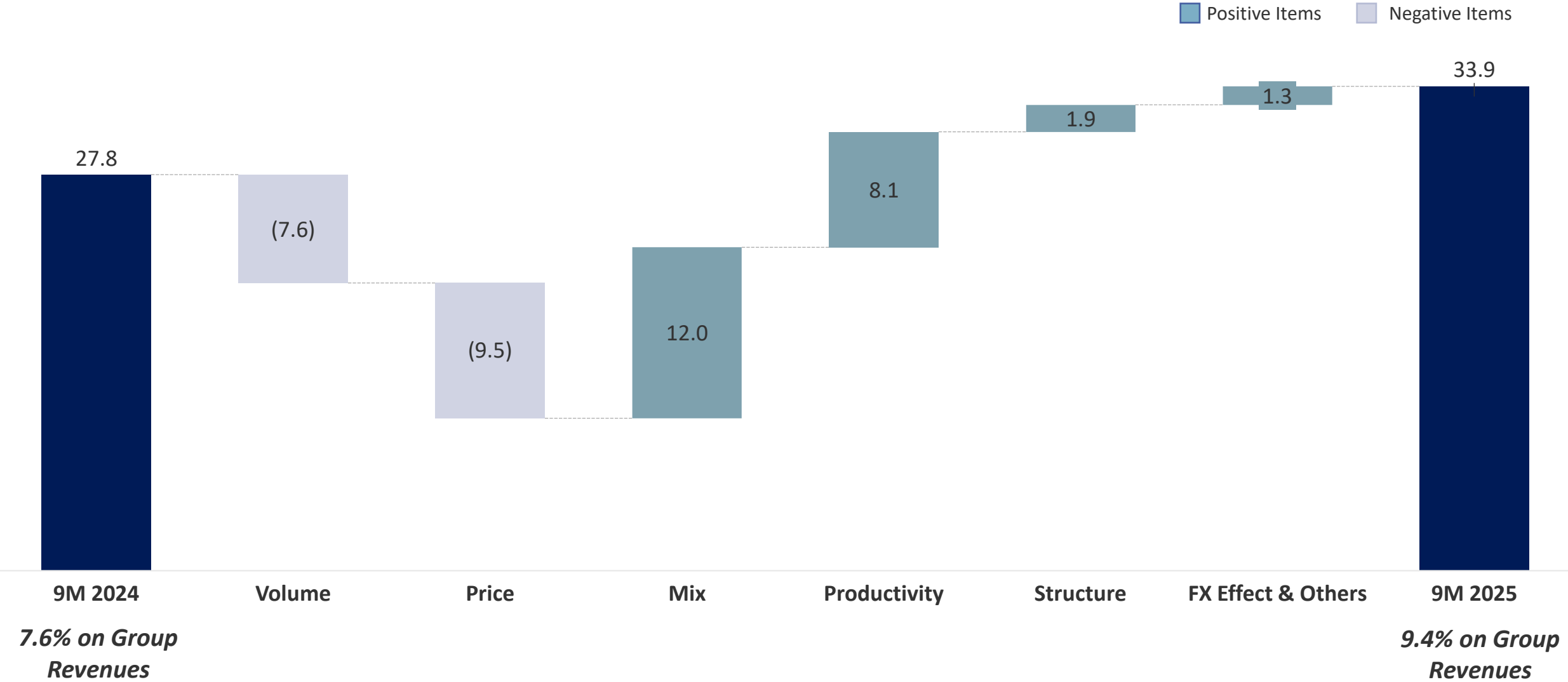
# Q3 & 9M 2025 P&L

€ m	Q3			9M		
	2025	2024	Var %	2025	2024	Var %
<b>Revenues</b>	<b>118.4</b>	<b>121.7</b>	<b>(2.8%)</b>	<b>359.4</b>	<b>366.4</b>	<b>(1.9%)</b>
<b>Gross Margin</b>	<b>50.5</b>	<b>51.7</b>		<b>153.9</b>	<b>151.2</b>	
% on Revenues	42.7%	42.4%	+0.2 pp	42.8%	41.3%	+1.5 pp
<b>Operating expenses</b>	<b>(45.4)</b>	<b>(47.5)</b>		<b>(144.1)</b>	<b>(146.9)</b>	
% on Revenues	(38.4%)	(39.0%)	+0.6 pp	(40.1%)	(40.1%)	+0.0 pp
<b>Adjusted EBITDA</b>	<b>13.2</b>	<b>12.4</b>		<b>33.9</b>	<b>27.8</b>	
% Adj. Ebitda margin	11.1%	10.2%	+1.0 pp	9.4%	7.6%	+1.8 pp
<b>Adjusted EBIT</b>	<b>5.1</b>	<b>4.2</b>		<b>9.8</b>	<b>4.3</b>	
% Adj. Ebit margin	4.3%	3.5%	+0.8 pp	2.7%	1.2%	+1.5 pp
<b>EBIT</b>	<b>3.2</b>	<b>2.5</b>		<b>0.9</b>	<b>(1.4)</b>	
% Ebit margin	2.7%	2.1%	+0.7 pp	0.2%	(0.4%)	+0.6 pp
<b>Net Result</b>	<b>1.9</b>	<b>3.3</b>		<b>1.2</b>	<b>12.6</b>	
% on Revenues	1.6%	2.7%	-1.1 pp	0.3%	3.4%	-3.1 pp

- IA segment continues to show **gradual improvement** in Q3 vs LY driven by FA; DC segment positive in EMEA
- Q3 Gross Margin at 42.7%. 9M Gross Margin at 42.8% (+1.5 pp vs LY) thanks to productivity improvement and positive mix
- 9M Operating expenses down versus last year with an increase in R&D expenses
- Q3 Adj. EBITDA margin at **double digits** (11.1%). 9M Adj. EBITDA at 9.4% (+1.8 pp) thanks to positive mix and productivity
- Positive Net Result in Q3. 9M return positive (€ 1.2 million) vs loss in 9M 2024 (€ -5.8 million), excluding the capital gain on the sale of Informatics Holdings, Inc.

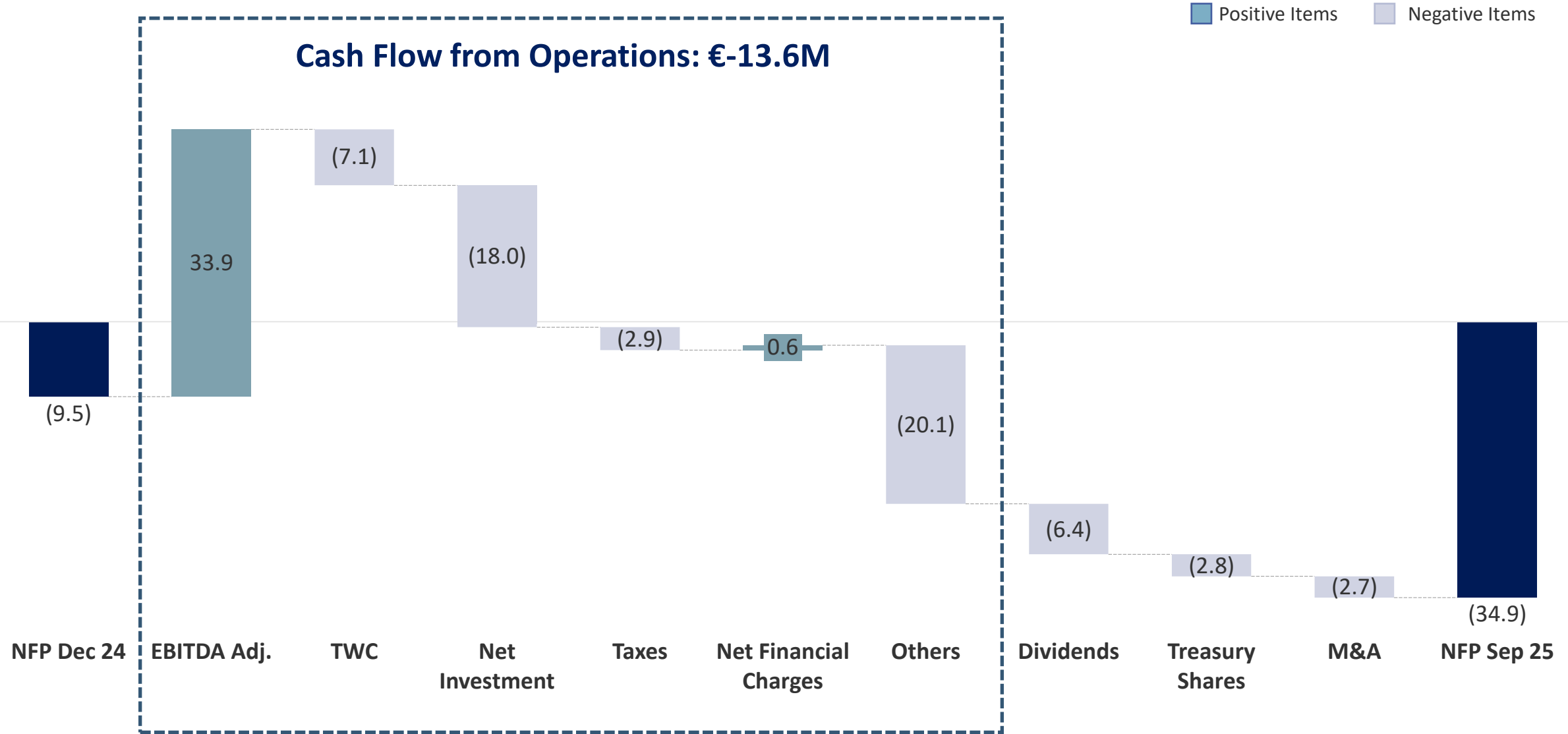
# EBITDA Adj.: actual vs last year

€ m



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

€ m



# Contacts

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# THANK YOU

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