



Q1 2023 Results Presentation

May 15, 2023



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Technoprobe at a glance

1996

Year of
Foundation

14

Offices
Worldwide

2,700

Employees
Worldwide

+600

Proprietary
patents

€3,8bn

Market Cap



Q1 2023 market drivers

Revenues at 91€m

✓ in guidance



Volumes shrinking



Upward pace



Upward pace



Persistent correction





Financial Highlights

Q1 results

Revenues were 91€m

down 25% YoY

Gross Profit was 46€m

down 39% YoY, with a margin of 51%

Ebitda was 27€m

down 47% YoY, with a margin of 30%



Q1 2023 results

	Q1 2022	Q1 2023	YoY Variance	Comments
€m				
Revenues	121	91	-25%	<ul style="list-style-type: none"> • Revenues affected by volume shrinkage in the consumer market
Gross profit	75	46	-39%	<ul style="list-style-type: none"> • Gross profit margin impacted by: <ul style="list-style-type: none"> ○ decrease in revenues ○ capacity structure and resources employed at the same level of prior quarter
<i>% margin</i>	62%	51%		
EBITDA	51	27	-47%	<ul style="list-style-type: none"> • Ebitda margin also affected by consistent investments in R&D (12€m)
<i>% margin</i>	42%	30%		
	31.12.2022	31.3.2023		
Net Financial Position	403	404		<ul style="list-style-type: none"> • Net financial position: cash flow from operating activities (+18€m) partially offset by capex (-13€m) and forex (-4€m)



Up to date main events

May 2nd, 2023



Translisting to Euronext Milan

Increased the number of BoD members

+2 Independent Directors

Established the Remuneration & Nomination Committee

to be compliant with the Corporate Governance Code

Increased the number of Risk & Control Committee members

+1 independent Director

Introduction of Loyalty shares

in place of multiple voting rights shares



Q2 Guidance

Revenues: 98€m (+/-3%)

Gross Margin: 53% (+/-2%)

Ebitda Margin: 34% (+/-2%)



Q&A

