



Technoprobe S.p.A. Company Presentation

May 2024



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Summary

**A piece of
Silicon Valley
just outside
Milan**

Company overview

Reference Market

Business Model

Key Financial data



Company Overview



Company Overview



Leading player in designing and manufacturing of probe cards



Manufacturing process full vertical integrated
2746 employees worldwide

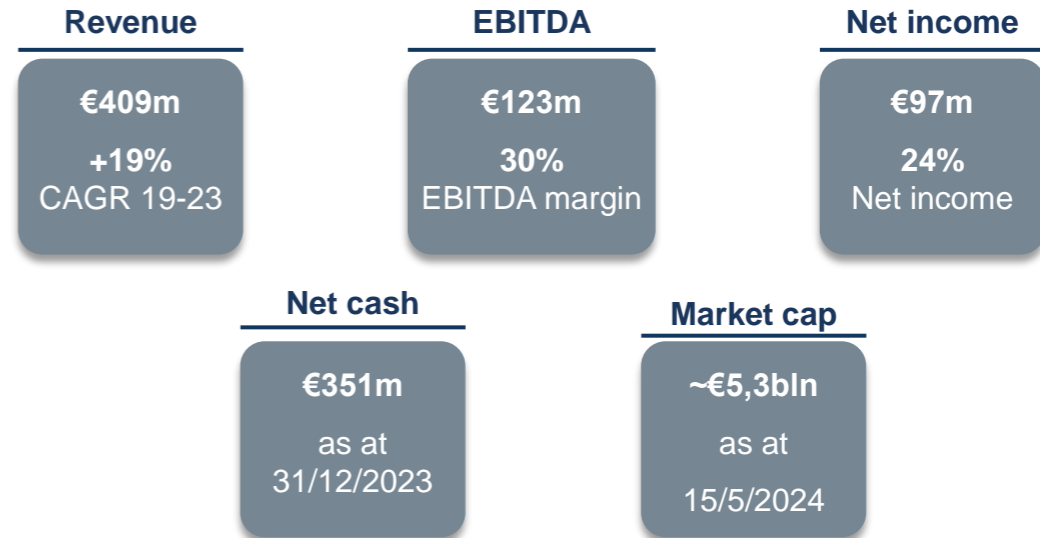


Strong focus on innovation:
4 R&D centers, +600 patents



Extensive global presence and widespread local footprint

2023 Key financial metrics



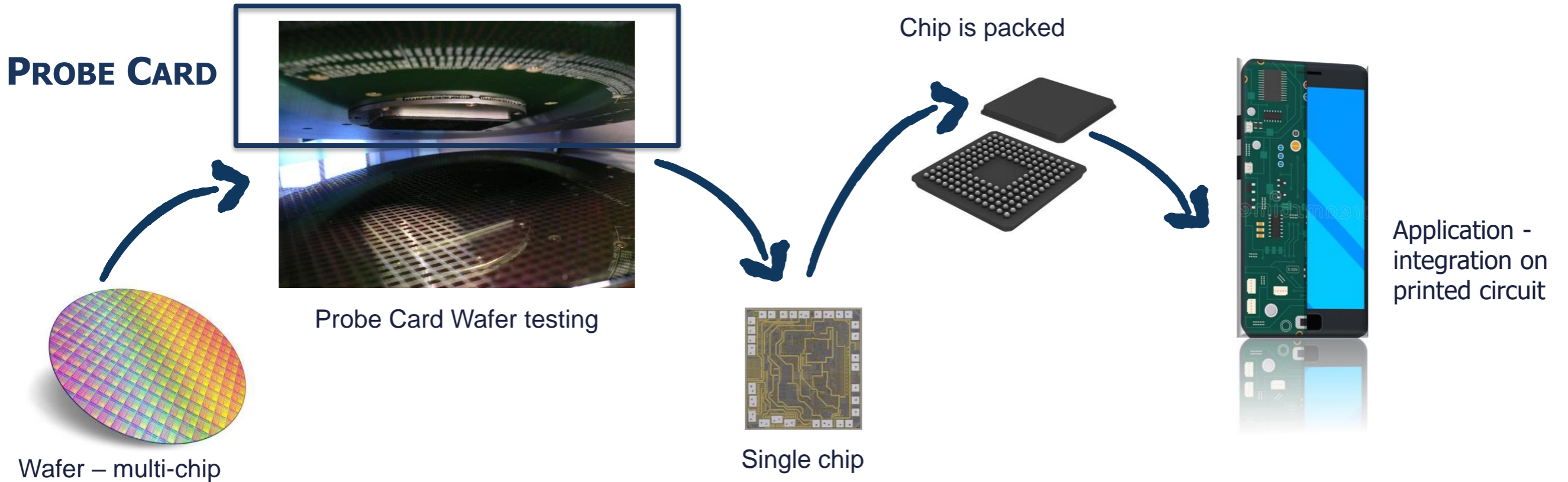
Shareholding structure*





What is a Probe Card? (1/2)

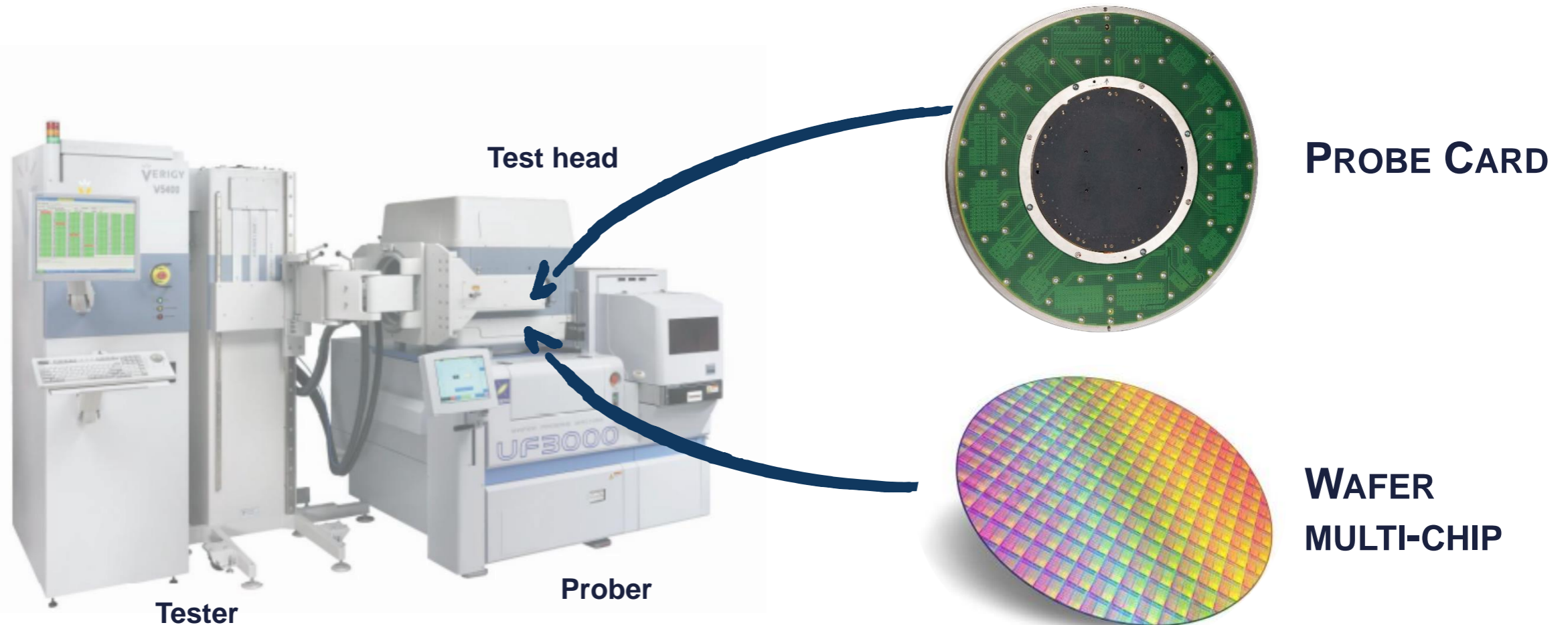
A Probe Card is an **electromechanical interface** that allows a chip to be tested when it is **still on the wafer**





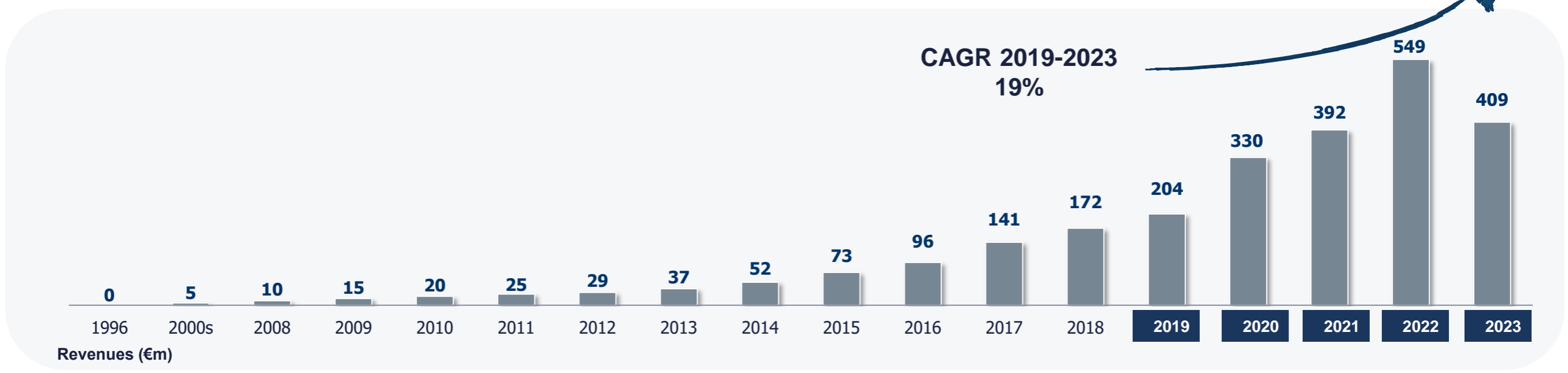
What is a Probe Card? (2/2)

The probe card has very thin needles (**probes**) that touch the terminals (pads) of chips, thus electrically connecting to a **tester**



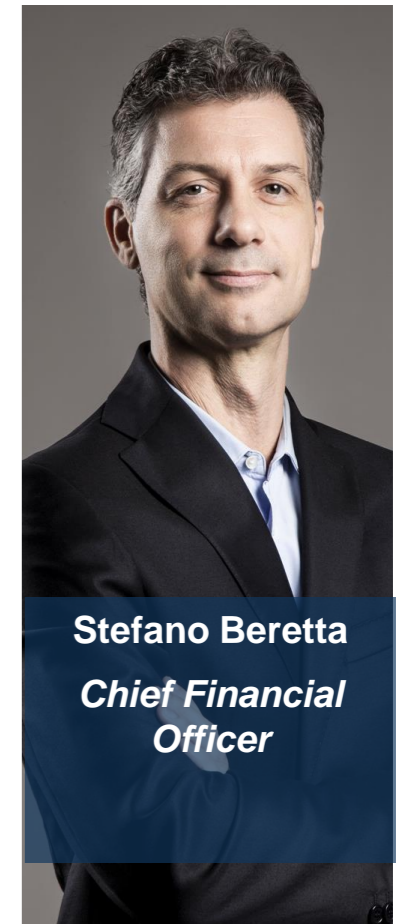
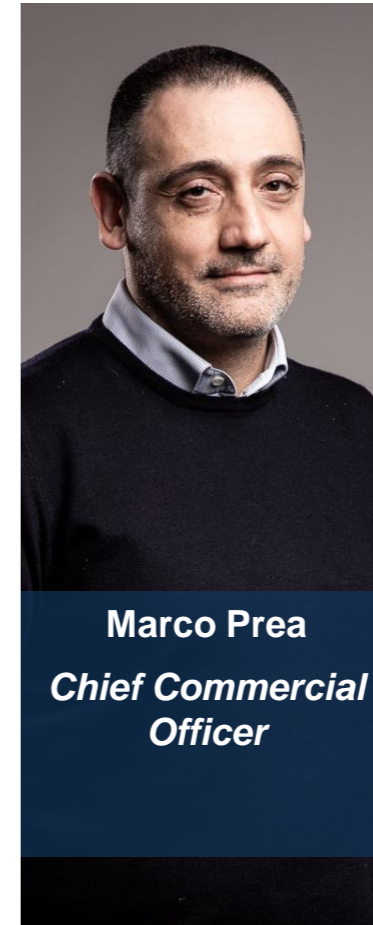
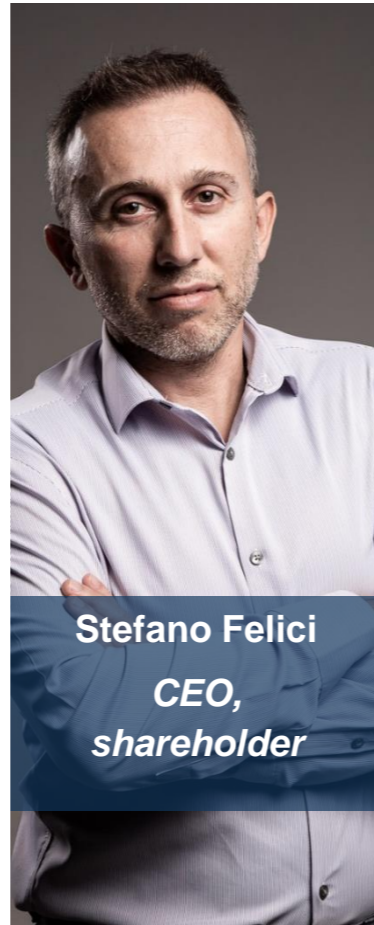
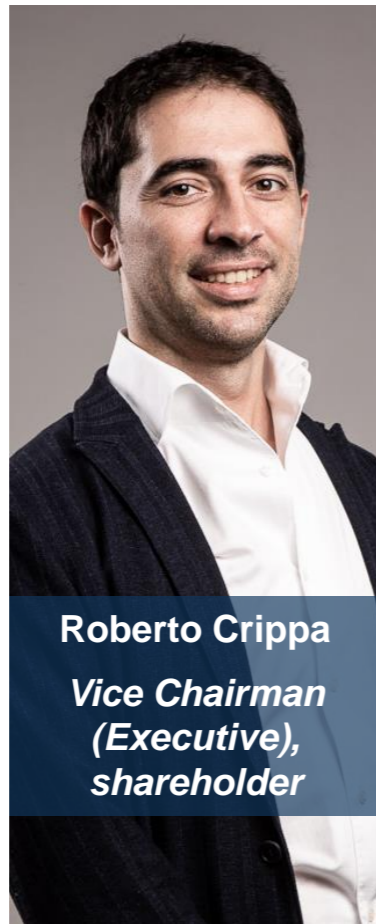


Our growth path





Our leadership team





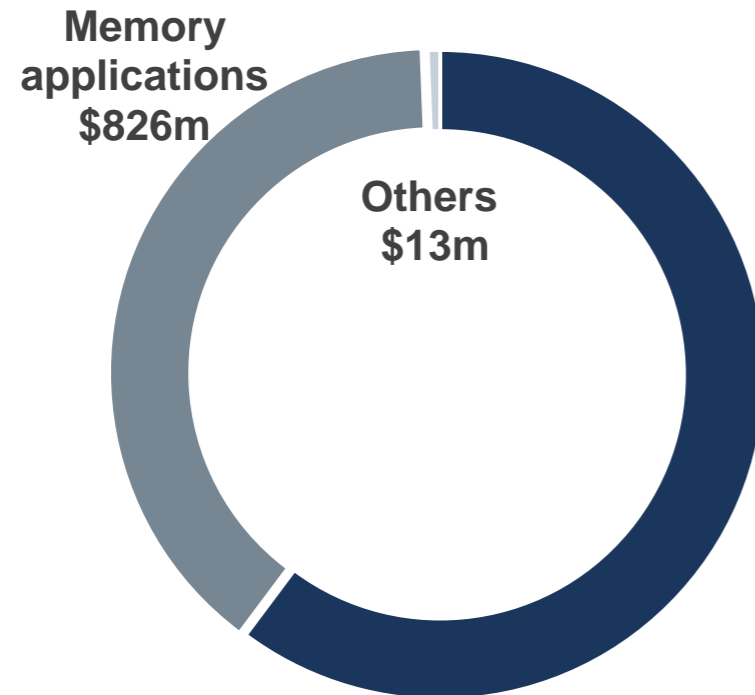
Reference Market



Overview of the Semiconductor Probe Cards market

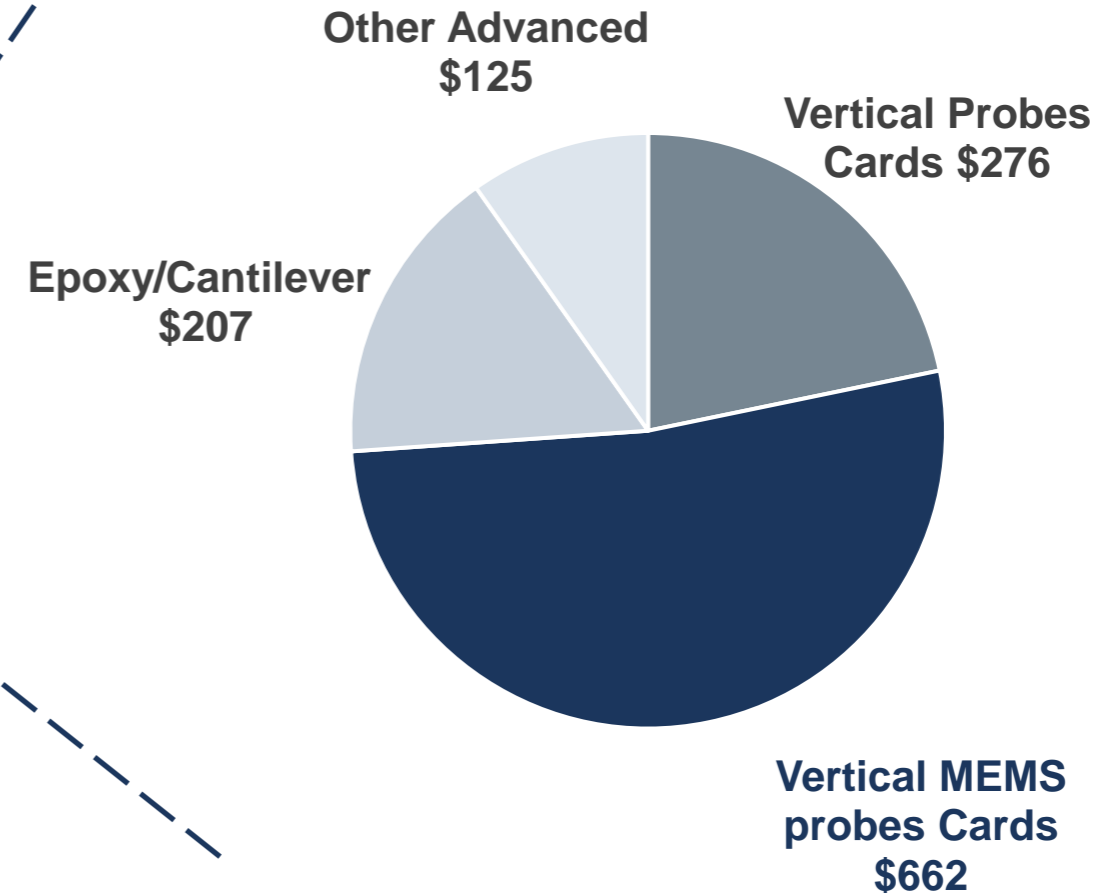
2023 Semiconductor Probe Cards Market*

Overall market value: \$2.1bn



2023 Non-Memory applications by type*

Non Memory applications
\$1.270m

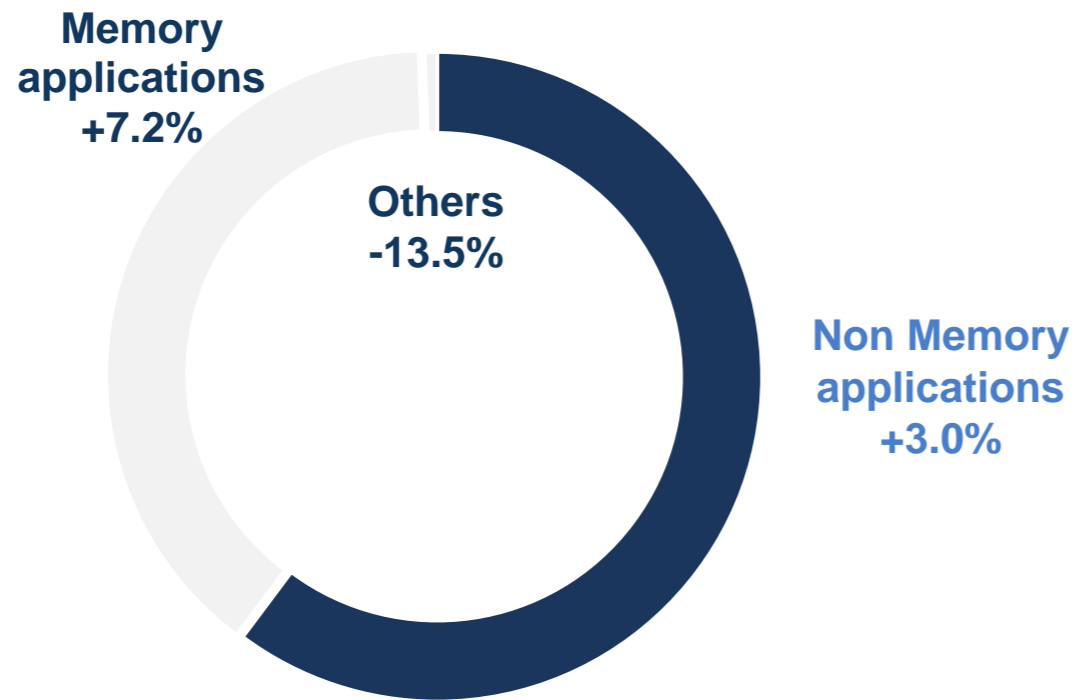




Our serviceable available market

**Semiconductor Probe Cards Market
2019-2023 CAGR***

Overall market growth: +4.6%



**Non-memory applications
market share**

2022 Market Share



34%

2023 Market Share

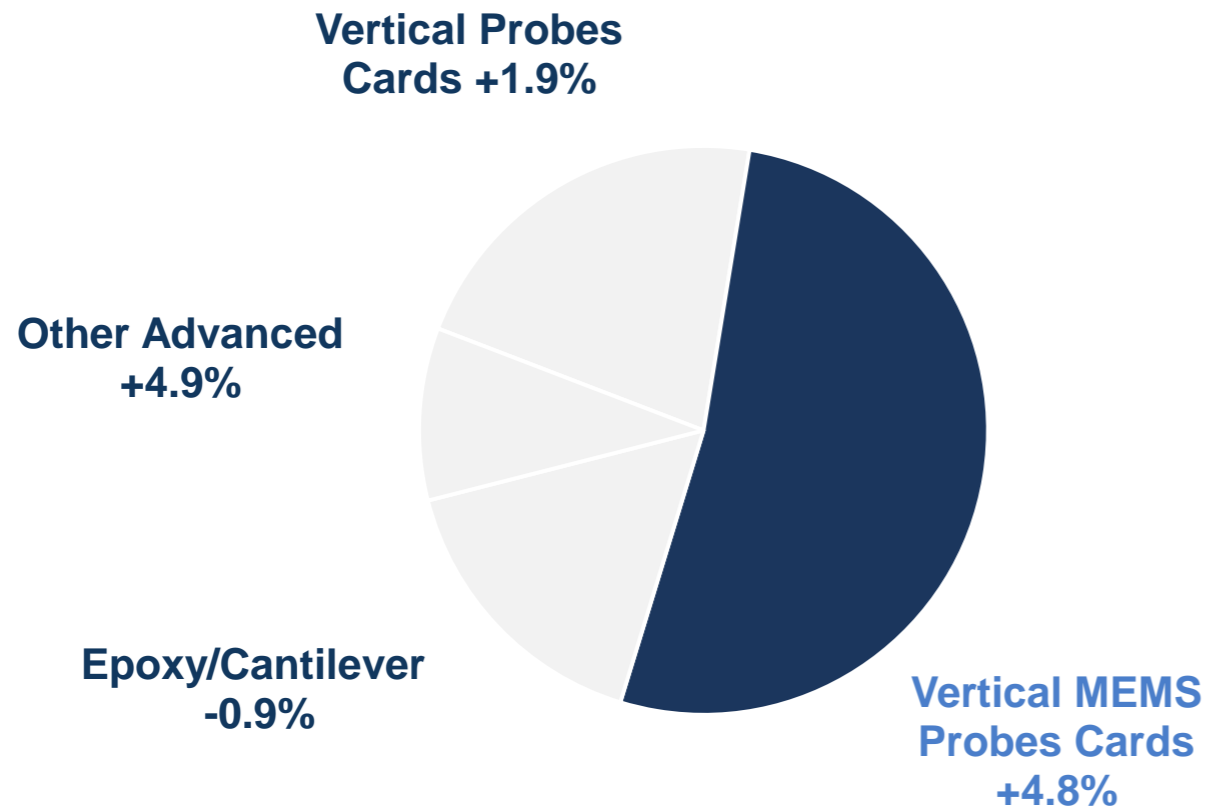


35%



Our serviceable available market

Non-Memory applications by type CAGR 2019-2023*



Vertical MEMS Probe Cards market share

2022 Market Share



60%

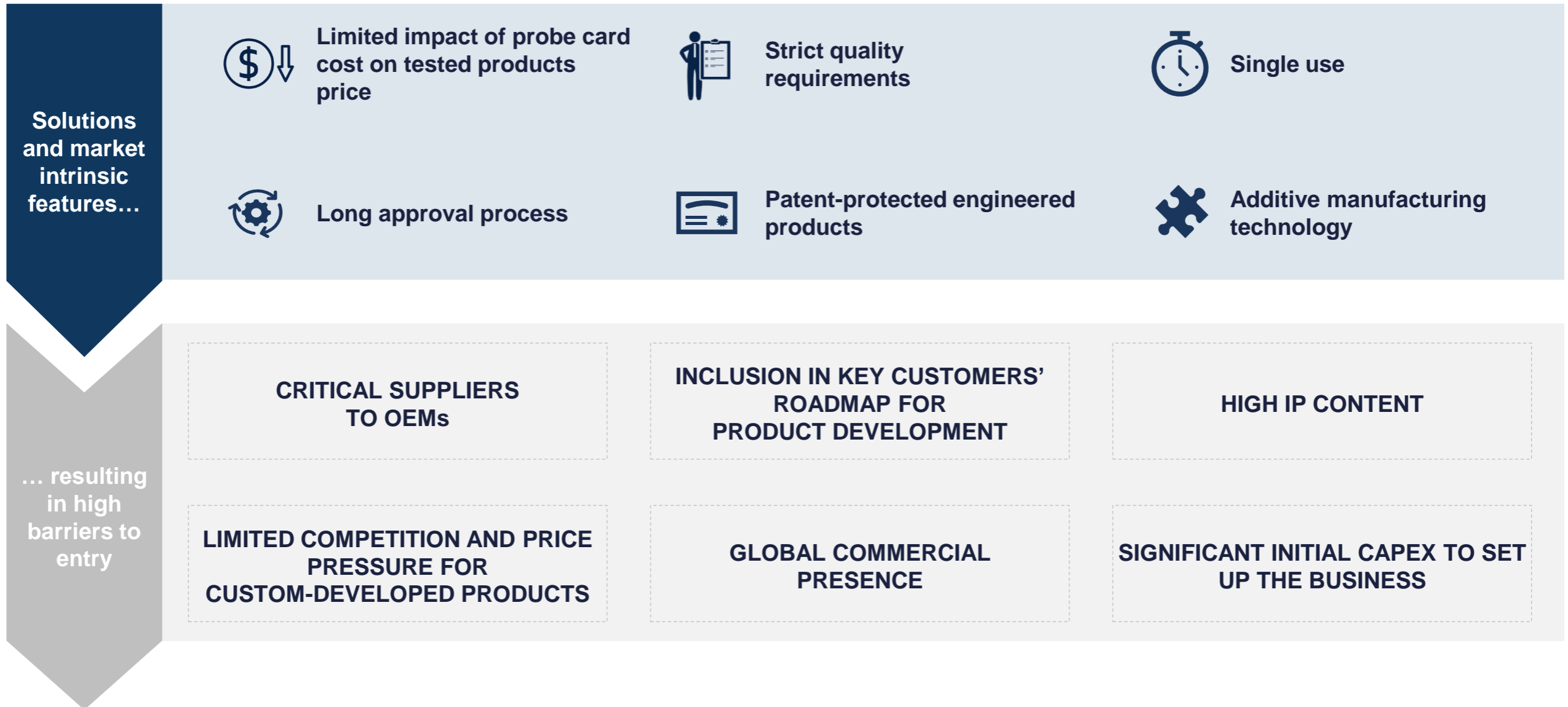
2023 Market Share



67%



Compelling market characterized by solid entry barriers



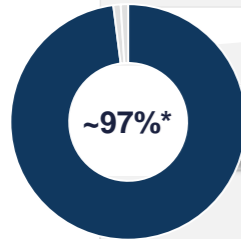
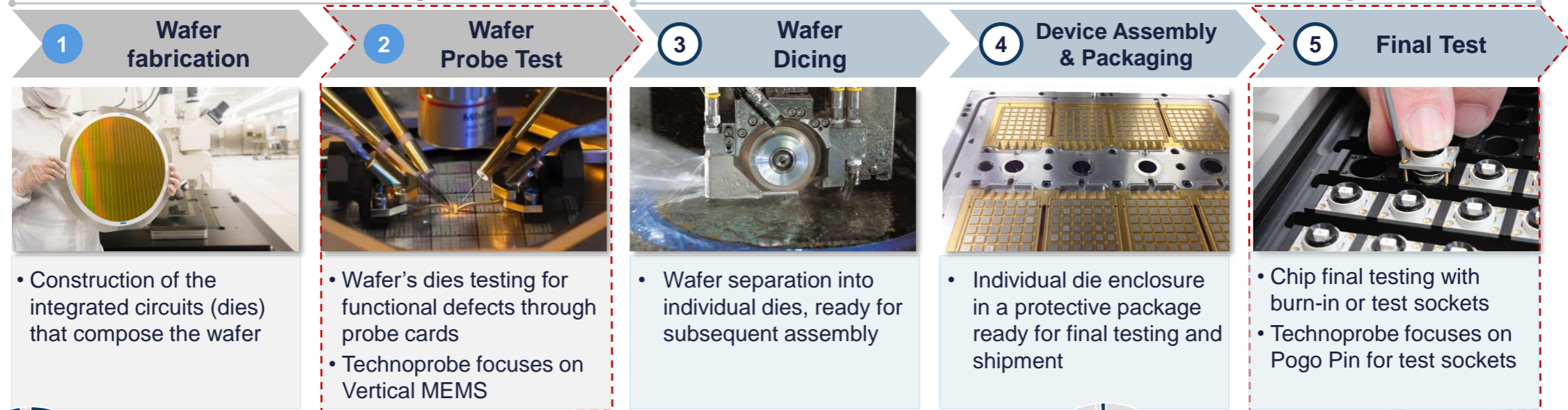


Probe cards in the semiconductor manufacturing process

Front-End Process

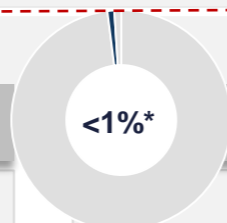


Back-End Process



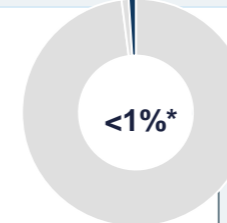
TPEG™ Vertical MEMS

Most advanced probe cards with applications in a wide range of end-markets



Cantilever

Less advanced type of probe card with some special end-markets applications



Motherboard & final test board

- Motherboard used to test probe cards for tester platforms
- Pogo pins are the most value-added component for test sockets



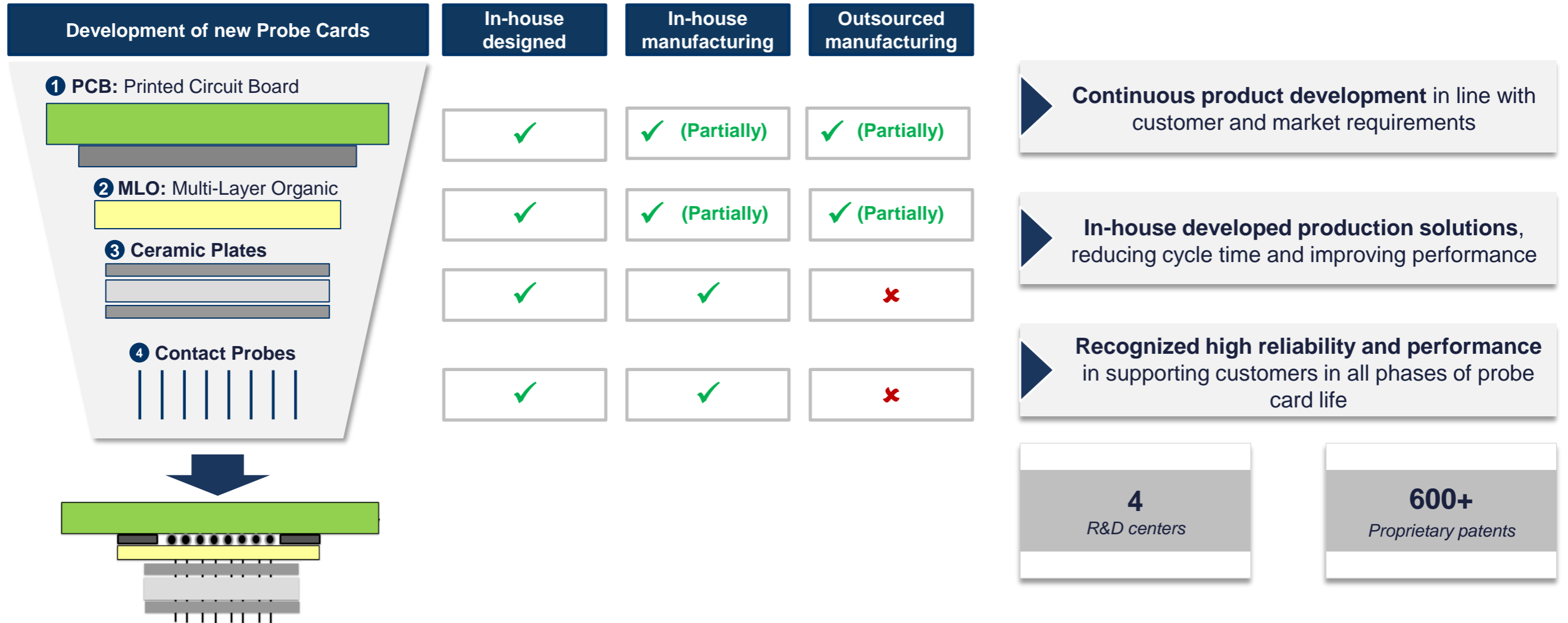


Business Model



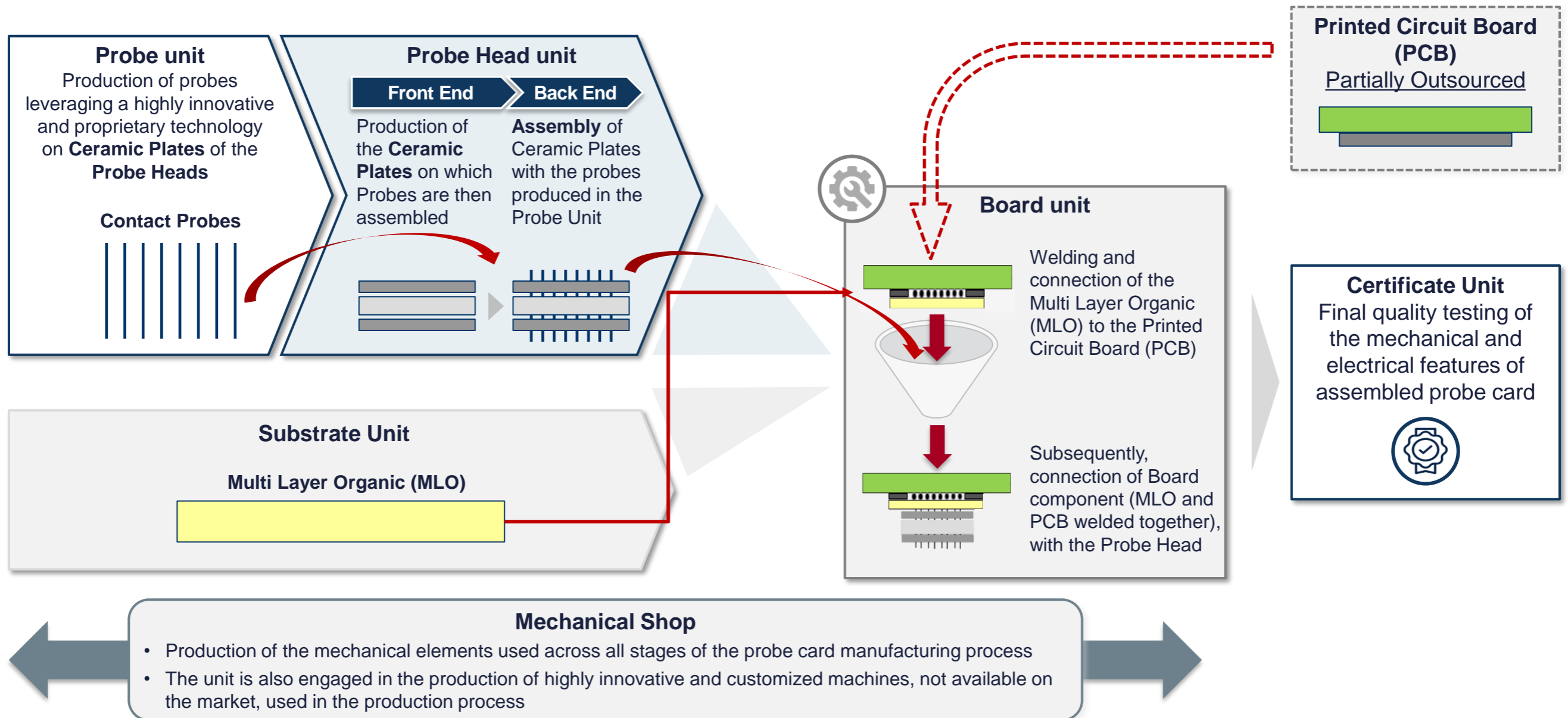
A successful and vertically integrated business model

A winning business model has allowed **Technoprobe** to become the point of reference in the **MEMS non-memory-use market** thanks to the superior quality and performance of its products



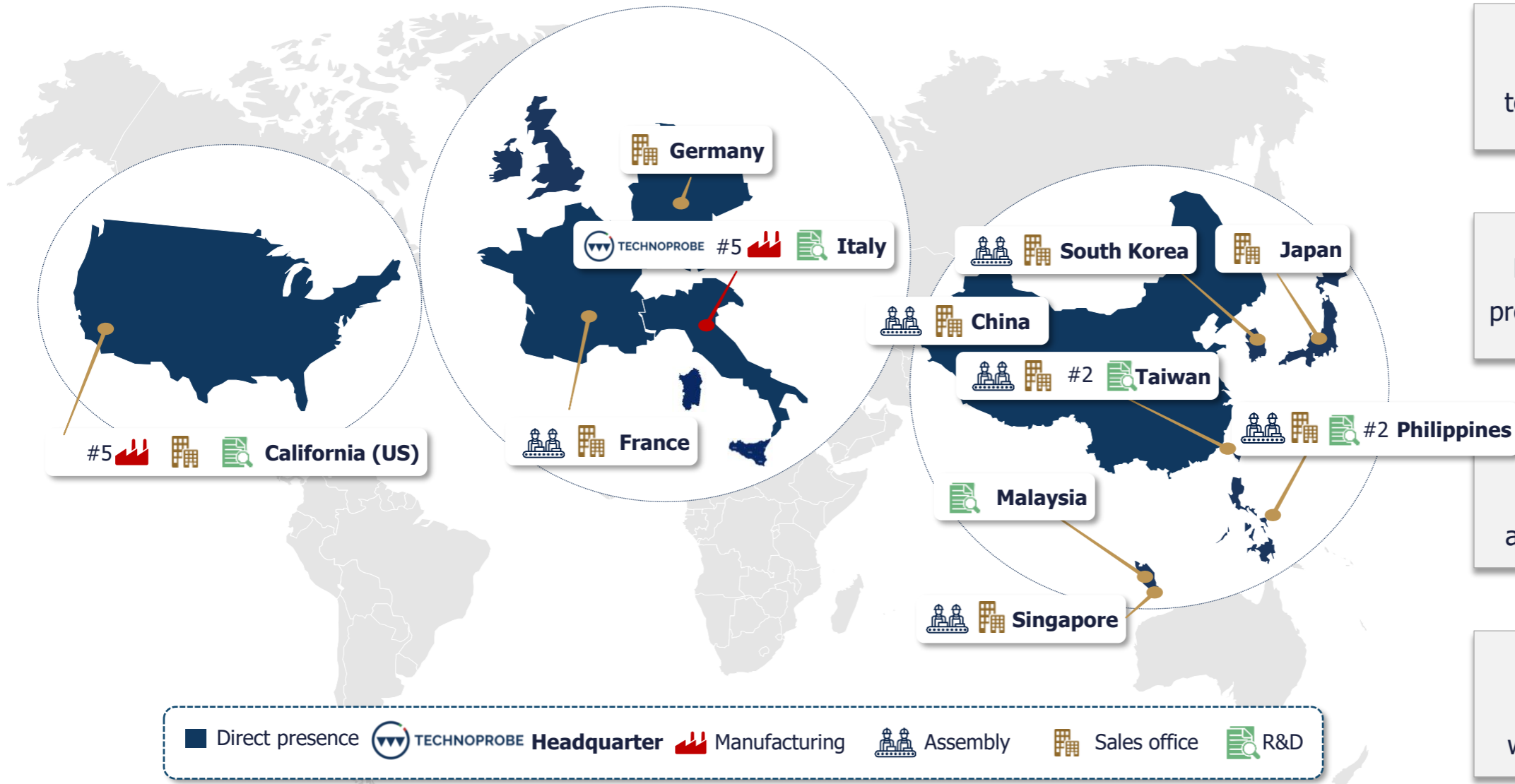


Overview of the Probe Cards manufacturing process





Extensive global presence and widespread local footprint



CLEAR STRATEGY
to ensure global reach

LOCAL FOR LOCAL
production and assembly

PROXIMITY TO CUSTOMERS
across all geographies

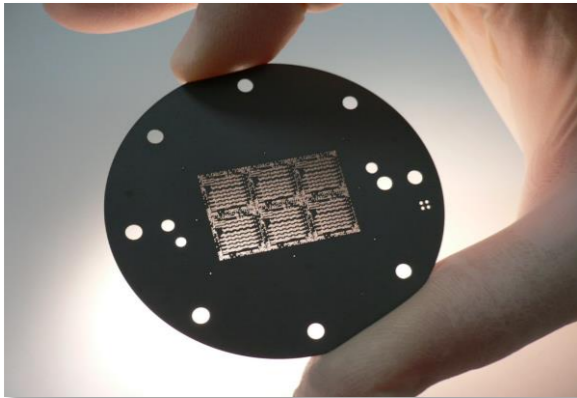
COMPETITIVE ADVANTAGE
with global customers



A wide range of highly innovative technologies

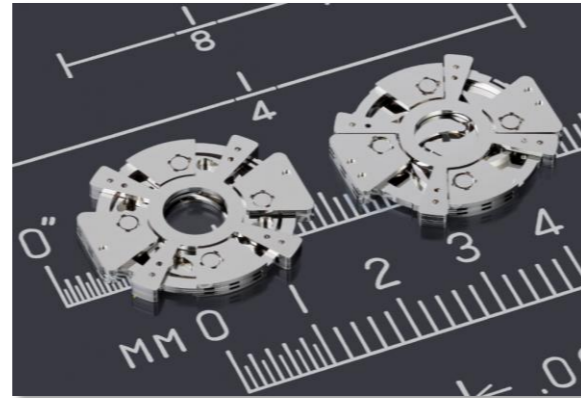
Advanced Micromachining

Advanced laser cutting: High accuracy and fast lead time



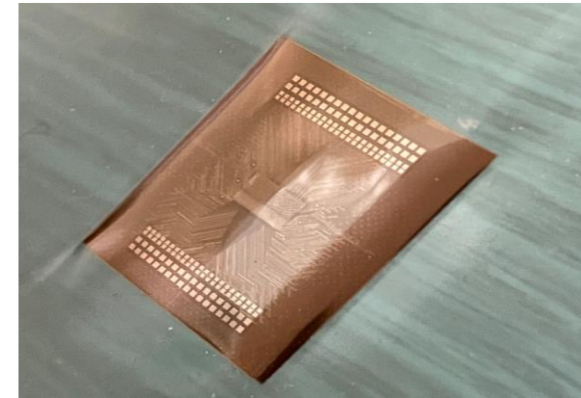
3D MEMS

Acquisition of MICROFABRICA in 2019; the sole company in the world specialized in 3D metallic MEMS manufacturing



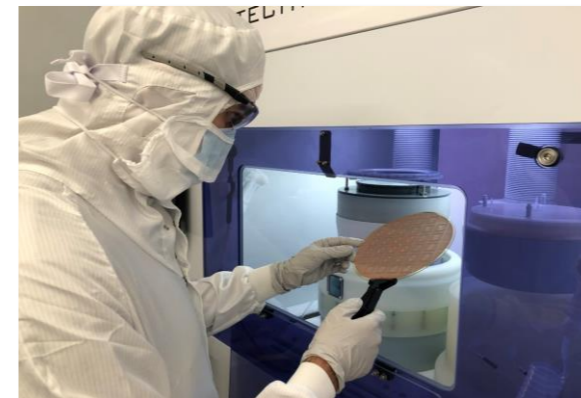
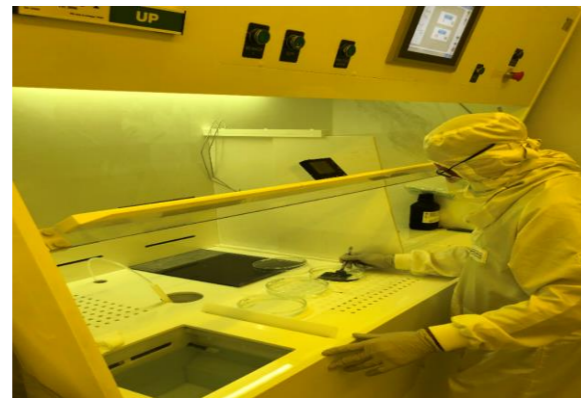
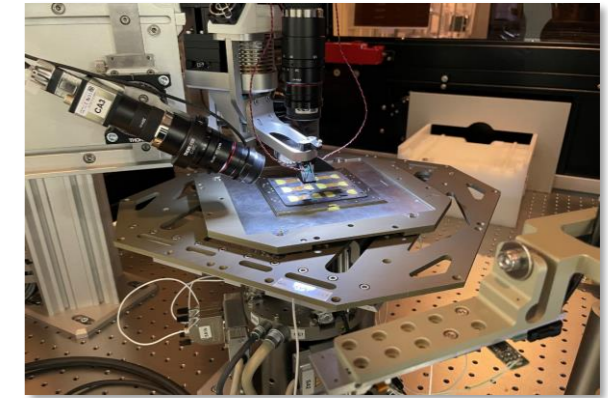
Thin film

Strong investment in advanced thin film technology to reduce lead time and improve quality and complexity



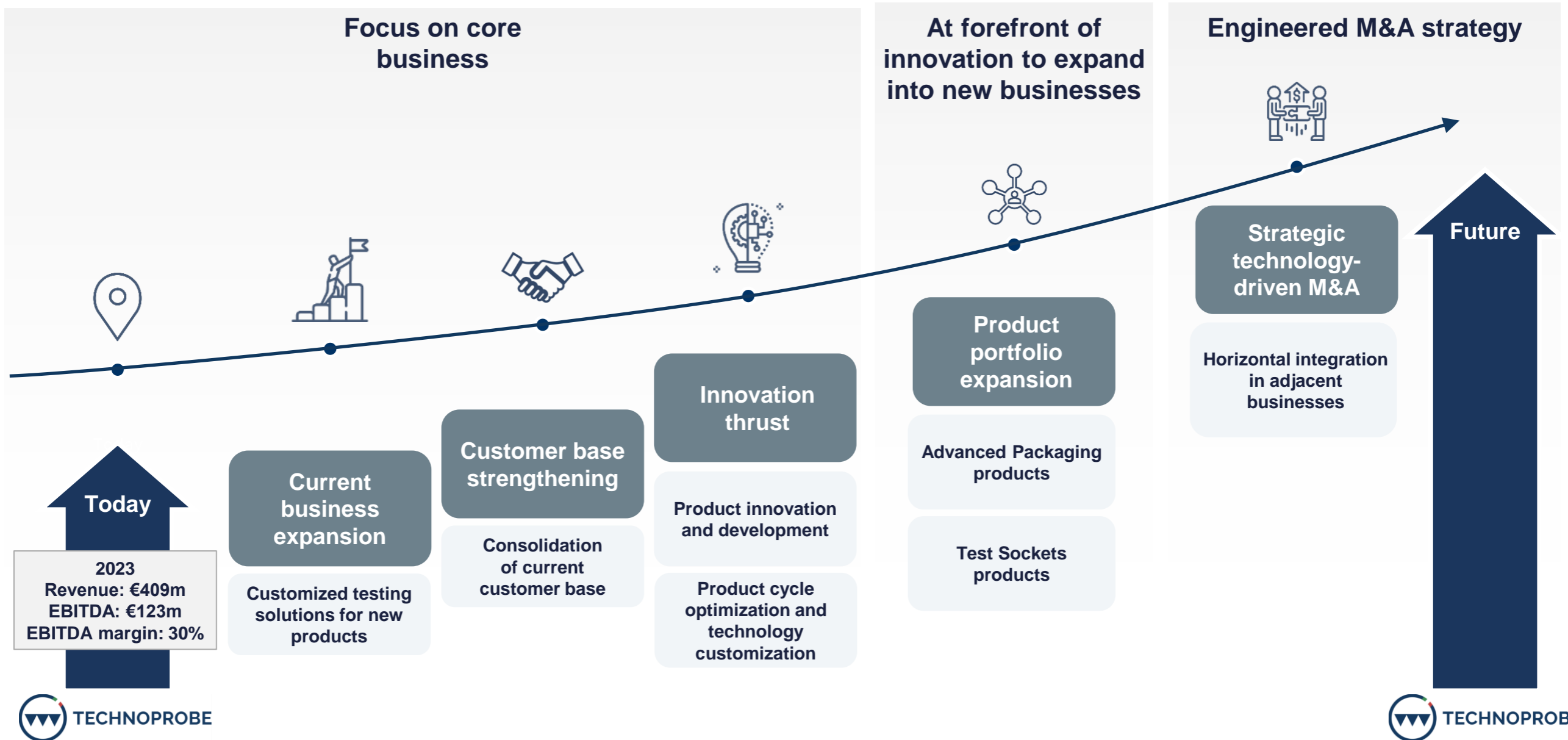
Advanced manufacturing

Advanced manufacturing for high volume and best quality assembly of micro components





Overview of main strategic initiatives





FY 2023 Financials



FY 2023 main Corporate events

May – June

Translisting:

- Technoprobe's ordinary shares listed on **Euronext Milan**
- Free Float increased from 20.8% to 25.0%



August

Acquisition of Harbor Electronics:

- Further vertical integration of the manufacturing process
- Acquisition of technical skills in the Final Test Board manufacturing



November

Combined transaction with Teradyne announced:

- Acquisition of Device Interface Solution division (DIS) from Teradyne
- Teradyne entering Technoprobe capital with a 10% stake



December

Acquisition of MW Plasma:

- Based in the USA, MW Plasma carries out design and construction of microwave systems for chemical vapor deposition to realize materials in synthetic gems





FY 2023 market drivers



Consistent growth in AI & Datacenter



Revenues at 409.3€m



Early signs of slowdown in Automotive and Industrial in Q4



down 8.2% QoQ
down 25.4% YoY



Weak demand in the Consumer market



Slower than expected correction in inventories



Financial Highlights

Q4 2023 results

Revenues at **101.9€m**

down 16.0% YoY, down 8.2% QoQ

Gross Profit at **42.6€m**

*down 41.9% YoY, with a margin of **41.8%***

Ebitda at **22.2€m**

*down 56.1% YoY, with a margin of **21.8%***

FY 2023 results

Revenues at **409.3€m**

down 25.4% YoY

Gross Profit at **199.3€m**

*down 40.1% YoY, with a margin of **48.7%***

Ebitda at **122.7€m**

*down 50.0% YoY, with a margin of **30.0%***



FY 2023 Results

	FY 2022	FY 2023	YoY Variance	Comments
€m				
Revenues	548.9	409.3	-25.4%	<ul style="list-style-type: none"> • Revenues affected by shrinking in volumes in the consumer market
Gross profit	332.8	199.3	-40.1%	<ul style="list-style-type: none"> • Gross profit impacted by: <ul style="list-style-type: none"> ○ Decrease in revenues ○ Maintenance of the production structure and workforce ○ Integration of Harbor ○ Reserve for slow moving inventory
<i>% margin</i>	<i>60.6%</i>	<i>48.7%</i>		
EBITDA	245.4	122.7	-50.0%	<ul style="list-style-type: none"> • Ebitda also affected by investments in R&D (€57m) being maintained at high level notwithstanding decrease in revenues
<i>% margin</i>	<i>44.7%</i>	<i>30.0%</i>		
	31.12.2022	31.12.2023		
Net Financial Position	403.4	350.8		<ul style="list-style-type: none"> • Net financial position: cash flow from operating activities (+106€m) more than offset by capex (-64€m), tax (-45€m), acquisitions (-42€m) and treasury shares buy back (-12€m)



FY 2024 market drivers

H1 2024

H2 2024



Consistent growth in AI



Weakness in Automotive and Industrial



Recovery in demand in the Consumer market



Correction in inventories



