

9M 2024 Results Presentation

November 13, 2024



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Technoprobe at a glance



1996

Year of Foundation

29

Offices Worldwide 3,230

Employees*
Worldwide

+600

Proprietary patents

€4,3bn

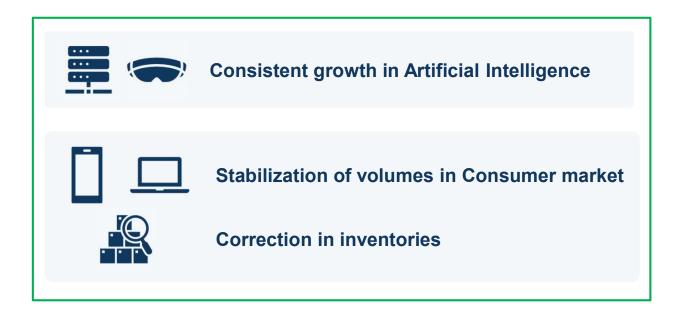
Market Cap

9M 2024 market drivers



Revenues at 386.9€m

up 4.7% QoQ up 25.9% YoY





Financial Highlights



Q3 2024

9M 2024

Revenues were 145.8€m

up 31.2% YoY, up 4.7% QoQ

Gross Profit was 59.3€m

up 8.0% YoY, with a margin of 40.7%

Ebitda was 34.6€m

down 3.4% YoY, with a margin of 23.7%

Revenues were 386.9€m

up 25.9% YoY

Gross Profit was 160.1€m

up 2.2% YoY, with a margin of 41.4%

Ebitda was 95.3€m

down 5.2% YoY, with a margin of 24.6%



9M 2024 results

	9M 2024	9M 2023	YoY Variance	Comments
€m				Revenues, driven by
Revenues	386.9	307.3	+25.9%	 Organic growth due to solid upward trend in AI change in the consolidation perimeter (Harbor Electronics and DIS Tech) partially offset by the weakness in automotive
				and industrial
Gross profit	160.1	156.7	+2.2%	Gross profit margin impacted by:
% margin	41.4%	51.0%		 expected dilutive effect from acquisitions manufacturing inefficiencies from product mix relevant increase of depreciation
EBITDA	95.3	100.5	-5.2%	• Ebitda margin consistently affected by the acquisitions and the product complexity together with a high level of investments in R&D (45€m)
% margin	24.6%	32.7%		
				Net financial position: cash flow from operating
	30.09.2024	31.12.2023		activities (+64€m) and capital increase (+385€) partially offset by capex (-55€m), DIS acquisition (-80€) and buy-back plan (-23€m)
Net Financial Position	630.3	350.8		

Q4 2024 Guidance



Revenues: 150€m

(+/-3%)

Gross Margin: 42%

(+/-2%)

Ebitda Margin: 25%

(+/-2%)



Q&A





