



# 9M 2022 Results Presentation

December 6, 2022



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## Technoprobe at a glance

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1996

Year of  
Foundation

14

Offices  
Worldwide

2700

Employees  
Worldwide

+600

Proprietary  
patents

€547m

TTM Revenues\*



# Financial Highlights

## Q3 results

- **Revenues** were **177€m** up 83,3% YoY
- **Gross profit** was **110€m**, up 91,8% YoY, with a margin of 62,2%
- **Ebitda\*** (*excluding IPO costs*) was **90€m**, with a margin of 50,6%

## 9M results

- **Revenue:** were **428€m** up 57,4% YoY
- **Gross profit** was **260€m**, up 55,7% YoY with a margin of 60,7%
- **Ebitda\*** (*excluding IPO costs*) was **196€m**, up 62,0% YoY with a margin of 45,8%



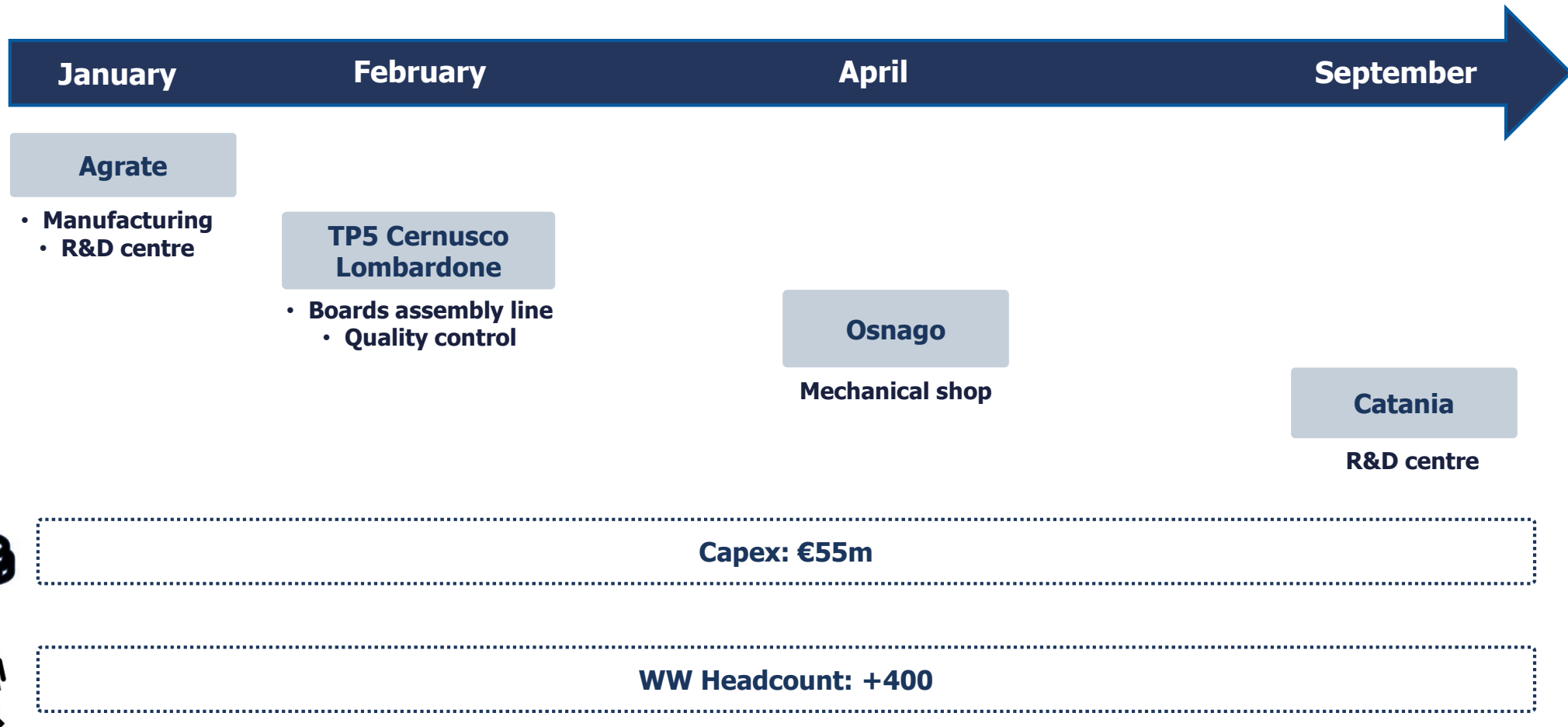
# 9M 2022 Results

	9M 2021	9M 2022	YoY Variance	Comments
€m				
<b>Revenues</b>	<b>272</b>	<b>428</b>	<b>+57,4%</b>	<ul style="list-style-type: none"> <li>• <b>Revenues</b> boosted by huge Q3 results: <ul style="list-style-type: none"> <li>• Record high order intake</li> <li>• Forex tailwind</li> </ul> </li> </ul>
<b>Gross profit</b> <i>% margin</i>	<b>167</b> <i>61,4%</i>	<b>260</b> <i>60,7%</i>	<b>+55,7%</b>	<ul style="list-style-type: none"> <li>• Positive forex impact on <b>Gross profit margin</b> has been more than offset by: <ul style="list-style-type: none"> <li>◦ inflation upward trend which mainly impacted costs of materials and utilities</li> <li>◦ costs related to the roll out of production lines in Italy</li> <li>◦ Inventory write-off</li> </ul> </li> </ul>
<b>EBITDA*</b> <i>(excluding IPO costs)</i> <i>% margin</i>	<b>121</b> <i>44,5%</i>	<b>196</b> <i>45,8%</i>	<b>+62,0%</b>	<ul style="list-style-type: none"> <li>• <b>Ebitda* margin</b> also benefitted from Q3 gross profit results and D&amp;A stabilization</li> </ul>
	31.12.2021	30.09.2022		
<b>Net Financial Position</b>	<b>135</b>	<b>338</b>		<ul style="list-style-type: none"> <li>• <b>Net financial position</b> boosted by IPO proceeds (€139m) and cash flow from operating activities (€112m), partially absorbed by investments (€55m) and tax payments (€12m)</li> </ul>

\* IPO costs recorded in Income statement amounted to €1.6m

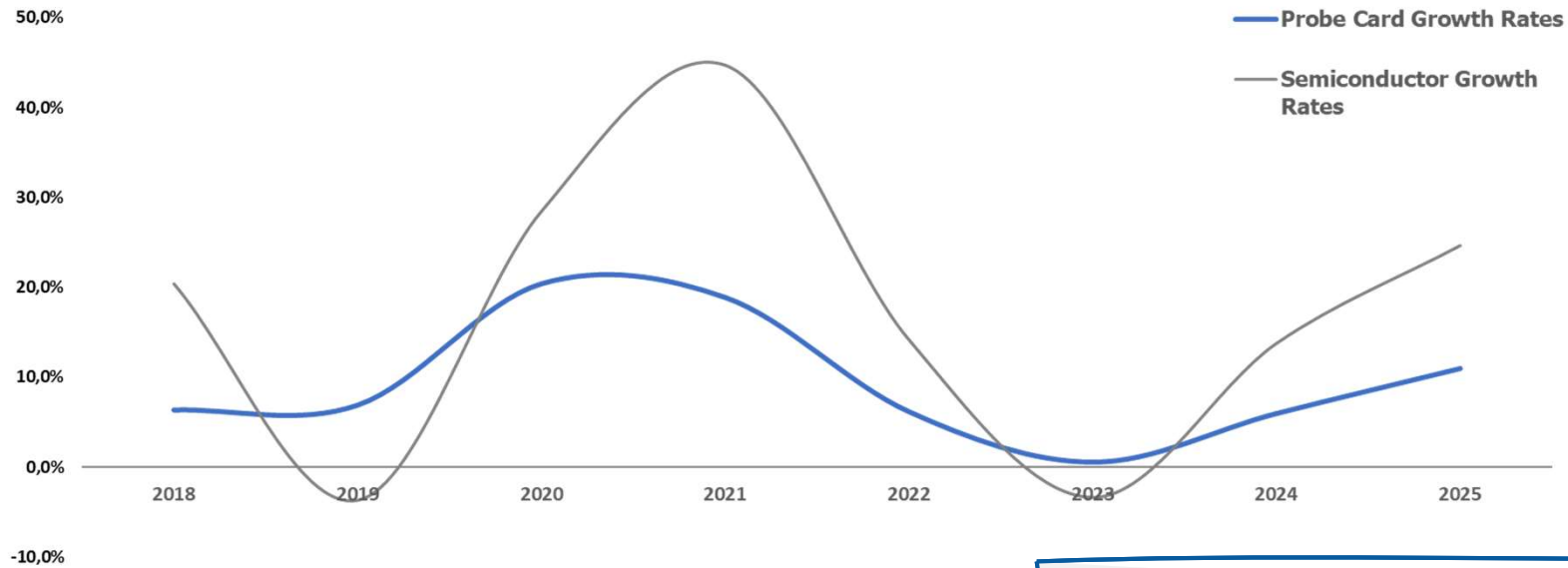


## 9M 2022 Capex & Headcount to fuel the growth





## Our Reference Market Trend



Semiconductor Probe Cards Market\*

2021

\$2.5bn

2022E

+6.2%

2023E

+0.6%

2024E

+6.0%

2025E

+11.0%

CAGR  
2022-2025

+5.8%

Logic Probe Cards\*

\$1.6bn

+9.1%

+1.4%

+6.0%

+11.5%

+6.3%

Memory Probe Cards\*

\$0.9bn

+1.0%

-1.0%

+6.0%

+10.0%

+4.9%



## Q4 business outlook and FY guidance

### Macroeconomic scenario

- FY2022E logic probe cards market at +9.1% YoY\*
- Challenging macroeconomic backdrop lead to a weak consumer demand and geopolitical/trade tensions sharpened China softness
- Slowdown in consumer demand vs. upward trend in Industrial (inclusive of Aerospace & Defence), Automotive, Datacenter, and Communications Infrastructure segments

### Guidance

#### Q4 2022

- **Revenues: €122m (+/-3%)**
- **Gross margin: 60% (+/- 2%)**
- **Ebitda margin (*excluding IPO costs*) \*\*: 42% (+/- 2%)**

#### FY 2022

- **Revenues: €550 (+/-1%)**
- **Gross margin: 60% (+/- 2%)**
- **Ebitda margin (*excluding IPO costs*) \*\*: 44% (+/- 2%)**

\*Source: TechInsight (Sept. 22 update)

\*\* IPO costs recorded in Income statement amounted to €1.6m





**Q&A**



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