



FY 2022 Results Presentation

February 27, 2023



Disclaimer

This proprietary presentation (including any accompanying oral presentation, question and answer session and any other document or materials distributed with or in connection with this presentation) (collectively, the "Presentation") has been prepared by Technoprobe S.p.A. (the "Company" and together with its subsidiaries, the "Technoprobe Group") for information purposes only. This Presentation should not be used for any other purpose. The Presentation is not intended to form the basis of any investment activity or decision and does not, and is not intended to, constitute or form part of, and should not be construed as, an offer to sell, a solicitation to buy, an invitation or a solicitation of an offer, to buy, sell or subscribe for or otherwise acquire, any securities of any kind in any jurisdiction where such an offer, solicitation or sale should require registration, qualification, notice, disclosure or application in the United States or in any other jurisdiction, nor shall it or any part of it form the basis of or be relied upon in connection with or act as any inducement or recommendation to enter into any contract or commitment or investment decision whatsoever.

This Presentation may not be distributed, reproduced, or used in whole or in part without the express consent of the Company or for any purpose other than those for which it has been prepared by the person to whom this document has been delivered.

The financial information set forth herein has been derived by the information set out in the Company's interim condensed consolidated financial statements as of and for the period ended on December 31, 2022, prepared in accordance with the International Financial Reporting Standards issued by the International Accounting Standards Board and endorsed by the European Union ("IFRS") had been subject to review. The Presentation has been independently verified and contains summary information only and does not purport to be comprehensive and is not intended to be (and should not be used as) the sole basis of any analysis or other evaluation. No representation or warranty (express or implied) is made as to, and no reliance should be placed on, the accuracy, completeness, quality, relevance, sufficiency or fairness for any purpose whatsoever of any of the information contained in the Presentation, including projections, estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein relating to, or resulting from, the Presentation, its inaccuracy or incompleteness, or the use of, or reliance upon, the Presentation. To the extent applicable, the industry, market and competitive position data contained in the Presentation has come from official or third party sources. Third-party industry publications, studies and surveys generally state that the data contained therein have been obtained from sources believed to be reliable, but that there is no guarantee of the fairness, quality, accuracy, relevance, completeness or sufficiency of such data. While the Technoprobe Group believes that each of these publications, studies and surveys has been prepared by a reputable source, the Technoprobe Group has not independently verified the data contained therein. In light of the foregoing, no reliance may be or should be placed on any of the industry, market or competitive position data contained in the Presentation.

The information in the Presentation may include statements that are, or may be deemed to be, forward-looking statements regarding future events and the future results of the Technoprobe Group that are based on current expectations, estimates, forecasts and projections about the industry in which the Technoprobe Group operates and the beliefs, assumptions and predictions about future events of the management of the Technoprobe Group. In particular, among other statements, certain statements with regard to management objectives, trends in results of operations, margins, costs, return on equity, risk management are forward-looking in nature. Forward-looking information and forward-looking statements (collectively, the "forward-looking statements") are based on the Technoprobe Group's internal expectations, estimates, projections assumptions and beliefs as at the date of such statements or information including management's assessment of the Technoprobe Group's future financial performance, plans, capital expenditures, potential acquisitions and operations concerning, among other things, future operating results from targeted business and development plans and various components thereof or the Technoprobe Group's future economic performance. The projections, estimates and beliefs contained in such forward-looking statements necessarily involve known and unknown risks, assumptions, uncertainties and other factors which may cause the Technoprobe Group's actual performance and financial results in future periods to differ materially from any estimates or projections contained herein. When used in the Presentation, the words "expects," "believes," "anticipate," "plans," "may," "will," "should", "scheduled", "targeted", "estimated" and similar expressions, and the negatives thereof, whether used in connection with financial performance forecasts, expectation for development funding or otherwise, are intended to identify forward-looking statements. Such statements are not promises or guarantees, and are subject to risks and uncertainties that could cause actual outcomes to differ materially from those suggested by any such statements and the risk that the future benefits and operating activity by the Technoprobe Group may be adversely impacted. These forward-looking statements speak only as of the date of the Presentation and are subject to change without notice and do not purport to contain all information that may be required to evaluate the Technoprobe Group. In the view of the Technoprobe Group's management, the Presentation was prepared by management on a reasonable basis, reflects the best currently available estimates and judgements, and presents, to the best of management's knowledge and belief, the expected course of action and the expected future performance and results of the Technoprobe Group. However, such forward-looking statements are not fact and should not be relied upon as being necessarily indicative of future results. The Technoprobe Group expressly disclaims any obligation or undertaking to release publicly any updates or revisions of the information, opinions or any forward-looking statement contained herein to reflect any change in its expectations with regard thereto or any change in events, conditions or circumstances on which any forward-looking statement is based except as required by applicable securities laws.

The Presentation contains non-International Financial Reporting Standards ("IFRS") industry benchmarks and terms, such as EBITDA, EBITDA Margin, Gross Operating Margin, Gross operating margin percentage, Research and development expense ratio, Capital expenditures, Net Financial Position. The non-IFRS financial measures do not have any standardized meaning and therefore are unlikely to be comparable to similar measures presented by other companies. The Technoprobe Group uses the foregoing measures to help evaluate its performance. As an indicator of the Technoprobe Group's performance, these measures should not be considered as an alternative to, or more meaningful than, measures of performance as determined in accordance with IFRS. The Technoprobe Group believes these measures to be key measures as they demonstrate the Technoprobe Group's underlying ability to generate the cash necessary to fund operations and support activities related to its major assets. By reading or accessing the Presentation you acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Technoprobe Group and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the Technoprobe Group's business. Recipients should not construe the contents of the Presentation as legal, tax, regulatory, financial or accounting advice and are urged to consult with their own advisers in relation to such matters. Unless as otherwise stated herein, the Presentation speaks only as of December 31, 2022 and the information and opinions contained in the Presentation are subject to change without notice and do not purport to contain all information that may be required to evaluate the Technoprobe Group. The information included in the Presentation may be subject to updating, completion, revision and amendment and such information may change materially. No person is under any obligation to update or keep current the information contained in the Presentation and any opinions expressed relating thereto are subject to change without notice. To the fullest extent permissible by law, the Technoprobe Group disclaims all and any responsibility or liability, whether arising in tort, contract or otherwise, which it might otherwise have in respect of the Presentation.



Technoprobe at a glance

1996

Year of
Foundation

14

Offices
Worldwide

2700

Employees
Worldwide

+600

Proprietary
patents

€549m

FY2022 Revenues



Financial Highlights

Q4 results

- **Revenues** were **121€m** up 1% YoY
- **Gross profit** was **73€m**, up 8% YoY, with a margin of 60%
- **Ebitda** was **51€m**, with a margin of 42%

FY results

- **Revenue** were **549€m** up 40% YoY
- **Gross profit** was **333€m**, up 42% YoY with a margin of 61%
- **Ebitda** was **245€m**, up 40% YoY with a margin of 45%



FY 2022 Results

	FY 2021	FY 2022	YoY Variance	Comments
€m				
Revenues	392	549	+40%	<ul style="list-style-type: none"> • Revenues boosted by: <ul style="list-style-type: none"> ○ Volume increase ○ Higher market share ○ Forex tailwind • Positive forex impact on Gross profit margin has been almost offset by: <ul style="list-style-type: none"> ○ inflation upward trend which mainly impacted costs of materials and utilities ○ costs related to the roll out of production lines in Italy ○ Inventory write-off • Ebitda margin also benefitted from Q3 results and D&A stabilization • Net financial position boosted by IPO proceeds (€139m) and cash flow from operating activities (€207m), partially absorbed by investments (€78m) and tax payments (€32m)
Gross profit <i>% margin</i>	235 <i>60%</i>	333 <i>61%</i>	+42%	
EBITDA <i>% margin</i>	175 <i>45%</i>	245 <i>45%</i>	+40%	
	31.12.2021	31.12.2022		
Net Financial Position	135	403		



FY 2022 Results: Capex & R&D

	FY 2021	FY 2022	YoY Variance	Comments
€m				
Capex	59	78	+33%	<ul style="list-style-type: none">• Mainly in Italy to foster the manufacturing capacity
R&D	34	56	+67%	<ul style="list-style-type: none">• Steady as % of revenues
<i>% of revenues</i>	<i>9%</i>	<i>10%</i>		



Semis Market Outlook

MATURE NODES		Q3 22	Q4 22	Q1 23E	Q2 23	Q3 23	Q4 23	FY 2024
 	Consumer Products	↓ 	↓ 	↓	↓	↑	↑	↑
	Automotive	↑	↑	↑	↑	↑	↑	↑
	Industrials	↑	↑	↑	↑	↑	↑	↑
	Inventory Level	HIGH	HIGH	HIGH	MODERATE	REGULAR	REGULAR	REGULAR

LEADING EDGE TECHNOLOGIES		2022	2023	FY 2024
	WiFi Infrastructure	↑	↑	↑
 	AI & Data Center	↑	↑	↑
	EV & AGV	↑	↑	↑

2023 GOAL
 navigate the downcycle maintaining
 manufacturing capacity to ride
 2024 expected upward



Q1 23 guidance

Guidance

Revenues: €88m (+/-3%)

Gross margin: 52% (+/-2%)

Ebitda margin: 30% (+/-2%)

Comments

- **Revenues** affected by shrink in the consumer market

- **Gross Margin** and **Ebitda Margin** temporarily impacted by revenue contractions and related under-absorption of fixed / semifixed costs



Q&A



Appendix



Consolidated Income Statement

<i>(In Euro thousands)</i>	Year ended December 31,	
	2022	2021
Revenue	548,929	391,737
Cost of revenue	(216,149)	(157,016)
Gross profit	332,780	234,721
Operating expenses		
Research and development	(56,419)	(33,706)
Selling, general and administrative	(67,737)	(51,359)
Net impairment of financial assets	(178)	243
Total operating expenses	(124,334)	(84,822)
Operating profit	208,446	149,899
Other income, net	(4,155)	(4,468)
Net finance income (expenses)	1,024	(115)
Foreign exchange gains (losses)	1,915	7,107
Profit before tax	207,230	152,423
Income tax expense	(59,015)	(33,076)
Net profit	148,215	119,347



Consolidated Balance Sheet

	As of December 31,	
	2022	2021
<i>(In Euro thousands)</i>		
ASSETS		
Non-current assets		
Property, plant and equipment	209,736	169,198
Intangible assets	10,742	6,673
Goodwill	10,351	9,757
Deferred tax assets	16,598	13,604
Non-current financial assets	1,021	835
Other non-current assets	1,987	1,383
Total non-current assets	250,435	201,450
Current assets		
Inventories	110,387	71,901
Trade receivables	75,418	102,848
Current financial assets	2,300	132
Current tax receivables	363	1,898
Other current assets	16,884	12,365
Cash and cash equivalents	411,031	146,754
Total current assets	616,383	335,898
Total Assets	866,818	537,348
EQUITY AND LIABILITIES		
Equity		
Share capital	6,010	5,760
Reserves	582,022	319,669
Net profit attributable to the owners of the Parent	147,904	118,321
Total shareholders' equity attributable to the owners of the Parent	735,936	443,750
Equity attributable to non-controlling interests	1,039	2,533
Total equity	736,975	446,283
Non-current liabilities		
Non-current lease liabilities	5,847	5,516
Deferred tax liabilities	320	335
Employee benefits obligations	297	2,665
Provision for risks and charges	20,073	11,625
Other non-current liabilities	36	24
Total non-current liabilities	26,573	20,165
Current liabilities		
Trade payables	40,858	32,782
Contract liabilities	-	8
Current financial liabilities	-	4,646
Current lease liabilities	2,352	2,013
Current tax payables	21,756	1,130
Other current liabilities	38,304	30,321
Total current liabilities	103,270	70,900
Total liabilities	129,843	91,065
Total equity and liabilities	866,818	537,348



Consolidated Cash Flow Statement

<i>(In Euro thousands)</i>	Year ended December 31,	
	2022	2021
Profit before tax	207,230	152,423
<i>Adjustments for:</i>		
Amortization, depreciation and impairment	36,736	25,042
Gains (losses) on disposals	(235)	(243)
Net finance (income) expenses	(1,024)	115
Other non-cash adjustments	16,928	13,744
Cash flow generated by operating activities before changes in net working capital	259,635	191,081
Change in inventories	(45,382)	(38,094)
Change in trade receivables	27,250	(22,084)
Change in trade payables	8,225	5,392
Changes in other assets/ liabilities	765	10,155
Utilization of provisions for risks and charges and employee benefits obligations	(5,339)	(1,741)
Income tax paid	(37,918)	(63,448)
Net cash flow generated by operating activities	207,236	81,261
Purchase of property, plant and equipment (excluding right of use assets)	(74,642)	(58,705)
Purchase of intangible assets	(5,073)	(987)
Disposal of property, plant and equipment	1,297	795
Net investments in financial assets	(97)	(108)
Finance income received	198	81
Net cash flow used in investing activities	(78,317)	(58,924)
Financial liabilities reimbursement	(4,646)	(30,407)
Repayment of lease liabilities	(3,084)	(2,478)
Finance expenses paid	(213)	(152)
Capital increase	139,366	-
Dividend paid	(1,129)	(4,604)
Net cash flow generated by / (used in) financing activities	130,294	(37,641)
Total cash flow generated by / (used in) during the year	259,213	(15,304)
Cash and cash equivalents at the beginning of the year	146,754	158,296
Total changes in cash and cash equivalents	259,213	(15,304)
Exchange differences from translation of cash and cash equivalents	5,064	3,762
Cash and cash equivalents at the end of the year	411,031	146,754

