

14th April 2025



# Capital Market Day 2025



TECHNOPROBE



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This also applies to the forward-looking estimates and forecasts derived from third-party studies. Consequently, neither the Company nor its management can give any assurance regarding the future accuracy of the estimates of future performance set forth in this document or the actual occurrence of the predicted developments. Stefano Beretta, as the officer in charge of

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# Agenda



## Capital Market Day <sup>2025</sup>

### 01 | **Our Vision & Strategy**

Stefano Felici - CEO

### 02 | **Market Perspective**

Marco Prea - CCO

### 03 | **Technology & Testing**

Joe Parks - CTO

### 04 | **Financial Outlook**

Stefano Beretta - CFO

# Agenda



## 01 | Our Vision & Strategy

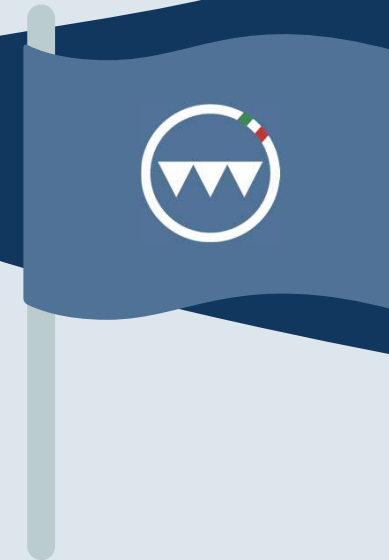
Stefano Felici - CEO

Capital  
Market  
Day 2025

01 | Our Vision & Strategy  
**So far so good**

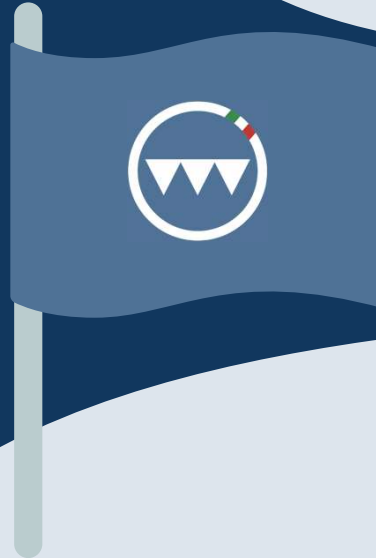
Leading player in designing &  
manufacturing of MEMS **Probe**  
**Cards** for logic chips

**60%**  
2024 Market Share



01 | Our Vision & Strategy  
**So far so good**

**Customer satisfaction  
and reputation as  
cornerstone values**



**intel**

**Intel's 2025 EPIC  
Supplier Award**

**NEW**

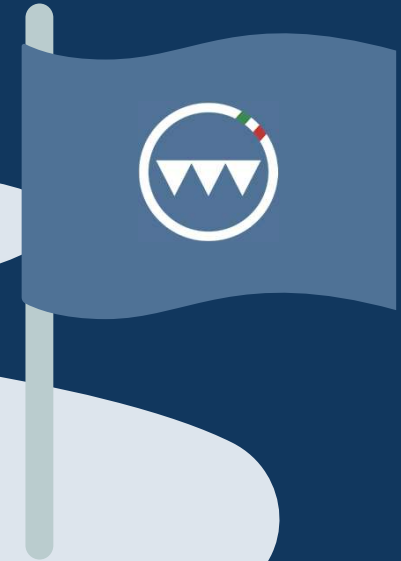
**TSMC's Excellent  
Performance Award 2024**



01 | Our Vision & Strategy  
**So far so good**



Strong focus on **innovation**

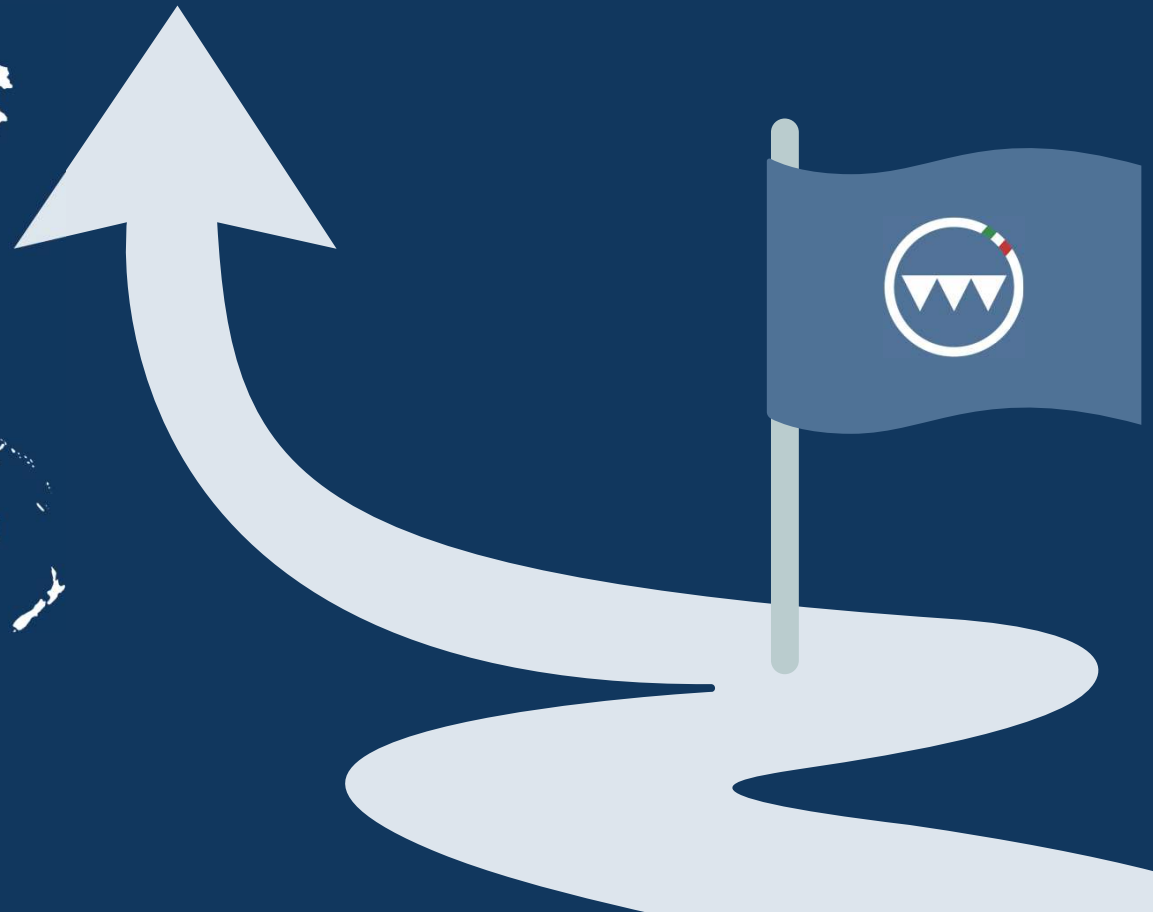


**+600**  
Patents

01 | Our Vision & Strategy  
**So far so good**

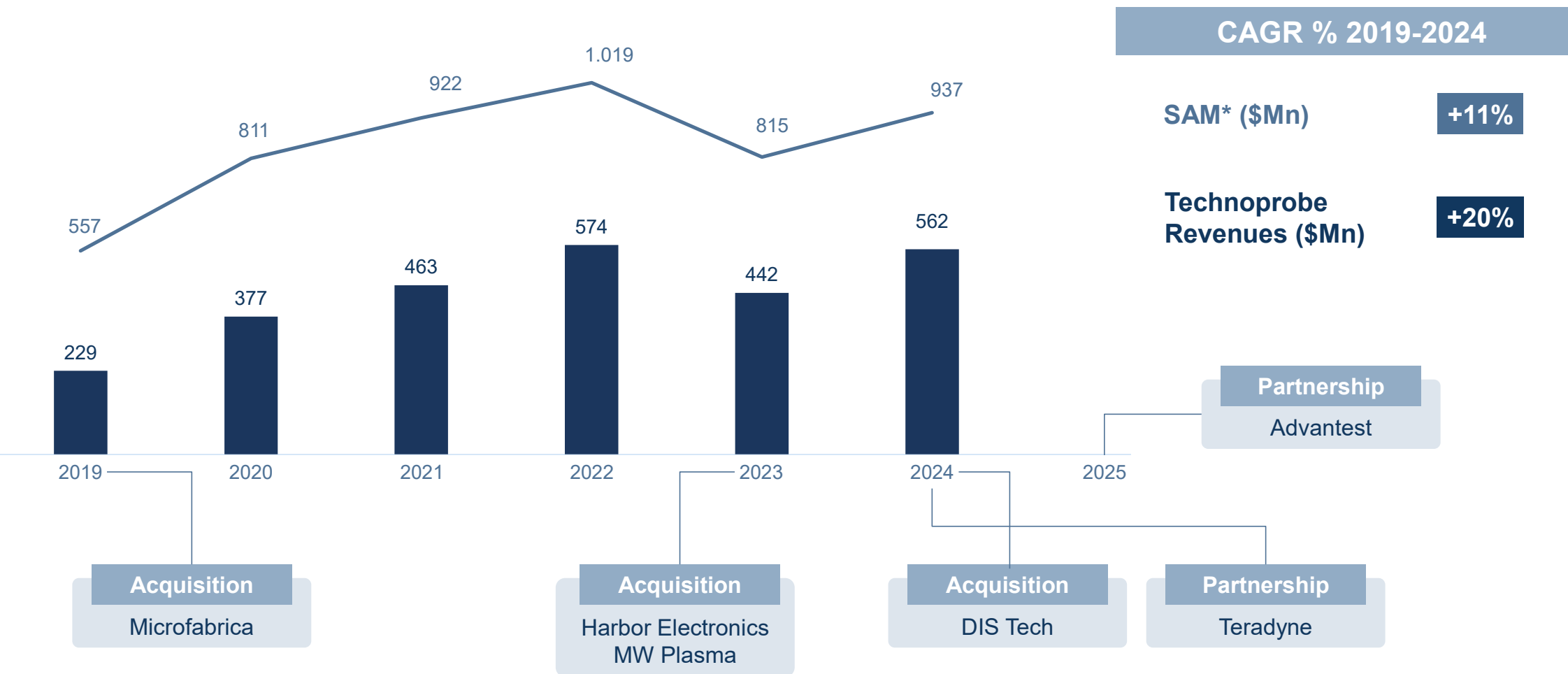


Extensive **global presence**  
and widespread **local footprint**



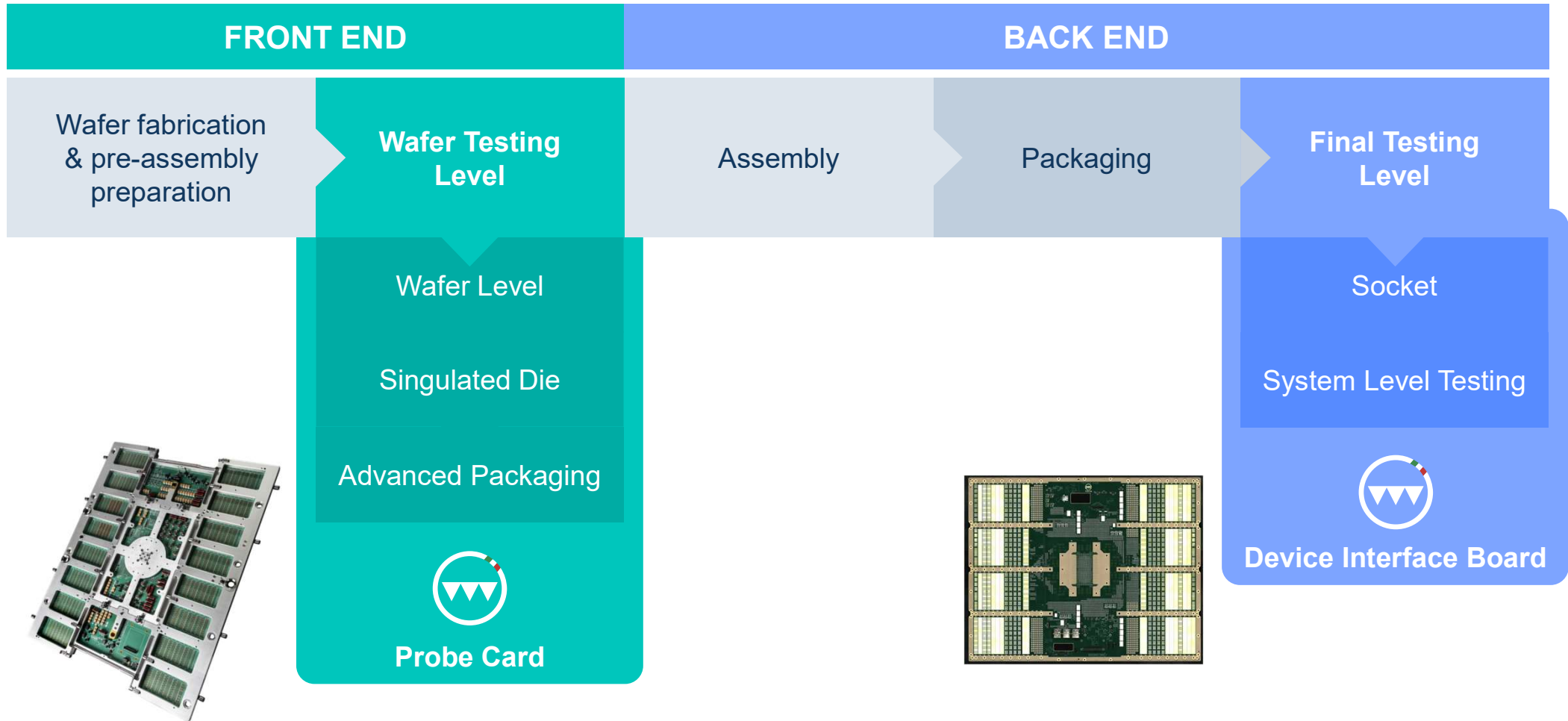


# Technoprobe evolution

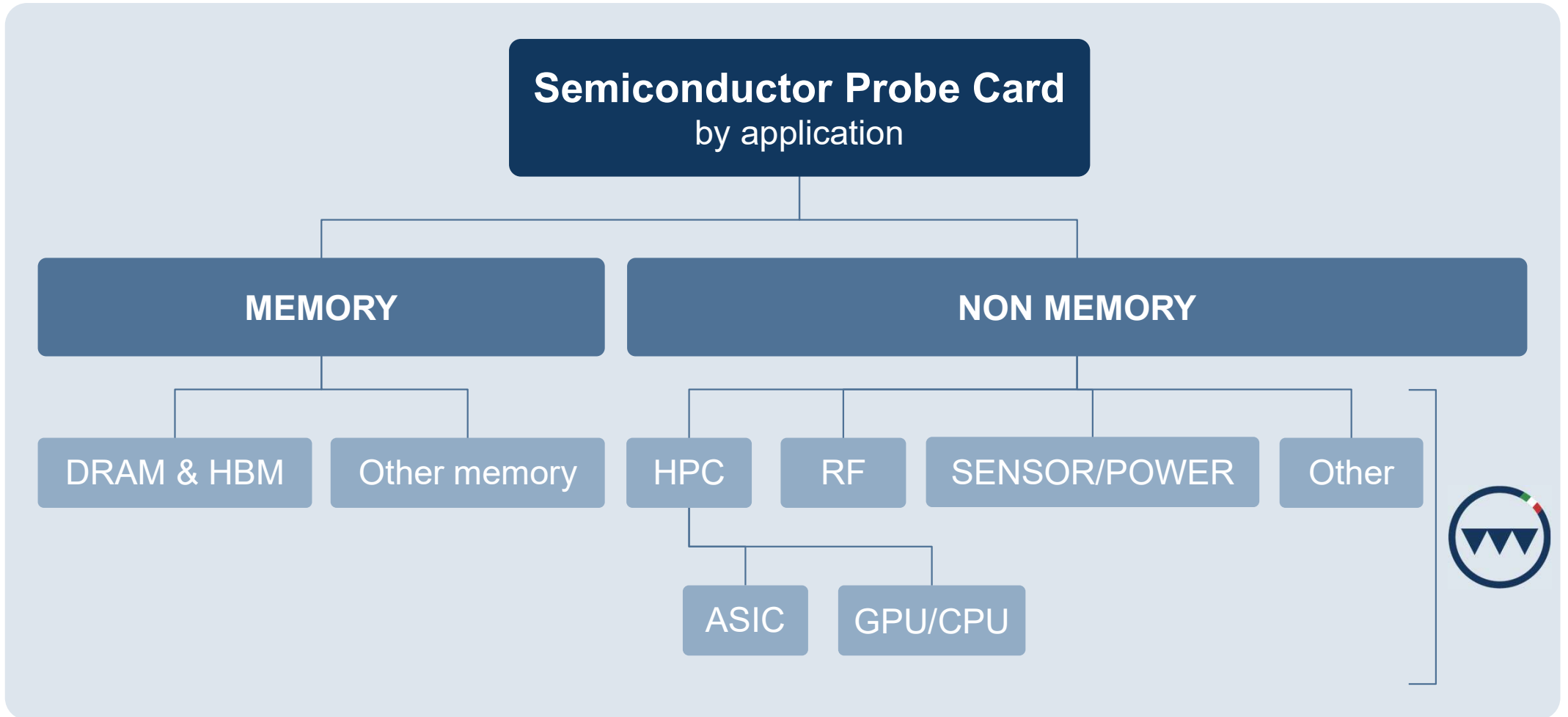


SAM\*: MEMS Logic Probe Cards – Do not include Final Testing Market. Consistently, 2024 Revenues do not include Final Test for USD28m.  
 Source: Yole – Semiconductor Test Consumables market monitor Q3 2024 (Sept.2024) – rounded figures.  
 Revenues USD @ average annual exchange rate (CAGR €: +21.6%).

# Our positioning in the testing space

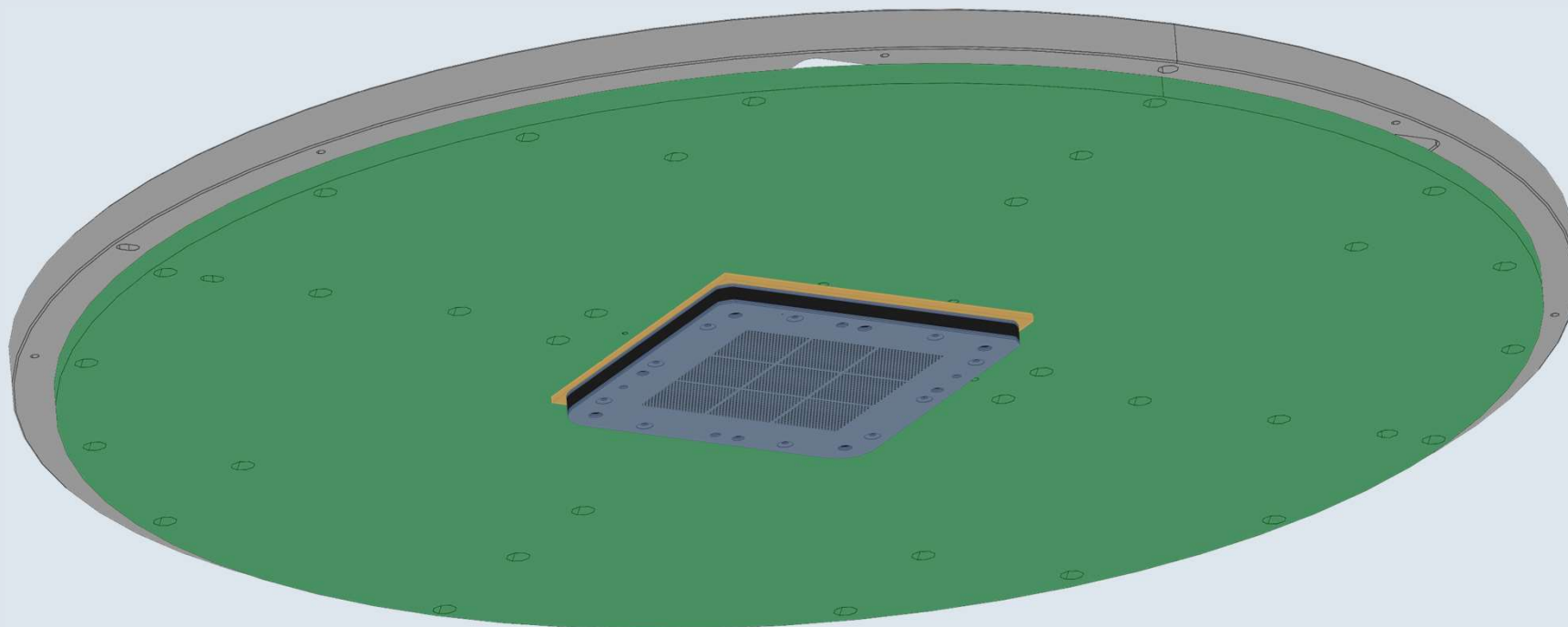


# Our positioning in the semiconductor Probe Card market



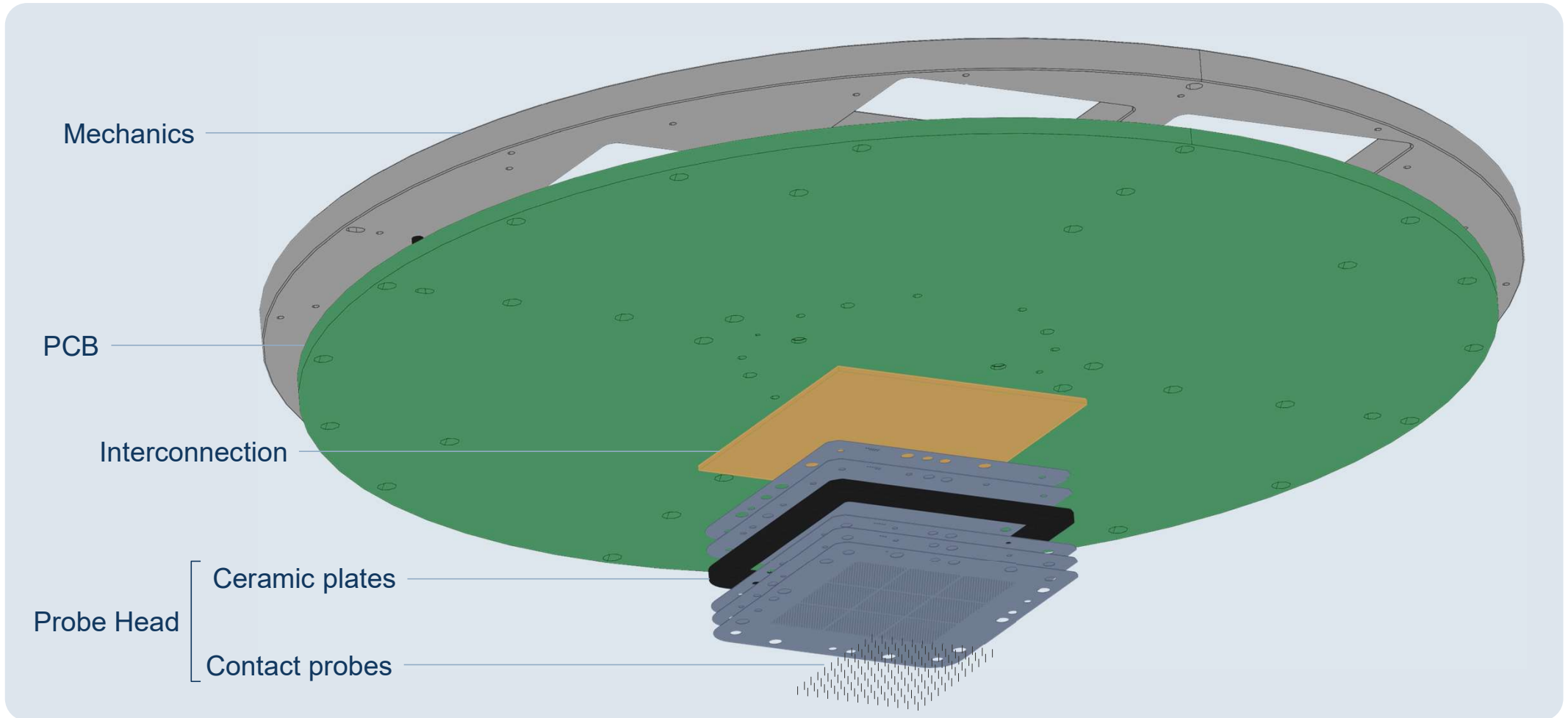
01 | Our Vision & Strategy

# The Probe Card



01 | Our Vision & Strategy

# The Probe Card

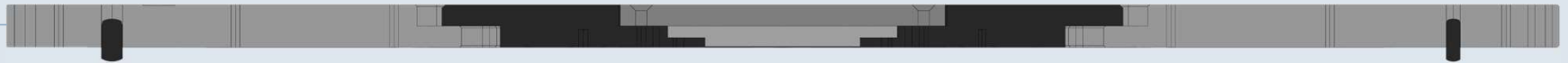


01 | Our Vision & Strategy

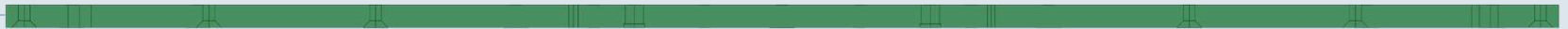
# The Probe Card



Mechanics



PCB



Interconnection



Probe Head

Ceramic plates



Contact probes



# Our business model



Design

Manufacturing

Assembly

## Wafer Testing Level

Mechanics



PCB



Manufacturing partners  
& other suppliers



Interconnection



Probe head

Ceramic plates  
Contact probes



## Final Testing Level

Device Interface  
Boards



Manufacturing partners  
& other suppliers



# Built an open eco-system partnerships



## TERADYNE

**Accelerate growth** of complete  
Probe Card and Final Test  
Interfaces by acquisition of DIS

**Joint Development Projects**  
to deliver superior customer  
value in SOC and Memory



## TECHNOPROBE

## ADVANTEST

**Priority suppliers**  
of PCB

**Joint Development Projects**  
to share knowledge



# Challenges & strategic setting



1

## Evolution of chip technology (more than Moore)

Scaling slow down as enabler for **chiplets**,  
**3D architectures** and **new materials**

→ Continuous investments in R&D

→ M&A as accelerator of  
technological development

2

## Increase in complexity

**Design and manufacturing** are becoming essential  
capabilities to reliably deliver **complex solutions**

→ Strategic partnerships

→ Vertical integration of the most value-  
added components of the probe card

3

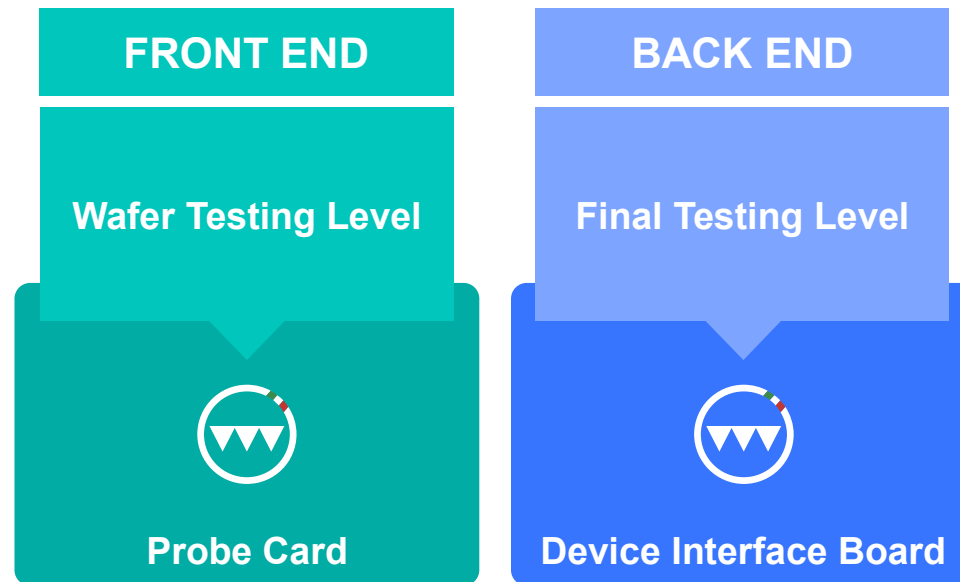
## Client satisfaction

**Reliability** of the product & **on-time delivery**

→ Support on site

→ Commercial agreements

# What's next?





## Consolidate the leading positioning in all test segments

### FRONT END

Drive advancements in Logic Semiconductor Testing

Proliferate high-speed, high-voltage, radio frequency and silicon photonics

Enter the High Bandwidth Memory (HBM) segment

### BACK END

Strengthen positioning in Final Testing

# Agenda



## Capital Market Day <sup>2025</sup>

### 01 | **Our Vision & Strategy**

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Marco Prea - CCO

### 03 | **Technology & Testing**

Joe Parks - CTO

### 04 | **Mid-term Plan**

Stefano Beretta - CFO

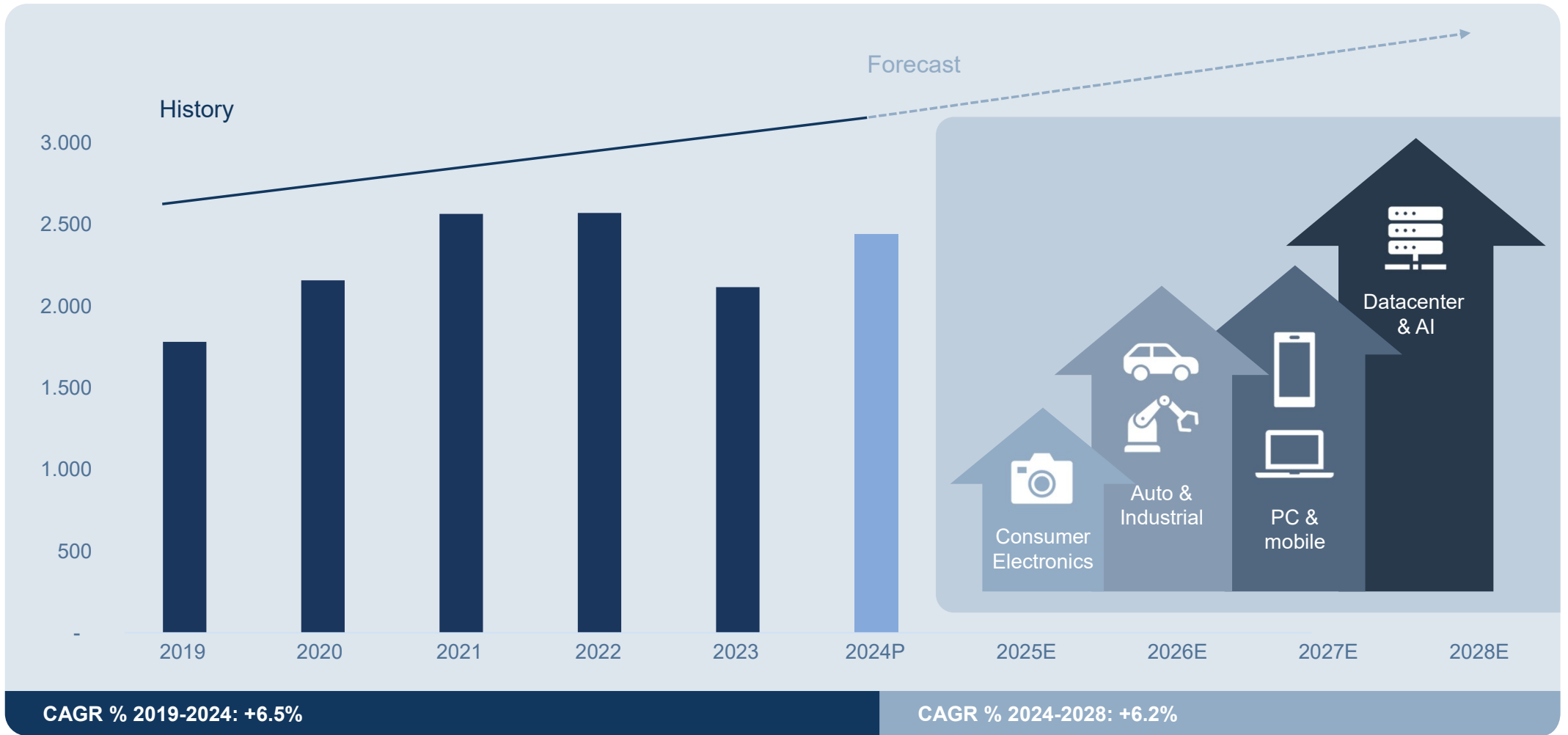
# Agenda



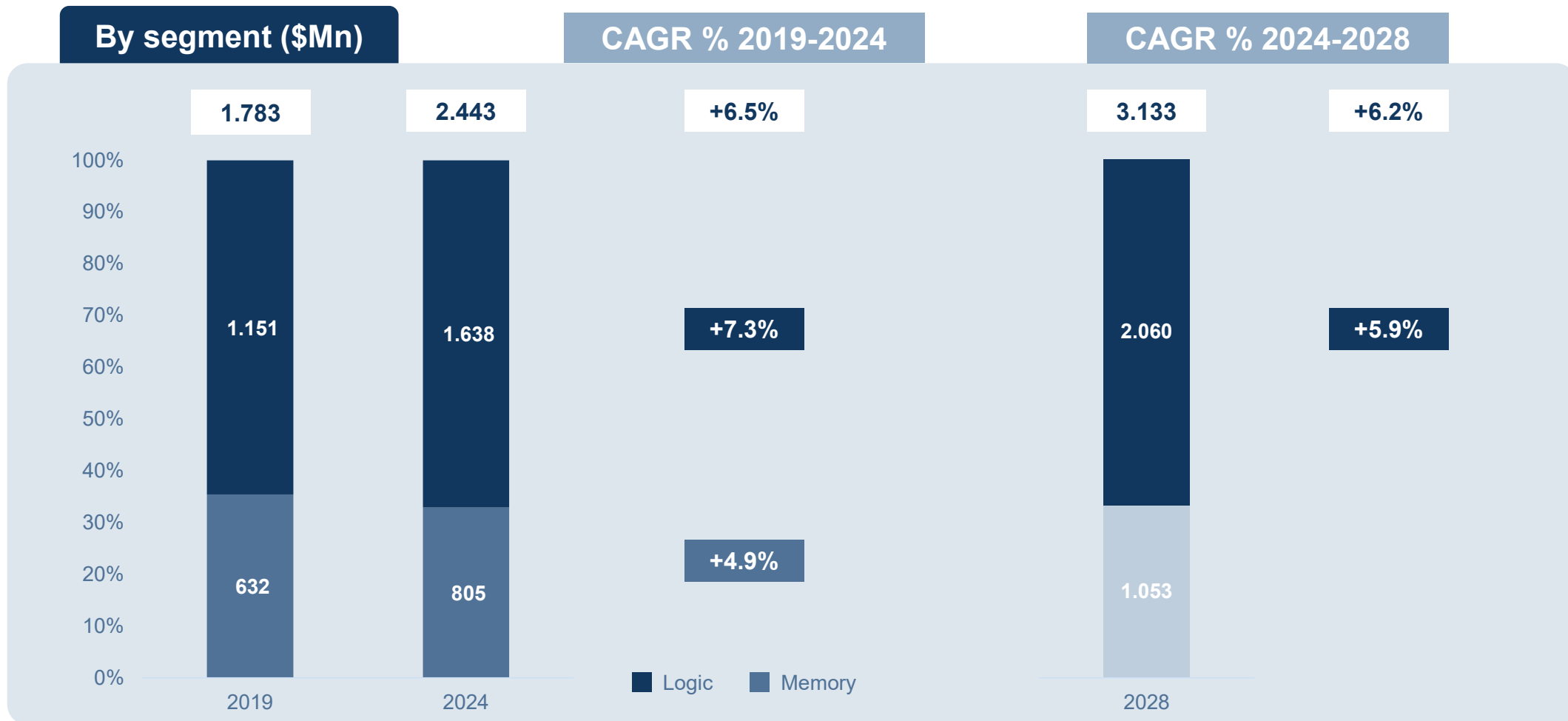
## 02 | Market Perspective Marco Prea - CCO

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Market  
Day 2025

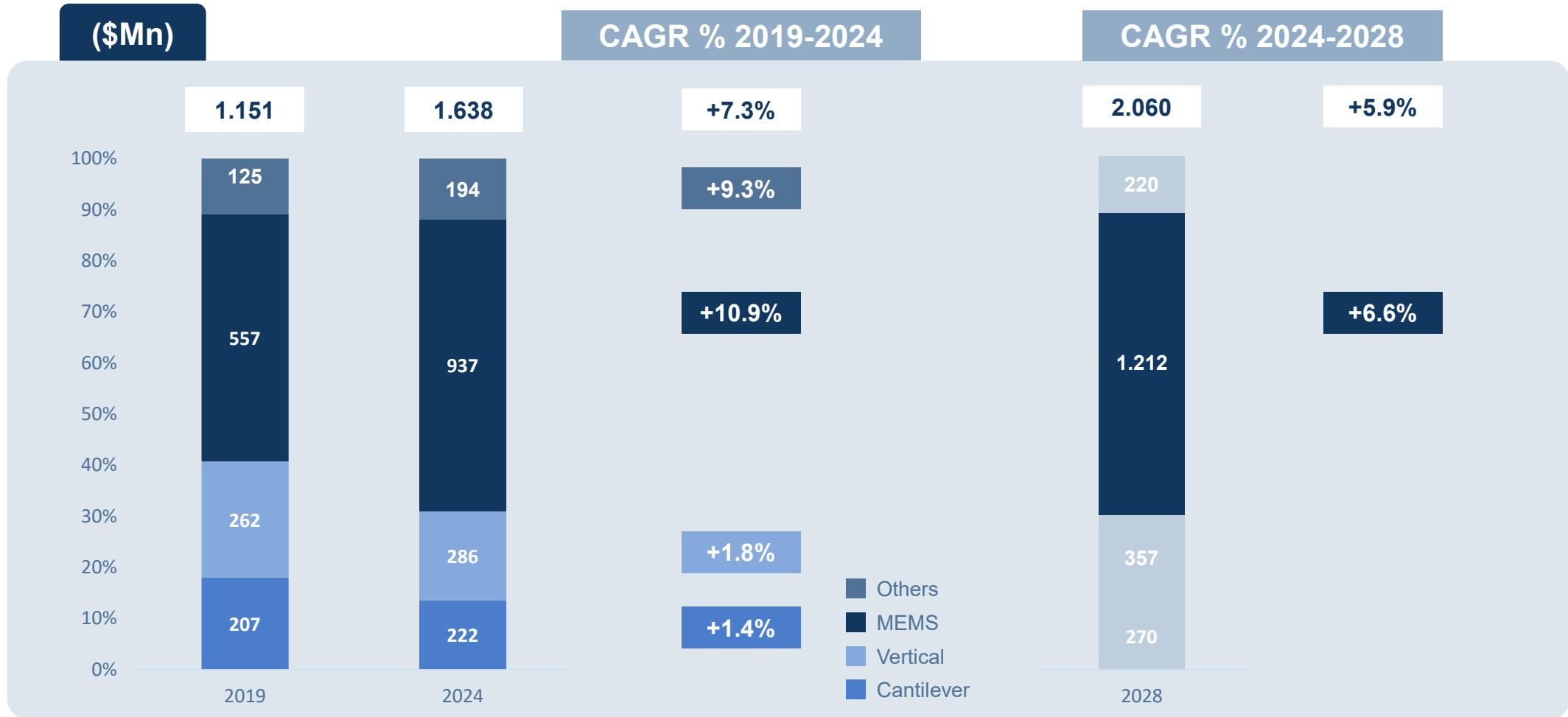
# The Probe Card market (\$Mn)



# The Probe Card market



# Logic Probe Card by technology

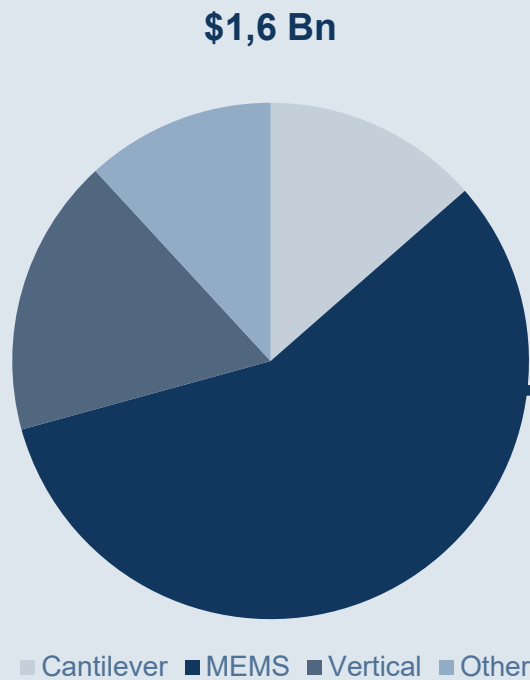




## Our reference markets

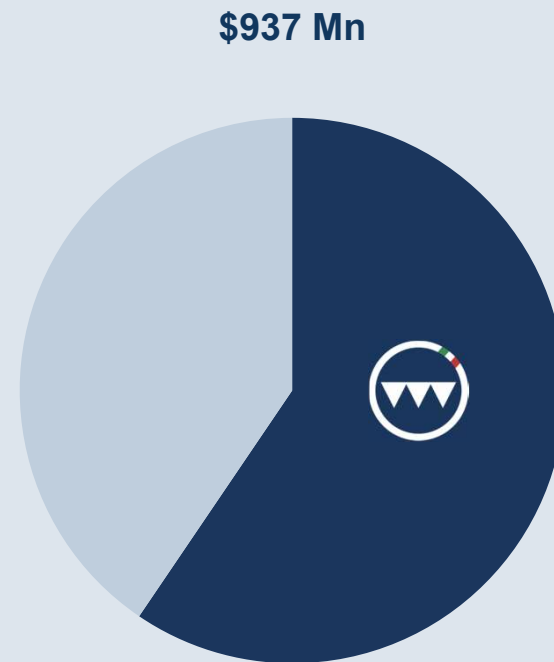


2024 Logic Probe Card market



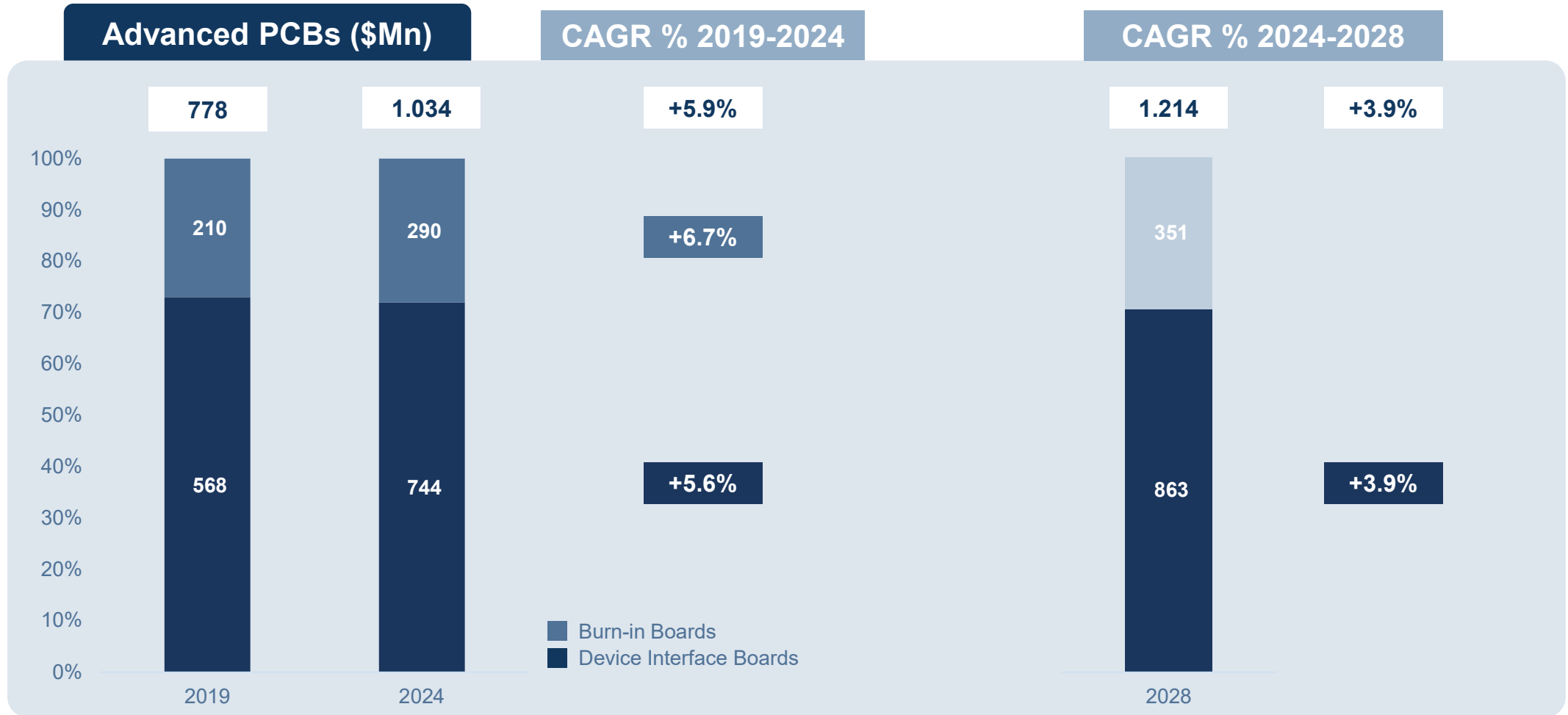
Market Share: 34%

2024 MEMS Logic Probe Card



Market Share: 60%

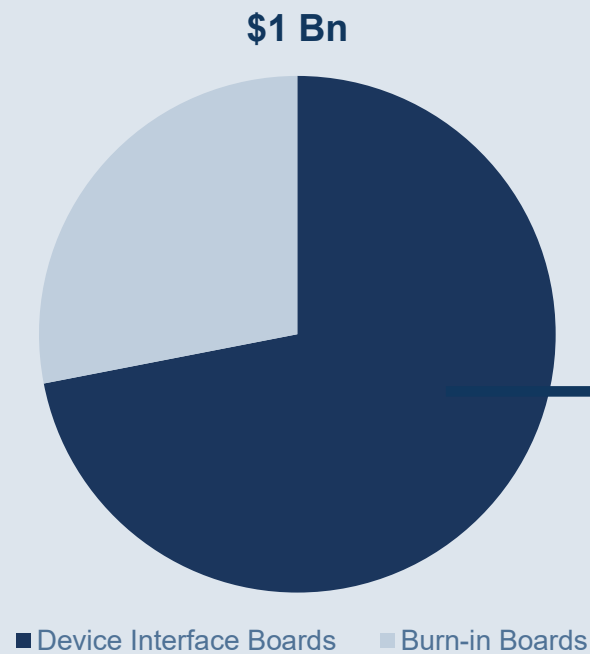
# Final Testing market – Advanced PCBs



## Our reference markets

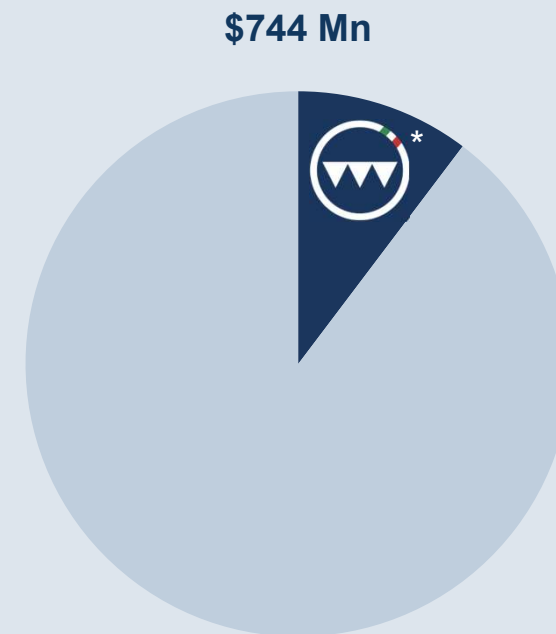


### 2024 Advanced PCB for semiconductor



**Market Share: 6%**

### 2024 Final Test DIB market

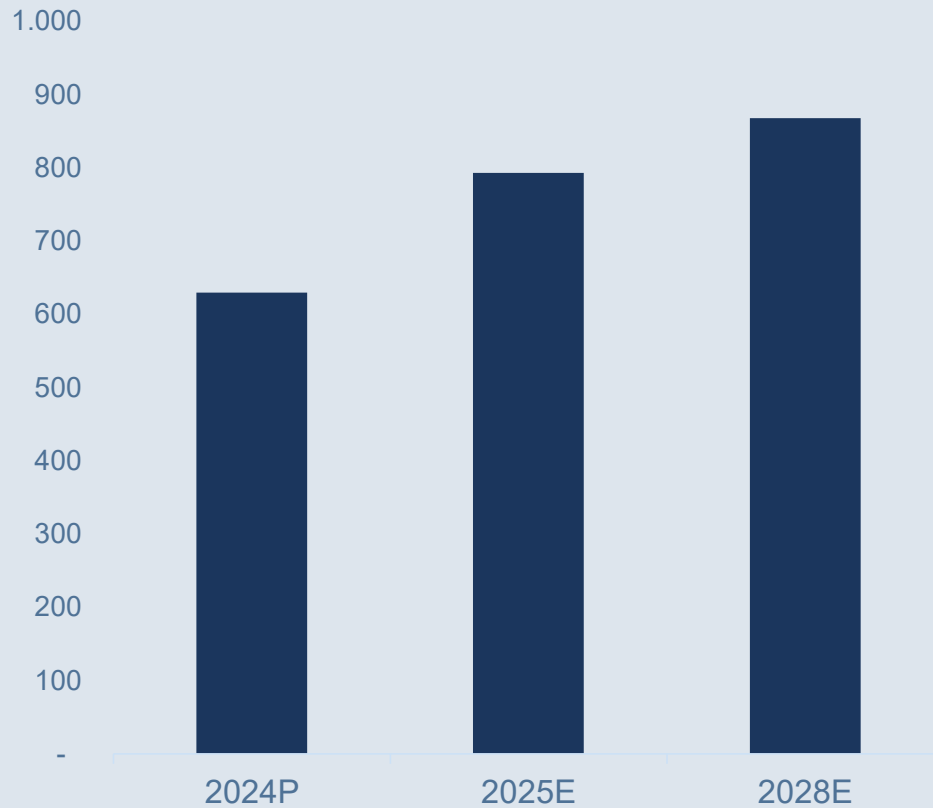


**Market Share\*: 8%**

## Focus on Memory market

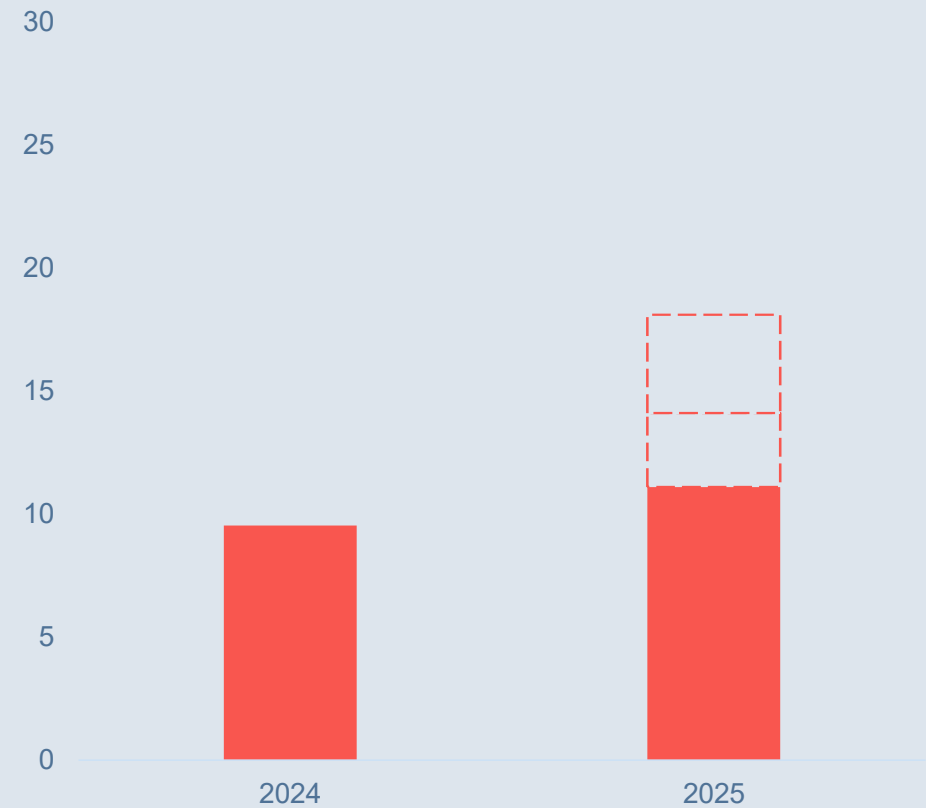


Semiconductor market (\$Bn)



CAGR % 2019-2024: +13%

Next Generation Memory market (\$Bn)





## MEMS Logic PC

Ever-growing market for leading edge technology

Key positioning on technological advances

## Final Test

Immediate exposure to an expanded SAM

Technological breakthroughs from FusionLink

## HBM

New challenge & opportunity

MEMS technology as a potential game changer

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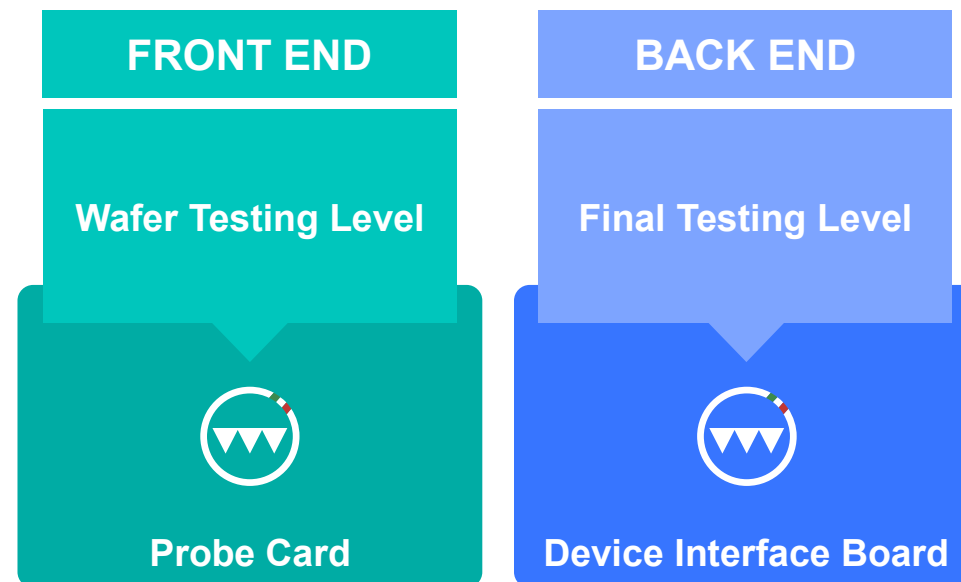


## 03 | Technology & Testing

Joe Parks - CTO

Capital  
Market  
Day 2025

## Growth drivers & trajectories





## Growth drivers & trajectories



### FRONT END

Drive advancements in Logic Semiconductor Testing

Proliferate high-speed, high-voltage, radio frequency and silicon photonics

Enter the High Bandwidth Memory (HBM) segment

### BACK END

Strengthen positioning in Final Testing

03 | Technology & Testing

## Growth drivers & trajectories



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Drive advancements in Logic Semiconductor Testing

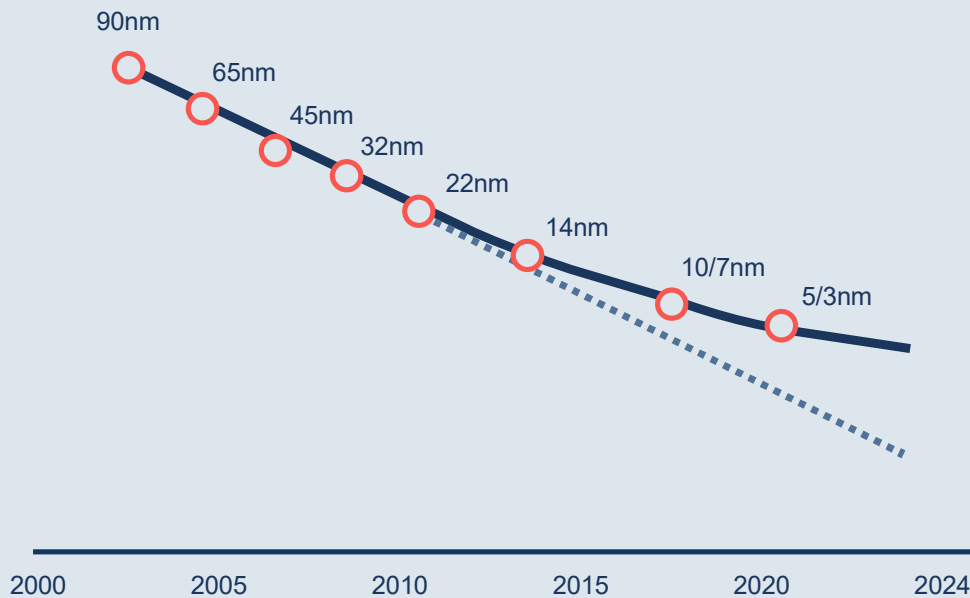
# Semiconductor technology trend



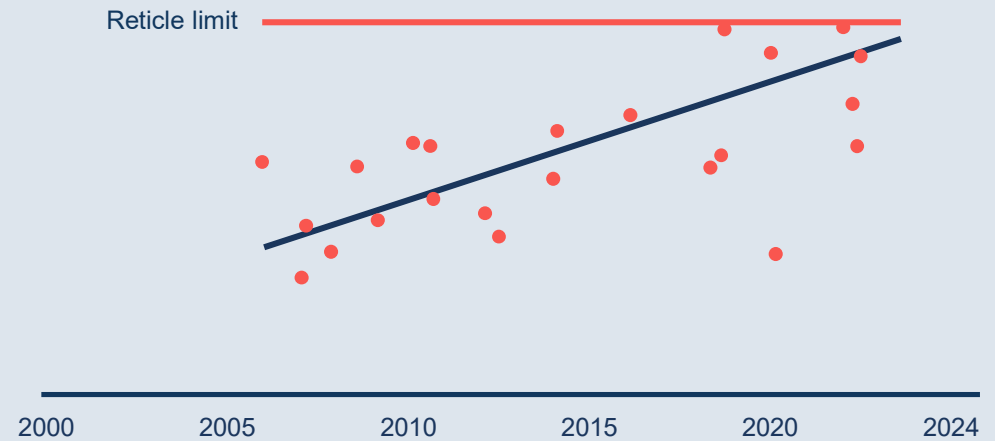
## Industry motivation behind advanced packaging

How to continue drive for increase compute power in light of transistor density rate lower and die size growth limitations?

Transistor scaling rate is decreasing



Die size scaling limited by reticle size and yield optimization



# Semiconductor technology trend



## Solution: die disaggregation and advanced packaging

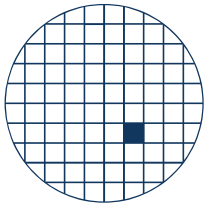
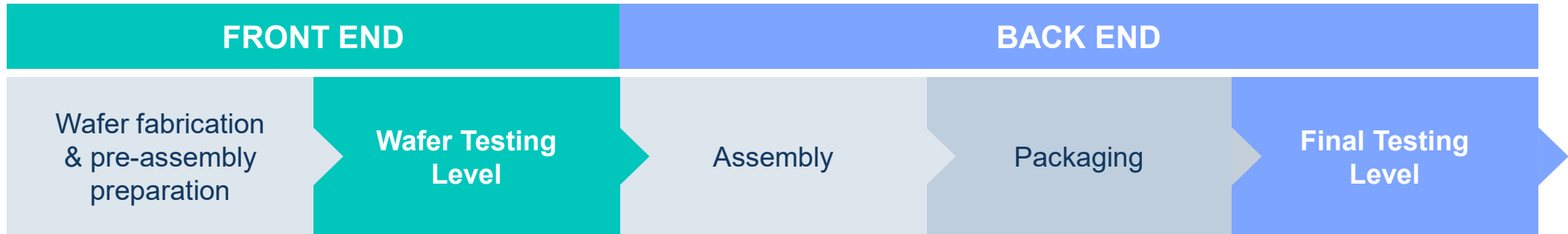
<b>Compute</b>	Up to <b>128</b> Ray tracing Units	Highest Compute Density socket & node	<b>128 Xe Cores</b>
<b>Memory</b>	Up to <b>64MB</b> L1 cache in 2 Stacks	Up to <b>408MB</b> L2 Cache in 2 Stacks	<b>HBM2e</b>
<b>I/O</b>	Up to <b>8</b> Fully Connected GPUs	<b>PCIe Gen 5</b>	<b>Xe Link</b> High-Speed Coherent Unified Fabric
<b>Technology</b>	<b>EMIB</b>	<b>Foveros</b>	Intel 7 TSMC N5 TSMC N7

**Ponte Vecchio**  
Xe HPC based GPU

Source: Intel

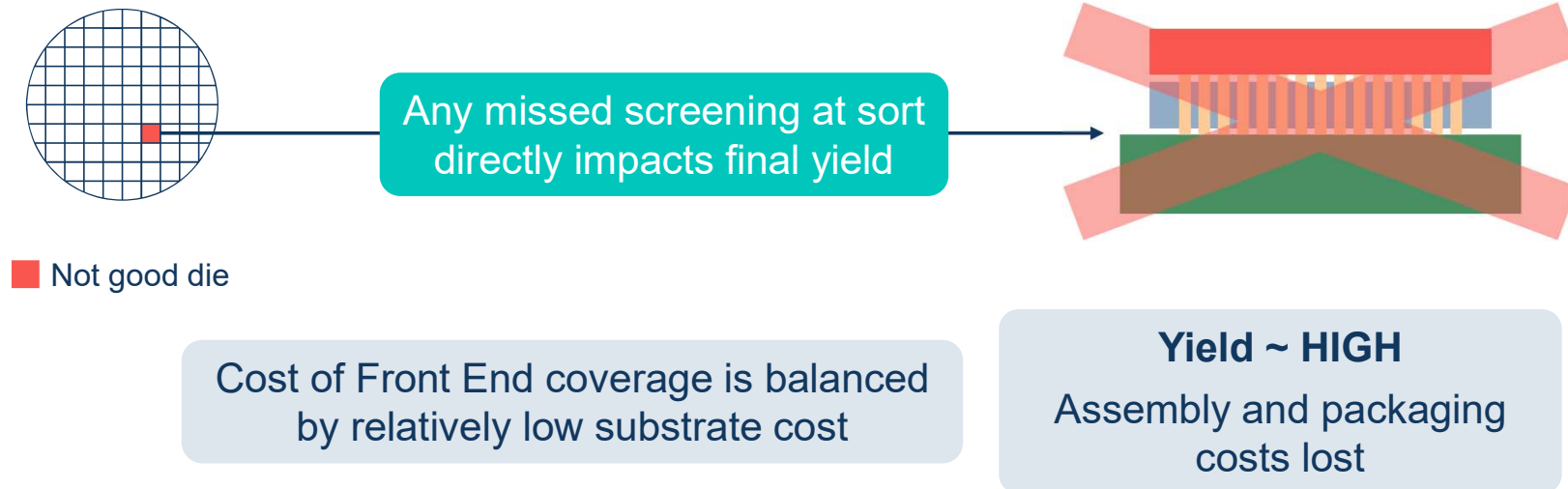
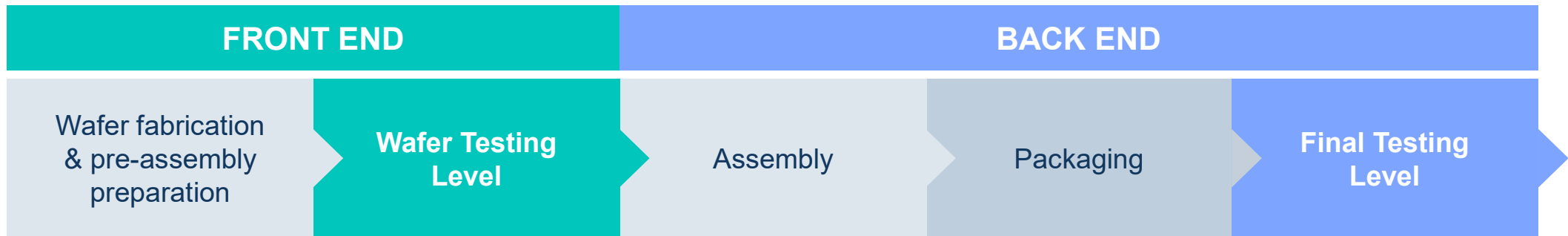
- Improved wafer-level yield with smaller chiplet
- Optimizing performance with mixed functionality capabilities
  - Memory
  - Co-packaged optics
- Allows for mixed technology node application and IP reuse

# Role of test in disaggregated world

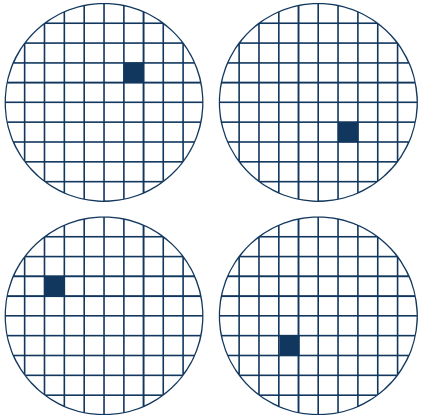
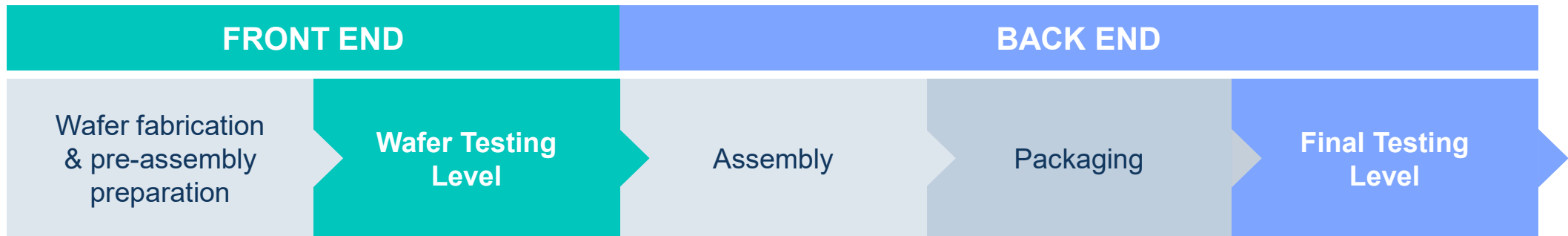


Easy example: **single die** into a package

# Role of test in disaggregated world

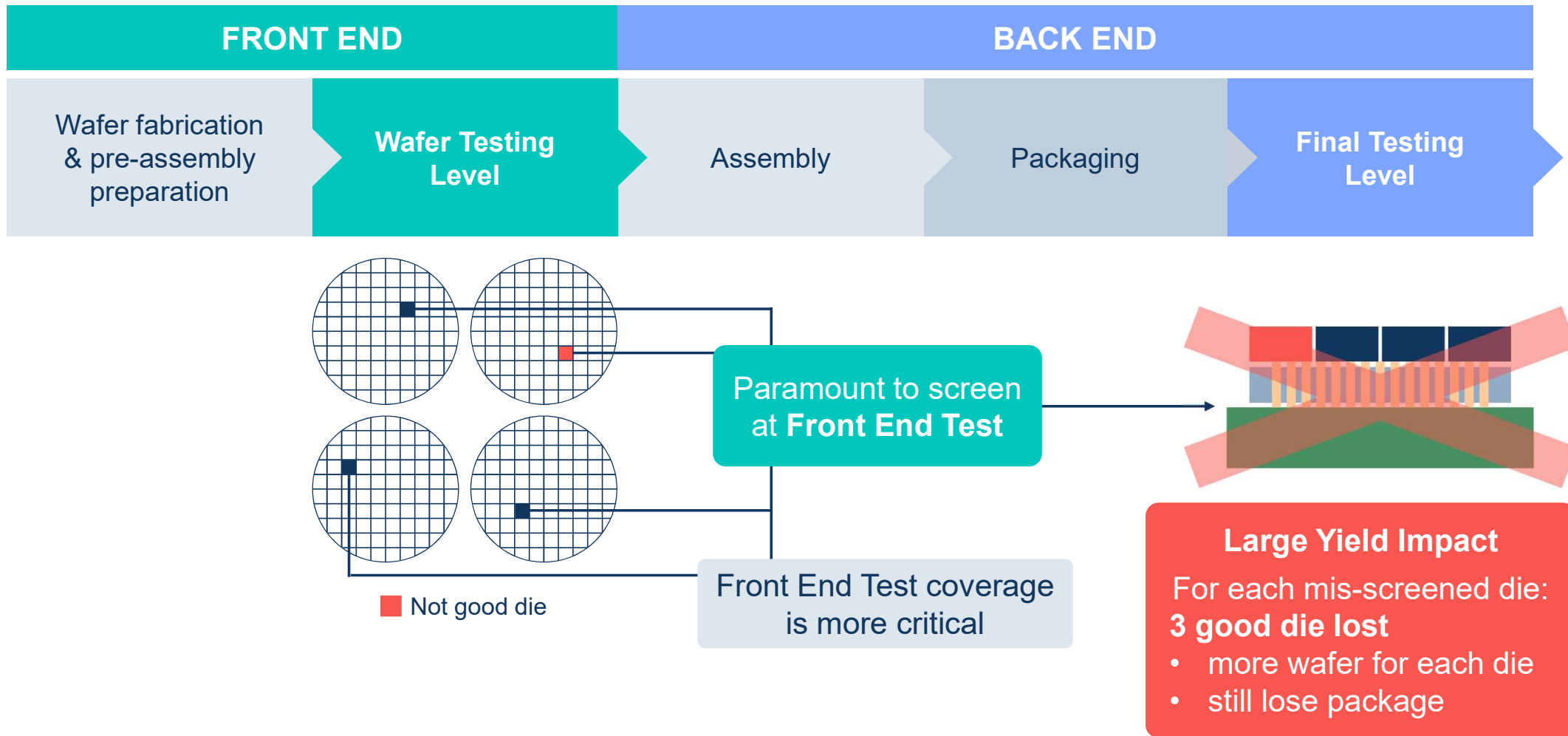


# Role of test in disaggregated world



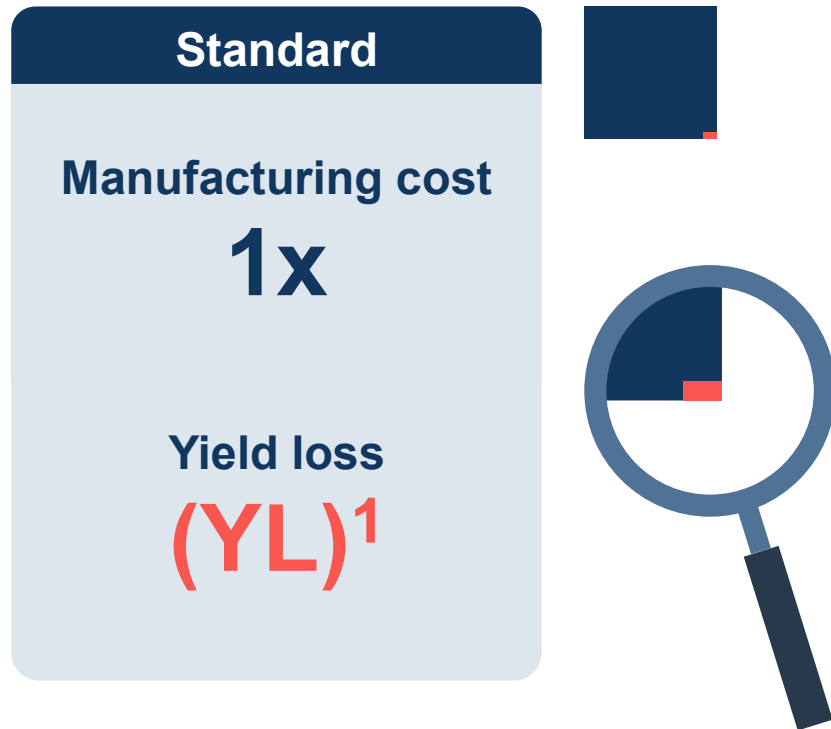
What about **four die**?

# Role of test in disaggregated world

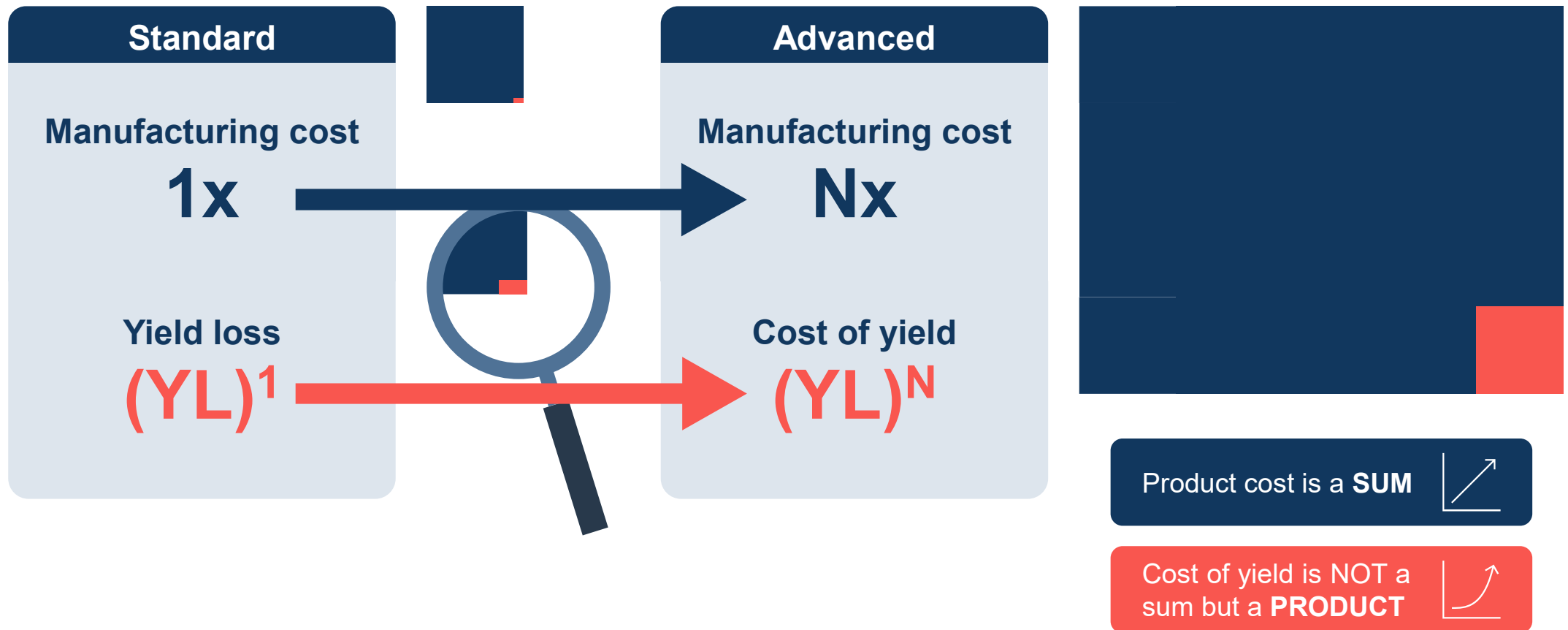




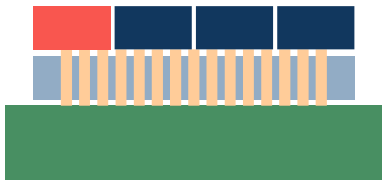
## Advanced packaging vs standard



## Advanced packaging vs standard



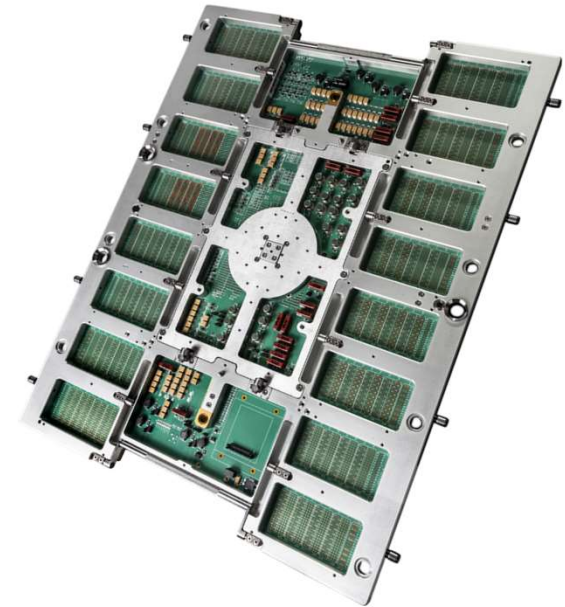
## Role of test in disaggregated world



Front End Test coverage  
is more critical

True **Known Good Die** required!

SOLUTION  
more test at probe  
=  
more Probe Cards





## Technoprobe as advanced packaging enabler

### Fine pitch and ultra-large pin count

Necessary to effectively probe HPC and HBM's and all leading-edge product

### High-speed

Short, ultra short and RF-specific needles technology to manage high speed interconnect IO, including SiPh

### High power and thermal

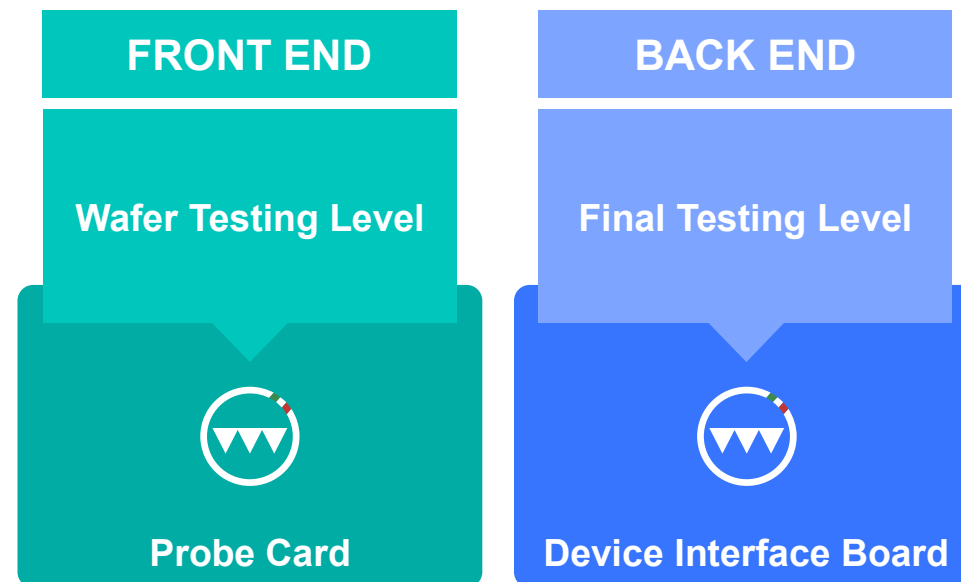
Delivering high power to DUT in effective and reliable way

Ability to remove heat dissipated by the probe card (directly or because of power transferred from DUT to PC)

### High-density interconnect

Ultra-high complexity PCB and MLO/MLC for resource fan-out on ATE/SLT

## Growth drivers & trajectories



## Growth drivers & trajectories



### FRONT END

Drive advancements in Logic Semiconductor Testing

Proliferate high-speed, high-voltage, radio frequency and silicon photonics

Enter the High Bandwidth Memory (HBM) segment

### BACK END

Strengthen positioning in Final Testing

## Growth drivers & trajectories



### FRONT END

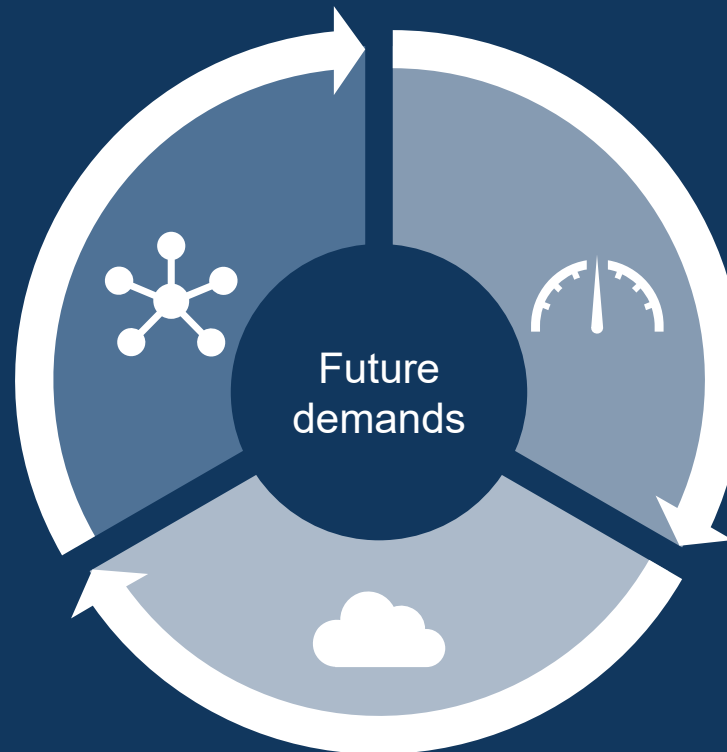
Proliferate high-speed, high-voltage, radio frequency and silicon photonics

# A hungry world of wideband applications



Future demands on the network will be driven by a combination of factors:

Exponential increase in number  
& type of connected things



Bandwidth-hungry applications

Increasing reliance on the cloud



# A hungry world of wideband applications



Future demands on the network will be driven by a combination of factors:

Exponential increase in number  
& type of connected things



## Analog radio frequency

Satellite communications and  
sensing, automotive radar,  
mobile communication,...



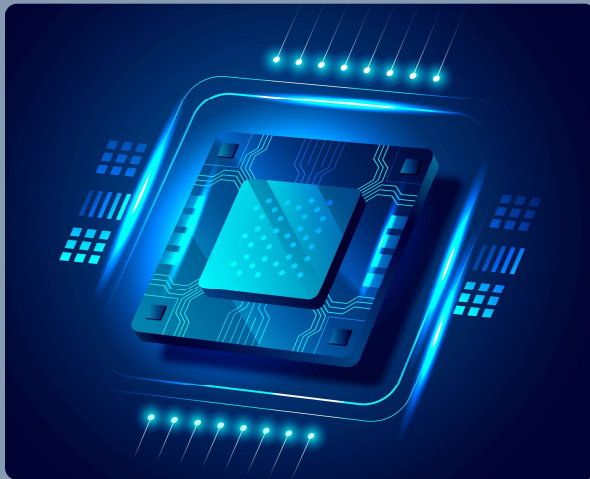
# A hungry world of wideband applications



Future demands on the network will be driven by a combination of factors:

## Silicon photonics

Chiplet to chiplet interconnect  
/ photonics-driven computing



Future  
demands



Bandwidth-hungry applications

# A hungry world of wideband applications



Future demands on the network will be driven by a combination of factors:

## Silicon photonics

Technoprobe technologies integrated in the same product enable...

- |   |  |
|---|--|
| Fine pitch probing                                      | → alignment with advanced packaging roadmap                      |
| Radio frequency probes                                  | → high-speed performances in same probe card solutions           |
| Technoprobe IP  | → usage of standard wafer prober                                 |
| Integration of other IP from specific segment suppliers | → flexibility and compliancy with customer preferred test method |

# A hungry world of wideband applications



Future demands on the network will be driven by a combination of factors:

## Chiplet probing

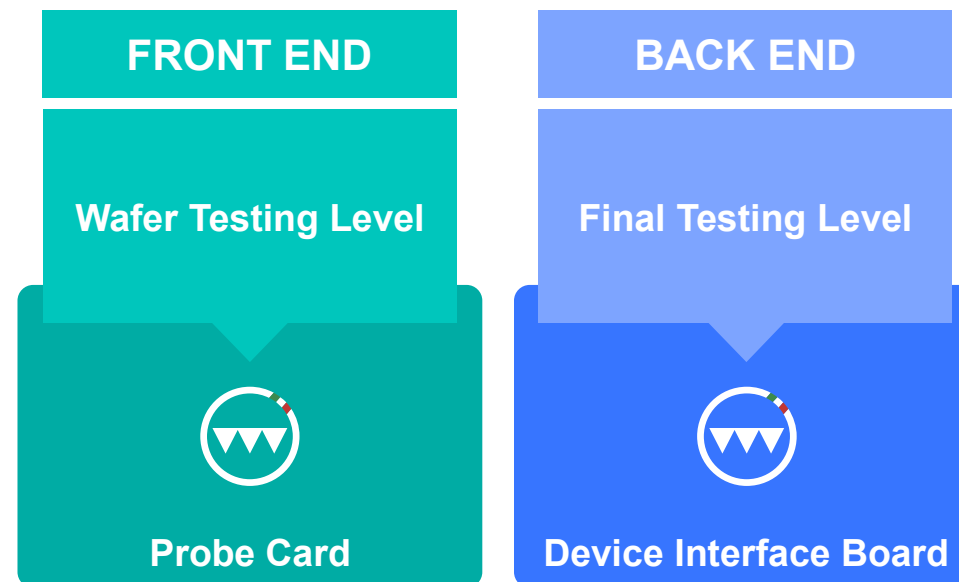
High density and high-speed IO inside chiplet  
demand for high-performance probe needles

Future  
demands



Increasing reliance on the cloud

## Growth drivers & trajectories



## Growth drivers & trajectories



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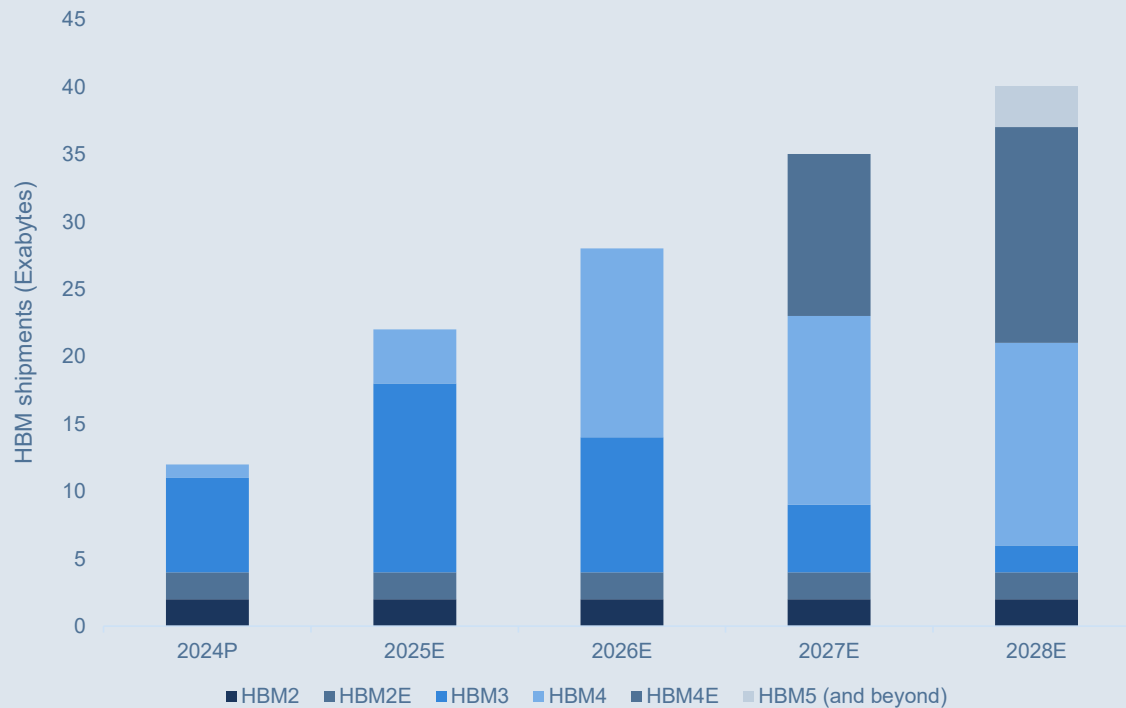
# Growth drivers & trajectories



## FRONT END

Enter the High Bandwidth Memory (HBM) segment

## DRAM & HBM: complexity as driver to new products



- HBM demand continues to grow
- HBM bandwidth requirements almost double gen-gen

Source: Yole DRAM market monitor Q1 2025.



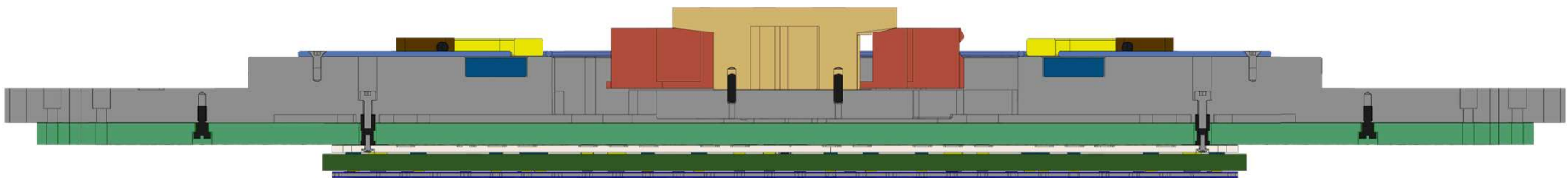
## DRAM & HBM testing



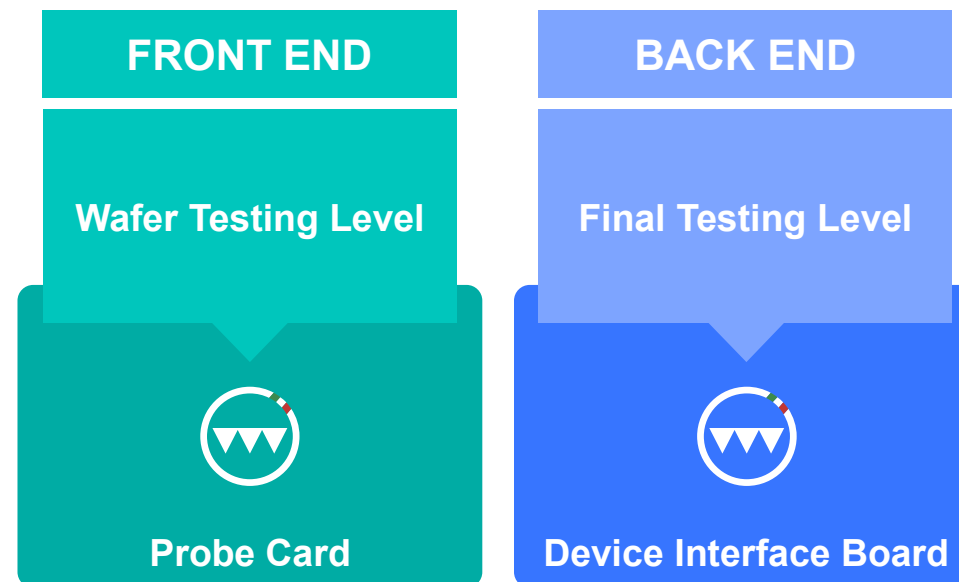
DRAM and HBM are typically tested with **microcantilever** probing technologies.

Most **advanced HBM** and Next Generation products are becoming more challenging in terms of pad pitch, signal integrity, and power.

For both applications Technoprobe is leveraging on **Vertical MEMS** solution and on a unique PC architecture.



## Growth drivers & trajectories



## Growth drivers & trajectories



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### BACK END

Strengthen positioning in Final Testing

03 | Technology & Testing

## Growth drivers & trajectories

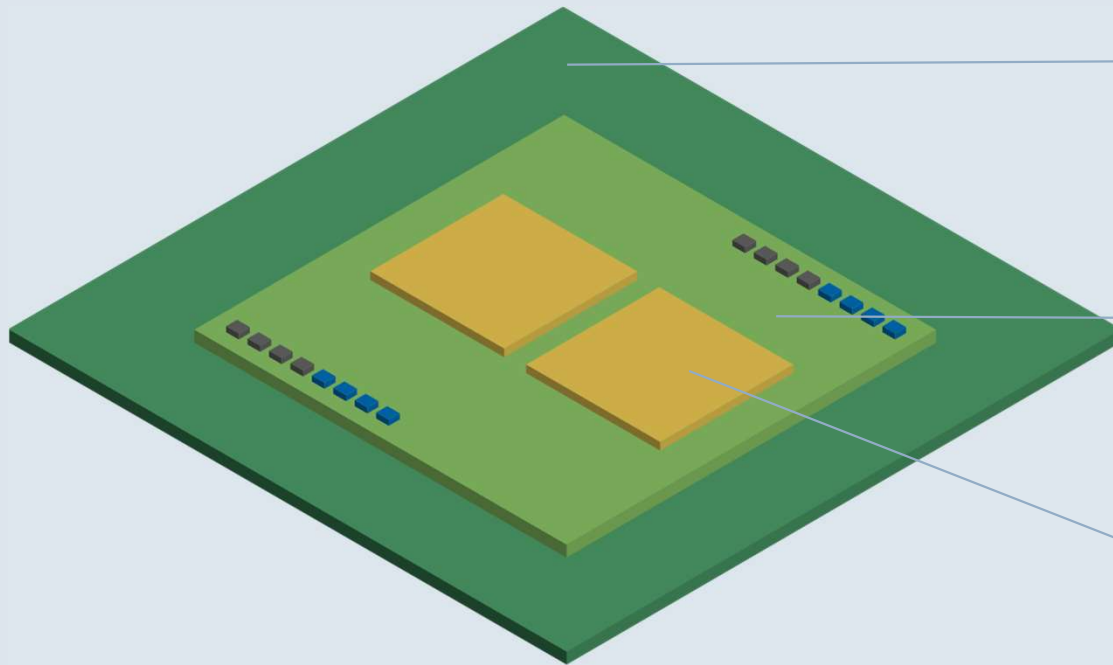


### BACK END

Strengthen positioning in Final Testing



# FUSIONLINK



**We have applied the disaggregation to test interface hardware**

**Main motherboard**

Best technology: printed circuit board (PCB)

**Device substrate**

Best technology: high density interconnect (HDI)

**Probe substrate**

Best technology: multi-layer organic (MLO)

## Growth drivers & trajectories



### FRONT END

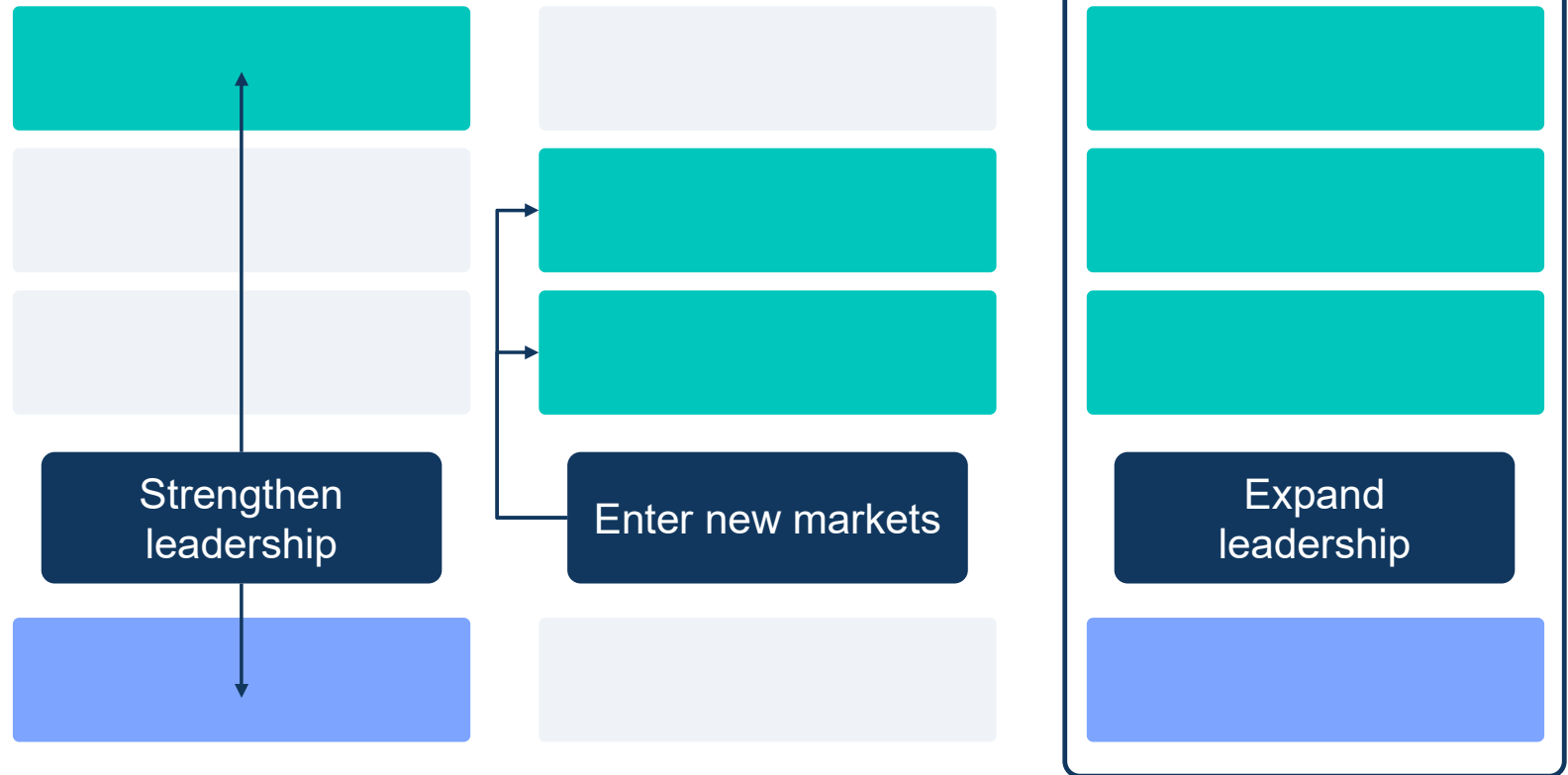
Advanced Packaging

Radio frequency &  
silicon photonics

HBM

### BACK END

FusionLink



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## 04 | Financial Outlook Stefano Beretta - CFO

Capital  
Market  
Day 2025





### 1 Technological complexity evolution

- Testing solution for Advanced Packaging
- Increase in demand for high-precision tests

### 2 Market trends

- AI will lead the growth for many market segments
- Expansion of memory semiconductor segments

### 3 Geo-political instability

- Technological sovereignty
- Commercial policies

# Market trends & revenues path



(€Mn)

543



14%

2%



35%



49%

2024

2025 Growth  
+ Low single digit

+ High double digit

+ Mid-single digit

## Market Assumptions

Destocking and inventory containment measures expected to remain sluggish

Expansion in volume for data center to continue strong demand growth expected

Volume stabilization / soft recovery  
Waiting for Edge AI impact

Estimated Organic Growth:  
Mid-single digit

2%

11-13%

36-38%

46-48%

2025

## Market trends & revenues path



(€Mn)

543

Estimated Organic Growth:  
Mid-single digit

### Market Assumptions

850-900



2%

14%

35%

49%

2024

2%

11-13%

36-38%

46-48%

2025

Industry recovery

Growth driven by data centers

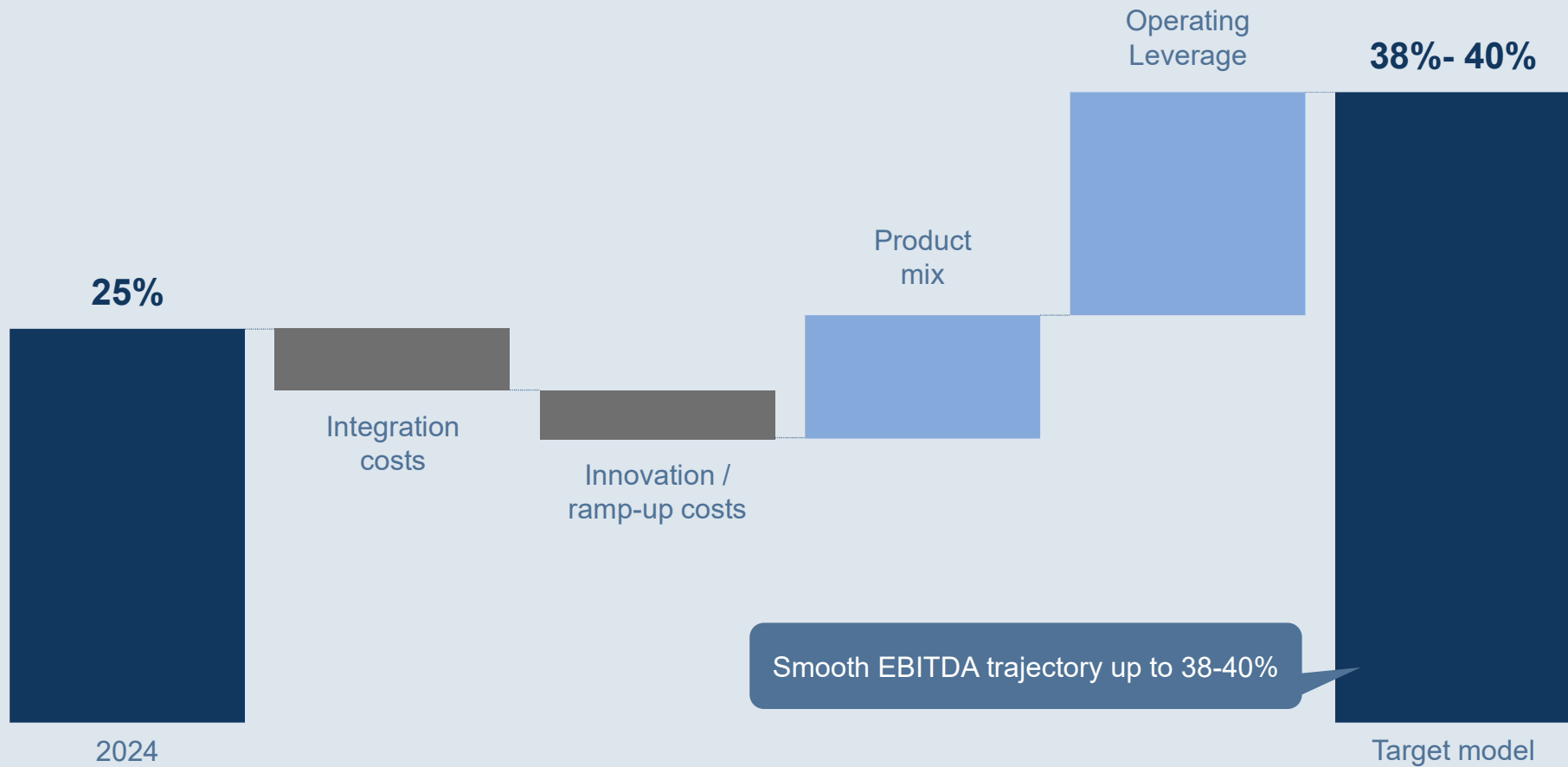
Positive impact of Edge AI

Target Model

## Profitability profile



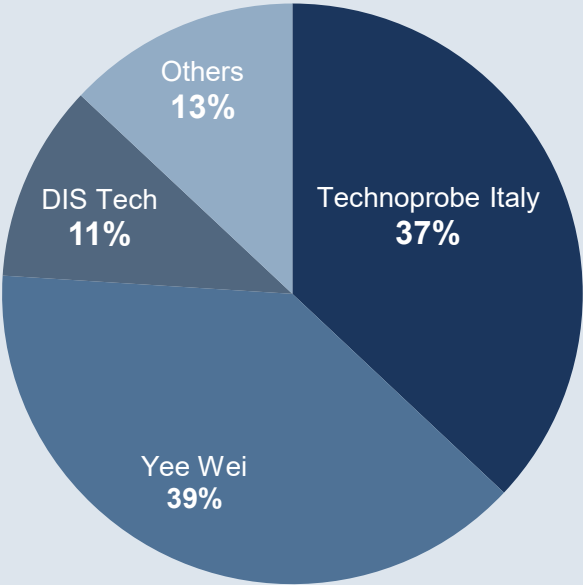
### EBITDA margin





(€Mn)

FY 2024



FY 2022

FY 2023

FY 2024

Target Model

Revenues

549

409

543

Capex

84

73

100

Capex as %  
of Revenues

15%

18%

18%

8% - 10%



Q&A



# Capital Market Day 2025