



**dbAccess European TMT Conference  
Technoprobe S.p.A.**

**Sept. 4, 2025**



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# Innovation begins with us

A leading company in the field of semiconductors and microelectronics



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# Company Overview



## 2024 Key financial metrics

Revenue	Ebitda	Net Income	Net Financial Position	Mkt Cap
<b>€543.2m</b> <b>+22%</b> CAGR 19-24	<b>€136.5m</b> <b>25%</b> EBITDA margin	<b>€62.8m</b> <b>12%</b> on revenues	<b>€656.3m</b> as at 31/12/2024	<b>~€4,4bln</b> as at 1/9/2025

## Shareholding Structure



Leading player in designing and manufacturing of **probe cards**



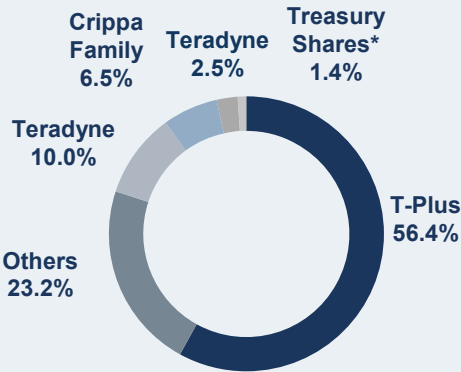
Manufacturing process **vertical integrated**



Strong focus on **innovation**

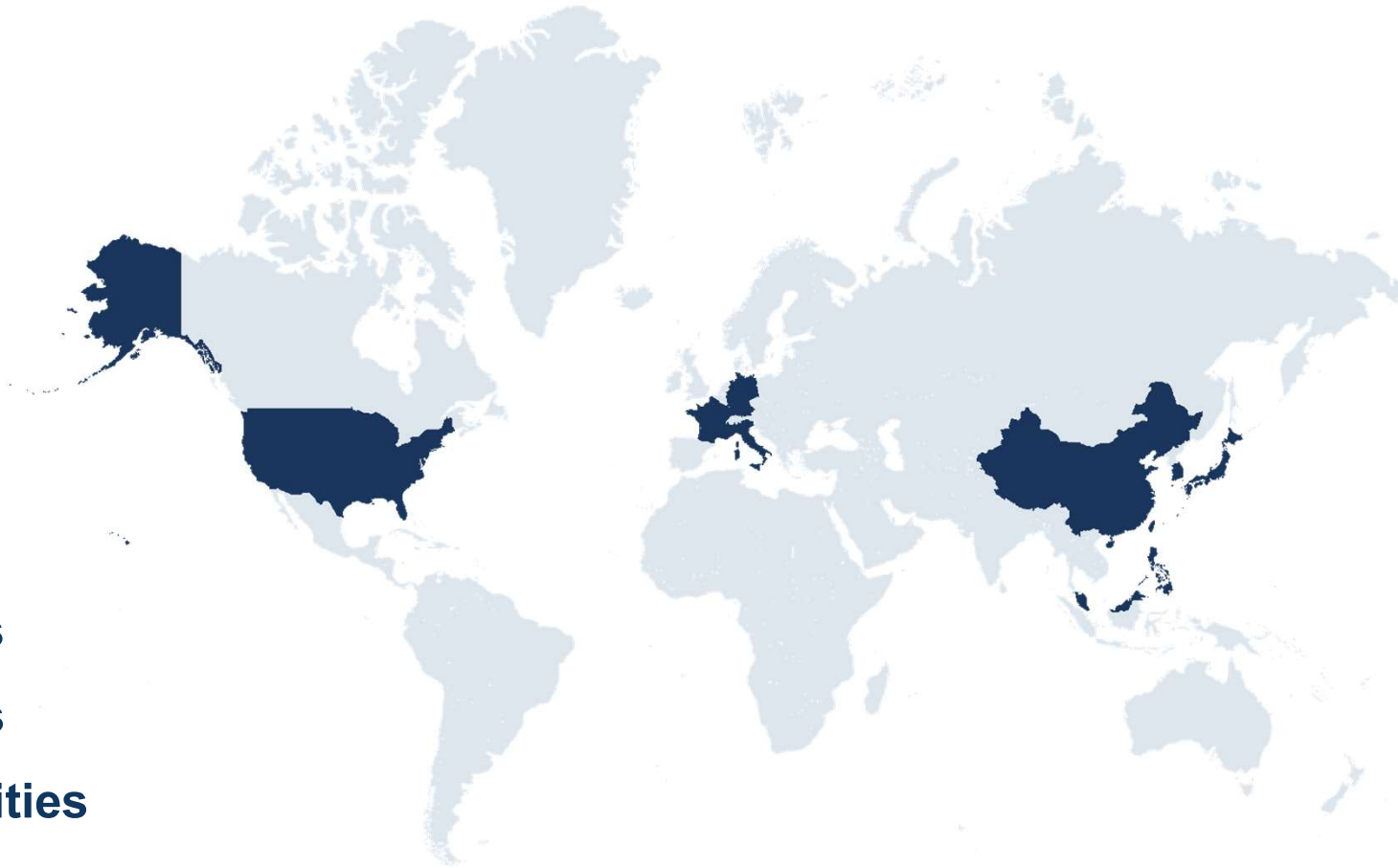


Extensive **global presence** and widespread **local footprint**



\*as at August 29, 2025.

# Where we are



**3 Continents**

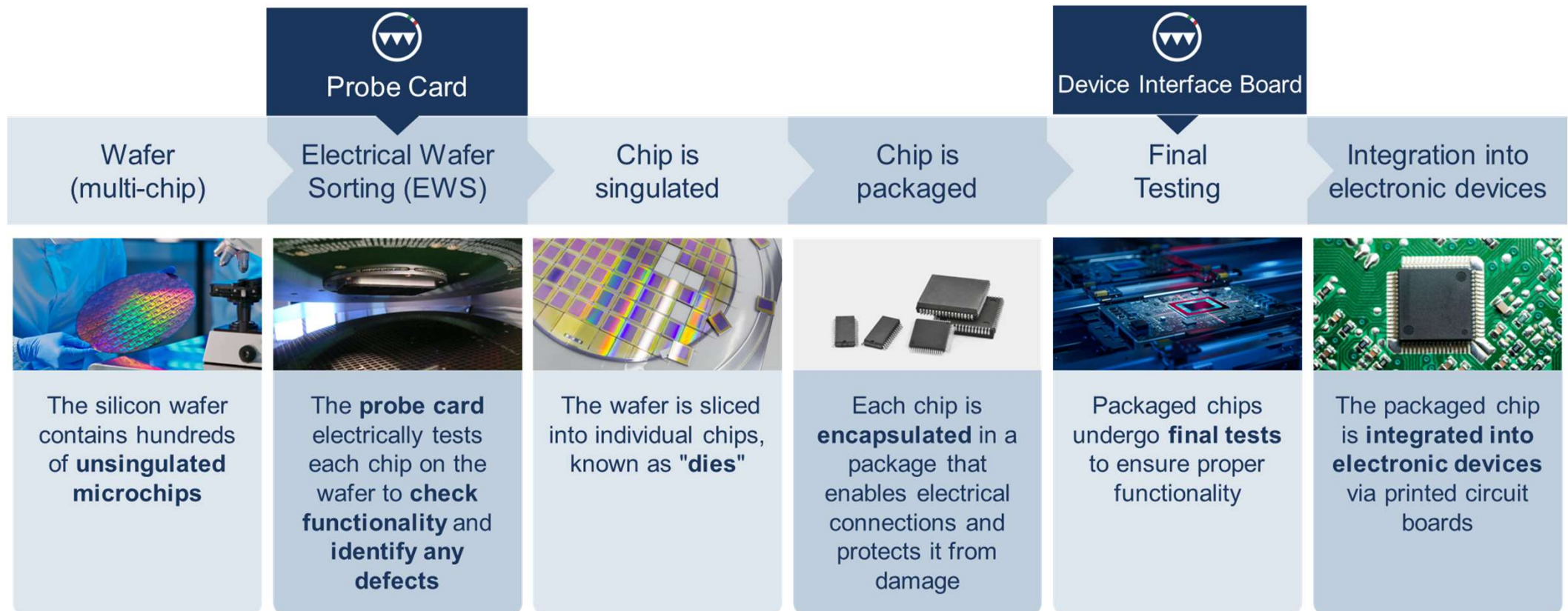
**10 Countries**

**23 Legal entities**

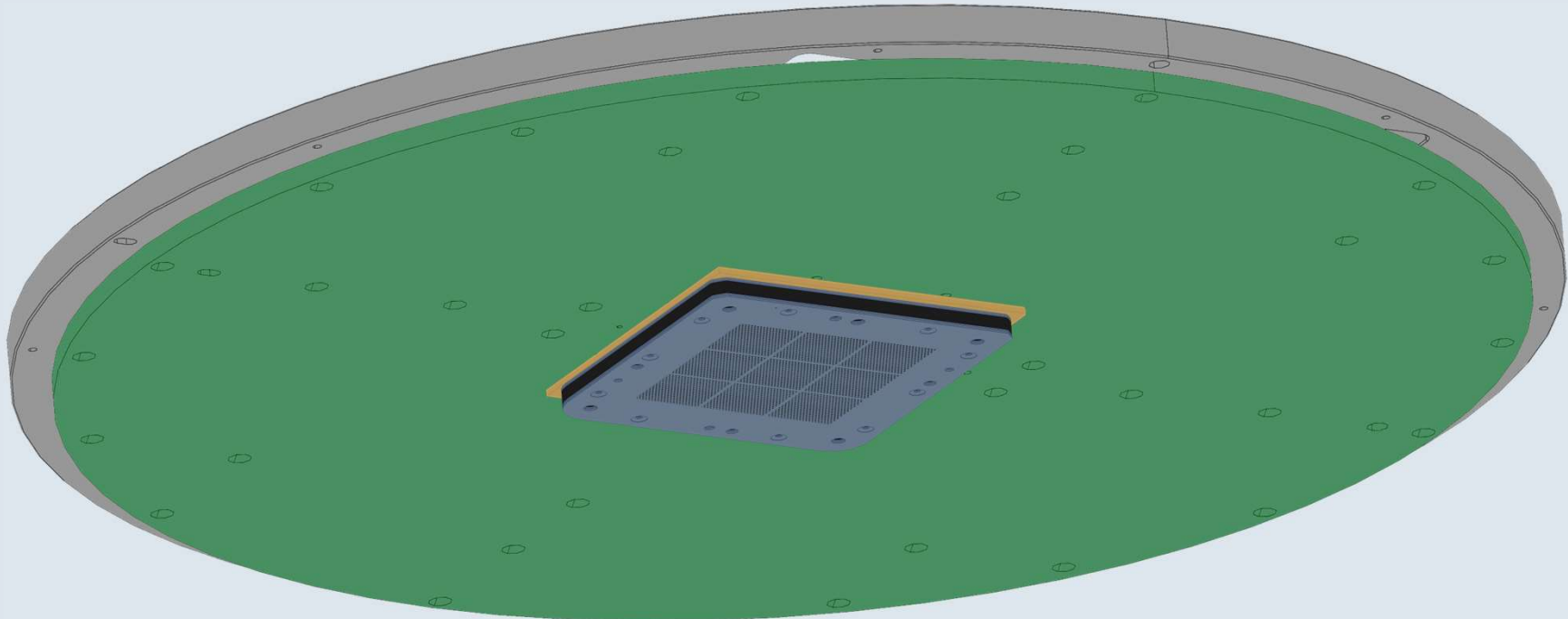


# What we do

Technoprobe operates both at wafer-level and in final testing



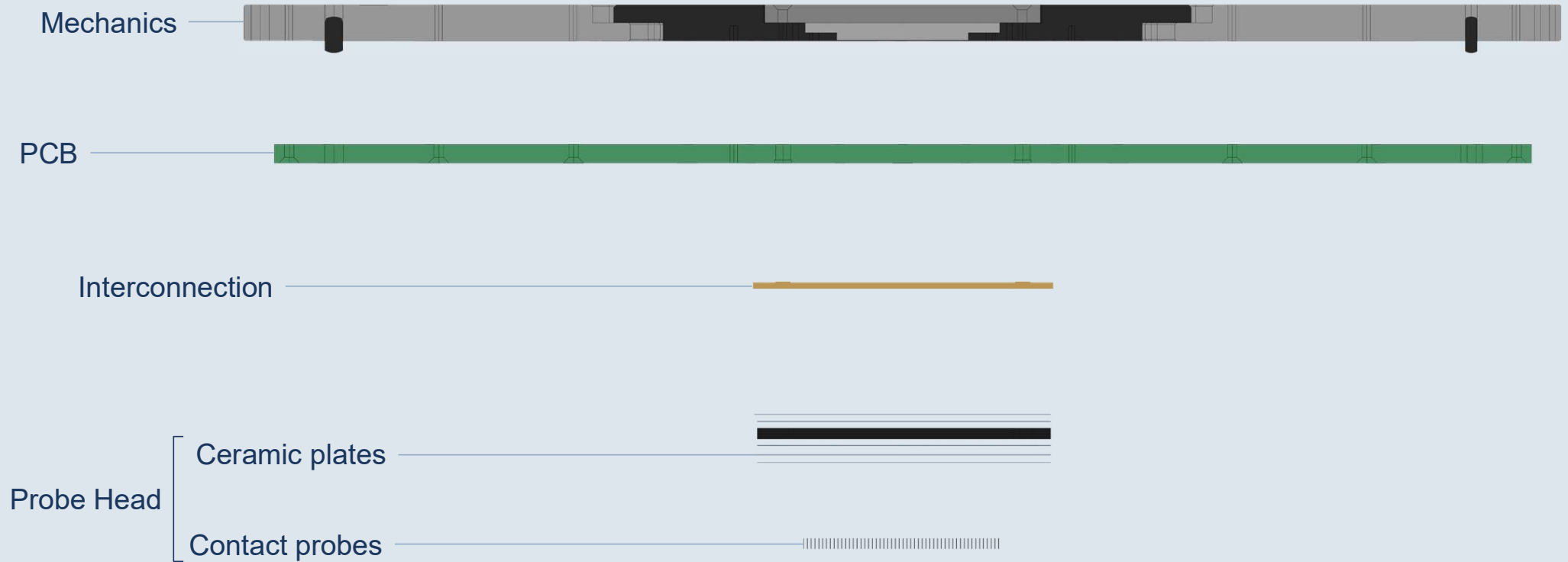
# The Probe Card







# The Probe Card

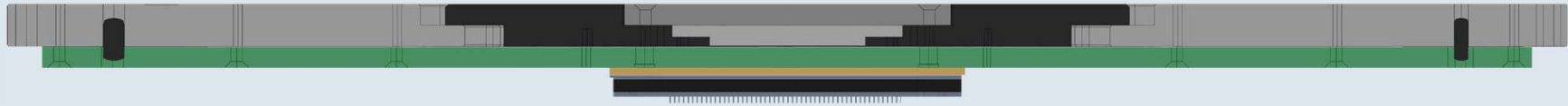






# The Probe Card

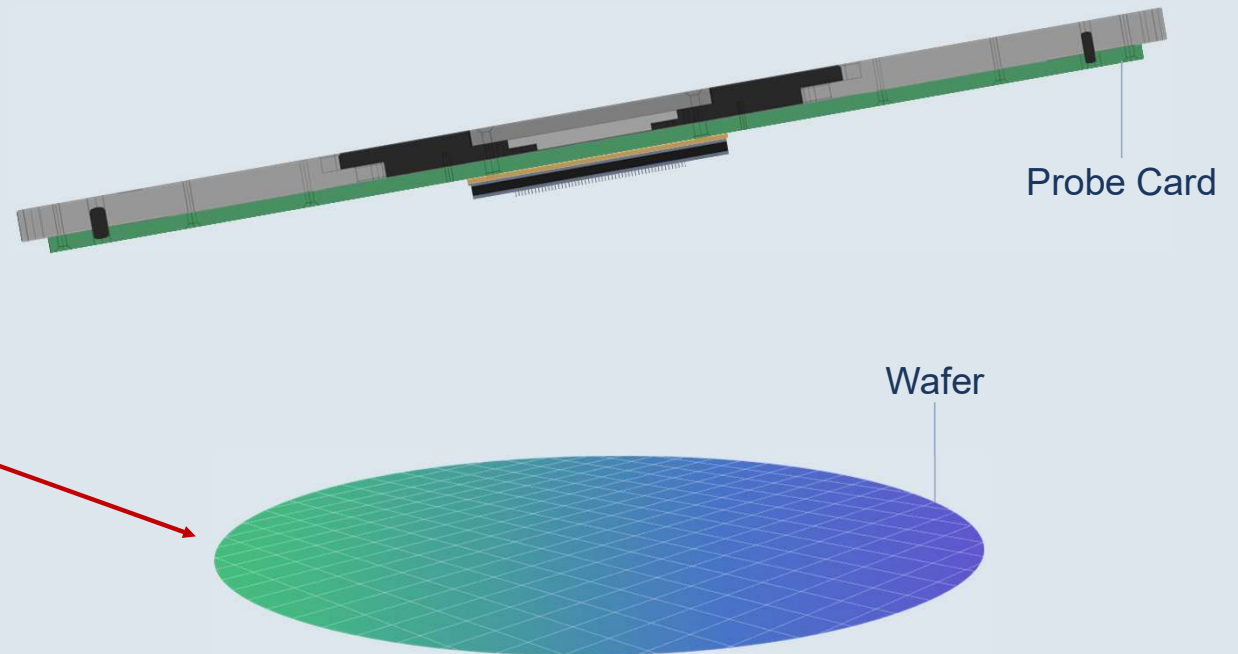
The Probe Card has very thin needles (**probes**) that touch the terminals (pads) of chips, thus electrically connecting to a **tester**.





# The Probe Card

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





# Reference Market



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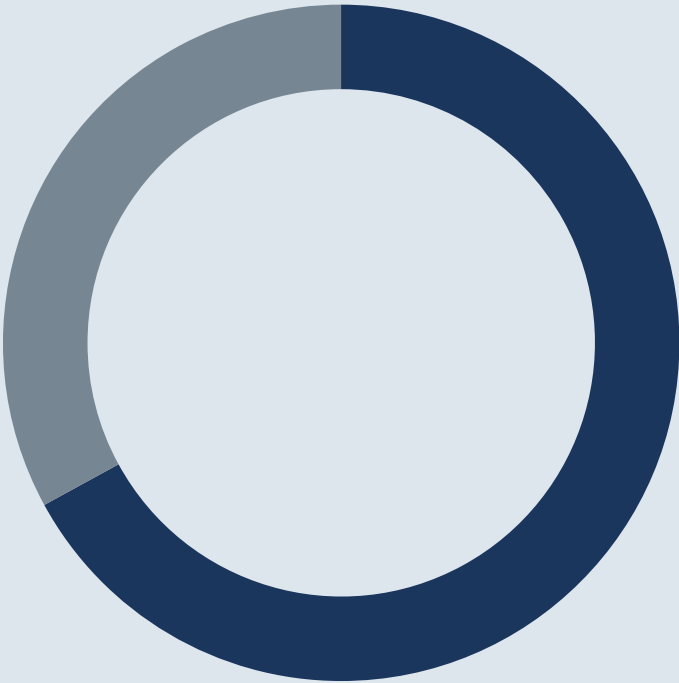
# Overview of the Semiconductor Probe Cards market



2024 Semiconductor Probe Cards Market\*

Overall market value: \$2.4bn

Memory applications  
\$805m



Non memory applications  
\$1.638m

\*Source: Yole – Semiconductor Test Consumables market monitor Q3 2024 (Sept.2024) – rounded figures.

2024 Non-memory applications market share



TECHNOPROBE

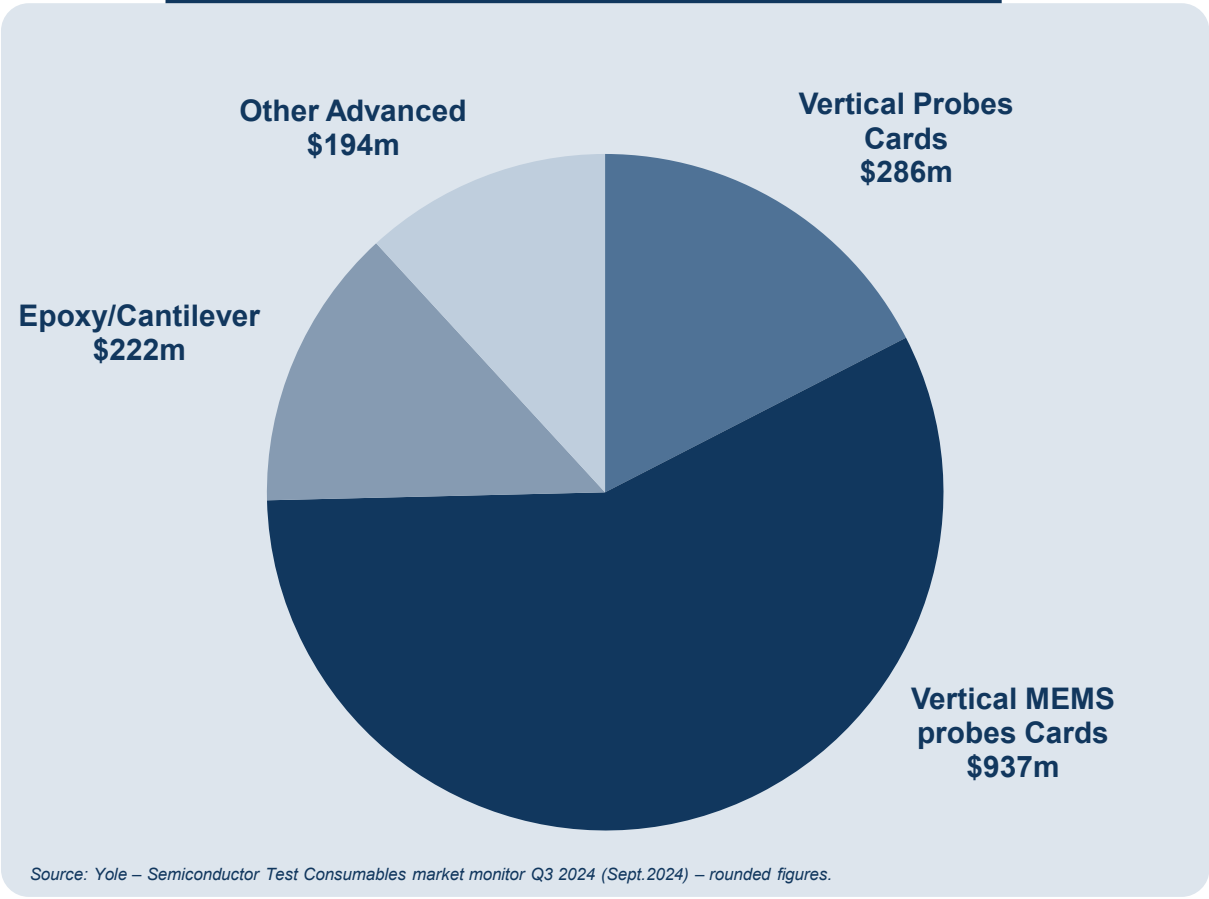


34%

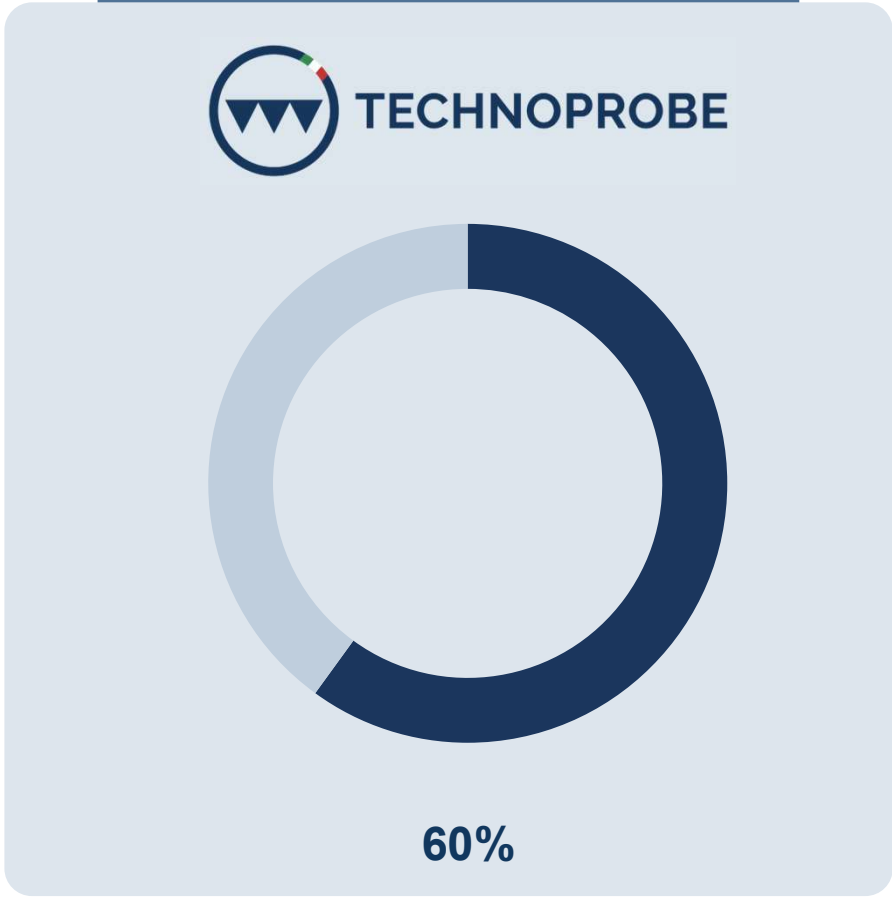
# Overview of the Semiconductor Probe Cards market



2024 Non-Memory applications by type\*

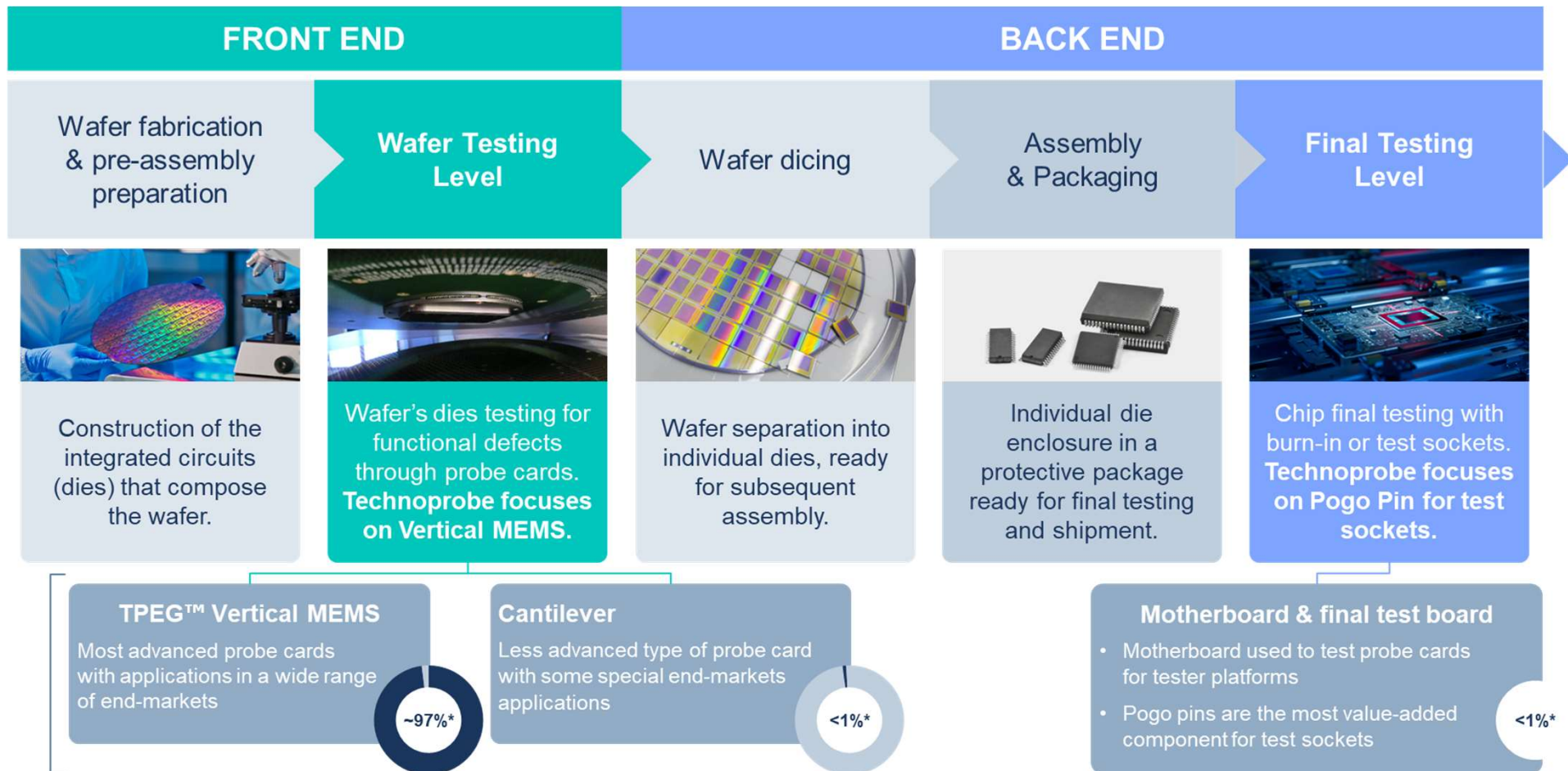


2024 Vertical MEMS Probe Cards market share



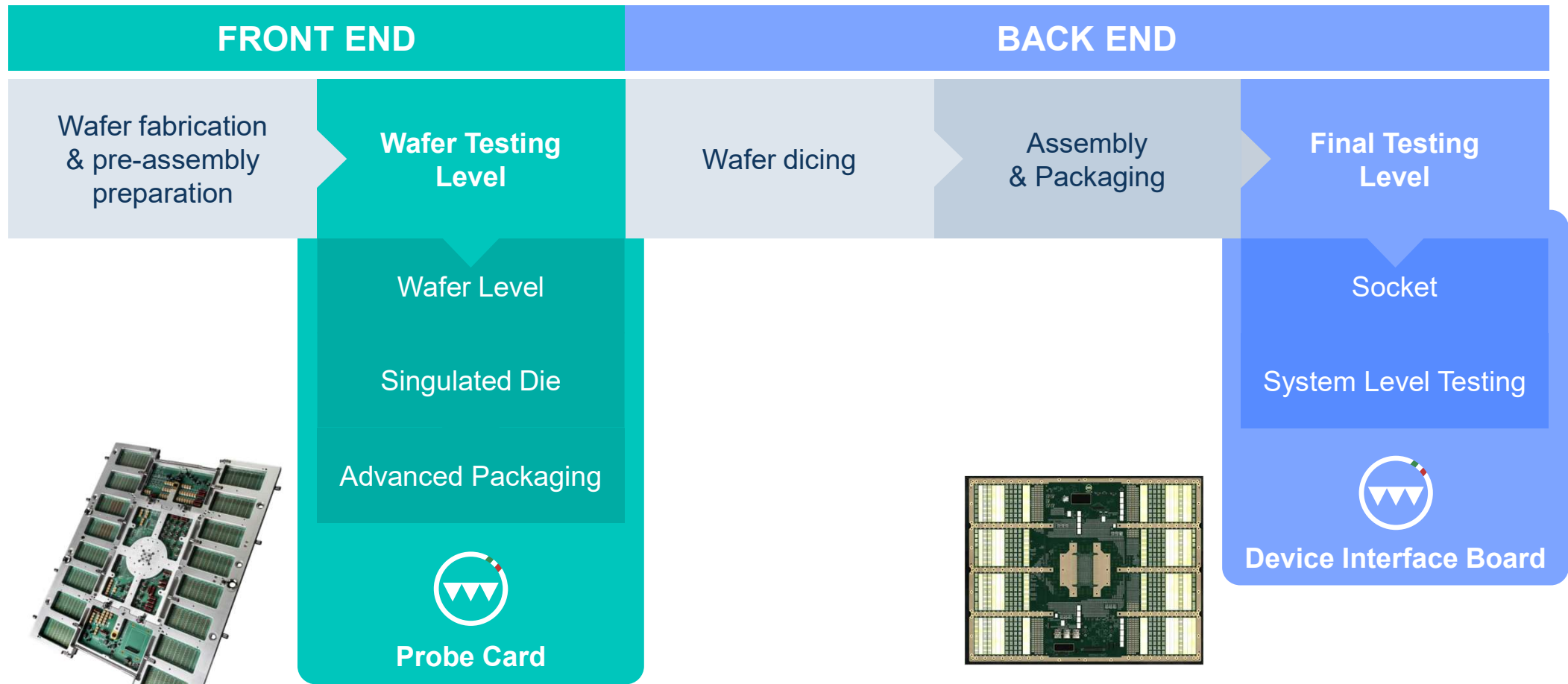


# Probe Cards in the semiconductor manufacturing process





# Our positioning in the testing space







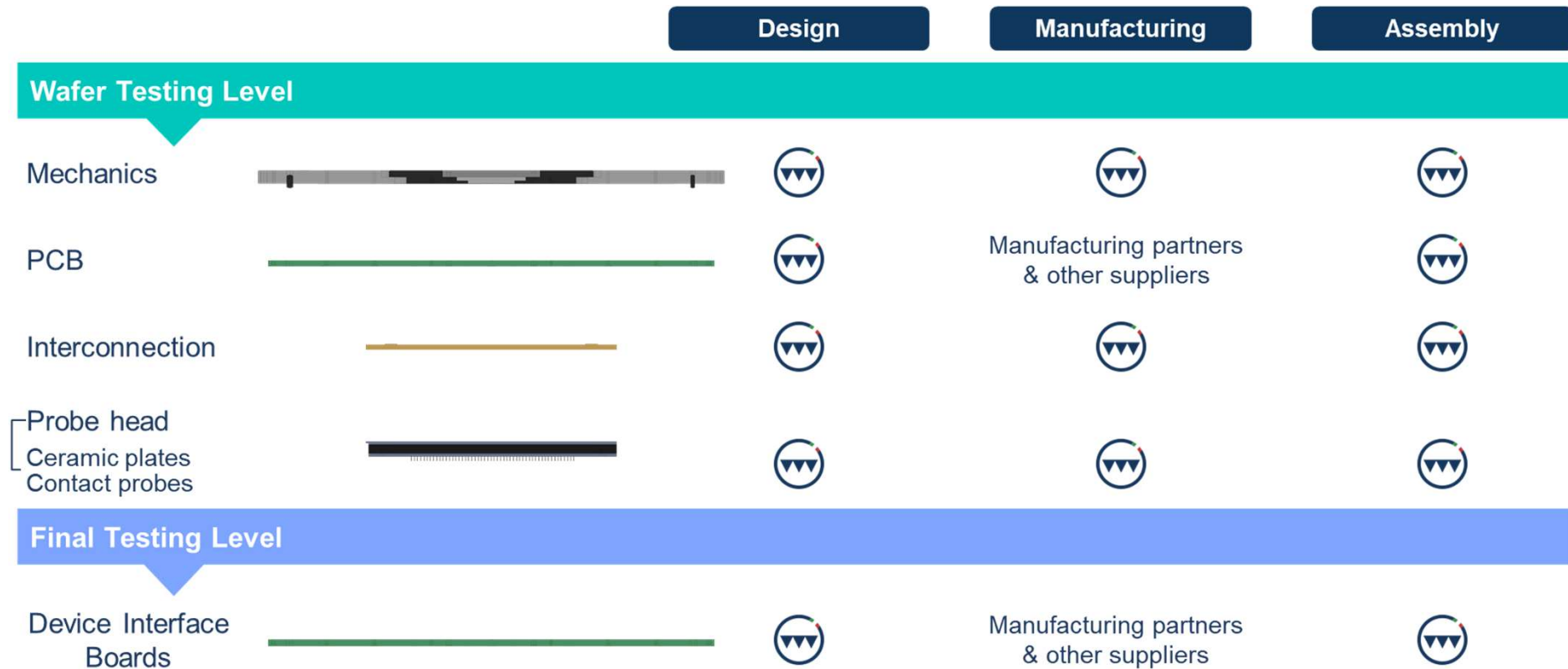
# Business Model



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# A successful and vertically integrated business model



# 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

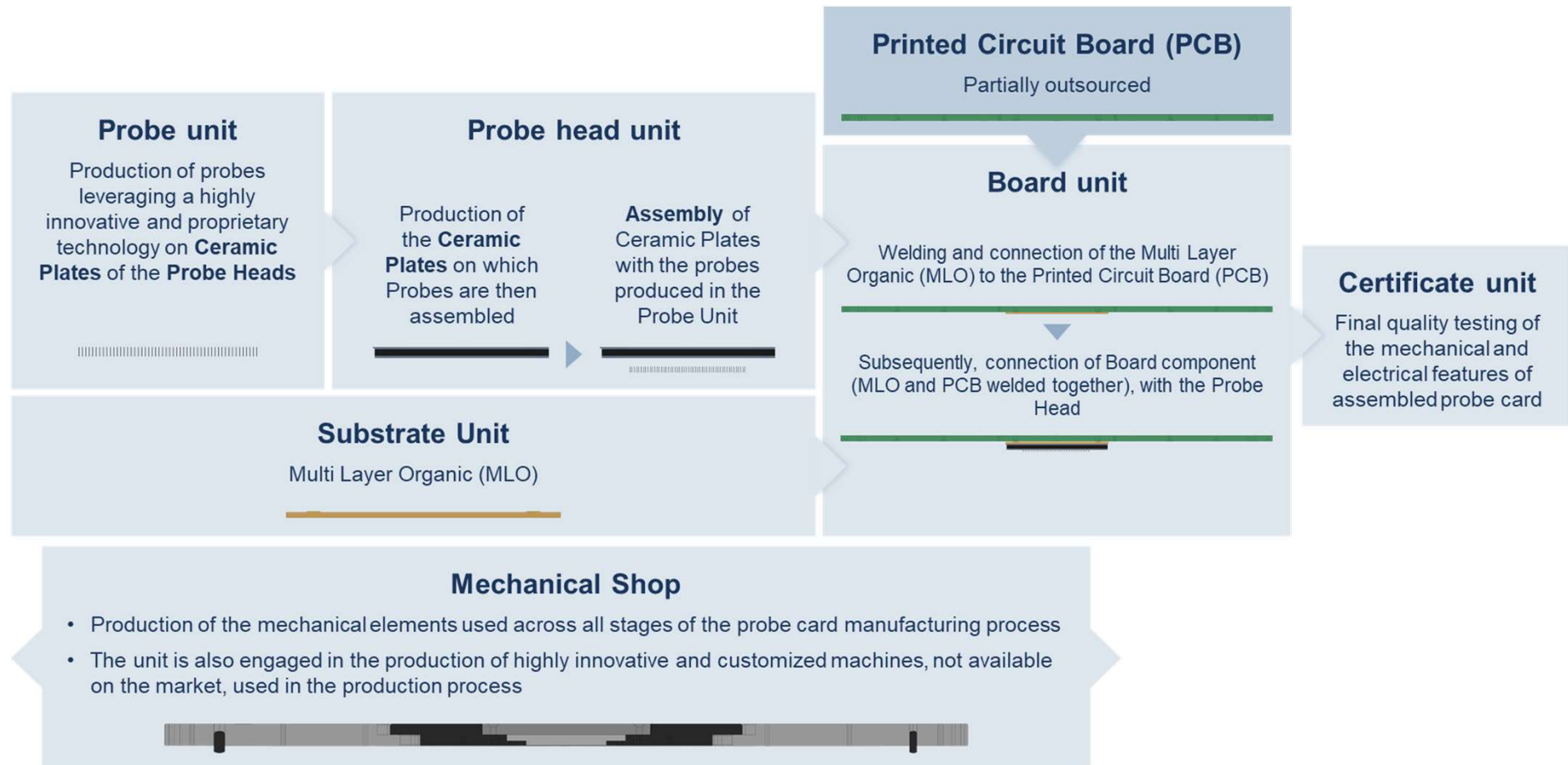
## ADVANTEST

**Priority suppliers**  
of PCB

**Joint Development Projects**  
to share knowledge



# Overview of the Probe Cards manufacturing process

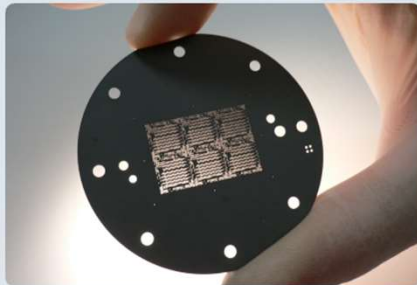




# A wide range of highly innovative technologies

## Advanced micromachining

Advanced laser cutting:  
high accuracy and fast lead time



## Thin film

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



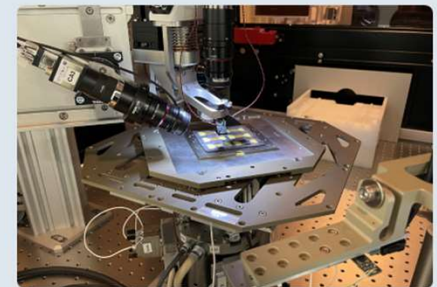
## 3D MEMS

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



## Advanced manufacturing

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







# Vision & Strategy



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# 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

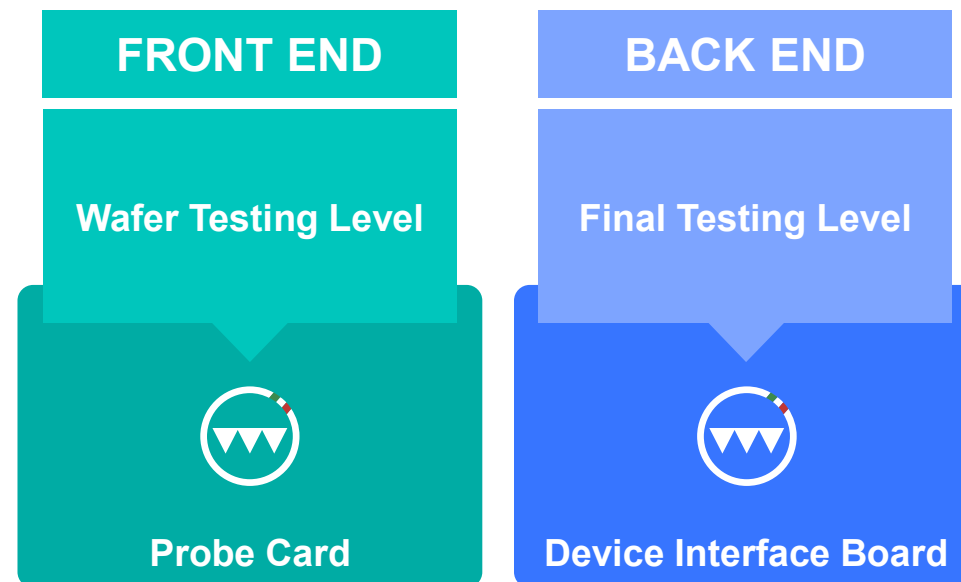
**Reliability** of the product & **on-time delivery**

→ Support on site

→ Commercial agreements



# What's next?





# 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

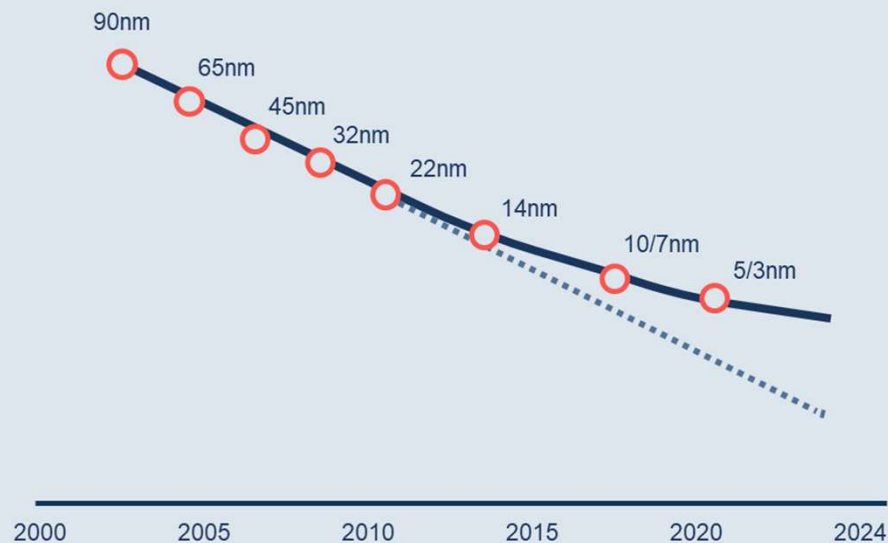


# Semiconductor technology trends

## 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 trends

## Solution: die disaggregation and advanced packaging

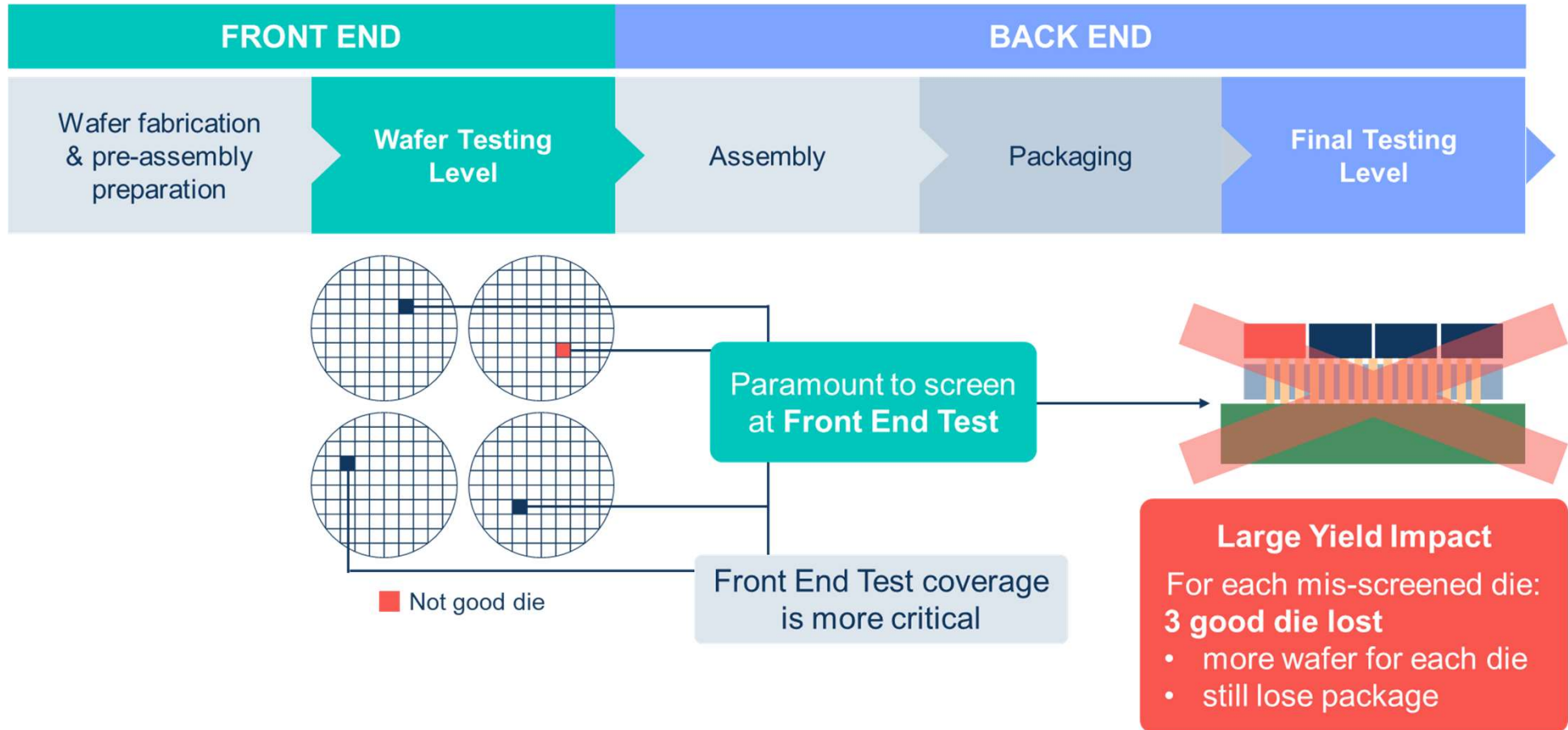
**Ponte Vecchio**  
Xe HPC based GPU

Category	Feature 1	Feature 2	Feature 3
Compute	Up to <b>128</b> Ray tracing Units	Highest Compute Density socket & node	<b>128 Xe Cores</b>
Memory	Up to <b>64MB</b> L1 cache in 2 Stacks	Up to <b>408MB</b> L2 Cache in 2 Stacks	<b>HBM2e</b>
I/O	Up to <b>8</b> Fully Connected GPUs	<b>PCIe Gen 5</b>	<b>Xe Link</b> High-Speed Coherent Unified Fabric
Technology	<b>EMIB</b>	<b>Foveros</b>	Intel 7 TSMCN5 TSMCN7

- 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

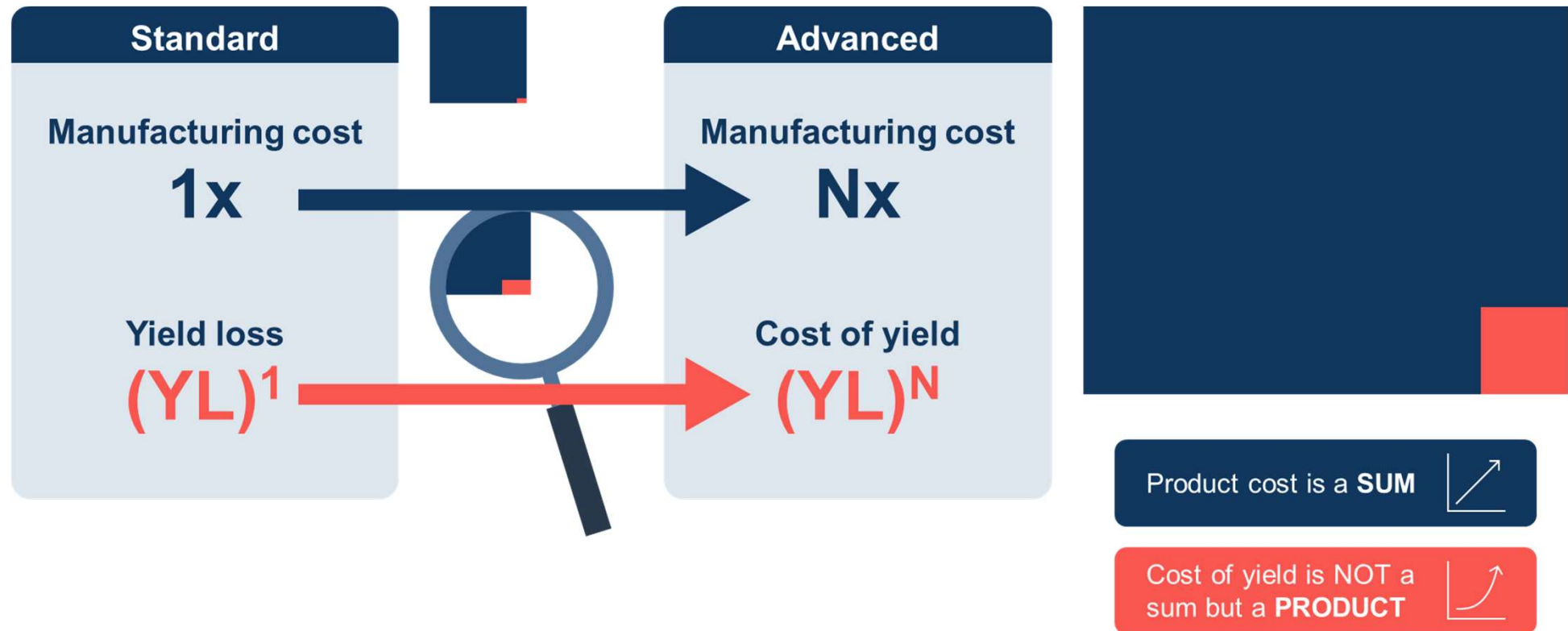


# Semiconductor technology trends





# Advanced packaging versus standard





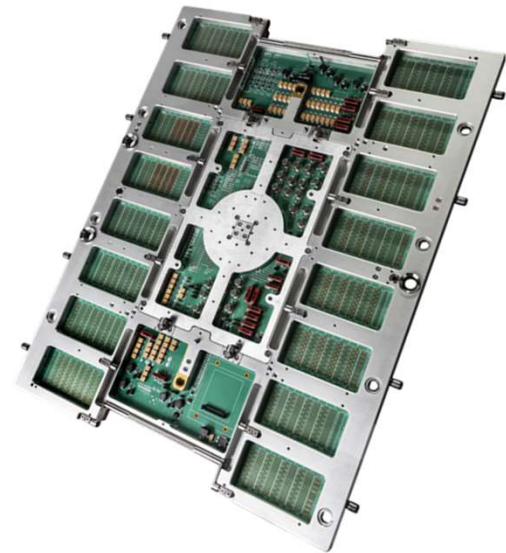
# Advanced packaging versus standard



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)

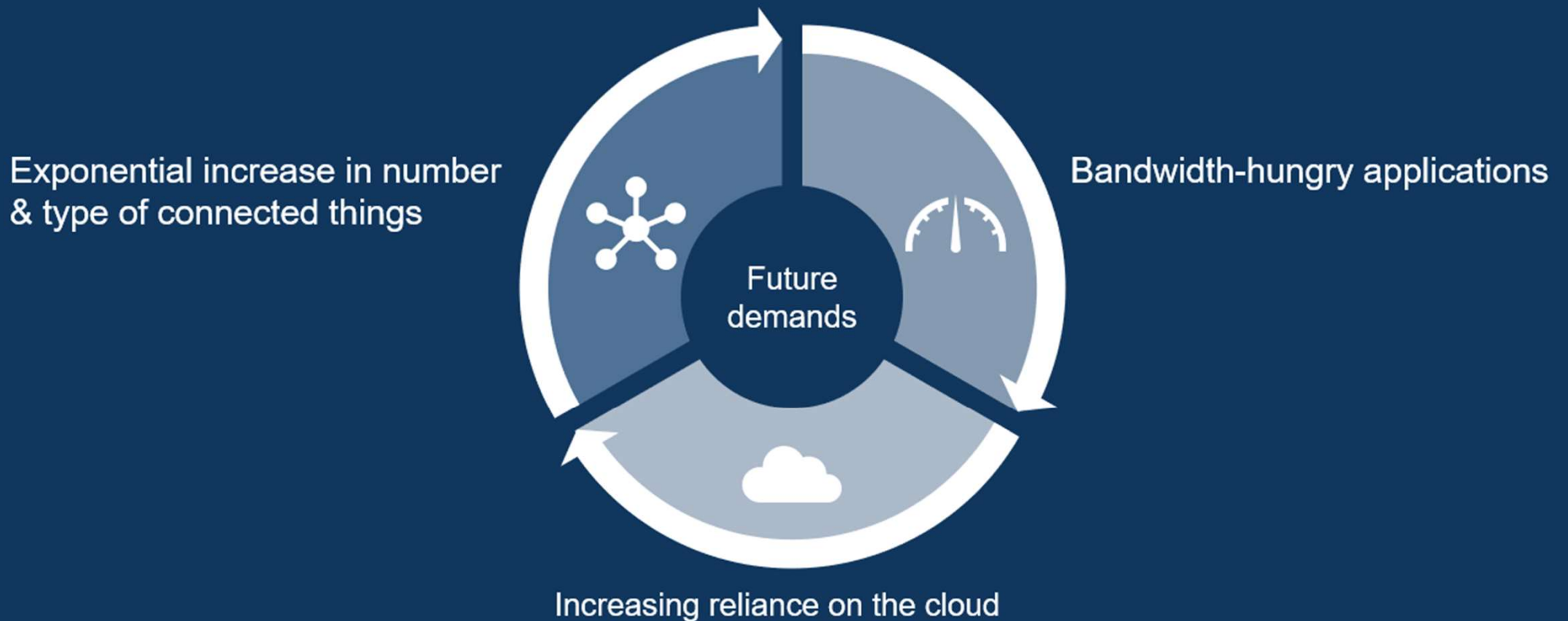
## High-density interconnect

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



# A hungry world of wideband applications

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



**FRONT END** Proliferate high-speed, high-voltage, radio frequency and silicon photonics

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# A hungry world of wideband applications

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

## Proliferation of connections

### Analog radio frequency

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

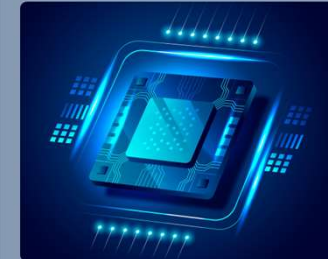


## Increasing reliance on the cloud

## Bandwidth - hungry applications

### Silicon photonics

Chiplet to chiplet interconnect / photonics-driven computing



### Chiplet probing

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

**FRONT END** Proliferate high-speed, high-voltage, radio frequency and silicon photonics

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# 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...

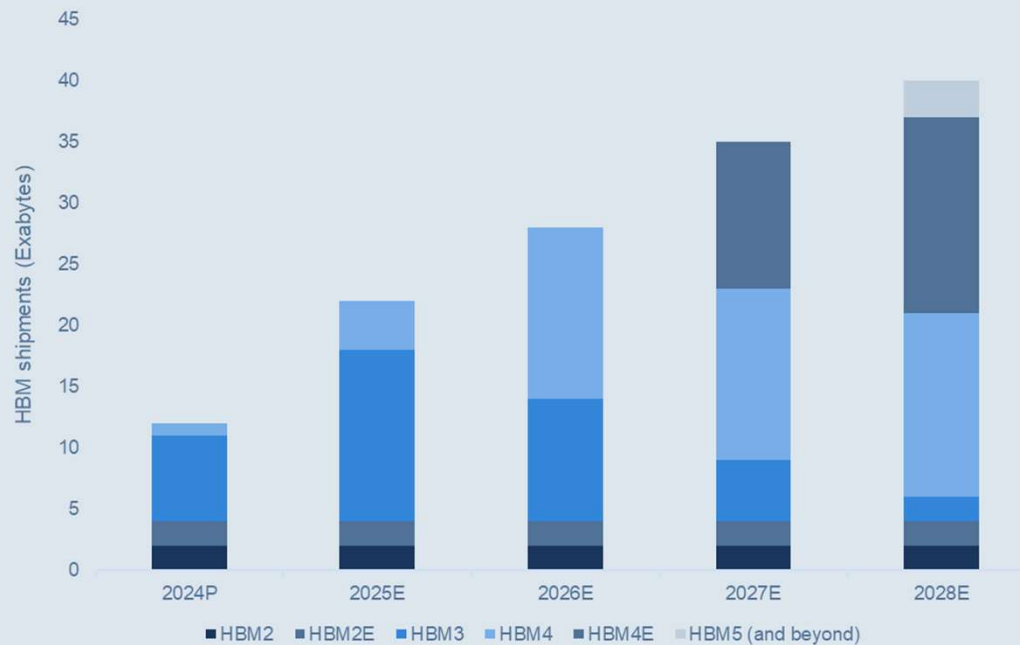
- |   |  |
|---|--|
| Fine pitch probing                                      | → alignment with advanced packaging roadmap                      |
| Radio frequency probes                                  | → high-speed performances in same probe card solutions           |
| Technoprobe IP  | → usage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

**FRONT END** Proliferate high-speed, high-voltage, radio frequency and silicon photonics

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# DRAM & HBM: complexity as driver to new products



Source: Yole DRAM market monitor Q1 2025.

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

**FRONT END** Enter the High Bandwidth Memory (HBM) segment

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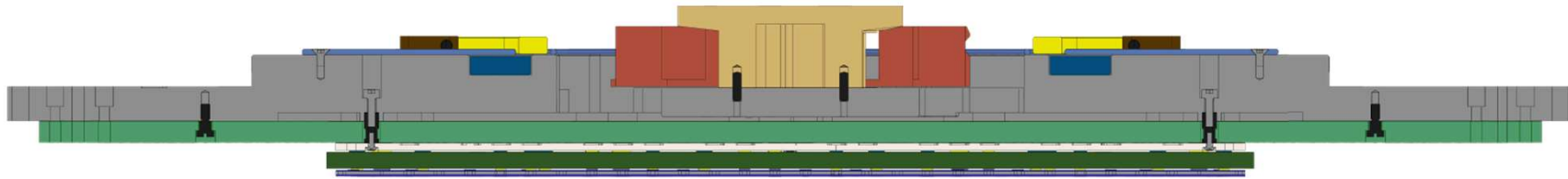


# DRAM & HBM: complexity as driver to new products

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.

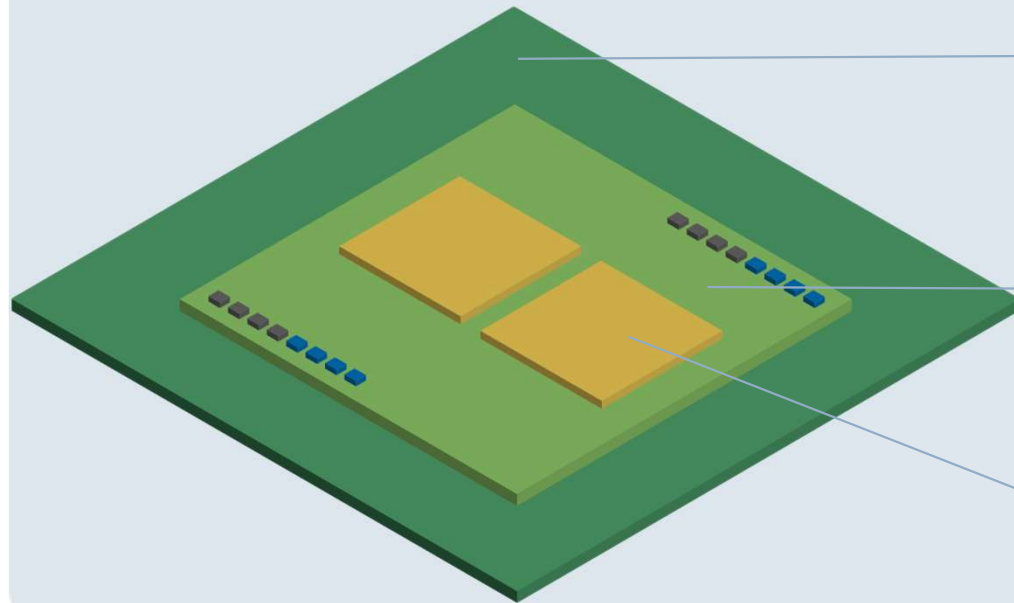


**FRONT END** Enter the High Bandwidth Memory (HBM) segment

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## 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)

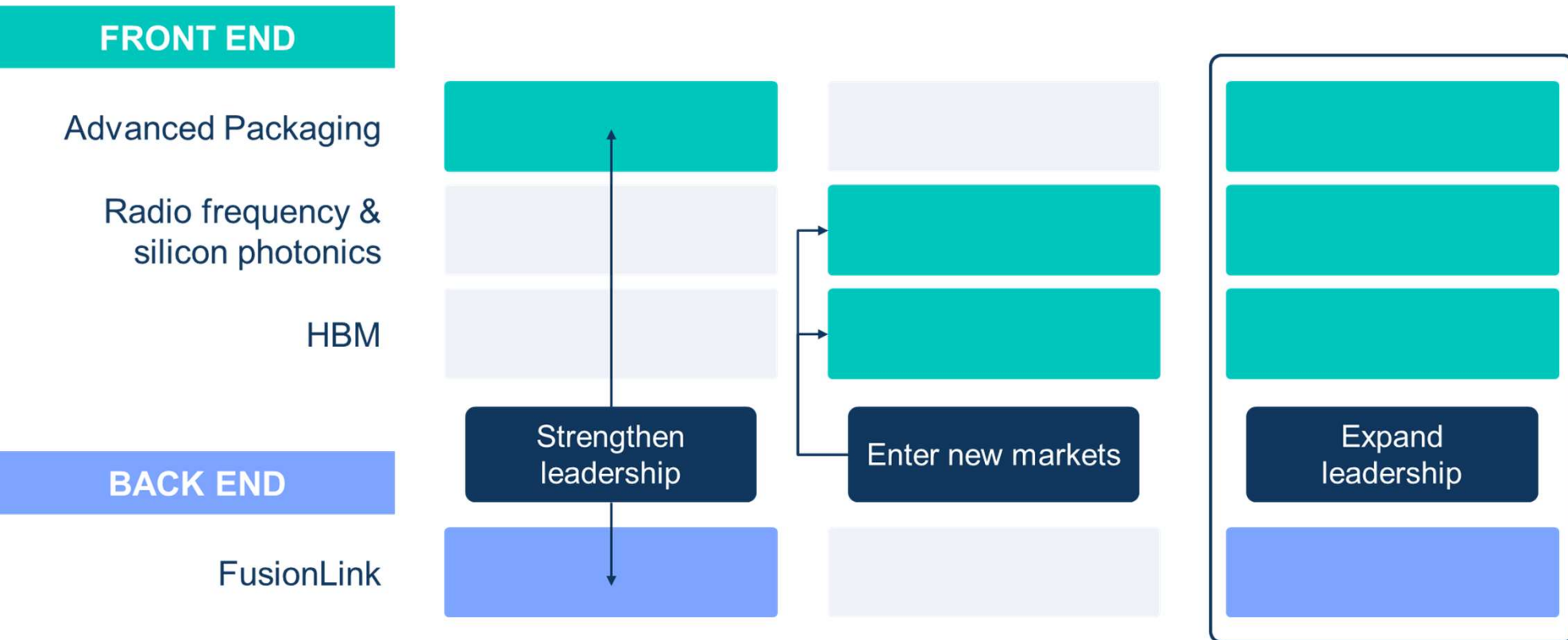
### Probe substrate

Best technology: multi-layer organic (MLO)





# Growth drivers & trajectories





# Financial Outlook



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# Mid-terms scenario

## 1 Technological complexity evolution

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

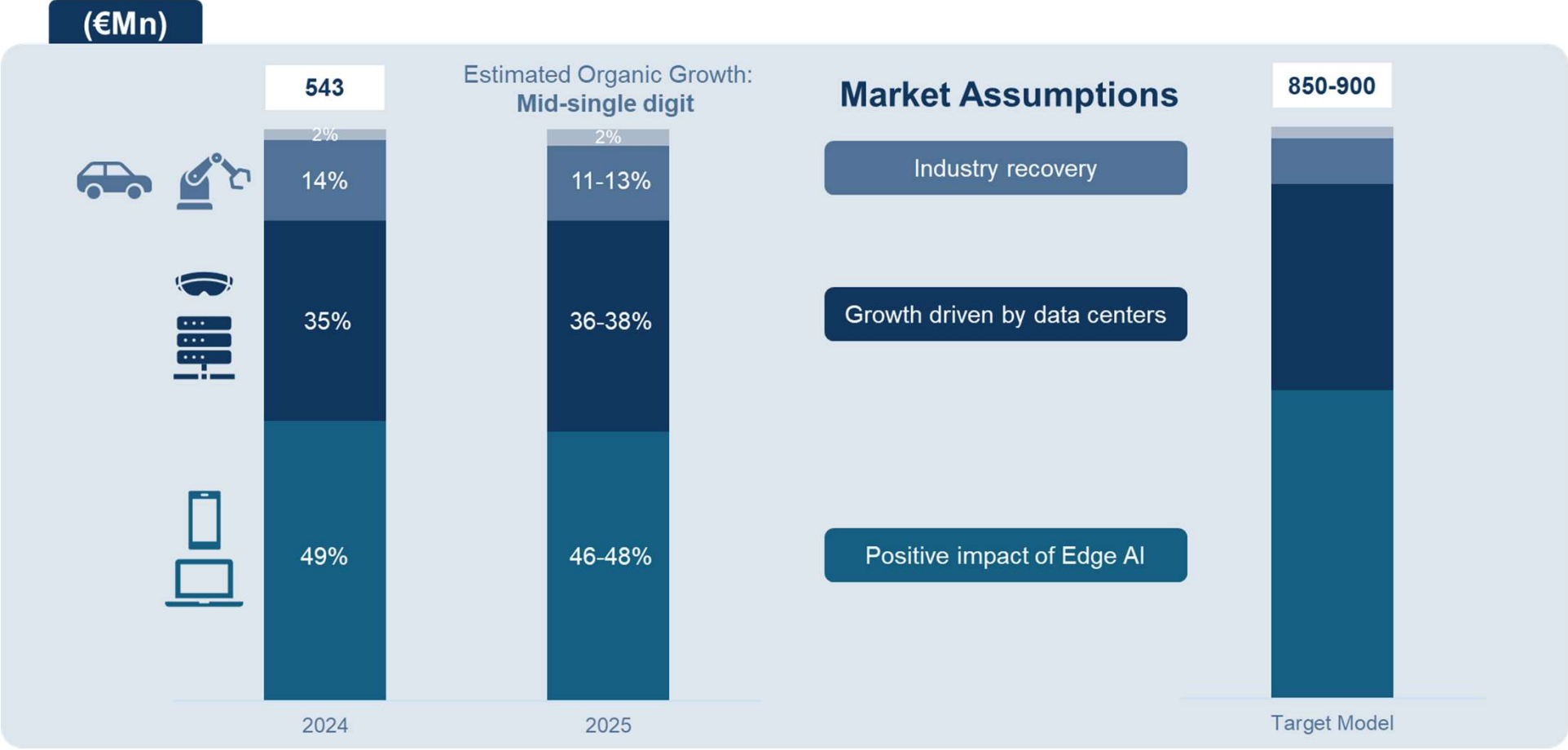
## 2 Market trends

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

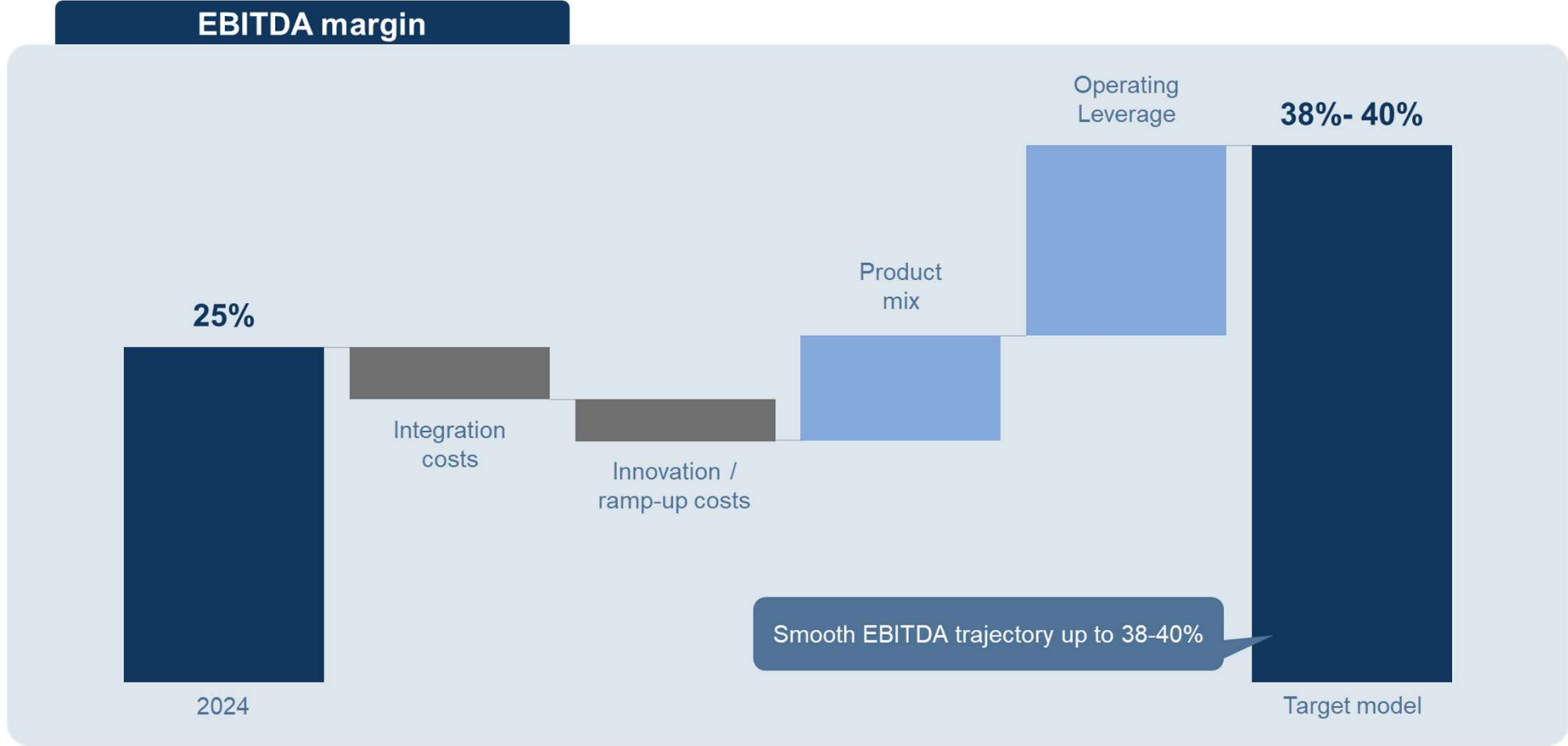
## 3 Geo-political instability

- Technological sovereignty
- Commercial policies

# Market trends & revenues path



# Profitability profile

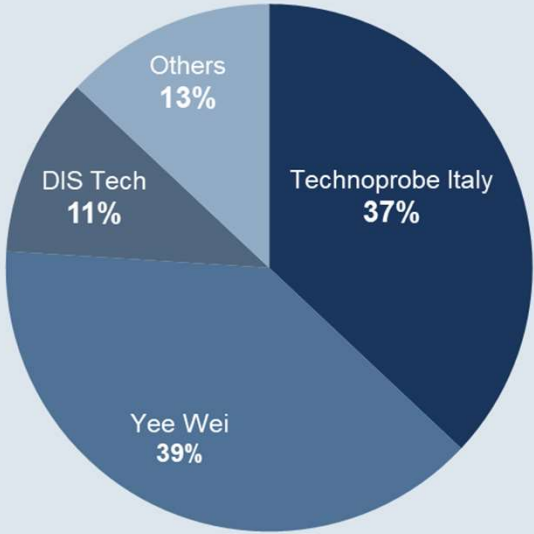


# Capex



(€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%



# H1 2025 Results



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# H1 2025 Market Drivers

## Revenues at 325.9€m

up 7.3% QoQ  
up 35.2% YoY



Consistent growth in AI



Slight increase in Consumer market



Weakness in Automotive only partially  
offset by upward trend in Industrial





# Financial Highlights

## Q2 2025

Revenues were **168.7€m**

*up 21.1% YoY, up 7.3% QoQ*

Gross Profit was **79.9€m**

*up 38.4% YoY, with a margin of 47.3%*

Ebitda was **58.3€m**

*up 61.8% YoY, with a margin of 34.6%*

## H1 2025

Revenues were **325.9€m**

*up 35.2% YoY*

Gross Profit was **150.6€m**

*up 49.5% YoY, with a margin of 46.2%*

Ebitda was **106.4€m**

*up 75.2% YoY, with a margin of 32.6%*



# Financial Highlights

	H1 2025	H1 2024	YoY Variance	Comments
€m				
<b>Revenues</b>	<b>325.9</b>	<b>241.1</b>	<b>+35.2%</b>	<ul style="list-style-type: none"> <li>• <b>Benefit from:</b> <ul style="list-style-type: none"> <li>○ Organic growth: rising trend in AI and slight increase in consumer, partially offset by shrinkage in auto and industrial</li> <li>○ Change of perimeter (6 months of DIS revenue in H1'25 vs 1 month in H1'24)</li> </ul> </li> </ul>
<b>Gross profit</b>	<b>150.6</b>	<b>100.8</b>	<b>+49.5%</b>	<ul style="list-style-type: none"> <li>• <b>Gross profit margin</b> benefitted from: <ul style="list-style-type: none"> <li>○ Recovered production efficiency</li> <li>○ Operating leverage effect</li> </ul> </li> </ul>
% margin	46.2%	41.8%		
<b>EBITDA</b>	<b>106.4</b>	<b>60.7</b>	<b>+75.2%</b>	<ul style="list-style-type: none"> <li>• <b>Ebitda margin</b>, in addition to the above, benefitted also from US reorganization positive impact</li> </ul>
% margin	32.6%	25.2%		
	<b>30.06.2025</b>	<b>31.12.2024</b>		
<b>Net Financial Position</b>	<b>641.9</b>	<b>656.3</b>		<ul style="list-style-type: none"> <li>• <b>Net financial position:</b> variance mainly attributable to solid cash flow from operating activities (+69€m), offset by capex (-28€m), the acquisition of a minority stake in Yee Wei Inc. (-20€m) and Innostar Service Inc. (-7€m), together with the unrealized fx impact on foreign currency bank accounts (-29€m).</li> </ul>



## Q3 2025 Guidance

**Revenues: 137€m**

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(+/-3%)

**Gross Margin: 41.2%**

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(+/-2%)

**Ebitda Margin: 28.2%**

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(+/-2%)



# EUR/USD - Accumulated Average by Quarter



Average	Q1 '25	Q2 '25	Q3 '25*	Q4 '25*
	1,052	1,134	1,168	1,186
3M	1,052			
6M	1,093			
9M*	1,119			
12M*	1,136			

\* Estimate

Average	Q1 '24	Q2 '24	Q3 '24	Q4 '24
	1,086	1,077	1,098	1,068
3M	1,086			
6M	1,081			
9M	1,087			
12M	1,082			