



# Q1 2023 Results Presentation

May 15, 2023

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# Technoprobe at a glance

1996

Year of  
Foundation

14

Offices  
Worldwide

2,700

Employees  
Worldwide

+600

Proprietary  
patents

€3,8bn

Market Cap

# Q1 2023 market drivers

## Revenues at 91€m

✓ in guidance

	Volumes shrinking	✓
	Upward pace	✓
	Upward pace	✓
	Persistent correction	✓

# Financial Highlights

## Q1 results

**Revenues were 91€m**

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*down 25% YoY*

**Gross Profit was 46€m**

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*down 39% YoY, with a margin of 51%*

**Ebitda was 27€m**

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*down 47% YoY, with a margin of 30%*

# Q1 2023 results

	Q1 2022	Q1 2023	YoY Variance	Comments
€m				
<b>Revenues</b>	121	91	-25%	<ul style="list-style-type: none"> <li>• <b>Revenues</b> affected by volume shrinkage in the consumer market</li> </ul>
<b>Gross profit</b>	75	46	-39%	<ul style="list-style-type: none"> <li>• <b>Gross profit margin</b> impacted by:               <ul style="list-style-type: none"> <li>○ decrease in revenues</li> <li>○ capacity structure and resources employed at the same level of prior quarter</li> </ul> </li> </ul>
<i>% margin</i>	62%	51%		
<b>EBITDA</b>	51	27	-47%	<ul style="list-style-type: none"> <li>• <b>Ebitda margin</b> also affected by consistent investments in R&amp;D (12€m)</li> </ul>
<i>% margin</i>	42%	30%		
	31.12.2022	31.3.2023		
<b>Net Financial Position</b>	403	404		<ul style="list-style-type: none"> <li>• <b>Net financial position:</b> cash flow from operating activities (+18€m) partially offset by capex (-13€m) and forex (-4€m)</li> </ul>

# Up to date main events

May 2<sup>nd</sup>, 2023



*Translisting to Euronext Milan*

## Increased the number of BoD members

*+2 Independent Directors*

## Established the Remuneration & Nomination Committee

*to be compliant with the Corporate Governance Code*

## Increased the number of Risk & Control Committee members

*+1 independent Director*

## Introduction of Loyalty shares

*in place of multiple voting rights shares*

# Q2 Guidance

**Revenues: 98€m (+/-3%)**

**Gross Margin: 53% (+/-2%)**

**Ebitda Margin: 34% (+/-2%)**





# Q&A

