



9M 2023 Results Presentation

November 14, 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.

Mr.Stefano Beretta, the officer in charge of preparing the corporate accounting documents of Technoprobe S.p.A. declares that, pursuant to paragraph 2, Art. 154 bis of the Consolidated Law on Finance, to the best of his knowledge, the accounting information contained in the Presentation corresponds to the documental results, accounting books and records.

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 Sept. 30, 2023, 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 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, criterian on equity, risk management are forward-looking in nature. Forward-looking information and 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 economic 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, "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

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 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 construe the information 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 Sept. 30, 2023 and the information and opinions contained in the Presentation and on purport to contain all information that may be required to evaluate the Technoprobe Group. The information included in the Presentation 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,

 $\begin{array}{c}
1996 \\
 Year of \\
 Foundation
\end{array}$ $\begin{array}{c}
18 \\
 Offices \\
 Worldwide
\end{array}$ $\begin{array}{c}
 €4,7bn
\end{array}$

Proprietary

patents

Technoprobe at a glance ⁽¹⁾

EMARKET SDIR CERTIFIED

2,750

Employees

Worldwide

Market Cap

9M 2023 market drivers

Revenues at 307.3€m

up 5.8% QoQ down 28.1% YoY

Weak demand in the consumer market

Slower than expected correction in the inventories

Early signs of slowdown in automotive









EMARKE



Financial Highlights



Q3 2023 results

Revenues were 111.1€m down 37.3% YoY, up 5.8% QoQ

Gross Profit was 54.9€m down 50.2% YoY, with a margin of 49.5%

Ebitda was 35.8€m

down 59.3% YoY, with a margin of 32.3%

Revenues were 307.3€m down 28.1% YoY

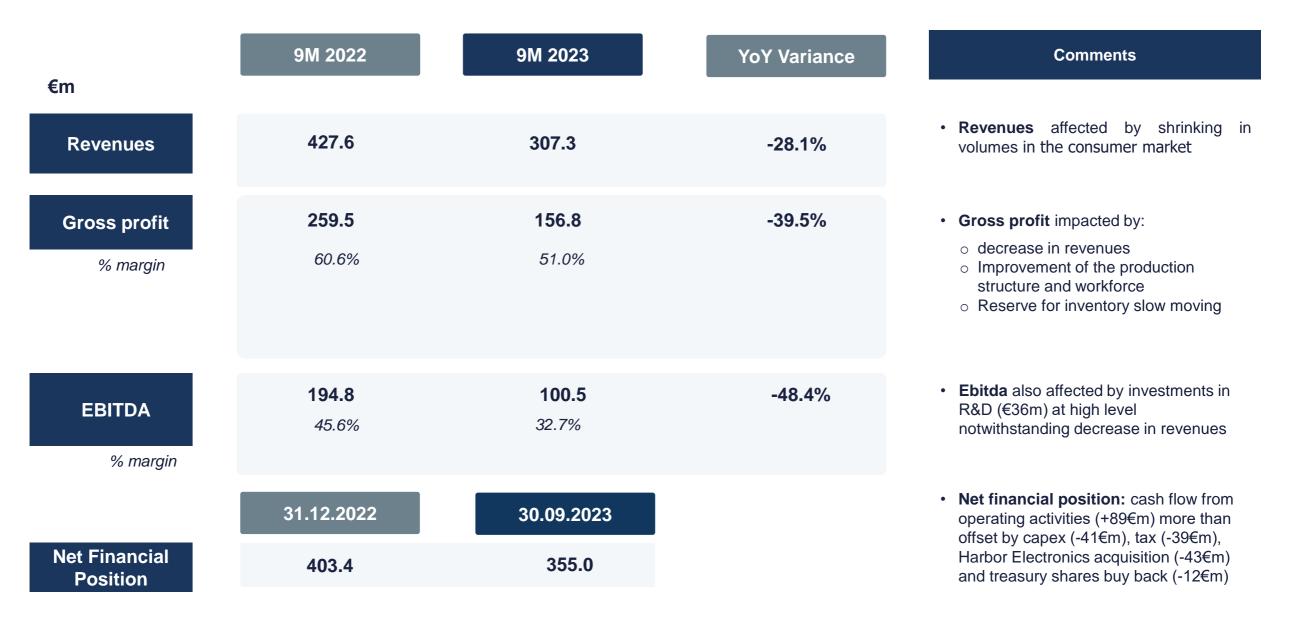
Gross Profit was 156.8€m down 39.5% YoY, with a margin of 51.0%

Ebitda was 100.5€m

down 48.4% YoY, with a margin of 32.7%

9M 2023 results

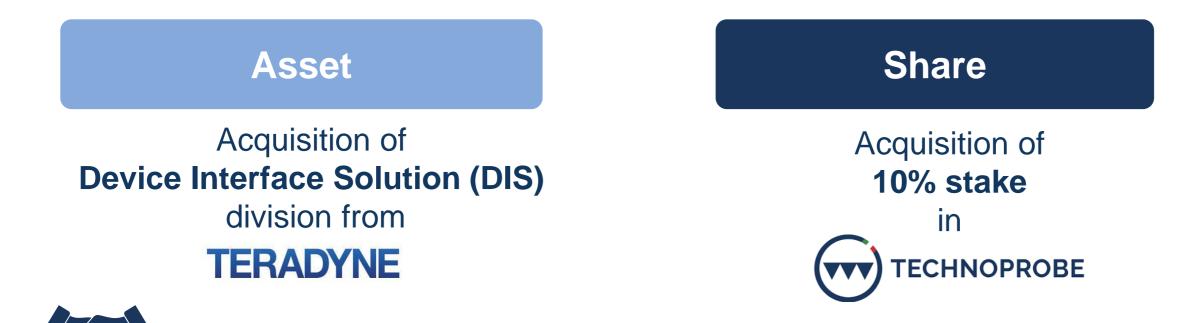
9M 2023 Results





The combined transaction





Teradyne Inc. and Technoprobe S.p.A. agreed to establish a strategic partnership on joint development projects to accelerate growth for both companies through roadmap sharing, joint development of technology, and co-marketing activities.

While working on joint development projects, Technoprobe and Teradyne will continue to operate independently in their respective market segments

Transaction main highlights





Acquire new competences to better serve the needs of our clients



Consolidate the full **vertical integration** of our business model also leveraging on Harbor Electronics competencies



Accelerate the process to enter the final test and probe card interface markets



Open the share capital to an industrial partner to leverage combined skills to fuel the future growth



Q4 2023 Guidance

Revenues: 97€m

(+/-3%)

Gross Margin: 43%

(+/-2%)

Ebitda Margin: 22%

(+/-2%)





Q&A







