



9M 2024 Results Presentation

November 13, 2024



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Technoprobe at a glance

1996

Year of
Foundation

29

Offices
Worldwide

3,230

Employees*
Worldwide

+600

Proprietary
patents

€4,3bn

Market Cap



9M 2024 market drivers

Revenues at 386.9€m

up 4.7% QoQ
up 25.9% YoY



Consistent growth in Artificial Intelligence



Stabilization of volumes in Consumer market



Correction in inventories



Weakness in Automotive and Industrial



Financial Highlights

Q3 2024

Revenues were **145.8€m**

up 31.2% YoY, up 4.7% QoQ

Gross Profit was **59.3€m**

up 8.0% YoY, with a margin of 40.7%

Ebitda was **34.6€m**

down 3.4% YoY, with a margin of 23.7%

9M 2024

Revenues were **386.9€m**

up 25.9% YoY

Gross Profit was **160.1€m**

up 2.2% YoY, with a margin of 41.4%

Ebitda was **95.3€m**

down 5.2% YoY, with a margin of 24.6%



9M 2024 results

	9M 2024	9M 2023	YoY Variance	Comments
€m				
Revenues	386.9	307.3	+25.9%	<ul style="list-style-type: none"> • Revenues, driven by <ul style="list-style-type: none"> ○ Organic growth due to solid upward trend in AI ○ change in the consolidation perimeter (Harbor Electronics and DIS Tech) ○ partially offset by the weakness in automotive and industrial
Gross profit	160.1	156.7	+2.2%	<ul style="list-style-type: none"> • Gross profit margin impacted by: <ul style="list-style-type: none"> ○ expected dilutive effect from acquisitions ○ manufacturing inefficiencies from product mix ○ relevant increase of depreciation
<i>% margin</i>	41.4%	51.0%		
EBITDA	95.3	100.5	-5.2%	<ul style="list-style-type: none"> • Ebitda margin consistently affected by the acquisitions and the product complexity together with a high level of investments in R&D (45€m)
<i>% margin</i>	24.6%	32.7%		
	30.09.2024	31.12.2023		
Net Financial Position	630.3	350.8		<ul style="list-style-type: none"> • Net financial position: cash flow from operating activities (+64€m) and capital increase (+385€) partially offset by capex (-55€m), DIS acquisition (-80€) and buy-back plan (-23€m)



Q4 2024 Guidance

Revenues: 150€m

(+/-3%)

Gross Margin: 42%

(+/-2%)

Ebitda Margin: 25%

(+/-2%)



Q&A

