



Investor Call, H1-2024 Report

- *Jacob Herschmann, CEO*
- *Nava Ben-Yehuda, CFO*

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Testing the Future



Company Overview

QualiTau is the leading supplier of reliability test equipment and services for the semiconductor industry

Business Overview

Business Description

QualiTau is the leading supplier of reliability test equipment and services offering comprehensive turn-key solutions to the world's leading semiconductor device manufacturers for reliability characterizations of their ICs and other microelectronic devices. The company is publicly traded on the Tel Aviv Stock Exchange (TASE: QLTU).

Technology

Leading semiconductor Reliability Test Equipment manufacturer

Intellectual Property

30 U.S. patents (several international), 24 active, 1 pending

Customers

Longstanding relationships with global Tier-1 semiconductor manufacturers

Financial

FY 2023 Revenue of \$41.1M with Gross Margin of 67.3% and EBITDA margin of 34.2%

H1-2024 Revenue of \$20.6M with a Gross Margin of 67.4% and EBITDA margin of 36.3%

Representative Tier-1 Customers

Fabless



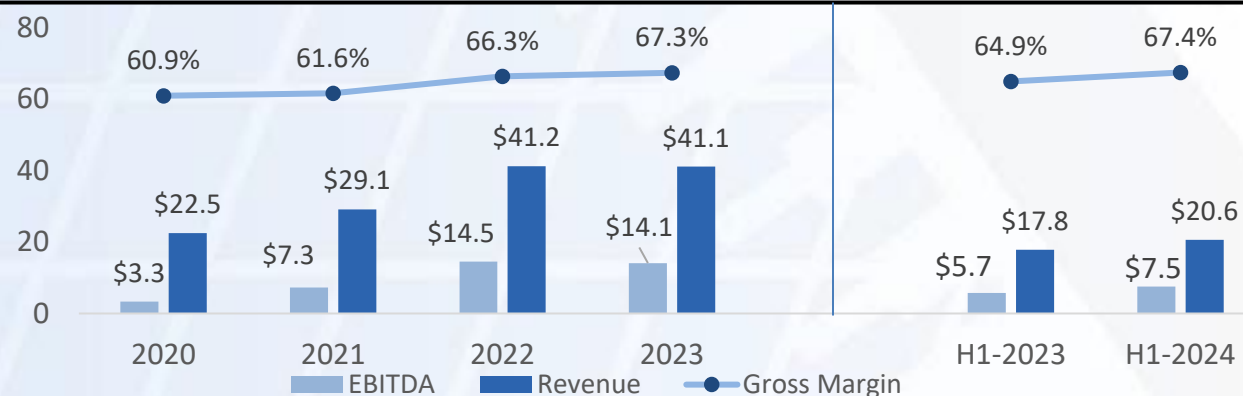
Foundries



IDMs



Selected Financial Profile Overview (\$ in millions)



Testing the Future

\$ 55,436

Orders Booked (\$ in thousands)

\$ 20,557

Orders shipped (\$ in thousands)

\$ 34,879

Backlog @ 29/08/2024, (\$ in thousands)

67.4%

H1-2024 Gross Margin

36.3%

H1-2024 EBITDA Margin

\$ 1.403

EPS (\$)

Products and Solutions Overview

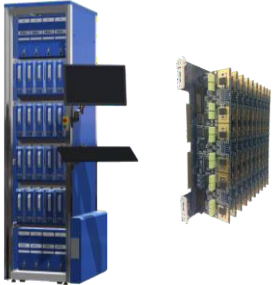
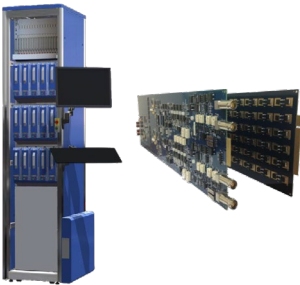

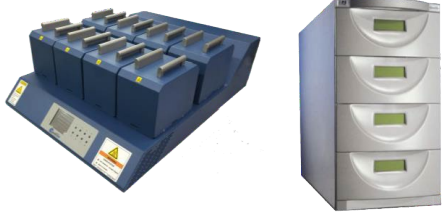
Core Capabilities and Differentiation

Proprietary design and manufacturing of advanced DUT boards and temperature chambers with unique thermal properties

Massively parallel testing solution for traditional package and wafer-level reliability

Destructive testing methods for lifetime analysis of complex electronic devices

Core Products

	QUALITAU CORE PRODUCTS			
Product Line	MIRA	Infinity	Wafer Level Probe Systems	ACE
Test Type	Package-Level	Package-Level	Wafer-Level	Package-Level
Core Applications	Electromigration and Stress Migration	TDDDB, HCI, BTI and HTRB	All Reliability Applications	DC EM, Pulse EM and AC EM
Product Images				

High Growth End Markets Driving Chip Demand



Automotive

- The emergence of several key technologies, including EVs, automobile automation, and 3D mapping has facilitated enhanced demand for advanced semiconductor products
- The global automotive semiconductor market is estimated to grow at a CAGR of 12% to reach \$114B by 2030



Communications

- 5G offers faster data speeds and reduced latency required to support global IP traffic, which is expected to grow 3x between 2019-2022 reaching 4.8 ZB/year
- The global 5G semiconductor solutions market is estimated to grow at a CAGR of 25% to reach \$11B by 2029



Consumer Electronics

- The growing disposable incomes of consumers, rising urbanization, and consumers' preference for advanced technology are catalysts driving the forecasted growth in the consumer electronics market
- The semiconductor consumer electronics market is estimated to grow at a CAGR of 9% from 2021 - 2028



Data Center & Computing

- Anticipated growth in the data center market is driven by advancements in cloud computing and chip technology, further aided by government regulations regarding the localization of data centers
- The data center chip market is estimated to grow by \$19B from 2021-2025, representing a CAGR of 23%



Industrial Automation

- Industry 4.0 is facilitating the digitization and networking of the industrial value chain, which increasingly rely on advancements in semiconductor technologies
- The global industrial semiconductors market is estimated to grow at a CAGR of 12% to reach \$107B by 2027



IoT

- Microcontroller units (MCUs), connectivity chipsets, Artificial Intelligence (AI) chipsets, and security chipsets and modules are key components driving IoT semiconductor growth
- The global IoT semiconductor component market is expected to grow at a CAGR of 10% to reach \$80B by 2025



Military & Aerospace

- Rising interest in space exploration and research, in addition to consistent investments in defense spending continue to drive growth in this sector
- The global Military and Aerospace semiconductor market is estimated to surpass \$10B by 2031, representing a CAGR of 6%

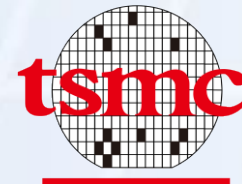


Silicon Photonics

- Advancements in high-performance computing, big data analytics, and cloud computing have facilitated growth within the silicon photonics market
- The global silicon photonics market is estimated to grow at a CAGR of 26% to reach \$4B by 2028

Sources: Allied Market Research, Business Insights, Fortune, GlobeNewswire

QualiTau Serving Tier-1 Customers Globally



SUMMARY INCOME STATEMENT

Mamba forecast finalized

US\$ IN THOUSANDS	H1/2024	H1/2023	YTD 2023
REVENUES	20,557	17,804	41,112
GROSS PROFIT	13,861	11,564	27,652
R&D	2,198	2,213	4,845
SALES, MARKETING, and G&A	4,207	3,656	8,988
OPERATING INCOME	7,456	5,695	13,819
FINANCE EXP. (INCOME), NET	(322)	104	(333)
TAX EXP.	1,676	1,240	1,852
NET INCOME (LOSS)	6,102	4,351	12,300
EBITDA	7,470	5,664	14,073
EPS	1.403	1.007	2.841
DILUTED EPS	1.326	0.955	2.688

SUMMARY BALANCE SHEET

US\$ IN THOUSANDS	H1/2024	H1/2023	YTD 2023
CURRENT ASSETS	43,416	39,098	43,795
LONG TERM INVESTMENTS	98	145	55
FIXED ASSETS	1,370	1,145	877
RIGHT OF ASSETS	3,724	313	57
TAX ASSETS	2,570	1,300	2,570
TOTAL ASSETS	51,178	42,001	47,354
CURRENT LIABILITIES	5,717	8,427	7,369
LONG TERM LIABILITIES	3,175	10	3
SHAREHOLDERS EQUITY	42,286	33,564	39,982
TOTAL LIABILITIES	51,178	42,001	47,354

CURRENT RATIO

7.59

H1/2024

4.64

H1/2023

5.94

YTD 2023

QUICK RATIO

4.43

H1/2024

3.68

H1/2023

4.89

YTD 2023

SUMMARY CASH FLOW

US\$ IN THOUSANDS	H1/2024	H1/2023	YTD 2023
NET INCOME (LOSS)	6,102	4,351	12,300
ADJUSTMENTS FOR RECONCILIATION	(2,833)	6,494	3,985
CASH FLOW FROM (TO) OPERATION ACTIVITIES	3,269	10,845	16,285
CASH FLOW FROM (TO) INVESTMENT ACTIVITIES	(459)	(1,014)	(788)
CASH FLOW FROM (TO) FINANCING ACTIVITIES	(4,135)	(2,787)	(4,668)
INCREASE (DECREASE) IN CASH	(1,325)	7,044	10,829
CASH AT THE BEGINNING OF THE PERIOD	25,766	14,937	14,937
CASH AT THE END OF THE PERIOD	24,441	21,981	25,766

Thank you

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