



## Investor Presentation

May 2025

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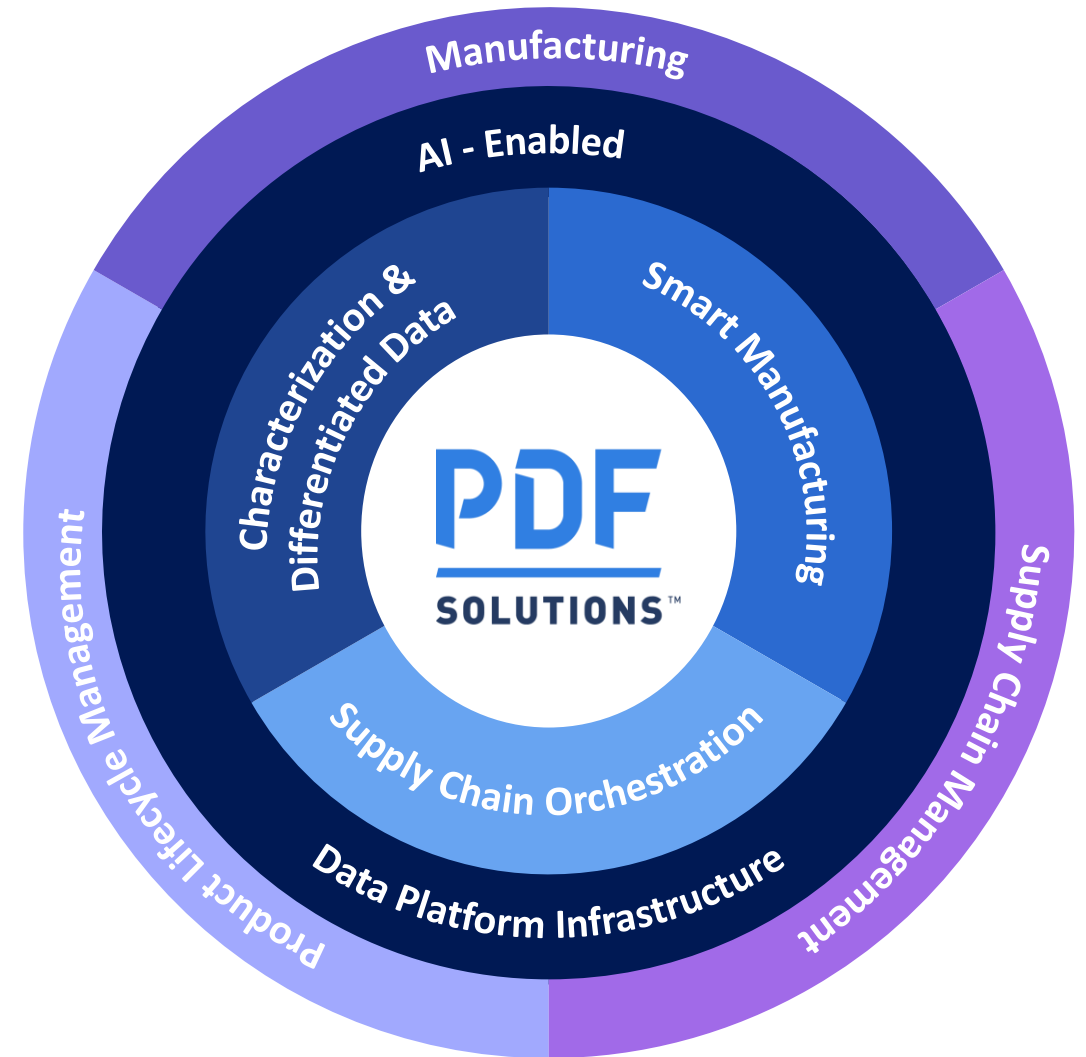
Kimon Michaels, *Executive VP, Products and Solutions, Co-Founder*

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# PDF Solutions Overview

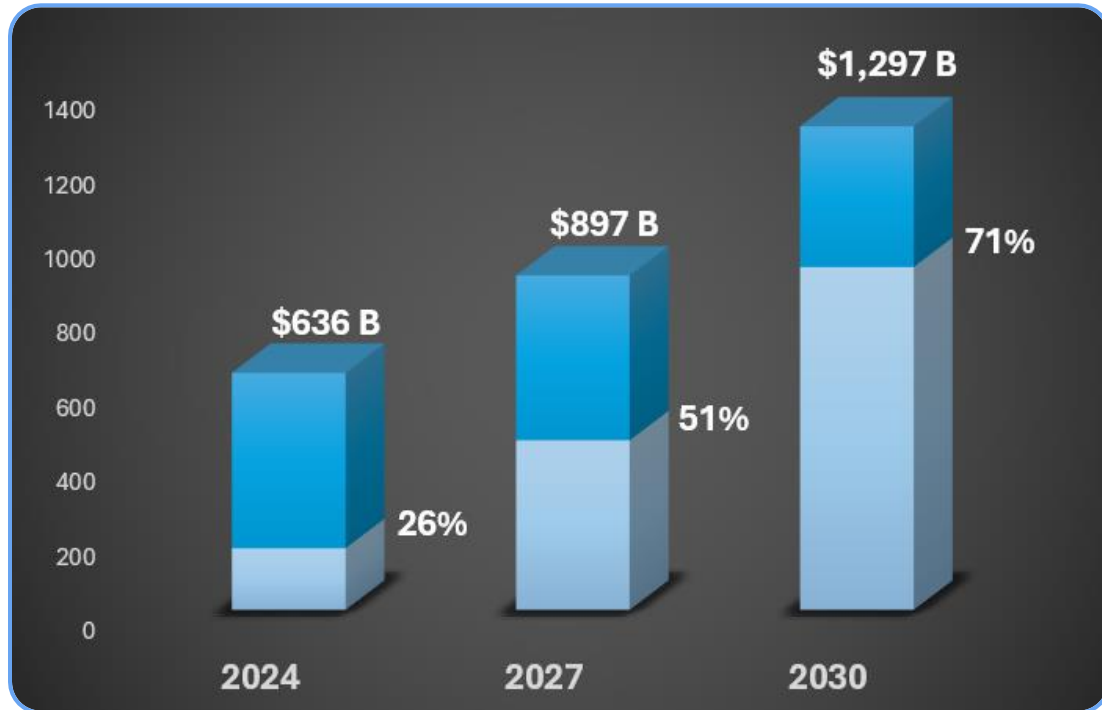
PDF Solutions is **the leading commercial data and analytics platform** spanning the **semiconductor and electronics industry**





# AI is driving investment and demand in the semiconductor industry

AI related devices will represent 71% of total semiconductor revenue in 2030



Source IBS 2024

- Acceleration of **innovation, growth** and **economic value creation** for leading edge companies
- Large opportunities for **efficiency improvement** and **supply chain integration** across the industry
- Increased **globalization** and **trade tension** adding operational complexity to the semiconductor supply chain

# A common platform is required to address the three major, on-going semiconductor industry transformations



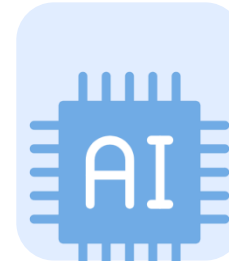
## 1 Innovation in 3D

- Chiplets
- Complex packaging and systems



## 2 Complex Supply Chain

- Globally distributed industry
- More specialized companies



## 3 AI for AI

- Efficiency gains at all levels...
- Design, Manufacturing...




- AI chips production requires massive volumes of **data**
  - *Collected, aligned, and analyzed*
  - *Across design, manufacturing, assembly, and test companies*
- In addition to data analytics, real-time **insights-based actions** are needed
- The industry needs a new kind of cross-**industry platform** for secure data exchange, collaboration, and execution

# PDF Solutions' platform addresses these needs with **integrated solutions** for the semiconductor ecosystem

Common UI and Integrated Data Across all PDF Products

Big Data Infrastructure and AI

**Characterization & Differentiated Data**



**Smart Manufacturing Analytics**



**Supply Chain Orchestration**



**DEX (Data Exchange Network)**

# PDF Solutions' differentiation: Analytics & mission critical platform, integrated with enterprise applications, enabling key business processes, & cross-company collaboration

## Industry and Domain Expertise



- Semiconductor Industry - IDM, Foundry, Fabless, OSAT
- Engineering, Product Development, Manufacturing, Quality, Supply Chain

## Ability to Create, Integrate, Align, Analyze, and Act on data



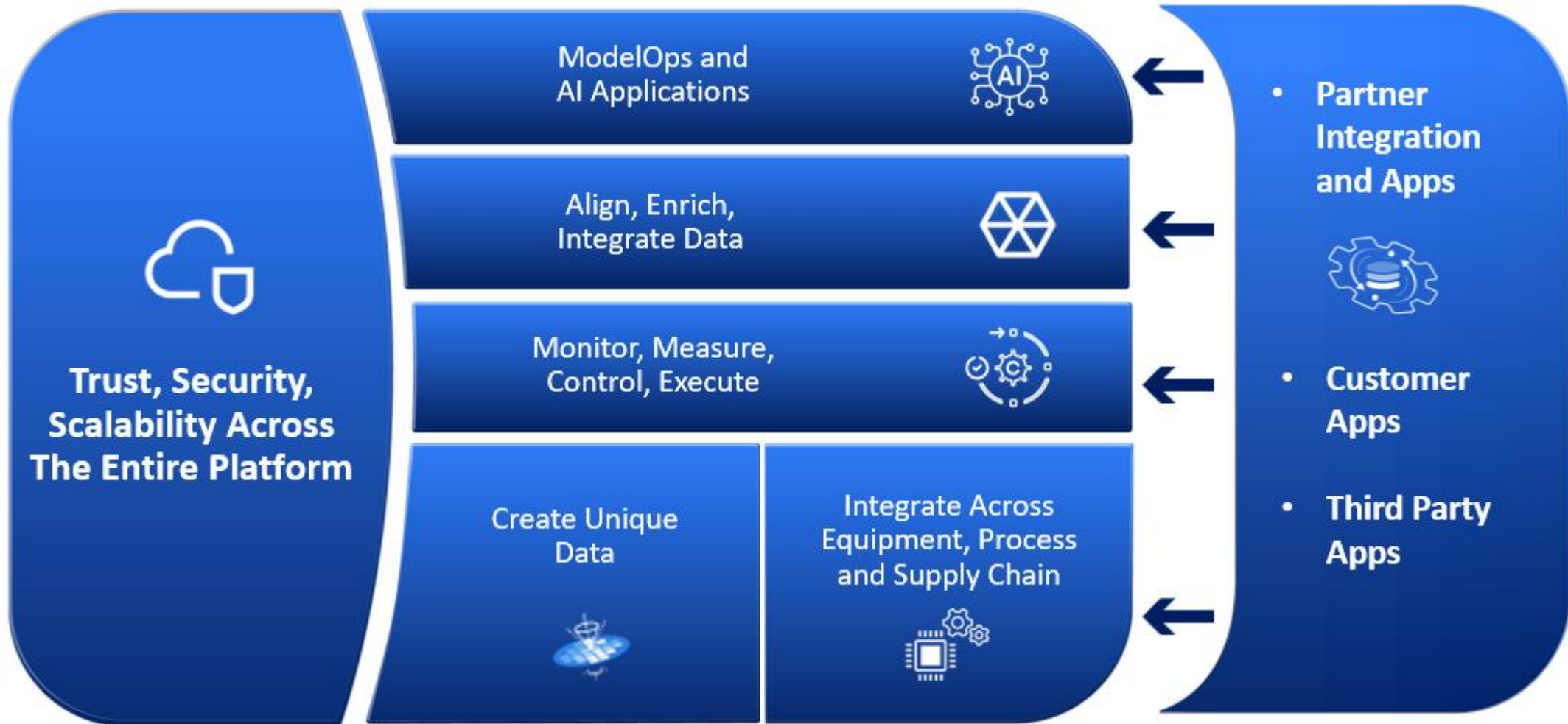
- Unique differentiated data
- Industry semantic model to align, integrate, and analyze data
- Insights based actions

## Fully Integrated solution architecture



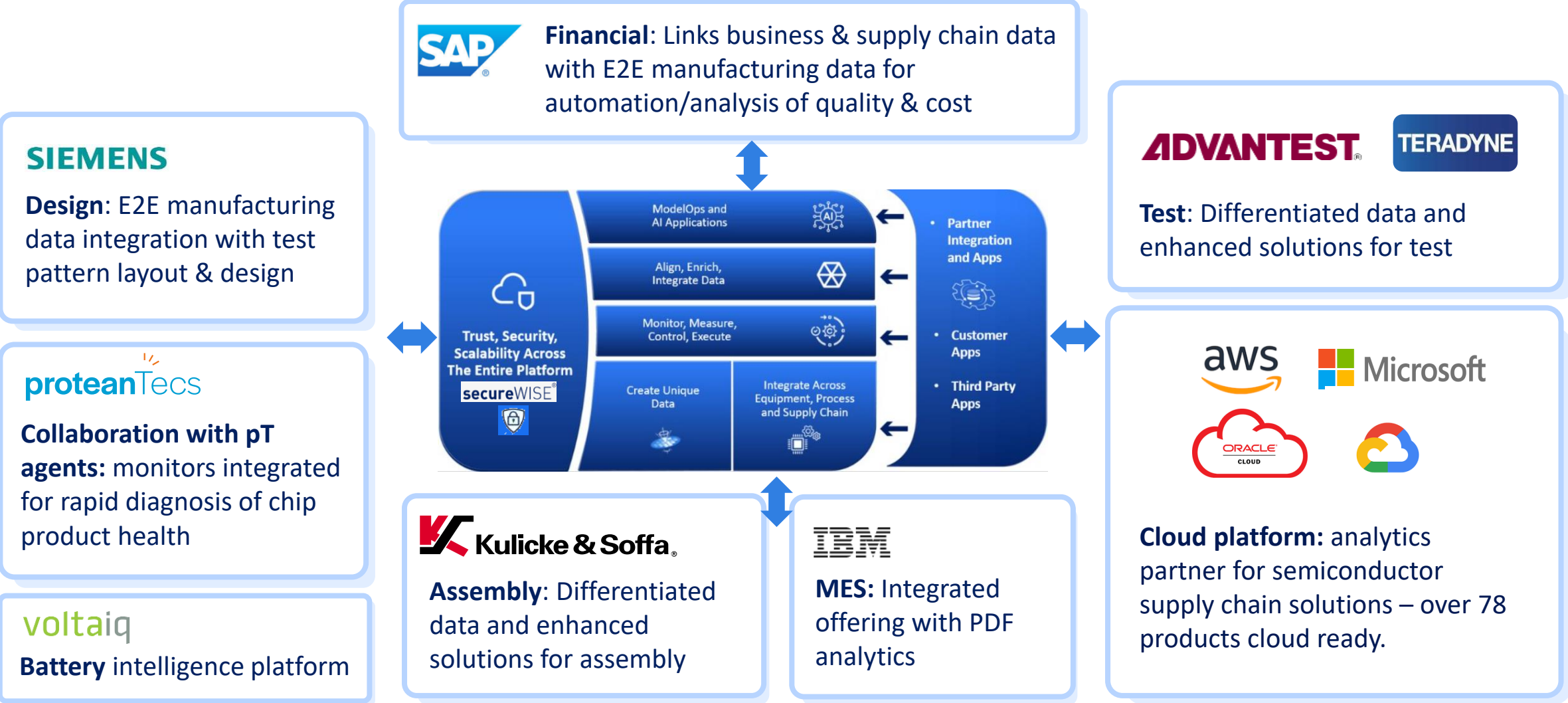
- Equipment and process integration
- Manufacturing data lake
- AI applications lifecycle
- Open architecture for integrate with industry leading applications

# PDF Solutions' open platform for the semiconductor ecosystem





# An open platform based on industry standards and integrated with leading solutions providers



# PDF Solutions' opportunity is expanding



Representative industry participants; not indicative of actual customers. Logos are the property of the respective trademark owners.

## Established strong presence

- >140k equipment factory connections with over >40k process tools
- 350+ revenue generating customers in 33 countries in TTM Q1'25

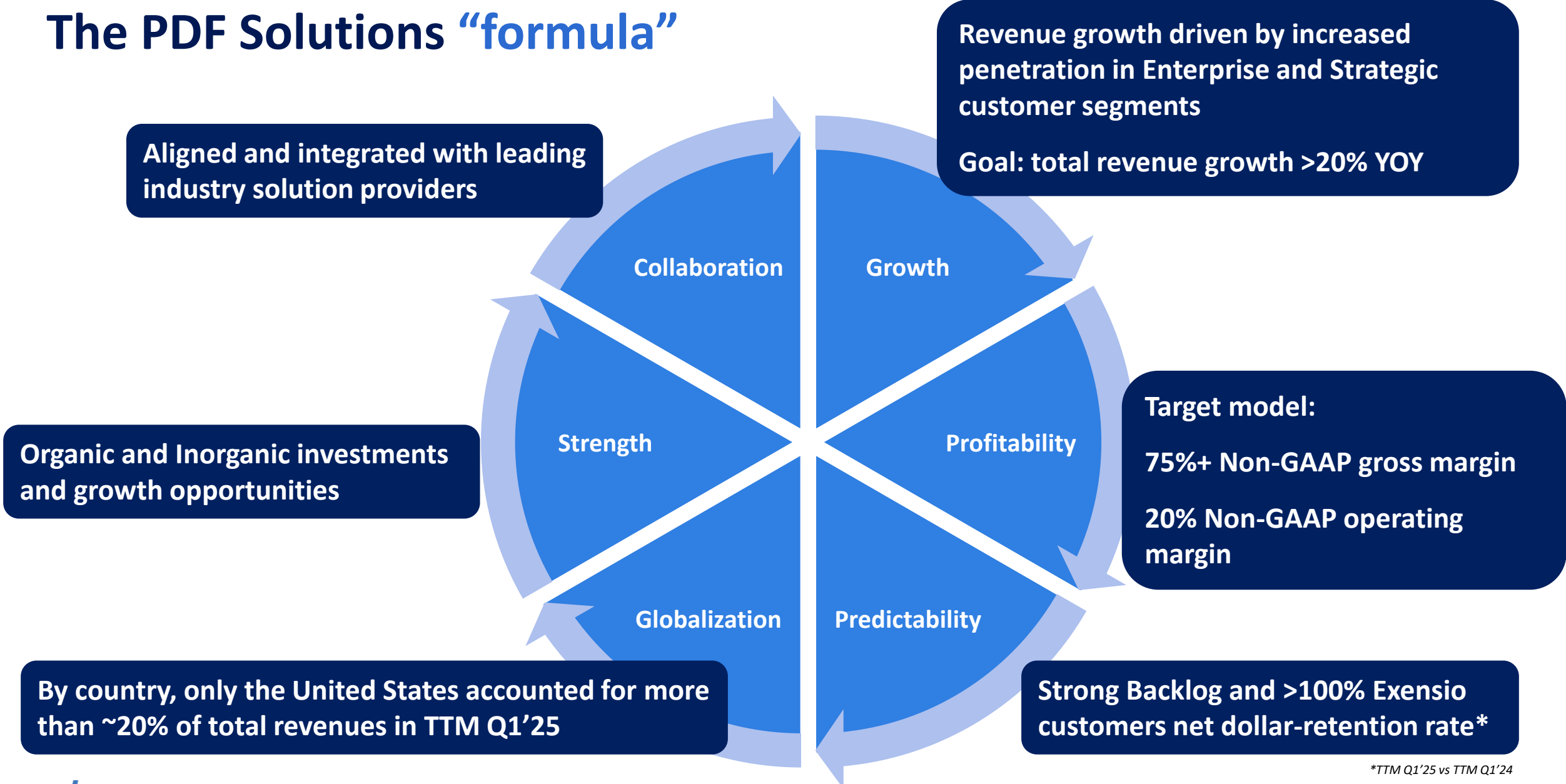
## Strong product portfolio

- Leading commercial provider of Lab to Fab optimization solutions: yield, test, OEE
- Leading commercial manufacturing Analytics and AI platform for the semiconductor industry
- Long history as an integration provider for semiconductor equipment

## Expansion opportunities increasing

- Strong position within equipment, IP, factory, and product companies, while expanding to additional product and system companies

# The PDF Solutions “formula”

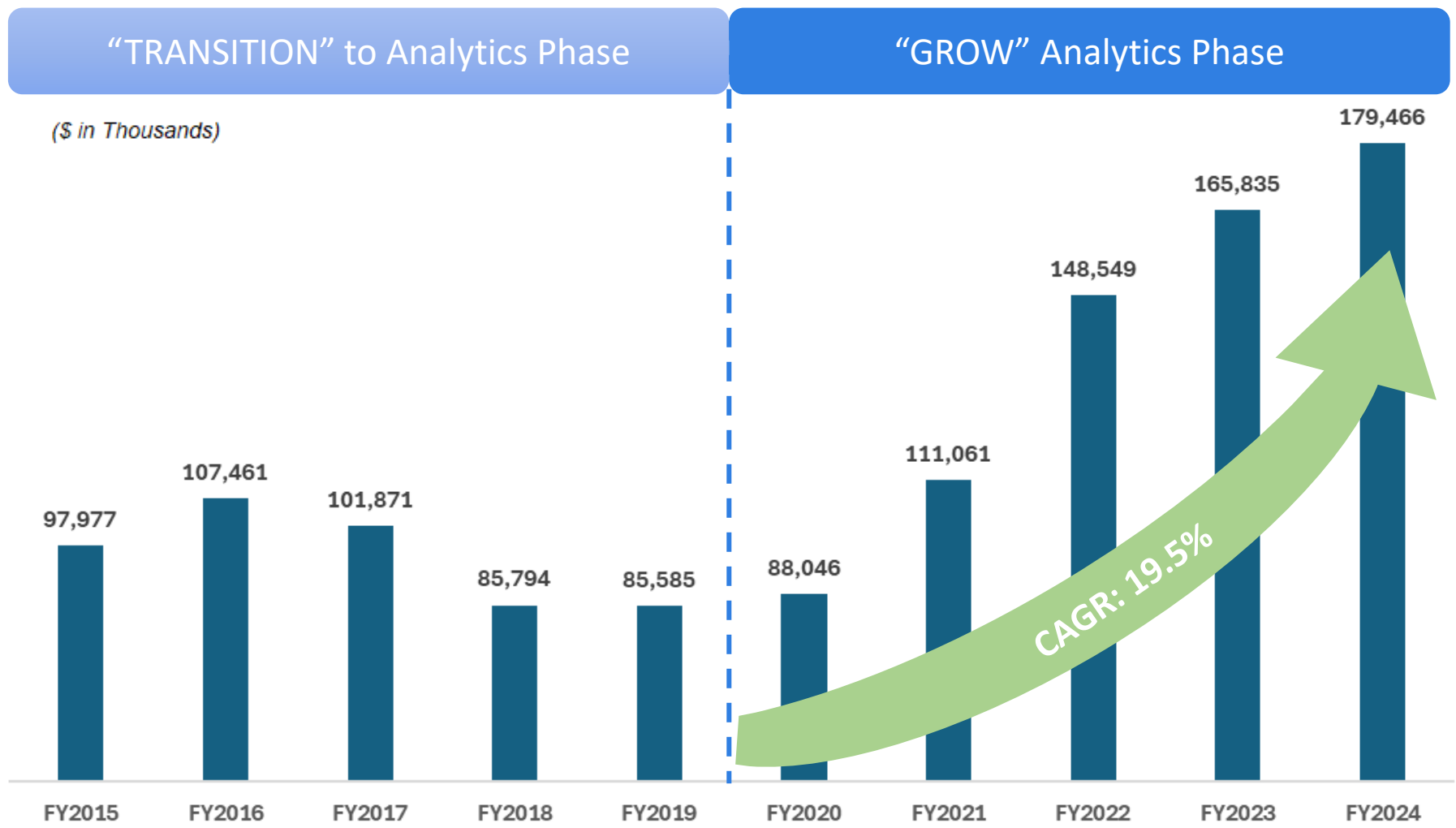


# Overview of revenue sources

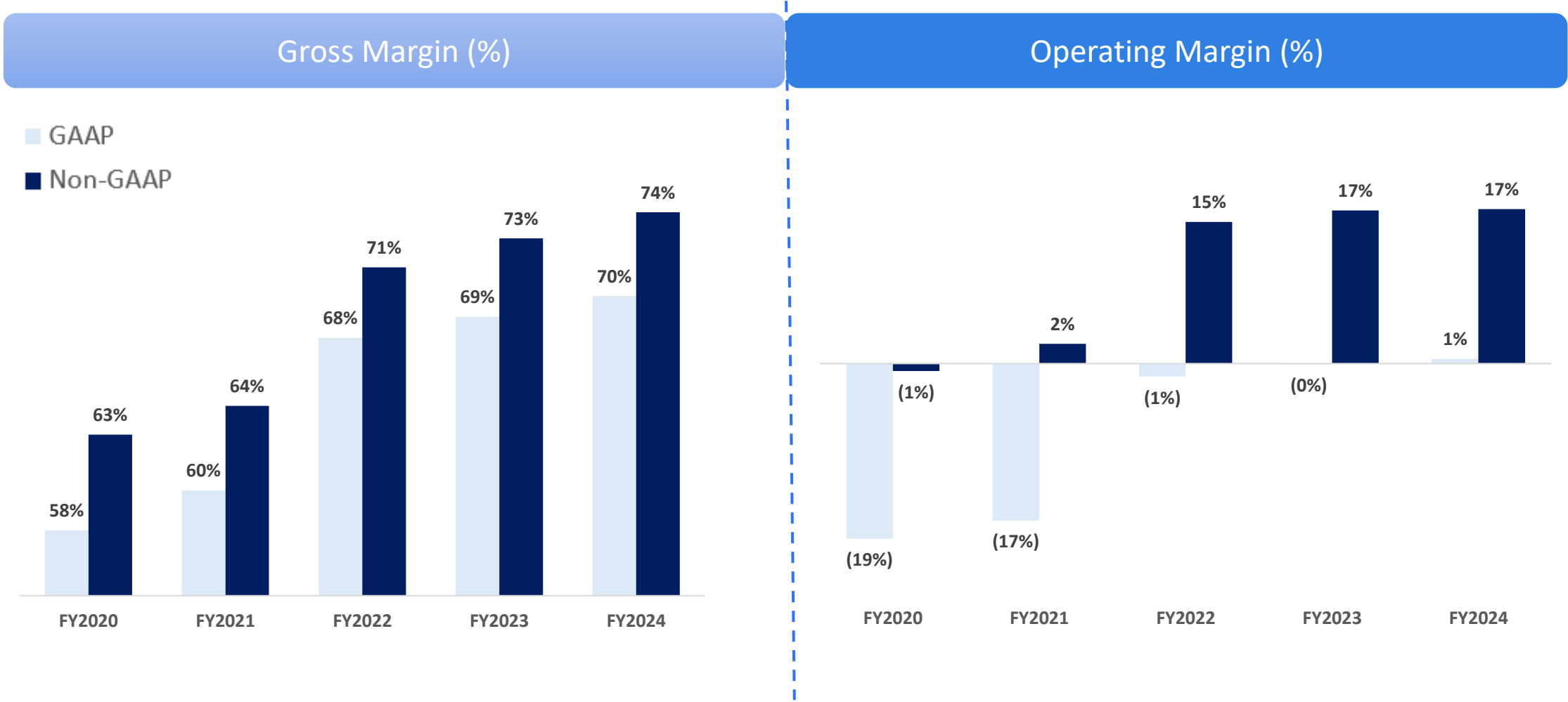
Revenue Categories	Revenue Source	Description	Type
Analytics	Exensio Analytics	Big Data Analytics Platform	SaaS (cloud)
			Time-Based License Software and Hardware (on premise)
			Perpetual License Software (on premise)
	Differentiated Data	IP-based inline and end of line yield metrology solutions (DFI / CV)	Service and Time-Based License Software & Hardware (or capex for eProbe hardware)
	Cimetrix Connectivity	Equipment Communications & Interface Protocols	Perpetual License Software
	secureWISE	Secure Remote Access and Data Exchange Platform	SaaS
Integrated Yield Ramp	Fixed Fee	Software, IP and Service	Service and Time-Based License Software & Hardware
	Variable Fee / Gainshare		Royalty Payment



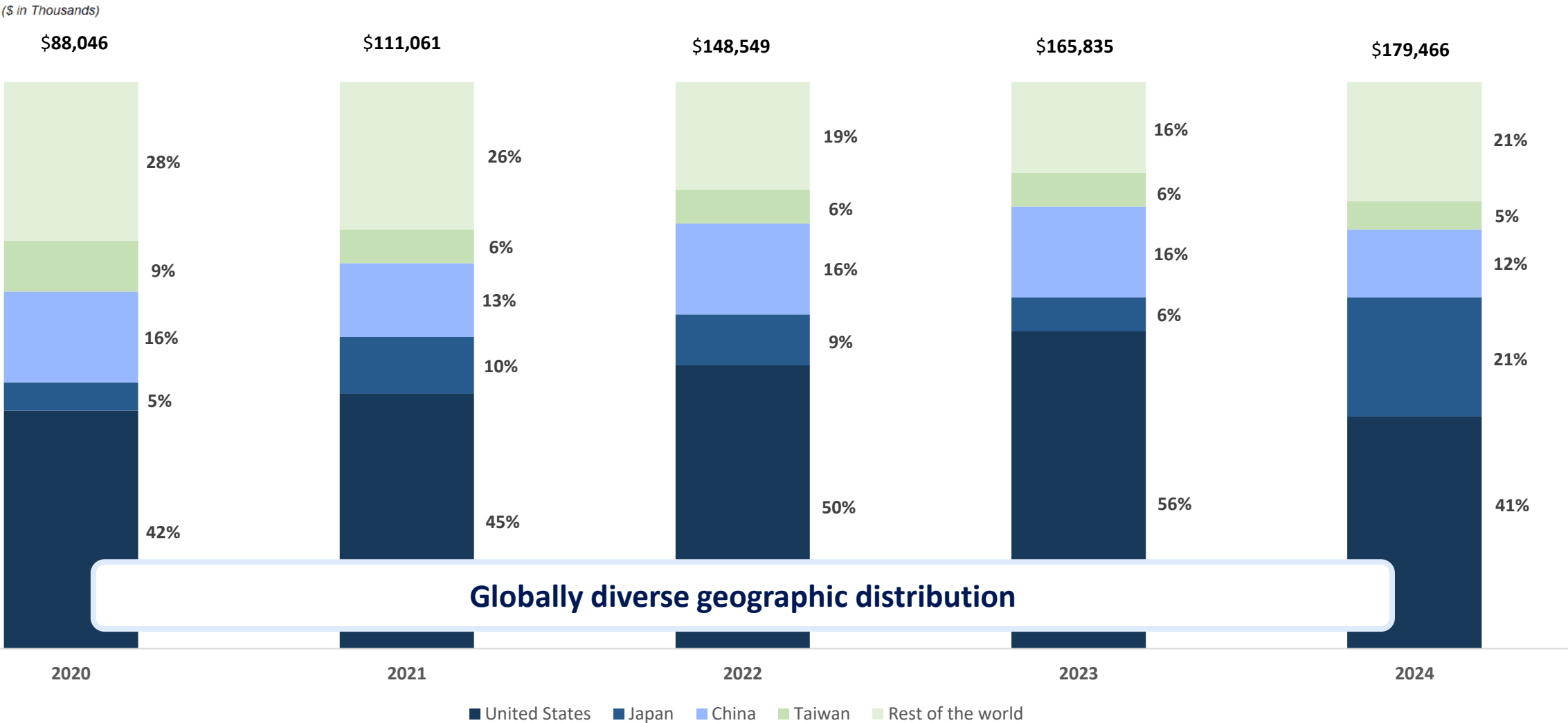
# Annual revenue trend from FY2015 to FY2024



# Annual gross margin and operating margin trend



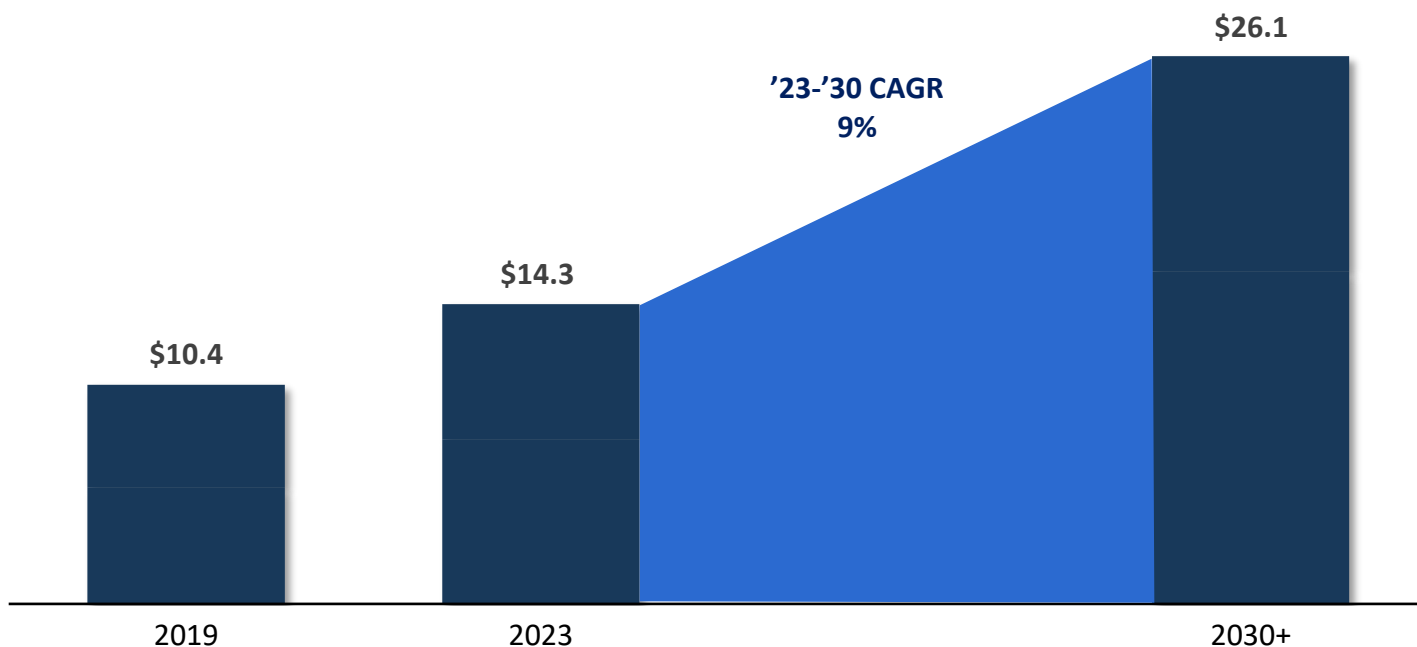
# Global geographic revenue distribution (2020 – 2024)



# Total semiconductor analytics TAM

## Potential value capture of analytics in Semiconductors

(\$ in billions)



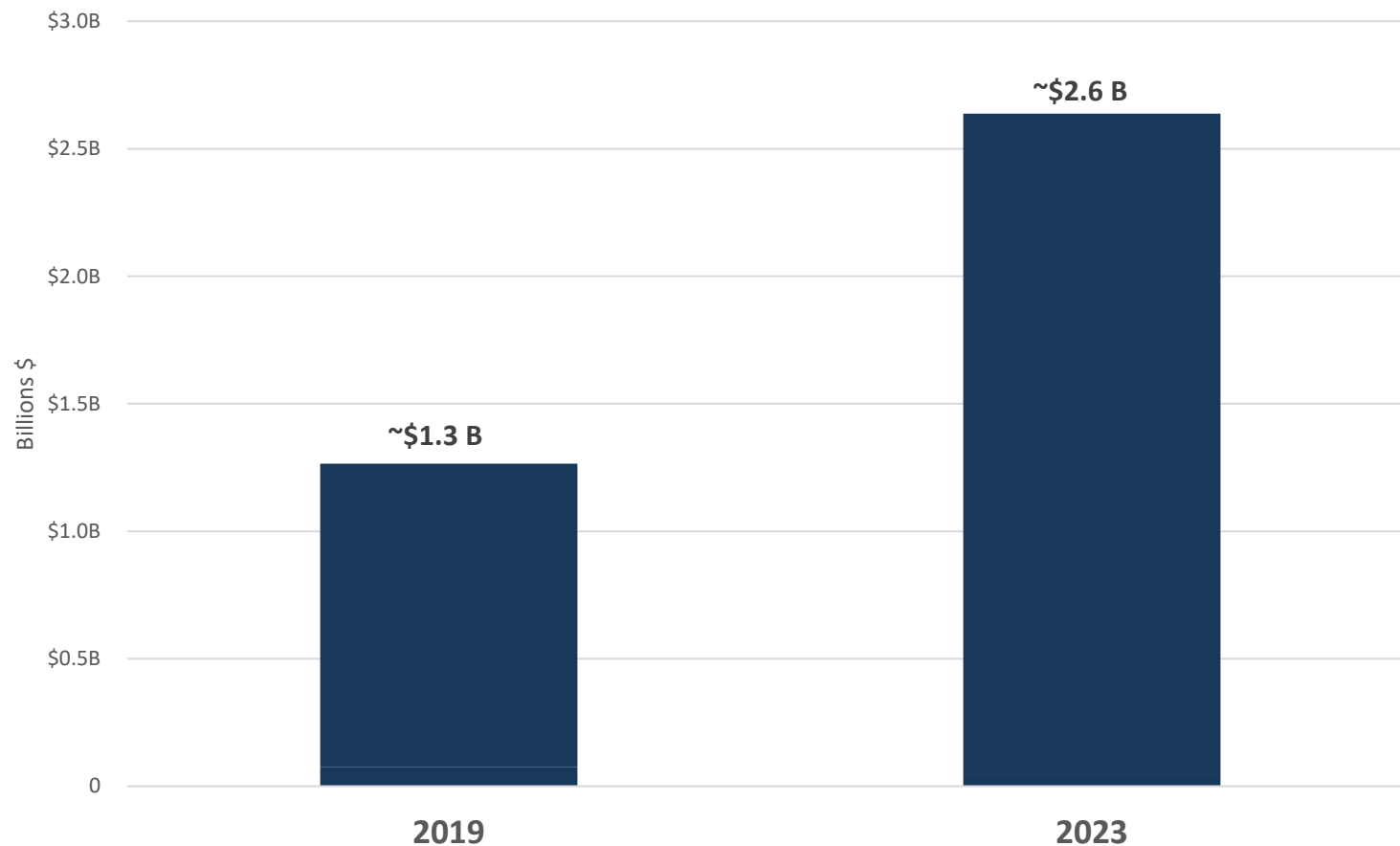
Source: FactSet and Wall Street estimates.

## Methodology

- Analytics as a portion of total R&D and COGS spending by Semiconductor Companies across three categories:
  - Fabless-Logic
  - IDM
  - Memory/Storage
- Estimated % of spending attributable to analytics based on each company type – Fabless-Logic, IDM, Memory/Storage
- Based on FactSet consensus spending estimates for 2023 for individual companies and industry experts projecting a \$1T market for semiconductor revenue by 2030+



# Market opportunity – PDF SAM



Source: PDF Solutions estimates

- SAM of more than \$2B (based on 2023 data)
- Growth drivers:
  - Adoption across supply chain
  - AI & advanced solutions
  - DFI/eProbe for quality & reliability
  - Cloud and data growth

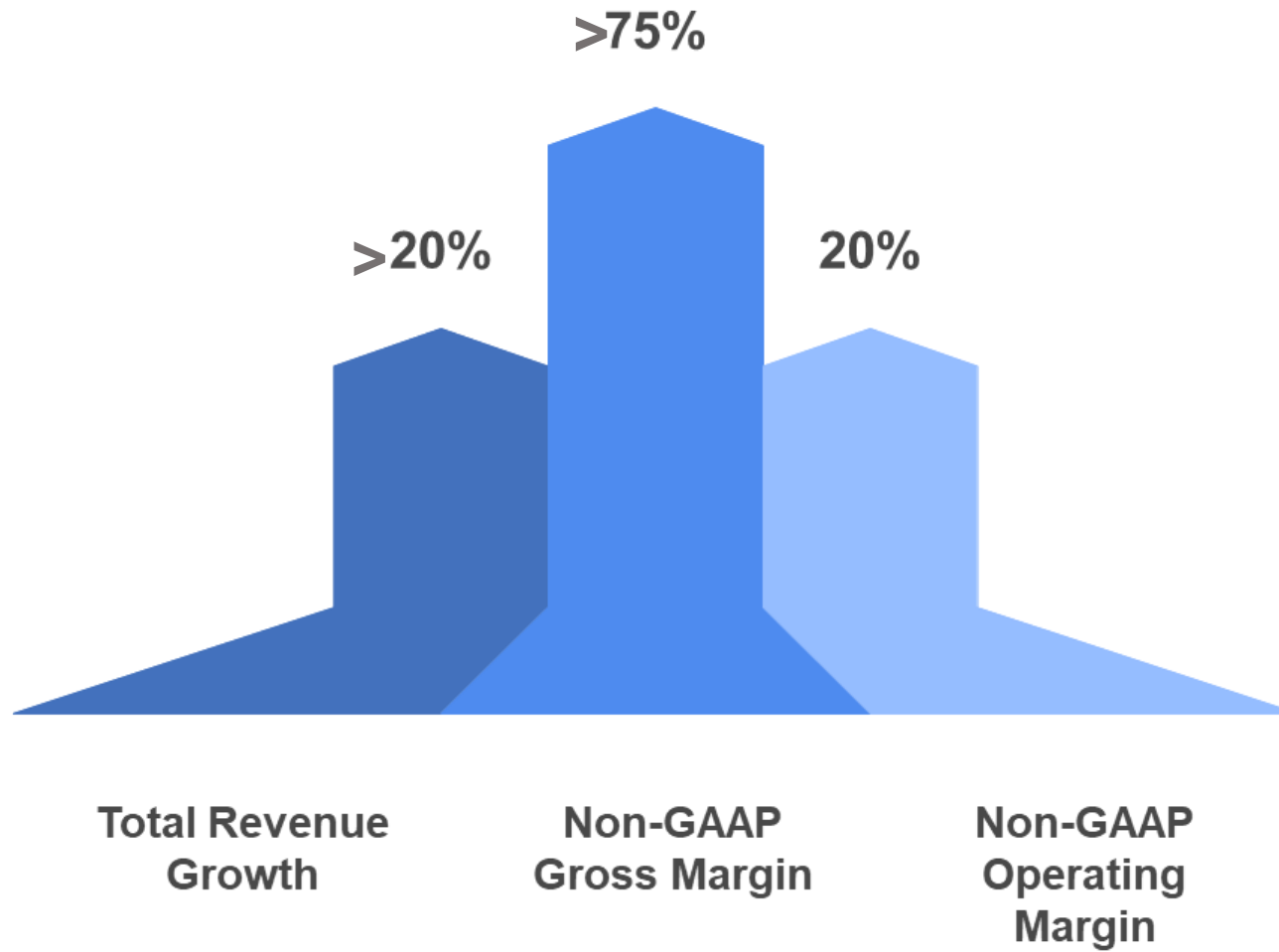
# Disciplined capital allocation



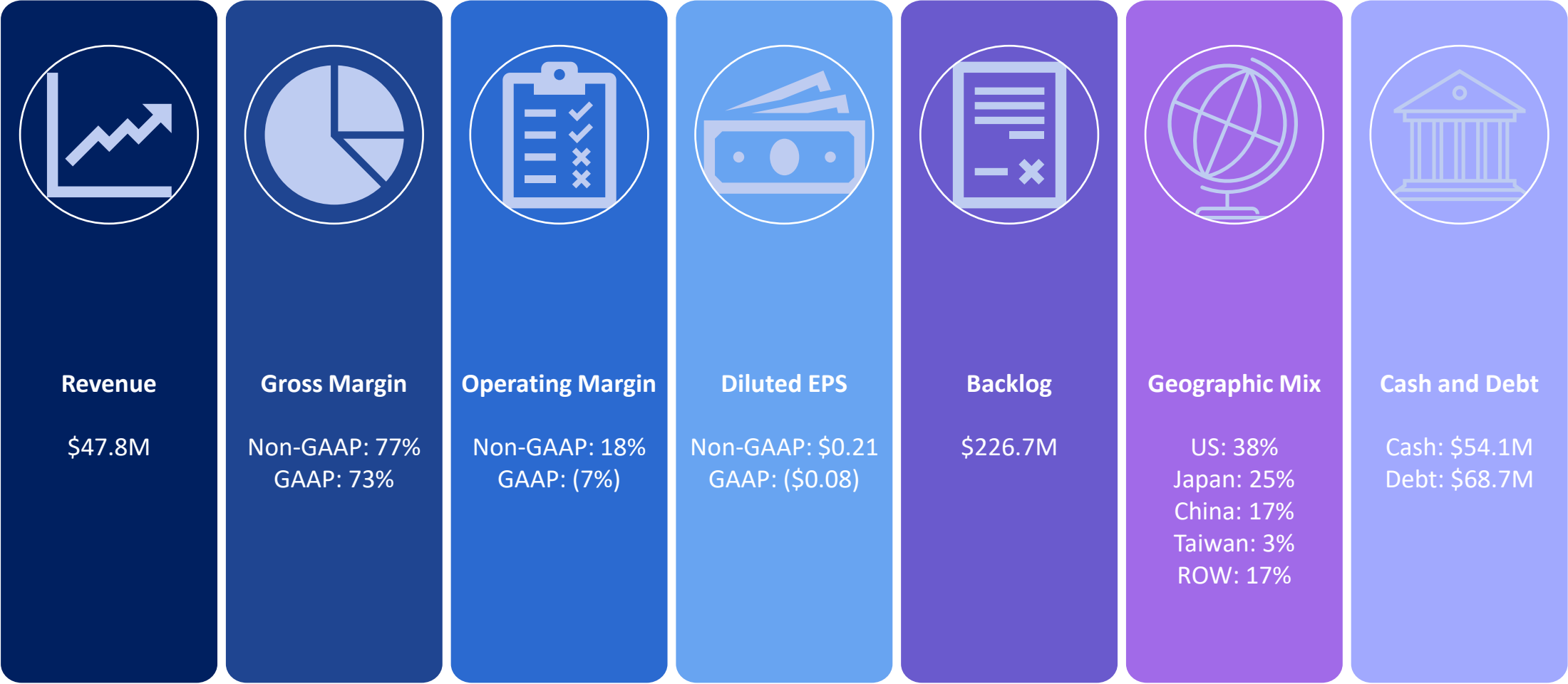
2020 to Q1'25

- Cash Position Reflects Strategic Capital Deployment:
  - Invested in CapEx
  - Returned capital to stockholders through stock buyback
  - Made acquisitions
  - Received strategic investment
- CapEx investments include DFI/eProbe, CVi, IP, DEX network, and infrastructure
- Latest Balance Sheet
  - Q1 2025 cash: \$54.1M
  - Q1 2025 debt: \$68.7M

# Long-term target financial model



# Q1 2025 results summary





# Thank You

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