

**PDF/SOLUTIONS®**



# PDF Solutions Investor Presentation

August 2025

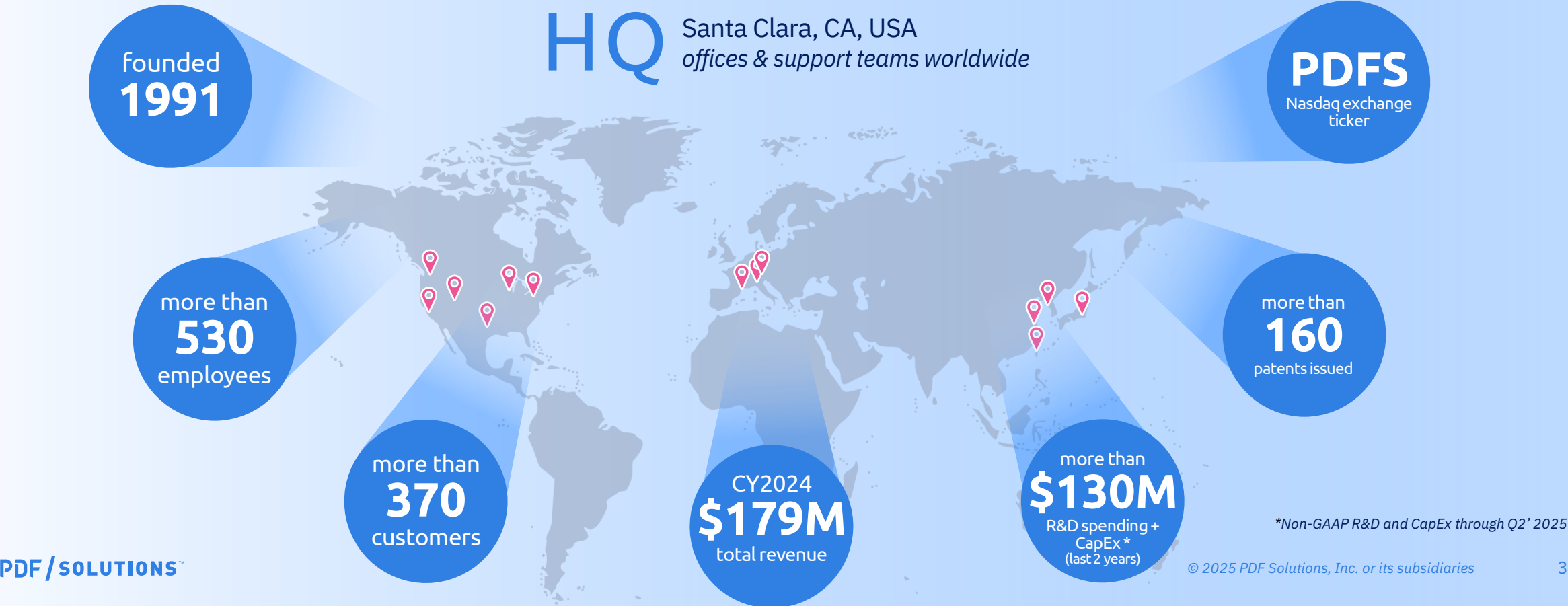
**John Kibarian**  
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*President & CEO, Co-Founder*  
*Executive VP, Products and Solutions, Co-Founder*  
*Executive VP, Finance & CFO*

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# PDF Solutions: Enabling the Digital Transformation of Semiconductor Manufacturing

We generate and integrate data across the supply chain, and using AI we drive fast improvements in yield, quality, and efficiency.





# 3 challenges the semiconductor industry must tackle

AI related devices will represent **70%** of total semiconductor revenue in 2030\*



**innovations in 3D**

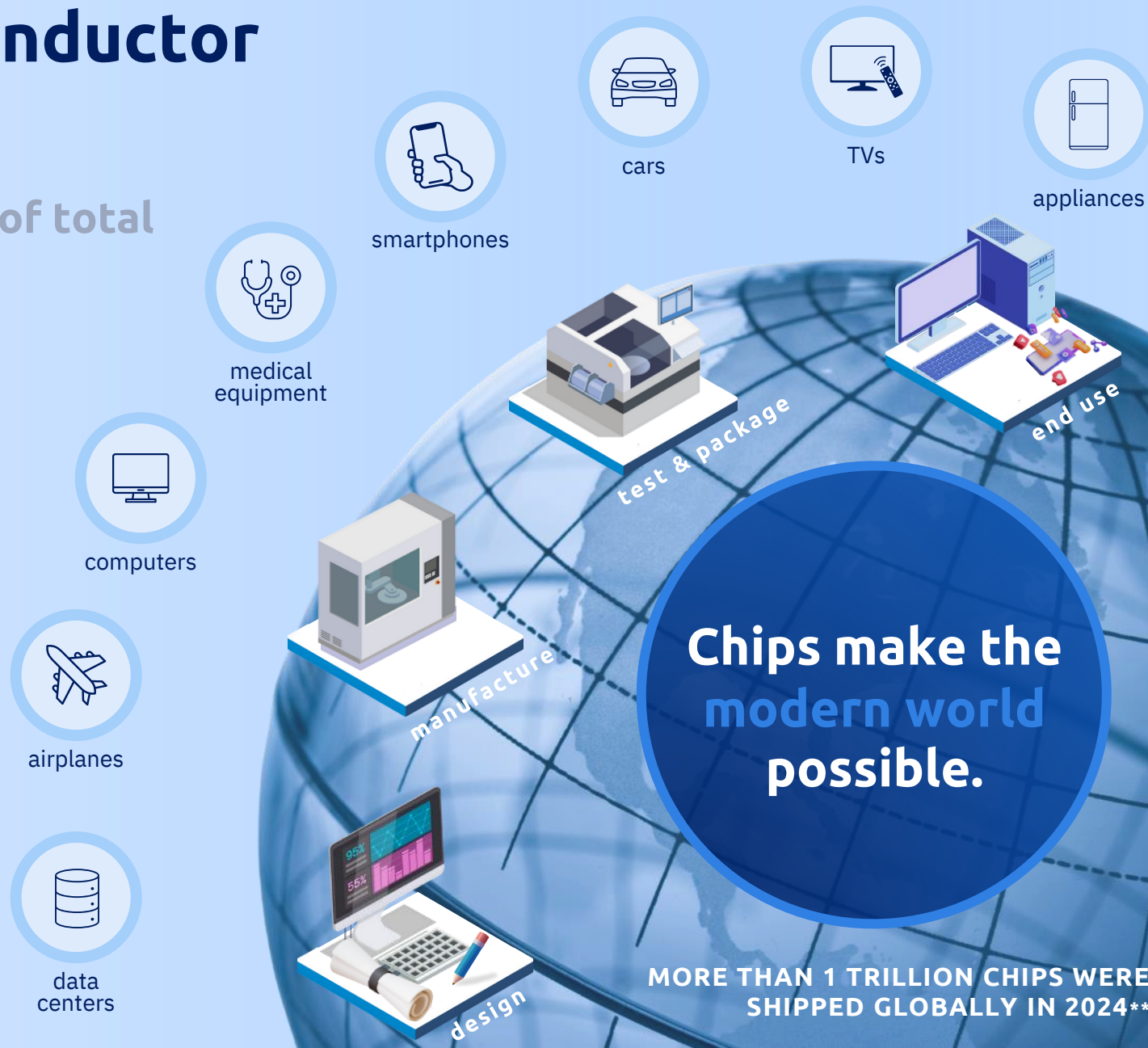


**operating through a complex global supply chain**



**leveraging AI at all levels, from design to manufacturing**

\*Source: IBS report on AI Nov 2024; \*\*Source: SEMI report



# How can the industry address these challenges?



innovations in 3D



operating through a  
complex global supply  
chain



leveraging AI at all  
levels, from design to  
manufacturing

## Data, Analytics, & Actions enabled on a common platform



# PDF/SOLUTIONS™

## Strategy Overview



INVESTMENT  
REPORTS

**John Kiberian**  
President and CEO of PDF Solutions

JULY 21, 2025

[source](#)



*“the move to 3D chip packaging for higher density and faster signal transfer—requiring **new tools to predict and solve yield issues**”*



*“geopolitical shifts are decentralizing manufacturing via the US, Euro, Japan, and India Chips Acts—making **remote collaboration crucial**”*

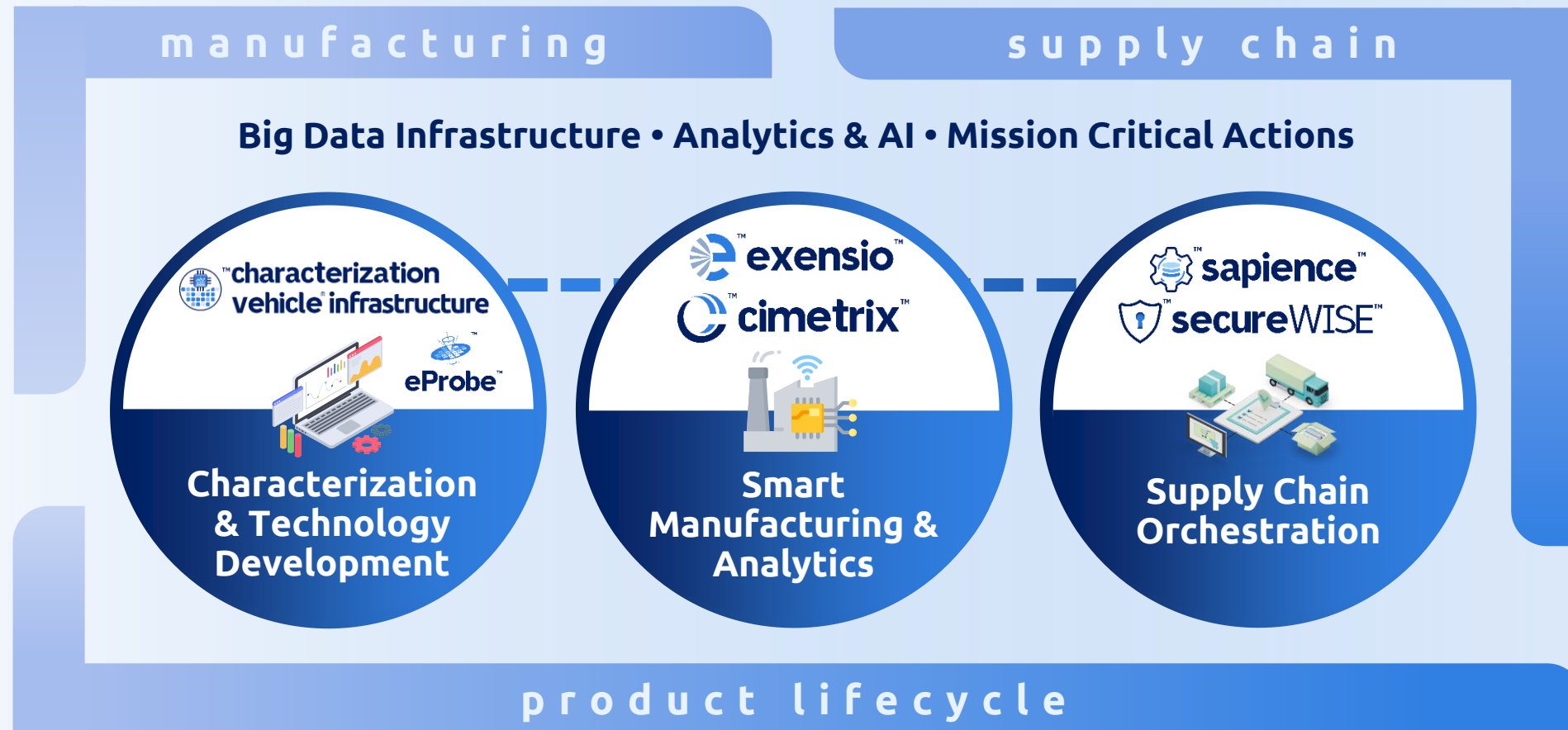


*“with talent shortages, **AI must augment** human decision-making”*

***“Our software sits at the intersection of these trends—built on a common platform and database to help customers advance, collaborate, and scale AI without friction to drive operational efficiency.”***

The leading commercial **data, analytics, and mission critical platform** providing solutions in three key areas for the semiconductor ecosystem

## PDF/SOLUTIONS®



## PDF Solutions Differentiation

**Data, Analytics, & Mission Critical** platform, **integrated** with enterprise applications, enabling **key business processes & cross-company collaboration**



**Industry and  
Domain  
Expertise**



**ABILITY TO  
Create, Integrate,  
Align, Analyze, and  
Act on Data**



**Fully Integrated  
Solution  
Architecture**



**PLATFORM FOR  
Cross Industry  
Collaboration and  
Execution**



## The Scale of the PDF Solutions Platform

The PDF Solutions platform connects the overall semiconductor ecosystem

### DATA

**2.5 PB**

of cloud-managed data

**20M**

weekly data logs processed

**895**

semiconductor tapeouts

**25k**

analysis templates in use

### ECOSYSTEM REACH

**10s of Ks**  
tools

*from*

**100+**  
equipment  
OEMs

*at*

**>230**  
fabs connected

*transmitting*

**PBs**

of data between fabs, OSATs, fabless and OEMS

**millions**

of control parameters  
executed every day

*across*

**55k**

300mm fab tools  
connected for FDC

**20+**

OSATs connected

**top 6**

foundries

**30%**

of top fabless

### IT INFRASTRUCTURE

**99.9%**

uptime across all  
8 regions

**24/7**

global  
support

enabled on **all**  
major cloud providers

**1.2k**

Cassandra & Spark nodes

**SOC 2**

*and*

**ISO**

27001:2022  
certified

## Our Partners - Based on Industry Standards & Used Together with Leading Solutions Providers



# Trusted by the Top Companies in the Industry



*“Exensio **links together the huge variety of data types** necessary to perform analysis **across the value chain**”*

- Dan Rubens (Manager, IT)



*“PDFS **integrates data** [...] and provides templates **to standardize, streamline, and automate data access and analysis...**”*

- Aziz Safa (Corporate VP)



*“PDF Solutions: a partner **Committed, Experienced, and trusted** in the industry”*

- Michael O’Sullivan (VP)



*“Exensio GA is rolled out to **~96% of production volume** and more than **~2000 products** loaded to PDF cloud database”*

- Helen Yu (VP)



*“The benefits of test cell automation with PDF Solutions include **OEE Improvement, large labor saving, and ECC reduction**”*

- Massimo Longaretti (Manager)

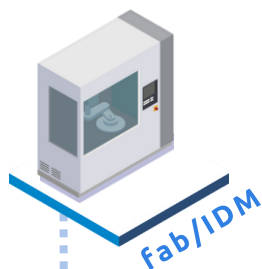


*“Without Remote Tool Operations **we would have ground to a halt** (during COVID)”*

- Randy Bakken (Engineer)



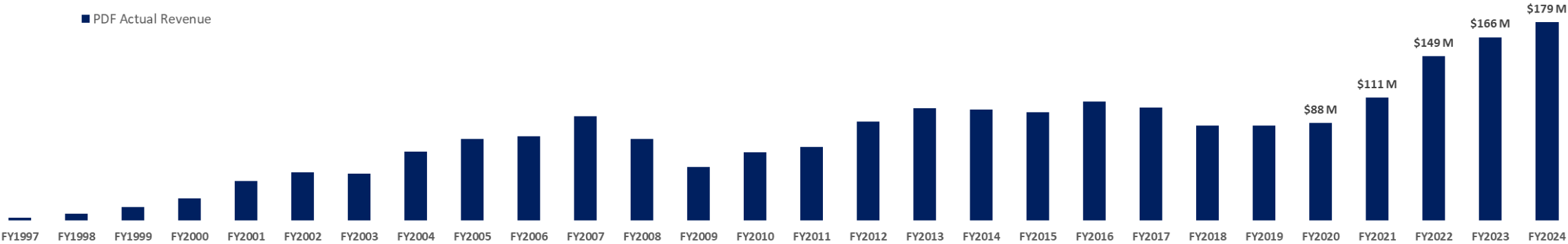
# Working across the entire semiconductor ecosystem



Representative companies, not intended to disclose customers

# As the Industry Evolves, Our Platform Expands through Acquisitions and R&D Investment

## PDF Solutions Revenue



**Big Data Infrastructure, AI**

Big Data API

PDF Platform

Manufacturing Data Lake

Guided Analytics

ModelOps

Studio AI

**Supply Chain Orchestration**

Test Operations

Data Exchange Network

Manufacturing Hub

Supply Chain Hub

**Smart Manufacturing**

FDC

Big Data YA FDC

Traceability

Manufacturing Analytics

EquipmentTwin

**Characterization & Technology Dev**

Integrated Yield Ramp

vehicle infrastructure

Yield Analysis

FIRE

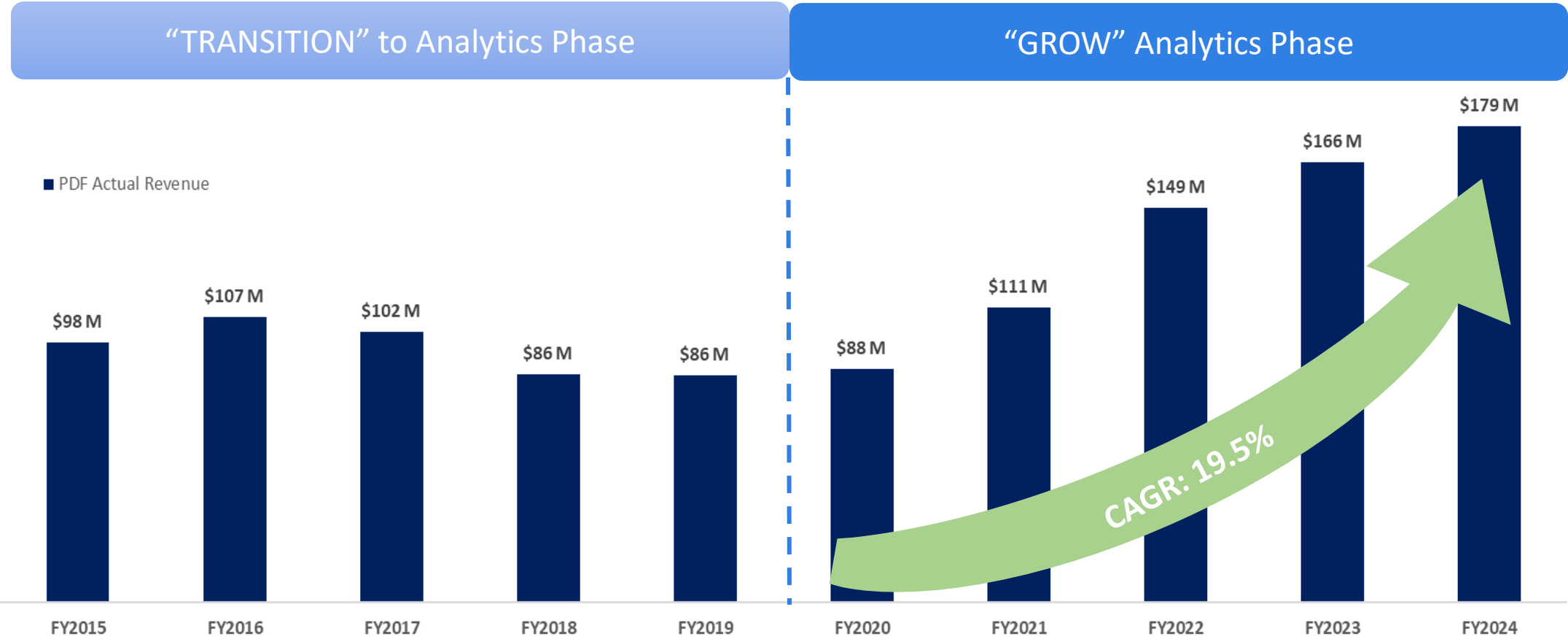
Continued Transition To Subscription Model

# Overview of Revenue Sources

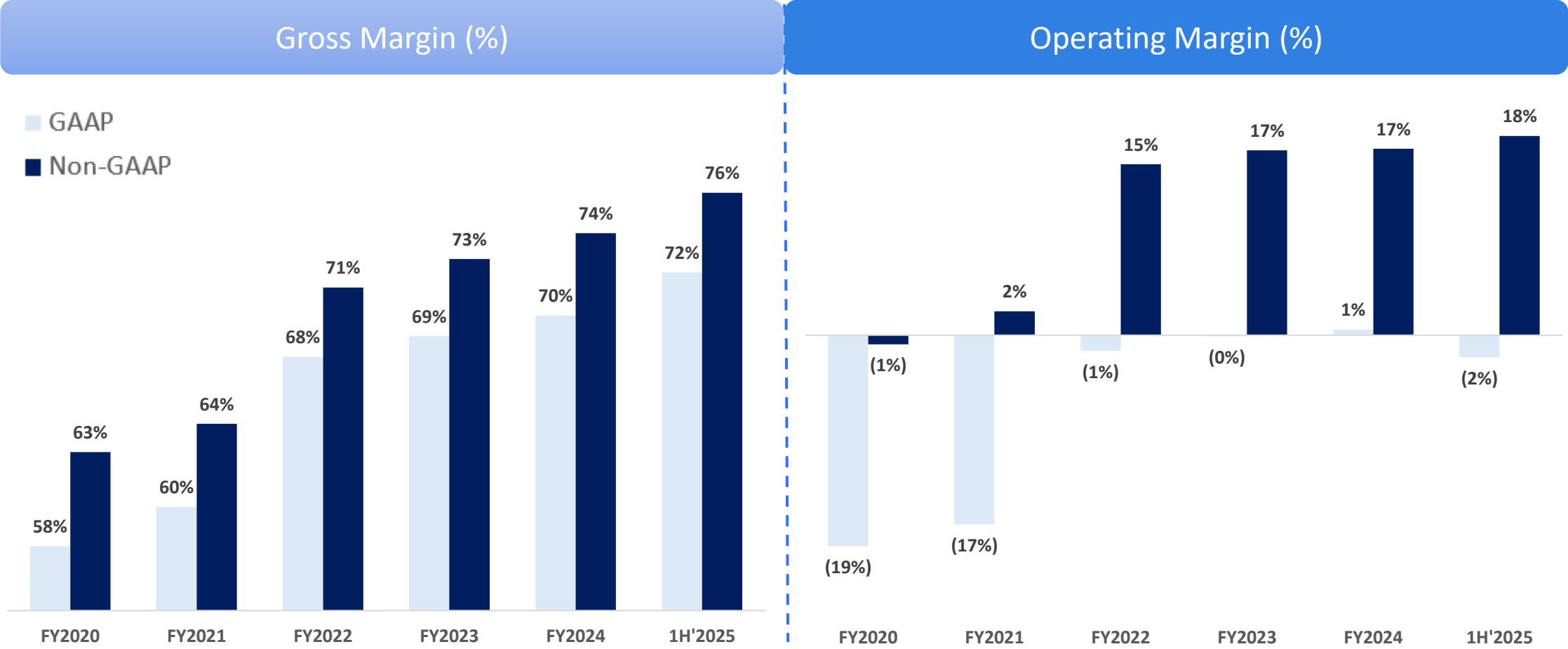
Revenue Categories	Revenue Source	Description	Type
Analytics	Exensio Analytics	Big Data Analytics Platform	SaaS (cloud)
			Time-Based License Software and Hardware (on premise)
			Perpetual License Software (on premise)
	Differentiated Data	IP-based inline and end of line yield metrology solutions (DFI / 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		Performance-based Royalty Payment



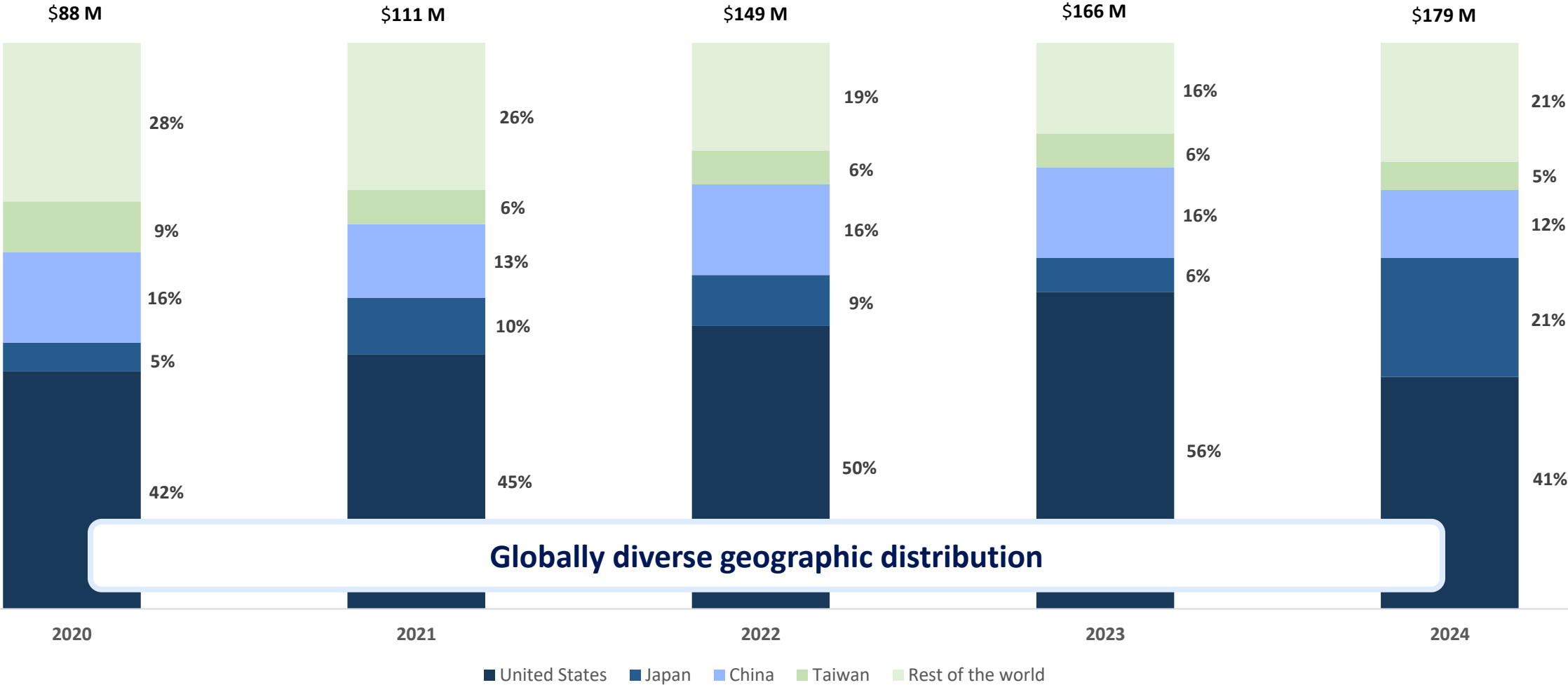
# Annual revenue trend from FY2015 to FY2024



# Annual and 1H'2025 gross margin and operating margin trend



# Global Geographic Revenue Distribution

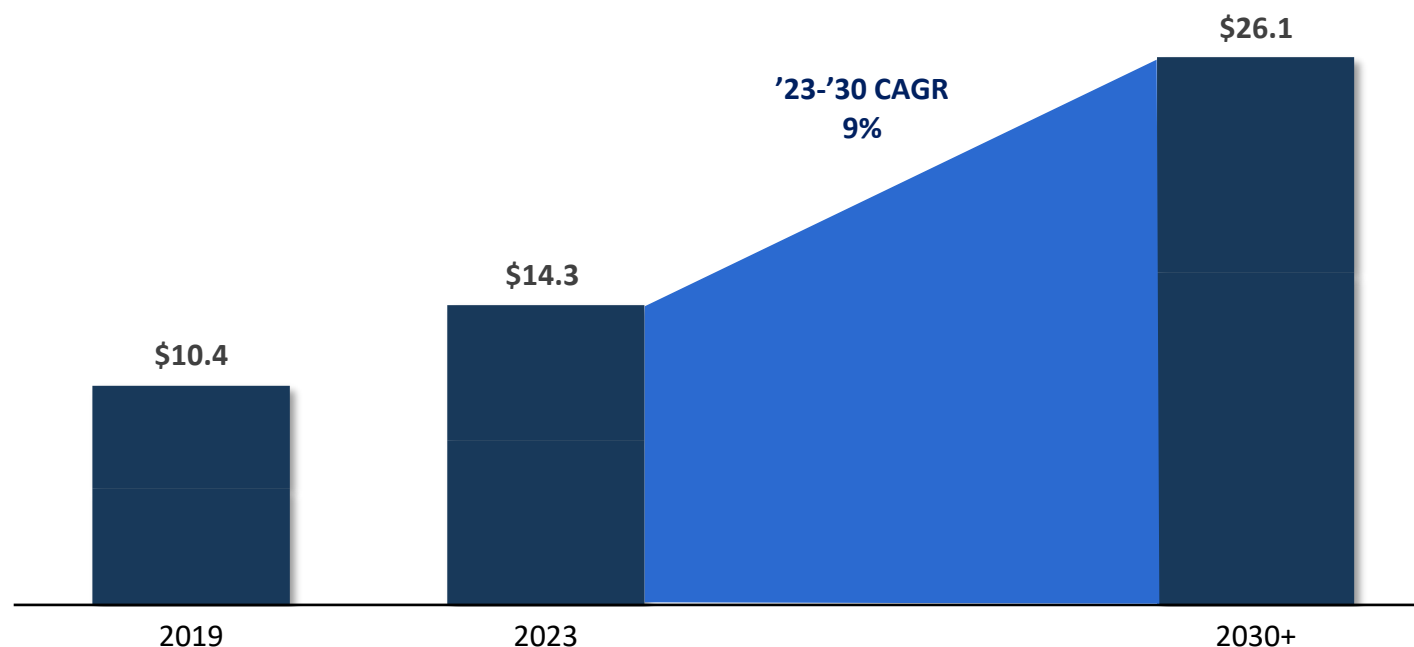




# Total semiconductor analytics TAM

## Potential value capture of analytics in Semiconductors

(\$ in billions)

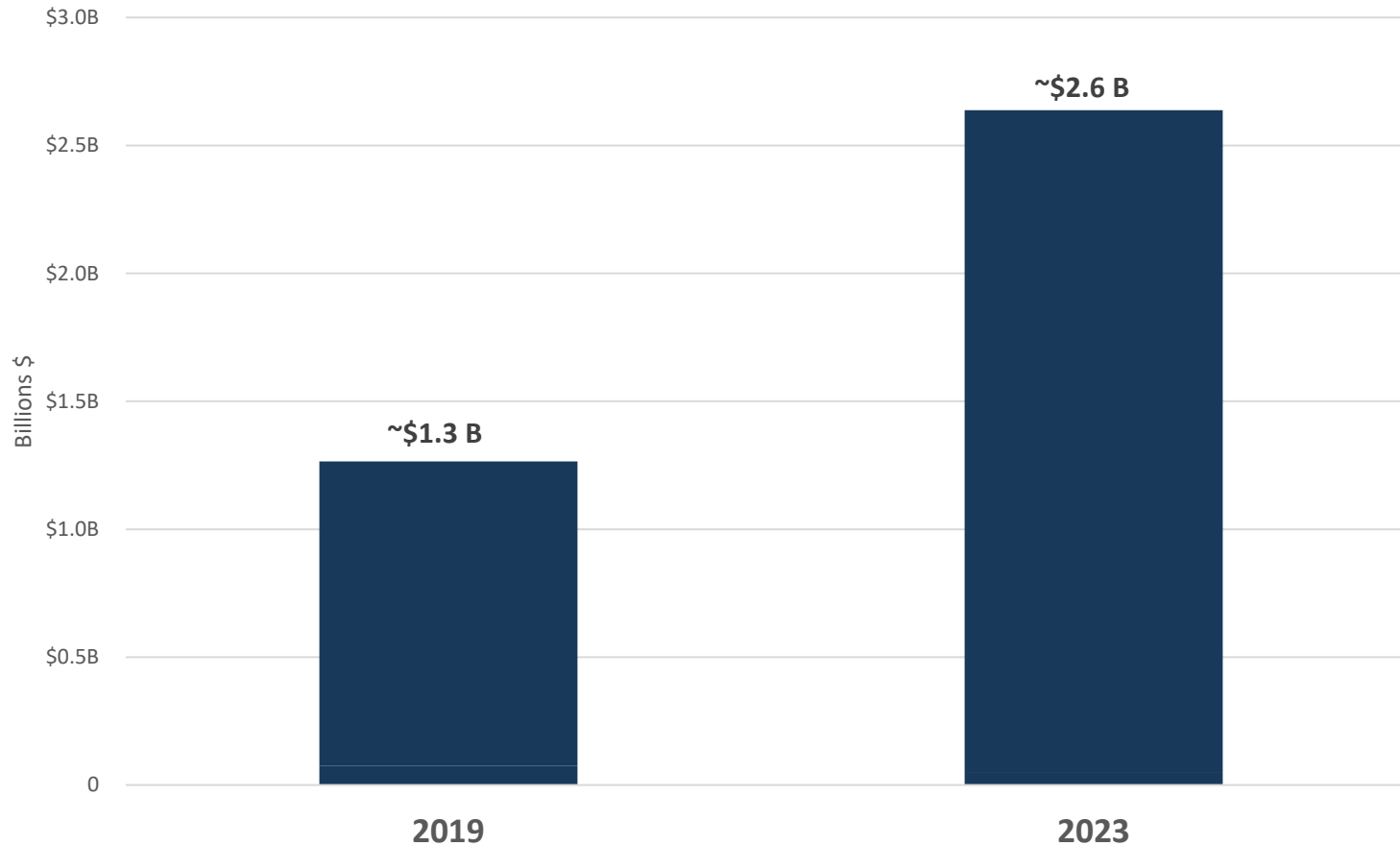


Source: FactSet and Wall Street estimates.

## 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+

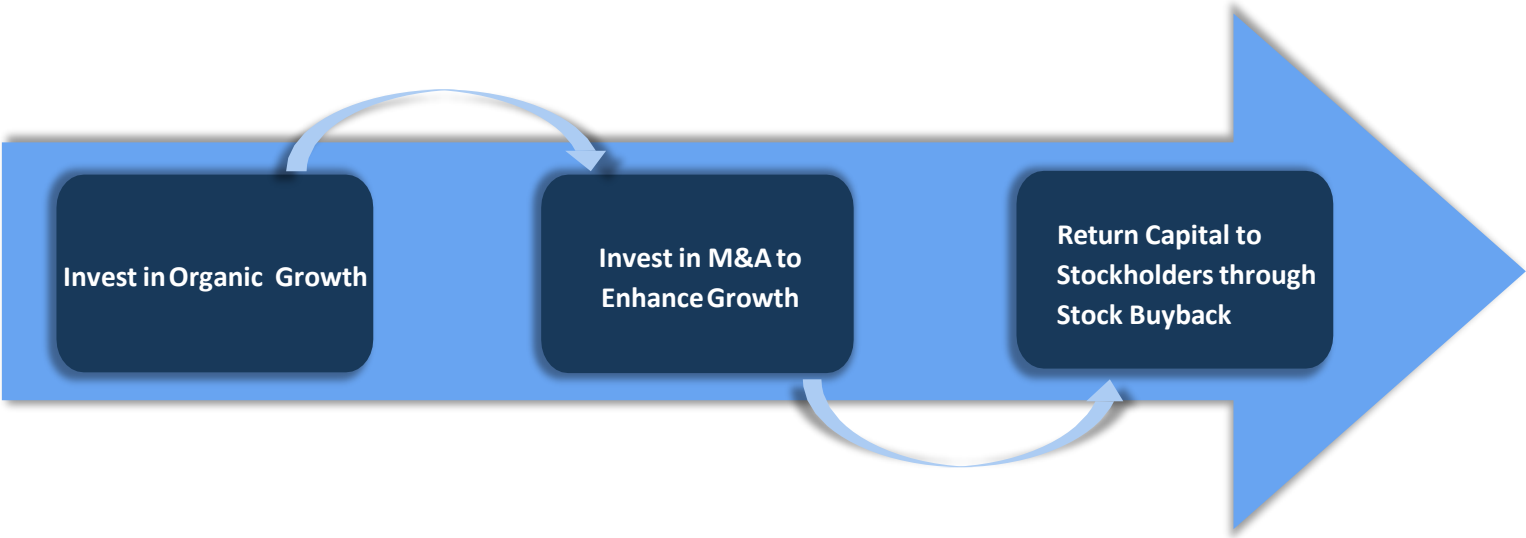
# Market opportunity – PDF SAM



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



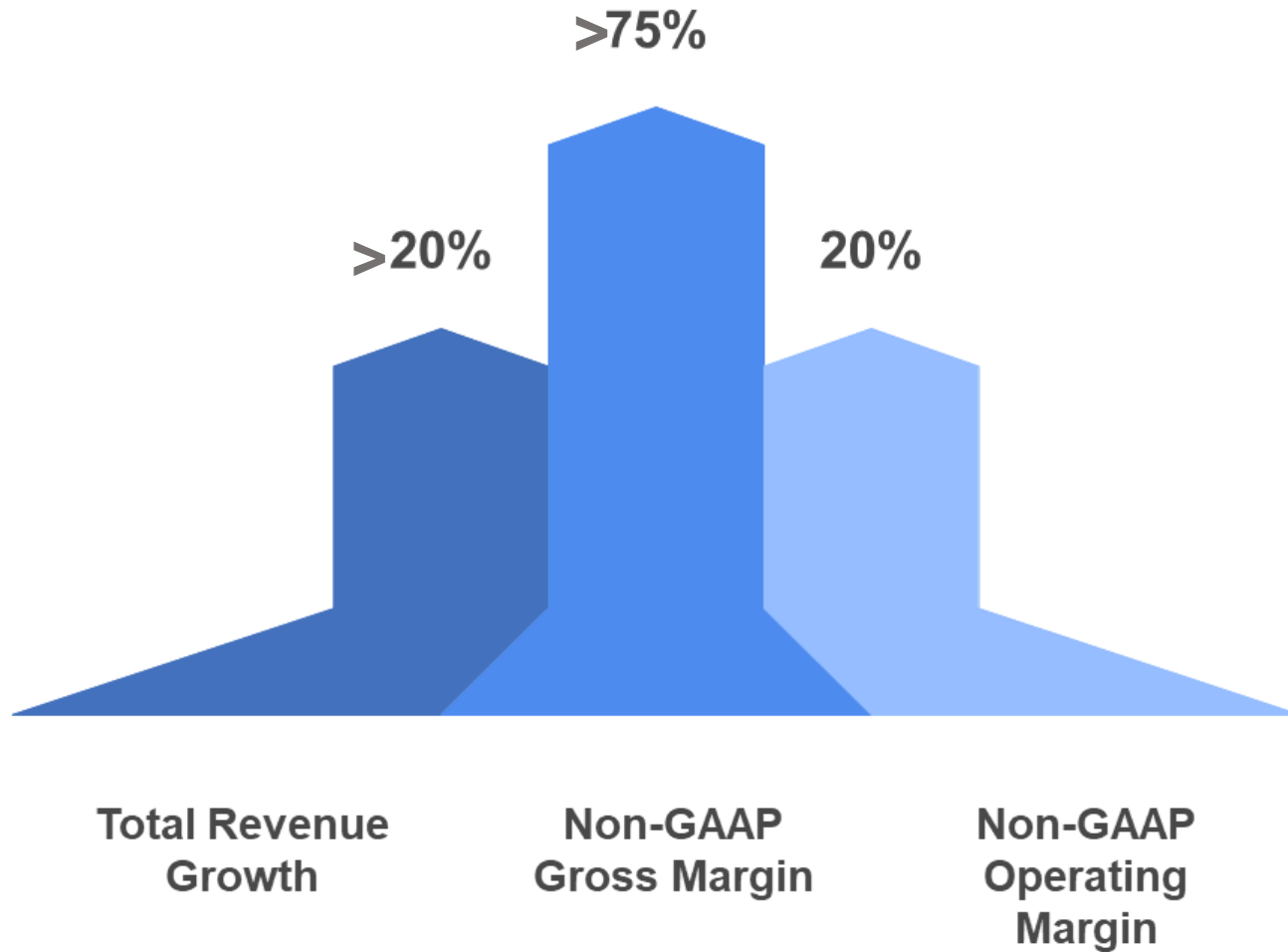
2020 to Q2'25

## Latest Balance Sheet

- Q2 2025 cash: **\$40.4M**
- Q2 2025 debt: **\$68.1M**

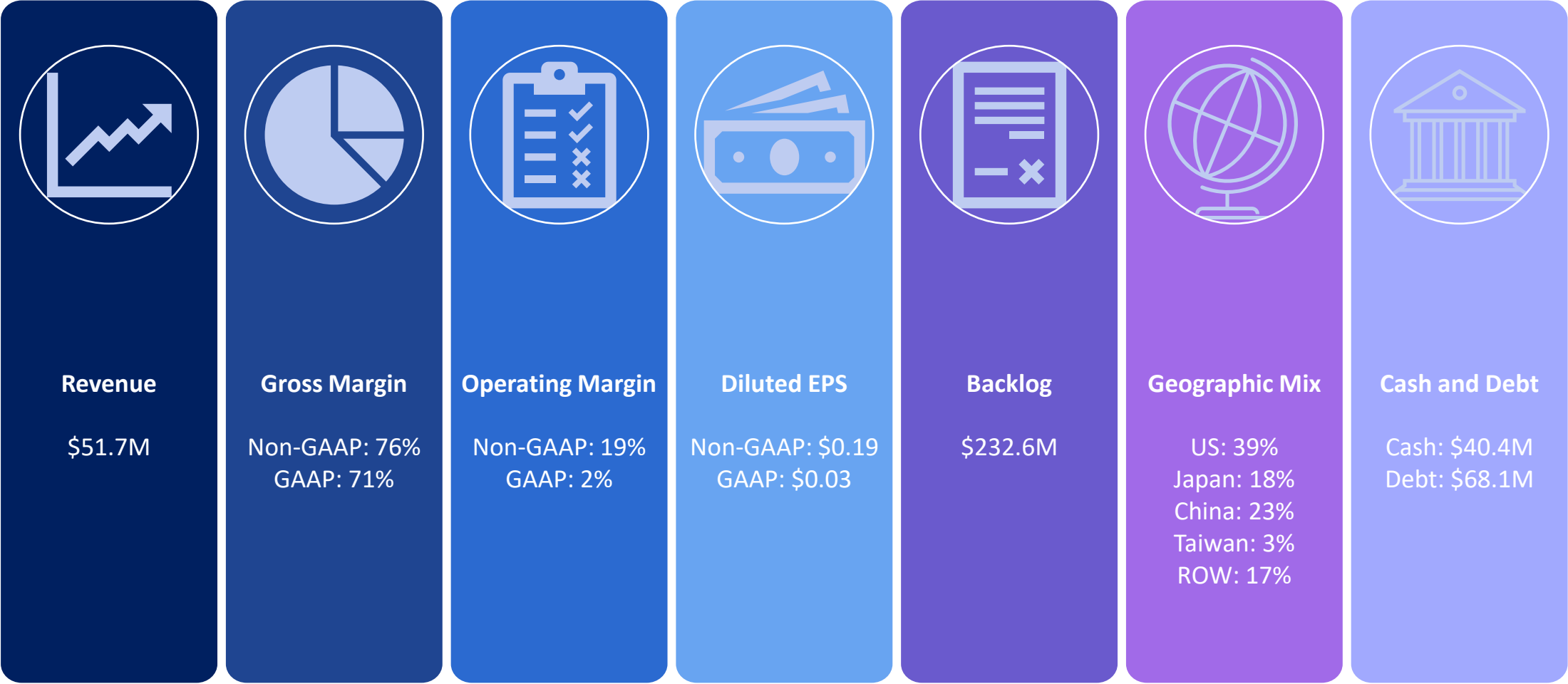


# Long-term Target Financial Model



from 2023 Analysts Day

# Q2 2025 Results Summary



# Thank You

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