# PDF/SOLUTIONS®

# PDF Solutions Investor Presentation

John Kibarian Kimon Michaels Adnan Raza

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

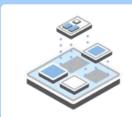
Certain statements in this presentation, and statements that may be made when discussing it, include forward-looking statements regarding the Company's future expected business performance and financial results, including expectations about target metrics, portfolio strength and momentum, and other statements identified by words such as "could," "expects," "intends," "may," "plans," "potential," "should," "will," "would," or similar expressions and the negatives of those terms, that are subject to future events and circumstances. Other than statements of historical fact, all statements contained in this presentation and discussions about it are forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. Actual results could differ materially from those expressed in these forward-looking statements. Risks and uncertainties that could cause results to differ materially include risks associated with: the effectiveness of the Company's business and technology strategies; current semiconductor industry trends and competition; rates of adoption of the Company's solutions by new and existing customers; project milestones or delays and performance criteria achieved; cost and schedule of new product development and investments in research and development; the continuing impact of macroeconomic conditions, including inflation, changing interest rates and tariffs, the evolving trade regulatory environment and geopolitical tensions, and other trends impacting the semiconductor industry, the Company's customers, operations, and supply and demand for its products; supply chain disruptions; changes in laws and regulations, including recent tax and data privacy laws and regulations, or the interpretation or enforcement thereof; the success of the Company's strategic growth opportunities and partnerships; recent and future acquisitions, strategic alliances and relationships and the Company's ability to successfully integrate acquired businesses and technologies; whether the Company can successfully convert backlog into revenue; customers' production volumes under contracts that provide Gainshare; the sufficiency of the Company's cash resources and anticipated funds from operations; the Company's ability to obtain additional financing if needed; its ability to use support and updates for certain open-source software; and other risks and uncertainties discussed in PDF Solutions' periodic public filings with the Securities and Exchange Commission, including, without limitation, its Annual Report on Form 10-K for the year ended December 31, 2024, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K and any amendments to such reports. All forward-looking statements made in this presentation are made as of the date hereof, and PDF Solutions does not assume any obligation to update such statements nor the reasons why actual results could differ materially from those projected in such statements.

#### 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



innovations in 3D



operating through a complex global supply chain



leveraging AI at all levels, from design to manufacturing

\*Source: SEMI report

PDF / SOLUTIONS\*\*



# 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





"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"

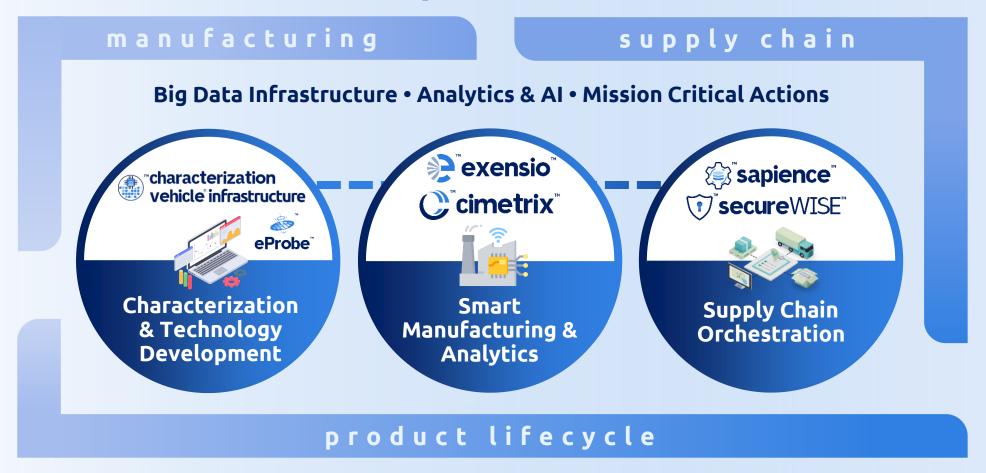


"with talent shortages, **AI must augment** human decision-making"

"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



Create, Integrate, Align, Analyze, and Act on Data



Fully Integrated Solution Architecture



Cross Industry
Collaboration and
Execution

#### The Scale of the PDF Solutions Platform

#### The PDF Solutions platform connects the overall semiconductor ecosystem

#### **DATA**

#### **Petabytes**

of cloud-managed data

#### 20M

weekly data logs processed

895

semiconductor tapeouts

25k

analysis templates in use

#### **ECOSYSTEM REACH**

10s of Ks from tools

100+ equipment OEMs

at >230 fabs connected

transmitting

#### **Exabytes**

of data between fabs, OSATs, fabless and OEMS

#### millions

of control parameters executed every day

across

300mm fab tools connected for FDC

55k

20+

**OSATs** connected

top 6 foundries

#### 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

27001:2022 certified

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



Financial: Links business & supply chain data with E2E manufacturing data for automation/analysis of quality & cost

#### Collaboration with pT

**agents:** monitors integrated for rapid diagnosis of chip product health

**protean**Tecs

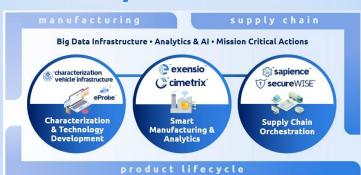


**Assembly**: Differentiated data & enhanced solutions

**Design:** E2E manufacturing data integration with test pattern layout & design

**SIEMENS** 

#### PDF/SOLUTIONS



Semiconductor **industrystandard** organizations







**MES:** Integrated offering with PDF analytics

**Test**: Differentiated data and enhanced solutions for test

ADVANTEST: TERADYNE



**Cloud platform:** analytics partner for semiconductor supply chain solutions – over 78 products cloud ready.

**Security:** network, applications & edge server security

FERTINET



**Gen AI solution** for fab systems performance and productivity improvement

# Trusted by the Top Companies in the Industry

#### Qualcom

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

- Dan Rubens (Manager, IT)

### intel

"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)

#### RENESAS

"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

**ACCRETECH** 

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

#### **PDF Solutions Revenue**



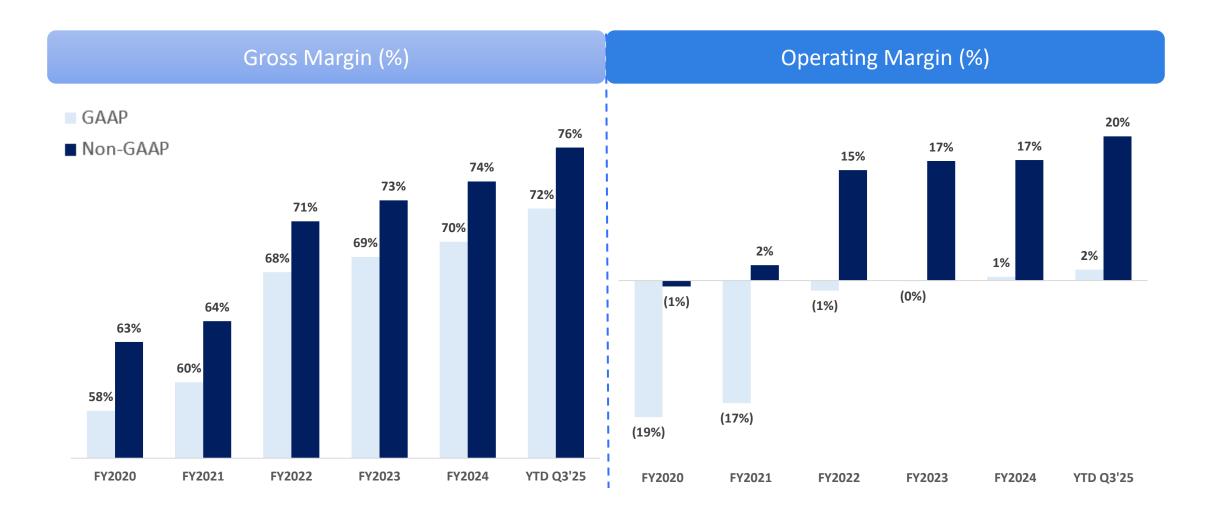
Continued Transition To Subscription Model

#### Annual revenue trend from FY2015 to FY2024



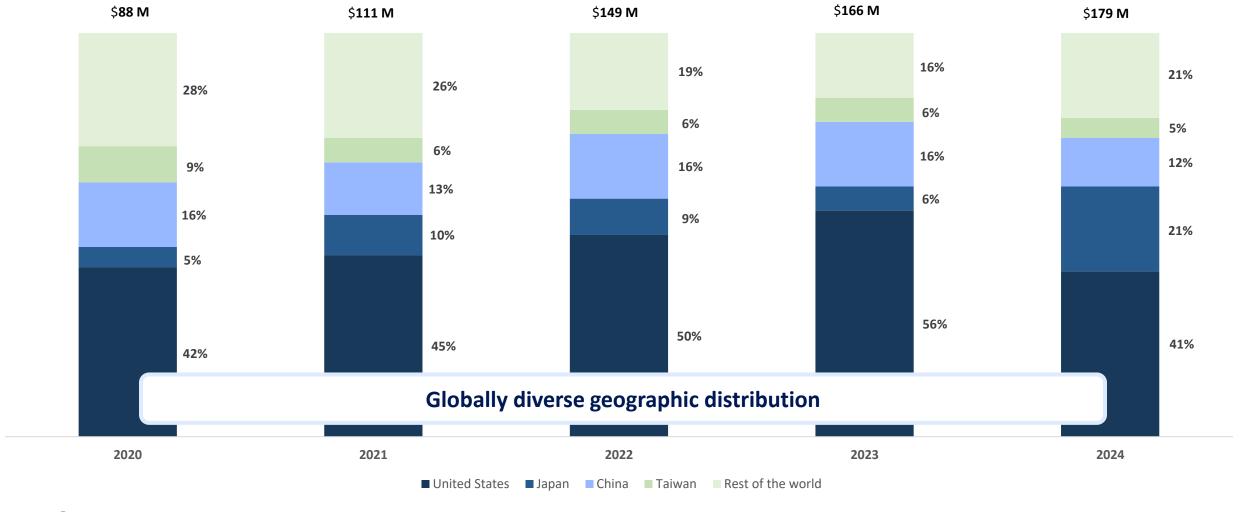


## Annual and YTD Q3 2025 gross margin and operating margin trend



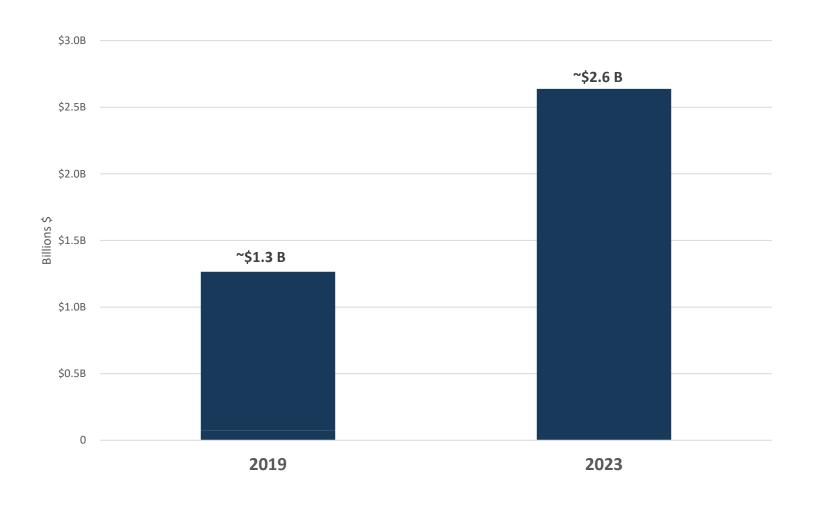


# Global Geographic Revenue Distribution





# Market opportunity – PDF SAM

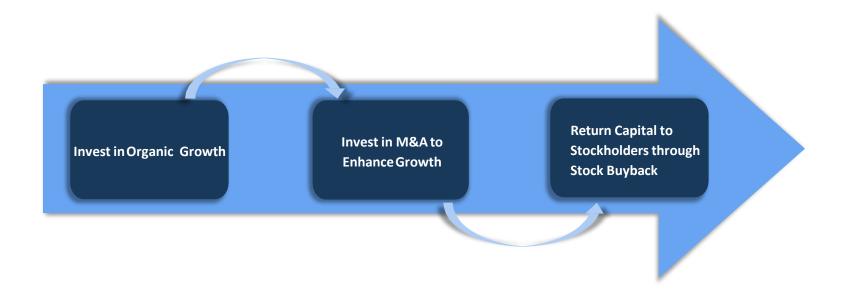


- SAM of more than \$2B (based on 2023 data)
- Growth drivers:
  - Adoption across supply chain
  - AI & advanced solutions
  - DFI/eProbe for quality & reliability
  - Cloud and data growth

Source: PDF Solutions estimates



# **Disciplined Capital Allocation**



CAPEX Share Repurchase \$71.6M \$165.5M \$165.5M \$34.9M

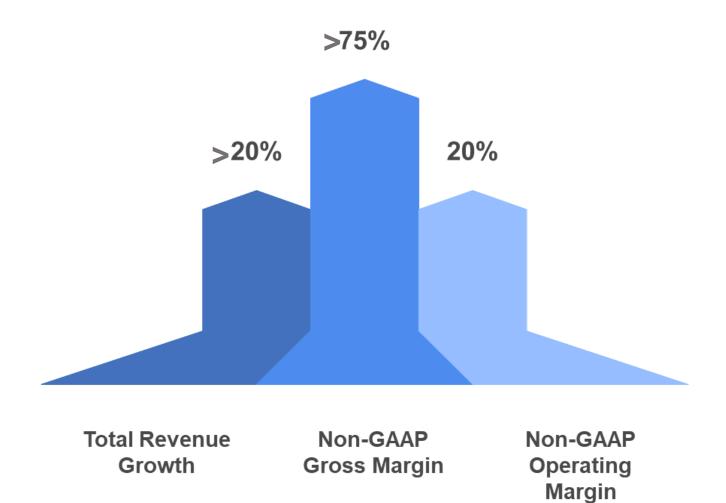
2020 to Q3'25

#### **Latest Balance Sheet**

Q3 2025 cash: **\$35.9M** 

Q3 2025 debt: **\$67.6M** 

# Long-term Target Financial Model



from 2023 Analysts Day

# Q3 2025 Results Summary



# Thank You PDF/solutions

www.pdf.com











