

# Supplemental Financial Information

February 2, 2022



# Revenue by Geographic Region (in millions)

	 Q4 2021	 Q3 2021 Q2 202		2 2021	1 Q1 2021		Q4 2020	
Taiwan	\$ 46.9	\$ 41.6	\$	51.9	\$	45.6	\$	49.0
South Korea	39.2	29.0		36.2		19.1		28.2
China	37.6	51.0		31.8		42.6		54.0
United States	34.5	25.5		32.7		29.5		31.3
Asia Pacific	25.4	19.9		14.3		29.0		9.7
Europe	11.2	10.5		12.0		10.0		13.4
Japan	8.8	10.7		7.7		9.3		8.0
Rest of World	1.4	1.8		1.5		1.5		3.4
	\$ 205.0	\$ 190.0	\$	188.1	\$	186.6	\$	197.0

# Revenue by Market Segment (in millions)

	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020	2021	2020	2021 v 2020
Foundry & Logic	\$ 114.0	\$ 104.7	\$ 103.7	\$ 113.4	\$ 122.7	\$ 435.8	\$ 446.2	\$ (10.4) (2.3)%
DRAM	40.3	39.8	42.1	33.9	34.6	156.1	109.7	46.4 42.3 %
Flash	11.6	10.4	7.9	11.6	5.2	41.4	25.8	15.6 60.5 %
Systems	39.1	35.1	34.4	27.7	34.5	136.4	111.9	24.5 21.9 %
	\$ 205.0	\$ 190.0	\$ 188.1	\$ 186.6	\$ 197.0	\$ 769.7	\$ 693.6	\$ 76.1 11.0 %



## **Customers > 10% of Total Revenue**

	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020	2021	2020
Intel Corporation	16.7 %	20.8 %	16.3 %	28.1 %	29.3 %	20.4 %	31.5 %
Samsung Electronics., LTD.	13.8 %	12.9 %	14.7 %	*	12.5 %	11.4 %	*
Taiwan Semiconductor Manufacturing Co., LTD.	*	*	11.0 %	11.5 %	*	*	*
	30.5 %	33.7 %	42.0 %	39.6 %	41.8 %	31.8 %	31.5 %



<sup>\*</sup> Customer represents less than 10% of revenue for respective period

### **GAAP** to Non-GAAP Reconciliation

(In thousands, except for per share amounts)

	GAAP			Adjustments							Non-GAAP	
	Three Months Ended December 25, 2021		Amortization of Acquisition Stock-based Amortization of Fair Value Compensation Intangibles Adjustments Restructuring							Three Months Ended December 25, 2021		
Revenues	\$	204,998	\$	_	\$	_	\$		<del>_</del>	\$	204,998	
Cost of revenues		115,439		(1,394)		(816)		(381)	1,285		114,133	
Gross profit		89,559		1,394		816		381	(1,285)		90,865	
Operating expenses:												
Research and development		25,411		(2,221)		_		_	(175)		23,015	
Sales and marketing		20,200		(2,417)		(1,569)		_	33		16,247	
General and administrative		12,158		(1,767)		_		_	_		10,391	
Total operating expenses		57,769		(6,405)		(1,569)			(142)		49,653	
Operating profit		31,790		7,799		2,385		381	(1,143)		41,212	
Interest income		106		_		_		_	_		106	
Interest expense		(155)		_		_		_	_		(155	
Other income (expense), net		459		_		_		_	_		459	
Income before income taxes		32,200		7,799		2,385		381	(1,143)		41,622	
Provision for income taxes		6,303		544		166		27	(80)		6,960	
Net income	\$	25,897	\$	7,255	\$	2,219	\$	354 \$	(1,063)	\$	34,662	
Net income per share:												
Basic	\$	0.33	\$	0.09	\$	0.03	\$	— \$	(0.01)	\$	0.44	
Diluted	\$	0.33	\$		\$	0.03	\$	\$	(0.01)		0.44	
Weighted-average number of shares												
Basic		78,220		78,220		78,220		78,220	78,220		78,220	
Diluted		79,121		79,121		79,121		79,121	79,121		79,121	

The presentation provides the calculations for Non-GAAP net income and Non-GAAP net income per share. FormFactor excluded the following items from one or more of the Non-GAAP measures: stock-based compensation expense, amortization of intangibles and other acquisition fair value adjustments, and restructuring charges. By publishing the Non-GAAP measures, the company's management intends to provide investors with additional information to further analyze the company's performance, core results and underlying trends. FormFactor's management evaluates results and makes operating decisions using both GAAP and Non-GAAP measures. Non-GAAP results are not prepared in accordance with GAAP, and Non-GAAP information should be considered a supplement to, and not a substitute for, financial statements prepared in accordance with GAAP.



## Non-GAAP Adjustments & EPS

(In thousands, except for per share amounts)

		Three Months End	Fiscal Year Ended			
	December 25, 2021	September 25, 202	December 26, 2020	December 25, 2021	December 26, 2020	
GAAP net income	\$ 25,897	\$ 20,49	7 \$ 19,273	\$ 83,924	\$ 78,523	
Adjustments:						
Amortization of intangibles, inventory and fixed asset fair value adjustments due to acquisitions	2,766	3,14	9 8,663	21,273	29,670	
Stock-based compensation	7,799	7,92	0 7,056	29,384	23,830	
Restructuring charges	(1,143)	) 4,63	3 —	4,124	_	
Loss (gain) on contingent consideration	_	-	- 892	(95)	(2,879)	
Acquisition related expenses	_	-	_ 140	209	509	
Income tax effect of non-GAAP adjustments	(657)	) (4,57	1) (675)	(13,307)	(11,669)	
Non-GAAP net income	\$ 34,662	\$ 31,62	8 \$ 35,349	\$ 125,512	\$ 117,984	
Non-GAAP net income per share:						
Basic	\$ 0.44	\$ 0.4	1 \$ 0.46	\$ 1.61	\$ 1.54	
Diluted	\$ 0.44	\$ 0.4	0 \$ 0.44	\$ 1.59	\$ 1.49	
Weighted-average number of shares used in per share calculations:						
Basic	78,220	77,86	9 77,416	77,787	76,681	
Diluted	79,121	79,02	9 79,562	79,133	79,001	

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## **Gross Profit and Gross Margin by Segment (GAAP)**

(In thousands, except for percentages)

#### **Three Months Ended**

Revenues
<b>Gross profit</b>
<b>Gross margin</b>

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	Decembe	r 25, 2021		December 26, 2020						
Probe Cards	Corporate Systems and Other		Total	Probe Cards			e r Total			
\$ 165,892	\$ 39,106	\$ —	\$ 204,998	\$ 162,467	\$ 34,576	\$ —	\$ 197,043			
73,090	17,775	(1,306)	89,559	71,308	14,217	(7,911)	77,614			
44.1%	45.5%	—%	43.7%	43.9%	41.1%	—%	39.4%			

#### Fiscal Year Ended

Revenues
<b>Gross profit</b>
Gross margin

	Decembe	r 25, 2021		December 26, 2020						
Probe Cards	Systems	Corporate and Other	Total	Probe Cards	Systems	Corporate and Other	Total			
\$ 633,281	\$ 136,393	\$ —	\$ 769,674	\$ 581,739	\$111,877	<del>\$</del> —	\$ 693,616			
279,873	65,834	(22,940)	322,767	263,215	51,835	(27,130)	287,920			
44.2%	48.3%	—%	41.9%	45.2%	46.3%	—%	41.5%			