## Revenue by Geographical Region (millions)

|  | Q2 2015 | Q1 2015 | Q2 2014 |
| :--- | ---: | ---: | ---: |
|  | \$ 25.5 | $\$ 24.5$ | $\$ 21.4$ |
| Asia Pacific | 17.3 | 18.5 | 17.1 |
| North America | 15.6 | 16.9 | 14.7 |
| South Korea | 5.9 | 5.5 | 9.1 |
| Europe / Middle East | 9.6 | 5.4 | 5.1 |
| Japan | $\$ 73.9$ | $\$ 70.8$ | $\$ 67.4$ |

*Asia Pacific includes all countries in the region except Japan and South Korea, which are disclosed separately.

## Revenue by Market Segment (millions)

Q2 2015
\$ 34.6
35.3
34.6
26.4

DRAM

Flash
Q1 2015
Q2 2014

SOC

| Q2 2015 | Q1 2015 | Q2 2014 |
| ---: | ---: | ---: | ---: |
| $\$ 34.6$ | $\$ 33.4$ | $\$ 36.5$ |
| 35.3 | 34.6 | 26.4 |
| 4.0 | 2.8 | 4.5 |
| $\$ 73.9$ | $\$ 70.8$ | $\$ 67.4$ |

## Q2 2015 GAAP to Non-GAAP Reconciliation

(in thousands, except for per share amounts)

Revenues
Cost of revenues
Gross profit
Operating expenses:
Research and development
Sales and marketing
General and administrative
Restructuring charges, net
Long-lived asset impairment
Total operating expenses
Operating profit (loss)
Other income (expense), net
Gain (loss) before income taxes
(Benefit from) provision for income taxes
Net profit (loss)
Net profit (loss) per share:
Basic
Diluted
Weighted-average number of shares used in per share calculations:

## Basic

Diluted


The presentation provides the calculations for Non-GAAP net loss and Non-GAAP net loss per share. FormFactor excluded the following items from one or more of the Non-GAAP measures: stock-based compensation expense, acquisition and integration costs, amortization of intangible assets, loss contingencies, valuation allowance and restructuring and impairment 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.

## Q2 2015 GAAP to Non-GAAP Reconciliation

(in thousands, except for per share amounts)

|  |  | ree Mon | hs |  |  | Year | Dat |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| GAAP net income (loss) | \$ | 838 | \$ | $(4,326)$ | \$ | 1,621 | \$ | $(17,037)$ |
| Stock-based compensation |  | 2,506 |  | 3,519 |  | 5,415 |  | 6,089 |
| Restructuring charges, net |  | - |  | 59 |  | 503 |  | 2,056 |
| Acquisition and integration related expenses <br> Amortization of intangibles, inventory and and fixed asset fair value adjustment due to acquisition |  | 2 |  | 388 |  | (89) |  | 429 |
|  |  | 3,430 |  | 4,953 |  | 6,722 |  | 9,902 |
| Impairment of long-lived assets and loss on sale of subsidiary |  | 8 |  | - |  | 8 |  | 743 |
| Loss contingency |  | - |  | 280 |  | - |  | 413 |
| Business interruption insurance claim recovery |  | (37) |  | - |  | $(1,521)$ |  | - |
| Non-GAAP net income (loss) | \$ | 6,747 | \$ | 4,873 | \$ | 12,659 | \$ | 2,595 |
| Non-GAAP net income (loss) per share: |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.12 | \$ | 0.09 | \$ | 0.22 | \$ | 0.05 |
| Diluted | \$ | 0.11 | \$ | 0.08 | \$ | 0.22 | \$ | 0.05 |
| Weighted-average number of shares used in per share calculations: |  |  |  |  |  |  |  |  |
| Basic |  | 58,109 |  | 55,812 |  | 57,532 |  | 55,431 |
| Diluted |  | 59,094 |  | $\underline{57,373}$ |  | 58,874 |  | $\underline{57,012}$ |

The presentation provides the calculations for Non-GAAP net loss and Non-GAAP net loss per share. FormFactor excluded the following items from one or more of the Non-GAAP measures: stock-based compensation expense, acquisition and integration costs, amortization of intangible assets, loss contingencies and restructuring and impairment 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.

