









# Q3 2015 Earnings Release

Web Slide Presentation

## Revenue by Geographical Region (millions)

	Q3 2015	Q2 2015	Q3 2014
South Korea	\$ 21.1	\$ 15.6	\$ 14.5
Asia Pacific	20.7	25.5	24.5
North America	10.2	17.3	19.6
Europe / Middle East	8.9	5.9	8.2
Japan	5.0	9.6	7.1
	\$ 65.9	\$ 73.9	\$ 73.9

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

### Revenue by Market Segment (millions)

	Q3 2015	Q2 2015	Q3 2014
SOC	\$ 36.5	\$ 34.6	\$ 39.4
DRAM	27.5	35.3	31.4
Flash	1.9	4.0	3.1
	\$ 65.9	\$ 73.9	\$ 73.9

### Q3 2015 GAAP to Non-GAAP Reconciliation

(in thousands, except for per share amounts)

	(	GAAP		Adjustments									Non	-GAAP
Revenues	Fiscal Quarter Ended Sept. 26, 2015		Stock-based Compensation		Restructuring		Amort. / Dep. of Intangibles and FA Uplift due to Acquisition		Acquisition		Gain on Sale of Intellectual Property		Fiscal Quarter Ended Sept. 26, 2015	
	\$	65,862	\$	_	\$	_	\$	_	\$	-	\$	_	\$	65,862
Cost of revenues		47,407		(756)		-		(2,756)		_		-		43,895
Gross profit		18,455		756		_		2,756		-		-		21,967
Operating expenses:														
Research and development		10,645		(973)		-		(8)		-		-		9,664
Sales and marketing		5,671		(525)		-		(663)		-		-		4,483
General and administrative		5,437		(846)		-		(1)		(285)		-		4,305
Restructuring charges, net		59		-		(59)		-		-		-		-
Long-lived asset impairment		<u>-</u>		<u>-</u>		-		<u>-</u>		<u>-</u>				-
Total operating expenses		21,812		(2,344)		(59)		(672)		(285)		-		18,452
Operating profit (loss)		(3,357)		3,100		59		3,428		285		-		3,515
Other income (expense), net		1,047						<u>-</u>				(1,040)		7
Gain (loss) before income taxes		(2,310)		3,100		59		3,428		285		(1,040)		3,522
(Benefit from) provision for income taxes		215		_		-		-				-		215
Net profit (loss)	\$	(2,525)	\$	3,100		59	\$	3,428	\$	285	\$	(1,040)	\$	3,307
Net profit (loss) per share:														
Basic	\$	(0.04)	\$	0.05	\$	0.00	\$	0.06	\$	0.00	\$	(0.02)	\$	0.06
Diluted	\$	(0.04)	\$	0.05	\$	0.00	\$	0.06	\$	0.00	\$	(0.02)	\$	0.06
Weighted-average number of shares used in per share calculations:														
Basic		58,209		58,209		58,209		58,209		58,209		58,209		58,209
Diluted		58,784		58,784		58,784		58,784		58,784		58,784		58,784

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.

### Q3 2015 GAAP to Non-GAAP Reconciliation

(in thousands, except for per share amounts)

	Three Months Ended					Year to Date					
GAAP net income (loss)	Sept. 26 2015			ept. 27 2014		ept. 26 2015	Sept. 27 2014				
	\$	(2,525)	\$	(277)	\$	(904)	\$	(17,314)			
Stock-based compensation		3,100		3,934		8,515		10,023			
Restructuring charges, net		59		28		562		2,084			
Acquisition and integration related expenses		285		(31)		196		398			
Amortization of intangibles, inventory and and fixed asset fair value adjustment due to acquisition		3,428		4,983		10,150		14,885			
Impairment of long-lived assets and loss on sale of subsidiary		-		86		8		829			
Loss contingency		-		307		-		720			
Legal settlement		-		-		-					
Gain on sale of IP and business interruption insurance claim recovery		(1,040)		<u> </u>		(2,561)					
Non-GAAP net income (loss)	\$	3,307	\$	9,030	\$	15,966	\$	11,62			
Non-GAAP net income (loss) per share:											
Basic	\$	0.06	\$	0.16	\$	0.28	\$	0.2			
Diluted	\$	0.06	\$	0.16	\$	0.27	\$	0.20			
Weighted-average number of shares used in per share calculations:											
Basic		58,209		56,297		57,757		55,72			
Diluted		58,784		57,597		58,922		57,11			

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