

FormFactor Investor Presentation

September 2015

Disclosure

FORWARD-LOOKING STATEMENTS: This presentation contains forward-looking statements within the meaning of the federal securities laws, including Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Statements other than statements of historical fact, including statements using words such as "expects," "anticipates," "targets," "believes," "should," "will," and statements in the future tense are forwardlooking statements. The statements in this presentation that may be deemed forward-looking statements include statements regarding our future resiliency to slower PC-related market demand, the strengthening of our balance sheet, the progression of our strategic position in the marketplace, our future market share growth, our future technology leadership, the growth in demand for products using particular technologies, future M&A opportunities, and future demand for our products, our growth and profitability, and any statements or assumptions underlying any of the foregoing. These forward-looking statements are based on current information and expectations that are inherently subject to change and involve a number of risks and uncertainties that could cause our actual future results to differ materially, or cause a material adverse impact on our results. Actual events or results might differ materially from those in any forward-looking statement due to various factors, including, but not limited to: industry conditions that can impact demand for our products and future growth; the relative growth of the SoC, DRAM and Flash memory device markets; the company's ability to meet accelerating customer roadmaps; the company's ability to continue to meet its financial targets through semiconductor industry and seasonal cycles; the company's ability to deliver technology innovation and design, develop, introduce and qualify new products and realize revenue from those new products; projections, including statements regarding business momentum and improved financial performance; and, macro-economic conditions. We describe these and other risks in greater detail under the heading "Risk Factors" and elsewhere in our Annual Report on Form 10-K for the fiscal year ended December 27, 2014, and subsequent filings of the company's with the U.S. Securities and Exchange Commission (the "SEC") including those filed on Form 10-Q, which are available at the SEC's website at www.sec.gov. Copies of the company's SEC filings are also available at http://investors.formfactor.com/edgar.cfm. Given these uncertainties, you should not place undue reliance on these forward-looking statements. Also, forward-looking statements represent our beliefs and assumptions only as of the date made. Except as required by law, we undertake no obligation to update the information in this presentation, to revise any forward-looking statements, or to update the reasons actual results could differ materially from those anticipated in forwardlooking statements. All market size and growth data source: VLSIresearch.

NON-GAAP MEASURES: This presentation includes GAAP and non-GAAP financial information. FormFactor excluded from one or more of the non-GAAP measures certain items as indicated. By providing these 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. A reconciliation between our GAAP and non-GAAP measures can be found on the Investor Relations section of our website.

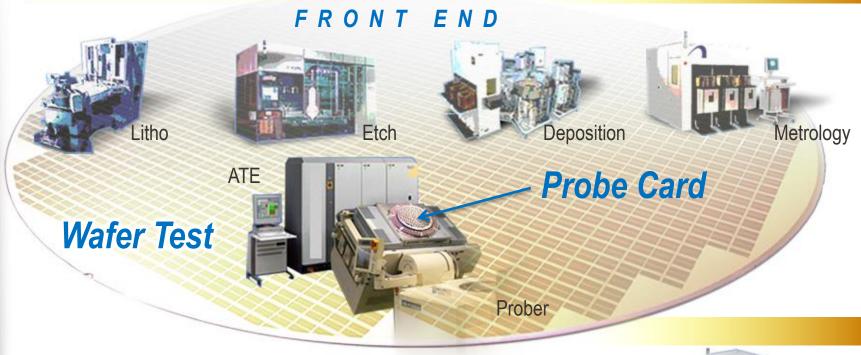
FormFactor at a Glance

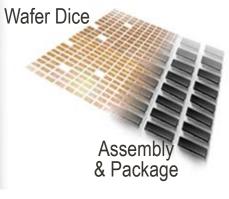
- Largest supplier of probe cards to the semiconductor industry
 - Leading >\$1B market with >5% CAGR over next 5 years
 - Revenue of \$268.5M in 2014, grew 16% over 2013
 - Grew share of advanced probe card market to >25% in 2014

- Continued momentum in 2015 along similar themes

- Headquartered in California, global presence to support customers
- Uniquely leveraging scale and investments across advanced probe card market
- Structurally profitable with high earnings leverage on incremental revenue
 - Delivered 5 consecutive quarters of profitability and cash generation
 - Provided Q3 2015 guidance* for a 6th quarter of profitability and cash generation
 - Demonstrated resilience of financial model despite PC-related market slowdown
- Strong (and strengthening) balance sheet to fund EPS growth
 - \$179.2M cash and no debt in Q2'15

FormFactor Owns a Strategic Position in the Semiconductor Manufacturing Process



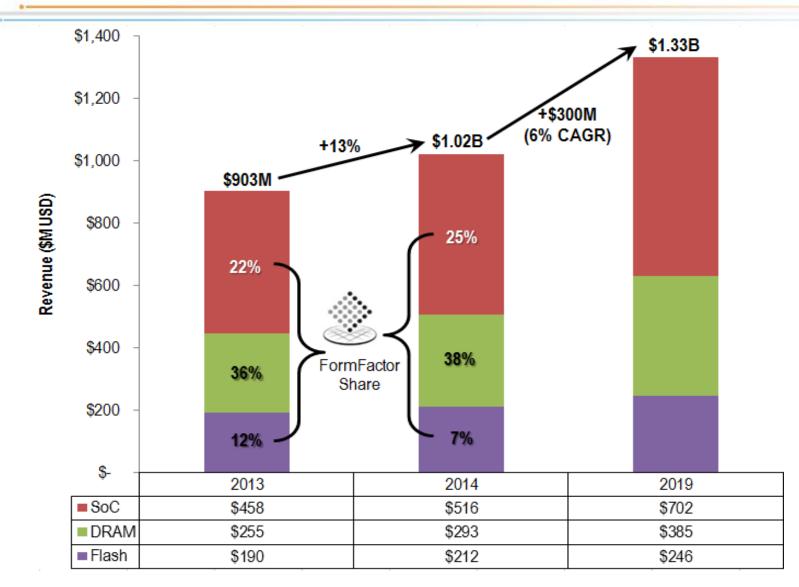


BACK END



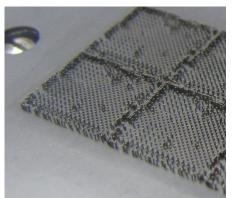


FormFactor - Gaining Share in a Growing Market



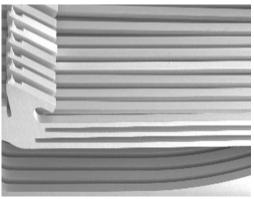
FormFactor's MEMS Technology Leadership Enabling Customers' Roadmaps With A Key Competitive Advantage





DRAM





In 2014, probe cards manufactured with MEMS were both the largest and fastest growing part of the market



Source: VLSIresearch

FormFactor's Key Milestones and Results

Milestone	Delivered Results
Sustained profitability and cash generation	 ✓ \$28.2M of non-GAAP net income and \$33.2M of cash in last 12 months (excluding \$3.5M stock buyback) ✓ Profitable & cash-flow positive in 5 consecutive quarters
Demonstrated high leverage model	 Validated model with >60% conversion of incremental revenue to operating income
Gained market share	 Grew revenue by 16% in 2014 against 13% advanced market growth and 11% overall market growth
Qualified at all three major DRAM manufacturers	 Now qualified at all three, delivered >\$5M revenue at 3rd customer in last three quarters
Qualified new Vector NAND Flash architecture	 Qualified Vector architecture at two major NAND Flash manufacturers

Financial Results and Guidance

	2014 Actual	Q2 2015 Actual	Q3 2015 Guidance*
Revenue (\$M)	\$268.5	\$73.9	\$63M-\$68M
Gross Margin (\$M**)	\$95.8	\$26.7	
Gross Margin (%)	35.7%	36.1%	31%-34%
Operating Expenses (\$M**)	\$79.0	\$20.0	
Net Income (\$M**)	\$18.2	\$6.7	
Diluted EPS**	\$0.32	\$0.11	\$0.01 to \$0.05
Cash Flow*** (\$M)	\$12.7	\$10.6	\$5M-\$7M

*From 7/31/15 earnings call **Non-GAAP results ***Excluding stock buyback

- Q3 2015 guidance themes
 - Weakening PC environment partially offset by a strong mobile design cycle
 - Expecting lower factory utilization, hence lower cost absorption
 - Continuing expense management and control for continued profitability

Near-Term Model at \$300M Annual Revenue

Financial Metric (non-GAAP)	Result	
Revenue	~ \$300M	
Gross Margin	36% - 38%	
Operating Expenses	27% - 28%	
Operating and Net Income	9% - 10%	
EBITDA	13% - 14%	

Incremental revenue above ~\$250M* breakeven annual revenue level "falls through" to Operating Income at ~60%

Near-Term Components of Revenue & Earnings Growth

SoC (\$516M TAM in 2014, 25% FormFactor share):

- □ Increasing devices with demanding technical requirements (e.g., copper pillars) at ≤28nm
- Strong leadership position in advanced SoC probe cards

DRAM (\$293M TAM in 2014, 38% FormFactor share):

- Continued growth in both mobile and server on both DDR3 and DDR4
- Qualified and supporting volume production at all 3 major DRAM manufacturers

Flash (\$212M TAM in 2014, 7% FormFactor share):

- Continued growth in industry NAND capacity & wafer starts
- New Vector product qualified at two customers, transitioning away from legacy platform
- Incremental revenue "falls through" to operating income at ~60%

Continuing to execute on "line-of-sight" revenue growth opportunities, expanding both top- and bottom-line

Long-Term Revenue and Earnings Growth Path

Strategic Element	Result	
Continued share gains along "line-of- sight" components in SoC, DRAM, Flash	Revenue and EPS growth from increasing share to mid-30's% in large and growing advanced probe card market	
Leverage and re-use of key roadmap	EPS growth from Gross Margin	
technologies and investments across all	expansion and R&D Operating	
markets	Expense efficiency	
Lead M&A and consolidation in test	Revenue and EPS growth from	
consumables, analytical instrumentation,	increased addressable market and	
failure analysis, and yield enhancement	market share positions	

Summary

- FormFactor owns a structurally profitable market leadership position in production probe cards
- Advanced probe cards offer an attractive growth opportunity
 - >\$1B market growing at >5% CAGR over next 5 years
 - Growth opportunities targeted to produce 8-10% market share gain
- Industry-leading MEMS capability is a competitive advantage in all areas of advanced probe card market
 - Leveraged across SoC, DRAM, and Flash products
 - Probe cards using MEMS are largest and fastest growing part of market
- Model provides significant EPS growth from incremental revenue
 - Organic and M&A growth opportunities