

# **FormFactor Investor Presentation**

January 2016

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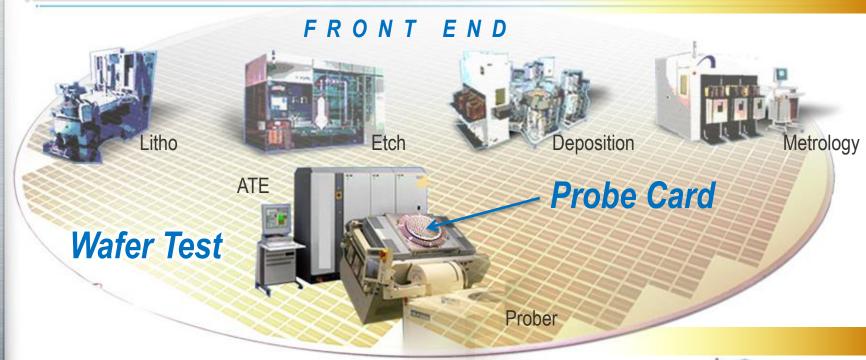
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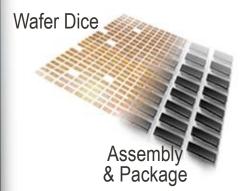
#### FormFactor at a Glance

- Largest supplier of probe cards to the semiconductor industry
  - Leading >\$1B market growing at >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 through 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 6 consecutive quarters of profitability\* and cash generation
  - Demonstrated resilience of financial model despite Q3 2015 demand slowdown
  - Provided Q4 2015 guidance\*\* for a 7<sup>th</sup> quarter of profitability and cash generation
- Strong (and strengthening) balance sheet to fund EPS growth
  - \$184.3M cash and no debt in Q3'15

\*On a non-GAAP basis

# FormFactor Owns a Strategic Position in the Semiconductor Manufacturing Process





#### BACK END



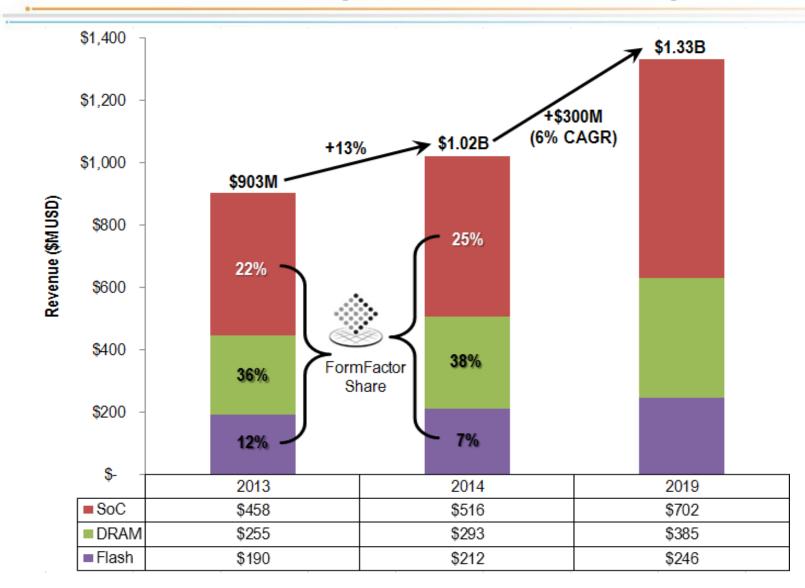
Package Burn In



ATE Final Test

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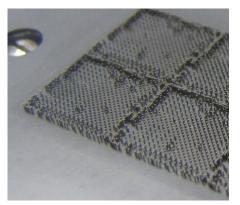
## FormFactor - Gaining Share in a Growing Market



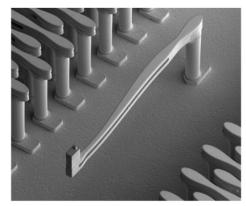
# FormFactor's MEMS Technology Leadership

Enabling Customers' Roadmaps With A Key Competitive Advantage

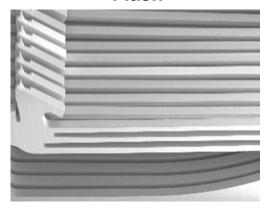
SoC



DRAM



Flash



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

Source: VLSIresearch



# Update on FormFactor's Recent Performance Structural profitability today with future growth components

Initiative	Result
Sustained profitability and cash generation	<ul> <li>✓ \$22.5M of non-GAAP net income and \$36.5M of cash in last 12 months (excluding \$7.0M stock buyback)</li> <li>✓ Profitable &amp; cash-flow positive for 6 consecutive quarters</li> </ul>
Gained market share	✓ Grew revenue by 16% in 2014 against 11% probe card market growth and 13% advanced probe card market growth
Strengthened customer relationships	✓ Ranked 1st Worldwide in Customer Satisfaction in Suppliers of Sub-Systems for 2 years in a row
Expanded SoC leadership position	<ul> <li>✓ Retained strong share for PC/MPU at 14nm and 10nm</li> <li>✓ Expanded mobile share with copper pillar foundry ramp</li> </ul>
Qualified SmartMatrix at all three DRAM manufacturers	✓ All three major DRAM manufacturers now >10% customers
Qualified new Vector product	✓ Qualified at two major NAND Flash manufacturers in 2015

### **Financial Results and Guidance**

	2014 Actual	Q3 2015 Actual	Q4 2015 Guidance*
Revenue (\$M)	\$268.5	\$65.9	\$68M-\$73M
Gross Margin (\$M**)	\$95.8	\$22.0	
Gross Margin (%)	35.7%	33.4%	34%-37%
Operating Expenses (\$M**)	\$79.0	\$18.5	
Net Income (\$M**)	\$18.2	\$3.3	
Diluted EPS**	\$0.32	\$0.06	\$0.07 to \$0.12
Cash Flow*** (\$M)	\$12.7	\$8.6	\$4M-\$7M

<sup>\*</sup>From 10/28/15 earnings call

### • Q4 2015 guidance themes\*

- Experiencing strong demand during historically weaker seasonal period
- Strong SoC business coupled with stable DRAM demand

<sup>\*\*</sup>Non-GAAP results

<sup>\*\*\*</sup>Excluding stock buyback

### 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, primarily DDR4 devices on 2Znm nodes
  - 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 technologies and investments across all markets	EPS growth from Gross Margin expansion and R&D Operating Expense efficiency	
Lead M&A and consolidation in test consumables, analytical instrumentation, failure analysis, and yield enhancement	Revenue and EPS growth from increased addressable market and 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