## Supplemental Financial Information

April 27, 2022


## Revenue by Geographic Region (in millions)

| Taiwan | \$ | 53.1 | \$ | 46.9 | \$ | 41.6 | \$ | 51.9 | \$ | 45.6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| China |  | 38.4 |  | 37.6 |  | 51.0 |  | 31.8 |  | 42.6 |
| South Korea |  | 27.5 |  | 39.2 |  | 29.0 |  | 36.2 |  | 19.1 |
| United States |  | 25.6 |  | 34.5 |  | 25.5 |  | 32.7 |  | 29.5 |
| Malaysia |  | 22.2 |  | 14.7 |  | 11.6 |  | 3.2 |  | 19.9 |
| Singapore |  | 10.9 |  | 10.1 |  | 7.6 |  | 10.0 |  | 8.6 |
| Japan |  | 9.4 |  | 8.8 |  | 10.7 |  | 7.7 |  | 9.3 |
| Europe |  | 8.4 |  | 11.2 |  | 10.5 |  | 12.0 |  | 10.0 |
| Rest of World |  | 1.7 |  | 2.0 |  | 2.5 |  | 2.6 |  | 2.0 |
|  | \$ | 197.2 | \$ | 205.0 | \$ | 190.0 | \$ | 188.1 | \$ | 186.6 |

## Revenue by Market Segment (in millions)

| Foundry \& Logic | $\$$ | 114.1 | $\$$ | 114.0 | $\$$ | 104.7 | $\$$ | 103.7 | $\$$ | 113.4 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DRAM |  | 34.5 | 40.3 | 39.8 | 42.1 | 33.9 |  |  |  |  |
| Flash |  | 11.4 | 11.6 | 10.4 |  | 7.9 | 11.6 |  |  |  |
| Systems |  |  |  |  |  |  |  |  |  |  |

## Customers > 10\% of Total Revenue

| Q1 2022 | Q4 2021 | Q3 2021 | Q2 2021 | Q1 2021 |
| :---: | :---: | :---: | :---: | :---: |
| 20.8 \% | 16.7 \% | 20.8 \% | 16.3 \% | 28.1 \% |
| 10.7 \% | * | * | 11.0 \% | 11.5 \% |
| * | 13.8 \% | 12.9 \% | 14.7 \% | * |
| 31.5 \% | 30.5 \% | 33.7 \% | 42.0 \% | 39.6 \% |

[^0]
## GAAP to Non-GAAP Reconciliation

(In thousands, except for per share amounts)

|  | GAAP <br> Three Months Ended <br> March 26, 2022 |  | Adjustments |  |  |  |  |  |  |  | $\qquad$ <br> Three Months Ended March 26, 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Stock-based Compensation |  | Amortization of Intangibles |  | Amortization of Acquisition Fair Value Adjustments |  | Restructuring |  |  |  |
| Revenues | \$ | 197,174 | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 197,174 |
| Cost of revenues |  | 102,950 |  | $(1,078)$ |  | (808) |  | (360) |  | (139) |  | 100,565 |
| Gross profit |  | 94,224 |  | 1,078 |  | 808 |  | 360 |  | 139 |  | 96,609 |
| Operating expenses: |  |  |  |  |  |  |  |  |  |  |  |  |
| Research and development |  | 27,134 |  | $(1,986)$ |  | - |  | - |  | (146) |  | 25,002 |
| Sales and marketing |  | 20,500 |  | $(2,288)$ |  | $(1,561)$ |  | - |  | (18) |  | 16,633 |
| General and administrative |  | 12,406 |  | $(2,168)$ |  | - |  | - |  | (10) |  | 10,228 |
| Total operating expenses |  | 60,040 |  | $(6,442)$ |  | (1,561) |  | - |  | (174) |  | 51,863 |
| Operating profit |  | 34,184 |  | 7,520 |  | 2,369 |  | 360 |  | 313 |  | 44,746 |
| Interest income |  | 138 |  | - |  | - |  | - |  | - |  | 138 |
| Interest expense |  | (192) |  | - |  | - |  | - |  | - |  | (192) |
| Other income (expense), net |  | 192 |  | - |  | - |  | - |  | - |  | 192 |
| Income before income taxes |  | 34,322 |  | 7,520 |  | 2,369 |  | 360 |  | 313 |  | 44,884 |
| Provision for income taxes |  | 4,450 |  | 1,228 |  | 387 |  | 59 |  | 51 |  | 6,175 |
| Net income | \$ | 29,872 | \$ | 6,292 | \$ | 1,982 | \$ | 301 | \$ | 262 | \$ | 38,709 |
| Net income per share: |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.38 | \$ | 0.08 | \$ | 0.03 | \$ | - | \$ | - | \$ | 0.49 |
| Diluted | \$ | 0.38 | \$ | 0.08 | \$ | 0.02 | \$ | - | \$ | - | \$ | 0.49 |
| Weighted-average number of shares |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 78,246 |  | 78,246 |  | 78,246 |  | 78,246 |  | 78,246 |  | 78,246 |
| Diluted |  | 79,468 |  | 79,468 |  | 79,468 |  | 79,468 |  | 79,468 |  | 79,468 |

## Non-GAAP Adjustments \& EPS

(In thousands, except for per share amounts)

## GAAP net income

Adjustments:
Amortization of intangibles, inventory and fixed asset fair value adjustments due to acquisitions
Stock-based compensation
Restructuring charges
Acquisition related expenses
Income tax effect of non-GAAP adjustments
Non-GAAP net income

| Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| March 26, 2022 |  | December 25, 2021 |  | March 27, 2021 |  |
| \$ | 29,872 | \$ | 25,897 | \$ | 19,625 |
|  | 2,729 |  | 2,766 |  | 7,713 |
|  | 7,520 |  | 7,799 |  | 7,077 |
|  | 313 |  | $(1,143)$ |  | - |
|  | - |  | - |  | 166 |
|  | $(1,725)$ |  | (657) |  | $(3,806)$ |
| \$ | 38,709 | \$ | 34,662 | \$ | 30,775 |

## Non-GAAP net income per share:

Basic
Diluted

## Weighted-average number of shares used in per share calculations:

Basic
Diluted

| $\$$ | 0.49 |  |
| :--- | :--- | :--- | :--- | :--- |
| $\$$ | \$ <br> $\$$ | 0.44 |


| 78,246 |
| :--- |
| 79,468 |

[^1] 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.

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

(In thousands, except for percentages)

Three Months Ended

|  | March 26, 2022 |  |  |  | March 27, 2021 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Probe Cards | Systems | Corporate and Other | Total | Probe Cards | Systems |  | porate Other | Total |
| Revenues | \$ 159,983 | \$ 37,191 | \$ | \$ 197,174 | \$ 158,898 | \$ 27,738 | \$ | - | \$ 186,636 |
| Gross profit | 77,202 | 19,407 | $(2,385)$ | 94,224 | 70,315 | 13,599 |  | $(7,208)$ | 76,706 |
| Gross margin | 48.3\% | 52.2\% |  | 47.8\% | 44.3\% | 49.0\% |  |  | 41.1\% |


[^0]:    * Customer represents less than 10\% of revenue for respective period

[^1]:    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, inventory, and fixed asset fair value adjustment due to acquisitions, restructuring charges, and acquisition related expenses. By publishing the Non-GAAP measures, the company's management intends to provide investors with of intangibles, inventory, and fixed asset fair value adjustment due to acquisitions, restructuring charges, and acquisition related expenses. By publishing the Non-GAAP measures, the company's management intends to provide investors with
    additional additional information to further analyze the company's performance, core results and underlying trends. FormFactor's managementen evaluates results and makes operating dericisions using botts 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.

