## Revenue by Geographical Region (millions)

Q1 2016
\$ 16.2
\$ 22.4
17.6
20.2
18.5

North America

South Korea

Europe
Japan
Q4 2015
$8.9 \quad 17.5$
16.9

Asia Pacific

South Korea
Q1 2016 Q4 2015 Q1 2015

$$
\text { \$ } 24.5
$$

5.2
5.5

| 3.1 | 6.5 | 5.4 |
| ---: | ---: | ---: |
|  | $\$ 71.8$ | $\$ 70.8$ |

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

## Revenue by Market Segment (millions)

Q1 2016
Q4 2015
Q1 2015
\$ 36.1
16.3
28.2
34.6

DRAM

Flash

| 1.2 |  |
| ---: | ---: | ---: |
| $\$ 53.6$ | 2.2 |

## Q1 2016 GAAP to Non-GAAP Reconciliation

(in thousands, except for per share amounts)

|  | GAAP |  | Adjustments |  |  |  |  |  | Non-GAAP <br> Fiscal Quarter Ended March 26, 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fiscal Quarter Ended March 26, 2016 |  | Stock-based Compensation |  | Amort. / Dep. of Intangibles and FA Uplift due to Acquisition |  | Acquisition |  |  |  |
|  | \$ | 53,611 | \$ | - |  | - | \$ | - | \$ | 53,611 |
| Cost of revenues |  | 43,819 |  | (633) |  | $(2,116)$ |  | 32 |  | 41,102 |
| Gross profit |  | 9,792 |  | 633 |  | 2,116 |  | (32) |  | 12,509 |
| Operating expenses: |  |  |  |  |  |  |  |  |  |  |
| Research and development |  | 10,849 |  | (796) |  | (3) |  | - |  | 10,050 |
| Sales and marketing |  | 5,558 |  | (514) |  | (651) |  | 95 |  | 4,488 |
| General and administrative |  | 6,958 |  | (791) |  | - |  | $(2,128)$ |  | 4,039 |
| Restructuring charges, net |  | - |  |  |  | - |  | - |  | - |
| Long-lived asset impairment |  | - |  | - |  | - |  | - |  | - |
| Total operating expenses |  | 23,365 |  | (2,101) |  | (654) |  | $(2,033)$ |  | 18,577 |
| Operating profit (loss) |  | $(13,573)$ |  | 2,734 |  | 2,770 |  | 2,001 |  | $(6,068)$ |
| Other income (expense), net |  | (197) |  | - |  | - |  |  |  | (197) |
| Gain (loss) before income taxes |  | (13,770) |  | 2,734 |  | 2,770 |  | 2,001 |  | $(6,265)$ |
| (Benefit from) provision for income taxes |  | 30 |  | - |  | - |  | - |  | 30 |
| Net profit (loss) | \$ | $(13,800)$ | \$ | 2,734 | \$ | 2,770 | \$ | 2,001 | \$ | $(6,295)$ |
| Net profit (loss) per share: |  |  |  |  |  |  |  |  |  |  |
| Weighted-average number of shares used in per share calculations: |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 58,431 |  | 58,431 |  | 58,431 |  | 58,431 |  | 58,431 |

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.

## Q1 2016 GAAP to Non-GAAP Reconciliation

(in thousands, except for per share amounts)

|  | Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { March 26, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 28, } \\ 2015 \\ \hline \end{gathered}$ |  |
| GAAP net income (loss) | \$ | $(13,800)$ | \$ | 783 |
| Stock-based compensation |  | 2,734 |  | 2,909 |
| Restructuring charges, net |  | - |  | 503 |
| Acquisition and integration related expenses |  | 2,001 |  | (90) |
| Amortization of intangibles, inventory and and fixed asset fair value adjustment due to acquisition |  | 2,770 |  | 3,291 |
| Gain on sale of IP and business interruption insurance claim recovery |  | - |  | $(1,484)$ |
| Non-GAAP net income (loss) | \$ | $(6,295)$ | \$ | 5,912 |
| Non-GAAP net income (loss) per share: |  |  |  |  |
| Basic | \$ | (0.11) | \$ | 0.10 |
| Diluted | \$ | $\underline{(0.11)}$ | \$ | 0.10 |
| Weighted-average number of shares used in per share calculations: |  |  |  |  |
| Basic |  | 58,431 |  | 56,954 |
| Diluted |  | 58,431 |  | 58,838 |

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.

