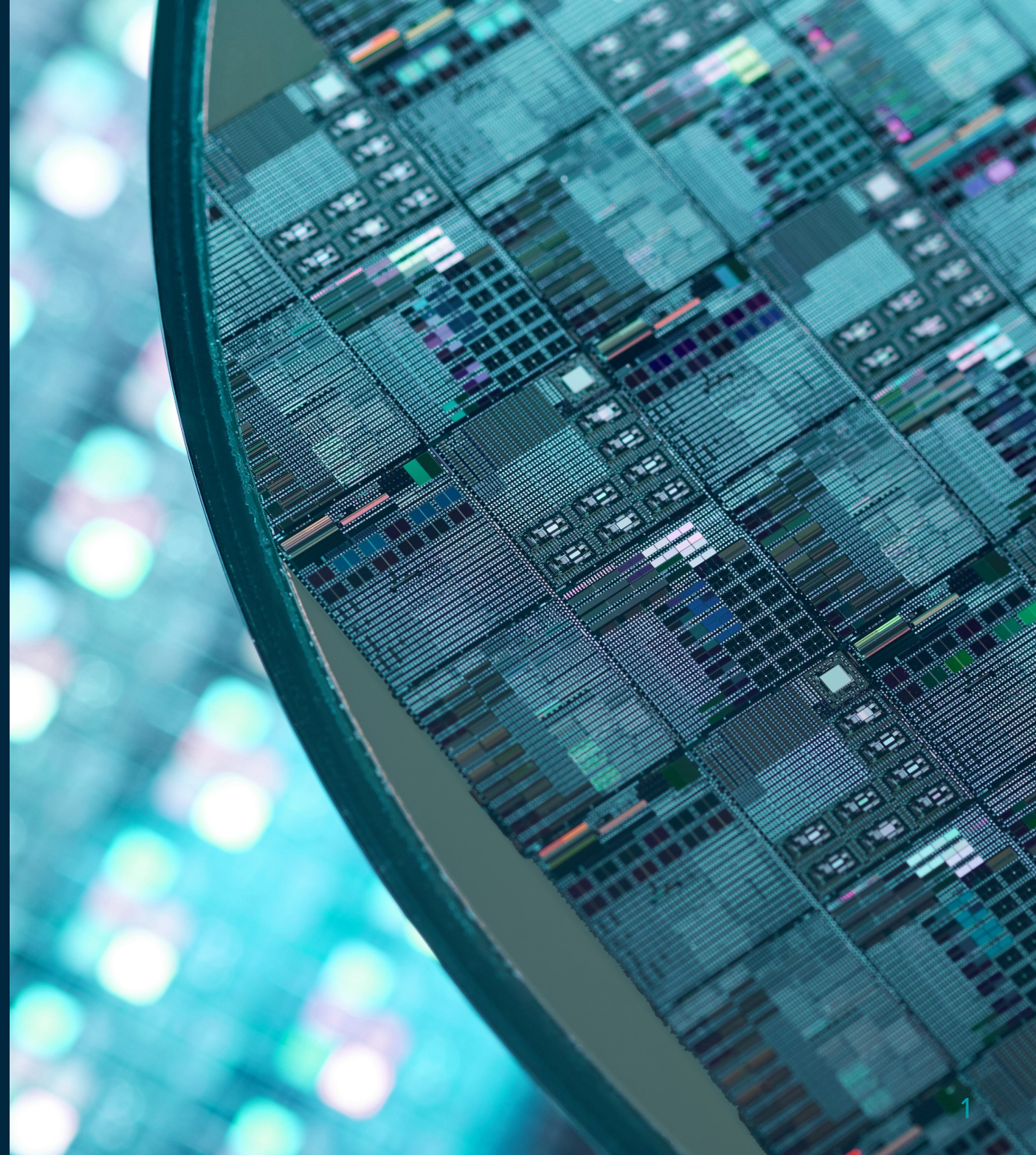




# Supplemental Financial Information

October 27, 2021



# Revenue by Geographic Region (in millions)

	<u>Q3 2021</u>	<u>Q2 2021</u>	<u>Q1 2021</u>	<u>Q4 2020</u>	<u>Q3 2020</u>	<u>Q2 2020</u>	<u>Q1 2020</u>
China	\$ 51.0	\$ 31.8	\$ 42.6	\$ 54.0	\$ 28.5	\$ 48.8	\$ 43.6
Taiwan	41.6	51.9	45.6	49.0	36.9	33.2	31.8
South Korea	29.0	36.2	19.1	28.2	29.6	15.1	14.1
United States	25.5	32.7	29.5	31.3	36.3	28.1	31.9
Asia Pacific	19.9	14.3	29.0	9.7	9.0	6.5	7.9
Japan	10.7	7.7	9.3	8.0	17.1	10.1	8.4
Europe	10.5	12.0	10.0	13.4	17.0	14.1	21.0
Rest of World	1.8	1.5	1.5	3.4	3.6	1.9	2.1
	<u>\$ 190.0</u>	<u>\$ 188.1</u>	<u>\$ 186.6</u>	<u>\$ 197.0</u>	<u>\$ 178.0</u>	<u>\$ 157.8</u>	<u>\$ 160.8</u>

# Revenue by Market Segment (in millions)

	<u>Q3 2021</u>	<u>Q2 2021</u>	<u>Q1 2021</u>	<u>Q4 2020</u>	<u>Q3 2020</u>	<u>Q2 2020</u>	<u>Q1 2020</u>
Foundry & Logic	\$ 104.7	\$ 103.7	\$ 113.4	\$ 122.7	\$ 108.4	\$ 109.3	\$ 105.8
DRAM	39.8	42.1	33.9	34.6	31.4	19.1	24.7
Flash	10.4	7.9	11.6	5.2	11.0	5.4	4.3
Systems	35.1	34.4	27.7	34.5	27.2	24.0	26.0
	<u>\$ 190.0</u>	<u>\$ 188.1</u>	<u>\$ 186.6</u>	<u>\$ 197.0</u>	<u>\$ 178.0</u>	<u>\$ 157.8</u>	<u>\$ 160.8</u>

# Customers > 10% of Total Revenue

	<u>Q3 2021</u>	<u>Q2 2021</u>	<u>Q1 2021</u>	<u>Q4 2020</u>	<u>Q3 2020</u>	<u>Q2 2020</u>	<u>Q1 2020</u>
Intel Corporation	20.8 %	16.3 %	28.1 %	29.3 %	25.6 %	36.1 %	36.2 %
Samsung Electronics Co., LTD.	12.9 %	14.7%	*	12.5 %	10.6 %	*	*
Taiwan Semiconductor Manufacturing Co., LTD.	*	11.0%	11.5 %	*	10.6 %	*	*
Micron Technology	*	*	*	*	10.1 %	*	*
	<u>33.7 %</u>	<u>42.0 %</u>	<u>39.6 %</u>	<u>41.8 %</u>	<u>56.9 %</u>	<u>36.1 %</u>	<u>36.2 %</u>

\* Customer represents less than 10% of revenue for respective period

# GAAP to Non-GAAP Reconciliation

(In thousands, except for per share amounts)

	GAAP	Adjustments				Non-GAAP
	Three Months Ended September 25, 2021	Stock-based Compensation	Amortization of Intangibles	Amortization of Acquisition Fair Value Adjustments	Restructuring	Three Months Ended September 25, 2021
Revenues	\$ 189,964	\$ —	\$ —	\$ 57	\$ —	\$ 190,021
Cost of revenues	109,745	(1,392)	(858)	(630)	(4,322)	102,543
Gross profit	80,219	1,392	858	687	4,322	87,478
<b>Operating expenses:</b>						
Research and development	26,026	(2,010)	—	—	(289)	23,727
Sales and marketing	18,970	(2,252)	(1,604)	—	(22)	15,092
General and administrative	11,970	(2,266)	—	—	—	9,704
<b>Total operating expenses</b>	<b>56,966</b>	<b>(6,528)</b>	<b>(1,604)</b>	<b>—</b>	<b>(311)</b>	<b>48,523</b>
Operating profit	23,253	7,920	2,462	687	4,633	38,955
Interest income	121	—	—	—	—	121
Interest expense	(151)	—	—	—	—	(151)
Other income (expense), net	58	—	—	—	—	58
Income before income taxes	23,281	7,920	2,462	687	4,633	38,983
Provision for income taxes	2,784	2,306	717	200	1,348	7,355
Net income	\$ 20,497	\$ 5,614	\$ 1,745	\$ 487	\$ 3,285	\$ 31,628
<b>Net income per share:</b>						
Basic	\$ 0.26	\$ 0.07	\$ 0.02	\$ 0.01	\$ 0.04	\$ 0.41
Diluted	\$ 0.26	\$ 0.07	\$ 0.02	\$ 0.01	\$ 0.04	\$ 0.40
<b>Weighted-average number of shares</b>						
Basic	77,869	77,869	77,869	77,869	77,869	77,869
Diluted	79,029	79,029	79,029	79,029	79,029	79,029

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 and other fair value adjustments due to acquisition, and acquisition related expenses. 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.

# Non-GAAP Adjustments & EPS

(In thousands, except for per share amounts)

	Three Months Ended			Nine Months Ended	
	September 25, 2021	June 26, 2021	September 26, 2020	September 25, 2021	September 26, 2020
<b>GAAP net income</b>	\$ 20,497	\$ 17,905	\$ 22,891	\$ 58,027	\$ 59,250
Adjustments:					
Amortization of intangibles, inventory and fixed asset fair value adjustments due to acquisitions	3,149	7,645	7,042	18,507	21,007
Stock-based compensation	7,920	6,588	5,509	21,585	16,774
Restructuring charges	4,633	634	—	5,267	—
Gain on contingent consideration	—	(95)	(71)	(95)	(3,771)
Acquisition related expenses	—	43	334	209	369
Income tax effect of non-GAAP adjustments	(4,571)	(4,273)	(4,970)	(12,650)	(10,994)
<b>Non-GAAP net income</b>	<u>\$ 31,628</u>	<u>\$ 28,447</u>	<u>\$ 30,735</u>	<u>\$ 90,850</u>	<u>\$ 82,635</u>
<b>Non-GAAP net income per share:</b>					
Basic	\$ 0.41	\$ 0.37	\$ 0.40	\$ 1.17	\$ 1.08
Diluted	\$ 0.40	\$ 0.36	\$ 0.39	\$ 1.15	\$ 1.05
<b>Weighted-average number of shares used in per share calculations:</b>					
Basic	<u>77,869</u>	<u>77,463</u>	<u>77,029</u>	<u>77,643</u>	<u>76,436</u>
Diluted	<u>79,029</u>	<u>79,466</u>	<u>78,809</u>	<u>79,190</u>	<u>78,534</u>

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 acquisition, restructuring charges, gain on contingent consideration and acquisition related expenses. 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.

# Gross Profit and Gross Margin by Segment (GAAP)

(In thousands, except for percentages)

	Three Months Ended							
	September 25, 2021				September 26, 2020			
	Probe Cards	Systems	Corporate and Other	Total	Probe Cards	Systems	Corporate and Other	Total
<b>Revenues</b>	\$ 154,850	\$ 35,114	\$ —	\$ 189,964	\$ 150,773	\$ 27,223	\$ —	\$ 177,996
<b>Gross profit</b>	69,868	17,553	(7,202)	80,219	69,641	13,565	(6,457)	76,749
<b>Gross margin</b>	45.1%	50.0%		42.2%	46.2%	49.8%		43.1%

	Nine Months Ended							
	September 25, 2021				September 26, 2020			
	Probe Cards	Systems	Corporate and Other	Total	Probe Cards	Systems	Corporate and Other	Total
<b>Revenues</b>	\$ 467,389	\$ 97,287	\$ —	\$ 564,676	\$ 419,272	\$ 77,301	\$ —	\$ 496,573
<b>Gross profit</b>	206,783	48,059	(21,634)	233,208	191,907	37,618	(19,219)	210,306
<b>Gross margin</b>	44.2%	49.4%		41.3%	45.8%	48.7%		42.4%