



# Q4 2014 Web Slide Presentation

February 4, 2015

# Revenue by Geographical Region (millions)

	Q4 2014	Q3 2014	Q4 2013
Asia Pacific	\$ 24.3	\$ 24.5	\$ 15.0
North America	23.0	19.6	16.2
South Korea	10.9	14.5	8.1
Europe / Middle East	7.3	8.2	7.0
Japan	5.8	7.1	2.3
	\$ 71.3	\$ 73.9	\$ 48.6

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

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#### **Revenue by Market Segment** (millions)

	Q4 2014	Q3 2014	Q4 2013
SOC	\$ 36.7	\$ 39.4	\$ 30.0
DRAM	30.8	31.4	15.1
Flash	3.8	3.1	3.5
	\$ 71.3	\$ 73.9	\$ 48.6

# Q4 2014 GAAP to Non-GAAP Reconciliation

(in thousands, except for per share amounts)

	GA	AAP	Adjustments									Non-GAAP		
Revenues	Fiscal Quarter Ended Dec. 27, 2014		Stock-based Compensation		Restructuring		Amort. / Dep. of Intangibles and FA Uplift due to Acquisition		Integration		Impairments and Loss Contingency		Fiscal Quarter Ended Dec. 27, 2014	
	\$	71,285	\$	-	\$		\$	-	\$	-	\$	-	\$	71,285
Cost of revenues		50,337		(578)		-		(2,972)				-		46,787
Gross profit		20,948		578		-		2,972		-		-		24,498
Operating expenses:														
Research and development		10,706		(891)		-		(8)		-		-		9,807
Sales and marketing		6,325		(750)		-		(673)		-		-		4,902
General and administrative		6,306		(1,037)		-		(1)		(25)		(498)		4,745
Restructuring charges, net		584		-		(584)		-		-		-		-
Long-lived asset impairment		390		-		-		-		-		(390)		-
Total operating expenses		24,311		(2,678)		(584)		(682)		(25)		(888)		19,454
Operating profit (loss)		(3,363)		3,256		584		3,654		25		888		5,044
Other income (expense), net		224												224
Gain (loss) before income taxes		(3,139)		3,256		584		3,654		25		888		5,268
(Benefit from) provision for income taxes		(1,268)		-		-		-		-		-		(1,268)
Net profit (loss)	\$	(1,871)	\$	3,256	\$	584	\$	3,654	\$	25	\$	888	\$	6,536
Net profit (loss) per share:														
Basic	\$	(0.03)	\$	0.06	\$	0.01	\$	0.06	\$	0.00	\$	0.02	\$	0.12
Diluted	\$	(0.03)	\$	0.06	\$	0.01	\$	0.06	\$	0.00	\$	0.02	\$	0.11
Weighted-average number of shares used in per share calculations:														
Basic		56,472		56,472		56,472		56,472		56,472		56,472		56,472
Diluted		56,472		58,234		58,234		58,234		58,234		58,234		58,234

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.

## Q4 2014 GAAP to Non-GAAP Reconciliation

(in thousands, except for per share amounts)

	Three Months Ended					<b>Twelve Months Ended</b>						
		Dec. 27 2014			]	Dec. 27 2014	Dec. 28 2013					
GAAP net loss	\$	(1,871)	\$	(18,789)	\$	(19,185)	\$	(57,683)				
Stock-based compensation		3,256		2,999		13,279		12,124				
Restructuring charges, net		584		443		2,668		4,658				
Acquisition and integration related expenses Amortization of intangibles, inventory and fixed asset fair value		25		(8)		423		1,292				
adjustment due to acquisition		3,654		3,910		18,539		16,857				
Impairment of long-lived assets and loss on sale of subsidiary		390		567		1,219		1,061				
Loss contingency		498		-		1,218		-				
Income tax valuation allowance		-		-				150				
Non-GAAP net income (loss)	\$	6,536	\$	(10,878)	\$	18,161	\$	(21,541)				
Non-GAAP net income (loss) per share:												
Basic	\$	0.12	\$	(0.20)	\$	0.32	\$	(0.40)				
Diluted	\$	0.11	\$	(0.20)	\$	0.32	\$	(0.40)				
Weighted-average number of shares used in per share calculations:												
Basic		56,472		54,608		55,908		54,204				
Diluted		58,234		54,608		57,510		54,204				

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