

# **Investor Presentation**

August 2022



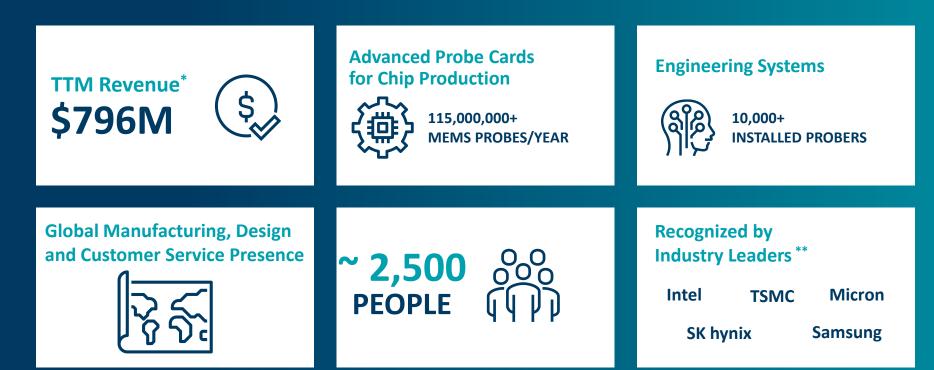
# Forward-Looking Statements; Non-GAAP Financial Measures

This presentation contains forward-looking statements within the meaning of the U.S. Securities Exchange Act of 1934 and the Securities Act of 1933. The forward-looking statements include statements concerning, among other things, our future business model and strategies, our financial model and structure, market and market share growth, industry trends, customer demand and growth opportunities. In some instances, you can identify these statements by forward-looking words, such as "may," "might," "will," "could," "should," "expect," "plan," "anticipate," "believe," "estimate," "predict," "intend" and "continue," the negative or plural of these words and other comparable terminology. The target financial model described in this presentation is intended to aid in the evaluation of long-term potential, and is not guidance or a statement of forecasted performance in a specific future period. The forward-looking statements are only predictions based on our current expectations and our projections about future events. All information and forward-looking statements included in this presentation and the related discussions are based upon information available to us as of August 25, 2022. You should not place undue reliance on these forward-looking statements. These forwardlooking statements are subject to known and unknown risks, uncertainties and other factors that may cause our actual results, levels of activity, performance or achievements to differ materially from those expressed or implied by these statements, including risks related to technology and market trends; the benefits of acquisitions and investments; macroeconomic conditions; uncertainties related to the COVID-19 pandemic and the impacts of our responses to it; the interpretation and impacts of changes in export controls and other trade barriers; our success in executing our business strategies and other risks discussed in the section titled "Risk Factors" and elsewhere in our Annual Report on Form 10-K for the year ended December 25, 2021 and in our other filings with the U.S. Securities and Exchange Commission copies of which may be obtained by visiting the Investor Relations section of our website at http://investors.formfactor.com or at www.sec.gov.

This presentation and related discussions contain non-GAAP measures relating to our financial performance. These measures may be different from non-GAAP financial measures used by other companies. The presentation of this financial information is not intended to be considered in isolation of, or as a substitute for, financial information prepared and presented in accordance with generally accepted accounting principles. You can find the reconciliation of non-GAAP financial measures to the most directly comparable U.S. GAAP measures in the Supplemental Information contained in this presentation.

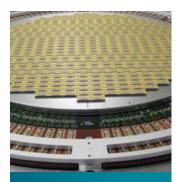


# **FormFactor At a Glance**





### **Compelling Investment Thesis**



Market leader in large and growing semiconductor test and measurement sector



Benefits from powerful secular trends:

- Exponential growth in semiconductor content, increased 5G and data center spending
- Adoption of advanced packaging to counter slowdown in Moore's Law



Technology leadership enables customers' most critical roadmap advancements, from R&D through Production



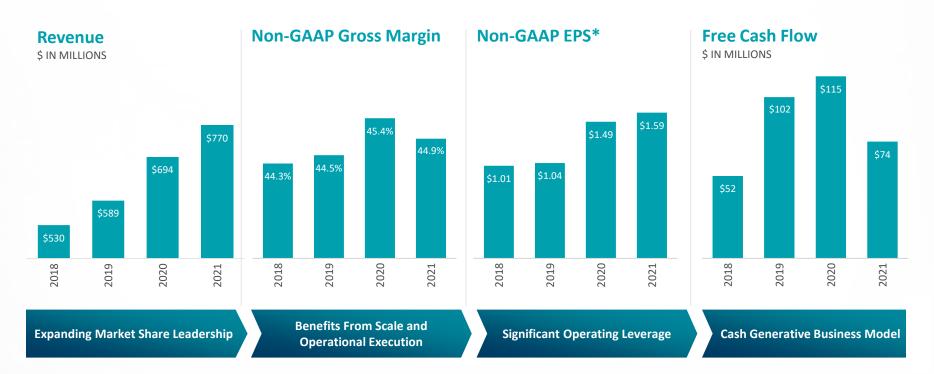
Profitable financial model with earnings growth and strong cash flow



Active execution of acquisition strategy increases scale and diversification



# **Proven Track Record**



See Supplemental Information for reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures. \*Reflects inclusion of deferred tax expenses in Non-GAAP EPS starting Q1'19. All references to EPS are on a diluted basis. Sources: Historical information, company SEC filings and press releases.



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# **Recognized Industry Leader**



2014 • 2015 • 2016 2017 • 2018 • 2019 2020 • 2021 • 2022 

# FormFactor Again Named One of THE BEST Suppliers in the Semiconductor Industry

**LIVERMORE, Calif., May 18, 2022** (GLOBE NEWSWIRE) — FormFactor, Inc. (NASDAQ: FORM), a leading semiconductor test and measurement supplier, announced that it has been named a 10 BEST and THE BEST Supplier in TechInsight's customer satisfaction survey (previously the VLSIResearch customer satisfaction survey), with five-of-five stars in three categories;

10 BEST Focused Suppliers of Semiconductor Equipment, THE BEST Suppliers of Test Equipment, and THE BEST Suppliers of Test Subsystems.

The survey includes the feedback of worldwide semiconductor manufacturing companies, rating suppliers in 14 categories, and measuring in each – supplier performance, customer service, and product performance. The results mark nine consecutive years that FormFactor has been selected in THE BEST Suppliers of Test Subsystems which includes manufacturers of probe cards, test sockets, and device interface boards. FormFactor ranked number one in both the '10 Best Focused Suppliers of Semiconductor Equipment' and 'THE BEST Suppliers of Test Equipment'.

"Customers give FormFactor high rankings for partnering and trust in FormFactor's ability to protect their uptime," said G. Dan Hutcheson, Vice Chair, TechInsights. "The survey provides insights into customer sentiments and measures their observations of critical factors in supplier performance. In multiple categories, FormFactor was rated as a 5 TechInsights Star supplier."

### Trusted by leading semiconductor designers and foundries



### **How FormFactor Wins**





# FormFactor Occupies a Unique Place in Semiconductor Industry

### Front-End: Wafer Fabrication Equipment



- 6% CAGR
- Highly cyclical, tied to capital spending
- Highly consolidated

### Wafer Test & Measurement



### Industry: \$1.9 Billion Advanced Probe Cards: \$1.5B; Engineering Systems: \$0.4B

- 6% CAGR for Advanced Probe Cards, devicespecific consumables
- 3% CAGR for Engineering Systems, driven by R&D budgets
- Demand driven by design releases on both new and existing nodes
- Moderate cyclicality
- Consolidated industry

### Back-End: Wafer Assembly and Final Test



### Industry: \$3.5 Billion

- 7% CAGR
- Highly cyclical, tied to capital spending
- Highly fragmented

Customers' shorter product cycles and faster times-to-market amplify secular growth in silicon devices

Sources: All market size and growth rates are VLSI research estimates, except for Engineering Systems which are company estimates.



# Customers Value, FormFactor Benefits From "Lab to Fab" Capabilities

Customers benefit from accelerated path from concept to volume production

 Saves time and effort, improves yields, shortens time-to-market FormFactor Engages Customers Throughout Their Product Life Cycle



R&D/Engineering



High Volume Engineering/ Niche Production



Full Production

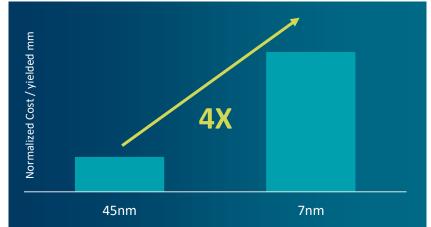
FormFactor's unique visibility to emerging trends, e.g. Silicon Photonics, Quantum Computing, Cryogenics, Micro LED, ensures focused R&D spend



# **FormFactor Benefits from Two Industry Dynamics**

# Secular Growth in the Semiconductor IndustryImage: Secular Growth in Semiconductor UseImage: Secular Growth in Secular Growth in Semiconductor UseImage: Secular Growth in Secular Growth in

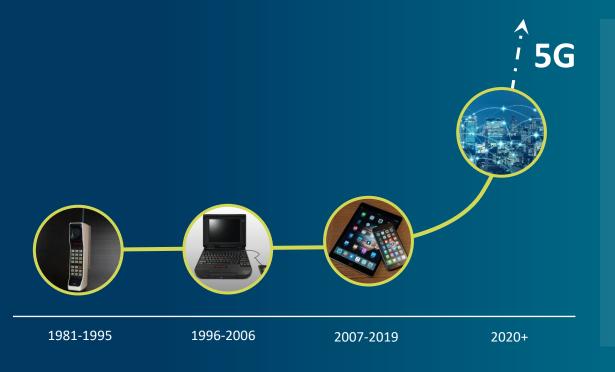
### Slowing of Moore's Law: Node shrinks no longer provide cost reduction



Source: Su (AMD), IEDM 2017.



# **Exponential Growth in Silicon Devices Will Be Accelerated by 5G**



### **Key Factors for 5G Success**

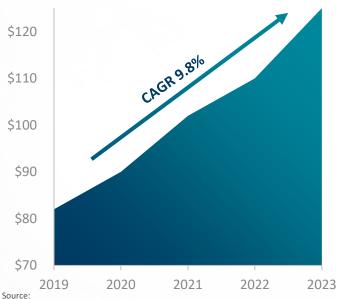
- RF expertise
- R&D-intensity
- Dependable supplier
- Customer intimacy



Source: Yole Development of Technology for 5G.

# **Infrastructure Spending and 5G Adoption Are Spurring Semiconductor and Probe Card Use**

### Data Center Capital Spending Forecast<sup>1</sup> IN BILLIONS



1. Omdia

2. Cisco "Annual Internet Report"

3. Lear Corporation, IHS Automotive for industry production.

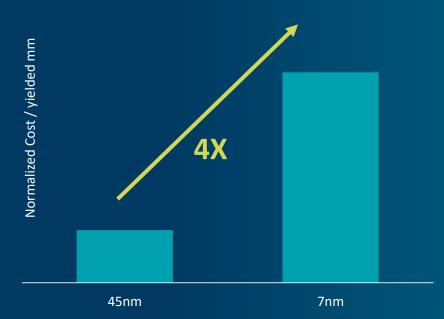
### 5G Will Drive Increased Content in **Mobility and Automotive Applications**

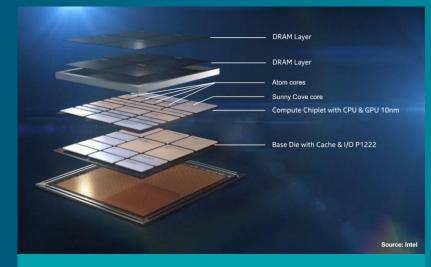
Vobility <sup>2</sup>	<b>10%</b> Connected	<b>≈30B</b> Connected devices by 2023				
B	Devices 2018-2023 CAGR	M2M <b>50%</b>	Smartphones 23%	TVs <b>11%</b>	Other <sub>(tablets, PCs, etc.)</sub> <b>16%</b>	
tive <sup>3</sup>	<b>Trends Drivin</b> Autonomous		conductor Cont Electrificatio		<b>d Sensor Growth</b> Connectivity	
utomotive	≈ \$50B	_	≈ \$44B		≈ \$9B	
AU	2035 Market Size	e	2027 Market Si	ze	2027 Market Size	



# Advanced Packaging Addresses Scaling Challenges As Moore's Law Slows

Node shrinks no longer provide cost reduction



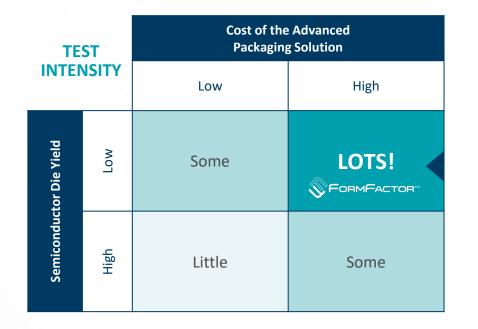


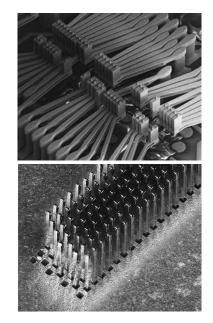
Advanced Packaging improves product-level performance, power and density

Source: Su (AMD), IEDM 2017. Note: Cost per yielded mm2 for a 250 mm2 die.



# **Probe Cards are Critical to Advanced Packaging**

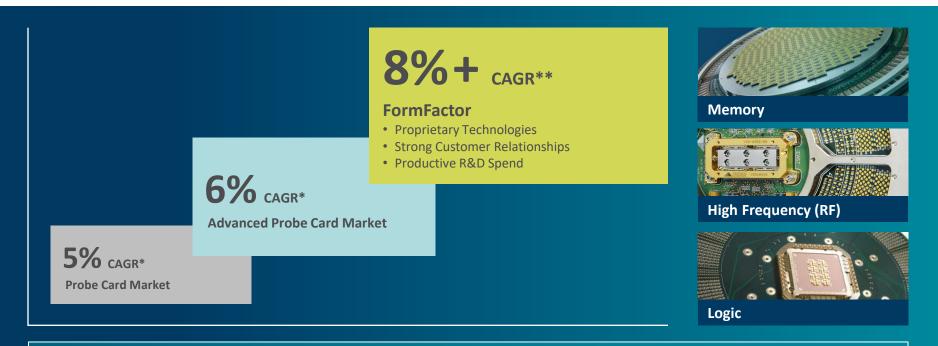




Test intensity, and therefore probe card demand, increases as advanced packaging becomes widespread



# Unique Capabilities Position FormFactor for Faster Growth in Advanced Probe Cards



### \$2 Billion Advanced Probe Card Market In 2023

Source: \*2020 VLSIresearch estimates. \*\*Company estimates.



# **Poised for Above-Market Growth in Engineering Systems**

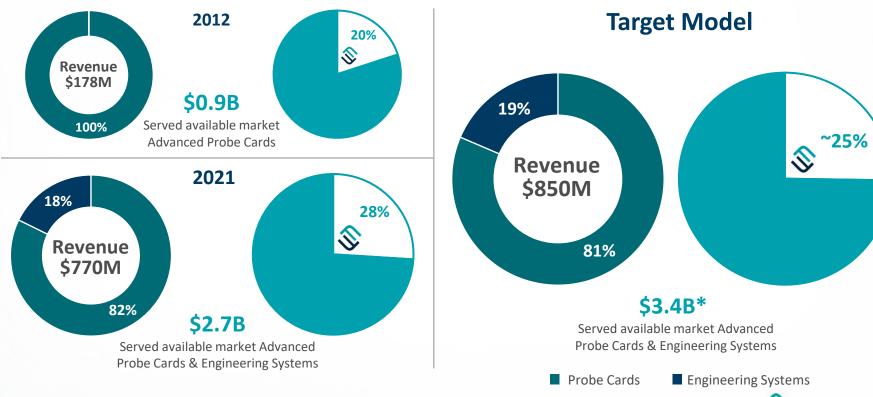


### Technology Leadership and Worldwide Infrastructure Lead to Customer Intimacy and Early Involvement

Source: \*2020 VLSIresearch estimates. \*\*Company estimates.



# **FormFactor's New Target Model**



ACTOR

### Growth to \$850M Target Model Revenue, Delivers \$2.00 Non-GAAP EPS

	2021 Actuals	Target Model
Revenue	\$770M	\$850M
Non-GAAP Gross Margin	44.9%	47.0%
Non-GAAP Operating Margin	19.9%	22.0%
Non-GAAP Effective Tax Rate	18.2%	17.0%
Non-GAAP Diluted Earnings Per Share	\$1.59	\$2.00
Free Cash Flow	\$74M	\$160M

See Supplemental Information below for reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures. Sources: Historical information, company SEC filings and press releases.



# **Drivers of Shareholder Value Creation**

### **Revenue Growth**

- Underlying growth in semiconductor applications
- Participation in Advanced Packaging and 5G mega trends
- Diversification of customers

### **Operating Leverage**

- Gross Margin expansion
- Disciplined operating structure
- Robust Operating Cash Flow and Free Cash Flow
- Profitable growth

### **Capital Allocation**

### **Focused reinvestment**

- R&D
- Capacity expansion
- Fund organic growth

### M&A

- Increase served addressable
  market
- Acquire attractive technologies
- Patient, deliberate approach
  - Complementary to organic growth
  - Diversifies revenue stream
  - Accretive to earnings



### Scale Enhances Margins, Finances Differentiating R&D

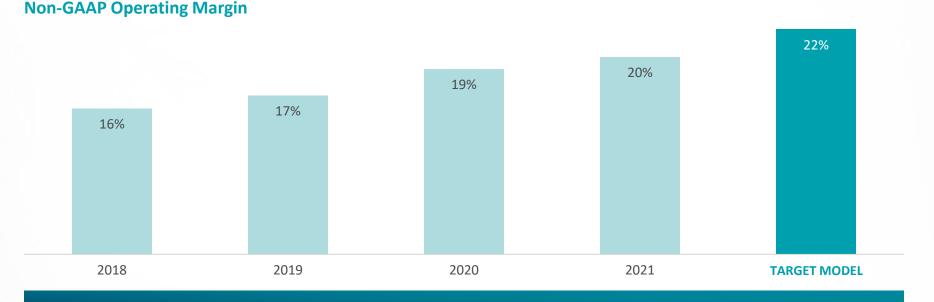


Capitalize on scale to leverage our operating expense infrastructure. Continued significant R&D investment creates new organic growth opportunities.

See Supplemental Information below for reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures. Sources: Historical information, company SEC filings and press releases.



### **Driving Operating Leverage Through Scale**



### Disciplined spending and increasing scale will continue to enhance profitability

See Supplemental Information below for reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures. Sources: Historical information, company SEC filings and press releases.



# **Capital Expenditures to Support Organic Growth**

	2017	2018	2019	2020	2021	Target CapEx Model
СарЕх	\$18M	\$20M	\$21M	\$56M	\$67M	\$30M - \$35M
Revenue	\$548M	\$530M	\$590M	\$694M	\$770M	\$850M
CapEx as % of Revenue	3.2%	3.8%	3.5%	8.0%	8.6%	3.5%-4.0%



New Livermore Facility



Highly Automated Manufacturing



Factory Expansions



# Acquisition Strategy Adds Scale and Diversification

# Established process focused on extending long-term industry leadership

- Acquisition priorities
  - Market leader in growing market
  - Compelling technical capabilities
  - Accretive
  - Focus on tuck-ins as well as larger scale companies
- Leveraging FormFactor's key capabilities and infrastructure to achieve synergies

### **Opportunistic tuck-in acquisitions aligned with our longterm strategy and M&A principles**

- Provide critical enabling technologies reinforcing FormFactor's leadership
- Create potential opportunity to increase served available market

Proven track record of identifying and integrating accretive acquisitions MICROPROBE<sup>™</sup> Year: 2012 Amount: \$117M **Cascade**Microtech® Year: 2016 Amount: \$352M Year: 2019 Amount: €19.7M Acquisition of Advantest's probe card assets Year: 2020 Amount: \$35M Year: 2020 Amount: \$15M Acquisition of JanisULT dilution refrigerator product line Year: 2022

# Highly Resilient Business Model

### Enabled by Flexible Cost Structure

- 100% of employees with variable pay component
- Flexible staffing model

### Strong and Healthy Balance Sheet

- Supported by strong free cash flows
- History of successfully managing debt and significant borrowing capacity available if needed



# **Recent Results (non-GAAP)**

	Revenue	Gross Margin	Diluted EPS	Free Cash Flow
Q1'22 ACTUAL	\$197.2M	49.0%	\$0.49	\$28.7M
Q2'22 ACTUAL	\$203.9M	47.4%	\$0.46	\$28.3M
Q3'22 OUTLOOK	\$183M +/- \$6M	39% +/- 1.5%	\$0.21 +/- \$0.04	

### Q2'22 and Q3'22 Themes:

• Q2 strong results driven by major customers' release and ramp of new designs to meet demand for their products

• Q3 outlook reflects reduced demand for Foundry & Logic probe cards from several major customers in both mobile and compute applications







# Supplemental Information



### FY 2021 GAAP to Non-GAAP Reconciliation

	GAAP			Adjustments			Non-GAAP
	Twelve Months Ended December 25, 2021	Stock-based Compensation	Amortization of Intangibles	Amortization of Acquisition Fair Value Adjustments	Restructuring	Other Adjus tments	Twelve Months Ended December 25, 2021
Revenues	769,674	-	-	260	-	-	769,934
Cost of revenues	446,907	(5,200)	(12,269)	(2,266)	(3,205)		423,967
Gross profit	322,767	5,200	12,269	2,526	3,205	-	345,967
Operating expenses:	100.027	(7.502)			(070)		44.9 %
Research and development	100,937	(7,583)	-	-	(869)	-	92,485
Sales and marketing General and administrative	75,798	(8,535)	(6,478)	-	(50)	-	60,735
	47,994	(8,066)	-	-	-	(114)	39,814
Total operating expenses	224,729	(24,184)	(6,478)	-	(919)	(114)	193,034
Operating profit	98,038	29,384	18,747	2,526	4,124	114	152,933
Interest income	569	-	-	-	-	-	569
Interest expense	(602)	-	-	-	-	-	(602)
Other income (expense), net	495	-	-	-	-	-	495
Income before income taxes	98,500	29,384	18,747	2,526	4,124	114	153,395
Provision for income taxes	14,576	7,123	4,544	612	1,000	28	27,883
Net income	83,924	22,261	14,203	1,914	3,124	86	125,512
Net income per share:							
Basic	\$1.08	\$0.29	\$0.18	\$0.02	\$0.04	\$-	\$1.61
Diluted	\$1.06	\$0.28	\$0.18	\$0.02	\$0.04	\$-	\$1.59
Weighted-average number of shares							
Basic	77,787	77,787	77,787	77,787	77,787	77,787	77,787
Diluted	79,133	79,133	79,133	79,133	79,133	79,133	79,133



### **Free Cash Flow Reconciliation**

### Free Cash Flow Trend (in thousands)

	2017	2018	2019	2020	2021
Net cash provided by (used in operating activities)	\$ 86,323 \$	68,700 \$	121,048 \$	169,256 \$	139,364
Add: Cash paid for interest	3,836	3,113	1,405	867	643
Add: Cash paid for acquisition related expenses	-	-	213	509	209
Capital expenditures	 (17,756)	(19,869)	(20,847)	(55,865)	(66,496)
Free cash flow	\$ 72,403 \$	51,944 \$	101,819 \$	114,767 \$	73,720



### **About Non-GAAP Financial Measures**

We believe that the presentation of non-GAAP earnings per fully-diluted share, free cash flow and other non-GAAP measures in this presentation provides supplemental information that is important to understanding financial and business trends and other factors relating to our financial condition and results of operations. These non-GAAP measures are among the primary indicators used by management as a basis for planning and forecasting future periods, and by management and our board of directors to determine whether our operating performance has met certain targets and thresholds. Management uses non-GAAP operating income (loss), non-GAAP earnings per fully-diluted share and other non-GAAP measures when evaluating operating performance because it believes that the exclusion of the items indicated herein, for which the amounts or timing may vary significantly depending upon our activities and other factors, facilitates comparability of our operating performance from period to period. We use free cash flow to conduct and evaluate our business as an additional way of viewing our liquidity that, when viewed with our GAAP results, provides a more complete understanding of factors and trends affecting our cash flows. Many investors also prefer to track free cash flow, as opposed to only GAAP earnings. Free cash flow has limitations due to the fact that it does not represent the residual cash flow available for discretionary expenditures, and therefore it is important to view free cash flow as a complement to our entire consolidated statements of cash flows. We have chosen to provide non-GAAP information to investors so they can analyze our operating results closer to the way that management does, and use this information in their assessment of our business and the valuation of our company. We compute non-GAAP operating income (loss) and non-GAAP fully-diluted earnings per share by adjusting GAAP operating income (loss) and GAAP earnings per fully-diluted share to remove the impact of certain items and the tax effect of those adjustments. These and other non-GAAP measures are not in accordance with, or an alternative to, GAAP and may be materially different from other non-GAAP measures, including similarly titled non-GAAP measures used by other companies. The presentation of this additional information should not be considered in isolation from, as a substitute for, or superior to, operating income (loss) or earnings per fully-diluted share and other measures prepared in accordance with GAAP. Non-GAAP financial measures have limitations in that they do not reflect certain items that may have a material impact upon our reported financial results. We may expect to continue to incur expenses of a nature similar to these non-GAAP adjustments, and exclusion of these items should not be construed as an inference that these costs are unusual, infrequent or nonrecurring.

For more information on non-GAAP measures and adjustments, please see the Supplemental Information in this presentation and available at <a href="http://investors.formfactor.com">http://investors.formfactor.com</a> for reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures.

