## Supplemental Financial Information

August 2, 2023

## Revenue by Geographic Region (in millions)

|  | Q2 2023 |  | Q1 2023 |  | Q4 2022 |  | Q3 2022 |  | Q2 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| United States | \$ | 42.7 | \$ | 37.7 | \$ | 32.8 | \$ | 38.1 | \$ | 31.2 |
| Taiwan |  | 29.5 |  | 40.3 |  | 29.9 |  | 36.8 |  | 50.0 |
| South Korea |  | 27.9 |  | 20.8 |  | 26.2 |  | 28.9 |  | 28.8 |
| China |  | 23.5 |  | 27.1 |  | 35.8 |  | 36.7 |  | 49.7 |
| Europe |  | 10.8 |  | 9.4 |  | 11.0 |  | 11.8 |  | 8.1 |
| Japan |  | 7.9 |  | 11.0 |  | 11.4 |  | 7.7 |  | 9.9 |
| Malaysia |  | 6.7 |  | 11.3 |  | 5.1 |  | 6.5 |  | 16.2 |
| Singapore |  | 2.8 |  | 5.3 |  | 11.0 |  | 10.4 |  | 7.1 |
| Rest of World |  | 4.1 |  | 4.5 |  | 2.8 |  | 4.0 |  | 2.9 |
|  | \$ | 155.9 | \$ | 167.4 | \$ | 166.0 | \$ | 180.9 | \$ | 203.9 |

## Revenue by Market Segment (in millions)

| Foundry \& Logic | $\$$ | 81.9 | $\$$ | 101.6 | $\$$ | 82.1 | $\$$ | 90.6 | $\$$ |
| :--- | ---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

## Customers > 10\% of Total Revenue

|  | Q2 2023 | Q1 2023 | Q4 2022 | Q3 2022 | Q2 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Intel Corporation | 14.2 \% | 20.0 \% | 16.5 \% | 17.0 \% | 20.9 \% |
| SK hynix Inc. | * | * | * | 10.7 \% | * |
|  | 14.2 \% | 20.0 \% | 16.5 \% | 27.7 \% | 20.9 \% |

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


## GAAP to Non-GAAP Reconciliation

(In thousands, except for per share amounts)

|  | GAAP <br> Three Months Ended <br> July 1, 2023 |  | Adjustments |  |  |  |  |  |  |  | Non-GAAP |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Stock-based Compensation |  | Amortization of Intangibles |  | Amortization of Acquisition Fair Value Adjustments |  | Restructuring |  | Three Months Ended July 1, 2023 |  |
| Revenues | \$ | 155,916 | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 155,916 |
| Cost of revenues |  | 95,633 |  | $(1,515)$ |  | (838) |  | (268) |  | (332) |  | 92,680 |
| Gross profit |  | 60,283 |  | 1,515 |  | 838 |  | 268 |  | 332 |  | 63,236 |
| Operating expenses: |  |  |  |  |  |  |  |  |  |  |  |  |
| Research and development |  | 28,340 |  | $(2,363)$ |  | - |  | - |  | (221) |  | 25,756 |
| Sales and marketing |  | 19,274 |  | $(2,321)$ |  | $(1,550)$ |  | - |  | (3) |  | 15,400 |
| General and administrative |  | 13,981 |  | $(3,005)$ |  | - |  | - |  | (62) |  | 10,914 |
| Total operating expenses |  | 61,595 |  | $(7,689)$ |  | $(1,550)$ |  | - |  | (286) |  | 52,070 |
| Operating profit |  | $(1,312)$ |  | 9,204 |  | 2,388 |  | 268 |  | 618 |  | 11,166 |
| Interest income |  | 1,591 |  | - |  | - |  | - |  | - |  | 1,591 |
| Interest expense |  | (109) |  | - |  | - |  | - |  | - |  | (109) |
| Other income (expense), net |  | 450 |  | - |  | - |  | - |  | - |  | 450 |
| Income before income taxes |  | 620 |  | 9,204 |  | 2,388 |  | 268 |  | 618 |  | 13,098 |
| Provision for income taxes |  | (208) |  | 1,526 |  | 396 |  | 44 |  | 102 |  | 1,860 |
| Net income | \$ | 828 | \$ | 7,678 | \$ | 1,992 | \$ | 224 | \$ | 516 | \$ | 11,238 |
| Net income per share: |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.01 | \$ | 0.10 | \$ | 0.03 | \$ | - | \$ | 0.01 | \$ | 0.15 |
| Diluted | \$ | 0.01 | \$ | 0.10 | \$ | 0.03 | \$ | - | \$ | 0.01 | \$ | 0.14 |
| Weighted-average number of shares |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 77,159 |  | 77,159 |  | 77,159 |  | 77,159 |  | 77,159 |  | 77,159 |
| Diluted |  | 77,616 |  | 77,616 |  | 77,616 |  | 77,616 |  | 77,616 |  | 77,616 |

## 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
Income tax effect of non-GAAP adjustments
Non-GAAP net income

Non-GAAP net income per share:
Basic
Diluted

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

| Three Months Ended |  |  |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| July 1, 2023 |  | April 1, 2023 |  | June 25, 2022 |  | July 1, 2023 |  | June 25, 2022 |  |
| \$ | 828 | \$ | 1,342 | \$ | 30,242 | \$ | 2,170 | \$ | 60,114 |
|  | 2,656 |  | 2,903 |  | 2,665 |  | 5,559 |  | 5,394 |
|  | 9,204 |  | 9,290 |  | 6,358 |  | 18,494 |  | 13,878 |
|  | 618 |  | 922 |  | 581 |  | 1,540 |  | 894 |
|  | $(2,068)$ |  | $(1,965)$ |  | $(3,071)$ |  | $(4,033)$ |  | $(4,796)$ |
| \$ | 11,238 | \$ | 12,492 | \$ | 36,775 | \$ | 23,730 | \$ | 75,484 |
| \$ | 0.15 | \$ | 0.16 | \$ | 0.47 | \$ | 0.31 | \$ | 0.97 |
| \$ | 0.14 | \$ | 0.16 | \$ | 0.46 | \$ | 0.31 | \$ | 0.95 |
|  | 77,159 |  | 77,066 |  | 77,897 |  | 77,112 |  | 78,071 |
|  | 77,616 |  | 77,255 |  | 79,210 |  | 77,450 |  | 79,423 |

[^0]
## Gross Profit and Gross Margin by Segment (GAAP)

(In thousands, except for percentages)

Three Months Ended

|  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 1, 2023 |  |  |  |  | June 25, 2022 |  |  |  |  |  |
|  | Probe Cards | Systems | Corporate and Other |  | Total | Probe Cards | Systems |  | Corporate and Other |  | Total |
| Revenues | \$ 115,303 | \$ 40,613 | \$ | - | \$ 155,916 | \$ 167,708 | \$ | 36,199 | \$ | - | \$ 203,907 |
| Gross profit | 42,112 | 21,124 |  | $(2,953)$ | 60,283 | 78,420 |  | 18,276 |  | $(2,327)$ | 94,369 |
| Gross margin | 36.5\% | 52.0\% |  |  | 38.7\% | 46.8\% |  | 50.5\% |  |  | 46.3\% |

Six Months Ended

|  | July 1, 2023 |  |  |  |  |  | June 25, 2022 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Probe Cards | Systems |  | Corporate and Other |  | Total | Probe Cards | Systems |  | Corporate and Other |  | Total |
| Revenues | \$ 242,631 | \$ | 80,733 | \$ | - | \$ 323,364 | \$ 327,691 | \$ | 73,390 | \$ | - | \$ 401,081 |
| Gross profit | 85,735 |  | 41,870 |  | $(6,244)$ | 121,361 | 155,622 |  | 37,683 |  | $(4,712)$ | 188,593 |
| Gross margin | 35.3\% |  | 51.9\% |  |  | 37.5\% | 47.5\% |  | 51.3\% |  |  | 47.0\% |


[^0]:    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: amortization of intangibles, inventory, and fixed
    asset fair value adiustment due to acouisitions, stock-based compensation expense, restructuring charges, gain on contingent consideration, and acquisition related expenses. By publishing the Non-GAAP measures, the company's management assest fair value adjustment due to acquiuitions, stock-based compensation expense, restructuring charges, gain on contingent consideration, and acquisition related expenses. By publishing the Non-GAAP measures, the company's management
    intends to providj investors with additinal 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 GAA
    GAAP measures. Non-GAAP results are not prepared in accordance with GAAP, and Non-GAAP information should be considiered a supplement to, and not a substitute for, financial statements prepared in accordance with GAAP.

