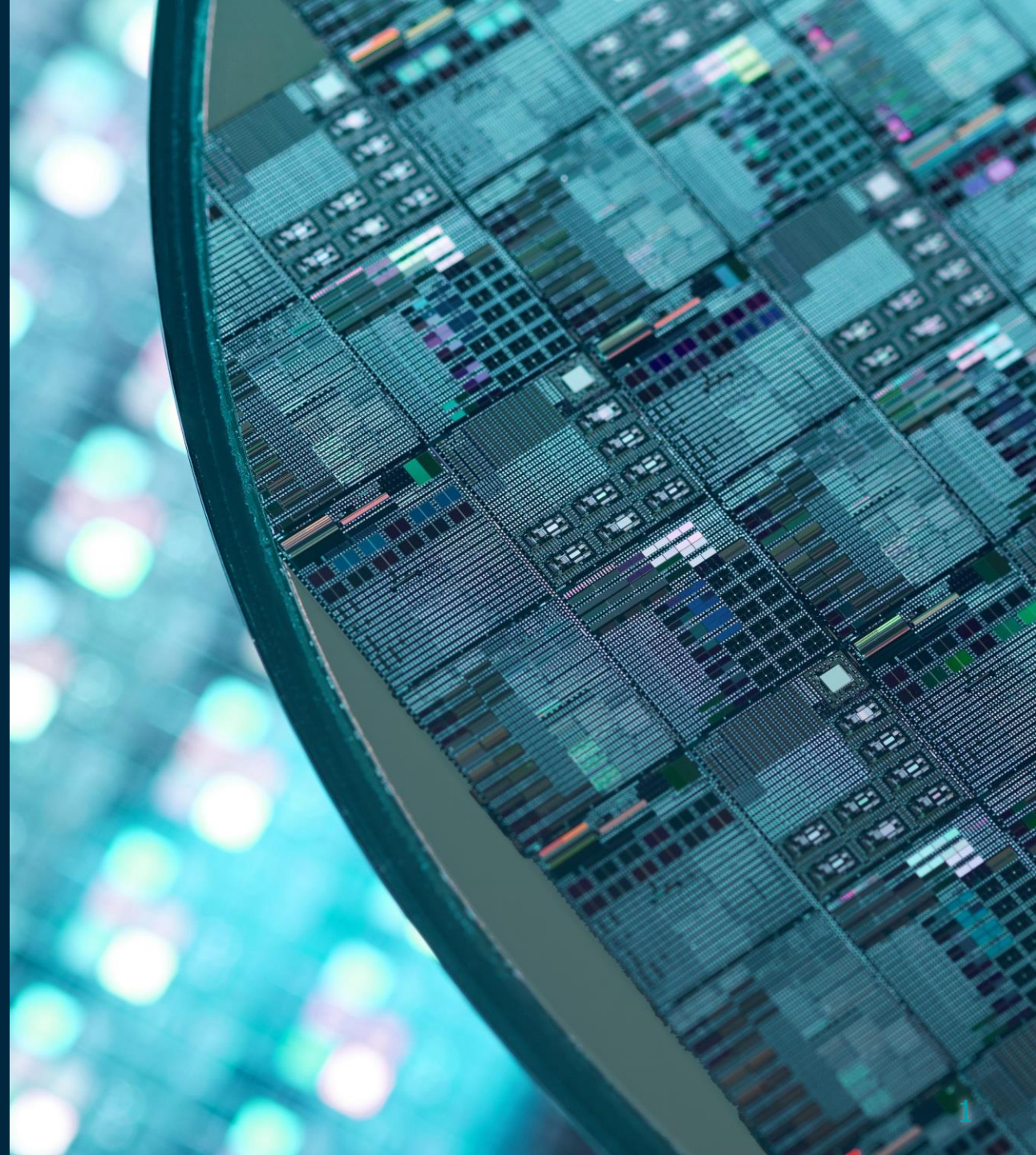# Supplemental Financial Information

October 30, 2019

Revenue by Geographic Region (in millions)

	Q3 2019	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018
United States	$ 33.7	$ 38.4	$ 34.3	$ 28.0	$ 40.1	$ 33.2
South Korea	23.6	28.2	26.7	29.3	20.9	26.0
China	31.4	20.4	21.8	28.9	22.1	14.6
Japan	16.9	16.1	10.4	7.9	14.7	13.5
Taiwan	18.3	14.9	22.4	29.7	19.8	30.0
Europe	9.5	10.6	9.5	9.5	9.1	9.5
Rest of World	7.2	9.4	7.1	7.6	8.3	8.7
	$ 140.6	$ 138.0	$ 132.2	$ 140.9	$ 135.0	$ 135.5

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Revenue by Market Segment (in millions)

	Q3 2019		Q2 2019		Q1 2019		Q4 2018		Q3 2018		Q2 2018	
Foundry & Logic	$	68.4	$	73.4	$	71.6	$	76.7	$	61.2	$	62.1
DRAM		39.4		36.0		28.9		29.6		37.4		38.1
Flash		8.6		4.2		7.6		9.9		13.0		11.4
Systems		24.2		24.4		24.1		24.7		23.4		23.9
	$	140.6	$	138.0	$	132.2	$	140.9	$	135.0	$	135.5

Customers > 10% of Total Revenue

	Q3 2019	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018
Intel Corporation	23.9%	26.1%	21.3%	21.9%	24.4%	15.1%
SK Hynix	13.5%	*	*	*	*	11.5%
Micron Technology	11.9%	10.1%	*	*	12.0%	*
Samsung Electronics	*	11.1%	13.8%	13.8%	*	*
TSMC	*	*	*	10.9%	*	11.5%
TOTAL	49.3%	47.3%	35.1%	46.6%	36.4%	38.1%

Gross Profit and Gross Margin by Segment (GAAP)

(In thousands, except for percentages)

Three Months Ended

	September 28, 2019				September 29, 2018			
	Probe Cards	Systems	Corporate and Other	Total	Probe Cards	Systems	Corporate and Other	Total
Revenues	$ 116,447	$ 24,157	$ -	$ 140,604	$ 111,606	$ 23,383	$ -	$ 134,989
Gross profit	48,127	13,015	(5,824)	55,318	47,675	11,250	(5,955)	52,970
Gross margin	41.3%	53.9%	- %	39.3%	42.7%		- %	39.2%

Nine Months Ended

	September 28, 2019				September 29, 2018			
	Probe Cards	Systems	Corporate and Other	Total	Probe Cards	Systems	Corporate and Other	Total
Revenues	$ 338,187	$ 72,648	$ -	$ 410,835	$ 318,120	$ 70,668	$ -	$ 388,788
Gross profit	141,913	38,703	(17,424)	163,191	138,182	34,118	(17,983)	154,317
Gross margin	42.0%	53.3%	- %	39.7%	43.4%	48.3%	- %	39.7%

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Non-GAAP Adjustments & EPS

(In thousands, except for per share amounts)

	Three Months Ended		Six Months Ended	
	September 28 2019	September 29 2018	September 28 2019	September 29 2018
GAAP net income	$ 8,279	7,688	$ 20,710	$ 11,248
Adjustments to reconcile GAAP net income to Non-GAAP net income:				
Amortization of intangibles	7,079	7,170	20,248	14,364
Stock-based compensation	5,289	4,128	17,088	7,884
Restructuring charges	226	-	457	-
Income tax effect of non-GAAP adjustments	(3,443)	3	(10,064)	(422)
Non-GAAP net income	$ 17,430	$ 18,989	$ 48,439	$ 33,074
Non-GAAP net income per share:				
Basic	$ 0.23	$ 0.26	$ 0.65	$ 0.45
Diluted	$ 0.23	$ 0.25	$ 0.63	$ 0.44
Weighted-average number of shares used in per share calculations:				
Basic	75,280	73,837	74,749	73,273
Diluted	77,291	74,962	76,762	74,628

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Gross Profit and Gross Margin by Segment

(In thousands, except for per share amounts)

	GAAP	Adjustments				Non-GAAP
	3-Months Ended September 28, 2019	Stock-based Compensation	Amortization of Intangibles	Restructuring Charges	Acquisition	3-Months Ended September 28, 2019
Revenues	$ 140,604	$ -	$ -	$ -	$ -	$ 140,604
Cost of revenues	85,286	(1,117)	(4,707)	-	-	79,462
Gross profit	55,318	1,117	4,707	-	-	61,142
Operating expenses:						
Research and development	20,096	(1,729)	-	-	-	18,367
Sales and marketing	15,341	(1,919)	(1,372)	-	-	12,050
General and administrative	10,546	(1,739)	-	(22)	(247)	8,538
Total operating expenses	45,983	(5,387)	(1,372)	(22)	(247)	38,955
Operating profit	9,335	6,504	6,079	22	247	22,187
Interest income	724	-	-	-	-	724
Interest expense	(422)	-	-	-	-	(422)
Other income (expense), net	226	-	-	-	-	226
Income before income taxes	9,863	6,504	6,079	22	247	22,715
Provision for income taxes	1,584	1,929	1,803	7	73	5,396
Net income	$ 8,279	$ 4,575	$ 4,276	$ 15	$ 174	$ 17,319
Net income per share:						
Basic	$ 0.11	$ 0.06	$ 0.06	$ 0.00	$ 0.00	$ 0.23
Diluted	$ 0.11	$ 0.06	$ 0.06	$ 0.00	$ 0.00	$ 0.22
Weighted-average number of shares						
Basic	75,280	75,280	75,280	75,280	75,280	75,280
Diluted	77,291	77,291	77,291	77,291	77,291	77,291

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, restructuring charges and acquisition costs. 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.

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