## Supplemental Financial Information

October 26, 2022


## Revenue by Geographic Region (in millions)

|  | Q3 2022 |  | Q2 2022 |  | Q1 2022 |  | Q4 2021 |  | Q3 2021 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| United States | \$ | 38.1 | \$ | 31.2 | \$ | 25.6 | \$ | 34.5 | \$ | 25.5 |
| Taiwan |  | 36.8 |  | 50.0 |  | 53.1 |  | 46.9 |  | 41.6 |
| China |  | 36.7 |  | 49.7 |  | 38.4 |  | 37.6 |  | 51.0 |
| South Korea |  | 28.9 |  | 28.8 |  | 27.5 |  | 39.2 |  | 29.0 |
| Europe |  | 11.8 |  | 8.1 |  | 8.4 |  | 11.2 |  | 10.5 |
| Singapore |  | 10.4 |  | 7.1 |  | 10.9 |  | 10.1 |  | 7.6 |
| Japan |  | 7.7 |  | 9.9 |  | 9.4 |  | 8.8 |  | 10.7 |
| Malaysia |  | 6.5 |  | 16.2 |  | 22.2 |  | 14.7 |  | 11.6 |
| Rest of World |  | 4.0 |  | 2.9 |  | 1.7 |  | 2.0 |  | 2.5 |
|  | \$ | 180.9 | \$ | 203.9 | \$ | 197.2 | \$ | 205.0 | \$ | 190.0 |

## Revenue by Market Segment (in millions)

|  | Q3 2022 |  | Q2 2022 |  | Q1 2022 |  | Q4 2021 |  | Q3 2021 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Foundry \& Logic | \$ | 90.6 | \$ | 122.4 | \$ | 114.1 | \$ | 114.0 | \$ | 104.7 |
| DRAM |  | 34.9 |  | 36.8 |  | 34.5 |  | 40.3 |  | 39.8 |
| Flash |  | 13.9 |  | 8.5 |  | 11.4 |  | 11.6 |  | 10.4 |
| Systems |  | 41.5 |  | 36.2 |  | 37.2 |  | 39.1 |  | 35.1 |
|  | \$ | 180.9 | \$ | 203.9 | \$ | 197.2 | \$ | 205.0 | \$ | 190.0 |

## Customers > 10\% of Total Revenue

|  | Q3 2022 | Q2 2022 | Q1 2022 | Q4 2021 | Q3 2021 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Intel Corporation | 17.0 \% | 20.9 \% | 20.8 \% | 16.7 \% | 20.8 \% |
| SK hynix Inc. | 10.7\% | * | * | * | * |
| Taiwan Semiconductor Manufacturing Co., LTD. | * | * | 10.7 \% | * | * |
| Samsung Electronics Co., LTD. | * | * | * | 13.8 \% | 12.9 \% |
|  | 27.7 \% | 20.9 \% | 31.5 \% | 30.5 \% | 33.7 \% |

[^0]
## GAAP to Non-GAAP Reconciliation

(In thousands, except for per share amounts)

|  | GAAP |  | Adjustments |  |  |  |  |  |  |  | Non-GAAP |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended September 24, 2022 |  | Stock-based Compensation |  | Amortization of Intangibles |  | Amortization of Acquisition Fair Value Adjustments |  | Restructuring |  | Three Months Ended September 24, 2022 |  |
| Revenues | \$ | 180,869 | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 180,869 |
| Cost of revenues |  | 118,656 |  | $(1,022)$ |  | (824) |  | (417) |  | $(6,060)$ |  | 110,333 |
| Gross profit |  | 62,213 |  | 1,022 |  | 824 |  | 417 |  | 6,060 |  | 70,536 |
| Operating expenses: |  |  |  |  |  |  |  |  |  |  |  |  |
| Research and development |  | 26,549 |  | $(2,027)$ |  | - |  | - |  | (67) |  | 24,455 |
| Sales and marketing |  | 19,240 |  | $(2,401)$ |  | $(1,530)$ |  | - |  | (2) |  | 15,307 |
| General and administrative |  | 12,397 |  | $(2,545)$ |  | - |  | (37) |  | (45) |  | 9,770 |
| Total operating expenses |  | 58,186 |  | $(6,973)$ |  | $(1,530)$ |  | (37) |  | (114) |  | 49,532 |
| Operating profit |  | 4,027 |  | 7,995 |  | 2,354 |  | 454 |  | 6,174 |  | 21,004 |
| Interest income |  | 709 |  | - |  | - |  | - |  | - |  | 709 |
| Interest expense |  | (152) |  | - |  | - |  | - |  | - |  | (152) |
| Other income (expense), net |  | 1,041 |  | - |  | - |  | - |  | - |  | 1,041 |
| Income before income taxes |  | 5,625 |  | 7,995 |  | 2,354 |  | 454 |  | 6,174 |  | 22,602 |
| Provision for income taxes |  | 1,274 |  | 1,421 |  | 418 |  | 81 |  | 1,097 |  | 4,291 |
| Net income | \$ | 4,351 | \$ | 6,574 | \$ | 1,936 | \$ | 373 | \$ | 5,077 | \$ | 18,311 |
| Net income per share: |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.06 | \$ | 0.09 | \$ | 0.03 | \$ | - | \$ | 0.07 | \$ | 0.24 |
| Diluted | \$ | 0.06 | \$ | 0.08 | \$ | 0.02 | \$ | - | \$ | 0.07 | \$ | 0.24 |
| Weighted-average number of shares |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 77,245 |  | 77,245 |  | 77,245 |  | 77,245 |  | 77,245 |  | 77,245 |
| Diluted |  | 77,688 |  | 77,688 |  | 77,688 |  | 77,688 |  | 77,688 |  | 77,688 |

## Non-GAAP Adjustments \& EPS

(In thousands, except for per share amounts)

## GAAP net income

| Three Months Ended |  |  |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| September 24, 2022 |  | June 25, 2022 |  | September 25, 2021 |  | September 24, 2022 |  | September 25, 2021 |  |
| \$ | 4,351 | \$ | 30,242 | \$ | 20,497 | \$ | 64,465 | \$ | 58,027 |
|  | 2,808 |  | 2,665 |  | 3,149 |  | 8,202 |  | 18,507 |
|  | 7,995 |  | 6,358 |  | 7,920 |  | 21,873 |  | 21,585 |
|  | 6,174 |  | 581 |  | 4,633 |  | 7,068 |  | 5,267 |
|  | - |  | - |  | - |  | - |  | (95) |
|  | - |  | - |  | - |  | - |  | 209 |
|  | $(3,017)$ |  | $(3,071)$ |  | $(4,571)$ |  | $(7,813)$ |  | $(12,650)$ |
| \$ | $\underline{18,311}$ | \$ | 36,775 | \$ | 31,628 | \$ | 93,795 | \$ | $\underline{90,850}$ |
| \$ | 0.24 | \$ | 0.47 | \$ | 0.41 | \$ | 1.21 | \$ | 1.17 |
| \$ | 0.24 | \$ | 0.46 | \$ | 0.40 | \$ | 1.19 | \$ | 1.15 |
|  | 77,245 |  | 77,897 |  | 77,869 |  | 77,796 |  | 77,643 |
|  | 77,688 |  | 79,210 |  | 79,029 |  | 78,492 |  | 79,190 |

[^1]
## Gross Profit and Gross Margin by Segment (GAAP)

(In thousands, except for percentages)

Three Months Ended

|  | September 24, 2022 |  |  |  |  | September 25, 2021 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Probe Cards | Systems | Corporate and Other |  | Total | Probe Cards | Systems |  | Corporate and Other |  | Total |
| Revenues | \$ 139,365 | \$ 41,504 | \$ | - | \$ 180,869 | \$ 154,850 | \$ | 35,114 | \$ | - | \$ 189,964 |
| Gross profit | 48,252 | 22,284 |  | $(8,323)$ | 62,213 | 69,868 |  | 17,553 |  | $(7,202)$ | 80,219 |
| Gross margin | 34.6\% | 53.7\% |  |  | 34.4\% | 45.1\% |  | 50.0\% |  |  | 42.2\% |

Nine Months Ended

|  | September 24, 2022 |  |  |  |  | September 25, 2021 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Probe Cards | Systems |  | rporate d Other | Total | Probe Cards |  | Systems |  | rporate d Other | Total |
| Revenues | \$467,056 | \$ 114,894 | \$ | - | \$ 581,950 | \$467,389 | \$ | 97,287 | \$ | - | \$ 564,676 |
| Gross profit | 203,874 | 59,967 |  | $(13,035)$ | 250,806 | 206,783 |  | 48,059 |  | $(21,634)$ | 233,208 |
| Gross margin | 43.7\% | 52.2\% |  |  | 43.1\% | 44.2\% |  | 49.4\% |  |  | 41.3\% |


[^0]:    * Customer represents less than 10\% of revenue for respective period

[^1]:    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 assen fair valueve adjustent due to acquiusitions, stock-based compens.ation expense, restructuring charges, gain on cortingent consideration, and acquiusition related expenses. By publishing the Non-GAAP measures, the company's management
    intends 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 considered a supplement to, and not a substitute for, financial statements prepared in accordance with GAAP.

