## Supplemental Financial Information

July 28, 2021

## Revenue by Geographic Region (in millions)

|  | Q2 2021 |  | Q1 2021 |  | Q4 2020 |  | Q3 2020 |  | Q2 2020 |  | Q1 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Taiwan | \$ | 51.9 | \$ | 45.6 | \$ | 49.0 | \$ | 36.9 | \$ | 33.2 | \$ | 31.8 |
| South Korea |  | 36.2 |  | 19.1 |  | 28.2 |  | 29.6 |  | 15.1 |  | 14.1 |
| United States |  | 32.7 |  | 29.5 |  | 31.3 |  | 36.3 |  | 28.1 |  | 31.9 |
| China |  | 31.8 |  | 42.6 |  | 54.0 |  | 28.5 |  | 48.8 |  | 43.6 |
| Asia Pacific |  | 14.3 |  | 29.0 |  | 9.7 |  | 9.0 |  | 6.5 |  | 7.9 |
| Europe |  | 12.0 |  | 10.0 |  | 13.4 |  | 17.0 |  | 14.1 |  | 21.0 |
| Japan |  | 7.7 |  | 9.3 |  | 8.0 |  | 17.1 |  | 10.1 |  | 8.4 |
| Rest of World |  | 1.5 |  | 1.5 |  | 3.4 |  | 3.6 |  | 1.9 |  | 2.1 |
|  | \$ | 188.1 | \$ | 186.6 | \$ | 197.0 | \$ | 178.0 | \$ | 157.8 | \$ | 160.8 |

## Revenue by Market Segment (in millions)

| Q2 2021 |  | Q1 2021 |  | Q4 2020 |  | Q3 2020 |  | Q2 2020 |  | Q1 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 103.7 | \$ | 113.4 | \$ | 122.7 | \$ | 108.4 | \$ | 109.3 | \$ | 105.8 |
|  | 42.1 |  | 33.9 |  | 34.6 |  | 31.4 |  | 19.1 |  | 24.7 |
|  | 7.9 |  | 11.6 |  | 5.2 |  | 11.0 |  | 5.4 |  | 4.3 |
|  | 34.4 |  | 27.7 |  | 34.5 |  | 27.2 |  | 24.0 |  | 26.0 |
| \$ | 188.1 | \$ | 186.6 | \$ | 197.0 | \$ | 178.0 | \$ | 157.8 | \$ | 160.8 |

## Customers > 10\% of Total Revenue

## Q2 2021 Q1 2021 Q4 2020 Q3 2020 Q2 2020 Q1 2020

| Intel Corporation | 16.2 \% | 28.1 \% | 29.3 \% | 25.6 \% | 36.1 \% | 36.2 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Samsung Electronics Co., LTD. | 14.7\% | * | 12.5 \% | 10.6 \% | * | * |
| Taiwan Semiconductor Manufacturing Co., LTD. | 11.0\% | 11.5 \% | * | 10.6 \% | * | * |
| Micron Technology | * | * | * | 10.1 \% | * | * |
|  | 41.9 \% | 39.6 \% | 41.8 \% | 56.9 \% | 36.1 \% | 36.2 \% |

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

(In thousands, except for per share amounts)

|  | GAAP |  | Adjustments |  |  |  |  |  |  |  | Non-GAAP |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended June 26, 2021 |  | Stock-based Compensation |  | Amortization of Intangibles |  | Amortization of Acquisition Fair Value \& Other Adjustments |  | Acquisition Related Expenses |  | Three Months Ended June 26, 2021 |  |
| Revenues | \$ | 188,076 | \$ | - | \$ | - | \$ | 78 | \$ | - | \$ | 188,154 |
| Cost of revenues |  | 111,793 |  | $(1,079)$ |  | $(5,505)$ |  | (640) |  | - |  | 104,569 |
| Gross profit |  | 76,283 |  | 1,079 |  | 5,505 |  | 718 |  | - |  | 83,585 |
| Operating expenses: |  |  |  |  |  |  |  |  |  |  |  |  |
| Research and development |  | 25,454 |  | $(1,663)$ |  | - |  | - |  | - |  | 23,386 |
| Sales and marketing |  | 18,427 |  | $(1,893)$ |  | $(1,590)$ |  | - |  | - |  | 14,883 |
| General and administrative |  | 12,052 |  | $(1,953)$ |  | - |  | - |  | (43) |  | 10,151 |
| Total operating expenses |  | 55,933 |  | $(5,509)$ |  | $(1,590)$ |  | (466) |  | (43) |  | 48,420 |
| Operating profit |  | 20,350 |  | 6,588 |  | 7,095 |  | 1,184 |  | 43 |  | 35,165 |
| Interest income |  | 148 |  | - |  | - |  | - |  | - |  | 148 |
| Interest expense |  | (116) |  | - |  | - |  | - |  | - |  | (116) |
| Other income (expense), net |  | (194) |  | - |  | - |  | - |  | - |  | (194) |
| Income before income taxes |  | 20,188 |  | 6,588 |  | 7,095 |  | 1,184 |  | 43 |  | 35,003 |
| Provision for income taxes |  | 2,283 |  | 1,900 |  | 2,047 |  | 341 |  | 12 |  | 6,556 |
| Net income | \$ | 17,905 | \$ | 4,688 | \$ | 5,048 | \$ | 843 | \$ | 31 | \$ | 28,447 |
| Net income per share: |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.23 | \$ | 0.06 | \$ | 0.07 | \$ | 0.01 | \$ | - | \$ | 0.37 |
| Diluted | \$ | 0.23 | \$ | 0.06 | \$ | 0.06 | \$ | 0.01 | \$ | - | \$ | 0.36 |
| Weighted-average number of shares |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 77,463 |  | 77,463 |  | 77,463 |  | 77,463 |  | 77,463 |  | 77,463 |
| Diluted |  | 79,466 |  | 79,466 |  | 79,466 |  | 79,466 |  | 79,466 |  | 79,466 |

The presentation provides the calculations for Non-GAAP net income and Non-GAP 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 and other fair value adjustments due to acquisition, and acquisition related expenses. By publishing the Non-GAP measures, the company's management intends to provide investors with additional information to further analyze the


## Non-GAAP Adjustments \& EPS

(In thousands, except for per share amounts)

## GAAP net income

| Three Months Ended |  |  |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June 26, 2021 |  | March 27, 2021 |  | June 27, 2020 |  | June 26, 2021 |  | June 27, 2020 |  |
| \$ | 17,905 | \$ | 19,625 | \$ | 20,469 | \$ | 37,530 | \$ | 36,359 |
|  | 8,279 |  | 7,713 |  | 6,702 |  | 15,992 |  | 13,965 |
|  | 6,588 |  | 7,077 |  | 5,642 |  | 13,665 |  | 11,265 |
|  | (95) |  | - |  | $(3,700)$ |  | (95) |  | $(3,700)$ |
|  | 43 |  | 166 |  | - |  | 209 |  | 35 |
|  | $(4,273)$ |  | $(3,806)$ |  | $(3,265)$ |  | $(8,079)$ |  | $(6,024)$ |
| \$ | 28,447 | \$ | 30,775 | \$ | 25,848 | \$ | 59,222 | \$ | 51,900 |

Amortization of intangibles, inventory and fixed asset fair value adjustments due to acquisitions and other

## Non-GAAP net income per share:

Basic
Diluted

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

$\xlongequal{\$ 10.37} \xlongequal{\$}$| $\$$ | 0.40 |
| :--- | :--- | :--- | :--- |


| 77,463 | 77,598 | 76,275 | 77,530 | 76,140 |
| :---: | :---: | :---: | :---: | :---: |
| 79,466 | 79,988 | 78,861 | 79,621 | 78,710 |

[^1] 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.

## Gross Profit and Gross Margin by Segment (GAAP)

(In thousands, except for percentages)

|  | Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 26, 2021 |  |  |  |  | June 27, 2020 |  |  |  |  |
|  | Probe Cards | Systems | Corporate and Other |  | Total | Probe Cards | Systems | Corporate and Other |  | Total |
| Revenues | \$ 153,641 | \$ 34,435 | \$ | - | \$ 188,076 | \$ 133,784 | \$ 24,040 | \$ | - | \$ 157,824 |
| Gross profit | 66,600 | 16,907 |  | $(7,224)$ | 76,283 | 61,523 | 10,719 |  | $(6,075)$ | 66,167 |
| Gross margin | 43.3\% | 49.1\% |  |  | 40.6\% | 46.0\% | 44.6\% |  |  | 41.9\% |

Six Months Ended

|  | June 26, 2021 |  |  |  |  | June 27, 2020 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Probe Cards | Systems | Corporate and Other |  | Total | Probe Cards | Systems |  | Corporate and Other |  | Total |
| Revenues | \$ 312,539 | \$ 62,173 | \$ | - | \$ 374,712 | \$268,499 | \$ | 50,078 | \$ | - | \$ 318,577 |
| Gross profit | 136,915 | 30,506 |  | $(14,432)$ | 152,989 | 122,266 |  | 24,053 |  | $(12,762)$ | 133,557 |
| Gross margin | 43.8\% | 49.1\% |  |  | 40.8\% | 45.5\% |  | 48.0\% |  |  | 41.9\% |


[^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: stock-based compensation expense, amortization
    of intangibles and inventory fair value adjustment due to acquisition, loss on contingent consideration and acquisition related expenses. By pubbishing the Non-GAAP measures, the company's management intends to provide investors with of intangibles and inventory fair value adjustment due to acquisition, loss on contingent consideration and acquisition related expenses. By publishing the Non-GAAP measures, the company's management intends to provide investors with
    additional infor 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

