

# Revenue by Geographical Region (millions)

	Q4 2013	Q3 2013	Q4 2012
North America	\$ 16.2	\$ 17.2	\$ 14.5 M
Japan	2.3	6.1	1.9 M
South Korea	8.1	12.6	10.5 M
Europe / Middle East	7.0	4.3	7.1 M
Asia Pacific	14.9	27.4	13.7 M
	\$ 48.5	\$ 67.6	\$ 47.7

\*Asia Pacific includes all countries in the region except Japan and South Korea, which are disclosed separately.

## Revenue by Market Segment (millions)

	<u>Q4 2013</u>	<u>Q3 2013</u>	<u>Q4 2012</u>
DRAM	\$ 15.1	\$ 28.8	\$ 16.5 M
Flash	3.5	7.1	6.4 M
SOC	29.9	31.7	24.8
	<u>\$ 48.5</u>	<u>\$ 67.6</u>	<u>\$ 47.7</u>

# Q4 2013 GAAP to Non-GAAP Reconciliation

(in thousands, except for per share amounts)

	Three Months Ended		Year to Date	
	December 28 2013	December 29 2012	December 28 2013	December 29 2012
GAAP net loss	\$ (18,789)	\$ 603	\$ (57,683)	\$ (35,546)
Stock-based compensation	2,999	3,560	12,124	13,049
Restructuring charges, net	443	333	4,658	2,917
Acquisition and integration related expenses	(8)	1,785	1,292	2,960
Amortization of intangibles, inventory and fixed assets fair value adjustment due to acquisition	3,910	9,125	16,857	9,125
Impairment of long-lived assets and loss on sale of subsidiary	567	49	1,061	420
Gain on litigation	-	(3,250)	-	(3,250)
Income tax valuation allowance	-	(25,520)	150	(25,520)
Non-GAAP net loss	<u>\$ (10,878)</u>	<u>\$ (13,315)</u>	<u>\$ (21,541)</u>	<u>\$ (35,845)</u>
Non-GAAP net loss per share:				
Basic and Diluted	<u>\$ (0.20)</u>	<u>\$ (0.25)</u>	<u>\$ (0.40)</u>	<u>\$ (0.71)</u>
Weighted-average number of shares used in per share calculations:				
Basic and Diluted	<u>54,608</u>	<u>52,745</u>	<u>54,204</u>	<u>50,551</u>

The presentation provides the calculations for Non-GAAP net loss and Non-GAAP net loss per share. FormFactor excluded the following items from one or more of the Non-GAAP measures: stock-based compensation expense, acquisition costs, amortization of intangible assets, tax valuation allowance release and restructuring and impairment charges. 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.

# Q4 2013 GAAP to Non-GAAP Reconciliation

(in thousands, except for per share amounts)

	GAAP		Adjustments				Non-GAAP
	Fiscal Quarter Ended Dec. 28, 2013	Stock-based compensation	Restructuring	Amort. / Dep. of Intangibles and FA Uplift due to Acquisition	Integration	Impairments and Loss on Sale of Subsidiary	
Revenues	\$ 48,546	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 48,546
Cost of revenues	44,288	(727)	-	(3,234)	-	-	40,327
Gross profit	4,258	727	-	3,234	-	-	8,219
Operating expenses:							
Research and development	9,994	(788)	-	(14)	-	-	9,192
Sales and marketing	6,523	(595)	-	(644)	-	-	5,284
General and administrative	5,637	(889)	-	(18)	8	-	4,738
Restructuring charges, net	443	-	(443)	-	-	-	-
Loss on the sale of Subsidiary	-	-	-	-	-	-	-
Long-lived asset impairment	567	-	-	-	-	(567)	-
Total operating expenses	23,164	(2,272)	(443)	(676)	8	(567)	19,214
Operating loss	(18,906)	2,999	443	3,910	(8)	567	(10,995)
Interest income and other, net	170	-	-	-	-	-	170
Loss before income taxes	(18,736)	2,999	443	3,910	(8)	567	(10,825)
Provision for (benefit from) income taxes	53	-	-	-	-	-	53
Net loss	\$ (18,789)	\$ 2,999	\$ 443	\$ 3,910	\$ (8)	\$ 567	\$ (10,878)
Net loss per share:							
Basic and Diluted	\$ (0.34)	\$ 0.05	\$ 0.01	\$ 0.07	\$ (0.00)	\$ 0.01	\$ (0.20)

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

Basic and Diluted	54,608	54,608	54,608	54,608	54,608	54,608	54,608
-------------------	--------	--------	--------	--------	--------	--------	--------

The presentation provides a reconciliation of Q4 2013 Non-GAAP financial measures to the most directly comparable GAAP financial measures. FormFactor excluded stock-based compensation expense, acquisition costs, amortization of intangible assets and restructuring and impairment charges to obtain the Non-GAAP financial measures. 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.