

SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

-----  
FORM 10-Q

(Mark One)

[X] Quarterly Report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 for the quarterly period ended March 30, 1996.

OR

[ ] Transition Report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 for the transition period from to

Commission file number 1-8703

WESTERN DIGITAL CORPORATION

-----  
(Exact name of Registrant as specified in its charter)

DELAWARE

95-2647125

-----  
(State or other jurisdiction of incorporation or organization)

(I.R.S. Employer Identification No.)

8105 Irvine Center Drive  
Irvine, California

92718

-----  
(Address of principal executive offices)

(Zip Code)

REGISTRANT'S TELEPHONE NUMBER INCLUDING AREA CODE (714) 932-5000

N/A

-----  
Former name, former address and former fiscal year if changed since last report.

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes X No  
--- ---

Number of shares outstanding of Common Stock, as of May 1, 1996 is 43,562,025.

WESTERN DIGITAL CORPORATION

SEC FORM 10-Q

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PART I. FINANCIAL INFORMATION

ITEM 1. Financial Statements

WESTERN DIGITAL CORPORATION  
CONSOLIDATED STATEMENTS OF INCOME  
(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

|   | THREE-MONTH PERIOD ENDED |                  |
|---|--------------------------|------------------|
|   | MARCH 30,<br>1996        | APRIL 1,<br>1995 |
| Revenues, net . . . . .                       | \$728,362                | \$529,297        |
| Costs and expenses:                           |                          |                  |
| Cost of revenues . . . . .                    | 635,038                  | 440,929          |
| Research and development . . . . .            | 36,682                   | 33,500           |
| Selling, general and administrative . . . . . | 37,628                   | 34,204           |
| Total costs and expenses . . . . .            | 709,348                  | 508,633          |
| Operating income . . . . .                    | 19,014                   | 20,664           |
| Net interest and other income . . . . .       | 3,328                    | 2,430            |
| Income before income taxes . . . . .          | 22,342                   | 23,094           |
| Provision for income taxes . . . . .          | 2,904                    | 3,444            |

|  |                             |                             |
|--|-----------------------------|-----------------------------|
| Net income . . . . .   | -----<br>\$ 19,438<br>===== | -----<br>\$ 19,650<br>===== |
| Earnings per common and common<br>equivalent share (Note 2): . . . . .               | \$ .42<br>=====             | \$ .40<br>=====             |
| Common and common equivalent shares used<br>in computing per share amounts . . . . . | 46,592<br>=====             | 48,586<br>=====             |

The accompanying notes are an integral part of these financial statements.

WESTERN DIGITAL CORPORATION  
CONSOLIDATED STATEMENTS OF INCOME  
(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

|   | NINE-MONTH PERIOD ENDED     |                             |
|---|-----------------------------|-----------------------------|
|   | MARCH 30,<br>1996           | APRIL 1,<br>1995            |
|   | -----                       | -----                       |
| Revenues, net . . . . .   | \$2,044,503                 | \$1,545,831                 |
| Costs and expenses:   |                             |                             |
| Cost of revenues . . . . .  | 1,767,008                   | 1,250,656                   |
| Research and development . . . . .  | 116,070                     | 93,087                      |
| Selling, general and administrative . . . . .                               | 115,071                     | 96,192                      |
| Total costs and expenses . . . . .  | -----<br>1,998,149<br>----- | -----<br>1,439,935<br>----- |
| Operating income . . . . .  | 46,354                      | 105,896                     |
| Net interest and other income . . . . .                                     | 10,115                      | 8,106                       |
| Gain on sale of multimedia business (Note 5) . . . . .                      | 17,275                      | --                          |
| Income before income taxes . . . . .  | 73,744                      | 114,002                     |
| Provision for income taxes . . . . .  | 9,586                       | 17,080                      |
| Net income . . . . .  | -----<br>\$ 64,158<br>===== | -----<br>\$ 96,922<br>===== |
| Earnings per common and common<br>equivalent share (Note 2):                |                             |                             |
| Primary . . . . .   | \$ 1.31<br>=====            | \$ 2.03<br>=====            |
| Fully diluted . . . . .   | \$ 1.31<br>=====            | \$ 1.95<br>=====            |
| Common and common equivalent shares used<br>in computing per share amounts: |                             |                             |
| Primary . . . . .   | 48,890<br>=====             | 47,844<br>=====             |
| Fully diluted . . . . .   | 49,014<br>=====             | 51,364<br>=====             |

The accompanying notes are an integral part of these financial statements.

WESTERN DIGITAL CORPORATION  
 CONSOLIDATED BALANCE SHEETS  
 (IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

|   | MARCH 30,<br>1996 | JULY 1,<br>1995 |
|---|-------------------|-----------------|
|   | -----             | -----           |
| ASSETS  |                   |                 |
| Current assets:   |                   |                 |
| Cash and cash equivalents . . . . .   | \$ 138,627        | \$ 217,531      |
| Short-term investments . . . . .  | 59,995            | 90,177          |
| Accounts receivable, less allowance for doubtful<br>accounts of \$10,141 and \$9,309. . . . .   | 393,699           | 303,841         |
| Inventories (Note 3) . . . . .  | 145,273           | 98,925          |
| Prepaid expenses . . . . .  | 23,321            | 19,663          |
|   | -----             | -----           |
| Total current assets . . . . .  | 760,915           | 730,137         |
| Property and equipment, at cost, less accumulated<br>depreciation and amortization . . . . .  | 120,009           | 88,576          |
| Intangible and other assets, net . . . . .  | 38,823            | 40,127          |
|   | -----             | -----           |
| Total assets . . . . .  | \$ 919,747        | \$ 858,840      |
|   | =====             | =====           |
| LIABILITIES AND SHAREHOLDERS' EQUITY  |                   |                 |
| Current liabilities:  |                   |                 |
| Accounts payable . . . . .  | \$ 332,845        | \$ 250,325      |
| Accrued compensation . . . . .  | 25,463            | 30,064          |
| Accrued expenses . . . . .  | 109,251           | 89,213          |
|   | -----             | -----           |
| Total current liabilities . . . . .   | 467,559           | 369,602         |
| Deferred income taxes . . . . .   | 16,232            | 15,812          |
| Shareholders' equity:   |                   |                 |
| Preferred stock, \$.10 par value;<br>Authorized: 5,000 shares<br>Outstanding: None . . . . .  | --                | --              |
| Common stock, \$.10 par value;<br>Authorized: 95,000 shares<br>Outstanding: 50,666 shares at<br>March 30 and 50,482 shares<br>at July 1 . . . . . | 5,066             | 5,048           |
| Additional paid-in capital . . . . .  | 354,230           | 355,624         |
| Retained earnings . . . . .   | 187,734           | 123,576         |
| Treasury stock-common stock at cost;<br>6,661 shares at March 30 and<br>805 shares at July 1 (Note 4) . . . . .                                   | (111,074)         | (10,822)        |
|   | -----             | -----           |
| Total shareholders' equity . . . . .  | 435,956           | 473,426         |
|   | -----             | -----           |
| Total liabilities and shareholders' equity . .  | \$ 919,747        | \$ 858,840      |
|   | =====             | =====           |

The accompanying notes are an integral part of these financial statements.

WESTERN DIGITAL CORPORATION  
 CONSOLIDATED STATEMENTS OF CASH FLOWS  
 (IN THOUSANDS)

| NINE-MONTH PERIOD ENDED |          |
|-------------------------|----------|
| -----                   |          |
| MARCH 30,               | APRIL 1, |
| 1996                    | 1995     |

|   |            |            |
|---|------------|------------|
| CASH FLOWS FROM OPERATING ACTIVITIES:   |            |            |
| Net income . . . . .  | \$ 64,158  | \$ 96,922  |
| Adjustments to reconcile net income to net cash provided by operating activities:           |            |            |
| Depreciation and amortization . . . . .   | 39,133     | 31,914     |
| Gain on sale of multimedia business . . . . .   | (17,275)   | --         |
| Changes in current assets and liabilities, net of the effect of the sale of the businesses: |            |            |
| Accounts receivable . . . . .   | (93,858)   | (54,411)   |
| Inventories . . . . .   | (53,834)   | (14,167)   |
| Prepaid expenses . . . . .  | (5,288)    | (13,332)   |
| Accounts payable and accrued expenses . . . . .   | 77,365     | 37,326     |
| Other assets . . . . .  | 2,102      | (10,383)   |
| Deferred income taxes . . . . .   | 420        | 5,686      |
|   | -----      | -----      |
| Net cash provided by operating activities   | 12,923     | 79,555     |
|   | -----      | -----      |
| CASH FLOWS FROM INVESTING ACTIVITIES:   |            |            |
| Decrease (increase) in short-term investments . . . . .                                     | 30,182     | (91,619)   |
| Capital expenditures, net . . . . .   | (67,005)   | (38,843)   |
| Increase in other assets . . . . .  | (6,491)    | (1,411)    |
| Proceeds from sale of businesses (Note 5) . . . . .   | 53,115     | --         |
|   | -----      | -----      |
| Net cash provided by (used for) investing activities . . . . .                              | 9,801      | (131,873)  |
|   | -----      | -----      |
| CASH FLOWS FROM FINANCING ACTIVITIES:   |            |            |
| Exercise of stock options . . . . .   | 4,760      | 3,075      |
| Proceeds from ESPP shares issued . . . . .  | 7,350      | 5,298      |
| Repurchase of common stock (Note 4) . . . . .   | (113,738)  | (10,822)   |
|   | -----      | -----      |
| Net cash used for financing activities . . . . .  | (101,628)  | (2,449)    |
|   | -----      | -----      |
| Net decrease in cash and cash equivalents . . . . .   | (78,904)   | (54,767)   |
| Cash and cash equivalents, beginning of period . . . . .                                    | 217,531    | 243,484    |
|   | -----      | -----      |
| Cash and cash equivalents, end of period . . . . .  | \$ 138,627 | \$ 188,717 |
|   | =====      | =====      |
| SUPPLEMENTAL DISCLOSURES:   |            |            |
| Cash paid during the period for:  |            |            |
| Interest . . . . .  | \$ --      | \$ 2,703   |
| Income taxes . . . . .  | 2,728      | 5,021      |

The accompanying notes are an integral part of these financial statements.

WESTERN DIGITAL CORPORATION  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

1. The accounting policies followed by the Company are set forth in Note 1 of Notes to Consolidated Financial Statements included in the Company's Annual Report on Form 10-K for the year ended July 1, 1995.
2. Primary earnings per share amounts are based upon the weighted average number of shares and dilutive common stock equivalents for each period presented. For the nine-month period ended April 1, 1995, fully diluted earnings per share additionally reflect dilutive shares assumed to be issued upon conversion of the Company's convertible subordinated debentures.
3. Inventories consist of the following:

|   | MARCH 30,<br>1996 | JULY 1,<br>1995 |
|---|-------------------|-----------------|
|   | -----             | -----           |
| (in thousands)                              |                   |                 |
| Finished goods . . . . .                    | \$ 59,857         | \$31,811        |
| Work in process . . . . .                   | 42,854            | 35,763          |
| Raw materials and component parts . . . . . | 42,562            | 31,351          |
|   | -----             | -----           |
|   | \$145,273         | \$98,925        |
|   | =====             | =====           |

4. During the nine-month period ended March 30, 1996, the Company repurchased 6,819,800 shares of its common stock in the open market at a cost of \$113.7 million. During the same period, 646,202 and 318,015 shares were distributed in connection with the Employee Stock Purchase Plan ("ESPP") and common stock option exercises, respectively.

5. In October 1995, the Company sold its multimedia business to Philips Semiconductors, Inc. ("Philips") for \$51.9 million, resulting in a one-time, pre-tax gain of \$17.3 million. Separately, in March 1996, the Company sold its high speed fiber-optic communication links ("Fibre Channel") business to Vixel Corporation ("Vixel"). The sale to Vixel did not have a material impact on the Company's results of operations. Through these transactions, Philips and Vixel acquired specific assets and intellectual properties and assumed certain liabilities directly related to the multimedia and Fibre Channel businesses.

In April 1996, the Company completed the sale of its input/output products business to Adaptec, Inc. ("Adaptec") for \$33.4 million. In connection with the sale, Adaptec acquired specific assets and intellectual properties and assumed certain liabilities directly related to the input/output products business. As a result of the sale, the Company is restructuring its business in order to improve the Company's focus on its primary objectives and strengths. The net result of the sale to Adaptec and the related restructuring charges is not expected to be material to the Company's results of operations for the quarter ended June 29, 1996.

6. In the opinion of management, all adjustments necessary to fairly state the results of operations for the three- and nine-month periods ended March 30, 1996 and April 1, 1995 have been made. All such adjustments are of a normal recurring nature. Certain information and footnote disclosures normally included in the financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to the rules and regulations of the Securities and Exchange Commission. These consolidated financial statements should be read in conjunction with the consolidated financial statements and the notes thereto included in the Company's Annual Report on Form 10-K for the year ended July 1, 1995.

7. Certain prior quarter amounts have been reclassified to conform to the current quarter presentation.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS

RESULTS OF OPERATIONS

Consolidated sales were \$728.4 million in the third quarter of 1996, compared

with \$758.0 million in the immediately preceding quarter and \$529.3 million in the third quarter of 1995. Consolidated sales were \$2.0 billion in the first nine months of 1996, an increase of \$498.7 million or 32% from the same period of the prior year. The growth in revenues stemmed from 51% and 46% increases in hard drive unit shipments for the three- and nine-month periods ended March 30, 1996, respectively, over the corresponding periods of the prior year. The higher volume was partially offset by a decline in the average selling prices of hard drive products and lower sales of microcomputer products due to the sale of the multimedia and Fibre Channel businesses during 1996. The decrease from the seasonally strong December quarter was due to slightly lower hard drive unit shipments and declining average selling prices.

The consolidated gross margin percentage was 12.8% in the third quarter of 1996, a decrease of .8 and 3.9 percentage points from the immediately preceding quarter and the third quarter of 1995, respectively. The consolidated gross margin percentage was 13.6% in the first nine months of 1996, down 5.5 percentage points from the same period of 1995. The decrease in gross profit margin from the third quarter of 1995 and the nine-month period ended April 1, 1995 was primarily due to three factors. First, higher-capacity products were introduced at lower average selling prices as a result of competitive pricing pressures. Second, the Company shipped a broader mix of hard drives during fiscal year 1996. This resulted in higher shipments of lower-capacity products at lower price points, which generally have smaller gross margins. Finally, fewer microcomputer products (which have higher average gross margin percentages) were sold due to the sale of the multimedia and Fibre Channel businesses during 1996. The decrease in gross margin percentage from the immediately preceding quarter was primarily the result of the decline in average selling prices in the current quarter.

Research and development expense ("R&D") for the current quarter decreased \$2.0 million or 5% as compared to the second quarter of 1996. The decline was primarily due to lower expenditures as a result of the sale of the multimedia and Fibre Channel businesses. R&D expense for the three- and nine-month periods ended March 30, 1996 increased \$3.2 million or 9% and \$23.0 million or 25%, respectively, over the same periods of the prior year. Higher expenditures to support the development of higher-capacity products was the primary factor contributing to the increases. R&D expense declined as a percentage of revenues for the three- and nine-month periods ended March 30, 1996 as compared to the corresponding periods of 1995 as lower amounts were spent for connectivity solutions group ("CSG") products in anticipation of the sale of these businesses.

Selling, general and administrative ("SG&A") expense for the current quarter increased \$3.4 million, or 10% over the same period a year ago and decreased \$5.9 million or 14% as compared to the second quarter of 1996. SG&A expense for the nine-month period ended March 30, 1996 increased \$18.9 million or 20% over the first nine months of fiscal year 1995. The increases were primarily the result of incremental expenses in support of the higher revenue levels and higher royalty expense, partially offset by lower expenses related to CSG. The decrease in expenses related to CSG was the primary factor contributing to the decline in SG&A expense as a percentage of revenues for the three- and nine-month periods ended March 30, 1996 compared with the corresponding periods of the prior year. The decrease from the immediately preceding quarter was primarily the result of lower spending in anticipation of the sale of the input/output products business.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Net interest and other income for the three- and nine-month periods ended March 30, 1996 increased \$.9 million and \$2.0 million, respectively, over the corresponding periods of fiscal year 1995. The elimination of the Company's outstanding debt was responsible for the improvements in net interest and other income over the prior year.

In April 1996, the Company sold its input/output products business, which represented the final component of CSG (see note 5). CSG revenue for the first nine months of 1996 totaled \$69.8 million, or 3% of consolidated revenues. Beginning with the fourth quarter of 1996, the Company's operations will relate entirely to hard drive products.

#### FINANCIAL CONDITION

Cash and short-term investments totaled \$198.6 million at March 30, 1996 as compared with \$307.7 million at July 1, 1995. Net cash provided by operating activities was \$12.9 million for the nine-month period ended March 30, 1996. Cash flow from earnings (net of the gain on sale of the multimedia business), depreciation and an increase in current liabilities were partially offset by cash used to fund increases in accounts receivable and inventories. Other significant uses of cash during the first nine months of 1996 were \$67.0 million of capital expenditures, which were incurred primarily to support increased production of hard drives and related components, and the acquisition of 6.8 million shares of the Company's common stock in the open market for \$113.7 million. Partially offsetting these uses of cash was approximately \$53.1 million received in connection with the sale of the multimedia and Fibre Channel businesses (see Note 5).

The ability of the Company to continue to effectively manage its working capital and operate profitably is dependent upon a number of factors including competitive conditions in the marketplace, growth rates in the personal and enterprise computing industries, availability of third party components at reasonable prices, continued success in the design and manufacturing ramp, efficient utilization of manufacturing capacity, and continued timely collection of accounts receivable.

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#### PART II. OTHER INFORMATION

ITEM 6. Exhibits and Reports on Form 8-K.

(a) Exhibits:

11 Computation of Per Share Earnings.

27 Financial Data Schedule

(b) Reports on Form 8-K:

None

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#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

WESTERN DIGITAL CORPORATION  
Registrant

/s/ SCOTT MERCER  
-----



D. Scott Mercer  
Executive Vice President,  
Chief Financial and  
Administrative Officer

Date: May 13, 1996

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EXHIBIT INDEX

| EXHIBIT<br>NUMBER<br>----- | DESCRIPTION<br>-----                       | SEQUENTIALLY<br>NUMBERED<br>PAGE<br>----- |
|----------------------------|--|---|
| 11                         | Computation of Per Share Earnings. . . . . |   |
| 27                         | Financial Data Schedule . . . . .          |   |

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WESTERN DIGITAL CORPORATION  
 COMPUTATION OF PER SHARE EARNINGS  
 (IN THOUSANDS, EXCEPT PER SHARE DATA)

|   | THREE-MONTH PERIOD ENDED |                  | NINE-MONTH PERIOD ENDED |                  |
|---|--------------------------|------------------|-------------------------|------------------|
|   | MARCH 30,<br>1996        | APRIL 1,<br>1995 | MARCH 30,<br>1996       | APRIL 1,<br>1995 |
| PRIMARY   |                          |                  |                         |                  |
| Net income . . . . .  | \$19,438                 | \$19,650         | \$64,158                | \$96,922         |
| Weighted average number of common<br>shares outstanding during the period . . . .                                     | 44,895                   | 46,716           | 47,137                  | 45,765           |
| Incremental common shares attributable<br>to exercise of outstanding options and<br>warrants . . . . .                | 1,697                    | 1,870            | 1,753                   | 2,079            |
| Total shares . . . . .  | 46,592                   | 48,586           | 48,890                  | 47,844           |
| Net income per share . . . . .  | \$ .42                   | \$ .40           | \$ 1.31                 | \$ 2.03          |
| FULLY DILUTED   |                          |                  |                         |                  |
| Net income . . . . .  | \$19,438                 | \$19,650         | \$64,158                | \$96,922         |
| Add back: interest expense, net of<br>income tax effect, applicable to<br>convertible subordinated debentures . . . . | --                       | 813              | --                      | 3,036            |
|   | \$19,438                 | \$20,463         | \$64,158                | \$99,958         |
| Weighted average number of common<br>shares outstanding during the period . . . .                                     | 44,895                   | 46,716           | 47,137                  | 45,765           |
| Incremental common shares attributable<br>to exercise of outstanding options and<br>warrants . . . . .                | 1,815                    | 1,870            | 1,877                   | 2,080            |
| Incremental common shares attributable<br>to conversion of convertible subordinated<br>debentures . . . . .           | --                       | 2,800            | --                      | 3,519            |
| Total shares . . . . .  | 46,710                   | 51,386           | 49,014                  | 51,364           |
| Net income per share . . . . .  | \$.42                    | \$.40            | \$1.31                  | \$1.95           |

<ARTICLE> 5

<LEGEND>

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE CONSOLIDATED STATEMENTS OF INCOME AND BALANCE SHEETS OF WESTERN DIGITAL CORPORATION AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH QUARTERLY REPORT ON FORM 10-Q FOR THE NINE-MONTH PERIOD ENDED MARCH 30, 1996.

</LEGEND>

<MULTIPLIER> 1,000

<CURRENCY> U.S. DOLLARS

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| <CURRENT-ASSETS>             |       | 760,915     |
| <PP&E>                       |       | 255,366     |
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| <CGS>                        |       | 1,767,008   |
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| <INTEREST-EXPENSE>           |       | (10,115)    |
| <INCOME-PRETAX>              |       | 73,744      |
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