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WASHINGTON, D.C. }2054
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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 December 30, 1995.

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
$\qquad$
(State or other jurisdiction of (I.R.S. Employer incorporation or organization) 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 February 1, 1996 is $45,122,582$.

## PART I. FINANCIAL INFORMATION

Item 1. Financial Statements

Consolidated Statements of Income - Three-Month Periods
Ended December 30, 1995 and December $31,1994 \ldots . . . . . . . . . \begin{aligned} & 3\end{aligned}$

Consolidated Statements of Income - Six-Month Periods
Ended December 30, 1995 and December 31, $1994 \ldots . . .4 . .4$
Consolidated Balance Sheets - December 30, 1995 and
July 1, 19955
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## WESTERN DIGITAL CORPORATION

## CONSOLIDATED STATEMENTS OF INCOME

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)
 The accompanying notes are an integral part of these financial statements.

## CONSOLIDATED STATEMENTS OF INCOME

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

|  | SIX-MONTH | IO | D ENDED |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { DEC. } 30, \\ 1995 \end{array}$ |  | $\begin{array}{r} \text { DEC. } 31, \\ 1994 \end{array}$ |
| Revenues, net | \$1, 316, 141 |  | , 016,534 |
| Costs and expenses: |  |  |  |
| Cost of revenues | 1,131,970 |  | 809,727 |
| Research and development | 79,388 |  | 59,587 |
| Selling, general and administrative | 77,443 |  | 61,988 |
| Total costs and expenses | 1,288, 801 |  | 931, 302 |
| Operating income | 27,340 |  | 85,232 |
| Net interest and other income | 6,787 |  | 5,676 |
| Gain on sale of Multimedia business (Note 5) | 17,275 |  | - - |
| Income before income taxes | 51,402 |  | 90,908 |
| Provision for income taxes | 6,682 |  | 13,636 |
| Net income | \$ 44,720 | \$ | 77,272 |
| Earnings per common and common equivalent share (Note 2): |  |  |  |
| Primary ............ | \$ . 89 | \$ | 1.63 |
| Fully diluted | \$ . 89 | \$ | 1.55 |
| Common and common equivalent shares used |  |  |  |
| in computing per share amounts: <br> Primary | 50,039 |  | 47,473 |
| Fully diluted | 50,166 |  | 51,353 |

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

## CONSOLIDATED BALANCE SHEETS

## (IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

```
DEC. 30,
1995
```

JULY 1,

``` 1995
```


## ASSETS

| Current assets: |  |  |
| :---: | :---: | :---: |
| Cash and cash equivalents | \$206, 798 | \$217, 531 |
| Short-term investments | 62,831 | 90,177 |
| Accounts receivable, less allowance for doubtful accounts of \$13,689 and \$9,309 | 356,937 | 303,841 |
| Inventories (Note 3) | 122,617 | 98,925 |
| Prepaid expenses | 14,932 | 19,663 |
| Total current assets | 764,115 | 730,137 |
| Property and equipment, at cost, less accumulated depreciation and amortization ................ | 100,195 | 88,576 |
| Intangible and other assets, net . | 41,376 | 40, 127 |
| Total assets | \$905, 686 | \$858, 840 |

## LIABILITIES AND SHAREHOLDERS' EQUITY

| Current liabilities: |  |  |
| :---: | :---: | :---: |
| Accounts payable | \$310, 574 | \$250, 325 |
| Accrued compensation | 15,625 | 30, 064 |
| Accrued expenses | 110,998 | 89,213 |
| Total current liabilities | 437, 197 | 369,602 |
| Deferred income taxes | 16,732 | 15,812 |
| Shareholders' equity: |  |  |
| Preferred stock, \$.10 par value; |  |  |
| Outstanding: None | -- | -- |
| Common stock, \$.10 par value; |  |  |
| Authorized: 95,000 shares |  |  |
| Outstanding: 50,666 shares at |  |  |
| December 30 and 50,482 shares |  |  |
| at July 1 | 5,066 | 5,048 |
| Additional paid-in capital | 356, 637 | 355, 624 |
| Retained earnings | 168,296 | 123,576 |
| Treasury stock-common stock at cost; |  |  |
| 4,969 shares at December 30 and |  |  |
| 805 shares at July 1 (Note 4) | $(78,242)$ | $(10,822)$ |
| Total shareholders' equity | 451, 757 | 473,426 |
| Total liabilities and shareholders' equity | \$905,686 | \$858, 840 |

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

## CONSOLIDATED STATEMENTS OF CASH FLOWS

(IN THOUSANDS)

|  | SIX-MONTH PERIOD ENDED |  |
| :---: | :---: | :---: |
|  | $\text { DEC. } \begin{array}{r} 30, \\ 1995 \end{array}$ | $\text { DEC. } \begin{array}{r} 31, \\ 1994 \end{array}$ |
| CASH FLOWS FROM OPERATING ACTIVITIES: |  |  |
| Net income | \$ 44,720 | \$ 77, 272 |
| Adjustments to reconcile net income to net |  |  |
| cash provided by operating activities: |  |  |
| Depreciation and amortization | 25,854 | 19,615 |
| Gain on sale of Multimedia business | $(17,275)$ | - - |
| Changes in current assets and liabilities, net of the effect of the sale of the Multimedia business: |  |  |
| Accounts receivable | $(57,096)$ | $(38,210)$ |
| Inventories | $(30,721)$ | (31, 908 ) |
| Prepaid expenses | 3,552 | $(12,891)$ |
| Accounts payable and accrued expenses | 47,495 | 44,946 |
| Other assets | $(1,275)$ | $(4,765)$ |
| Deferred income taxes | 920 | 5,686 |
| Net cash provided by operating activities | 16,174 | 59,745 |
| CASH FLOWS FROM INVESTING ACTIVITIES: |  |  |
| Decrease (increase) in short-term investments | 27,346 | $(71,571)$ |
| Capital expenditures, net | $(35,404)$ | $(28,913)$ |
| Decrease (increase) in other assets | $(4,375)$ | 2,000 |
| Proceeds from sale of Multimedia............................... business (Note 5) | 51,915 | - - |
| Net cash provided by (used for) investing activities | 39,482 | $(98,484)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES: |  |  |
| Exercise of stock options | 2,472 | 1,527 |
| Proceeds from ESPP shares issued | 3,795 | 2,656 |
| Repurchase of common stock (Note 4) ................... | $(72,656)$ | -- |
| Net cash provided by (used for) financing activities | $(66,389)$ | 4,183 |
| Net decrease in cash and cash equivalents | $(10,733)$ | $(34,556)$ |
| Cash and cash equivalents, beginning of period | 217,531 | 243,484 |
| Cash and cash equivalents, end of period .............. | \$206, 798 | \$208, 928 |
| SUPPLEMENTAL DISCLOSURES: |  |  |
| Cash paid during the period for: |  |  |
| Interest | \$ | \$ 2,718 |
| Income taxes | 1,682 | 4,115 |

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

## 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 three- and six-month periods ended December 31, 1994, 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:

|  |  | $\begin{array}{r} \text { JULY 1, } \\ 1995 \end{array}$ |
| :---: | :---: | :---: |
| (in thousands) |  |  |
| Finished goods | \$ 28,104 | \$31, 811 |
| Work in process | 48,984 | 35,763 |
| Raw materials and component parts | 45,529 | 31,351 |
|  | \$122, 617 | \$98,925 |

4. During the six-month period ended December 30, 1995, the Company repurchased $4,553,700$ shares of its common stock in the open market at a cost of $\$ 72.7$ million. This amount was offset by 339,176 and 50,623 shares 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 approximately $\$ 51.9$ million under an asset purchase agreement. Through this transaction, Philips acquired specific assets and intellectual properties and assumed certain liabilities directly related to the Multimedia business.
6. In the opinion of management, all adjustments necessary to fairly state the results of operations for the three- and six-month periods ended December 30, 1995 and December 31, 1994 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

Sales of hard drive products were $\$ 742.1$ million in the second quarter of 1996, compared with $\$ 522.9$ million in the immediately preceding quarter and $\$ 499.8$ million in the second quarter of 1995. The growth in hard drive product revenues was the result of an increase in hard drive unit shipments of $43 \%$ and $54 \%$ in the current quarter as compared to the quarters ended September 30, 1995 and December 31, 1994, respectively. These increases were partially offset by a decline in average selling prices, although pricing pressures eased moderately in the current quarter. Sales of hard drive products were \$1.3 billion in the six months ended December 30, 1995, an increase of $\$ 351.4$ million or $38 \%$ from the same period of the prior year. The increase in hard drive product revenues was due to a $43 \%$ increase in hard drive units shipped, partially offset by lower average selling prices.

Sales of input/output products for the current quarter were $\$ 15.9$ million, down $\$ 36.2$ million or $69 \%$ from the second quarter of 1995 and $\$ 19.3$ million or $55 \%$ from the immediately preceding quarter. Sales for the six-month period ended December 30, 1995 decreased $\$ 51.8$ million or $50 \%$ from the corresponding period of the prior year. The decreases in revenues were primarily related to the sale of the Multimedia business during the second quarter of 1996.

Gross profit margins were as follows:

|  | Three-Month Period Ended |  |  | Six-Month Period Ended 12/30/95 12/31/94 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/30/95 | 9/30/95 | 12/31/94 |  |  |
| Hard drive products | 13.1\% | 13.0\% | 17.4\% | 13.0\% | 18.1\% |
| Input/output products | 40.7\% | 36.9\% | 42.0\% | 38.1\% | 40.7\% |
| Overall | 13.6\% | 14.5\% | 19.8\% | 14.0\% | 20.3\% |

The decrease in hard drive product gross profit margin from the second quarter of 1995 and the six-month period ended December 31, 1994 was primarily due to two 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.

The gross profit margin percentage for input/output products declined from the second quarter of 1995 and the six-month period ended December 31, 1994 because of the relationship between fixed costs and the lower revenue base. The increase in gross profit margin from the first quarter of 1996 was primarily due to the change in mix of products sold as a result of the sale of the Multimedia business.

Research and development expense ("R\&D") for the current quarter decreased \$2.1 million or $5 \%$ as compared to the first quarter of 1996. The decline was primarily due to lower expenditures for input/output products as a result of the sale of the Multimedia business. R\&D expense for the three- and six-month periods ended December 30, 1995 increased $\$ 7.8$ million or $25 \%$ and $\$ 19.8$ million or $33 \%$, 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 increase.

Selling, general and administrative ("SG\&A") expense for the current quarter increased $\$ 12.7$ million, or $41 \%$ over the same period a year ago and $\$ 9.6$ million or $28 \%$ as compared to the first quarter of 1996. SG\&A expense for the six-month period ended December 30, 1995 increased $\$ 15.5$ million or $25 \%$ over the first six 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.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF

FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Net interest and other income for the three- and six-month periods ended December 30, 1995 increased $\$ .4$ million and $\$ 1.1$ 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.

## FINANCIAL CONDITION

Cash and short-term investments totaled $\$ 269.6$ million at December 30, 1995 as compared with $\$ 307.7$ million at July 1, 1995. Net cash provided by operating activities was \$16.2 million for the six-month period ended December 30, 1995. 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 six months of 1996 were capital expenditures, which totaled $\$ 35.4$ million and were incurred primarily to support increased production of hard drives and related components, and the acquisition of 4.6 million shares of the Company's common stock in the open market for $\$ 72.7$ million. Offsetting these uses of cash was approximately $\$ 51.9$ million received in connection with the sale of the Multimedia business (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, general economic conditions, the efficiency of the Company's manufacturing operations and the timely development and introduction of new products which address market needs.

ITEM 4. Submission of Matters to Vote of Security Holders
The annual meeting of shareholders was held on November 1, 1995. The shareholders approved the following proposals:
Number of Votes
For $\quad$ Against*

1. To approve the amendment and restatement of the Company's Stock Option Plan for Non-Employee Directors.
2. To ratify the selection of KPMG Peat Marwick LLP as independent accountants for the Company for the fiscal year ended June 29, 1996.

* includes abstentions

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

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.

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WESTERN DIGITAL CORPORATION
Registrant
/s/Scott Mercer
D. Scott Mercer
Executive Vice President,
Chief Financial and Administrative Officer
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WESTERN DIGITAL CORPORATION COMPUTATION OF PER SHARE EARNINGS (IN THOUSANDS, EXCEPT PER SHARE DATA)


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 QUARTERLY PERIOD ENDED DECEMBER 30, 1995.

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    JUN-29-1996
        JUL-02-1995
        DEC-30-1995
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                62,831
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                13,689
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