# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

# FORM 8-K

# CURRENT REPORT Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): January 18, 2011

# **Western Digital Corporation**

(Exact name of registrant as specified in its charter)

	Delaware	001-08703	33-0956711
	(State or other jurisdiction of incorporation)	(Commission File Number)	(IRS Employer Identification No.)
	3355 Michelson Drive, Suite Irvine, California	100	92612
	(Address of principal executive of	offices)	(Zip Code)
		telephone number, including area code: (9-  Not applicable name or former address, if changed since la	
	ck the appropriate box below if the Form er any of the following provisions:	8-K filing is intended to simultaneously sa	tisfy the filing obligation of the registrant
0	Written communications pursuant to Rul	e 425 under the Securities Act (17 CFR 23	0.425)
0	Soliciting material pursuant to Rule 14a-	12 under the Exchange Act (17 CFR 240.1	.4a-12)
0	Dre-commencement communications pur	remant to Dulo 14d 2(b) under the Evenand	o A ot (17 CED 240 14d 2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 2.02 Results of Operations and Financial Condition.

On January 18, 2011, Western Digital Corporation ("Western Digital") announced financial results for the second fiscal quarter ended December 31, 2010. A copy of the press release making this announcement is attached hereto as Exhibit 99.1 and is incorporated herein by reference. A copy of Western Digital's Investor Information Summary for the second quarter ended December 31, 2010 is attached hereto as Exhibit 99.2 and is incorporated herein by reference.

In accordance with General Instruction B.2 of Form 8-K, the information in this Item 2.02, including Exhibit 99.1 and Exhibit 99.2, shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, and shall not be incorporated by reference into any registration statement or other document filed under the Securities Act of 1933, as amended (the "Securities Act"), or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

#### Item 9.01 Financial Statements and Exhibits.

	iibits

- 99.1 Press Release issued by Western Digital Corporation on January 18, 2011 announcing financial results for the second fiscal quarter ended December 31, 2010.
- 99.2 Second Quarter Fiscal Year 2011 Western Digital Corporation Investor Information Summary.

# **SIGNATURE**

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)

Date: January 18, 2011

By: /s/ Michael C. Ray

Michael C. Ray

Vice President, General Counsel and Secretary

Company contacts: Bob Blair Investor Relations 949.672.7834 robert.blair@wdc.com

Steve Shattuck Public Relations 949.672.7817 steve.shattuck@wdc.com

### **FOR IMMEDIATE RELEASE:**

# WD® ANNOUNCES Q2 REVENUE OF \$2.475 BILLION AND NET INCOME OF \$225 MILLION, OR \$0.96 PER SHARE

IRVINE, Calif. — Jan. 18, 2011 — Western Digital Corp. (NYSE: WDC) today reported revenue of \$2.475 billion, hard-drive unit shipments of 52.2 million and net income of \$225 million, or \$0.96 per share for its second fiscal quarter ended Dec. 31, 2010. In the year-ago quarter, the company reported revenue of \$2.619 billion, shipped 49.5 million hard drives, and reported net income and earnings per share of \$429 million and \$1.85, respectively.

The company generated \$505 million in cash from operations during the December quarter, ending with total cash and cash equivalents of \$3.1 billion.

"We are pleased to deliver better-than-expected revenues, profitability and gross margin in the December quarter, reflecting solid execution and an improvement in hard drive industry conditions compared with the prior two quarters," said John Coyne, president and chief executive officer. "The opportunity for profitable growth in our industry remains tremendous and we are committed to improving our financial performance over the longer term. We plan to do so with a continued emphasis on our industry-leading low-cost structure, high quality, highly reliable and highly available products, and a sharp focus on matching production with true customer demand."

WD Announces Q2 Revenue of \$2.475 Billion and Net Income of \$225 Million, or \$0.96 Per Share Page 2

The investment community conference call to discuss these results will be broadcast live over the Internet today at 3 p.m. PST/6 p.m. EST. The call will be accessible live and on an archived basis via the link below. The company is publishing an expanded investor summary sheet today on the investor relations section of its Web site. After the conclusion of today's webcast conference call, the summary sheet will be updated to reflect the company's guidance.

Audio webcast: www.westerndigital.com/investor

Click on "Conference Calls"

Telephone replay: 888-568-0891 (toll free)

+1-402-998-1567 (international)

#### **About WD**

WD, one of the storage industry's pioneers and long-time leaders, provides products and services for people and organizations that collect, manage and use digital information. The company designs and produces reliable, high-performance hard drives and solid state drives that keep users' data accessible and secure from loss. Its advanced technologies are configured into applications for client and enterprise computing, embedded systems and consumer electronics, as well as its own consumer storage and media products.

WD was founded in 1970. The company's storage products are marketed to leading OEMs, systems manufacturers, selected resellers and retailers under the Western Digital® and WD brand names. Visit the Investor section of the company's Web site (<a href="www.westerndigital.com">www.westerndigital.com</a>) to access a variety of financial and investor information.

WD Announces Q2 Revenue of \$2.475 Billion and Net Income of \$225 Million, or \$0.96 Per Share Page 3

This press release contains forward-looking statements concerning opportunities for growth in the industry and WD's financial performance. The foregoing forward-looking statements are based on WD's current expectations and are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements, including: the impact of continued uncertainty and volatility in global economic conditions; supply and demand conditions in the hard drive industry; actions by competitors; unexpected advances in competing technologies; uncertainties related to the development and introduction of products based on new technologies and expansion into new data storage markets; business conditions and growth in the various hard drive markets; pricing trends and fluctuations in average selling prices; changes in the availability and cost of commodity materials and specialized product components that WD does not make internally; and other risks and uncertainties listed in WD's recent Form 10-Q filed with the SEC Oct. 29, 2010, to which your attention is directed. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof, and WD undertakes no obligation to update these forward-looking statements to reflect subsequent events or circumstances.

###

Western Digital, WD, and the WD logo are registered trademarks of Western Digital Technologies, Inc. All other trademarks mentioned herein belong to their respective owners.

# WESTERN DIGITAL CORPORATION

# CONDENSED CONSOLIDATED BALANCE SHEETS

(in millions; unaudited)

	Dec. 31, 2010	Jul. 2, 2010
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 3,12	10 \$ 2,734
Accounts receivable, net	1,25	- , -
Inventories	56	,
Other	19	
Total current assets	5,12	20 4,720
Property and equipment, net	2,27	
Goodwill	15	
Other intangible assets, net	7	79 88
Other assets	21	16 215
Total assets	\$ 7,84	\$ 7,328
LIABILITIES AND SHAREHOLI	DERS' EQUITY	
Current liabilities:		
Accounts payable	\$ 1,62	28 \$ 1,507
Accrued expenses	26	<b>52 28</b> 1
Accrued warranty	13	
Current portion of long-term debt	1	106
Total current liabilities	2,14	14 2,023
Long-term debt	23	31 294
Other liabilities	30	9 302
Total liabilities	2,68	2,619
Shareholders' equity	5,15	59 4,709
Total liabilities and shareholders' equity	\$ 7,84	\$ 7,328

# WESTERN DIGITAL CORPORATION

# CONDENSED CONSOLIDATED STATEMENTS OF INCOME

# (in millions, except per share amounts) (unaudited)

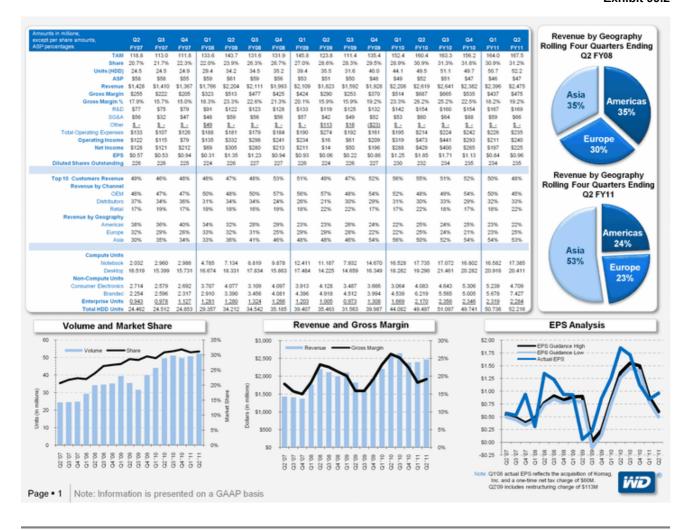
	Three Mo	nths En	ded	Six Months Ended				
	ec. 31, 2010		an. 1, 2010		ec. 31, 2010		Jan. 1, 2010	
Revenue, net	\$ 2,475	\$	2,619	\$	4,871	\$	4,827	
Cost of revenue	2,000		1,932		3,959		3,626	
Gross margin	 475		687		912		1,201	
Operating expenses:								
Research and development	169		154		336		296	
Selling, general and administrative	66		60		125		113	
Total operating expenses	235		214		461		409	
Operating income	240		473		451		792	
Net interest and other	(1)		(2)		(1)		(4)	
Income before income taxes	 239		471		450		788	
Income tax provision	14		42		28		71	
Net income	\$ 225	\$	429	\$	422	\$	717	
Income per common share:								
Basic	\$ 0.98	\$	1.89	\$	1.83	\$	3.17	
Diluted	\$ 0.96	\$	1.85	\$	1.80	\$	3.10	
Weighted average shares outstanding:								
Basic	230		227		230		226	
Diluted	235		232		235		231	

# WESTERN DIGITAL CORPORATION

# CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(in millions; unaudited)

	Three Mor	ths En	ded	Six Mont	hs End	ed
	ec. 31, 2010	_	an. 1, 2010	ec. 31, 2010		an. 1, 2010
Cash flows from operating activities						
Net income	\$ 225	\$	429	\$ 422	\$	717
Adjustments to reconcile net income to net cash provided						
by operations:						
Depreciation and amortization	151		126	301		247
Stock-based compensation	18		13	37		27
Deferred income taxes	1		(5)	1		(5)
Changes in operating assets and liabilities	 110		(6)	134		5
Net cash provided by operating activities	 505		557	 895		991
Cash flows from investing activities						
Purchases of property and equipment	(250)		(199)	(450)		(375)
Sales and maturities of investments	_		3	_		3
Net cash used in investing activities	(250)		(196)	(450)		(372)
Cash flows from financing activities						
Employee stock plans, net	22		37	31		60
Repurchases of common stock	_		_	(50)		_
Repayment of long-term debt	 (25)		(19)	(50)		(38)
Net cash provided by (used in) financing activities	(3)		18	(69)		22
Net increase in cash and cash equivalents	252		379	376		641
Cash and cash equivalents, beginning of period	2,858		2,056	2,734		1,794
Cash and cash equivalents, end of period	\$ 3,110	\$	2,435	\$ 3,110	\$	2,435



hare repurchase amounts in millions	Q2 FY07	Q3 FY07	Q4 FY07	Q1 FY08	Q2 FY08	Q3 FY08	Q4 FY08	Q1 FY09	Q2 FY09	Q3 FY09	Q4 FY09	Q1 FY10	Q2 FY10	Q3 FY10	Q4 FY10	Q1 FY11	Q2 FY11	Business Model
Cash and Cash Equivalents	\$676	\$704	\$700	\$651	\$917	\$917	\$1,104	\$1,213	\$1,376	\$1,579	\$1,794	\$2,056	\$2,435	\$2,826	\$2,734	\$2,858	\$3,110	
Debt	\$49	\$27	\$22	\$1,018	\$775	\$514	\$509	\$507	\$504	\$502	\$482	\$463	\$444	\$425	\$400	\$375	\$350	Gross Margin
Net Cash and Cash Equivalents	\$627	\$677	\$678	(\$367)	\$142	\$403	\$595	\$706	\$872	\$1,077	\$1,312	\$1,593	\$1,991	\$2,401	\$2,334	\$2,483	\$2,760	18%-23%
Cash Flow From Operations	\$184	\$164	\$154	\$219	\$519	\$431	\$229	\$301	\$300	\$355	\$349	\$434	\$557	\$588	\$363	\$390	\$505	
Free Cash Flow	\$74	\$94	\$69	\$56	\$350	\$294	\$83	\$139	\$160	\$249	\$238	\$258	\$358	\$411	\$178	\$190	\$255	Operating Expense
Capital Expenditures	\$110	\$70	\$85	\$163	\$169	\$137	\$146	\$162	\$140	\$106	\$111	\$176	\$199	\$177	\$185	\$200	\$250	9%-10%
Depreciation and Amortization	\$50	\$55	\$61	\$78	\$111	\$111	\$113	\$117	\$122	\$119	\$122	\$121	\$126	\$128	\$134	\$150	\$151	
EBITDA	\$172	\$170	\$140	\$213	\$443	\$409	\$354	\$351	\$138	\$180	\$331	\$440	\$500	\$569	\$427	\$361	\$391	Operating Income
Accounts Receivable, Net Inventory	\$668	\$715	\$697	\$985	\$1,086	\$1,014	\$1,010	\$1,082	\$926	\$824	\$926	\$1,131	\$1,365	\$1,257	\$1,256	\$1,325	\$1,250	8%-14%
Raw Materials	\$17	\$12	\$12	\$165	\$171	\$153	\$144	\$129	\$124	\$104	\$97	\$96	\$102	\$115	\$159	\$155	\$141	Tax
Work in Process	\$90	\$86	\$94	\$145	\$131	\$131	\$145	\$168	\$159	\$152	\$154	\$173	\$212	\$254	\$255	\$266	\$274	6%-9% of Income
Finished Goods	\$158	\$145	\$153	\$151	\$157	\$171	\$167	\$180	\$163	\$129	\$125	\$126	\$139	\$138	\$146	\$140	\$153	
Inventory, Net	\$265	\$243	\$259	\$461	\$459	\$455	\$456	\$477	\$446	\$385	\$376	\$395	\$453	\$507	\$560	\$561	\$568	Before Tax
roperty, Plant and Equipment, Net	\$637	\$672	\$741	\$1,516	\$1,560	\$1,529	\$1,668	\$1,674	\$1,620	\$1,570	\$1,584	\$1,625	\$1,696	\$1,756	\$2,159	\$2,245	\$2,277	
Accounts Payable	\$816	\$851	\$882	\$1,106	\$1,216	\$1,144	\$1,181	\$1,215	\$1,075	\$1,001	\$1,101	\$1,342	\$1,507	\$1,508	\$1,507	\$1,703	\$1,628	Capital Expenditures
																		7%-8%
Days Sales Outstanding	43	46	46	51	45	44	46	47	45	47	47	47	47	43	48	50	46	
Days Inventory Outstanding	20	19	20	29	25	25	27	26	27	26	24	21	21	23	28	26	26	(+up to \$200M in FY1
Days Payables Outstanding	63	65	69	70	66	64	69	66	64	68	69	72	71	69	74	79	74	for conversion to 8"
Cash Conversion Cycle	-	-	(3)	10	4	5	4	7	9	5	2	(4)	(3)	(3)	2	(3)	(2)	wafers)
Inventory Turns	18	20	18	13	15	14	14	14	14	14	15	17	17	16	13	14	14	,
Shares Repurchased	-	1.5	2.5	0.8		1.5		1.2					-			1.8		Inventory Turns
Shares Repurchased \$		\$29	\$45	\$16	S -	\$44	\$ -	\$36	\$ -	s -	\$ -	s -	s -	\$ -	S -	\$50	s -	12-16 Turns
Remaining Amount Authorized	\$136	\$107	\$62	\$45	\$46	\$502	\$502	\$466	\$466	\$466	\$466	\$466	\$466	\$466	\$466	\$416	\$416	Conversion Cycle
R4Q ROIC		32.3%	28.7%	27.3%	31.4%	33.8%	34.0%	33.5%	22.9%	14.9%	13.9%	15.3%	24.9%	31.2%	30.2%	26.4%	21.1%	
R4Q ROIC R4Q ROA		32.3% 18.7%	28.7% 16.8%	27.3% 16.4%	31.4% 19.0%	33.8% 20.7%	34.0% 21.2%	33.5% 21.1%	22.9% 14.7%	9.8%	13.9% 9.2%	15.3% 10.4%	24.9% 17.0%	31.2% 21.2%	30.2% 20.7%	26.4% 18.1%	21.1% 14.6%	4-8 Days
	19.4%	18.7%		16.4%	W 11. W 100			21.1%								18.1%		
R4Q ROA	19.4% 27,066	18.7% 27,277	16.8% 29,572	16.4% 41,263	19.0% 42,534	20.7% 41,876	21.2% 50,072	21.1%	14.7% 50,838	9.8%	9.2%	10.4%	17.0% 55,128	21.2%	20.7% 62,500	18.1%	14.6%	
R4Q R0A Worldwide Headcount ross vs. Net Cash & Cas	19.4% 27,066 sh Equ	18.7% 27,277 uivalen	16.8% 29,572	16.4% 41,263	19.0% 42,534 <b>R&amp;D</b> a	20.7% 41,876 and Ca	21.2% 50,072	21.1% 51,409	14.7% 50,838	9.8%	9.2%	10.4%	17.0% 55,128	21.2% 61,803	20.7% 62,500	18.1%	14.6%	4-8 Days
R4Q R0A Worldwide Headcount  ross vs. Net Cash & Cas  # Cash and Cash & # Cash and C	19.4% 27,055 <b>sh Eq</b> i	18.7% 27,277 ulvalen	16.8% 29,572	16.4%	19.0% 42,534 <b>R&amp;D</b> a	20.7% 41,876 and Ca	21.2% 50,072 pital l	21.1% 51,409	14.7% 50,838	9.8% 43,898 <b>S</b>	9.2% 45,991 \$450 \$400	10.4%	17.0% 55,128	21.2% 61,803	20.7% 62,500	18.1%	14.6% 62,991 25%	4-8 Days
Worldwide Headcount  OSS VS. Net Cash & Cas  Soo Cash and Cash E  Net Cash and Cash E  Net Cash and Cash E	19.4% 27,055 <b>sh Eq</b> i	18.7% 27,277 ulvalen	16.8% 29,572	\$5.4% 41,263 \$300 \$250	19.0% 42,534 <b>R&amp;D</b> a	20.7% 41,876 and Ca RBD CapEx	21.2% 50,072 pital l	21.1% 51,409	14.7% 50,838	9.8% 43,898 <b>S</b> 9% 8% 7%	9.2% 45,991 \$450 \$400 \$350	10.4%	17.0% 55,128	21.2% 61,803	20.7% 62,500	18.1%	14.6% 62.991	4-8 Days
Worldwide Headcount TOSS VS. Net Cash & Ca: 500   Cash and Cash E 600   Net Cash and Cash 600   See Cash and Cash	19.4% 27,055 <b>sh Eq</b> i	18.7% 27,277 ulvalen	16.8% 29,572	56.4% 41,263 \$300	19.0% 42,534 <b>R&amp;D</b> a	20.7% 41,876 and Ca RBD CapEx	21.2% 50,072 pital l	21.1% 51,409	14.7% 50,838	9.8% 43,898 <b>S</b> 9% 8% 7% 6%	9.2% 45,991 \$450 \$450 \$350 \$300	10.4%	17.0% 55,128	21.2% 61,803	20.7% 62,500	18.1%	14.6% 62,991 25%	4-8 Days
Worldwide Headcount OSS VS. Net Cash & Cas  OSS VS. Net Cash & Cas  OSS VS. Net Cash and Cash E  Net Cash and Cash OSS VS. Net Cash and Cash	19.4% 27,055 <b>sh Eq</b> i	18.7% 27,277 ulvalen	16.8% 29,572	\$5.4% 41,263 \$300 \$250	19.0% 42,534 <b>R&amp;D</b> a	20.7% 41,876 and Ca RBD CapEx	21.2% 50,072 pital l	21.1% 51,409	14.7% 50,838	9.8% 43,898 <b>S</b> 9% 8% 7%	9.2% 45,991 \$450 \$400 \$350	10.4%	17.0% 55,128	21.2% 61,803	20.7% 62,500	18.1%	14.6% 62.991 	4-8 Days
Worldwide Headcount  OSS VS. Net Cash & Ca:  Cash and Cash E  Net Cash and Cash  Net Cash and Cash  Total And	19.4% 27,055 <b>sh Eq</b> i	18.7% 27,277 ulvalen	16.8% 29,572	\$300 \$250 \$200	19.0% 42,534 <b>R&amp;D</b> a	20.7% 41,876 and Ca RBD CapEx	21.2% 50,072 pital l	21.1% 51,409	14.7% 50,838	9.8% 43,898 <b>S</b> 9% 8% 7% 6% 6%	9.2% 45,991 \$450 \$400 \$350 \$350	10.4%	17.0% 55,128	21.2% 61,803	20.7% 62,500	18.1%	14.6% 62,991	4-8 Days
Worldwide Headcount ross vs. Net Cash & Ca: 500	19.4% 27,055 <b>sh Eq</b> i	18.7% 27,277 ulvalen	16.8% 29,572	\$300 \$250 \$200 \$200 \$150 \$150	19.0% 42,534 <b>R&amp;D</b> a	20.7% 41,876 and Ca RBD CapEx	21.2% 50,072 pital l	21.1% 51,409	14.7% 50,838	9.8% 43,898 <b>S</b> 9% 8% 7% 6% 5% 4%	9.2% 45,991 \$450 \$400 \$350 \$300 \$250 \$200	10.4%	17.0% 55,128	21.2% 61,803	20.7% 62,500	18.1%	14.6% 62.991 	4-8 Days
Worldwide Headcount ross vs. Net Cash & Cas  Cash and Cash E  Net Cash and Cash  Net Cash and Cash  Net Cash and Cash  OOO  OOO  OOO  OOO  OOO  OOO  OOO	19.4% 27,055 <b>sh Eq</b> i	18.7% 27,277 ulvalen	16.8% 29,572	\$300 \$250 \$200 \$250	19.0% 42,534 <b>R&amp;D</b> a	20.7% 41,876 and Ca RBD CapEx	21.2% 50,072 pital l	21.1% 51,409	14.7% 50,838	9.8% 43,898 <b>S</b> 9% 8% 7% 6% 5% 4% 4%	9.2% 45.991 \$450 \$450 \$350 \$350 \$350 \$250 \$250 \$250 \$250	10.4%	17.0% 55,128	21.2% 61,803	20.7% 62,500	18.1%	14.6% 62.991 	4-8 Days
Worldwide Headcount ross vs. Net Cash & Ca:  "Cash and Cash E  "Net Cash and Cash  "Ne	27,085 sh Equipalents sh Equipalents sh Equipa	27,277 ulvalen	16.8% 29,672 Its	\$300 \$250 \$200 \$200 \$150 \$150	19.0% 42,534 R&D a	41,876 41,876 and Ca RED CapEx - RED % of	21.2% 50,072 ppital I	21.1% 51.409 Expen	50,838 diture	9.8% 43,898 <b>S</b> 9% 8% 7% 6% 5% 4% 4%	9.2% 45,991 \$450 \$450 \$350 \$300 \$250 \$250 \$150 \$100	10.4%	55,128 Free	21.2% 61,803 Cash I	20.7% 62.500 Flow	18.1%	14.6% 62.991 - 25% - 20% - 15% - 10%	Return on Assets
Worldwide Headcount ross vs. Net Cash & Ca:  "Cash and Cash E  "Net Cash and Cash  "Ne	19.4% 27,065 sh Equivalents th Equivalent	27,277 ulvalen	16.8% 29.572	\$300 \$250 \$200 \$200 \$150 \$150	19.0% 42,534 R&D a	41,876 A1,876 Capelix -RED % of	50,072 spital I	21.1% 51,409	50,838 diture:	9.8% 43,898 S 9% 6% 6% 6% 4% 6% 1% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6%	9.2% 45,991 \$450 \$450 \$350 \$350 \$250 \$250 \$150 \$150 \$50	52,308	55,128 Free	21.2% 61,803	20.7% 62.500 Flow	62,817	14.6% 62.991 	4-8 Days
Worldwide Headcount OSS VS. Net Cash & Cas 500 Cash and Cash & Net Cash and Cash 600 Soo Soo Soo Soo Soo Soo Soo Soo Soo S	19.4% 27,065 sh Equivalents th Equivalent	27,277 ulvalen	16.8% 29.572	\$300 \$250 \$200 \$200 \$150 \$150	19.0% 42,534 R&D a	41,876 A1,876 Capelix -RED % of	50,072 spital I	21.1% 51.409 Expen	50,838 diture:	9.8% 43,898 S 9% 6% 6% 6% 4% 6% 1% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6%	9.2% 45,991 \$450 \$450 \$350 \$350 \$250 \$250 \$150 \$150 \$50	52,308	55,128 Free	61,803 Cash I	20.7% 62.500 Flow	62,817	14.6% 62.991 	Return on Assets

#### **Footnotes**

- 1.FY08 and Q1 FY11 ASP, Revenue by Channel and Revenue by Geography exclude external sales of media/substrates
- 2.Revenue by Channel, Revenue by Geography and Units excludes WD TV Media Players without hard drives, WD Livewire, SSD and media
- 3. Worldwide Headcount excludes temporary employees

#### **Formulas**

Share = Units / TAM

ASP = Revenue / Units

Free Cash Flow = Cash Flow from Operations - Capital Expenditures

Days Sales Outstanding (DSO) = Accounts Receivable / (Revenue / 91 days)

Days Inventory Outstanding (DIO) = Inventory / (Cost of Revenue / 91 days)

Days Payables Outstanding (DPO) = Accounts Payable / (Cost of Revenue / 91 days)

Cash Conversion Cycle = DSO + DIO - DPO

Inventory Turns = 364 days / DIO

R4Q ROIC = (Net Income from Continuing Operations + Interest Expense) / (Equity + Debt)

R4Q ROA = Net Income from Continuing Operations / Average Total Assets

