# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> WASHINGTON, D.C. 20549 

## FORM 8-K

CURRENT REPORT<br>Pursuant to Section 13 or 15(d)<br>of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): July 29, 2015

## Western Digital Corporation

(Exact Name of Registrant as Specified in its Charter)

| Delaware <br> (State or Other Jurisdiction of Incorporation or Organization) | 001-08703 <br> (Commission File Number) | $\begin{gathered} \text { 33-0956711 } \\ \text { (I.R.S. Employer } \\ \text { Identification No.) } \end{gathered}$ |
| :---: | :---: | :---: |
| 3355 Michelson Drive, Suite 100 Irvine, California <br> (Address of Principal Executive Offices) |  | $\begin{gathered} 92612 \\ \text { (Zip Code) } \end{gathered}$ |

(949) 672-7000
(Registrant's Telephone Number, Including Area Code)
Not applicable
(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 240.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square \quad$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

On July 29, 2015, Western Digital Corporation ("Western Digital") announced financial results for the fourth fiscal quarter and fiscal year ended July 3, 2015. 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 Quarterly Fact Sheet for the fourth fiscal quarter ended July 3, 2015 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, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

## Item 9.01 Financial Statements and Exhibits.

(d) Exhibits
99.1 Press Release issued by Western Digital Corporation on July 29, 2015 announcing financial results for the fourth fiscal quarter and fiscal year ended July 3, 2015.
99.2 Fourth Quarter Fiscal Year 2015 Western Digital Corporation Quarterly Fact Sheet.

## 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: July 29, 2015
By: $\qquad$

|  | Western Digital Corporation <br> (Registrant) |
| :---: | :---: |
| By: |  |
| $/ \mathrm{s} /$ Michael C. Ray |  |

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## FOR IMMEDIATE RELEASE:

## WESTERN DIGITAL ANNOUNCES FINANCIAL RESULTS FOR FOURTH QUARTER AND FISCAL YEAR 2015

IRVINE, Calif. - July 29, 2015 — Western Digital ${ }^{\circledR}$ Corp. (NASDAQ: WDC) today reported revenue of $\$ 3.2$ billion and net income of $\$ 220$ million, or $\$ 0.94$ per share, for its fourth fiscal quarter ended July 3, 2015. On a non-GAAP basis, net income was $\$ 356$ million, or $\$ 1.51$ per share. In the year-ago quarter, the company reported revenue of $\$ 3.7$ billion and net income of $\$ 317$ million, or $\$ 1.32$ per share. Non-GAAP net income in the year-ago quarter was $\$ 445$ million, or $\$ 1.85$ per share.

The company generated $\$ 488$ million in cash from operations during the fourth fiscal quarter, ending with total cash and cash equivalents of $\$ 5.0$ billion. It utilized $\$ 198$ million to repurchase 2.0 million shares of its common stock. On May 5, the company declared a cash dividend of $\$ 0.50$ per share of its common stock, which was paid on July 15.

For the 2015 fiscal year, the company achieved revenue of $\$ 14.6$ billion and net income of $\$ 1.5$ billion, or $\$ 6.18$ per share, compared to fiscal year 2014 revenue of $\$ 15.1$ billion and net income of $\$ 1.6$ billion, or $\$ 6.68$ per share. On a non-GAAP basis, fiscal year 2015 net income was $\$ 1.8$ billion, or $\$ 7.76$ per share, compared to fiscal year 2014 net income of $\$ 2.0$ billion, or $\$ 8.10$ per share. The company generated $\$ 2.2$ billion in cash from operations during the 2015 fiscal year and it utilized $\$ 1.4$ billion for dividends and share repurchases.

Western Digital Announces Financial Results for Fourth Quarter and Fiscal Year 2015 Page 2
"I am satisfied with our execution and performance in the fourth fiscal quarter in light of the weak PC market," said Steve Milligan, president and chief executive officer. "Our financial performance reflects our strong product and technology positioning coupled with solid execution. We remain positive about the opportunity to create long term value in the evolving storage ecosystem."

The investment community conference call to discuss these results will be broadcast live over the Internet today at 2 p.m. Pacific/5 p.m. Eastern. The live and archived conference call webcast can be accessed online at investor.wdc.com. The telephone replay number is 1-800-348-3536 in the U.S. or $+1-203-369-3257$ for international callers.

## About Western Digital

Founded in 1970, Western Digital Corp. (NASDAQ: WDC), Irvine, Calif., is an industry-leading developer and manufacturer of storage solutions that enable people to create, manage, experience and preserve digital content. Its HGST and $\mathrm{WD}^{\circledR}$ subsidiaries are long-time innovators in the storage industry. Western Digital Corporation is responding to changing market needs by providing a full portfolio of compelling, high-quality storage products with effective technology deployment, high efficiency, flexibility and speed. Our products are marketed under the HGST, WD and G-Technology ${ }^{\text {TM }}$ brands to OEMs, distributors, resellers, cloud infrastructure providers and consumers. Financial and investor information is available on the company's Investor Relations website at investor.wdc.com.

This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 concerning its product and technology positioning, execution and market opportunities. These forward-looking statements are based on management's current expectations and are subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied in the forward-looking statements, including: volatility in global economic conditions; business conditions and growth in the storage ecosystem; pricing trends and fluctuations in average selling prices; the availability and cost of commodity materials and specialized product components; actions by competitors;

Western Digital Announces Financial Results for Fourth Quarter and Fiscal Year 2015 Page 3
unexpected advances in competing technologies; the development and introduction of products based on new technologies and expansion into new data storage markets; and other risks and uncertainties listed in the company's filings with the Securities and Exchange Commission (the "SEC"), including the company's Form $10-\mathrm{Q}$ filed with the SEC on May 12, 2015, to which your attention is directed. You should not place undue reliance on these forward-looking statements, which speak only as of the date hereof, and the company undertakes no obligation to update these forward-looking statements to reflect new information or events.

## \#\#\#

Western Digital, WD and the WD logo are registered trademarks in the U.S. and other countries. HGST trademarks are intended and authorized for use only in countries and jurisdictions in which HGST has obtained the rights to use, market and advertise the brand. Other marks may be mentioned herein that belong to other companies.

## WESTERN DIGITAL CORPORATION

## CONDENSED CONSOLIDATED BALANCE SHEETS

(in millions; unaudited)


## WESTERN DIGITAL CORPORATION

## CONDENSED CONSOLIDATED STATEMENTS OF INCOME

(in millions, except per share amounts; unaudited)


## WESTERN DIGITAL CORPORATION

## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

## (in millions; unaudited)

|  | Three Months Ended |  | Years Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Jul. 3, } \\ & 2015 \end{aligned}$ | $\begin{aligned} & \text { Jun. 27, } \\ & 2014 \end{aligned}$ | $\begin{aligned} & \text { Jul. 3, } \\ & 2015 \end{aligned}$ | $\begin{gathered} \text { Jun. 27, } \\ \hline 2014 \end{gathered}$ |
| Operating Activities |  |  |  |  |
| Net income | \$ 220 | \$ 317 | \$ 1,465 | \$ 1,617 |
| Adjustments to reconcile net income to net cash provided by operations: |  |  |  |  |
| Depreciation and amortization | 250 | 308 | 1,114 | 1,244 |
| Stock-based compensation | 45 | 31 | 162 | 156 |
| Deferred income taxes | 19 | 53 | 28 | (13) |
| Gain from insurance recovery | - | - | (37) | (65) |
| Loss on disposal of assets | 3 | 7 | 17 | 40 |
| Non-cash portion of employee termination, asset impairment and other charges | 74 | 36 | 86 | 62 |
| Other non-cash operating activities, net | - | 5 | - | 9 |
| Changes in operating assets and liabilities, net | (123) | (44) | (593) | (234) |
| Net cash provided by operating activities | 488 | 713 | 2,242 | 2,816 |
| Investing Activities |  |  |  |  |
| Purchases of property, plant and equipment | (156) | (161) | (612) | (628) |
| Acquisitions, net of cash acquired | (10) | - | (257) | (823) |
| Purchases of investments | (170) | (91) | (857) | (561) |
| Proceeds from sales and maturities of investments | 103 | 72 | 768 | 72 |
| Proceeds from sale of property, plant and equipment | - | - | 7 | - |
| Other investing activities, net | (8) | - | (2) | 4 |
| Net cash used in investing activities | (241) | (180) | (953) | $(1,936)$ |
| Financing Activities |  |  |  |  |
| Employee stock plans, net | 55 | 75 | 167 | 215 |
| Repurchases of common stock | (198) | (272) | (970) | (816) |
| Dividends paid to shareholders | (116) | (70) | (396) | (259) |
| Proceeds from debt, net of issuance costs | 255 | - | 255 | 2,992 |
| Repayment of debt | (31) | (31) | (125) | $(2,517)$ |
| Net cash used in financing activities | (35) | (298) | $(1,069)$ | (385) |
| Net increase in cash and cash equivalents | 212 | 235 | 220 | 495 |
| Cash and cash equivalents, beginning of period | 4,812 | 4,569 | 4,804 | 4,309 |
| Cash and cash equivalents, end of period | \$ 5,024 | \$4,804 | \$ 5,024 | \$ 4,804 |

## WESTERN DIGITAL CORPORATION

## GAAP TO NON-GAAP NET INCOME RECONCILIATION

(in millions, except per share amounts; unaudited)

|  | Three Months Ended |  |  | Years Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \begin{array}{l} \text { Jul. 3, } \\ 2015 \end{array} \end{aligned}$ | $\begin{gathered} \text { Jun. 27, } \\ 2014 \\ \hline \end{gathered}$ |  | Jul. 3, $2015$ | $\begin{gathered} \hline \text { Jun. 27, } \\ \hline 2014 \\ \hline \end{gathered}$ |
| GAAP net income | \$ 220 | \$ | 317 | \$1,465 | $\overline{\$ 1,617}$ |
| Non-GAAP adjustments: |  |  |  |  |  |
| Amortization of intangible assets | 28 |  | 47 | 163 | 195 |
| Employee termination, asset impairment and other charges | 104 |  | 36 | 176 | 95 |
| Charges related to arbitration award | - |  | 13 | 15 | 52 |
| Acquisition-related adjustments | - |  | - | 3 | 13 |
| Flood-related insurance recovery | - |  | - | (37) | (65) |
| Other | 4 |  | 32 | 55 | 54 |
| Non-GAAP net income | \$ 356 | \$ | 445 | \$1,840 | \$1,961 |
| Diluted net income per common share: |  |  |  |  |  |
| GAAP | \$ 0.94 | \$ | 1.32 | \$ 6.18 | \$ 6.68 |
| Non-GAAP | \$ 1.51 | \$ | 1.85 | \$ 7.76 | \$8.10 |
| Weighted average shares outstanding: |  |  |  |  |  |
| Diluted | 235 |  | 241 | 237 | 242 |

The table above sets forth non-GAAP net income and non-GAAP diluted net income per common share. These non-GAAP net income and diluted net income per common share measures exclude amortization of intangible assets related to acquisitions, certain employee termination, asset impairment and other charges, certain charges related to an arbitration award and other charges that are unusual, non-recurring or may not be indicative of ongoing operations. The Company believes that non-GAAP net income and non-GAAP earnings per share are useful measures to investors as an alternative method for measuring the Company's earnings performance and comparing it against prior periods. The presentation of these adjusted amounts vary from numbers presented in accordance with U.S. GAAP and therefore may not be comparable to amounts reported by other companies. The tax effect of the aforementioned items was not material to the condensed consolidated statements of income for the three and twelve month periods ended July 3, 2015 and June 27, 2014.


Note: Refer to "Non-GAAP Financial Measures" for information about non-GAAP financial measures included in this quarterly fact sheet.

| earnings, dividends and share repurchase amounts in millions |  | $\begin{gathered} \text { Q1 } \\ \text { FY12 } \end{gathered}$ |  | $\begin{aligned} & \text { Q2 } \\ & \text { FY1212 } \end{aligned}$ |  | $\begin{aligned} & \text { Q3 } \\ & \text { FY12 } \end{aligned}$ |  | $\begin{gathered} \text { Q4 } \\ \text { FY } 12 \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ \text { FY13 } \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ \text { FY1 } \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ \text { FY13 } \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ \text { FY } 13 \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ \text { FY14 } \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ \text { FY14 } \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ \text { FY14 } \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ \text { FY14 } \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ \text { FY15 } \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ \text { FY15 } \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ \text { FY15 } \end{gathered}$ | $\begin{gathered} \mathrm{Q} 4 \\ \mathrm{FY} 15, \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and Cash Equivalents |  | 3,675 |  | 3,924 | \$ | 3,377 | \$ | 3,208 | \$3,537 | \$ 3,816 | \$ 4,060 | \$4,309 | \$4,869 | \$ 4,655 | \$4,569 | \$ 4,804 | \$5,159 | \$ 4,902 | \$4,812 | \$5,024 |
| Available-for-Sale (AFS) Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 470 | 499 | 454 | 465 | 523 | 590 |
| Debt |  | (263) |  | (231) |  | $(2,743)$ |  | $(2,185)$ | $(2,128)$ | $(2,128)$ | $(2,013)$ | $(1,955)$ | $(2,398)$ | $(2,340)$ | $(2,469)$ | $(2,438)$ | $(2,406)$ | $(2,375)$ | $(2,344)$ | $(2,567)$ |
| Net Cash, Cash Equivalents \& AFS Securities |  | 3,412 |  | 3,693 | \$ | 634 | \$ | 1,023 | \$ 1,409 | \$ 1,688 | \$ 2,047 | \$ 2,354 | \$ 2,471 | \$ 2,315 | \$ 2,570 | \$ 2,865 | \$ 3,207 | \$ 2,992 | \$ 2,991 | \$ 3,047 |
| Cash Flow From Operations | \$ | 352 | \$ | 378 | \$ | 1,208 | \$ | 1,128 | \$ 936 | \$ 772 | 727 | \$ 684 | \$ 680 | \$ 727 | \$ 697 | \$ 713 | \$ 827 | 243 | \$ 684 | 488 |
| Free Cash Flow | \$ | 218 |  | 258 | \$ | 1,069 | \$ | 804 | \$ 554 | \$ 526 | \$ 539 | \$ 548 | \$ 544 | \$ 557 | \$ 536 | \$ 552 | \$ 667 | 97 | \$ 534 | \$ 332 |
| Capital Expenditures |  | 134 |  | 120 | \$ | 139 | \$ | 324 | \$ 382 | \$ 246 | \$ 188 | \$ 136 | \$ 136 | \$ 170 | \$ 161 | \$ 161 | \$ 160 | \$ 146 | \$ 150 | \$ 156 |
| Depreciation and Amortization | \$ | 158 | \$ | 140 | \$ | 188 | \$ | 339 | \$ 313 | \$ 309 | \$ 309 | \$ 302 | \$ 312 | \$ 317 | \$ 307 | \$ 308 | \$ 289 | \$ 290 | \$ 285 | \$ 250 |
| EBITDA | \$ | 417 |  | 302 | \$ | 730 | \$ | 1,147 | 905 | \$ 787 | 726 | \$ 81 | \$ 854 | \$ 795 | 726 | \$ 660 | \$ 758 | 756 | \$ 706 | \$ 505 |
| Accounts Receivable, Net |  | 1,356 | \$ | 747 | \$ | 2,377 | \$ | 2,364 | \$ 1,951 | \$ 1,732 | \$ 1,700 | \$ 1,793 | \$ 1,791 | \$ 1,959 | \$ 1,802 | \$ 1,989 | \$ 1,915 | \$ 1,880 | \$ 1,696 | \$ 1,532 |
| Inventory |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Raw Materials | \$ | 170 |  | 191 | \$ | 329 | \$ | 245 | 237 | \$ 193 | \$ 191 | \$ 167 | \$ 208 | \$ 201 | \$ 204 | \$ 168 | \$ 178 | \$ 154 | \$ 173 | \$ 168 |
| Work in Process |  | 275 |  | 185 |  | 667 |  | 552 | 559 | 581 | 583 | 575 | 579 | 581 | 519 | 493 | 509 | 510 | 498 | 500 |
| Finished Goods |  | 200 |  | 90 |  | 286 |  | 413 | 508 | 430 | 423 | 446 | 457 | 511 | 554 | 565 | 585 | 618 | 651 | 700 |
| Total Inventory | \$ | 645 | \$ | 466 | \$ | 1,282 | \$ | 1,210 | \$ 1,304 | \$ 1,204 | \$ 1,197 | \$ 1,188 | \$ 1,244 | \$ 1,293 | \$ 1,277 | \$ 1,226 | \$ 1,272 | \$ 1,282 | \$ 1,322 | \$ 1,368 |
| Property, Plant and Equipment, Net |  | 2,209 |  | 2,091 | \$ | 4,171 | \$ | 4,067 | \$ 4,027 | \$ 3,938 | \$ 3,803 | \$ 3,700 | \$ 3,638 | \$ 3,509 | \$ 3,406 | \$ 3,293 | \$ 3,202 | \$ 3,099 | \$ 3,051 | \$ 2,965 |
| Accounts Payable |  | 1,708 | S | 883 | \$ | 2,774 | \$ | 2,773 | \$ 2,545 | \$ 2,185 | \$ 2,037 | \$ 1,990 | \$ 2,061 | \$ 2,106 | \$ 1,902 | \$ 1,971 | \$ 2,016 | \$ 2,071 | \$ 2,020 | \$ 1,881 |
| Days Sales Outstanding11 |  | 46 |  | 34 |  | 71 |  | 45 | 44 | 41 | 41 | 44 | 43 | 45 | 44 | 50 | 48 | 44 | 44 | 44 |
| Days Inventory Outstanding11 |  | 27 |  | 31 |  | 57 |  | 34 | 42 | 40 | 40 | 40 | 42 | 42 | 44 | 42 | 45 | 42 | 48 | 55 |
| Days Payables Outstanding11 |  | 72 |  | 60 |  | 123 |  | 77 | 82 | 72 | 69 | 67 | 69 | 68 | 65 | 68 | 71 | 68 | 73 | 76 |
| Cash Conversion Cycle11 |  | 1 |  | 5 |  | 5 |  | 2 | 4 | 9 | 12 | 17 | 16 | 19 | 23 | 24 | 22 | 18 | 19 | 23 |
| Inventory Turns 11 |  | 13 |  | 12 |  | 6 |  | 11 | 9 | 9 | 9 | 9 | 9 | 9 | 8 | 9 | 8 | 9 | 8 | 7 |
| Dividends Paid | \$ | - | \$ | - | \$ | - | \$ | - | \$ - | \$ 121 | - | \$ 60 | \$ 59 | \$ 59 | \$ 71 | \$ 70 | \$ 94 | \$ 94 | \$ 93 | \$ 116 |
| Shares Repurchased |  | - |  | - |  | - |  | 16.4 | 5.2 | 4.2 | 5.2 | 4.4 | 2.3 | 2.0 | 2.8 | 3.2 | 2.2 | 3.2 | 2.2 | 2.0 |
| Shares Repurchased | \$ | - |  | - | \$ | - | \$ | 604 | \$ 218 | \$ 146 | \$ 243 | \$ 235 | \$ 150 | \$ 150 | \$ 244 | \$ 272 | \$ 223 | \$ 309 | \$ 240 | \$ 198 |
| Remaining Amount Authorized | \$ |  |  | 416 | \$ | 416 | \$ | 1,312 | \$ 2,594 | \$ 2,448 | \$ 2,205 | \$ 1,970 | \$ 1,820 | \$ 1,670 | \$ 1,426 | \$ 1,154 | \$ 931 | \$ 622 | \$ 2,382 | \$ 2,184 |
| R4Q Economic Profit8 | S | 113 | \$ | 15 | \$ | (83) | \$ | 542 | \$ 801 | \$ 976 | \$ 884 | \$ (59) | \$ (176) | \$ (109) | \$ (158) | \$ 415 | \$ 332 | \$ 328 | \$ 320 | \$ 203 |
| R4Q ROIC8 |  | 13.6\% |  | 11.9\% |  | 14.8\% |  | 20.4\% | 21.3\% | 21.0\% | 20.0\% | 10.1\% | 9.7\% | 10.5\% | 10.2\% | 15.1\% | 14.2\% | 14.1\% | 14.1\% | 13.1\% |
| R4Q ROA8 |  | 9.5\% |  | 8.5\% |  | 10.5\% |  | 14.3\% | 14.9\% | 14.7\% | 14.2\% | 7.0\% | 6.7\% | 7.2\% | 7.0\% | 10.6\% | 10.0\% | 10.1\% | 10.2\% | 9.6\% |
| Worldwide Headcount ${ }^{3}$ |  | 67,799 |  | 67,121 |  | 06,604 |  | 103,111 | 96,002 | 93,820 | 87,565 | 85,777 | 87,586 | 87,976 | 84,556 | 84,072 | 83,277 | 83,993 | 80,767 | 76,449 |



## Non-GAAP Financial Measures

Free Cash Flow: Free cash flow is a non-GAAP financial measure defined as cash flows from operations less capital expenditures. We consider free cash flow to be useful as an indicator of our overall liquidity, as the amount of free cash flow generated in any period is representative of cash that is available for strategic opportunities including, among others, investing in the Company's business, making strategic acquisitions, strengthening the balance sheet, repaying debt, paying dividends and repurchasing stock. We also believe that free cash flow is one of several benchmarks used by investors for comparison of our liquidity with other companies in our industry, although our measure of free cash flow may not be directly comparable to similar measures reported by other companies. Free cash flow should not be construed as an alternative to cash flows from operations or other cash flow measurements determined in accordance with GAAP.

EBITDA: EBITDA is a non-GAAP financial measure defined as net income before interest, income tax expense, depreciation and amortization. We include information concerning EBITDA because we believe it is a useful measure to evaluate our operating performance. As a measure of our operating performance, we believe EBITDA provides a measure of operating results unaffected by differences in capital structures, capital investment cycles and ages of related assets among otherwise comparable companies. While EBITDA is a relevant and widely used measure of operating performance, it does not represent net income as defined by GAAP and it should not be considered as an alternative to that measure in evaluating operating performance.

Non-GAAP Gross Margin and Non-GAAP Gross Profit: Non-GAAP gross margin is a non-GAAP measure defined as non-GAAP gross profit divided by revenue. Non-GAAP gross profit is a non-GAAP measure defined as gross profit before any charges to cost of goods sold that are unusual, non-recurring, or may not be indicative of ongoing operations. Because we believe some charges may not be indicative of ongoing operations, we believe that non-GAAP gross profit is a useful measure to investors as an alternative method for measuring our operating performance and comparing it against prior periods' performance.

Non-GAAP Operating Expenses: Non-GAAP operating expenses is a non-GAAP measure defined as operating expenses before any charges that are unusual, nonrecurring, or may not be indicative of ongoing operations. Because we believe some charges may not be indicative of ongoing operations, we believe that non-GAAP operating expenses is a useful measure to investors as an alternative method for measuring our expense management and comparing it against prior periods' performance.

Non-GAAP Net Income and Non-GAAP EPS: Non-GAAP net income and non-GAAP EPS are non-GAAP measures defined as net income and EPS, respectively, before any charges that are unusual, non-recurring, or may not be indicative of ongoing operations, or any tax impact related to those charges. Because we believe some charges may not be indicative of ongoing operations, we believe that non-GAAP net income and non-GAAP EPS are useful measures to investors as an alternative method for measuring our earnings performance and comparing it against prior periods' performance.

| In millions, except gross margin and per share amounts |  | $\begin{aligned} & \text { Q1 } \\ & \text { FY12 } \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Q2 } \\ & \mathrm{Y} 12 \\ & \hline \end{aligned}$ | $\begin{gathered} \text { Q3 } \\ \text { FY12 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ \text { FY12 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ \text { FY13 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ \text { FY13 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ \text { FY13 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ \text { FY13 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ \text { FY14 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ \text { FY14 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ \text { FY14 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ \text { FY14 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ \text { FY15 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ \text { FY15 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ \text { FY15 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ \text { FY15 } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reconciliation of Cash Flows from Operations to Free Cash Flow |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash Flows from Operations |  | 352 | \$ | 378 | \$1,208 | \$1,128 | \$ 936 | \$ 772 | \$ 727 | \$ 684 | \$ 680 | \$ 727 | \$ 697 | \$ 713 | \$ 827 | \$ 243 | \$ 684 | \$ 488 |
| Capital Expenditures |  | (134) |  | (120) | (139) | (324) | (382) | (246) | (188) | (136) | (136) | (170) | (161) | (161) | (160) | (146) | (150) | (156) |
| Free Cash Flow | \$ |  | \$ | 258 | \$1,069 | \$ 804 | \$ 554 | \$ 526 | \$ 539 | \$ 548 | \$ 544 | \$ 557 | \$ 536 | \$ 552 | \$ 667 | \$ 97 | \$ 534 | \$ 332 |
| Reconciliation of Net Income to EBITDA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Income (Loss) | \$ | 239 | \$ | 145 | \$ 483 | \$ 745 | \$ 519 | \$ 335 | \$ 391 | \$ (265) | \$ 495 | \$ 430 | \$ 375 | \$ 317 | \$ 423 | \$ 438 | \$ 384 | 220 |
| Interest |  | 1 |  | 2 | 4 | 7 | 14 | 10 | 11 | 9 | 10 | 11 | 13 | 5 | 9 | 8 | 9 | 8 |
| Income Tax Expense |  | 19 |  | 15 | 55 | 56 | 59 | 133 | 15 | 35 | 37 | 37 | 31 | 30 | 37 | 20 | 28 | 27 |
| Depreciation and Amortization |  | 158 |  | 140 | 188 | 339 | 313 | 309 | 309 | 302 | 312 | 317 | 307 | 308 | 289 | 290 | 285 | 250 |
| EbITDA | \$ | 417 | \$ | 302 | \$ 730 | \$1,147 | \$ 905 | \$ 787 | \$ 726 | \$ 81 | \$ 854 | \$ 795 | \$ 726 | \$ 660 | \$ 758 | \$ 756 | \$ 706 | \$ 505 |
| $\frac{\text { Reconciliation of Gross Margin to Non-GAAP Gross Margin \& Gross Profit to }}{\text { Non-GAAP Gross Profit }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross Profit10 | \$ | 541 | \$ | 648 | \$ 977 | \$1,472 | \$1,193 | \$1,059 | \$1,061 | \$1,050 | \$1,099 | \$1,156 | \$1,076 | \$1,029 | \$1,149 | \$1,110 | \$1,032 | 930 |
| Acquisition-related adjustments |  | - |  | - | 91 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Other |  | - |  | - | - | - | - | - | - | - | - | - | - | 10 | - | 39 | - | 1 |
| Amortization of Intangibles |  | - |  | - | 9 | 39 | 38 | 38 | 38 | 35 | 36 | 40 | 39 | 39 | 39 | 38 | 37 | 20 |
| Non-GAAP Gross Profit10 |  | 541 |  | 648 | \$1,077 | \$1,511 | \$1,231 | \$1,097 | \$1,099 | \$1,085 | \$1,135 | \$1,196 | \$1,115 | \$1,078 | \$1,188 | \$1,187 | \$1,069 | \$ 951 |
| Revenue |  | 2,694 |  | 1,995 | \$3,035 | \$4,754 | \$4,035 | \$3,824 | \$3,764 | \$3,728 | \$3,804 | \$3,972 | \$3,703 | \$3,651 | \$3,943 | \$3,888 | \$3,550 | \$3,191 |
| Gross Margin10 |  | 20.1\% |  | 32.5\% | 32.2\% | 31.0\% | 29.6\% | 27.7\% | 28.2\% | 28.2\% | 28.9\% | 29.1\% | 29.1\% | 28.2\% | 29.1\% | 28.5\% | 29.1\% | 29.1\% |
| Non-GAAP Gross Margin 10 |  | 20.1\% |  | 32.5\% | 35.5\% | 31.8\% | 30.5\% | 28.7\% | 29.2\% | 29.1\% | 29.8\% | 30.1\% | 30.1\% | 29.5\% | 30.1\% | 30.5\% | 30.1\% | 29.8\% |
| Reconciliation of Operating Expenses to Non-GAAP Operating Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Operating Expenses | \$ | 282 | \$ | 486 | \$ 435 | \$ 664 | \$ 601 | \$ 581 | \$ 644 | \$1,271 | 557 | 678 | 657 | 677 | 680 | 644 | 611 | \$ 675 |
| Less: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Amortization of Intangibles |  | - |  | - | (3) | (12) | (11) | (11) | (11) | (11) | (11) | (11) | (11) | (8) | (7) | (7) | (7) | (8) |
| Employee termination, asset impairment and other charges |  | - |  | - | - | (80) | (26) | (41) | (63) | (8) | (11) | (23) | (25) | (26) | (9) | (36) | (10) | (104) |
| Charges related to arbitration award |  | - |  | - | - | - | - | - | - | (681) | (13) | (13) | (13) | (13) | (14) | (1) | - | - |
| Acquisition-related adjustments |  | (14) |  | (14) | (34) | - | - | - | - | (7) | (13) | - | - | - | - | - | (3) | - |
| Charges and Insurance Recoveries Related to Flooding, Net |  | - |  | (199) | (15) | - | - | - | - | - | 65 | - | - | - | - | 37 | - | - |
| Other |  | (7) |  | - | - | - | - | - | (11) | - | - | (15) | (3) | (32) | (12) | (17) | - | (3) |
| Non-GAAP Operating Expenses |  | 261 |  | 273 | 383 | 572 | 564 | 529 | 559 | 564 | 574 | 616 | 605 | 598 | 638 | 620 | 591 | 560 |
| Reconciliation of Net Income (Loss) to Non-GAAP Net Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Income (Loss) |  | 239 | \$ | 145 | \$ 483 | \$ 745 | \$ 519 | \$ 335 | \$ 391 | \$ (265) | \$ 495 | \$ 430 | \$ 375 | \$ 317 | \$ 423 | \$ 438 | \$ 384 | \$ 220 |
| Amortization of Intangibles |  | - |  | - | 12 | 51 | 49 | 49 | 49 | 46 | 47 | 51 | 50 | 47 | 46 | 45 | 44 | 28 |
| Employee termination, asset impairment and other charges |  | - |  | - | - | 80 | 26 | 41 | 63 | 8 | 11 | 23 | 25 | 36 | 9 | 53 | 10 | 104 |
| Charges related to arbitration award |  | - |  | - | - | - | - | - | - | 681 | 13 | 13 | 13 | 13 | 14 | 1 | - | - |
| Acquisition-related adjustments |  | 14 |  | 14 | 125 | - | - | - | - | 7 | 13 | - | - | - | - | - | 3 | - |
| Charges and Insurance Recoveries Related to Flooding, Net |  | - |  | 199 | 15 | - | - | - | - | - | (65) | - | - | - | - | (37) | - | - |
| Other |  | 7 |  | - | - | - | - | - | 11 | - | - | 15 | 7 | 32 | 12 | 39 | - | 4 |
| Tax Impact |  | - |  | - | (16) | (4) | - | 88 | - | - | - | - | - | - | - | - | - | - |
| Non-GAAP Net Income |  | 260 |  | 358 | \$ 619 | \$ 872 | \$ 594 | \$ 513 | \$ 514 | \$ 477 | \$ 514 | \$ 532 | \$ 470 | \$ 445 | \$ 504 | \$ 539 | \$ 441 | \$ 356 |
| EPS |  | 1.01 |  | 0.61 | \$ 1.96 | \$ 2.87 | \$ 2.06 | \$ 1.36 | \$ 1.60 | \$(1.12) | \$ 2.05 | \$ 1.77 | \$ 1.55 | \$ 1.32 | \$ 1.76 | \$ 1.84 | \$ 1.63 | \$ 0.94 |
| Non-GAAP EPS |  | 1.10 |  | 1.51 | \$ 2.52 | \$ 3.35 | \$ 2.36 | \$ 2.09 | \$ 2.10 | \$ 1.96 | \$ 2.12 | \$ 2.19 | \$ 1.94 | \$ 1.85 | \$ 2.10 | \$ 2.26 | \$ 1.87 | \$ 1.51 |
| Diluted Shares Outstanding |  | 237 |  | 237 | 246 | 260 | 252 | 246 | 245 | 236 | 242 | 243 | 242 | 241 | 240 | 238 | 236 | 235 |
| Non-GAAP Diluted Shares Outstanding6 |  | 237 |  | 237 | 246 | 260 | 252 | 246 | 245 | 243 | 242 | 243 | 242 | 241 | 240 | 238 | 236 | 235 |

## Non-GAAP Financial Measures

Economic Profit: Economic profit (EP) is a non-GAAP financial measure defined as net operating profit after taxes less the value of invested capital multiplied by the weighted average cost of capital, where net operating profit after taxes is defined as income from operations minus tax expense and invested capital is defined as the sum of current debt, long-term debt and equity. Management uses EP to evaluate business performance and allocate resources, and it is a component in determining management's incentive compensation. Management believes EP provides additional perspective to investors about financial returns generated by the business and represents profit generated over and above the cost of capital used by the business to generate that profit.

| In millions | $\begin{gathered} \text { Q3 } \\ \text { FY10 } \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ \text { FY10 } \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ \text { FY11 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ \text { FY11 } \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ \text { FY11 } \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ \text { FY11 } \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ \text { FY12 } \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ \text { FY12 } \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ \text { FY12 } \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ \text { FY12 } \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ \text { FY13 } \\ \hline \end{gathered}$ | $\begin{gathered} \mathrm{Q}^{2} \\ \text { FY13 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ \text { FY13 } \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ \text { FY13 } \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ \text { FY14 } \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ \text { FY14 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ \text { FY14 } \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ \text { FY14 } \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ \text { FY15 } \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ \text { FY15 } \end{gathered}$ | $\begin{gathered} \text { Q3 } \\ \text { FY15 } \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ \text { FY15 } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reconciliation of Operating Income (Loss) <br> to R4Q Economic Profit |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating Income (Loss) | \$ 441 | \$ 293 | \$ 211 | \$ 240 | \$ 158 | \$ 172 | \$ 259 | \$ 162 | \$ 542 | \$ 808 | \$ 592 | \$ 478 | \$ 417 | \$ (221) | \$ 542 | \$ 478 | \$ 419 | \$ 352 | \$ 469 | \$ 466 | \$ 421 | \$ 255 |
| Income Tax Provision | (40) | (27) | (14) | (14) | (13) | (12) | (19) | (15) | (55) | (56) | (59) | (133) | (15) | (35) | (37) | (37) | (31) | (30) | (37) | (20) | (28) | (27) |
| Net Operating Profit After Taxes | 401 | 266 | 197 | 226 | 145 | 160 | 240 | 147 | 487 | 752 | 533 | 345 | 402 | (256) | 505 | 441 | 388 | 322 | 432 | 446 | 393 | 228 |
| R4Q Net Operating Profit After Taxes | 1,320 | 1,388 | 1,295 | 1,090 | 834 | 728 | 771 | 692 | 1,034 | 1,626 | 1,919 | 2,117 | 2,032 | 1,024 | 996 | 1,092 | 1,078 | 1,656 | 1,583 | 1,588 | 1,593 | 1,499 |
| Invested Capital x WACC | (534) | (562) | (581) | (606) | (621) | (636) | (658) | (677) | (1,117) | $(1,084)$ | $(1,118)$ | $(1,141)$ | $(1,148)$ | $(1,083)$ | $(1,172)$ | $(1,201)$ | $(1,236)$ | $(1,241)$ | $(1,251)$ | $(1,260)$ | $(1,273)$ | $(1,296)$ |
| R4Q Economic Profit | \$ 786 | \$ 826 | \$ 714 | \$ 484 | \$ 213 | \$ 92 | \$ 113 | \$ 15 | \$ (83) | \$ 542 | \$ 801 | \$ 976 | \$ 884 | \$ (59) | \$ (176) | \$ (109) | \$ (158) | \$ 415 | \$ 332 | \$ 328 | \$ 320 | \$ 203 |

## Formulas

Share $=$ Units (HDD) $/$ TAM
ASP = Revenue / Units (HDD)
Free Cash Flow = Cash Flow from Operations - Capital Expenditures
EBITDA $=$ Net Income (Loss) + Interest + Income Tax Expense + Depreciation and Amortization
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 Economic Profit = R4Q Net Operating Profit After Taxes - (Invested Capital x WACC)

- Invested Capital $=$ Short-term debt + Current portion of long-term debt + Long-term debt + Total shareholders' equity
- $\quad$ WACC $7=11 \%$

R4Q ROIC = R4Q (Net Income (Loss) + Interest Expense) / R4Q Average (Short-term debt + Current portion of long-term debt + Long-term debt + Total shareholders' equity)
R4Q ROA $=$ R4Q Net Income (Loss) $/$ R4Q Average Total Assets

## ootnote

ASP, Revenue by Channel and Revenue by Geography exclude external sales of media/substrates
Unit volume excludes WD TV Media Players without hard drives, WD Livewire, SSD and media.
Worldwide Headcount excludes temporary and contracted employees.
Consumer Electronics includes gaming.
Q4 FY13 shipments to distributors, second/hird tier extena mDD manufacturers, and white box manufacturers
WACC of $11 \%$ is an internal assumption.
Q2 FY12 includes charges related to the flooding. Q4
TAM is preliminary and based on internal information.
9. TAM is preliminary and based on internal informatio
10. Certain FY14 prior quarter amounts have been recla

Q1 FY15 cash conversion cycle calculated using 98 days due to a 14 week quarter. Q1 FY15 inventory turns calculated using 371 days due to a 53 week year
12. Non-PC revenue percentage includes consumer electronics, enterprise applications, branded products, and SSD.

