

# Fiscal First Quarter 2022 Financial Results

Western Digital

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October 28, 2021

(Updated QFS table on slide 15 on November 8, 2021, all other data unchanged)

# Forward Looking Statements

## SAFE HARBOR

This presentation contains forward-looking statements that involve risks and uncertainties, including, but not limited to, the company's business outlook for the fiscal second quarter of 2022; demand trends; market conditions; expectations regarding the company's product momentum, technology portfolio, portfolio synergies and market opportunities; capital expenditure expectations; the company's liquidity position; capital allocation priorities; and expected future financial performance. Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved, if at all. Forward-looking statements are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in or suggested by the forward-looking statements.

Key risks and uncertainties include future responses to and effects of the COVID-19 pandemic; volatility in global economic conditions; impact of business and market conditions; impact of competitive products and pricing; our development and introduction of products based on new technologies and expansion into new data storage markets; risks associated with cost saving initiatives, restructurings, acquisitions, divestitures, mergers, joint ventures and our strategic relationships; difficulties or delays in manufacturing or other supply chain disruptions; hiring and retention of key employees; our substantial level of debt and other financial obligations; changes to our relationships with key customers; disruptions in operations from cyberattacks or other system security risks; actions by competitors; risks associated with compliance with changing legal and regulatory requirements and the outcome of legal proceedings; and other risks and uncertainties listed in the company's filings with the Securities and Exchange Commission (the "SEC") and available on the SEC's website at [www.sec.gov](http://www.sec.gov), including our Form 10-K filed with the SEC on August 27, 2021, to which your attention is directed. We do not undertake any obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise, except as required by law.

This presentation also contains preliminary financial results for the company's first quarter ended October 1, 2021. These preliminary financial results represent the most current information available to management. The company's actual results when disclosed in its Form 10-Q for the quarter ended October 1, 2021 may differ from these preliminary results as a result of the completion of the company's financial closing procedures; final adjustments; completion of the review by the company's independent registered accounting firm; and other developments that may arise between now and disclosure of the final results.

This presentation includes references to non-GAAP financial measures. Reconciliations of the differences between the non-GAAP measures provided in this presentation to the comparable GAAP financial measures are included in the appendix and in the Investor Relations section of our website. We have not fully reconciled our non-GAAP financial measure guidance to the most directly comparable GAAP measures because material items that impact these measures are not in our control and/or cannot be reasonably predicted. Accordingly, a full reconciliation of the non-GAAP financial measure guidance to the corresponding GAAP measures is not available without unreasonable effort.

# Executive Summary

## Financial Results

- Revenue of \$5.1B
- Non-GAAP diluted net earnings per share of \$2.49
- Non-GAAP gross margin of 33.9%
- Operating cash flow of \$521M
- Free cash flow of \$224M
- Cash and cash equivalents of \$3.3B

## Corporate

- Western Digital's unique ability to deliver innovative solutions in both HDD and flash to diverse markets continues to underpin the strength of our results and enables us to capitalize on strategic growth opportunities.

## Flash

- Revenue growth was driven by continued strong demand for our latest generation enterprise SSD products and the ramp of new 5G phones incorporating our latest BiCS5 node.
- Our latest generation enterprise SSD products are now qualified at three cloud titans.
- The client PC OEMs, distribution channel and retail were impacted by our customers' ability to ship product, greater component sourcing constraints within our own operations and uneven geographic demand due to COVID lockdowns.

## Hard Drives

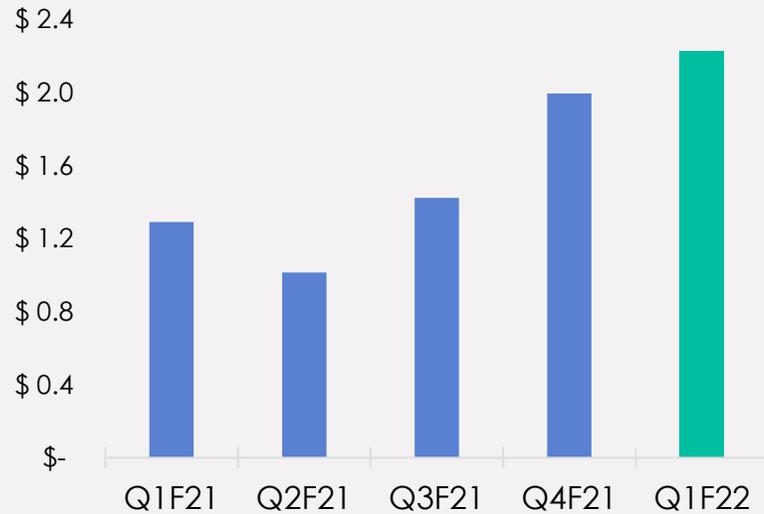
- Continued strong demand for our latest generation energy assisted drives among our cloud and enterprise customers drove record revenue and exabyte shipments in our cloud end market.
- Announced OptiNAND, a revolutionary technology that utilizes flash in the HDD control plane to further increase areal density.

For reconciliations of GAAP to non-GAAP financial measures, see the Appendix.

# Revenue Trends by End Market

## Cloud

In billions



Revenue

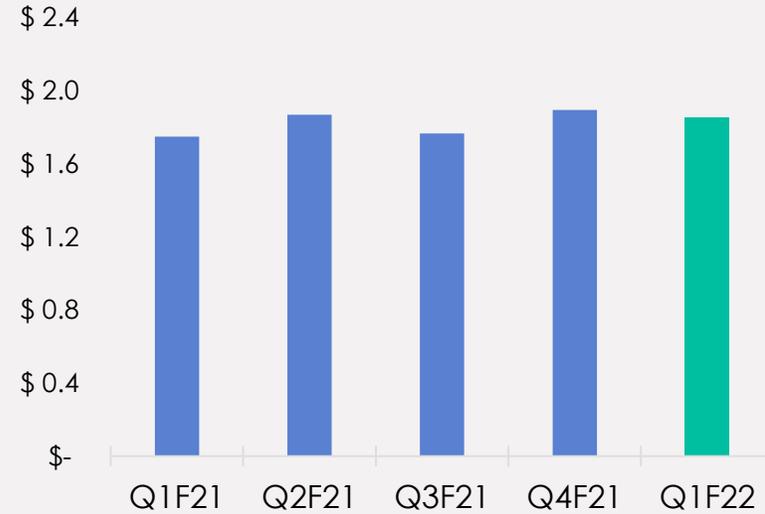
**\$2.2** billion

Increased 12% QoQ

Increased 72% YoY

## Client

In billions



Revenue

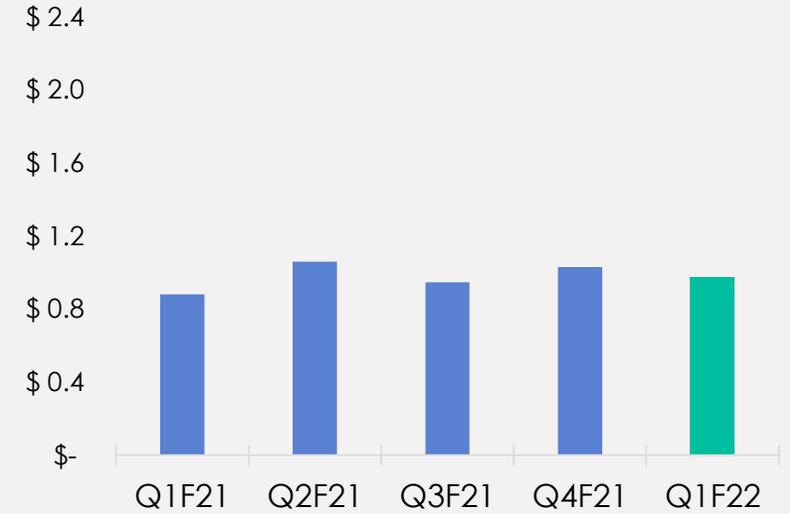
**\$1.9** billion

Decreased 2% QoQ

Increased 6% YoY

## Consumer

In billions



Revenue

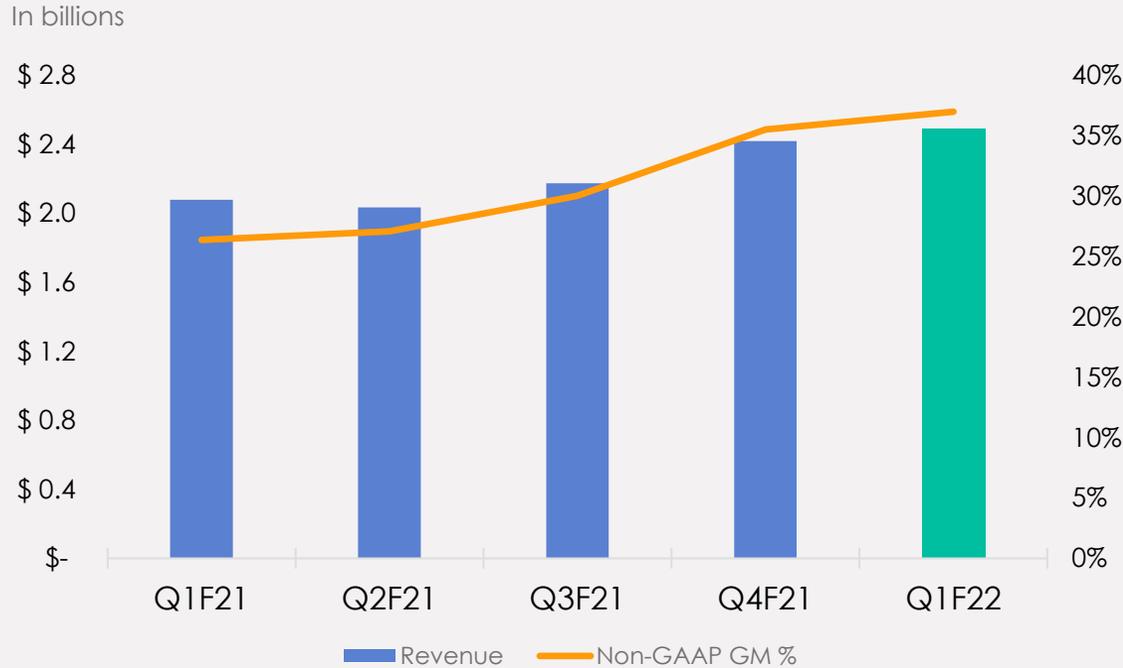
**\$973** million

Decreased 6% QoQ

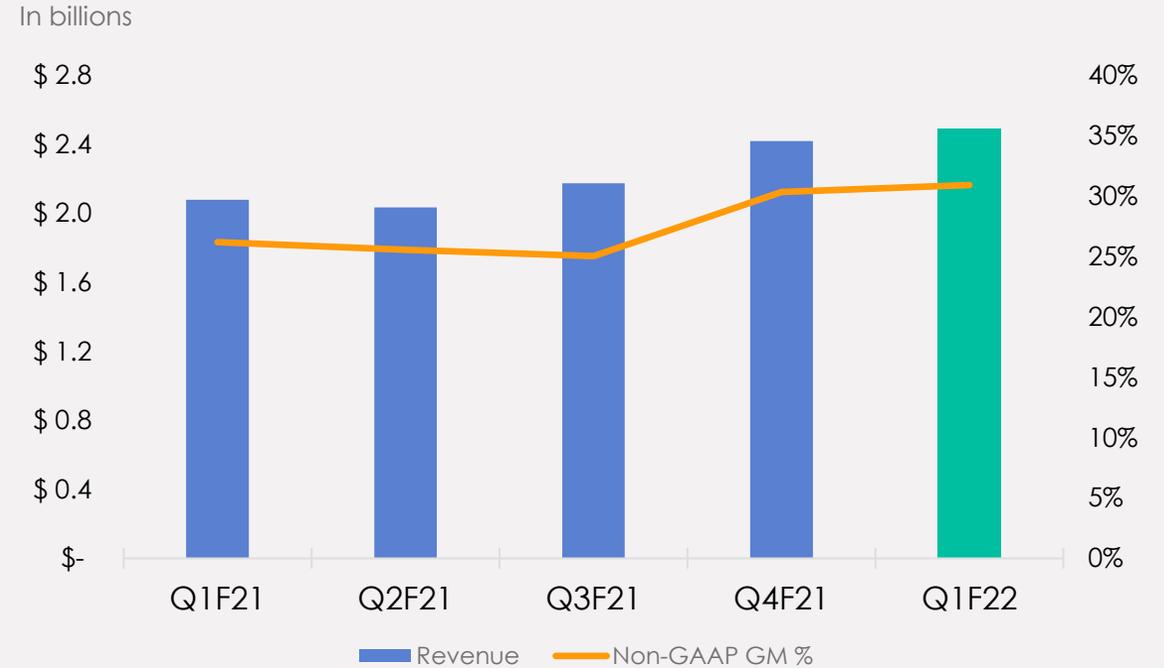
Increased 10% YoY

# Flash and Hard Drive Metrics

## Flash Revenue and Gross Margin



## Hard Drive Revenue and Gross Margin



### Flash

#### Q1F22 Results

- Bit shipments: increased 8% QoQ
- ASP/Gigabyte:
  - Blended: declined 3% QoQ
  - Like-for-like: flat QoQ

### Hard Drive

#### Q1F22 Results

- Exabyte shipments: increased 4% QoQ
- ASP per drive: \$102
- COVID impact: \$51 million

For reconciling information related to our operating segment results, see the Appendix.

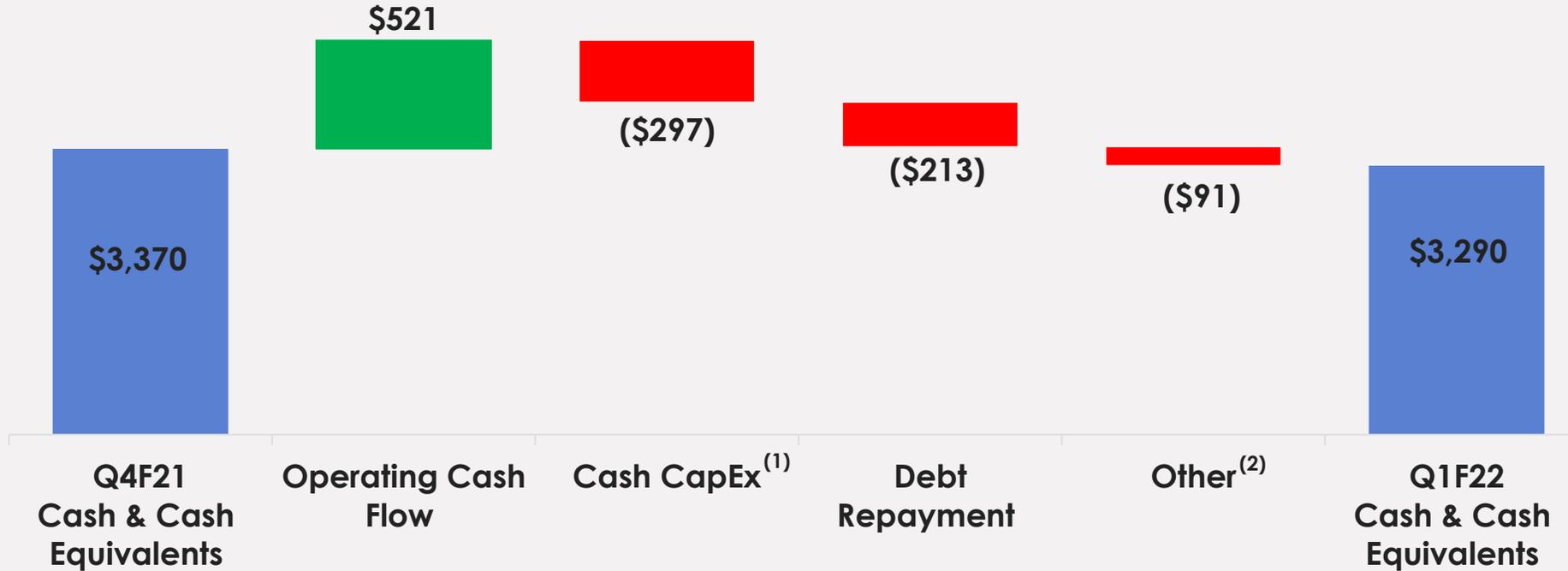
# Non-GAAP Financial Results

	Q1F21	Q4F21	Q1F22	QoQ	YoY
<b>Revenue (\$M)</b>	\$ 3,922	\$ 4,920	\$ 5,051	\$ 131	\$ 1,129
<b>Gross Margin %</b>	26.3%	32.9%	33.9%	1.0 ppt	7.6 ppt
<b>Operating Expenses (\$M)</b>	\$ 708	\$ 790	\$ 761	(\$ 29)	\$ 53
<b>Operating Income (\$M)</b>	\$ 323	\$ 828	\$ 952	\$ 124	\$ 629
<b>Interest and Other Expense, net (\$M)</b>	\$ 68	\$ 79	\$ 68	(\$ 11)	\$ -
<b>EPS - Diluted</b>	\$ 0.65	\$ 2.16	\$ 2.49	\$ 0.33	\$ 1.84
<b>Operating Cash Flow (\$M)</b>	\$ 363	\$ 994	\$ 521	(\$ 473)	\$ 158
<b>Free Cash Flow (\$M)</b>	\$ 196	\$ 792	\$ 224	(\$ 568)	\$ 28

For reconciliations of GAAP to non-GAAP financial measures, see the Appendix.

# Cash Flow Walk

In millions



- Quarterly debt repayment of \$213 million, including optional payment of \$150 million
- Strong liquidity position of \$5.54 billion, including \$2.25 billion undrawn revolver

1. Cash CapEx includes purchases of property, plant and equipment, net, and the activity related to Flash Ventures, net.

2. Other primarily consists of employee stock plans, net and strategic investments and other, net.

# Fiscal Second Quarter Guidance<sup>(1)</sup>

	GAAP <sup>(2)</sup>	NON-GAAP <sup>(2)</sup>
<b>Revenue (\$B)</b>	\$ 4.70 - \$ 4.90	\$ 4.70 - \$ 4.90
<b>Gross Margin %</b>	31.0% - 33.0%	32.0% - 34.0%
<b>Operating Expenses (\$M)</b>	\$ 870 - \$ 890	\$ 760 - \$ 780
<b>Interest and Other Expense, net (\$M)</b>	~ \$ 80	~ \$ 70
<b>Tax Rate %</b>	N/A	~11% <sup>(3)</sup>
<b>EPS – Diluted</b>	N/A	\$ 1.95 - \$ 2.25
<b>Share Count - Diluted (in millions)</b>	~ 316	~ 316

1. Guidance as shown is as of October 28, 2021.

2. Non-GAAP gross margin guidance excludes amortization of acquired intangible assets and stock-based compensation expense, totaling approximately \$30 million to \$50 million. The company's non-GAAP operating expenses guidance excludes amortization of acquired intangible assets; stock-based compensation expense; and employee termination, asset impairment and other charges, totaling approximately \$100 million to \$120 million. The company's non-GAAP interest and other expense guidance excludes approximately \$10 million of convertible debt activity. In the aggregate, non-GAAP diluted earnings per share guidance excludes these items totaling \$140 million to \$180 million. The timing and amount of these charges excluded from non-GAAP gross margin, non-GAAP operating expenses, non-GAAP interest and other expense, net and non-GAAP diluted earnings per share cannot be further allocated or quantified with certainty. Additionally, the timing and amount of additional charges the company excludes from its non-GAAP tax rate and non-GAAP diluted earnings per share are dependent on the timing and determination of certain actions and cannot be reasonably predicted. Accordingly, full reconciliations of non-GAAP gross margin, non-GAAP operating expenses, non-GAAP interest and other expense, non-GAAP tax rate and non-GAAP diluted earnings per share to the most directly comparable GAAP financial measures (gross margin, operating expenses, interest and other expense, tax rate and diluted earnings per share, respectively) are not available without unreasonable effort.

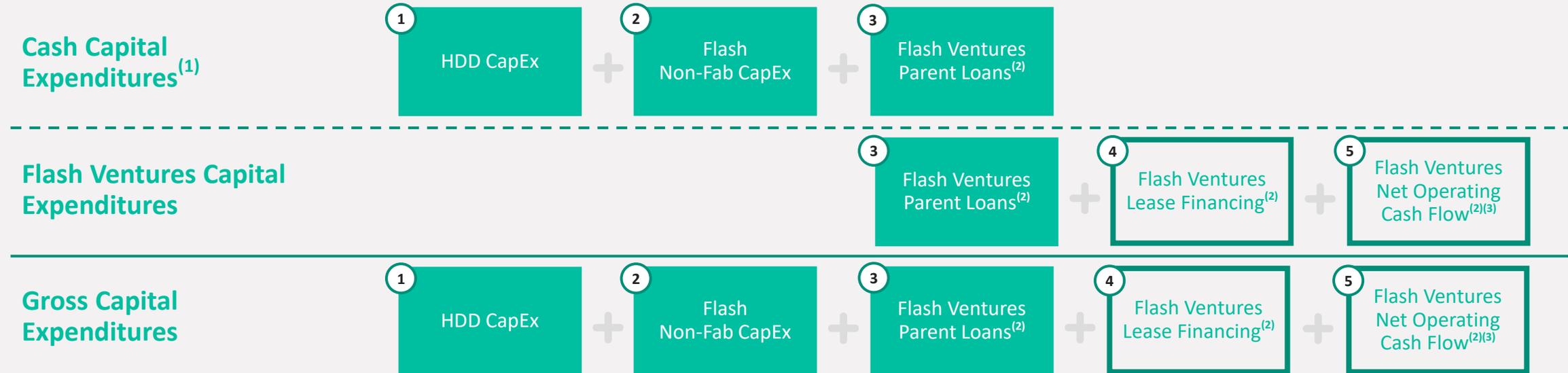
3. The non-GAAP tax rate is provided based on a percentage of non-GAAP pre-tax income. Due to differences in the tax treatment of items excluded from our non-GAAP net income and because our tax rate is based on an estimated forecasted annual GAAP tax rate, our estimated non-GAAP tax rate may differ from our GAAP tax rate and from our actual tax rates.

# Joint Venture Operational Framework

For more information on Flash Ventures, please visit [investor.wdc.com](http://investor.wdc.com) for a recently published Flash Ventures presentation.

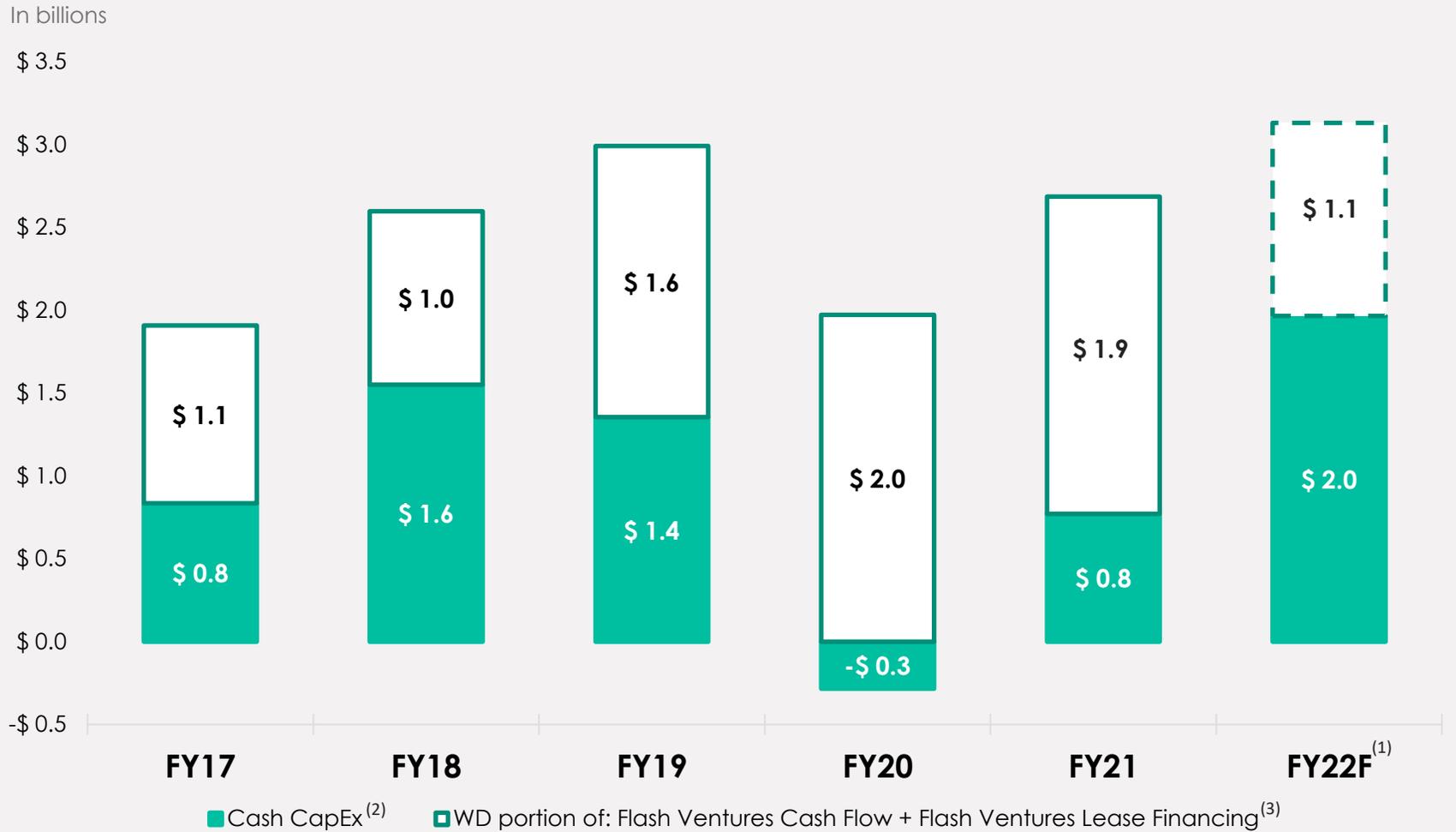
Western Digital	Flash Ventures 49.9% Owned by Western Digital 50.1% Owned by Kioxia	KIOXIA
<b>Co-develops flash</b> (including process technology and memory design) with Kioxia and contributes IP for Flash Ventures' use	<b>Owns and leases equipment</b> for flash wafer production and R&D line	<b>Co-develops flash</b> (including process technology and memory design) with Western Digital and contributes IP for Flash Ventures' use
<b>Performs integral manufacturing and R&amp;D</b> functions at Flash Ventures' manufacturing sites	<b>Purchases wafers from Kioxia</b> at cost under foundry agreements	<b>Performs integral manufacturing and R&amp;D</b> functions at Flash Ventures' manufacturing sites
<b>Purchases Flash Ventures' wafers</b> at cost plus a small markup	<b>Sells wafers to Western Digital and Kioxia</b> at cost plus a small markup	<b>Purchases Flash Ventures' wafers</b> at cost plus a small markup
<b>Pays Flash Ventures' expenses</b> (including equipment depreciation and lease expense)	<b>Charges expenses to Western Digital and Kioxia</b> (including equipment depreciation and lease expense)	<b>Pays Flash Ventures' expenses</b> (including equipment depreciation and lease expense)
<b>Funds Flash Ventures' equipment purchases</b> (via loans, equity and lease guarantees) in excess of Flash Ventures' operating cash flow	<b>Borrows from Western Digital and Kioxia</b> for a portion of their equipment purchases	<b>Funds Flash Ventures' equipment purchases</b> (via loans, equity, and lease guarantees) in excess of Flash Ventures' operating cash flow
	<b>Repays loans for equipment purchases</b> using excess operating cash flow	<b>Owns and operates</b> cleanrooms
		<b>Provides wafer manufacturing</b> services to Flash Ventures at cost

# Capital Expenditure Framework



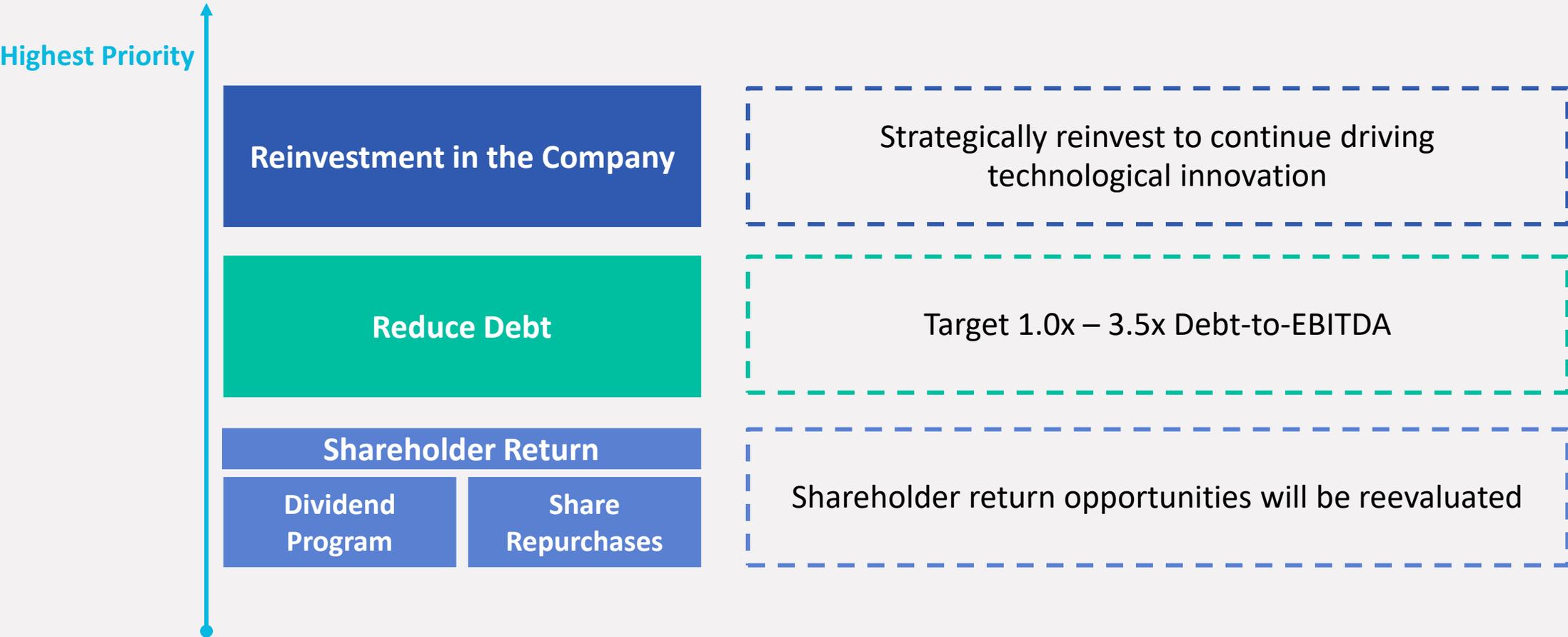
1. Cash Capital Expenditures includes purchases of property, plant and equipment, net, and notes receivable issuances to Flash Ventures, net.  
 2. Flash Ventures Parent Loans, Flash Ventures Lease Financing, and Flash Ventures Net Operating Cash Flow are comprised only of Western Digital's portions.  
 3. Flash Ventures Net Operating Cash Flow is primarily generated from equipment depreciation payments.

# Gross Capital Expenditure Trends



1. FY22F: Gross Capital Expenditures of ~\$3.1 billion, of which Cash Capital Expenditures = ~\$2.0 billion.  
 2. Cash Capital Expenditures includes purchases of property, plant and equipment, net, and the activity related to Flash Ventures, net.  
 3. Flash Ventures Net Operating Cash Flow and Flash Ventures Lease Financing are comprised only of Western Digital's portions.

# Capital Allocation Priorities



# Upcoming Events

NOVEMBER  
**30**

**Wells Fargo  
Global TMT  
Conference**

DECEMBER  
**1**

**Nasdaq  
London  
Conference**

DECEMBER  
**6**

**UBS Global  
TMT  
Conference**

DECEMBER  
**7**

**Barclays TMT  
Conference**

Events and participation are subject to change. Please visit our website at [investor.wdc.com](http://investor.wdc.com) for the latest information.

# Appendix



# Quarterly Fact Sheet

In millions, except Average Selling Price (ASP), percentages, and working capital related metrics	Q1F21	Q2F21	Q3F21	Q4F21	Q1F22
<b>Revenue by End Market(1)</b>					
Client	\$ 1,750	\$ 1,869	\$ 1,767	\$ 1,895	\$ 1,853
Cloud	1,291	1,014	1,423	1,995	2,225
Consumer	881	1,060	947	1,030	973
<b>Total Revenue</b>	<b>\$ 3,922</b>	<b>\$ 3,943</b>	<b>\$ 4,137</b>	<b>\$ 4,920</b>	<b>\$ 5,051</b>
<b>Segment Results</b>					
HDD Revenue	\$ 1,844	\$ 1,909	\$ 1,962	\$ 2,501	\$ 2,561
Flash Revenue	2,078	2,034	2,175	2,419	2,490
<b>Total Revenue</b>	<b>\$ 3,922</b>	<b>\$ 3,943</b>	<b>\$ 4,137</b>	<b>\$ 4,920</b>	<b>\$ 5,051</b>
HDD Gross Margin <sup>(2)</sup>	26.2%	25.6%	25.0%	30.3%	30.9%
Flash Gross Margin <sup>(2)</sup>	26.4%	27.1%	30.0%	35.5%	37.0%
Total Non-GAAP Gross Margin <sup>(2)</sup>	26.3%	26.4%	27.7%	32.9%	33.9%
<b>Exabyte Metrics</b>					
QoQ Change in HDD Exabytes Sold <sup>(3)</sup>	(7%)	2%	7%	34%	4%
QoQ Change in Flash Exabytes Sold <sup>(3)</sup>	1%	7%	8%	4%	8%
QoQ Change in Total Exabytes Sold <sup>(3)</sup>	(6%)	3%	7%	30%	4%
<b>Flash Metrics</b>					
QoQ Change in ASP/Gigabytes <sup>(3)</sup>	(9%)	(9%)	(2%)	7%	(3%)
<b>HDD Metrics</b>					
Client Units	9.9	11.2	9.4	9.3	7.8
Cloud Units	7.9	8.2	8.6	11.0	11.4
Consumer Units	5.2	6.2	5.2	5.0	4.9
<b>Total HDD Units<sup>(4)</sup></b>	<b>23.0</b>	<b>25.7</b>	<b>23.2</b>	<b>25.4</b>	<b>24.1</b>
HDD ASP <sup>(5)</sup>	\$ 79	\$ 73	\$ 82	\$ 97	\$ 102
<b>Cash and Cash Equivalents</b>	<b>\$ 2,995</b>	<b>\$ 2,956</b>	<b>\$ 2,734</b>	<b>\$ 3,370</b>	<b>\$ 3,290</b>
<b>Cash Flows</b>					
Cash Flows provided by Operating Activities	\$ 363	\$ 425	\$ 116	\$ 994	\$ 521
Purchases of Property, Plant and Equipment, net	(330)	(207)	(162)	(304)	(245)
Activity Related to Flash Ventures, net	163	(69)	35	102	(52)
<b>Free Cash Flow<sup>(6)</sup></b>	<b>\$ 196</b>	<b>\$ 149</b>	<b>(\$ 11)</b>	<b>\$ 792</b>	<b>\$ 224</b>
<b>Working Capital Related</b>					
Days Sales Outstanding	49	42	42	42	44
Days Inventory Outstanding	101	109	110	98	95
Days Payables Outstanding	(71)	(71)	(66)	(63)	(61)
<b>Cash Conversion Cycle</b>	<b>79</b>	<b>80</b>	<b>86</b>	<b>77</b>	<b>78</b>

# Quarterly Fact Sheet

## FOOTNOTES

### FORMULAS

**Days Sales Outstanding (DSO)** = Accounts Receivable / (Revenue / # of days in quarter)

**Days Inventory Outstanding (DIO)** = Inventories / (Cost of Revenue / # of days in quarter)

**Days Payables Outstanding (DPO)** = Accounts Payable (including Accounts Payable to Related Parties) / (Cost of Revenue / # of days in quarter)

**Cash Conversion Cycle** = DSO + DIO – DPO

### FOOTNOTES

1. Cloud is primarily comprised of products sold for public or private cloud environments. Client is primarily comprised of products sold directly to OEMs or via distribution. Consumer is primarily comprised of retail and other end-user products.
2. Refer to the GAAP to non-GAAP reconciliation and supplemental operating segment slides within the Appendix for further details.
3. Excludes licensing, royalties, and non-memory products.
4. HDD Unit volume excludes data storage systems and media.
5. HDD ASP is calculated by dividing HDD revenue by HDD units. Data storage systems are excluded from this calculation, as data storage systems ASP is measured on a per system basis rather than a per drive basis.
6. Free cash flow is defined as cash flows provided by operating activities less purchases of property, plant and equipment, net of proceeds from sales of property, plant and equipment, and the activity related to Flash Ventures, net. The company considers free cash flow generated in any period to be a useful indicator of cash that is available for strategic opportunities including, among others, investing in the company's business, making strategic acquisitions, repaying debt and strengthening the balance sheet.

# Debt Tranches and Interest Rates

Debt	Base Rate	Maturity	Principal Balance Outstanding as of Q1F22 (in millions)	Applicable Rates <sup>(1)</sup>
Revolver drawn <sup>(2)(3)</sup>	L+150	February 27, 2023	\$ 0	1.582%
Term Loan A-1 <sup>(4)</sup>	L+150	February 27, 2023	4,269	2.761% <sup>(4)</sup>
Term Loan B-4 <sup>(4)(5)</sup>	L+175	April 29, 2023	943	1.832%
Convertible Debt Due 2024 <sup>(6)</sup>	1.500%	February 1, 2024	1,100	1.500%
Sr. Unsecured Notes Due 2026 <sup>(7)</sup>	4.750%	February 15, 2026	<u>2,300</u>	4.750%
<b>Total</b>			<b>\$ 8,612</b>	<b>3.029%<sup>(8)</sup></b>

- All-in applicable rates as of October 1, 2021. Applicable spread for Term Loan A-1 and Revolver over LIBOR based on credit ratings as of October 1, 2021.
- Revolver capacity: \$2.25 billion, none of which was drawn as of October 1, 2021.
- Term Loan A-1, Term Loan B-4, and Revolver have a LIBOR floor of 0bps.
- Reflects impact of the interest rate swaps that effectively fix LIBOR on \$2 billion of floating-rate debt at 2.60% through February 2023.
- The remaining principal balance of \$943 million on the Term Loan B-4 was paid in full on October 22, 2021.
- Initial conversion price of \$121.91 per share. Notes became callable on February 5, 2021.
- Notes are callable beginning November 15, 2025.
- Weighted average interest rate, including impact of interest rate swaps, based on principal balances outstanding as of October 1, 2021.

# Credit Agreement Defined Leverage Ratio

In millions; unaudited; trailing 12 months	Q1F21	Q2F21	Q3F21	Q4F21	Q1F22
<b>Net Income (Loss)</b>	<b>(\$ 34)</b>	<b>\$ 167</b>	<b>\$ 347</b>	<b>\$ 821</b>	<b>\$ 1,491</b>
Income tax expense	222	146	169	106	143
Interest and other expense, net	346	329	290	293	294
Depreciation and amortization	1,534	1,471	1,338	1,212	1,088
<b>EBITDA<sup>(1)</sup></b>	<b>\$ 2,068</b>	<b>\$ 2,113</b>	<b>\$ 2,144</b>	<b>\$ 2,432</b>	<b>\$ 3,016</b>
Stock-based compensation expense	\$ 307	\$ 310	\$ 315	\$ 318	\$ 318
Employee termination, asset impairment and other charges	47	40	(36)	(47)	(52)
Charges related to a power outage incident and related recovery	(30)	(75)	(75)	(75)	(45)
Other	0	3	2	3	6
<b>Adjusted EBITDA<sup>(2)(3)</sup></b>	<b>\$ 2,396</b>	<b>\$ 2,391</b>	<b>\$ 2,350</b>	<b>\$ 2,632</b>	<b>\$ 3,243</b>
<b>Total Debt<sup>(4)</sup></b>	<b>\$ 9,498</b>	<b>\$ 9,250</b>	<b>\$ 9,037</b>	<b>\$ 8,825</b>	<b>\$ 8,612</b>
<b>Debt to Adjusted EBITDA</b>	<b>4.0X</b>	<b>3.9X</b>	<b>3.8X</b>	<b>3.4X</b>	<b>2.7X</b>
Flash Ventures equipment depreciation expenses	\$ 980	\$ 1,006	\$ 1,039	\$ 1,035	\$ 1,017
Other Credit Agreement Adjustments <sup>(5)</sup>	78	64	62	(50)	(58)
<b>Credit Agreement Defined Adjusted EBITDA<sup>(6)</sup></b>	<b>\$ 3,454</b>	<b>\$ 3,461</b>	<b>\$ 3,451</b>	<b>\$ 3,617</b>	<b>\$ 4,202</b>
<b>Total Debt<sup>(4)</sup></b>	<b>\$ 9,498</b>	<b>\$ 9,250</b>	<b>\$ 9,037</b>	<b>\$ 8,825</b>	<b>\$ 8,612</b>
<b>Credit Agreement Defined Leverage Ratio<sup>(7)</sup></b>	<b>2.7X</b>	<b>2.7X</b>	<b>2.6X</b>	<b>2.4X</b>	<b>2.0X</b>

- EBITDA is defined as net income (loss) before income tax expense, interest and other expense, net, and depreciation and amortization.
- Adjusted EBITDA is defined as EBITDA (as defined above), adjusted to exclude certain expenses, gains and losses that the company believes are not indicative of its core operating results or because these exclusions are consistent with the financial models and estimates published by many analysts who follow the company and its peers. See the GAAP to non-GAAP reconciliation slides within the Appendix for further details.
- Adjusted EBITDA is not intended to reflect measures used under the company's debt agreements.
- Total Debt is the total principal balance of debt outstanding as of the end of the applicable trailing 12-month period.
- Other Credit Agreement Adjustments include other income and expenses, special charges and expected future cost savings from cost reduction initiatives as provided under the company's credit agreement applicable to Term Loan A-1 and Revolver.
- Credit Agreement Defined Adjusted EBITDA is used to measure financial covenant compliance under the company's credit agreement applicable to Term Loan A-1 and Revolver.
- Credit Agreement Defined Leverage Ratio is calculated as Total Debt divided by Credit Agreement Defined Adjusted EBITDA and is the Leverage Ratio as defined in the company's credit agreement for purposes of one of the financial covenants applicable to Term Loan A-1 and Revolver.

# Net Income to Adjusted EBITDA Reconciliation

In millions; unaudited	Q1F21	Q2F21	Q3F21	Q4F21	Q1F22
<b>Net Income (Loss)</b>	<b>(\$ 60)</b>	<b>\$ 62</b>	<b>\$ 197</b>	<b>\$ 622</b>	<b>\$ 610</b>
Income Tax Expense	57	23	52	(26)	94
Interest And Other Expense, Net	73	73	68	79	74
Depreciation And Amortization	374	336	251	251	250
<b>EBITDA<sup>(1)</sup></b>	<b>\$ 444</b>	<b>\$ 494</b>	<b>\$ 568</b>	<b>\$ 926</b>	<b>\$ 1,028</b>
Stock-based Compensation Expense	\$ 76	\$ 80	\$ 83	\$ 79	\$ 76
Employee Termination, Asset Impairment And Other Charges	23	2	(68)	(4)	18
Charges related to a power outage incident and related recovery	(30)	(45)	0	0	0
Other	0	0	2	2	2
<b>Adjusted EBITDA<sup>(2)(3)</sup></b>	<b>\$ 513</b>	<b>\$ 531</b>	<b>\$ 585</b>	<b>\$ 1,003</b>	<b>\$ 1,124</b>
Flash Ventures Equipment Depreciation Expenses	\$ 262	\$ 267	\$ 271	\$ 235	\$ 244

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- Adjusted EBITDA is not intended to reflect measures used under the company's debt agreements.

# GAAP to Non-GAAP Reconciliation

In millions; unaudited	Q1F21	Q4F21	Q1F22
<b>GAAP Gross Profit</b>	<b>\$ 904</b>	<b>\$ 1,566</b>	<b>\$ 1,665</b>
Amortization of acquired intangible assets	145	38	39
Stock-based compensation expense	12	14	9
Charges related to a power outage incident and related recovery	(30)	-	-
<b>Non-GAAP Gross Profit</b>	<b>\$ 1,031</b>	<b>\$ 1,618</b>	<b>\$ 1,713</b>
<b>GAAP Operating Expenses</b>	<b>\$ 834</b>	<b>\$ 891</b>	<b>\$ 887</b>
Amortization of acquired intangible assets	(39)	(38)	(39)
Stock-based compensation expense	(64)	(65)	(67)
Employee termination, asset impairment and other charges	(23)	4	(18)
Other	-	(2)	(2)
<b>Non-GAAP Operating Expenses</b>	<b>\$ 708</b>	<b>\$ 790</b>	<b>\$ 761</b>
<b>GAAP Operating Income</b>	<b>\$ 70</b>	<b>\$ 675</b>	<b>\$ 778</b>
Gross profit adjustments	127	52	48
Convertible debt activity and other	126	101	126
<b>Non-GAAP Operating Income</b>	<b>\$ 323</b>	<b>\$ 828</b>	<b>\$ 952</b>
<b>GAAP Interest and Other Expense, Net</b>	<b>(\$ 73)</b>	<b>(\$ 79)</b>	<b>(\$ 74)</b>
Convertible debt activity and other	5	-	6
<b>Non-GAAP Interest and Other Expense, Net</b>	<b>(\$ 68)</b>	<b>(\$ 79)</b>	<b>(\$ 68)</b>

# GAAP to Non-GAAP Reconciliation

In millions, except per share amounts; unaudited	Q1F21	Q4F21	Q1F22
<b>GAAP Net Income (Loss)</b>	<b>(\$ 60)</b>	<b>\$ 622</b>	<b>\$ 610</b>
Amortization of acquired intangible assets	184	76	78
Stock-based compensation expense	76	79	76
Employee termination, asset impairment and other charges	23	(4)	18
Charges related to a power outage incident and related recovery	(30)	-	-
Convertible debt activity and other	5	2	8
Income tax adjustments	(2)	(95)	(3)
<b>Non-GAAP Net Income</b>	<b>\$ 196</b>	<b>\$ 680</b>	<b>\$ 787</b>
<b>Diluted Income Per Common Share</b>			
GAAP	(\$ 0.20)	\$ 1.97	\$ 1.93
Non-GAAP	\$ 0.65	\$ 2.16	\$ 2.49
<b>Diluted Weighted Average Shares Outstanding</b>			
GAAP	303	315	316
Non-GAAP	303	315	316

# Supplemental Operating Segment Results

In millions, except percentages; unaudited	Q1F21	Q2F21	Q3F21	Q4F21	Q1F22
<b>Net Revenue</b>					
HDD	\$ 1,844	\$ 1,909	\$ 1,962	\$ 2,501	\$ 2,561
Flash	<u>2,078</u>	<u>2,034</u>	<u>2,175</u>	<u>2,419</u>	<u>2,490</u>
<b>Total Net Revenue</b>	<b>\$ 3,922</b>	<b>\$ 3,943</b>	<b>\$ 4,137</b>	<b>\$ 4,920</b>	<b>\$ 5,051</b>
<b>Gross Profit By Segment</b>					
HDD	\$ 483	\$ 488	\$ 491	\$ 759	\$ 792
Flash	<u>548</u>	<u>551</u>	<u>653</u>	<u>859</u>	<u>921</u>
<b>Total Gross Profit by Segment</b>	<b>\$ 1,031</b>	<b>\$ 1,039</b>	<b>\$ 1,144</b>	<b>\$ 1,618</b>	<b>\$ 1,713</b>
Unallocated corporate items:					
Amortization of acquired intangible assets	145	109	39	38	39
Stock-based compensation expense	12	15	14	14	9
Charges related to a power outage incident and related recovery	<u>(30)</u>	<u>(45)</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total unallocated corporate items	<u>(127)</u>	<u>(79)</u>	<u>(53)</u>	<u>(52)</u>	<u>(48)</u>
<b>Consolidated Gross Profit</b>	<b>\$ 904</b>	<b>\$ 960</b>	<b>\$ 1,091</b>	<b>\$ 1,566</b>	<b>\$ 1,665</b>
<b>Gross Margin</b>					
HDD <sup>(1)</sup>	26.2%	25.6%	25.0%	30.3%	30.9%
Flash <sup>(2)</sup>	26.4%	27.1%	30.0%	35.5%	37.0%
Total gross margin by segment <sup>(3)</sup>	26.3%	26.4%	27.7%	32.9%	33.9%
Consolidated total <sup>(4)</sup>	23.0%	24.3%	26.4%	31.8%	33.0%

- HDD gross margin is calculated by dividing HDD gross profit by HDD revenue.
- Flash gross margin is calculated by dividing Flash gross profit by Flash revenue.
- Total gross margin by segment is calculated by dividing total gross profit by segment by total revenue.
- Consolidated total gross margin is calculated by dividing consolidated gross profit by total revenue.

Note: In the table above, total gross profit by segment and total gross margin by segment are non-GAAP financial measures, which are also referred to herein as Non-GAAP gross profit and Non-GAAP gross margin, respectively.

# GAAP to Non-GAAP Reconciliation

## FOOTNOTES

This presentation contains the following financial measures that are not in accordance with U.S. generally accepted accounting principles ("GAAP"): non-GAAP gross profit; non-GAAP gross margin; non-GAAP operating expenses; non-GAAP operating income; non-GAAP interest and other expense, net; non-GAAP net income; non-GAAP diluted income per common share; Adjusted EBITDA; Credit Agreement Defined Adjusted EBITDA; and free cash flow ("Non-GAAP measures"). These Non-GAAP measures are not in accordance with, or an alternative for, measures prepared in accordance with GAAP and may be different from Non-GAAP measures used by other companies. The company believes the presentation of these Non-GAAP measures, when shown in conjunction with the corresponding GAAP measures, provides useful information to investors for measuring the company's earnings performance and comparing it against prior periods. Specifically, the company believes these Non-GAAP measures provide useful information to both management and investors as they exclude certain expenses, gains and losses that the company believes are not indicative of its core operating results or because they are consistent with the financial models and estimates published by many analysts who follow the company and its peers. As discussed further below, these Non-GAAP measures exclude (as applicable) the amortization of acquired intangible assets, stock-based compensation expense, employee termination, asset impairment and other charges, charges related to a power outage incident and related recovery, convertible debt activity, other adjustments, and income tax adjustments, and the company believes these measures along with the related reconciliations to the GAAP measures provide additional detail and comparability for assessing the company's results. EBITDA and adjusted EBITDA are not intended to reflect measures used under the company's debt agreements. Credit Agreement Defined Adjusted EBITDA also is used to measure financial covenant compliance as defined under the company's credit agreement applicable to Term Loan A-1 and Revolver. These Non-GAAP measures are some of the primary indicators management uses for assessing the company's performance and planning and forecasting future periods. These measures should be considered in addition to results prepared in accordance with GAAP, but should not be considered a substitute for, or superior to, GAAP results. As described above, the company excludes the following items from its Non-GAAP measures:

**Amortization of acquired intangible assets.** The company incurs expenses from the amortization of acquired intangible assets over their economic lives. Such charges are significantly impacted by the timing and magnitude of the company's acquisitions and any related impairment charges.

**Stock-based compensation expense.** Because of the variety of equity awards used by companies, the varying methodologies for determining stock-based compensation expense, the subjective assumptions involved in those determinations, and the volatility in valuations that can be driven by market conditions outside the company's control, the company believes excluding stock-based compensation expense enhances the ability of management and investors to understand and assess the underlying performance of its business over time and compare it against the company's peers, a majority of whom also exclude stock-based compensation from their Non-GAAP results.

**Employee termination, asset impairment and other charges.** From time-to-time, in order to realign the company's operations with anticipated market demand or to achieve cost synergies from the integration of acquisitions, the company may terminate employees and/or restructure its operations. From time-to-time, the company may also incur charges from the impairment of intangible assets and other long-lived assets. In addition, the company may record credits related to gains upon sale of property due to restructuring or reversals of charges recorded in prior periods. These charges or credits are inconsistent in amount and frequency, and the company believes they are not indicative of the underlying performance of its business.

**Charges related to a power outage incident and related recovery.** In June 2019, an unexpected power outage incident occurred at the flash-based memory manufacturing facilities operated through the company's joint venture with Kioxia Corporation in Yokkaichi, Japan. The power outage incident resulted in costs associated with the repair of damaged tools and the write-off of damaged inventory and unabsorbed manufacturing overhead costs which are expensed as incurred. During fiscal year 2021, the company received recoveries of these losses from its insurance carriers. These charges and recoveries are inconsistent in amount and frequency, and the company believes these charges or recoveries are not part of the ongoing production operation of its business.

**Convertible debt activity.** The company excludes non-cash economic interest expense associated with its convertible notes. These charges do not reflect the company's operating results, and the company believes they are not indicative of the underlying performance of its business.

**Other adjustments.** From time-to-time, the company incurs charges or gains that the company believes are not a part of the ongoing operation of its business. The resulting expense or benefit is inconsistent in amount and frequency.

**Income tax adjustments.** Income tax adjustments include the difference between income taxes based on a forecasted annual non-GAAP tax rate and a forecasted annual GAAP tax rate as a result of the timing of certain non-GAAP pre-tax adjustments. The income tax adjustments also include adjustments to estimates related to the current status of the rules and regulations governing the transition to the Tax Cuts and Jobs Act. These adjustments are excluded because the company believes that they are not indicative of the underlying performance of its ongoing business.

Additionally, free cash flow is defined as cash flows provided by operating activities less purchases of property, plant and equipment, net of proceeds from sales of property, plant and equipment, and the activity related to Flash Ventures, net. The company considers free cash flow generated in any period to be a useful indicator of cash that is available for strategic opportunities including, among others, investing in the company's business, making strategic acquisitions, repaying debt and strengthening the balance sheet.

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