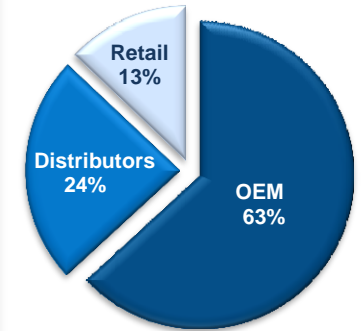
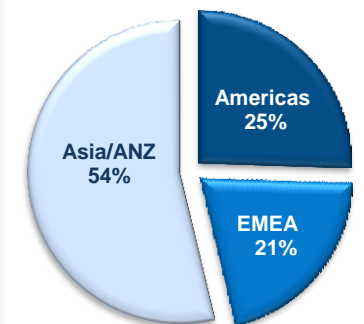


Amounts in millions, except per share amounts, ASP, percentages		Q1 FY11 ¹	Q2 FY11	Q3 FY11	Q4 FY11	Q1 FY12	Q2 FY12	Q3 FY12	Q4 FY12	Q1 FY13	Q2 FY13	Q3 FY13	Q4 FY13	Q1 FY14	Q2 FY14	Q3 FY14	Q4 FY14 ⁹	Q1 FY15 ¹¹ Low	Q1 FY15 ¹¹ High
TAM		164.0	167.5	159.5	165.8	176.3	119.1	146.4	156.7	139.1	135.8	135.9	133.3	140.2	142.2	138.1	138.0		
HDD Share		30.9%	31.2%	31.2%	32.5%	32.8%	23.9%	30.2%	45.3%	44.9%	43.6%	44.3%	44.9%	44.7%	44.4%	43.8%	45.7%		
Units (HDD) ²		50.7	52.2	49.8	53.8	57.8	28.5	44.2	71.0	62.5	59.2	60.2	59.9	62.6	63.1	60.4	63.1		
ASP (HDD)		\$46	\$47	\$45	\$44	\$46	\$69	\$68	\$65	\$62	\$62	\$61	\$60	\$58	\$60	\$58	\$56		
Revenue		\$2,396	\$2,475	\$2,252	\$2,403	\$2,694	\$1,995	\$3,035	\$4,754	\$4,035	\$3,824	\$3,764	\$3,728	\$3,804	\$3,972	\$3,703	\$3,651	\$3,800	\$3,900
Gross Profit ¹⁰		\$437	\$475	\$410	\$469	\$541	\$648	\$977	\$1,472	\$1,193	\$1,059	\$1,061	\$1,050	\$1,099	\$1,156	\$1,076	\$1,029		
Gross Margin ¹⁰		18.2%	19.2%	18.2%	19.5%	20.1%	32.5%	32.2%	31.0%	29.6%	27.7%	28.2%	28.2%	28.9%	29.1%	29.1%	28.2%		
R&D ¹⁰		\$167	\$169	\$179	\$188	\$193	\$191	\$265	\$406	\$396	\$378	\$396	\$402	\$401	\$416	\$418	\$426		
SG&A ¹⁰		59	66	63	77	71	85	122	178	179	162	185	180	132	226	201	202		
Other ¹⁰		-	-	10	32	18	210	48	80	26	41	63	689	24	36	38	49		
Total Operating Expenses ¹⁰		\$226	\$235	\$252	\$297	\$282	\$486	\$435	\$664	\$601	\$581	\$644	\$1,271	\$557	\$678	\$657	\$677	\$625	\$625
Operating Income (Loss)		\$211	\$240	\$158	\$172	\$259	\$162	\$542	\$808	\$592	\$478	\$417	\$(221)	\$542	\$478	\$419	\$352		
Net Income (Loss)		\$197	\$225	\$146	\$158	\$239	\$145	\$483	\$745	\$519	\$335	\$391	\$(265)	\$495	\$430	\$375	\$317		
EPS		\$0.84	\$0.96	\$0.62	\$0.67	\$1.01	\$0.61	\$1.96	\$2.87	\$2.06	\$1.36	\$1.60	\$(1.12)	\$2.05	\$1.77	\$1.55	\$1.32		
Diluted Shares Outstanding		234	235	236	237	237	237	246	260	252	246	245	236	242	243	242	241	241	241
Non-GAAP Results																			
Gross Profit ¹⁰		\$437	\$475	\$410	\$469	\$541	\$648	\$1,077	\$1,511	\$1,231	\$1,097	\$1,099	\$1,085	\$1,135	\$1,196	\$1,115	\$1,078		
Gross Margin ¹⁰		18.2%	19.2%	18.2%	19.5%	20.1%	32.5%	35.5%	31.8%	30.5%	28.7%	29.2%	29.1%	29.8%	30.1%	30.1%	29.5%	29.5%	29.5%
Net Income		\$197	\$225	\$156	\$193	\$260	\$358	\$619	\$872	\$594	\$513	\$514	\$477	\$514	\$532	\$470	\$445		
EPS ⁶		\$0.84	\$0.96	\$0.66	\$0.81	\$1.10	\$1.51	\$2.52	\$3.35	\$2.36	\$2.09	\$2.10	\$1.96	\$2.12	\$2.19	\$1.94	\$1.85	\$1.95	\$2.05
Revenue By Channel																			
OEM		50%	45%	47%	55%	53%	59%	64%	69%	63%	61%	60%	66%	64%	62%	62%	65%		
Distributors		32%	33%	33%	29%	29%	25%	28%	21%	24%	24%	26%	23%	24%	24%	25%	23%		
Retail		18%	22%	20%	16%	18%	16%	8%	10%	13%	15%	14%	11%	12%	14%	13%	12%		
Revenue by Geography																			
Americas		23%	22%	22%	20%	19%	22%	21%	27%	23%	27%	27%	28%	26%	25%	25%	24%		
EMEA		23%	25%	24%	20%	22%	21%	18%	18%	18%	23%	22%	19%	20%	23%	21%	20%		
Asia/ANZ		54%	53%	54%	60%	59%	57%	61%	55%	59%	50%	51%	53%	54%	52%	54%	56%		
Top 10 Customers Revenue																			
Enterprise SSD Revenue		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$11	\$54	\$70	\$89	\$92	\$104	\$106	\$155	\$134	\$113		
PC Units⁵																			
Notebook		16,582	17,385	16,227	16,867	19,622	9,814	18,067	32,773	25,887	21,300	21,547	23,989	22,912	22,662	21,814	22,899		
Desktop		20,918	20,411	20,118	22,348	21,588	11,391	15,975	21,211	16,819	17,717	18,383	16,185	17,307	16,825	16,635	16,182		
Non-PC Units																			
Consumer Electronics ⁴		5,239	4,709	4,765	6,459	7,188	2,352	3,643	4,155	8,019	6,452	6,517	6,544	8,474	8,794	8,573	10,906		
Branded		5,678	7,427	6,404	5,672	7,060	3,191	2,926	4,986	5,767	7,139	6,517	5,281	6,146	7,018	6,272	6,012		
Enterprise		2,319	2,284	2,318	2,463	2,369	1,724	3,616	7,913	5,988	6,633	7,211	7,897	7,771	7,783	7,129	7,098		
Total HDD		50,736	52,216	49,832	53,809	57,827	28,472	44,227	71,038	62,480	59,241	60,175	59,896	62,610	63,082	60,423	63,097		
Average GB Shipped																			
EB Shipped		512	581	578	608	634	578	581	668	708	804	805	797	811	874	888	875		
R4Q EB Shipped		26.0	30.3	28.8	32.7	36.7	16.5	25.7	47.4	44.3	47.6	48.4	47.7	50.8	55.1	53.6	55.2		
Average GB Shipped																			
R4Q EB Shipped		94.1	102.5	107.7	117.8	128.5	114.6	111.5	126.3	133.9	165.1	187.8	188.0	194.5	202.0	207.2	214.7		

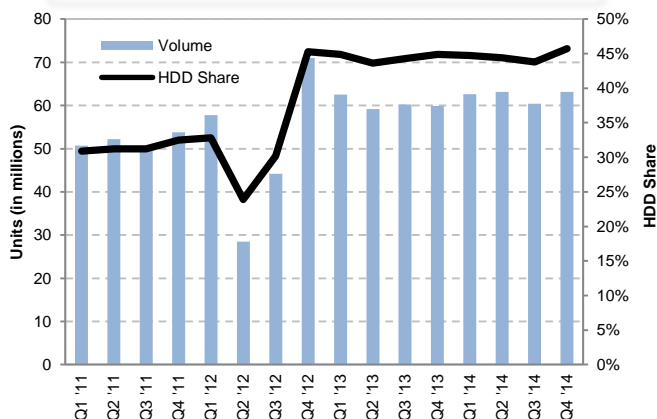
Revenue by Channel R4Q Ending Q4 FY14



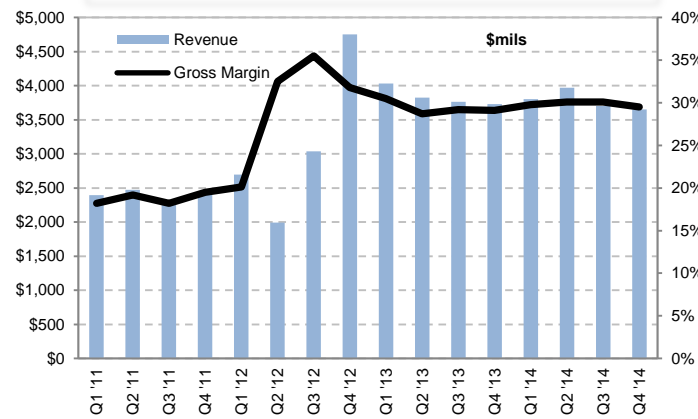
Revenue by Geography R4Q Ending Q4 FY14



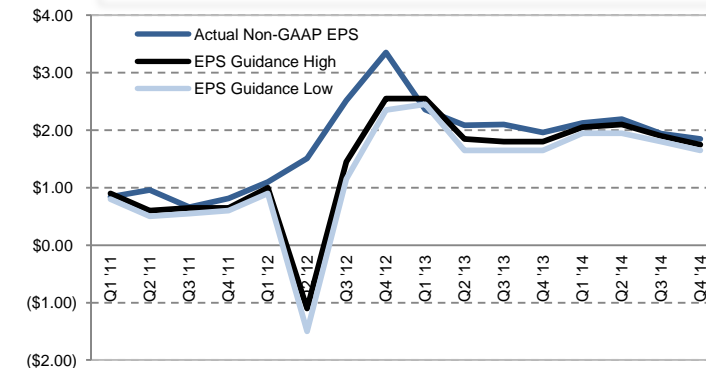
Volume and HDD Share²



Revenue and Non-GAAP Gross Margin¹⁰



Non-GAAP EPS Analysis



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

Balance sheet, cash flows, earnings, dividends and share repurchase amounts in millions	Q1 FY11	Q2 FY11	Q3 FY11	Q4 FY11	Q1 FY12	Q2 FY12	Q3 FY12	Q4 FY12	Q1 FY13	Q2 FY13	Q3 FY13	Q4 FY13	Q1 FY14	Q2 FY14	Q3 FY14	Q4 FY14
Cash and Cash Equivalents	\$2,858	\$3,110	\$3,230	\$3,490	\$3,675	\$3,924	\$3,377	\$3,208	\$3,537	\$3,816	\$4,060	\$4,309	\$4,869	\$4,655	\$4,569	\$4,804
Available-for-Sale (AFS) Securities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	470	499
Debt	(375)	(350)	(325)	(294)	(263)	(231)	(2,743)	(2,185)	(2,128)	(2,128)	(2,013)	(1,955)	(2,398)	(2,340)	(2,469)	(2,438)
Net Cash, Cash Equivalents & AFS Securities	\$2,483	\$2,760	\$2,905	\$3,196	\$3,412	\$3,693	\$634	\$1,023	\$1,409	\$1,688	\$2,047	\$2,354	\$2,471	\$2,315	\$2,570	\$2,865
Cash Flow From Operations	\$390	\$505	\$313	\$447	\$352	\$378	\$1,208	\$1,128	\$936	\$772	\$727	\$684	\$680	\$727	\$697	\$713
Free Cash Flow	\$190	\$255	\$138	\$294	\$218	\$258	\$1,069	\$804	\$554	\$526	\$539	\$548	\$544	\$557	\$536	\$552
Capital Expenditures	\$200	\$250	\$175	\$153	\$134	\$120	\$139	\$324	\$382	\$246	\$188	\$136	\$136	\$170	\$161	\$161
Depreciation and Amortization	\$150	\$151	\$151	\$150	\$158	\$140	\$188	\$339	\$313	\$309	\$309	\$302	\$312	\$317	\$307	\$308
EBITDA	\$361	\$391	\$309	\$322	\$417	\$302	\$730	\$1,147	\$905	\$787	\$726	\$81	\$854	\$795	\$726	\$660
Accounts Receivable, Net	\$1,325	\$1,250	\$1,171	\$1,206	\$1,356	\$747	\$2,377	\$2,364	\$1,951	\$1,732	\$1,700	\$1,793	\$1,791	\$1,959	\$1,802	\$1,989
Inventory	\$155	\$141	\$151	\$172	\$170	\$191	\$329	\$245	\$237	\$193	\$191	\$167	\$208	\$201	\$204	\$168
Raw Materials	266	274	260	263	275	185	667	552	559	581	583	575	579	581	519	493
Work in Process	140	153	163	142	200	90	286	413	508	430	423	446	457	511	554	565
Finished Goods	\$561	\$568	\$574	\$577	\$645	\$466	\$1,282	\$1,210	\$1,304	\$1,204	\$1,197	\$1,188	\$1,244	\$1,293	\$1,277	\$1,226
Total Inventory	\$2,245	\$2,277	\$2,249	\$2,224	\$2,209	\$2,091	\$4,171	\$4,067	\$4,027	\$3,938	\$3,803	\$3,700	\$3,638	\$3,509	\$3,406	\$3,293
Property, Plant and Equipment, Net	\$1,703	\$1,628	\$1,486	\$1,545	\$1,708	\$883	\$2,774	\$2,773	\$2,545	\$2,185	\$2,037	\$1,990	\$2,061	\$2,106	\$1,902	\$1,971
Accounts Payable	50	46	47	46	46	34	71	45	44	41	41	44	43	45	44	50
Days Sales Outstanding	26	26	28	27	27	31	57	34	42	40	40	40	42	42	44	42
Days Inventory Outstanding	79	74	73	73	72	60	123	77	82	72	69	67	69	68	65	68
Days Payables Outstanding	(3)	(2)	2	-	1	5	5	2	4	9	12	17	16	19	23	24
Cash Conversion Cycle	14	14	13	13	13	12	6	11	9	9	9	9	9	9	8	9
Inventory Turns	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$121	\$-	\$60	\$59	\$59	\$71	\$70
Dividends Paid	1.8	-	-	-	-	-	-	16.4	5.2	4.2	5.2	4.4	2.3	2.0	2.8	3.2
Shares Repurchased	\$50	\$-	\$-	\$-	\$-	\$-	\$-	\$604	\$218	\$146	\$243	\$235	\$150	\$150	\$244	\$272
Shares Repurchased	\$416	\$416	\$416	\$416	\$416	\$416	\$416	\$1,312	\$2,594	\$2,448	\$2,205	\$1,970	\$1,820	\$1,670	\$1,426	\$1,154
Remaining Amount Authorized	\$714	\$484	\$213	\$92	\$113	\$15	\$(83)	\$542	\$801	\$976	\$884	\$(59)	\$(176)	\$(109)	\$(158)	\$415
R4Q Economic Profit ⁸	26.4%	21.1%	15.6%	13.2%	13.6%	11.9%	14.8%	20.4%	21.3%	21.0%	20.0%	10.1%	9.7%	10.5%	10.2%	15.1%
R4Q ROIC ⁸	18.1%	14.6%	10.9%	9.2%	9.5%	8.5%	10.5%	14.3%	14.9%	14.7%	14.2%	7.0%	6.7%	7.2%	7.0%	10.6%
R4Q ROA ⁸	62,817	62,991	61,349	65,431	67,799	67,121	106,604	103,111	96,002	93,820	87,565	85,777	87,586	87,976	84,556	84,072
Worldwide Headcount ³																

Business Model (Non-GAAP)

Gross Margin*
27%-32%

Operating Expense*
10%-12%

Operating Income*
15%-22%

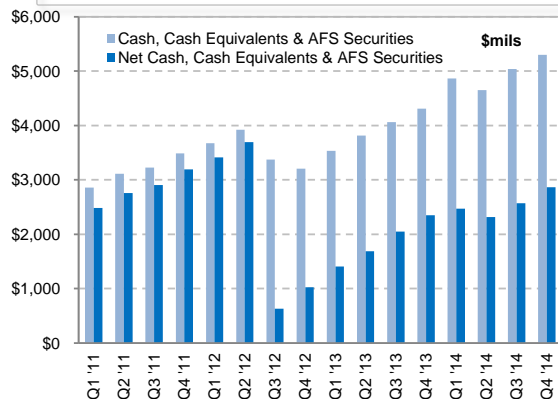
Tax
7%-10% of Income Before Tax

Capital Expenditures*
5%-7%

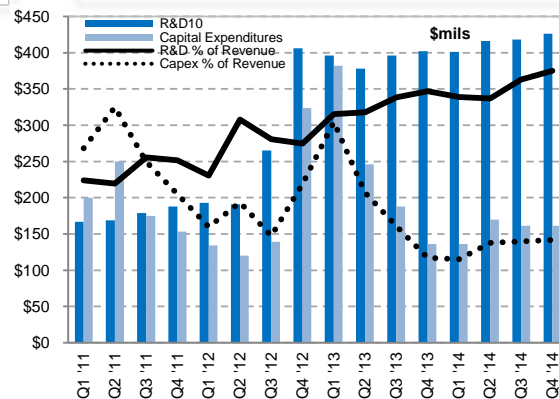
Conversion Cycle
4-8 Days

*Percent of Revenue

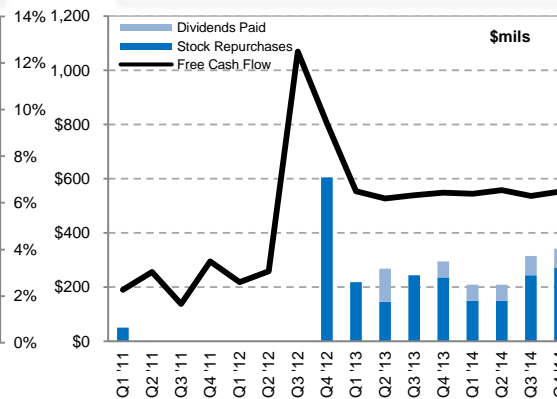
Gross vs. Net Cash, Cash Equivalents & AFS Securities



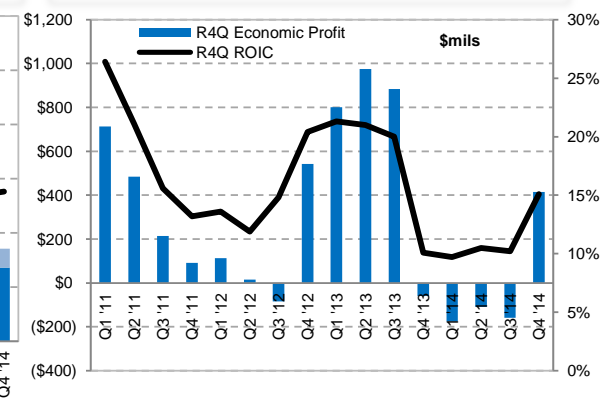
R&D¹⁰ and Capital Expenditures



Free Cash Flow



R4Q ROIC & R4Q Economic Profit⁸



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

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 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.

In millions, except gross margin and per share amounts	Q1 FY11	Q2 FY11	Q3 FY11	Q4 FY11	Q1 FY12	Q2 FY12	Q3 FY12	Q4 FY12	Q1 FY13	Q2 FY13	Q3 FY13	Q4 FY13	Q1 FY14	Q2 FY14	Q3 FY14	Q4 FY14
Reconciliation of Cash Flows from Operations to Free Cash Flow																
Cash Flows from Operations	\$390	\$505	\$313	\$447	\$352	\$378	\$1,208	\$1,128	\$936	\$772	\$727	\$684	\$680	\$727	\$697	\$713
Capital Expenditures	(200)	(250)	(175)	(153)	(134)	(120)	(139)	(324)	(382)	(246)	(188)	(136)	(136)	(170)	(161)	(161)
Free Cash Flow	\$190	\$255	\$138	\$294	\$218	\$258	\$1,069	\$804	\$554	\$526	\$539	\$548	\$544	\$557	\$536	\$552
Reconciliation of Net Income to EBITDA																
Net Income (Loss)	\$197	\$225	\$146	\$158	\$239	\$145	\$483	\$745	\$519	\$335	\$391	\$(265)	\$495	\$430	\$375	\$317
Interest	-	1	(1)	2	1	2	4	7	14	10	11	9	10	11	13	5
Income Tax Expense	14	14	13	12	19	15	55	56	59	133	15	35	37	37	31	30
Depreciation and Amortization	150	151	151	150	158	140	188	339	313	309	309	302	312	317	307	308
EBITDA	\$361	\$391	\$309	\$322	\$417	\$302	\$730	\$1,147	\$905	\$787	\$726	\$81	\$854	\$795	\$726	\$660
Reconciliation of Gross Margin to Non-GAAP Gross Margin & Gross Profit to Non-GAAP Gross Profit																
Gross Profit ¹⁰	\$437	\$475	\$410	\$469	\$541	\$648	\$977	\$1,472	\$1,193	\$1,059	\$1,061	\$1,050	\$1,099	\$1,156	\$1,076	\$1,029
Acquisition-Related Fair Value Adjustments	-	-	-	-	-	-	91	-	-	-	-	-	-	-	-	-
Restructuring and other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	10
Amortization of Intangibles	-	-	-	-	-	-	9	39	38	38	38	35	36	40	39	39
Non-GAAP Gross Profit ¹⁰	\$437	\$475	\$410	\$469	\$541	\$648	\$1,077	\$1,511	\$1,231	\$1,097	\$1,099	\$1,085	\$1,135	\$1,196	\$1,115	\$1,078
Revenue	\$2,396	\$2,475	\$2,252	\$2,403	\$2,694	\$1,995	\$3,035	\$4,754	\$4,035	\$3,824	\$3,764	\$3,728	\$3,804	\$3,972	\$3,703	\$3,651
Gross Margin ¹⁰	18.2%	19.2%	18.2%	19.5%	20.1%	32.5%	32.2%	31.0%	29.6%	27.7%	28.2%	28.2%	28.9%	29.1%	29.1%	28.2%
Non-GAAP Gross Margin ¹⁰	18.2%	19.2%	18.2%	19.5%	20.1%	32.5%	35.5%	31.8%	30.5%	28.7%	29.2%	29.1%	29.8%	30.1%	30.1%	29.5%
Reconciliation of Net Income (Loss) to Non-GAAP Net Income																
Net Income (Loss)	\$197	\$225	\$146	\$158	\$239	\$145	\$483	\$745	\$519	\$335	\$391	\$(265)	\$495	\$430	\$375	\$317
Acquisition-Related Expense	-	-	10	10	14	14	34	-	-	-	-	7	13	-	-	-
Litigation	-	-	-	25	7	-	-	-	-	-	-	681	13	25	13	13
Charges Related to Flooding, Net	-	-	-	-	-	199	15	-	-	-	-	-	-	-	-	-
Acquisition-Related Fair Value Adjustments	-	-	-	-	-	-	91	-	-	-	-	-	-	-	-	-
Amortization of Intangibles	-	-	-	-	-	-	12	51	49	49	49	46	47	51	50	47
Restructuring and other	-	-	-	-	-	-	-	80	26	41	74	8	11	26	28	68
Insurance Recovery	-	-	-	-	-	-	-	-	-	-	-	-	(65)	-	-	-
Write-off of debt issuance costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4	-
Tax Impact	-	-	-	-	-	-	(16)	(4)	-	88	-	-	-	-	-	-
Non-GAAP Net Income	\$197	\$225	\$156	\$193	\$260	\$358	\$619	\$872	\$594	\$513	\$514	\$477	\$514	\$532	\$470	\$445
EPS	\$0.84	\$0.96	\$0.62	\$0.67	\$1.01	\$0.61	\$1.96	\$2.87	\$2.06	\$1.36	\$1.60	\$(1.12)	\$2.05	\$1.77	\$1.55	\$1.32
Non-GAAP EPS	\$0.84	\$0.96	\$0.66	\$0.81	\$1.10	\$1.51	\$2.52	\$3.35	\$2.36	\$2.09	\$2.10	\$1.96	\$2.12	\$2.19	\$1.94	\$1.85
Diluted Shares Outstanding	234	235	236	237	237	237	246	260	252	246	245	236	242	243	242	241
Non-GAAP Diluted Shares Outstanding ⁶	234	235	236	237	237	237	246	260	252	246	245	243	242	243	242	241

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	Q1 FY10	Q2 FY10	Q3 FY10	Q4 FY10	Q1 FY11	Q2 FY11	Q3 FY11	Q4 FY11	Q1 FY12	Q2 FY12	Q3 FY12	Q4 FY12	Q1 FY13	Q2 FY13	Q3 FY13	Q4 FY13	Q1 FY14	Q2 FY14	Q3 FY14	Q4 FY14
Reconciliation of Operating Income (Loss) to R4Q Economic Profit																				
Operating Income (Loss)	\$319	\$473	\$441	\$293	\$211	\$240	\$158	\$172	\$259	\$162	\$542	\$808	\$592	\$478	\$417	\$(221)	\$542	\$478	\$419	\$352
Income Tax Provision	(29)	(42)	(40)	(27)	(14)	(14)	(13)	(12)	(19)	(15)	(55)	(56)	(59)	(133)	(15)	(35)	(37)	(37)	(31)	(30)
Net Operating Profit After Taxes	290	431	401	266	197	226	145	160	240	147	487	752	533	345	402	(256)	505	441	388	322
R4Q Net Operating Profit After Taxes		972	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
Invested Capital x WACC		(488)	(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)
R4Q Economic Profit		\$484	\$786	\$826	\$714	\$484	\$213	\$92	\$113	\$15	\$(83)	\$542	\$801	\$976	\$884	\$(59)	\$(176)	\$(109)	\$(158)	\$415

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
- WACC⁷ = 11%

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

R4Q ROA = R4Q Operating Income (Loss) / R4Q Average Total Assets

Footnotes

1. ASP, Revenue by Channel and Revenue by Geography exclude external sales of media/substrates.
2. Unit volume excludes WD TV Media Players without hard drives, WD Livewire, SSD and media.
3. Worldwide Headcount excludes temporary and contracted employees.
4. Consumer Electronics includes gaming.
5. PC includes shipments to distributors, second/third tier external HDD manufacturers, and white box manufacturers.
6. Q4 FY13 non-GAAP EPS is calculated using the same number of shares used for Q4 FY13 GAAP EPS plus 7 million dilutive shares. Dilutive shares are not included in the Q4 FY13 GAAP EPS calculation as Q4 FY13 resulted in a net loss.
7. WACC of 11% is an internal assumption.
8. Q2 FY12 includes charges related to the flooding. Q4 FY13 includes charges related to the arbitration award.
9. TAM is preliminary and based on internal information.
10. Certain FY14 prior quarter amounts have been reclassified from gross profit, R&D and SG&A to the other charges line within operating expenses to conform to the annual presentation of FY14 in Part II, Item 8, Note 18 in the Notes to Consolidated Financial Statements included in our Annual Report on Form 10-K.
11. Guidance is presented on a non-GAAP basis and excludes insurance proceeds related to the Thailand flooding and expenses related to the acquisition of HGST, VeloBit, sTec, and Virident, including amortization of intangibles. Because the full extent of these expenses and proceeds are not known at this time, we are unable to provide information about, or a reconciliation to, the most directly comparable GAAP financial measures. The impact of these excluded items may cause the estimated non-GAAP financial measures to differ materially.