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Amounts in millions, except exabytes, ASP, headcount, percentages, and working capital-related metrics		Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18
Revenue	Client Devices ¹	\$2,374	\$2,418	\$2,318	\$2,410	\$2,676
	Client Solutions ¹	976	1,076	1,003	1,013	1,136
	Data Center Devices & Solutions ¹	1,364	1,394	1,328	1,419	1,369
	Total Revenue	\$4,714	\$4,888	\$4,649	\$4,842	\$5,181
Exabytes Shipped	Client Devices ¹	39.2	39.2	36.4	36.5	39.5
	Client Solutions ¹	12.2	12.3	11.3	11.2	12.5
	Data Center Devices & Solutions ¹	28.6	26.3	26.5	33.5	35.4
	Total Exabytes Shipped²	80.0	77.8	74.2	81.2	87.4
Cash Flows	Cash Flows provided by Operating Activities	\$440	\$1,060	\$998	\$939	\$1,133
	Purchases of Property, Plant and Equipment, net	(183)	(146)	(103)	(125)	(155)
	Activity Related to Flash Ventures, net	(27)	(43)	(154)	(53)	(131)
	Free Cash Flow³	\$230	\$871	\$741	\$761	\$847
Working Capital Related	Days Sales Outstanding	39	37	38	37	37
	Days Inventory Outstanding	57	57	66	67	64
	Days Payables Outstanding	(58)	(59)	(69)	(68)	(64)
	Cash Conversion Cycle	38	35	35	36	37
	Worldwide Headcount ⁴	72,300	70,800	71,200	67,600	71,600
HDD Metrics	HDD TAM	113.8	111.5	98.8	96.4	N/A ⁵
	HDD Share	41.7%	40.2%	39.6%	40.8%	N/A ⁵
	HDD Units ⁶	47.5	44.8	39.1	39.3	42.2
	HDD ASP	\$61	\$62	\$63	\$63	\$61
	HDD Notebook Units ⁷	14.6	14.7	11.3	10.3	11.4
	HDD Desktop Units ⁷	9.0	9.9	9.4	8.9	9.5
	HDD Consumer Electronics Units ⁸	12.3	8.3	7.7	9.6	10.3
	HDD Branded Units	5.2	5.5	4.9	4.3	4.9
	HDD Enterprise Units	6.4	6.4	5.8	6.2	6.1
Total HDD Units	47.5	44.8	39.1	39.3	42.2	

Formulas	Footnotes
Free Cash Flow = Cash Flows provided by Operating Activities – Purchases of Property, Plant and Equipment, Net – Activity Related to Flash Ventures, net	1. Client Devices is comprised of notebook and desktop HDD, consumer electronics HDD, client SSD, embedded, wafer sales and licensing and royalties. Client Solutions is comprised of branded HDD, branded flash, removables and licensing and royalties. Data Center Devices and Solutions is comprised of enterprise HDD, enterprise SSD, data center software, data center solutions and licensing and royalties.
Days Sales Outstanding (DSO) = Accounts Receivable / (Revenue / 91 days)	2. Excludes Non-Memory Products.
Days Inventory Outstanding (DIO) = Inventories / (Cost of Revenue / 91 days)	3. Free cash flow is a non-GAAP financial measure 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. 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.
Days Payables Outstanding (DPO) = Accounts Payable (including Accounts Payable to Related Parties) / (Cost of Revenue / 91 days)	4. Worldwide Headcount (rounded to the nearest hundred) excludes temporary and contracted employees.
Cash Conversion Cycle = DSO + DIO – DPO	5. HDD TAM and Share are based on market data and provided on a quarter lag based on availability of information.
HDD Share = Units (HDD) / TAM (HDD)	6. HDD Unit volume excludes SSD and media.
HDD ASP = Revenue (HDD) / Units (HDD)	7. HDD Notebook and Desktop includes shipments to distributors, second/third tier external HDD manufacturers, and white box manufacturers.
	8. Consumer Electronics includes gaming.

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Debt Tranches and Interest Rates

Debt	Base Rate ^A	Tenor	Maturity	Balance Outstanding as of 9/29/2017 ^B (in millions)	Applicable Rates
Revolver drawn ^C	L+175	5 years	N/A	\$0	2.985%
Term Loan A (floor of 0bps)	L+175	5 years	April 29, 2021	\$4,073	2.985% ^G
Term Loan B-2 U.S. Dollar (floor of 75bps)	L+275	7 years	April 29, 2023	\$2,963	3.985%
Term Loan B-2 Euro (floor of 75 bps) ^D	E+200	7 years	April 29, 2023	\$1,031	2.750%
Sr. Secured Notes Due 2023 ^E	7.375%	7 years	April 1, 2023	\$1,875	7.375%
Sr. Unsecured Notes Due 2024 ^E	10.500%	8 years	April 1, 2024	\$3,350	10.500%
Convertible Debt ^F	0.500%	7 years	October 15, 2020	\$35	0.500%
Total				\$13,327	5.689%^H

A. All-in applicable rates as of September 29, 2017. Applicable spread for Term Loan A, Revolver, and Term Loan B-2 USD over LIBOR based on leverage ratio as of September 29, 2017. Applicable spread for Term Loan B-2 Euro over EURIBOR based on leverage ratio as of September 29, 2017.

B. Excluding Original Issue Discount and fees

C. Revolver capacity: \$1.0 billion as of September 29, 2017

D. Euro denominated debt balance of €874 million as of September 29, 2017

E. Notes are callable beginning April 1, 2019

F. Debt assumed in connection with the acquisition of SanDisk Corporation in May 2016

G. The Company has entered into an interest rate swap that effectively fixes the rate on \$1.0 billion of principal on Term Loan A at 3.66% through May 2020

H. Weighted average interest rate as of September 29, 2017