



**Fiscal Q3 2008**

**Supplemental Financial Information**

**Financial Highlights – 8 Quarter Trend**



# Use of Non-GAAP Financial Measures

Our results of operations have undergone significant change in the past two years, most significantly in connection with our acquisition of Maxtor. To help the readers of our condensed consolidated financial statements prepared on a GAAP basis better understand our past financial performance and our expectations of our future results, we supplementally disclosed in our press release dated April 15, 2008, after making certain non-GAAP adjustments, non-GAAP net income and non-GAAP diluted net income per share. A reconciliation of the adjustments to GAAP net income and diluted net income per share for this quarter is included in the tables below and in the press release dated April 15, 2008. In addition, an explanation of the ways in which our board of directors and management use these non-GAAP financial measures to evaluate the business, the substance behind our management's decision to use these non-GAAP financial measures, the material limitations associated with the use of these non-GAAP financial measures, the manner in which Seagate management compensates for those limitations, and the substantive reasons why we believe that these non-GAAP financial measures provide useful information to investors, is included under the caption "Use of Non-GAAP Financial Measures" in the Form 8-K furnished April 15, 2008 to the U.S. Securities and Exchange Commission. This additional non-GAAP financial information is not meant to be considered in isolation or as a substitute for net income or diluted net income per share prepared in accordance with GAAP. You should not compare our non-GAAP net income or non-GAAP net income per share results with those of other companies, as the adjustments made to our GAAP results are unique to Seagate.

In addition, to help the readers of our condensed consolidated financial statements prepared on a GAAP basis better understand our past gross margin, operating expenses and cash flows, we supplementally disclosed on a conference call with investors on April 15, 2008, after making certain non-GAAP adjustments, non-GAAP gross margin, non-GAAP product development and marketing/administrative costs and non-GAAP free cash flow. A reconciliation of the adjustments to GAAP is included in the tables that follow. This additional non-GAAP financial information is not meant to be considered in isolation or as a substitute for gross margin, product development and marketing/administrative expenses or net cash provided by operating activities prepared in accordance with GAAP. You should not compare our non-GAAP gross margin, non-GAAP operating expenses or non-GAAP free cash flow with those of other companies, as the adjustments made to our GAAP results are unique to Seagate.

# Acquisition Related Costs

## Fiscal Q3'2008 (March Quarter)

\$ Millions

|                                       |             |
|---------------------------------------|-------------|
| Amortization of Purchased Intangibles | \$26        |
| Stock Based Compensation Expense      | \$3         |
| <b>Total</b>                          | <b>\$29</b> |

|                                      |             |
|--------------------------------------|-------------|
| Cost of Goods Sold                   | \$12        |
| Product Development, Marketing/Admin | \$2         |
| Amortization of Intangibles          | \$15        |
| <b>Total</b>                         | <b>\$29</b> |

# Reconciliation of Non-GAAP Net Income & EPS

## Fiscal Q3 2008 (March Quarter)

|                                               | <b>Net Income</b> (\$M) | <b>Diluted EPS</b> |
|-----------------------------------------------|-------------------------|--------------------|
| GAAP Reported                                 | \$344                   | \$0.65             |
| Non-GAAP Adjustments:                         |                         |                    |
| Add: Acquisition Related Costs <sup>[1]</sup> | \$29                    |                    |
| Less: Gain on Sale of Certain Assets          | (\$4)                   |                    |
| Non-GAAP Reported                             | \$369                   | \$0.70             |

Both GAAP and non-GAAP reported results include approximately \$20 million of restructuring and other charges (see page 7)

[1] See page 3

All adjustments net of associated tax effects

# Reconciliation of Non-GAAP Gross Margin

## Fiscal Q3 2008 (March Quarter)

|                                            | <b>Gross Margin (\$M)</b> | <b>Gross Margin %</b> |
|--------------------------------------------|---------------------------|-----------------------|
| GAAP Reported                              | \$816                     | 26.3%                 |
| Non-GAAP Adjustments:                      |                           |                       |
| - Acquisition Related Costs <sup>[1]</sup> | \$12                      |                       |
| Non-GAAP Reported                          | \$828                     | 26.7%                 |

[1] See page 3

# Reconciliation of Non-GAAP Product Development and Marketing/Administrative Fiscal Q3 2008 (March Quarter)

| \$ Millions                    | <i>Product<br/>Development</i> | <i>Marketing &amp;<br/>Administrative</i> | <i>Total</i> |
|--------------------------------|--------------------------------|-------------------------------------------|--------------|
| GAAP Reported                  | \$254                          | \$164                                     | \$418        |
| Non-GAAP Adjustments:          |                                |                                           |              |
| - Stock Based Compensation [1] | (\$2)                          | - -                                       | (\$2)        |
|                                | <hr/>                          | <hr/>                                     | <hr/>        |
| Non-GAAP Reported              | \$252                          | \$164                                     | \$416        |

[1] Reflects only that portion which is related to the acquisition of Maxtor, see page 3

# Non-Operating Items

## Fiscal Q3 2008 (March Quarter)

\$ Millions

|                                 |      |                                                                                 |
|---------------------------------|------|---------------------------------------------------------------------------------|
| Restructuring and Other Charges | \$20 | Restructuring charges related to previously announced actions and other charges |
|---------------------------------|------|---------------------------------------------------------------------------------|

- These costs are included in both the GAAP and non-GAAP reported results and decreased diluted earnings per share by approximately \$0.04
- These costs were not included in the guidance provided on January 17, 2008 or the update provided on March 4, 2008

# Cash from Operations and Free Cash Flow

## Fiscal Q3 2008 (March Quarter)

| \$ Millions                                                            | <i><b>3 Months<br/>Ended<br/>FQ3'08</b></i> | <i><b>9 Months<br/>Ended<br/>FQ3'08</b></i> |
|------------------------------------------------------------------------|---------------------------------------------|---------------------------------------------|
| Net Cash Provided by Operating Activities                              | \$665                                       | \$2,143                                     |
| Less: Acquisition of Property, Equipment<br>and Leasehold Improvements | (\$275)                                     | (\$637)                                     |
| Free Cash Flow                                                         | \$390                                       | \$1,506                                     |

**Source: Condensed Consolidated Statements of Cash Flows (unaudited) for the period ended March 28, 2008**

# Financial Highlights – 8 Quarter Trend

|                                        | <u>Q4 FY06</u> | <u>Q1 FY07</u> | <u>Q2 FY07</u> | <u>Q3 FY07</u> | <u>Q4 FY07</u> | <u>Q1 FY08</u> | <u>Q2 FY08</u> | <u>Q3 FY08</u> |
|----------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Total Revenue                          | \$2,529        | \$2,793        | \$2,996        | \$2,828        | \$2,744        | \$3,285        | \$3,420        | \$3,104        |
| \$ Aggregate Customer Mix              |                |                |                |                |                |                |                |                |
| OEM                                    | 69%            | 64%            | 63%            | 63%            | 65%            | 66%            | 67%            | 65%            |
| Distribution                           | 28%            | 32%            | 31%            | 30%            | 28%            | 28%            | 26%            | 28%            |
| Retail                                 | 3%             | 4%             | 6%             | 7%             | 7%             | 6%             | 7%             | 7%             |
| \$ Geographic                          |                |                |                |                |                |                |                |                |
| North America                          | 33%            | 32%            | 29%            | 28%            | 31%            | 29%            | 29%            | 31%            |
| Europe                                 | 24%            | 23%            | 30%            | 29%            | 25%            | 27%            | 28%            | 28%            |
| Asia Pacific                           | 43%            | 45%            | 41%            | 43%            | 44%            | 44%            | 43%            | 41%            |
| Inventory Breakdown                    |                |                |                |                |                |                |                |                |
| Purchased Materials                    | \$209          | \$201          | \$193          | \$258          | \$277          | \$311          | \$293          | \$346          |
| WIP                                    | \$126          | \$100          | \$90           | \$87           | \$85           | \$109          | \$119          | \$114          |
| Finished Goods                         | <u>\$556</u>   | <u>\$638</u>   | <u>\$488</u>   | <u>\$487</u>   | <u>\$432</u>   | <u>\$342</u>   | <u>\$418</u>   | <u>\$613</u>   |
|                                        | \$891          | \$939          | \$771          | \$832          | \$794          | \$763          | \$830          | \$1,073        |
| Drive Units by Market Category (000's) |                |                |                |                |                |                |                |                |
| Enterprise Storage                     | 4,200          | 4,090          | 4,140          | 4,150          | 4,290          | 4,550          | 5,250          | 5,290          |
| Desktop Storage                        | 20,070         | 24,360         | 25,730         | 23,910         | 23,830         | 29,030         | 29,850         | 26,710         |
| Mobile                                 | 3,390          | 4,210          | 4,410          | 4,710          | 6,120          | 7,860          | 6,430          | 5,540          |
| Consumer Electronics                   | <u>5,960</u>   | <u>6,480</u>   | <u>7,090</u>   | <u>6,720</u>   | <u>5,010</u>   | <u>5,740</u>   | <u>8,080</u>   | <u>5,100</u>   |
|                                        | 33,620         | 39,140         | 41,370         | 39,490         | 39,250         | 47,180         | 49,610         | 42,640         |
| Cash Flow Related Items                |                |                |                |                |                |                |                |                |
| Capital Additions                      | \$402          | \$227          | \$239          | \$222          | \$218          | \$150          | \$212          | \$275          |
| Depreciation/Amortization              | \$176          | \$199          | \$215          | \$236          | \$201          | \$205          | \$215          | \$211          |
| Inventory Turns                        | 9.3            | 10.0           | 12.7           | 10.7           | 10.8           | 13.0           | 12.2           | 8.5            |
| Days Sales Outstanding                 | 47             | 43             | 38             | 44             | 46             | 42             | 42             | 40             |
| World-Wide Employees                   | 60,274         | 57,021         | 54,195         | 54,714         | 53,980         | 54,519         | 55,248         | 55,448         |

Please note that some totals may not add due to rounding