# SanDisk Corporation Preliminary Condensed Consolidated Statements of Operations (in thousands, except per share amounts, unaudited)

|   | Three months ended |           |                |           |  |
|---|--------------------|-----------|----------------|-----------|--|
|   | March 30, 2014     |           | March 31, 2013 |           |  |
| Revenue   | \$                 | 1,511,945 | \$             | 1,340,729 |  |
| Cost of revenue                                       |                    | 741,039   |                | 799,383   |  |
| Amortization of acquisition-related intangible assets |                    | 19,616    |                | 9,830     |  |
| Total cost of revenue                                 |                    | 760,655   |                | 809,213   |  |
| Gross profit  |                    | 751,290   |                | 531,516   |  |
| Operating expenses:                                   |                    |           |                |           |  |
| Research and development                              |                    | 198,829   |                | 171,125   |  |
| Sales and marketing                                   |                    | 76,972    |                | 59,127    |  |
| General and administrative                            |                    | 48,669    |                | 45,104    |  |
| Amortization of acquisition-related intangible assets |                    | 1,646     |                | 2,369     |  |
| Total operating expenses                              |                    | 326,116   |                | 277,725   |  |
| Operating income                                      |                    | 425,174   |                | 253,791   |  |
| Other income (expense), net                           |                    | (15,635)  |                | (19,897)  |  |
| Income before income taxes                            |                    | 409,539   |                | 233,894   |  |
| Provision for income taxes                            |                    | 140,591   |                | 67,665    |  |
| Net income  | \$                 | 268,948   | \$             | 166,229   |  |
| Net income per share:                                 |                    |           |                |           |  |
| Basic   | \$                 | 1.19      | \$             | 0.69      |  |
| Diluted   | \$                 | 1.14      | \$             | 0.68      |  |
| Shares used in computing net income per share:        |                    |           |                |           |  |
| Basic   |                    | 225,845   |                | 242,519   |  |
| Diluted   |                    | 234,914   |                | 245,577   |  |

#### SanDisk Corporation

#### Reconciliation of Preliminary GAAP to Non-GAAP Operating Results <sup>(1)</sup> (in thousands, except per share data, unaudited)

|   | Three months ended |                             |      | ed                          |
|---|--------------------|-----------------------------|------|-----------------------------|
|   | Marc               | h 30, 2014                  | Marc | h 31, 2013                  |
| SUMMARY RECONCILIATION OF NET INCOME GAAP NET INCOME Share-based compensation (a) Amortization of acquisition-related intangible assets (b) | \$                 | 268,948<br>30,030<br>21,262 | \$   | 166,229<br>21,734<br>12,199 |
| Convertible debt interest (c)   |                    | 20,964                      |      | 23,577                      |
| Income tax adjustments (d) NON-GAAP NET INCOME  | \$                 | (11,174)                    | \$   | (16,842)                    |
| NON-GAAP NET INCOME   | <u> </u>           | 330,030                     | Ф    | 206,897                     |
|   |                    |                             |      |                             |
| GAAP COST OF REVENUE  | \$                 | 760,655                     | \$   | 809,213                     |
| Share-based compensation (a)  | *                  | (2,610)                     | *    | (1,717)                     |
| Amortization of acquisition-related intangible assets (b)   |                    | (19,616)                    |      | (9,830)                     |
| NON-GAAP COST OF REVENUE  | \$                 | 738,429                     | \$   | 797,666                     |
|   |                    |                             |      |                             |
| GAAP GROSS PROFIT   | \$                 | 751,290                     | \$   | 531,516                     |
| Share-based compensation (a)  |                    | 2,610                       |      | 1,717                       |
| Amortization of acquisition-related intangible assets (b)   |                    | 19,616                      |      | 9,830                       |
| NON-GAAP GROSS PROFIT   | \$                 | 773,516                     | \$   | 543,063                     |
| GAAP RESEARCH AND DEVELOPMENT EXPENSES  | \$                 | 198,829                     | \$   | 171,125                     |
| Share-based compensation (a)  | Ф                  | (15,675)                    | Ф    | (11,640)                    |
| NON-GAAP RESEARCH AND DEVELOPMENT EXPENSES  | \$                 | 183,154                     | \$   | 159,485                     |
| NON OAR RESEARCHARD DEVELOT MENT EXILENCES  |                    | 100,101                     | Ψ    | 100,100                     |
| GAAP SALES AND MARKETING EXPENSES   | \$                 | 76,972                      | \$   | 59,127                      |
| Share-based compensation (a)  |                    | (6,257)                     |      | (3,871)                     |
| NON-GAAP SALES AND MARKETING EXPENSES   | \$                 | 70,715                      | \$   | 55,256                      |
|   | _                  |                             | _    |                             |
| GAAP GENERAL AND ADMINISTRATIVE EXPENSES  | \$                 | 48,669                      | \$   | 45,104                      |
| Share-based compensation (a)  |                    | (5,488)                     | _    | (4,506)                     |
| NON-GAAP GENERAL AND ADMINISTRATIVE EXPENSES  | \$                 | 43,181                      | \$   | 40,598                      |
| GAAP TOTAL OPERATING EXPENSES   | \$                 | 326,116                     | \$   | 277,725                     |
| Share-based compensation (a)  | Ψ                  | (27,420)                    | Ψ    | (20,017)                    |
| Amortization of acquisition-related intangible assets (b)   |                    | (1,646)                     |      | (2,369)                     |
| NON-GAAP TOTAL OPERATING EXPENSES   | \$                 | 297,050                     | \$   | 255,339                     |
|   |                    |                             |      |                             |
| GAAP OPERATING INCOME   | \$                 | 425,174                     | \$   | 253,791                     |
| Cost of revenue adjustments (a) (b)   |                    | 22,226                      |      | 11,547                      |
| Operating expense adjustments (a) (b)   |                    | 29,066                      | _    | 22,386                      |
| NON-GAAP OPERATING INCOME   | \$                 | 476,466                     | \$   | 287,724                     |
| GAAP OTHER INCOME (EXPENSE), NET  | \$                 | (15,635)                    | \$   | (10.907)                    |
| Convertible debt interest (c)   | Ψ                  | 20 964                      | Ψ    | (19,897)<br>23,577          |
| NON-GAAP OTHER INCOME (EXPENSE), NET  | \$                 | 5,329                       | \$   | 3,680                       |
|   |                    |                             |      |                             |
| GAAP NET INCOME   | \$                 | 268,948                     | \$   | 166,229                     |
| Cost of revenue adjustments (a) (b)   |                    | 22,226                      |      | 11,547                      |
| Operating expense adjustments (a) (b)   |                    | 29,066                      |      | 22,386                      |
| Other income (expense) adjustments (c)  |                    | 20,964                      |      | 23,577                      |
| Income tax adjustments (d)  |                    | (11,174)                    |      | (16,842)                    |
| NON-GAAP NET INCOME   | \$                 | 330,030                     | \$   | 206,897                     |
| Diluted net income per share:   |                    |                             |      |                             |
| GAAP  | \$                 | 1.14                        | \$   | 0.68                        |
| Non-GAAP  | \$                 | 1.44                        | \$   | 0.84                        |
| <del></del>   | Ψ                  |                             | 7    | 3.3 !                       |
| Shares used in computing diluted net income per share:  |                    |                             |      |                             |
| GAAP  |                    | 234,914                     |      | 245,577                     |
| Non-GAAP (e)  |                    | 229,508                     |      | 245,596                     |
|   |                    |                             |      |                             |

### SanDisk Corporation Reconciliation of Preliminary GAAP to Non-GAAP Operating Results <sup>(1)</sup> (in thousands, unaudited)

|  | Three mont     | ths ended      |
|--|----------------|----------------|
|  | March 30, 2014 | March 31, 2013 |
| SUMMARY RECONCILIATION OF DILUTED SHARES |                |                |
| GAAP                                     | 234,914        | 245,577        |
| Adjustments for share-based compensation | 296            | 19             |
| Offsetting shares from call option       | (5,702)        |                |
| Non-GAAP (e)                             | 229,508        | 245,596        |
|  |                |                |

- (1) To supplement our condensed consolidated financial statements presented in accordance with generally accepted accounting principles (GAAP), we use non-GAAP measures of operating results, net income and net income per share, which are adjusted from results based on GAAP to exclude certain expenses, gains and losses. These non-GAAP financial measures are provided to enhance the user's overall understanding of our current financial performance and our prospects for the future. Specifically, we believe the non-GAAP results provide useful information to both management and investors as these non-GAAP results exclude certain expenses, gains and losses that we believe are not indicative of our core operating results and because they are consistent with the financial models and estimates published by many analysts who follow us. For example, because the non-GAAP results exclude the expenses we recorded for share-based compensation, amortization of acquisition-related intangible assets related to acquisitions of Pliant Technology, Inc. in May 2011, FlashSoft Corporation in February 2012, Schooner Information Technology, Inc. in June 2012 and SMART Storage Systems in August 2013, non-cash economic interest expense associated with the convertible debt and related tax adjustments, we believe the inclusion of non-GAAP financial measures provides consistency in our financial reporting. In addition, our non-GAAP diluted shares include the impact of the call option which, when exercised, will offset the issuance of dilutive shares from the 1.5% Sr. Convertible Notes due 2017, while the GAAP diluted shares exclude the anti-dilutive impact of this call option. These non-GAAP results are some of the primary indicators management uses for assessing our performance, allocating resources and planning and forecasting future periods. Further, management uses non-GAAP information that excludes certain non-cash charges, such as amortization of acquisition-related intangible assets, share-based compensation, non-cash economic interest expense associated with the convertible debt and related tax adjustments, as these non-GAAP charges do not reflect the cash operating results of the business or the ongoing results. 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. These non-GAAP measures may be different than the non-GAAP measures used by other companies.
- (a) Share-based compensation expense.
- (b) Amortization of acquisition-related intangible assets, primarily core technology, developed technology, customer relationships and trademarks related to the acquisitions of Pliant Technology, Inc. (May 2011), FlashSoft Corporation (February 2012), Schooner Information Technology, Inc. (June 2012) and SMART Storage Systems (August 2013).
- (c) Incremental interest expense relating to the non-cash economic interest expense associated with the 1% Sr. Convertible Notes due 2013, 1.5% Sr. Convertible Notes due 2017, and 0.5% Sr. Convertible Notes due 2020.
- (d) Income taxes associated with certain non-GAAP to GAAP adjustments, and the effects of one-time income tax adjustments recorded in a specific quarter for GAAP purposes are reflected on a forecast basis in our non-GAAP tax rate.
- (e) Non-GAAP diluted shares include the impact of offsetting shares from the call option related to the 1.5% Sr. Convertible Notes due 2017 and the impact of share-based compensation.

#### SanDisk Corporation Preliminary Condensed Consolidated Balance Sheets (in thousands, unaudited)

|   | March 30, 2014 |   | December 29, 2013 |   |
|---|----------------|---|-------------------|---|
| ASSETS  |                |   |                   |   |
| Current assets:   |                |   |                   |   |
| Cash and cash equivalents   | \$             | 1,116,938   | \$                | 986,246   |
| Short-term marketable securities  |                | 1,692,801   |                   | 1,919,611   |
| Accounts receivable, net  |                | 596,669   |                   | 682,809   |
| Inventory   |                | 799,883   |                   | 756,975   |
| Deferred taxes  |                | 124,200   |                   | 138,192   |
| Other current assets  |                | 177,532   |                   | 166,885   |
| Total current assets  |                | 4,508,023   |                   | 4,650,718   |
| Long-term marketable securities   |                | 3,508,081   |                   | 3,179,471   |
| Property and equipment, net   |                | 639,653   |                   | 655,794   |
| Notes receivable and investments in Flash Ventures  |                | 1,159,264   |                   | 1,134,620   |
| Deferred taxes  |                | 136,991   |                   | 134,669   |
| Goodwill  |                | 317,930   |                   | 318,111   |
| Intangible assets, net  |                | 221,099   |                   | 247,904   |
| Other non-current assets  |                | 95,330  |                   | 167,430   |
| Total assets  | \$             | 10,586,371  | \$                | 10,488,717  |
| Current liabilities: Accounts payable trade Accounts payable to related parties Convertible short-term debt (1) Other current accrued liabilities Deferred income on shipments to distributors and retailers and deferred revenue Total current liabilities  Convertible long-term debt Non-current liabilities Total liabilities Total liabilities | \$             | 259,204<br>160,536<br>840,180<br>349,126<br>269,349<br>1,878,395<br>1,166,497<br>311,334<br>3,356,226 | \$                | 282,582<br>146,964<br>—<br>509,732<br>291,302<br>1,230,580<br>1,985,363<br>307,083<br>3,523,026 |
| Convertible short-term debt conversion obligation (1)   |                | 159,820   |                   | _   |
| Stockholders' equity: Common stock  |                | 4.064.003   |                   | F 040 242   |
| Retained earnings   |                | 4,961,893<br>2,150,583  |                   | 5,040,242<br>2,004,089  |
| Accumulated other comprehensive loss  |                | (40,038)  |                   | (76,459)  |
| ·   |                |   |                   | 6,967,872   |
| Total stockholders' equity Non-controlling interests  |                | 7,072,438<br>(2,113)  |                   | (2,181)   |
| <u> </u>  |                | 7,070,325   |                   | 6,965,691   |
| Total equity  | <u> </u>       | 10,586,371  | •                 |   |
| Total liabilities, convertible short-term debt conversion obligation and equity   | \$             | 10,386,371  | \$                | 10,488,717  |

The 1.5% Convertible Senior Notes due 2017 became convertible on April 1, 2014, and will remain convertible through June 30, 2014, as a result of the Company's common stock price exceeding the trigger price set forth in the indenture for at least 20 trading days during the 30 consecutive trading-day period ended March 31, 2014. Accordingly, the carrying value of the notes was reclassified from long-term to short-term debt as of March 30, 2014, and will remain so while the notes are convertible. The convertible short-term debt conversion obligation represents the difference between the carrying value of the convertible debt and the principal amount due in cash upon conversion.

## SanDisk Corporation Preliminary Condensed Consolidated Statements of Cash Flows (in thousands, unaudited)

|  | Three months ended |             |          |             |  |
|--|--------------------|-------------|----------|-------------|--|
|  | Mar                | ch 30, 2014 | Mar      | ch 31, 2013 |  |
| Cash flows from operating activities:  | Φ.                 | 000.040     | œ.       | 400,000     |  |
| Net income   | \$                 | 268,948     | \$       | 166,229     |  |
| Adjustments to reconcile net income to net cash provided by operating  |                    |             |          |             |  |
| activities:  |                    |             |          |             |  |
| Deferred taxes   |                    | 6,951       |          | 53,151      |  |
| Depreciation   |                    | 60,089      |          | 53,017      |  |
| Amortization   |                    | 72,598      |          | 65,151      |  |
| Provision for doubtful accounts  |                    | (547)       |          | (197)       |  |
| Share-based compensation expense   |                    | 30,030      |          | 21,734      |  |
| Excess tax benefit from share-based plans  |                    | (17,460)    |          | (8,450)     |  |
| Impairment and other   |                    | · · _ ′     |          | (3,173)     |  |
| Other non-operating  |                    | 1,020       |          | 136         |  |
| Changes in operating assets and liabilities:   |                    | .,          |          |             |  |
| Accounts receivable, net   |                    | 86,689      |          | 186,726     |  |
| Inventory  |                    | (42,117)    |          | 16,776      |  |
| ·  |                    |             |          |             |  |
| Other assets   |                    | 54,547      |          | (20,156)    |  |
| Accounts payable trade   |                    | (36,546)    |          | 2,898       |  |
| Accounts payable to related parties  |                    | 13,572      |          | (37,901)    |  |
| Other liabilities  |                    | (140,128)   |          | (22,290)    |  |
| Total adjustments  |                    | 88,698      | -        | 307,422     |  |
| Net cash provided by operating activities  |                    | 357,646     |          | 473,651     |  |
| Cash flows from investing activities:  |                    |             |          |             |  |
| Purchases of short and long-term marketable securities   |                    | (1,266,899) |          | (1,150,347) |  |
| Proceeds from sales of short and long-term marketable securities   |                    | 1,015,605   |          | 513,354     |  |
| Proceeds from maturities of short and long-term marketable securities  |                    | 129,620     |          | 293,205     |  |
| Acquisition of property and equipment, net   |                    | (34,517)    |          | (48,352)    |  |
| Notes receivable issuances to Flash Ventures   |                    | (24,352)    |          | (10,002)    |  |
| Notes receivable proceeds from Flash Ventures  |                    | 24,352      |          | 53,586      |  |
| Purchased technology and other assets  |                    | (869)       |          | (237)       |  |
| Acquisitions, net of cash acquired   |                    | 2,368       |          | (142)       |  |
| Net cash used in investing activities  | -                  | (154,692)   |          | (338,933)   |  |
| Net cash used in investing activities  |                    | (134,092)   |          | (330,933)   |  |
| Cash flows from financing activities:  |                    |             |          | (0-)        |  |
| Distribution to non-controlling interests  |                    | _           |          | (87)        |  |
| Proceeds from employee stock programs  |                    | 51,882      |          | 93,075      |  |
| Excess tax benefit from share-based plans  |                    | 17,460      |          | 8,450       |  |
| Dividends paid   |                    | (51,560)    |          | _           |  |
| Share repurchase program   |                    | (90,019)    |          | (89,621)    |  |
| Net cash provided by (used in) financing activities  |                    | (72,237)    |          | 11,817      |  |
| Effect of changes in foreign currency exchange rates on cash   |                    | (25)        |          | 6,105       |  |
| Net increase in cash and cash equivalents  |                    | 130,692     |          | 152,640     |  |
| Cash and cash equivalents at beginning of period   |                    | 986,246     |          | 995,470     |  |
| Cash and cash equivalents at end of period   | \$                 | 1,116,938   | \$       | 1,148,110   |  |
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