SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): May 7, 1996

 $\label{eq:QUANTUM CORPORATION} QUANTUM CORPORATION (Exact name of registrant as specified in its charter)$ 

DELAWARE (State or other jurisdiction of incorporation)

0-12390 (Commission File No.)

94-2665054 (IRS Employer Identification No.)

500 McCarthy Boulevard Milpitas, CA 95035 (Address of principal executive offices and zip code)

(408) 894-4000 (Registrant's telephone number, including area code)

ITEM 5. OTHER EVENTS

The information which is set forth in the Registrant's News Release dated May 7, 1996 is incorporated herein by reference.

ITEM 7. FINANCIAL STATEMENTS AND EXHIBITS

(c) Exhibits

99.3 Text of Press Release dated May 7, 1996.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

QUANTUM CORPORATION

By: /s/ Joseph T. Rodgers Joseph T. Rodgers

## Executive Vice President, Finance and Chief Financial Officer

## INDEX TO EXHIBITS

Exhibit	Description	Sequentially Numbered Page
99.3	Text of Press Release dated May 7, 1996	5

FOR RELEASE: May 7, 1996, 2:15 PM, PDT Contact:

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QUANTUM ANNOUNCES RESULTS FOR FOURTH FISCAL 1996 QUARTER

Sales for 1996 Fiscal Year of \$4.4 Billion

MILPITAS, Calif., May 7, 1996 -- Quantum Corporation (NMS: QNTM), today announced record sales of \$1.2 billion for its fourth fiscal 1996 quarter, ended March 31, 1996. Net income was \$21 million or 35 cents per share fully diluted, before a non-recurring charge of \$209 million, pre-tax, associated with a restructuring of the company's high-capacity business announced in January. This restructuring includes closing manufacturing facilities in Milpitas, Calif. and Penang, Malaysia; and transitioning manufacturing of the company's high-capacity hard disk drives to Matsushita-Kotobuki Electronics Industries, Ltd. (MKE), Quantum's long-time manufacturing partner for desktop drives. Including this one-time charge, the company had a net loss of \$123 million or \$2.28 per share fully diluted.

For the 1996 fiscal year, Quantum's net income excluding unusual charges was \$77 million or \$1.32 per share fully diluted on sales of \$4.4 billion. Including unusual charges related to the resizing of the company's high-capacity business and the new manufacturing model, the net loss was \$90 million or \$1.74 per share for the year.

"The strength of customer demand for Quantum's desktop drives and our DLT(TM) tape drives during the quarter was very impressive," said Michael A. Brown, Quantum's chief executive officer. "We shipped over 5.7 million desktop drives, again leading the industry in that market. We believe we currently have both a time-to-volume lead in our desktop product line and the strongest customer base in the industry."

Quantum's five largest OEM customers accounted for 43 percent of the company's sales in the fourth quarter. Compaq was the company's largest customer at 13% of sales; IBM represented 10% of Quantum's sales for the quarter.

During the fourth quarter, Quantum announced and began shipping its Bigfoot(TM) products, 1.2- and 2.5-gigabyte drives in the 5.25-inch form factor. "Our Bigfoot drives are the highest value solution for the capacity-hungry consumer personal computer marketplace," said Brown. "We are pleased with the customer acceptance of these products and are shipping or qualifying the Bigfoot products at 7 of the 10 largest personal computer OEMs."

Quantum's DLT tape drive business accounted for nearly ten percent of its sales for the quarter. "We continue to be pleased with our success in growing our DLT tapes business and the emergence of DLT tape as an industry standard," said Brown. "Based on our fourth quarter sales, Quantum is now the second largest tape drive supplier in the world.

"The high-end market continues to be an exciting opportunity, " said Brown. "We are confident that expanding our relationship with MKE to our high-end business is the right model for Quantum, and although we face significant challenges during the transition, the benefits of this strategy should be apparent this fiscal year. If we are successful in delivering the quality, consistency and ramp capability in our high-capacity disk drives we believe we can achieve through our partnership with MKE, we will have the opportunity to offer a significant, competitive advantage in the high-end marketplace."

Founded in 1980, Quantum Corporation designs and manufactures storage products for today's digitized world. Widely recognized as the industry's quality leader, Quantum sells a broad range of storage products to OEM and distribution customers worldwide. The company's sales for the fiscal year ending March 1996 were \$4.4 billion. Quantum's World Wide Web home page address is http://www.quantum.com.

This release contains forward-looking statements based on current expectations. Actual results could differ materially as a result of several factors including those related to the change in the high-end manufacturing strategy. See the risk factors as outlined in Quantum's fiscal year 1995 10K and 10Q for the quarter ended December 31, 1995.

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Bigfoot and DLT are the trademarks of Quantum Corporation

## QUANTUM CORPORATION CONSOLIDATED BALANCE SHEETS ( In thousands )

	March 31, 1996	
Assets		
Current Assets: Cash and investments Accounts receivable, net of allowance for	\$ 164,752	\$ 187,753
doubtful accounts of \$10,497 and \$11,963	711,107	
Inventories	459,538	324,650
Deferred income taxes		44,054
Other current assets	81,472	35,580
Total current assets	1,526,494	1,089,924
Property and equipment, net	364,111	280,099
Purchased intangibles, net	66,313	95,818
Other assets	18,437	15,187
		\$1,481,028
Liabilities and Shareholders' Equity		
Current Liabilities:		
Accounts payable	\$ 498,829	\$ 355 <b>,</b> 117
Accrued warranty		57 <b>,</b> 001
Other accrued liabilities	152,734	181,923
Accrued restructuring costs	103,165	
Short term debt	4,125	50,000
Total current liabilities		644,041
Deferred income taxes	11,232	
Subordinated debt	374,283	212,500
Long term debt	223,875	
Shareholders' equity	544,823	,
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	\$1,975,355 =======	\$1,481,028

## QUANTUM CORPORATION CONSOLIDATED STATEMENTS OF OPERATIONS ( In thousands except per share amounts )

<table> <s></s></table>	<c> <c></c></c>		<c> <c> <c> TWELVE MONTHS ENDED</c></c></c>			
	March 31,	March 31,	March 31, 1996	March 31,		
Sales Cost of sales		834,158	\$ 4,422,726 3,880,309	2,804,271		
Gross profit	161,548	149,651	542,417	563,713		
Expenses: Research and development Sales and marketing General and administrative Restructuring and non-recurring charges Purchased research and development and in merger costs Total operating expenses	36,697 19,781 209,122 	34,069 16,232   108,425	65,145	108,290 52,134  72,945		
Income (loss) from operations Interest expense, net		8,288	(113,379) 27,959	15,757		
Income (loss) before income taxes Income tax provision (benefit)			(141,338) (50,882)			
Net income (loss)	\$ (122,942)		\$ (90,456)			

Net income (loss) per share:							
Primary	\$	(2.28)	Ş	0.48	\$ (1.74)	\$	1.72
Fully diluted	\$	(2.28)	\$	0.42	\$ (1.74)	\$	1.52
Weighted average common and common equivalent shares:							
Primary		53 <b>,</b> 971		47,736	51,841		47,319
Fully diluted		53,971		59,485	51,841		59,038

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PRO-FORMA CONSOLIDATED STATEMENTS OF OPERATIONS BEFORE NON-RECURRING CHARGES FOR ANALYTICAL PURPOSES ONLY

( In thousands except per share amounts )

	March 31, 1996 (A)	Twelve Months Ended March 31, 1996 (B) (Unaudited)
Sales Cost of sales	\$ 1,232,491	\$ 4,422,726 3,844,359
COSC OI SALES	1,070,943	5,644,559
Gross profit	161,548	578,367
Expenses:		
Research and development Sales and marketing General and administrative	36,697 19,781	238,426 141,163 65,035
Total operating expenses		444,624
Income from operations Interest expense, net	39,893 12,716	133,743 27,959
Income before income taxes Income tax provision	27,177 5,765	105,784 28,562
Net income	\$    21,412	
Net income per share: Fully diluted		\$ 1.32
Weighted average common and common equivalent shares: Fully diluted	68,562	64,283

NOTES:

(A) Excludes \$209 million restructuring charge incurred in the quarter ended March 31, 1996.

 (B) Excludes \$38 million resizing expenses incurred in the quarter ended December 31, 1995 and \$209 million restructuring charge incurred in the quarter ended March 31, 1996.