# UNITED STATES 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): October 24, 2012

# **Quantum Corporation**

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of incorporation)

1-13449

(Commission File No.)

94-2665054

(IRS Employer Identification No.)

1650 Technology Drive, Suite 800 San Jose, CA 95110

(Address of principal executive offices and zip code)

Registrant's telephone number, including area code: (408) 944-4000

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425) Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12) Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)) Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 2.02. Results of Financial Operations and Financial Condition

On October 24, 2012, Quantum Corporation issued a press release announcing earnings for its second quarter and first six months of fiscal 2013, a copy of which is attached as Exhibit 99.1 hereto and incorporated by reference.

This information shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the Exchange Act), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

#### Item 9.01. Financial Statements and Exhibits

(d) Exhibits

99.1 Press Release, dated October 24, 2012

# SIGNATURE

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

/s/ SHAWN D. HALL

Shawn D. Hall Senior Vice President, General Counsel and Secretary

Dated: October 24, 2012

Exhibit

99.1 Press Release, dated October 24, 2012.

Description

# Quantum, News Release

Contact: Brad Cohen Public Relations Quantum Corp. (408) 944-4044 brad.cohen@quantum.com

Christi Lee Investor Relations Quantum Corp. (408) 944-4450 ir@quantum.com

# QUANTUM CORPORATION REPORTS FISCAL SECOND QUARTER RESULTS

#### **Highlights:**

- Total revenue of \$147 million, up 5% sequentially
- Record disk systems and software revenue of \$42 million, up 18% year-over-year
- Record DXi revenue driven by 30% year-over-year increase in enterprise sales
- Record StorNext revenue, up 27% year-over-year and reflecting continued StorNext appliances momentum

SAN JOSE, Calif., Oct. 24, 2012 – Quantum Corp. (NYSE:QTM), a proven global expert in data protection and big data management, today reported results for the second quarter of fiscal 2013 (FQ2'13), ended Sept. 30, 2012. Revenue for the quarter totaled \$147 million, down 11 percent from the second quarter of fiscal 2012 (FQ2'12) primarily due to lower-than-expected OEM and branded tape automation revenue. However, total revenue was up \$6 million, or 5 percent, sequentially. In addition, Quantum reported record revenue of \$42 million from disk system and software sales (including related service), which increased 18 percent from FQ2'12 and 38 percent sequentially. Both DXi<sup>®</sup> and StorNext<sup>®</sup> revenues were also the highest they have ever been for a quarter, growing 14 percent and 27 percent, respectively, over FQ2'12.

-more-

For Release: Oct. 24, 2012 1:05 p.m. PDT Quantum Corporation Reports Fiscal Second Quarter Results Oct. 24, 2012, 1:05 p.m. PDT – Page 2

Quantum reported a GAAP net loss of \$12 million, or 5 cents per share, for FQ2'13, compared to GAAP net income of \$4 million in FQ2'12. On a non-GAAP basis, the company had a net loss of \$5 million, or 2 cents per share, down from net income of \$14 million in the same quarter last year. The year-over-year declines were largely driven by the lower overall revenue.

"We are very pleased with our record results in disk systems and software, as these products are key to driving higher revenue growth and profit," said Jon Gacek, president and CEO of Quantum. "In the September quarter, we also continued to expand and enhance our product portfolio to build on this momentum moving forward, launching our Q-Cloud<sup>™</sup> backup and disaster recovery subscription service, shipping the next generation of our vmPRO virtual data protection software, adding 3 TB drives to our DXi8500 enterprise deduplication line and releasing a new version of our StorNext big data management software.

"We believe the shortfall in tape revenue and impact on profits was largely due to the industry transitioning to the latest LTO generation technology. Nevertheless, as we begin the second half of the fiscal year, we are taking actions to reduce spending in certain areas so that we can continue to make the investments that best support our growth strategy."

## Outlook

For the third quarter of fiscal 2013, Quantum expects:

- Revenue of approximately \$160 million.
- GAAP gross margin rate of approximately 41 percent and non-GAAP gross margin rate of 42 percent.
- GAAP operating expenses of \$67 million to \$69 million and non-GAAP operating expenses of \$62 million to \$64 million.
- Interest expense of \$2 million and taxes of \$500,000.

For the full fiscal year, the company now expects:

- Revenue of approximately \$600 million.
- GAAP gross margin rate of approximately 41 percent and non-GAAP gross margin rate of 42 percent.
- GAAP operating expenses of approximately \$273 million and non-GAAP operating expenses of approximately \$250 million.

# **Business Highlights**

Key business highlights for the September quarter include the following:

- Quantum introduced Q-Cloud, a new cloud-based backup and disaster recovery subscription service incorporating Quantum's DXi and vmPRO technology and delivering business-class data protection for as little as 1 cent/GB/month. Q-Cloud provides backup of both physical and virtual infrastructures for capacities ranging from 1 TB up to 1 PB of protected data. With an on-premise DXi appliance, Q-Cloud customers can benefit from the speed and convenience of local recovery with the security of cloud-based backup.
- The company increased the storage density and power savings in its DXi8500 appliances, creating the industry's most efficient disk backup and deduplication solution for enterprise customers. The DXi8500 now incorporates 3 TB disk drives to deliver 50 percent greater storage density, 42 percent more power savings and 25 percent higher performance, offering the smallest footprint and the highest value of any enterprise disk backup solution available.
- Shipments of the DXi6700 appliance family surpassed 1,000 units, reflecting the broad adoption of the DXi6701 and DXi6702 during its first year in the market. Designed to eliminate the trade-offs customers have to make with other deduplication solutions, the DXi6701/02 has received several product of the year honors and other industry recognition. (See separate press release issued today titled, "Quantum Ships 1,000th DXi6701/02 Midrange Deduplication Appliance.")
- Quantum released StorNext 4.3 software, which brings new intelligence features, greater performance and increased scale to managing big data, including support for up to one billion files and dozens of petabytes of tiered storage. This latest generation StorNext software also includes unique capabilities for emerging needs, such as archive on ingest, active vaulting and project-based capacity management all designed to help customers extract maximum value from their data.
- StorNext File System shipments surpassed 70,000, representing an increase of nearly 20 percent in less than nine months. In addition, the unique value StorNext provides in helping customers manage big data was reflected in two other announcements made during the quarter. First, a NASCAR video project in which StorNext played a central role won a prestigious Innovation Award at IBC 2012, a leading international conference for the media and entertainment industry. Second, in research sponsored by Quantum and conducted by IDC, the industry analyst firm found that StorNext customers experienced a return of nearly \$6.50 for every \$1 invested over three years, with payback in just over four months.
- Teradata, the leading analytic data solutions company, selected Quantum's Scalar<sup>®</sup> tape libraries and Scalar Key Manager<sup>™</sup> encryption software as standard elements in its enterprise data protection solution offerings for customers. This partnership speaks to Quantum's worldwide market share leadership in open systems tape automation and enables the company to extend its customer reach even further.

# **Conference Call and Audio Webcast Notification**

Quantum will hold a conference call today, Oct. 24, 2012, at 2:00 p.m. PDT, to discuss its fiscal second quarter results. Press and industry analysts are invited to attend in listenonly mode. Dial-in number: (480) 629-9818 (U.S. & International). Quantum will provide a live audio webcast of the conference call beginning today, Oct. 24, 2012, at 2:00 p.m. PDT. Site for the webcast and related information: http://www.quantum.com/investors.

#### About Quantum

Quantum is a proven global expert in data protection and big data management, providing specialized storage solutions for physical, virtual and cloud environments. From small businesses to major enterprises, more than 50,000 customers trust Quantum to help maximize the value of their data by protecting and preserving it over its entire lifecycle. With Quantum, customers can Be Certain<sup>TM</sup> they're able to adapt in a changing world – keeping more data longer, bridging from today to tomorrow, and reducing costs. See how at www.quantum.com/BeCertain.

#### ###

Quantum, the Quantum logo, Be Certain, Q-Cloud, DXi, StorNext, Scalar and Scalar Key Manager are either registered trademarks or trademarks of Quantum Corporation and its affiliates in the United States and/or other countries. All other trademarks are the property of their respective owners.

"Safe Harbor" Statement under the U.S. Private Securities Litigation Reform Act of 1995: This press release contains "forward-looking" statements within the meaning of the Private Securities Litigation Reform Act of 1995. Specifically, without limitation, our statements regarding taking actions to reduce spending so that we can continue to make the investments that best support our growth strategy, that the Teradata relationship enables us to extend our customer reach and all of our statements under the "Outlook" section are forward-looking statements within the meaning of the Safe Harbor. All forward-looking statements in this press release are based on information available to Quantum on the date hereof. These statements involve known and unknown risks, uncertainties and other factors that may cause Quantum's actual results to differ materially from those implied by the forward-looking statement. More detailed information about these risk factors, and additional risk factors, are set forth in Quantum's periodic filings with the Securities and Exchange Commission, including, but not limited to, those risks and uncertainties listed in the section entitled "Risk Factors" in Quantum's Annual Report on Form 10-K filed with the Securities and Exchange Commission on June 14, 2012 and in Quantum's Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on June 14, 2012 and in Quantum's Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission for update or alter its forward-looking statements, whether as a result of new information, future events or otherwise.

#### **Use of Non-GAAP Financial Measures**

Quantum believes that the non-GAAP financial measures disclosed above provide useful and supplemental information to investors regarding its quarterly financial performance. Quantum management uses these non-GAAP financial measures internally to understand, manage and evaluate the company's business results and make operating decisions. For instance, Quantum management often makes decisions regarding staffing, future management priorities and how the company will direct future operating expenses on the basis of non-GAAP financial measures. In addition, compensation of our employees is based in part on the performance of our business based on non-GAAP operating income.

The non-GAAP financial measures used in this press release exclude the impact of acquisition expenses, amortization of intangibles, restructuring charges and share-based compensation expense for the following reasons:

#### Acquisition Expenses

The acquisition expenses were those expenses incurred to acquire Pancetera, Inc. and are not part of Quantum's future core operations.

#### Amortization of Intangible Assets

This includes acquired intangibles such as purchased technology and customer relationships in connection with prior acquisitions. These expenses are not factored into management's evaluation of potential acquisitions or Quantum's performance after completion of the acquisitions because they are not related to Quantum's core operating performance. In addition, the frequency and amount of such charges can vary significantly based on the size and timing of acquisitions and the maturities of the businesses being acquired. Excluding acquisition-related charges from non-GAAP measures provides investors with a basis to compare Quantum against the performance of other companies without the variability caused by purchase accounting.

#### Restructuring Charges

Restructuring charges primarily relate to expenses associated with changes to Quantum's operating structure. Restructuring charges are excluded from non-GAAP financial measures because they are not considered core operating activities. Although Quantum has engaged in various restructuring activities in the past, each has been a discrete event based on a unique set of business objectives. Management believes that it is appropriate to exclude restructuring charges from Quantum's non-GAAP financial measures, as it enhances the ability of investors to compare Quantum's period-over-period operating results from continuing operations.

#### Share-Based Compensation Expense

Share-based compensation expense relates primarily to equity awards such as stock options and restricted stock units. Share-based compensation is a non-cash expense that varies in amount from period to period and is dependent on market forces that are often beyond Quantum's control. As a result, management excludes this item from Quantum's internal operating forecasts and models. Management believes that non-GAAP measures adjusted for share-based compensation provide investors with a basis to measure Quantum's core performance against the performance of other companies without the variability created by share-based compensation as a result of the variety of equity awards used by other companies and the varying methodologies and assumptions used.

Non-GAAP financial measures should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. They are limited in value because they exclude charges that have a material impact on the company's reported financial results and, therefore, should not be relied upon as the sole financial measures to evaluate the company. The non-GAAP financial measures are meant to supplement, and be viewed in conjunction with, GAAP financial measures. Investors are encouraged to review the reconciliation of the non-GAAP financial measures to their most directly comparable GAAP financial measures as provided in the tables accompanying this press release.

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

		Three Months Ended				Six Months Ended				
	Septer	mber 30, 2012	Septembe	September 30, 2011		1 September 30, 2012		September 30, 2011		
Revenue:										
Product	\$	100,067	\$	115,126	\$	193,878	\$	217,394		
Service		35,711		35,898		71,798		72,594		
Royalty		11,562		14,015		22,543		28,586		
Total revenue		147,340		165,039		288,219		318,574		
Cost of revenue:										
Product		67,884		72,299		132,634		140,806		
Service		20,232		21,129		40,566	43,1			
Restructuring benefit related to cost of revenue		—		—		—	(30			
Total cost of revenue		88,116		93,428		173,200	183,70			
Gross margin		59,224		71,611		115,019		134,873		
Operating expenses:										
Research and development		19,475		19,003		38,024	37,583			
Sales and marketing		34,441		31,115		69,719	61,640			
General and administrative		15,279		15,230		32,059	31,232			
Restructuring charges				863				699		
		69,195		66,211		139,802		131,154 1,500		
Gain on sale of patents				1,500						
Income (loss) from operations		(9,971)		6,900		(24,783)	5,21			
Other income and expense		(110)		(182)		(448)	(28			
Interest expense		(1,817)		(2,852)		(3,666)	_	(5,661)		
Income (loss) before income taxes		(11,898)		3,866		(28,897) 869		(722)		
Income tax provision		370	305		305			943		
Net income (loss)	\$	(12,268)	\$	3,561	\$	(29,766)	\$	(1,665)		
Basic and diluted net income (loss) per share:	\$	(0.05)	\$	0.01	\$	(0.12)	\$	(0.01)		
Weighted average common and common equivalent shares:										
Basic		239,856		232,712	2 238,251			230,579		
Diluted		239,856		238,459		238,251		230,579		
		200,000		200,109		200,201		200,079		
Included in the above Statements of Operations:										
Amortization of intangibles:										
Cost of revenue	\$	1,134	\$	2,101	\$	2,496	\$	4,676		
Sales and marketing		2,556		3,285		5,812		6,616		
General and administrative		—		7		_		32		
		3,690		5,393		8,308		11,324		
Share-based compensation:										
Cost of revenue		642		568		1,213		1,023		
Research and development		947		1,031		1,847		1,671		
Sales and marketing		1,246		1,213		2,330		1,932		
General and administrative		891		993		2,623		2,196		
		3,726		3,805		8,013		6,822		

# QUANTUM CORPORATION CONDENSED CONSOLIDATED BALANCE SHEETS (In thousands) (Unaudited)

	September 30, 2012	Mar	ch 31, 2012*	
Assets				
Current assets:				
Cash and cash equivalents	\$ 28,972	\$	51,261	
Restricted cash	3,981		4,230	
Accounts receivable, net	99,564		110,840	
Manufacturing inventories	54,794		61,111	
Service parts inventories	37,149		39,050	
Deferred income taxes	4,950		5,295	
Other current assets	8,918		9,434	
Total current assets	238,328		281,221	
Long-term assets:				
Property and equipment, net	25,945		25,440	
Intangible assets and goodwill	73,417		81,725	
Other long-term assets	8,077		6,962	
Total long-term assets	107,439		114,127	
	\$ 345,767	\$	395,348	
Liabilities and Stockholders' Deficit				
Current liabilities:				
Accounts payable	\$ 42,930	\$	56,304	
Accrued warranty	7,904		7,586	
Deferred revenue, current	82,520		93,441	
Accrued restructuring charges	924		1,752	
Accrued compensation	28,223		31,971	
Income taxes payable	351		1,133	
Other accrued liabilities	19,023		17,866	
Total current liabilities	181,875		210,053	
Long-term liabilities:				
Deferred revenue, long-term	36,293		36,430	
Deferred income taxes	4,476		4,564	
Long-term debt	49,495		49,495	
Convertible subordinated debt	135,000		135,000	
Other long-term liabilities	6,313		6,486	
Total long-term liabilities	231,577		231,975	
Stockholders' deficit	(67,685)		(46,680)	
	\$ 345,767	\$	395,348	

\* Derived from the March 31, 2012 audited Consolidated Financial Statements.

# QUANTUM CORPORATION CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (In thousands) (Unaudited)

		ed				
	Septem	September 30, 2012				
Cash flows from operating activities:						
Net loss	\$	(29,766)	\$	(1,665)		
Adjustments to reconcile net loss to net cash provided by (used in) operating						
activities:						
Depreciation		6,151		5,928		
Amortization		8,895		12,521		
Service parts lower of cost or market adjustment		4,700		3,851		
Deferred income taxes		274		(713)		
Share-based compensation		8,013		6,822		
Changes in assets and liabilities, net of effect of acquisition:						
Accounts receivable		11,276		6,330		
Manufacturing inventories		1,499		(5,992)		
Service parts inventories		2,019		2,166		
Accounts payable		(13,347)		1,189		
Accrued warranty		318		79		
Deferred revenue		(11,058)		(5,578)		
Accrued restructuring charges		(828)		(2,761)		
Accrued compensation		(3,682)		(4,506)		
Income taxes payable		(765)		248		
Other assets and liabilities		1,779		(913)		
Net cash provided by (used in) operating activities		(14,522)		17,006		
Cash flows from investing activities:						
Purchases of property and equipment		(6,691)		(6,036)		
(Increase) decrease in restricted cash		169		(1,245)		
Purchases of other investments		(2,169)		_		
Return of principal from other investments		208				
Payment for business acquisition, net of cash acquired				(8,152)		
Net cash used in investing activities		(8,483)		(15,433)		
Cash flows from financing activities:						
Repayments of long-term debt				(35,521)		
Payment of taxes due upon vesting of restricted stock		(1,882)		(2,544)		
Proceeds from issuance of common stock		2,599		6,975		
Net cash provided by (used in) financing activities		717		(31,090)		
Effect of exchange rate changes on cash and cash equivalents		(1)		(33)		
Net decrease in cash and cash equivalents		(22,289)		(29,550)		
Cash and cash equivalents at beginning of period		51,261		76,010		
Cash and cash equivalents at end of period	\$	28,972	\$	46,460		

# QUANTUM CORPORATION GAAP TO NON-GAAP RECONCILIATION (In thousands, except per share amounts) (Unaudited)

	Three Months Ended September 30, 2012						
	Gross Margin			Per Share Net Loss, ss Basic			er Share let Loss, Diluted
GAAP	\$ 59,224	40.2%	\$ (12,268)	\$	(0.05)	\$	(0.05)
Non-GAAP Reconciling Items:							
Amortization of intangibles	1,134		3,690				
Share-based compensation	642		3,726				
Non-GAAP	\$ 61,000	41.4%	\$ (4,852)	\$	(0.02)	\$	(0.02)
Computation of basic and diluted net loss per share:					GAAP	No	on-GAAP
Net loss				\$	(12,268)	\$	(4,852)
Weighted average shares:							
Basic and diluted					239,856		239,856
		Six Mon	ths Ended Sej	otem	ber 30, 201	2	
	Gross Margin	Gross Margin Rate	Net Loss		er Share Net Loss, Basic	N	er Share let Loss, Diluted
GAAP	\$ 115,019	39.9%	\$ (29,766)	\$	(0.12)	\$	(0.12)
Non-GAAP Reconciling Items:							
Amortization of intangibles	2,496		8,308				
Share-based compensation	1,213		8,013				
Non-GAAP	\$ 118,728	41.2%	\$(13,445)	\$	(0.06)	\$	(0.06)
Computation of basic and diluted net loss per share:					GAAP	No	on-GAAP
				-			(10, 445)
Net loss				\$	(29,766)	\$	(13,445)
Net loss Weighted average shares:				\$	(29,766)	\$	(13,445)

The non-GAAP information set forth in this table is not prepared in accordance with generally accepted accounting principles and may be different from non-GAAP financial information used by other companies.

# QUANTUM CORPORATION GAAP TO NON-GAAP RECONCILIATION (In thousands, except per share amounts) (Unaudited)

	Three Months Ended September 30, 2011							
	Gross Margin	Gross Margin Rate	Net	t Income	Net	er Share Income, Basic	Net	er Share Income, Diluted
GAAP	\$ 71,611	43.4%	\$	3,561	\$	0.01	\$	0.01
Non-GAAP Reconciling Items:								
Amortization of intangibles	2,101			5,393				
Share-based compensation	568			3,805				
Restructuring charges	—			863				
Acquisition expenses	_			93				
Non-GAAP	\$ 74,280	45.0%	\$	13,715	\$	0.06	\$	0.06
Computation of basic and diluted net income per share:					(	GAAP	No	n-GAAP
Net income					\$	3,561	\$	13,715
Interest on dilutive convertible notes						_		1,191
Income for purposes of computing income per diluted share					\$	3,561	\$	14,906
Weighted average shares:								
Basic						232,712		232,712
Dilutive shares from stock plans						5,747		5,747
Dilutive shares from convertible notes						—		31,158
Diluted						238,459		269,617

	Six Months Ended September 30, 2011							
	Gross Margin	Gross Margin Rate		t Income (Loss)	Ne	er Share et Income oss), Basic	N	Per Share et Income (Loss), Diluted
GAAP	\$ 134,873	42.3%	\$	(1,665)	\$	(0.01)	\$	(0.01)
Non-GAAP Reconciling Items:								
Amortization of intangibles	4,676			11,324				
Share-based compensation	1,023			6,822				
Restructuring charges	(300)			399				
Acquisition expenses	_			325				
Non-GAAP	\$ 140,272	44.0%	\$	17,205	\$	0.07	\$	0.07
Computation of basic and diluted net income (loss) per share:						GAAP	N	on-GAAP
Net income (loss)					\$	(1,665)	\$	17,205
Interest on dilutive convertible notes						_		
Income (loss) for purposes of computing income (loss) per								
diluted share					\$	(1,665)	\$	17,205
Weighted average shares:							_	
Basic						230,579		230,579
Dilutive shares from stock plans						_		7,835
Dilutive shares from convertible notes						_		
Diluted						230,579		238,414

The non-GAAP information set forth in this table is not prepared in accordance with generally accepted accounting principles and may be different from non-GAAP financial information used by other companies.

#### QUANTUM CORPORATION FORECAST THIRD QUARTER AND FULL YEAR FISCAL 2013 GAAP TO NON-GAAP RECONCILIATION (Dollars in millions)

# FORECAST THIRD QUARTER FISCAL 2013

	Demoente co
	Percentage
Forecast third quarter gross margin rate on a GAAP basis	41.0%
Forecast amortization of intangibles	0.6%
Forecast share-based compensation	0.4%
Forecast third quarter gross margin rate on a non-GAAP basis	42.0%
	Dollar Range
Forecast third quarter operating expense on a GAAP basis	\$ 67.2 — \$ 69.2
Forecast amortization of intangibles	1.9
Forecast share-based compensation	3.3
Forecast third quarter operating expense on a non-GAAP basis	\$ 62.0 \$ 64.0
FORECAST FULL YEAR FISCAL 2013	
	Percentage
Forecast fiscal 2013 gross margin rate on a GAAP basis	41.0%
Forecast amortization of intangibles	0.6%
Forecast share-based compensation	0.4%
Forecast fiscal 2013 gross margin rate on a non-GAAP basis	42.0%

	Dollars
Forecast fiscal 2013 operating expense on a GAAP basis	\$272.7
Forecast amortization of intangibles	9.5
Forecast share-based compensation	13.2
Forecast fiscal 2013 operating expense on a non-GAAP basis	\$250.0

Estimates based on current (October 24, 2012) projections.

The projected GAAP and non-GAAP financial information set forth in this table represent forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. For risk factors that could impact these projections, see our Annual Report on Form 10-K as filed with the SEC on June 14, 2012. We disclaim any obligation to update information in any forward-looking statement.

The non-GAAP financial information set forth in this table is not prepared in accordance with generally accepted accounting principles and may be different from non-GAAP financial information used by other companies.

## -end-