

IT Hardware Industry

Clear path to higher earnings; Raising PO for STX and WDC

Price Objective Change

Scenario analysis shows meaningful upside to estimates

Hard disk drive supply remains tight as manufacturers are not adding unit capacity and we see this as a structural change. As such, we continue to see demand exceeding supply, and see continued scope for OEMs to raise prices. In this note, we run a scenario analysis to judge the earnings power for Seagate (STX) and Western Digital (WDC), individually, under various scenarios of nearline dollars per Terabyte (\$/TB) growth. In Figures 1 and 2, for STX and WDC, respectively, we analyze how EPS for F28 can change as we vary the 3-year CAGR for nearline \$/TB (CY25-CY28) against various outcomes for operating margin, while keeping nearline exabytes (EB) fixed for F28. We also apply a 20x multiple to each EPS to see what that would imply for stock price. Reiterate Buy on WDC and STX.

STX – \$45 EPS in C28 possible (not modeled), PO to \$700

As shown in Fig 1, our C25 \$/TB est for STX is \$13 and we est C28 nearline shipments of 1.1 ZB (1130 EB). We also est C28 other HDD (non-nearline) rev of \$4.3bn. We analyze what EPS for C28 would be at various combinations of 3-year nearline \$/TB growth CAGR (C25-C28) and OM. We est that the current stock price of around \$587 factors in a C28 EPS of \$29 (derived using nearline \$/TB CAGR of 4% and C28 OM of 47%) and assuming a 20x multiple (which we see appropriate for the growth and margin profile of STX). But, in a bull case, we see the potential for EPS of \$45 (\$/TB reaching \$20 in C28 with a 3-year \$/TB CAGR of 16% and OM of 55%). We raise our PO to \$700 (from \$605) on 29x (prior 25x) C27 EPS of \$23.92. We leave our ests unchanged, but incorporate the potential upside by using a higher multiple. Our new PO of \$700 factors in a nearline \$/TB 3-year CAGR of 8%, OM of 51%.

WDC – \$33 EPS in C28 possible (not modeled), PO to \$495

As shown in Fig2, our C25 \$/TB est. for WDC is \$14 and we currently est C28 nearline shipments of 1.4 ZB (1396 EB). We also est C28 other HDD (non-nearline) rev of \$2.0bn. We then analyze what EPS for C28 would be at various combinations of 3-year nearline \$/TB growth CAGR (C25-C28) and OM. We est that the current stock price of around \$400 factors in a C28 EPS of about \$20 (derived using nearline \$/TB CAGR of 0% (no growth) and C28 OM of 45%) and assuming a 20x multiple (which we see appropriate for the growth and margin profile of WDC). But, in a bull case, we see the potential for EPS of \$33 (\$/TB reaching \$20 in C28 with a 3-year CAGR of 12% and OM of 55%). We raise our PO to \$495 (from \$415) on 29x (prior 25x) C27 EPS of \$16.89. We leave our ests unchanged, but incorporate the potential upside by using a higher multiple. Our new PO of \$495 factors in a nearline \$/TB 3-year CAGR of 4%, OM of 51%.

Factors benefiting both companies

Visibility is improving for both companies as they institute long-term contracts. HAMR helps drive higher exabyte shipments with the same number of hard drive units. HAMR also helps drive lower cost per TB as more exabytes are stored using the same number of heads and media. The market remains an oligopoly (with three OEMs providing hard disk drives) and we see low threat of new entrants coming into the market.

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Ticker	Prior PO	New PO
STX	\$605	\$700
WDC	\$415	\$495

Source: BofA Global Research estimates

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Abbreviations:

SBC: Stock-based compensation

TB: Terabytes

EB: Exabytes

HAMR: Heat Assisted Magnetic Recording

OEM: Original Equipment Manufacturer

Scenario analysis

Figure 1: STX – F28 EPS could approach \$45 with 3-year nearline \$/TB CAGR of 16% and OM of 55%

Revenues in \$mn, stock price and EPS in USD

Base Year:	2025
End Year:	2028
Growth periods:	3
2025 \$/TB	\$13
2028 interest/other (\$mn)	(\$200)
2028 tax rate (%)	25%
2028 share count (mn)	245

		Nearline \$/TB CAGR CY25-CY28							Increments
		0%	4%	8%	12%	16%	20%	24%	4%
Nearline \$/TB growth									
Nearline \$/TB		\$13	\$15	\$16	\$18	\$20	\$22	\$25	
Nearline EB CY28		1,130	1,130	1,130	1,130	1,130	1,130	1,130	
Nearline Revenue CY28		\$14,687	\$16,521	\$18,502	\$20,635	\$22,926	\$25,380	\$28,003	
Other HDD Revenue CY28		\$4,316	\$4,316	\$4,316	\$4,316	\$4,316	\$4,316	\$4,316	
Revenue STX Total CY28		\$19,003	\$20,837	\$22,818	\$24,951	\$27,241	\$29,696	\$32,319	
Implied stock price									
C28 EPS (ex SBC)									Multiple
Op, Margin, ex SBC CY28	47%	\$535	\$587	\$644	\$706	\$772	\$842	\$918	20.0x
		\$26.73	\$29.37	\$32.22	\$35.29	\$38.58	\$42.11	\$45.89	
	49%	\$558	\$613	\$672	\$736	\$805	\$879	\$957	
		\$27.89	\$30.64	\$33.61	\$36.81	\$40.25	\$43.93	\$47.87	
	51%	\$581	\$638	\$700	\$767	\$838	\$915	\$997	
		\$29.06	\$31.92	\$35.01	\$38.34	\$41.92	\$45.75	\$49.85	
	53%	\$604	\$664	\$728	\$797	\$872	\$951	\$1,036	
		\$30.22	\$33.20	\$36.41	\$39.87	\$43.59	\$47.57	\$51.82	
	55%	\$628	\$689	\$756	\$828	\$905	\$988	\$1,076	
		\$31.38	\$34.47	\$37.81	\$41.40	\$45.25	\$49.39	\$53.80	
	57%	\$651	\$715	\$784	\$858	\$938	\$1,024	\$1,116	
		\$32.55	\$35.75	\$39.20	\$42.92	\$46.92	\$51.20	\$55.78	
	59%	\$674	\$740	\$812	\$889	\$972	\$1,060	\$1,155	
		\$33.71	\$37.02	\$40.60	\$44.45	\$48.59	\$53.02	\$57.76	
	61%	\$697	\$766	\$840	\$920	\$1,005	\$1,097	\$1,195	
		\$34.87	\$38.30	\$42.00	\$45.98	\$50.26	\$54.84	\$59.74	
	63%	\$721	\$791	\$868	\$950	\$1,038	\$1,133	\$1,234	
		\$36.04	\$39.57	\$43.39	\$47.51	\$51.92	\$56.66	\$61.72	

Source: Company reports, BofA Global Research estimates

Each cell in the table shows the potential CY28 EPS (bottom value), and implied stock price at that EPS using a 20x multiple (top-value)

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Figure 2: WDC – F28 EPS could approach \$33 with 3-year nearline \$/TB CAGR of 12% and OM of 55%

Revenues in \$mn, stock price and EPS in USD

Base Year:	2025
End Year:	2028
Growth periods:	3
2025 \$/TB	\$14
2028 interest/other (\$mn)	\$200
2028 tax rate (%)	25%
2028 share count (mn)	375

		Nearline \$/TB CAGR CY25-CY28							Increments
		0%	4%	8%	12%	16%	20%	24%	4%
Op. Margin, ex SBC CY28	Nearline \$/TB growth								
	Nearline \$/TB	\$14	\$16	\$18	\$20	\$22	\$24	\$27	
	Nearline EB CY28	1,396	1,396	1,396	1,396	1,396	1,396	1,396	
	Nearline Revenue CY28	\$19,541	\$21,981	\$24,616	\$27,454	\$30,502	\$33,767	\$37,258	
	Other HDD Revenue CY28	\$2,036	\$2,036	\$2,036	\$2,036	\$2,036	\$2,036	\$2,036	
	Revenue WDC Total CY28	\$21,577	\$24,017	\$26,652	\$29,490	\$32,537	\$35,803	\$39,293	
	Implied stock price								
	C28 EPS (ex SBC)								Multiple
	45%	\$396	\$440	\$488	\$539	\$594	\$652	\$715	20.0x
		\$19.82	\$22.02	\$24.39	\$26.94	\$29.68	\$32.62	\$35.76	
	47%	\$414	\$460	\$509	\$562	\$620	\$681	\$747	
		\$20.68	\$22.98	\$25.45	\$28.12	\$30.99	\$34.05	\$37.34	
	49%	\$431	\$479	\$530	\$586	\$646	\$710	\$778	
		\$21.55	\$23.94	\$26.52	\$29.30	\$32.29	\$35.49	\$38.91	
	51%	\$448	\$498	\$552	\$610	\$672	\$738	\$810	
		\$22.41	\$24.90	\$27.58	\$30.48	\$33.59	\$36.92	\$40.48	
	53%	\$465	\$517	\$573	\$633	\$698	\$767	\$841	
		\$23.27	\$25.86	\$28.65	\$31.66	\$34.89	\$38.35	\$42.05	
	55%	\$483	\$536	\$594	\$657	\$724	\$796	\$872	
		\$24.13	\$26.82	\$29.72	\$32.84	\$36.19	\$39.78	\$43.62	
	57%	\$500	\$556	\$616	\$680	\$750	\$824	\$904	
		\$25.00	\$27.78	\$30.78	\$34.02	\$37.49	\$41.22	\$45.19	
	59%	\$517	\$575	\$637	\$704	\$776	\$853	\$935	
		\$25.86	\$28.74	\$31.85	\$35.20	\$38.79	\$42.65	\$46.77	
	61%	\$534	\$594	\$658	\$728	\$802	\$882	\$967	
		\$26.72	\$29.70	\$32.92	\$36.38	\$40.10	\$44.08	\$48.34	

Source: Company reports, BofA Global Research estimates

Each cell in the table shows the potential CY28 EPS (bottom value), and implied stock price at that EPS using a 20x multiple (top-value)

Exhibit 1: Stocks mentioned

Prices and ratings for stocks mentioned in this report

BofA Ticker	Bloomberg ticker	Company name	Price	Rating
STX	STX US	Seagate	US\$ 586.25	C-1-7
WDC	WDC US	Western Digital	US\$ 404	C-1-7

Source: BofA Global Research

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Price objective basis & risk**Seagate Technology (STX)**

Our PO of \$700 is based on 29x our C2027E EPS estimate of \$23.92. This multiple is at the high-end of its historical P/E range of 7x-29x, with median 12x, and is warranted in our view as demand continues to outpace supply, pricing continues to go higher, and peak earnings can be higher than historical peaks. The multiple balances near-term headwinds against the return of a more rational HDD industry and return to revenue and EPS growth.

Downside risks to our price objective are: (1) any slowdown in cloud/data center spending, (2) worse than expected industry pricing, (3) increased usage of NAND flash vs. hard disk drives, (4) share loss to WDC in the enterprise HDD market, (5) further unit declines in desktops and notebooks, and (6) degradation of cash position and potential violation of credit facility covenants. Upside risks are: (1) higher than expected demand for HAMR drives, (2) better mix of high capacity/nearline HDDs, which could drive ASPs and gross margin higher, (3) improved technological advantage and total cost of ownership benefit over NAND flash so as to reduce SSD penetration, (4) consumer PC refresh cycle driving higher hard drive demand, and (5) improved free cash flow generation.

Western Digital Corporation (WDC)

Our PO of \$495 is based on 29x C27E EPS of \$16.89. This multiple is at the high end of the historical range of 4x-29x, with median 7x and is warranted in our view as demand continues to outpace supply, pricing continues to go higher, and peak earnings can be higher than historical peaks. The multiple balances near-term headwinds against the return of a more rational HDD industry and return to revenue and EPS growth.

Downside risks are: (1) any slowdown in cloud/data center spending, (2) slower qualification and launch of HAMR drivers vs. expectations, (3) worse than expected industry pricing, (4) share loss to STX in the enterprise HDD market, (5) further unit declines in desktops and notebooks, (6) degradation of cash position and lower free cash flow and (7) failure of strategic actions to drive incremental value.

Upside risks are: (1) significant pickup in high capacity/nearline HDDs, which could drive ASPs and gross margin higher, (2) share gains in enterprise HDDs, (3) faster than expected launch and ramp of HAMR drives, (4) consumer PC refresh cycle driving higher hard drive demand, and (5) improved free cash flow generation and faster debt pay down.

Analyst Certification

I, Wamsi Mohan, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.



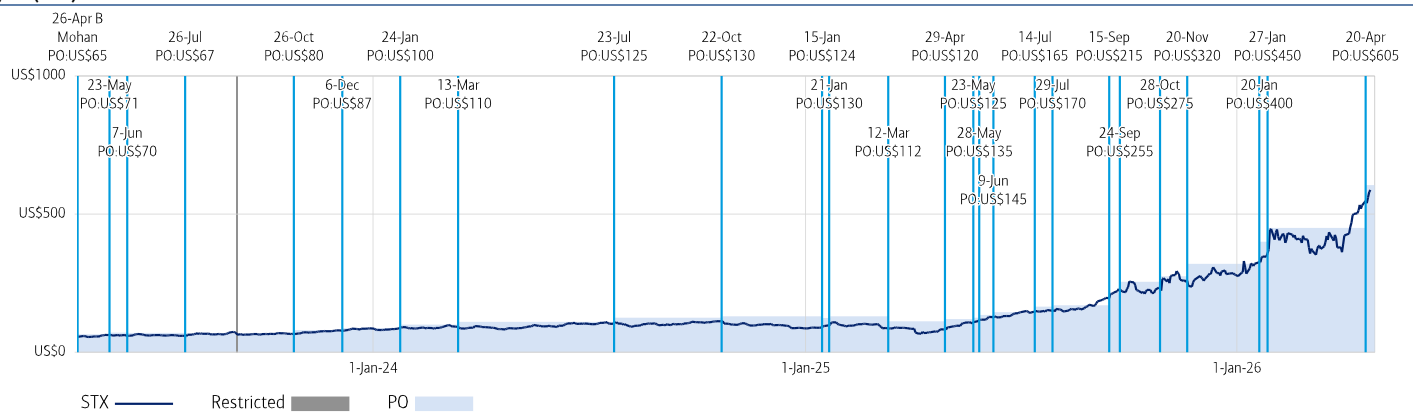
US - IT Hardware and Technology Supply Chain Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Amphenol	APH	APH US	Wamsi Mohan
	Apple Inc.	AAPL	AAPL US	Wamsi Mohan
	Celestica Inc.	CLS	CLS US	Ruplu Bhattacharya
	Celestica Inc.	YCLS	CLS CN	Ruplu Bhattacharya
	Corning Inc.	GLW	GLW US	Wamsi Mohan
	Dell Technologies Inc.	DELL	DELL US	Wamsi Mohan
	DigitalOcean	DOCN	DOCN US	Wamsi Mohan
	Flex Ltd.	FLEX	FLEX US	Ruplu Bhattacharya
	Hewlett-Packard Enterprise	HPE	HPE US	Wamsi Mohan
	Ingram Micro Holding Corporation	INGM	INGM US	Ruplu Bhattacharya
	International Business Machines Corp.	IBM	IBM US	Wamsi Mohan
	Jabil Inc.	JBL	JBL US	Ruplu Bhattacharya
	Nutanix Inc	NTNX	NTNX US	Wamsi Mohan
	Sandisk Corporation	SNDK	SNDK US	Wamsi Mohan
	Seagate Technology	STX	STX US	Wamsi Mohan
	TD Synnex Corp	SNX	SNX US	Ruplu Bhattacharya
	TE Connectivity Plc.	TEL	TEL US	Wamsi Mohan
	Western Digital Corporation	WDC	WDC US	Wamsi Mohan
NEUTRAL				
	CDW Corp	CDW	CDW US	Ruplu Bhattacharya
	Concentrix Corporation	CNXC	CNXC US	Ruplu Bhattacharya
	Enovix Corporation	ENVX	ENVX US	Ruplu Bhattacharya
	Everpure Inc	P	P US	Wamsi Mohan
	NetApp Inc.	NTAP	NTAP US	Wamsi Mohan
	Sanmina Corporation	SANM	SANM US	Ruplu Bhattacharya
	Sensata Technologies Holdings Plc	ST	ST US	Wamsi Mohan
UNDERPERFORM				
	Arrow Electronics Inc.	ARW	ARW US	Ruplu Bhattacharya
	Avnet Inc.	AVT	AVT US	Ruplu Bhattacharya
	HP Inc.	HPQ	HPQ US	Wamsi Mohan
	Super Micro Computer Inc.	SMCI	SMCI US	Ruplu Bhattacharya
	Teradata Corporation	TDC	TDC US	Wamsi Mohan
	Vishay Intertechnology, Inc.	VSH	VSH US	Ruplu Bhattacharya

Disclosures

Important Disclosures

Seagate (STX) Price Chart

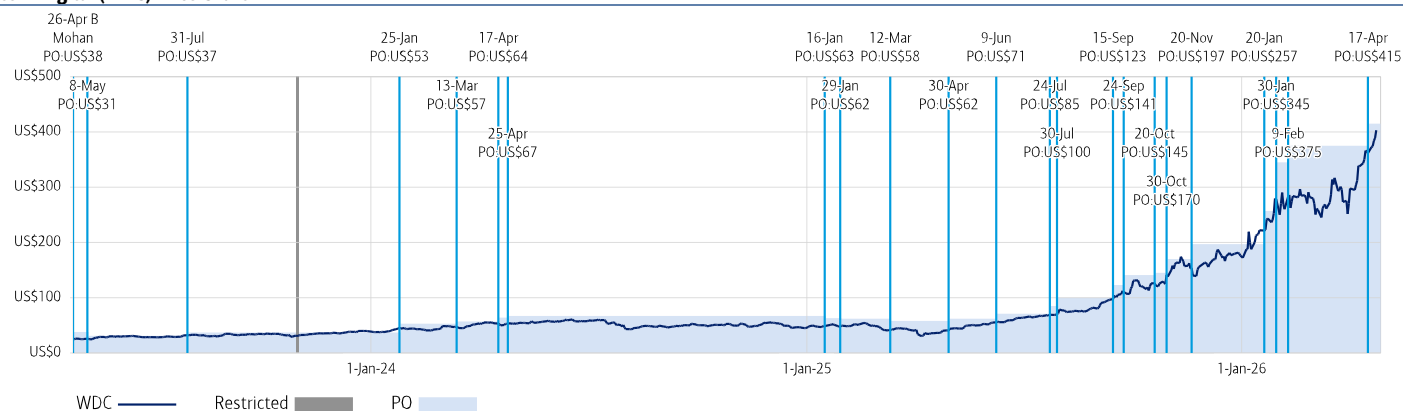


B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.



Western Digital (WDC) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

Equity Investment Rating Distribution: Technology Group (as of 31 Mar 2026)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	234	58.50%	Buy	123	52.56%
Hold	90	22.50%	Hold	43	47.78%
Sell	76	19.00%	Sell	23	30.26%

Equity Investment Rating Distribution: Global Group (as of 31 Mar 2026)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	1993	55.76%	Buy	1186	59.51%
Hold	821	22.97%	Hold	509	62.00%
Sell	760	21.26%	Sell	400	52.63%

^{R1} Issuers that were investment banking clients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold, and a stock rated Underperform is included as a Sell.

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Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

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