

INFRASTRUCTURE BRIEFING

The State of Digital Storage

Vol. 1 · July 2026

EXECUTIVE SUMMARY

BY THE NUMBERS

THE PRICE SUPERCYCLE

FLASH PRINTS MONEY

HARD DRIVES: SOLD OUT INTO 2027

THE SUBSTITUTION QUESTION



BY DANIEL SHANKLIN

danielshanklin.com/stateof/storage

Executive Summary

Everything that stores a bit is sold out. The AI buildout turned storage — the boring layer — into the most profitable corner of hardware. Vol. 1 opens this ledger in the same three weeks the first deceleration signals arrived, which is exactly why it opens with forecasts.

1. The sellers printed records across every medium. Samsung's preliminary Q2 print — ₩171T revenue, ₩89.4T (~\$59B) operating profit — was reported across multiple outlets as the largest quarterly operating profit ever recorded by a technology company^[1]; the figures are preliminary, division detail lands late July. Micron booked \$41.46B in FQ3 at an 84.9% non-GAAP gross margin^[2]; SanDisk ran a 78.4% gross margin against 22.5% a year earlier^[3]; Western Digital posted the first ~50% gross margin ever for an HDD pure-play^[4].
2. Prices did it. NAND contract prices rose a record +55–60% QoQ in 1Q26^[5] (TrendForce's own mid-quarter upgrade from +33–38%), with +70–75% forecast for 2Q26^[6] — then the arc bent: the 3Q26 forecast is just +10–15%^[7], with consumer buyers “reaching their affordability limit” and NAND spot demand “visibly withering”^[8].
3. Hard drives became the sold-out commodity of the buildout. WDC: “We’re pretty much sold out for calendar ’26”; Seagate: “fully allocated”^[9] — with long-term agreements running through calendar 2028–2029^[4] and Seagate raising its multi-year growth target to “a minimum of 20%”^[10].
4. The buyers escalated: the big four hyperscalers now guide to >\$700B of 2026 capex — nearly double 2025, raised ~\$100B in a single quarter^[11] — and Oracle overshot its own \$50B capex guide at \$55.7B while booking a \$638B RPO^[12].

5. The demand reached the systems layer: external enterprise storage grew +22.7% YoY in 1Q26 after a +3.9% 2025, with all-flash crossing 50% of revenue for the first time^[13] — and the market re-rated the sector so hard that Kioxia overtook Toyota as Japan’s most valuable listed company on June 12^[14], per Bloomberg-reported coverage.

6. The structural question of the cycle is substitution: QLC enterprise SSDs are now measurably absorbing workloads HDDs can’t supply^[15], and inference/KV-cache demand is described in Kioxia-coverage as a demand source no previous memory cycle ever had — but NAND vendors are adding “virtually no new production capacity in 2026”^[16], so you cannot substitute into a medium that is also sold out.

7. Vol. 1’s self-aware framing: we are opening a calibration ledger possibly near the top of a historic cycle. The tape is contradictory on purpose — Samsung’s record print met a ~7% stock drop^[1], and TrendForce’s +10–15% 3Q26 call is directly contradicted by ADATA’s chairman warning of +40%^[17]. The forecasts section is where that tension becomes falsifiable.

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By the Numbers

Eight numbers that define the storage market as of July 2026. These are the board this series will mark to, month over month.

#89.4T

Samsung preliminary Q2 2026 operating profit (~\$59B)^[1] — reported as the largest quarterly OP ever by a tech company; stock fell ~7% on the print

JUL 7 GUIDANCE • PRELIMINARY, PER MULTIPLE OUTLETS

\$41.46B

Micron FQ3 2026 revenue^[2] — record; a reported \$9.9B NAND quarter; FQ4 guided to \$50B ±\$1B at ~86% GM

REPORTED JUN 24 • MICRON VIA YAHOO FINANCE

78.4%

SanDisk FQ3 2026 non-GAAP gross margin^[3] — vs 22.5% a year earlier; \$42B minimum contracted LTA revenue booked

REPORTED APR 30 • TIKR

\$18.46B

Top-5 enterprise SSD revenue, 1Q26^[4] — +86.1% QoQ; contract prices up ~80% in the quarter; supplier inventories at historic lows

TRENDFORCE • JUN 11

\$3.11B

Seagate FQ3 FY26 revenue^[5] — +44% Y/Y; 47% non-GAAP GM; 199 EB shipped; growth target raised to 20%+

SEAGATE IR • APR 28

\$3.34B

WDC FQ3 FY26 revenue^[6] — +46% Y/Y; ~50% GM, the first 50-handle for an HDD pure-play; sold out for CY2026

BLOCKS & FILES • MAY 1

>\$700B

Big-4 hyperscaler CY2026 capex guidance^[7] — raised ~\$100B in one quarter; nearly double 2025

SHERWOOD NEWS · APR 30

\$9.2B

IDC 1Q26 external enterprise storage^[8] — +22.7% Y/Y vs +3.9% in all of 2025; all-flash >50% of revenue for the first time

IDC VIA BLOCKS & FILES · JUN 16

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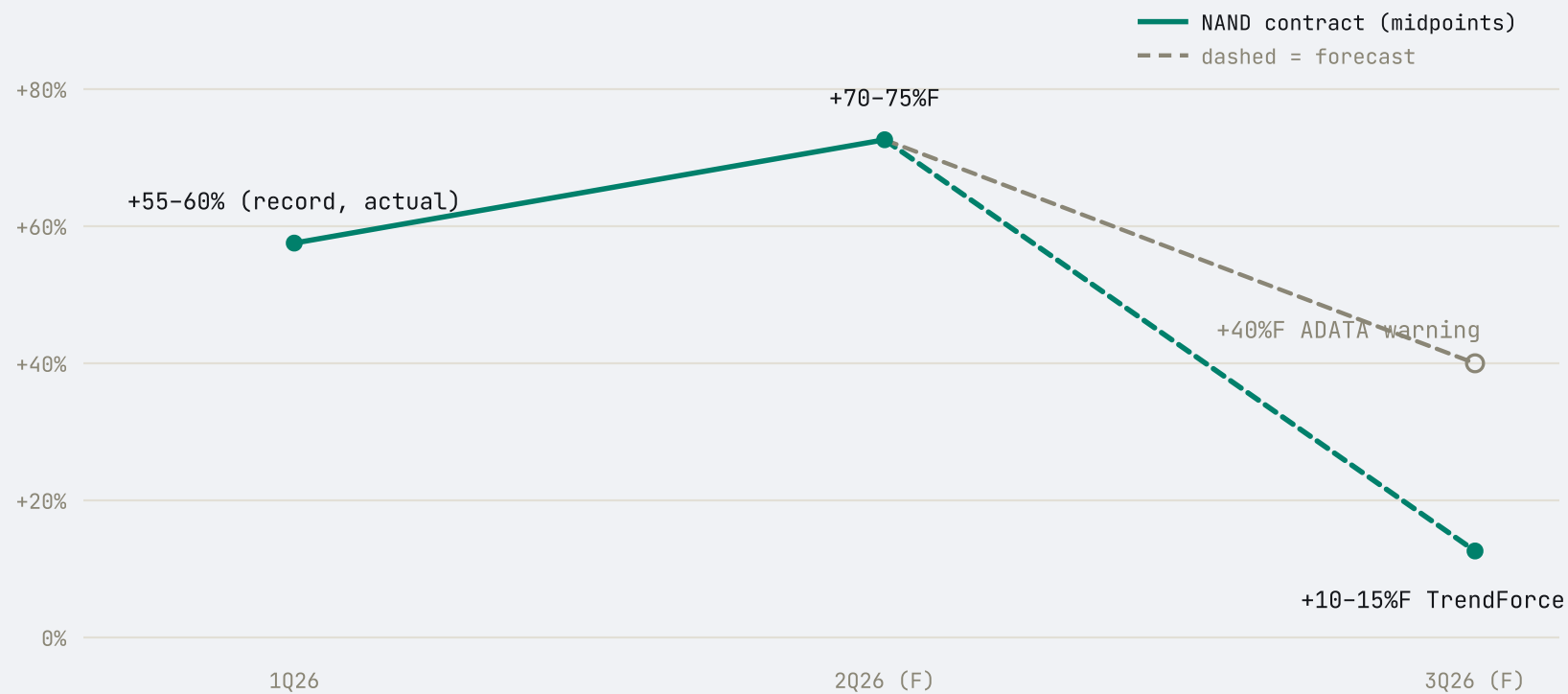
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The Price Supercycle

The steepest NAND contract-price run in the record books — a record quarter, a steeper forecast quarter, and then the bend: a +10–15% 3Q26 call that one major channel player publicly disputes.

The Bend — NAND flash contract price, QoQ change by quarter

TrendForce contract-price data and forecasts: 1Q26 (record +55–60%, upgraded mid-quarter from +33–38%)^[1] · 2Q26 forecast +70–75%^[2] · 3Q26 forecast +10–15%^[3]. Midpoints plotted; dashed segments are forecasts. The second dashed point is ADATA's chairman's +40% Q3 warning^[4], as reported — forecast vs forecast, both resolving October 2026 and graded in Vol. 2.



Spot and contract have decoupled

The leading edge of the deceleration is the spot market. 512Gb TLC wafer spot slipped from **\$20.638 in the week of June 8 to \$19.862 by the week ending June 29**, and TrendForce’s July 1 commentary describes NAND spot demand as “visibly withering,” with suppliers cutting quotations and buyers “hesitant towards accepting the existing level of cost”^[5]. Contract — dominated by hyperscaler eSSD orders and long-term agreements — keeps rising; spot, which is the consumer and channel market, is falling. One market, two directions.

The 3Q26 outlook^[3] spells out the split: enterprise SSD is the only category still “on an upward trajectory,” while client SSD talks are prolonged by elevated OEM inventories, eMMC/UFS increases turn “more modest,” and consumer buyers are “reaching their affordability limit.”

What the run-up did to real products

Per retail trackers, 1TB consumer SSDs roughly doubled since late 2025, from ~\$45 to ~\$90^[6]. At the enterprise extreme, channel roundups relaying TrendForce data report a 30TB TLC enterprise SSD that cost ~\$3,000 in Q2 2025 quoted near ~\$17,500 by Q1 2026^[7] — a reported ~470% increase. Both figures are channel-reported rather than contract data; the direction is not in dispute.

Featured conflict: +10–15% vs +40%

For the same quarter — 3Q26 — TrendForce forecasts NAND contract prices up +10–15% QoQ^[3] while ADATA’s chairman warns of +40% (and DRAM +30%) as “AI starves consumer supply,” as reported^[4]. This is the single cleanest disagreement in storage right now: the data house says the arc is bending; the channel operator with inventory on the line says it steepens. Both resolve in October 2026. **Vol. 2 grades it.**

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Flash Prints Money

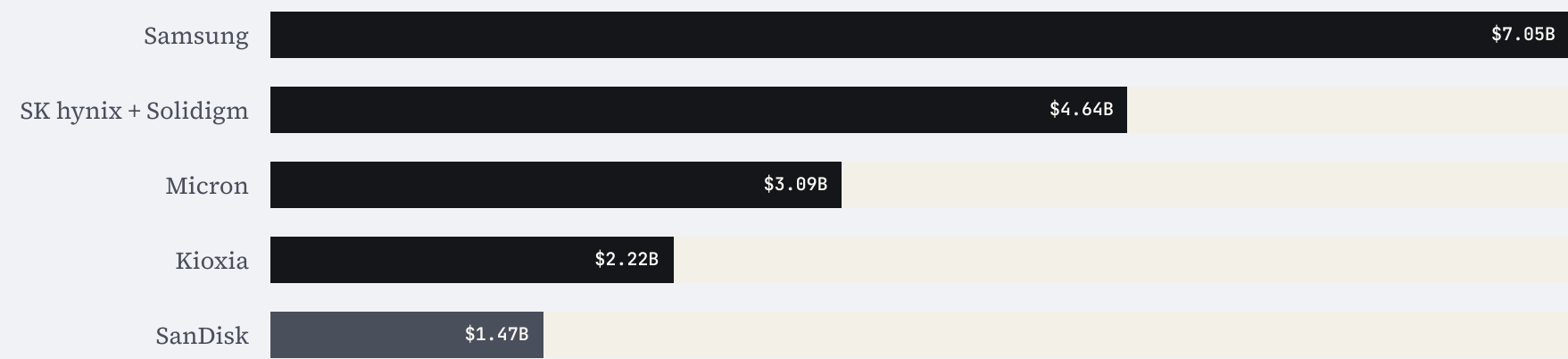
Every NAND vendor that reported in the window printed a record. The scoreboard below is the most profitable stretch the flash industry has ever recorded — built on a capex line that barely moved.

VENDOR	PERIOD	REVENUE	THE SIGNAL
SAMSUNG	Q2 2026 (prelim.)	₩171T (~\$112B)	<u>Operating profit ₩89.4T (~\$59B), ~19x YoY — reported as the largest tech quarterly OP ever; stock fell ~7% on the print^[1]. Preliminary; division detail due late July.</u>
MICRON	FQ3 2026	\$41.46B	<u>Non-GAAP GM 84.9%; FQ4 guided to \$50B ±\$1B at ~86% GM^[2]. NAND revenue a reported record \$9.9B (+361% YoY) with data-center SSD above \$5B, per prepared remarks as reported^[3].</u>
SANDISK	FQ3 2026	\$5.95B	<u>+97% QoQ, +251% YoY; GM 78.4% vs 22.5% a year earlier; EPS \$23.41 against a \$12–14 guide; ~\$42B minimum contracted revenue booked under three “New Business Model” agreements^[4].</u>

VENDOR	PERIOD	REVENUE	THE SIGNAL
SK HYNIX	Q1 2026	₩52.6T (~\$35.5B)	+198% YoY — more than its entire 2023 annual revenue; operating profit ₩37.6T; growth led by HBM, DRAM, and enterprise SSDs ^[5] . Q2 prints days after this issue — graded in Vol. 2.
KIOXIA	FY2026 (ended Mar)	¥2.337T (~\$14.7B)	Record year: +37% YoY, net profit ¥554.5B (+104%); US ADS listing in preparation ^[6] . On June 12 it overtook Toyota as Japan's most valuable company (¥44.36T vs ¥43.84T) ^[7] , per Bloomberg-reported coverage; stock up ~56x over the prior year per the same coverage.

The 1Q26 enterprise SSD scoreboard

Top-5 enterprise SSD revenue per [TrendForce \(Jun 11\)](#)^[8]: \$18.46B, +86.1% QoQ. Samsung \$7.05B (+92.8%), SK hynix incl. Solidigm \$4.64B, Micron \$3.09B, Kioxia \$2.22B, SanDisk \$1.47B.



The structural floor: capex discipline

2026 NAND capex is just **~\$22.2B, +5% YoY** (vs DRAM's \$61.3B, +14%), with TrendForce noting the additional spend will have "minimal impact on bit supply growth in 2026"^[9]. The one meaningful expansion is the Kioxia-SanDisk alliance at **~\$4.5B, ~+40%**

YoY^[10], and Kioxia's ~¥470B/yr FY26–28 plan (+66% vs FY25), with a third Kitakami fab under evaluation^[11]. Supply discipline is the floor under every price in this report.

The layer race

3D NAND layer counts as of July 2026, per Blocks & Files (Jul 3)^[12]; YMTC per Computex 2026 coverage, as reported^[13].



BiCS10 timing is disputed. Kioxia/SanDisk began sampling 332-layer BiCS10 on July 3 (1Tb TLC die, CBA architecture, –18% write power), with Blocks & Files reporting mass production in 2027 at Kitakami Fab 2^[12] — while earlier TrendForce-sphere reporting had the ramp pulled in to 2026^[14]. Sampling is confirmed; the volume date is not. We carry it as a conflict.

The accent bar is the geopolitical one. YMTC holds a reported ~13% of global NAND (up from ~8% a year earlier) and is targeting 15% by end-2026, building a production line with homegrown tools to work around US sanctions^[15] — a share forecast this ledger tracks in the watch table below.

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Hard Drives: Sold Out Into 2027

Nearline drives are allocated through calendar 2026 and largely into 2027, prices are rising instead of falling — a historic reversal for HDDs — and both majors printed margins the industry has never seen.

The sold-out quotes, verbatim

WDC CEO Irving Tan: **“We’re pretty much sold out for calendar ’26. We have firm purchase orders with our top seven customers.”** Seagate CEO Dave Mosley: **“Our nearline capacity is fully allocated through calendar year 2026.”** ([The Register](#), Feb 20^[1].) Seagate CFO Gianluca Romano went further on the April call: “the vast majority of our nearline capacity is allocated during the next 4 quarters”^[2] — through fiscal 2027, under build-to-order contracts that fix configuration *and pricing*. WDC’s long-term agreements extend through calendar 2028–2029^[3]; enterprise lead times of up to ~2 years are reported in trade coverage.

FQ3 FY26	SEAGATE	WESTERN DIGITAL
Revenue	<u>\$3.11B, +44% Y/Y^[4]</u>	<u>\$3.34B, +46% Y/Y^[3]</u>
Gross margin	47.0% non-GAAP	50.2% per B&F†
Exabytes shipped	199 EB (175 EB data center)	222 EB (199 EB nearline)
Cloud exposure	175 EB to data center, +47% Y/Y	Cloud = 89% of revenue (\$3.0B, +48%)
Pricing posture	<u>“No changes to our pricing strategy”; DC revenue/TB up mid-single digits^[2]</u>	<u>Pricing +9% Y/Y while cost per EB fell 10%^[3]</u>
FQ4 guide	\$3.45B ±\$100M · reports Jul 28	\$3.65B ±\$100M · reports Aug 5

† Blocks & Files reports 50.2%; other earnings coverage reports a “record 50.5%” — likely GAAP vs non-GAAP; either is the first 50-handle for an HDD pure-play. WDC’s GAAP EPS of \$8.20 (net income ~\$3.2B on \$3.34B revenue) implies a large one-time gain, likely tied to its retained SanDisk stake — treat headline EPS as inflated. Both stocks have roughly tripled YTD per market coverage^[5]; exact percentages move daily and are not printed here. Channel prices are up a reported ~46–50% since September 2025^[6].

HAMR: one vendor at scale, two chasing

Seagate

AT SCALE

Mozaic 4+ (up to 44TB) launched Mar 3, shipping in volume to two hyperscalers^[7] — “the industry’s only HAMR-based storage platform deployed at-scale,” roadmap to 100TB. Per the April call^[2]: Mozaic 4 to be the majority of HAMR exabytes exiting CY2026; **Mozaic 5 (~50TB) qualification shipments late CY2027.**

Western Digital

SAMPLING DUE

Feb 2025 roadmap: first HAMR drives — 36TB CMR / 44TB UltraSMR — sampling late 2026, 80–100TB by 2030, as reported^[8]. No sampling announcement as of this compile; forecast SODS-2607-08 tracks it. Meanwhile UltraSMR is the near-term lever: three major customers adopted; target 60% of exabytes by end FY27^[3].

Toshiba

PRE-VOLUME

Late-2025 roadmap, as reported: HAMR passing 40TB in 2026 (demo/first product), MAMR 40TB-class in 2027, 55TB+ after 2029^[9]. Its 2022 “40TB by 2026” promise has slid — scored in the scorecard below. No volume 40TB Toshiba product found in the window.

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The Substitution Question

Will QLC flash eat the hard drive's capacity tier? The 2026 answer, honestly stated: substitution at the margin is real and measurable; wholesale replacement is not on the 2026–2028 board.

The case for flash

MEASURABLE

- › The thesis originated with TrendForce’s Sep 2025 call^[1]: nearline HDD lead times blew past 52 weeks, QLC SSDs draw ~30% less power than nearline HDDs, and QLC shipments “could see explosive growth in 2026.”
- › It resolved as fact: the 1Q26 revenue release explicitly credits QLC enterprise SSD demand and the “persistent structural shortage of traditional HDDs”^[2] for an +83.7% QoQ top-5 revenue surge. Substitution is now in the revenue line, not just the narrative.
- › Kioxia’s decomposition: inference-AI NAND demand +86% CAGR FY2025–28 vs +22% for NAND overall^[3]. Coverage of its Toyota-passing rerate attributes it to KV-cache offload from LLM inference — described as a demand source that never existed in any previous memory cycle^[4], as reported.
- › Capacity points are sprinting: 245TB-class eSSDs are sampling from five vendors, with Solidigm confirming 245TB+ launch before end-2026^[5], as reported.

The incumbents’ math

STILL HOLDS

- › The cost gap persists at the tier that matters: roughly \$5/TB for high-capacity SMR HDDs against ~\$15/TB for SSDs in cold-storage math, per aggregated 2026 coverage — a ~3x gap consistent with WDC’s disclosure that its cost per exabyte fell 10% while pricing rose^[6].
- › The supply argument is decisive: TrendForce says major NAND suppliers “will add virtually no new production capacity in 2026”^[7]. You cannot substitute into a medium that is also sold out.
- › The customers voted with contracts: hyperscalers signed HDD agreements through 2028–2029^[6], and Seagate raised its multi-year growth target to a minimum of 20%^[8]. Buyers with the most information are locking up disk, not abandoning it.

Net read

Marginal, shortage-forced substitution is real and now shows up in vendor revenue attribution. Wholesale replacement is blocked by NAND's own supply discipline and a ~3x cost gap at the capacity tier. The binding constraint on *both* media is fab and factory capacity — and neither side is adding much. Watch Kioxia's +86% inference CAGR and YMTC's share target as the two lines most likely to change this verdict.

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The Buyers: Hyperscalers & Clouds

Storage demand is a derivative of the capex line — and the capex line went vertical. The big four raised guidance ~\$100B in one quarter.

COMPANY	CY2026 CAPEX GUIDE	CHANGE VS PRIOR GUIDE
AMAZON	~\$200B	Maintained
MICROSOFT	~\$190B (calendar)	~\$55B above FactSet consensus
ALPHABET	\$180–190B	Up from \$175–185B
META	\$125–145B	Up from \$115–135B; raise partly attributed to <u>higher component costs, as reported</u> ^[1]
Big-4 total	> <u>\$700B</u> ^[2]	“Nearly double last year, \$100B more than expected just last quarter”. A <u>\$725B tally</u> ^[3] also circulates — the gap is whether Microsoft is counted on a fiscal or calendar basis.

Oracle is the swing storyline. Per its Q4 FY26 report (Jun 10)^[4]: FY26 capex of **\$55.7B against a \$50B guide**; Q4 revenue \$19.2B (+21%) with OCI IaaS at \$5.8B (+93% YoY); **RPO \$638B**, up \$85B sequentially; FY27 guidance of ~\$90B revenue (+34% cc) and **~\$70B net cash capex**. Shares fell more than 7% post-market on the capex line — the same is-this-the-top reflex that met Samsung’s record.

Object storage: the quiet layer

Per AWS announcements as reported, S3 Vectors went GA on Dec 2, 2025 with a 40x capacity increase to 2B vectors per index and a claimed up-to-90% TCO reduction for large-scale RAG^[5], and reached AWS GovCloud in July 2026^[6].
Notably, **no evidence surfaced this cycle of NAND/HDD cost inflation reaching cloud object-storage list prices** — the squeeze lives in hardware markets, not (yet) in \$/GB-month. That absence is a watch item, not a conclusion.

Neoclouds built their own storage supply chain. CoreWeave’s [AI Object Storage](#) (launched Oct 2025) claims 7 GB/s throughput with no egress or per-request fees^[7], as reported — and on June 23 [Backblaze](#) signed a five-year, \$335M, multi-exabyte agreement to supply its HDD-based tiers^[8]. Backblaze CEO Gleb Budman: **“Storage is the foundation every AI workflow is built on — without it, even the world’s most powerful compute sits idle.”** Neocloud storage is now multi-vendor and tiered, like the hyperscalers’.

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Enterprise Systems & the Specialists

The systems market snapped out of a half-decade of stagnation in one quarter — part real demand, part component-price pass-through, per IDC’s own driver list.

+22.7%

1Q26 external enterprise storage growth, to \$9.2B — vs +3.9% for all of 2025 (\$33.0B)

IDC VIA B&F^[1]

52.6%

All-flash share of revenue (\$4.9B, +32.7% YoY) — first quarter ever above 50%

IDC VIA B&F^[1]

+60.7%

High-end systems (>\$250K) growth — the sharpest segment acceleration, as reported

INFOTECHLEAD^[2]

\$0.9B

All-HDD arrays (+10.2%, 9.6% share) — even the legacy tier grew

IDC VIA B&F^[1]

VENDOR	QUARTER	STORAGE RESULT	THE STORY
DELL	Q1 FY27	\$4.3B, +8%	<u>A record storage quarter — dwarfed by \$16.1B of AI-server revenue and a \$51.3B backlog^[3].</u> IDC ranks Dell the market leader.
NETAPP	Q4 FY26	\$1.95B, +12%	<u>Strongest growth in years; record all-flash quarter (\$1.2B, +18%); FY27 guided to \$7.325–7.575B^[4].</u> IDC’s #2.

VENDOR	QUARTER	STORAGE RESULT	THE STORY
PURE STORAGE	Q1 FY27	\$1.053B, +35%	<u>Product revenue +55%; hyperscale revenue still “relatively little” with the ramp expected in Q3/Q4^[5] — the reported 1–2 exabyte Meta delivery^[6] is now a 2H event. Watch-listed below.</u>
HPE	Q2 FY26	\$1.2B, +2.4%	<u>Storage “languishes” while AI compute booms; Alletra MP has six straight quarters of triple-digit order growth as legacy lines are end-of-lifed^[7].</u>

The AI-storage specialists

\$30B valuation APR 22 VAST Data <u>~\$1B Series F at \$30B^[8] — more than 3x its late-2023 \$9.1B mark, per B&F reporting^[9]; NVIDIA and Fidelity participating.</u>	NeuralMesh 6 JUL 21 WEKA <u>Billed as the biggest software release in company history^[10]: native multi-tenancy, unified file+object on NVMe, GA in 2H 2026, as reported.</u>
Seeking investors JUN 12 DDN <u>Actively seeking strategic investors^[11], per B&F — on top of its Jan 2025 \$300M Blackstone round at a \$5B valuation.</u>	Government unit JUN 2026 MinIO <u>Launched a US government business^[12] positioning AIStor for sovereign-AI agency deployments, as reported.</u>

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Tape & the Cold Frontier

Tape keeps setting shipment records while its long-range roadmap quietly flattened. Behind it, three exotic media — glass, ceramics, DNA — all promised 2026 checkpoints.

The record: the most recent annual LTO report (covering CY2024) showed a record 176.5 EB (compressed) shipped, +15.4% over 2023 — the fourth consecutive record^[1], credited to AI/ML-driven unstructured data growth. The prior-year curve: 152.9 EB in 2023 (+3.1%), 148 EB in 2021.

The CY2025 report is overdue — and it is our forecast

Last year’s report landed on 2025-07-22 — exactly one year before this issue’s compile date. As of 2026-07-22, the LTO.org press archive^[2] lists no CY2025 release. Whether tape got its own AI-archive bump in 2025 is forecast **SODS-2607-05** below (we say 70% yes). Vol. 2 grades it.

The doubling law bent

On Nov 13, 2025 the LTO consortium raised LTO-10 from 30TB to 40TB native (+33%) via a new aramid substrate — and simultaneously cut every future generation’s target^[3]. 40TB cartridges were reported shipping in Q1 2026^[4].

GENERATION	OLD TARGET (NATIVE)	NEW TARGET	CHANGE
LT0-10	30TB	40TB	+33%
LT0-11	72TB	70TB	−2.8%
LT0-12	144TB	120TB	−16.7%
LT0-13	288TB	210TB	−27.1%
LT0-14	576TB	365TB	−36.6%

The 2.2x-per-generation era is over: near-term capacity up, long-range curve down. For a medium whose whole pitch is the future cost of the archive, that trade matters.

The exotic frontier: three 2026 checkpoints

Project Silica

FEB 18

Microsoft · glass

Peer-reviewed in *Nature*: an end-to-end system writing data as femtosecond-laser phase voxels in glass, durability claimed up to 10,000 years^[5]. No product, pricing, or commercial timeline.

DNA goes commercial?

MAR–JUN

Biomemory · DNA

Acquired Catalog’s assets (Mar 10), promising first data-center deployment in H2 2026 and commercial end-to-end DNA storage before end-2026^[6], as reported; Scality signed on in June^[7] — the first mainstream object-storage tie-in.

1PB/rack pilot

2026 CHECKPOINT

Cerabyte · ceramic-on-glass

Roadmap targets a 1PB/rack pilot system in 2025/26 en route to 100PB/rack by 2030; strategic backers reportedly include Pure Storage, In-Q-Tel, and Western Digital^[8]. No shipping-product announcement found in the window.

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Sector Timeline

The running milestone ledger of the digital-storage cycle. Vol. 1 opens the record; every future issue appends to it. Milestones are regime changes, firsts, and records — not a news roundup.

- SEP 2025

Nearline HDD lead times blow past 52 weeks

TrendForce flags AI-inference demand driving severe nearline shortages and calls a QLC SSD breakout for 2026^[1] — the origin document of the substitution thesis.
- NOV 2025

Tape’s roadmap bends

LTO-10 bumped 30→40TB native on an aramid substrate while LTO-12/13/14 targets are cut 17–37%^[2] — near-term up, long-range flattened.
- NOV 2025

2026 NAND capex set at just +5%

~\$22.2B, with “minimal impact on bit supply growth in 2026”^[3] — supply discipline becomes the cycle’s structural floor.
- FEB 2026

TrendForce upgrades 1Q26 NAND to a record +55–60%

A ~20-point mid-quarter upgrade from +33–38%^[4] — the forecasting community’s canonical undershoot of this cycle.
- FEB 2026

Both HDD majors declare CY2026 sold out

WDC “pretty much sold out”; Seagate “fully allocated”; long-term agreements to 2028–29^[5].
- FEB 2026

Project Silica peer-reviewed in Nature

Glass storage demonstrated as an end-to-end system^[6]; no product.
- MAR 2026

First at-scale HAMR: Mozaic 4+ 44TB ships in volume

Seagate alone at scale, shipping to two hyperscalers^[7]; roadmap to 100TB.

MAR 2026

Biomemory acquires Catalog

DNA-storage consolidation; commercial solutions promised before end-2026^[8].

APR 2026

Big-4 capex guides pass \$700B

~\$100B raised in one quarter; nearly double 2025^[9].

APR 2026

HDD majors print record margins

Seagate 47% GM; WDC ~50% GM — the first 50-handle for an HDD pure-play^[10].

APR 2026

SanDisk books \$42B of contracted NAND revenue

78.4% gross margin; New Business Model long-term agreements covering over a third of FY27 bits^[11].

APR 2026

VAST Data raises ~\$1B at \$30B

3x its late-2023 valuation^[12] — AI storage repriced as its own asset class.

JUN 2026

Kioxia overtakes Toyota

Japan's most valuable company at ¥44.36T, per Bloomberg-reported coverage^[13] — the market pricing the inference/KV-cache thesis.

JUN 2026

All-flash crosses 50% of external storage revenue

First time, at 52.6%; the market grew +22.7% Y/Y^[14].

JUN 2026

Backblaze–CoreWeave \$335M HDD-tier deal

Five-year, multi-exabyte agreement^[15] — neocloud storage supply chains go multi-vendor.

JUL 2026

The bend: spot rolls over, 3Q26 contract forecast +10–15%

TrendForce’s deceleration pivot^[16], with NAND spot demand “visibly withering”^[17] — and Samsung’s record ₩89.4T print met a ~7% stock drop^[18].

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Forecasts & Scorecard

The calibration instrument. Eight falsifiable predictions of our own, the external forecasts we’re tracking, and grades for the calls that already resolved. Our own Vol. 1 forecasts get graded starting Vol. 2.

Our Forecasts – Vol. 1

Each is gradeable from public data on the resolve date. We are opening this ledger possibly near the top of a historic cycle — SODS-2607-07 is the explicit “was July the top?” instrument.

ID	CLAIM	P	RESOLVES	BASIS
SODS-2607-01	3Q26 NAND flash contract prices rise ≤20% QoQ — TrendForce’s +10–15% band holds against ADATA’s +40% warning	70%	2026-10-31	<u>Spot already falling; consumer affordability wall</u> ^[1]
SODS-2607-02	Seagate FQ4 (reports Jul 28) revenue ≥\$3.45B, the guidance midpoint	60%	2026-08-05	<u>Sold-out allocation; build-to-order contracts with set pricing</u> ^[2]
SODS-2607-03	WDC FQ4 (reports Aug 5) revenue ≥\$3.65B, the guidance midpoint	55%	2026-08-15	<u>Same allocation regime; guide raised into it</u> ^[3]
SODS-2607-04	Micron FQ4 revenue lands within or above its \$50B ±\$1B guide (≥\$49B)	75%	2026-10-15	<u>LTA coverage; eSSD still rising per TrendForce’s 3Q26 outlook</u> ^[4]
SODS-2607-05	The LTO consortium’s CY2025 report shows a fifth consecutive record (>176.5 EB compressed)	70%	2026-12-31	<u>Four straight records; AI archive growth; report imminent</u> ^[5]

ID	CLAIM	P	RESOLVES	BASIS
S0DS-2607-06	A 245TB-class enterprise SSD is generally available from at least one vendor by 2026-12-31	65%	2027-01-15	<u>Solidigm’s stated target; five vendors at the capacity point</u> ^[6]
S0DS-2607-07	At least one of the five major NAND vendors reports a sequential (QoQ) revenue decline in a quarter reported by 2027-01-31	40%	2027-01-31	<u>Spot rollover + consumer demand destruction vs eSSD LTAs – the “was July the top?” instrument</u> ^[7]
S0DS-2607-08	WDC ships or samples its first HAMR drive (36TB CMR / 44TB UltraSMR) by 2026-12-31, per its roadmap	55%	2027-01-15	<u>Feb 2025 roadmap said “sampling late 2026”; no announcement as of compile</u> ^[8]

Forecast Watch – External

Named, dated external forecasts this ledger tracks to resolution.

FORECASTER	MADE	CLAIM	RESOLVES	STATUS
TrendForce	2026-07	<u>3Q26 NAND contract +10–15% QoQ; DRAM +13–18%</u> ^[1]	2026-10-31	OPEN
ADATA chairman	2026-07	<u>NAND +40% in Q3 2026, as reported</u> ^[9] — directly conflicts with the TrendForce row above; at most one can be right	2026-10-31	OPEN
Micron	2026-06	<u>FQ4 revenue \$50B ±\$1B at ~86% GM</u> ^[4]	2026-10-15	OPEN

FORECASTER	MADE	CLAIM	RESOLVES	STATUS
SanDisk	2026-04	<u>FQ4 revenue \$7.75–8.25B; GM 79–81%</u> ^[10] — prints ~Aug, graded in Vol. 2	2026-08-15	OPEN
Seagate	2026-04	<u>FQ4 revenue \$3.45B ± \$100M; multi-year growth “a minimum of 20%”</u> ^[11]	2026-07-28	OPEN
Western Digital	2026-04	<u>FQ4 revenue \$3.65B ± \$100M; 60% of exabytes on UltraSMR by end FY27</u> ^[3]	2026-08-05	OPEN
Toshiba	2025 (late)	<u>HAMR >40TB in 2026, as reported</u> ^[12]	2026-12-31	OPEN
Kioxia	2026-06	<u>Inference-AI NAND demand +86% CAGR FY2025–28; >60% of revenue from data center by FY2028</u> ^[13]	2028-06-30	OPEN
YMTC	2026	<u>15% of global NAND output by end-2026 (from ~13%), as reported</u> ^[14]	2027-03-31	OPEN
Solidigm	2026	<u>245TB+ SSDs launching before end of 2026, as reported</u> ^[6]	2026-12-31	TRENDING HIT
Big-4 hyperscalers	2026-04	<u>>\$700B combined CY2026 capex</u> ^[15] (a \$725B tally also circulates on a fiscal/calendar difference)	2027-02-28	OPEN

FORECASTER	MADE	CLAIM	RESOLVES	STATUS
Oracle	2026-06	<u>FY27 revenue ~\$90B (+34% cc); net cash capex ~\$70B</u> ^[16]	2027-06-30	OPEN
Pure Storage	2026-05	<u>Hyperscale ramp in Q3/Q4; reported 1–2 EB to Meta in 2H CY2026</u> ^[17]	2027-03-31	OPEN
TrendForce	2026-01	<u>2026 NAND revenue +112% YoY to ~\$147.3B</u> ^[18] — figure reported in coverage of the release, not confirmed against the primary page	2027-02-28	OPEN
Gartner (via press)	2026 (early)	HDD+SSD shortage through at least H1 2027, loosening Q4 2027 — reported in trade press; no primary Gartner document traced, carried hedged	2027-12-31	OPEN

Scorecard – Already Resolved

External forecasts that resolved during or before the coverage window. The pattern to notice: nearly every miss was an *undershoot* of this cycle’s magnitude. Our own Vol. 1 forecasts get graded starting Vol. 2.

FORECASTER	CLAIM	VERDICT	EVIDENCE
TrendForce	1Q26 NAND contract +33–38% QoQ (initial call, Jan 2026)	MISS	<u>Upgraded ~20 points mid-quarter to +55–60%</u> ^[19] — undershot the supercycle; direction right, magnitude badly low.

FORECASTER	CLAIM	VERDICT	EVIDENCE
TrendForce	1Q26 NAND contract +55–60% QoQ (upgraded call, Feb 2)	HIT	<u>Realized at record levels; enterprise SSD contract prices ~+80% in the quarter^[20].</u>
TrendForce	QLC SSD shipment breakout in 2026 + persistent HDD shortage (Sep 2025)	HIT	<u>Its own 1Q26 release attributes an +83.7% QoQ revenue surge to exactly this^[21].</u>
Samsung	“Mulling a 20–30% NAND price hike for 2026” (reported Nov 2025)	MISS	<u>Undershot reality: 1Q26 alone ran ~+55–60% contract^[19].</u>
Oracle	FY26 capex ~\$50B (own guidance)	MISS	<u>Overshot: actual \$55.7B, +11% over guide^[16].</u>
FactSet consensus	Big-4 2026 capex ~\$600B (early 2026)	MISS	<u>Guides now >\$700B; Microsoft alone came in ~\$55B above consensus^[15].</u>
Price trackers (various)	Consumer SSD price relief by late 2026 (2025-era consensus)	MISS	<u>Tracker consensus has pushed relief to 2027, per retail outlooks, as reported^[22].</u>
Toshiba	40TB HDD by 2026 (2022 roadmap)	PARTIAL	<u>Miss-to-date: no 40TB product shipping as of mid-2026; the claim has slid to a 2026 HAMR demo and 2027 MAMR product, as reported^[12].</u>
SanDisk	FQ3 EPS guide \$12–14 (Jan 2026)	MISS	<u>Missed low, favorably: actual \$23.41^[10] — even the seller undershot its own quarter.</u>
LTO consortium trend	CY2024 tape shipments to set a fourth straight record	HIT	<u>176.5 EB, +15.4%^[5].</u>

The bet embedded in this issue: the sell side of storage is fully contracted through 2027–2029 while its marginal buyer — the consumer — is already walking away. If the LTAs hold, Vol. 1 marked the middle of the supercycle. If SODS-2607-07 resolves YES, it marked the top. Either way, the ledger is now open and Vol. 2 grades the first tranche.

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