# 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) JULY 22, 2003 WESTELL TECHNOLOGIES, INC. (Exact name of registrant as specified in charter) **DELAWARE** 0-27266 36-3154957 (State of other jurisdiction (Commission (IRS Employer of incorporation) File Number) Identification No.) 750 NORTH COMMONS DRIVE, AURORA, ILLINOIS 60504 (Address of principal executive offices) (Zip Code) Registrant's telephone number, including area code (630) 898-2500 N/A (Former name or former address, if changed since last report) ITEM 7. FINANCIAL STATEMENTS AND EXHIBITS (c) **Exhibits** Exhibit No.

### ITEM 9. REGULATION FD DISCLOSURE

results.

99.1

The following information is furnished pursuant to Item 9, "Regulation FD Disclosure" and Item 12, "Disclosure of Results of Operations and Financial Condition."

first quarter of fiscal 2004 earnings

Press Release dated July 22, 2003 announcing

On July 22, 2003, Westell Technologies, Inc., issued a press release setting forth its first quarter fiscal 2004 earnings. A copy of the press release is attached herewith as Exhibit 99.1.

The information in this Form 8-K is being furnished and shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934 or otherwise subject to the liabilities of that Section. The information in this Form 8-K shall not be incorporated by reference in any other filing under the Securities Exchange Act of 1934 or Securities Act of 1933 except as shall be expressly set forth by specific reference to this Form 8-K in such filing.

# 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 thereunto duly authorized.

# WESTELL TECHNOLOGIES, INC.

Date: July 22, 2003 By: /s/ Nicholas C. Hindman

Nicholas C. Hindman Senior Vice President and Chief Financial Officer

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#### WESTELL NEWS RELEASE

News Release: FOR IMMEDIATE RELEASE

For Additional Information, contact:

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### WESTELL TECHNOLOGIES REPORTS 1ST QUARTER FISCAL 2004 RESULTS

AURORA, IL, JULY 22, 2003 - - Westell Technologies, Inc. (NASDAQ: WSTL), a leading provider of broadband access solutions, announced today the Company's fifth consecutive profitable quarter with the results for its fiscal 2004 first quarter ending June 30, 2003.

Net income for the quarter was \$4.6 million or \$0.07 per share, compared with net income of \$459,000 or \$0.01 per share, for the same period last year. Revenues for the quarter were \$55.3 million compared to \$49.8 million for the comparable quarter of last year.

"We continue to see strength and unit growth in our DSL and conferencing businesses," stated Van Cullens, Westell's President and CEO. "Our balance sheet continues to improve, providing us with increased flexibility going forward. During the quarter we generated nearly \$6 million in cash from operations and obtained a three-year renewal of our \$30 million revolving credit facility," Cullens said.

"Overall revenue growth continues to be dependent upon winning additional market share and that is where our efforts are squarely pointed. The extensive marketing programs undertaken by many of the RBOCs seem to be driving additional demand for DSL service, and Westell is vigorously working to benefit from that demand," Cullens added.

Westell maintained it previous guidance for the second fiscal quarter ending September 30, 2003 that revenue is expected to be in a range of \$53 million to \$56 million and EPS in a range of \$0.06 to \$0.07 per share.

Westell's conference call information, earnings press release and any related earnings information to be discussed on the conference call will be posted on the Investor Relations section of the Company's web site at http://www.westell.com

## ABOUT WESTELL

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Westell Technologies, Inc. (NASDAQ: WSTL) headquartered in Aurora, Illinois is a broadband access solutions company that provides leading broadband products, service solutions, and conferencing solutions for carriers, service providers and business enterprises around the world. Westell delivers innovative, open broadband solutions that meet our customers' needs for fast and seamless broadband connection. ConferencePlus, a Westell subsidiary, offers conferencing services including voice, video, and IP data conferencing, to carriers and multi-national corporations throughout the world. For more information visit www.westell.com.

"Safe Harbor" statement under the Private Securities
Litigation Reform Act 1995: Certain statements contained herein including,
without limitation, statements containing the words "believe," "goal," " on
track, " "anticipate," "committed" "expectation," "expect," "estimate", "await,"
"continue," "intend," "may," "will," "should," and similar expressions are
forward looking statements that involve risks and uncertainties. These risks
include, but are not limited to, product demand and market acceptance risks,

need for financing, the economic downturn in the U.S. economy and telecom market, the impact of competitive products or technologies, competitive pricing pressures, product development, excess and obsolete inventory due to new product development, commercialization and technological delays or difficulties (including delays or difficulties in developing, producing, testing and selling new products and technologies), the effect of Westell's accounting policies, the need for additional capital, the effect of economic conditions and trade, legal social and economic risks (such as import, licensing and trade restrictions) and other risks more fully described in Westell's Annual Report on Form 10-K for the fiscal year ended March 31, 2003 under the section "Risk Factors". Westell undertakes no obligation to release publicly the result of any revisions to these forward looking statements that may be made to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.

### Financial Tables to Follow:

# Westell Technologies, Inc. Financial Results

(Dollars in thousands except per share amounts)

		20		),
Revenues NSA CNE Services	\$13, 30,1 11,:	546 160 580	\$15,659 23,371 ( 10,775	1)
Total revenues	5 	55,286 	 49,805 	;
Gross profit Equipment Services	4,8	325	10,074 3,937	
Total gross profit	2	20,270	14,011	
Gross margin Equipment Services	41.	.7% 	25.8% 36.5%	
Total gross margin		36.7%	28.1	%
Operating expenses Sales & marketing Expense to revenue		5,426 9.8%		
General & administration Expense to revenue		5,134 9.3%	4 4,6 9.3°	
Research & develop Expense to revenue	ment	4,43 8.0%	35 3 6.9°	,446 (2) %
Intangibles amortiza Expense to revenue		364 0.7%	(3) 38	89 (3) %
Total operating expe	enses	15,359	 9 12	,819
Expense to revenue		27.8%	25.	7%
Operating income		4,911	1,19	2

Other income Interest expense	44 359	50 783
Income before taxes	4,596	459
Income taxes Effective tax rate	- (4) 0.0%	- (4) 0.0%
Net income	\$4,596	\$459
Income per common	share:	0.01

Basic	0.07	0.01
Diluted	0.07	0.01

Average number of common shares outstanding:

Basic 65,495 64,921 Diluted 69,014 64,922

#### Footnotes:

- (1) The Company earned \$1.7 million in the three months ended June 30, 2002 from a customer for product royalties
- (2) The Company earned \$250,000 in the three months ended June 30, 2002 from a customer to fund engineering projects which were offset against research and development expenses.
- (3) Teltrend product technology intangible amortization.
- (4) Valuation allowances were utilized for taxable income.

Westell Technologies, Inc. Financial Results (continued) (Dollars in thousands)

> Jun. 30, Mar. 31, 2003 2003

Cash and Short term Investments 13,862 11,474 Receivables 23,836 22,633 Inventory 12,660 11,843 Goodwill and intangibles 15,035 15,399 Total current assets 53,657 49,781 Total current liabilities 38,209 44,120 111,388 109,474 Total assets Revolving Promissory note payable 16,340 14,956 Term notes payable to a bank 5,000 Vendor notes payable 9,722 12,389 Total liabilities 59,605 65,981 Shareholders' Equity 51,783 43,493 39 Days Sales Outstanding 37

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Contact:

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or

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Source: Westell Technologies, Inc.