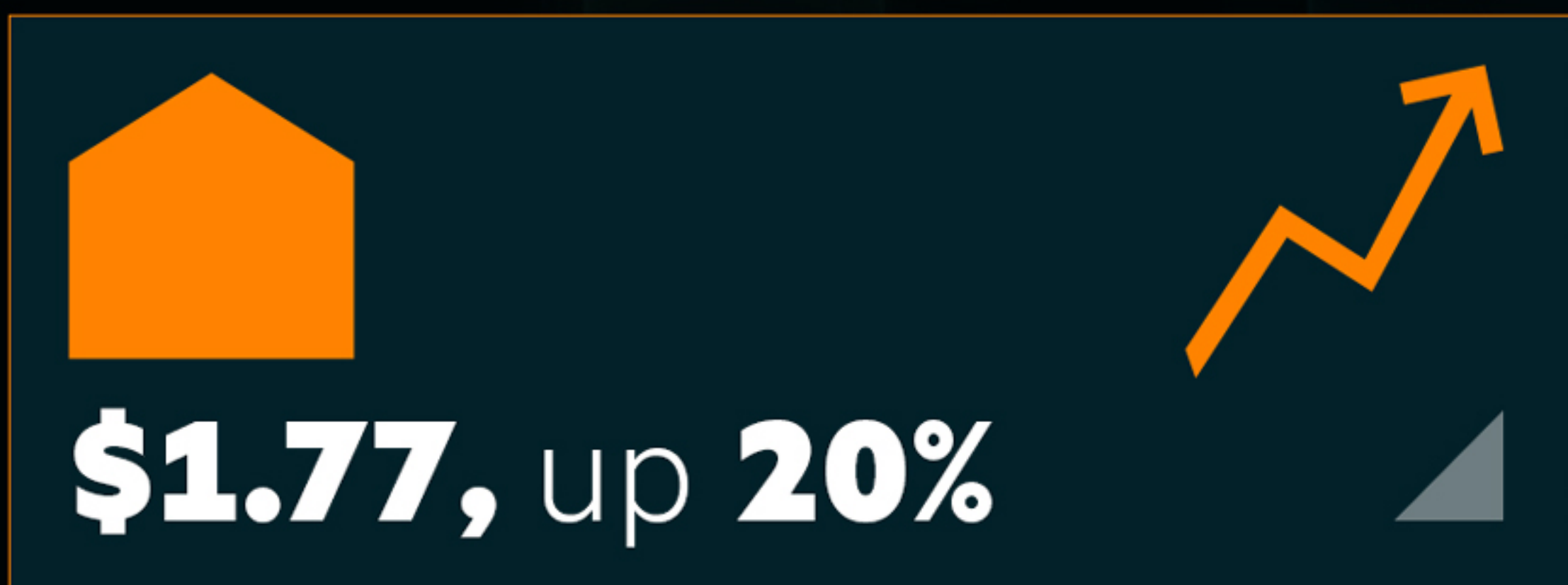


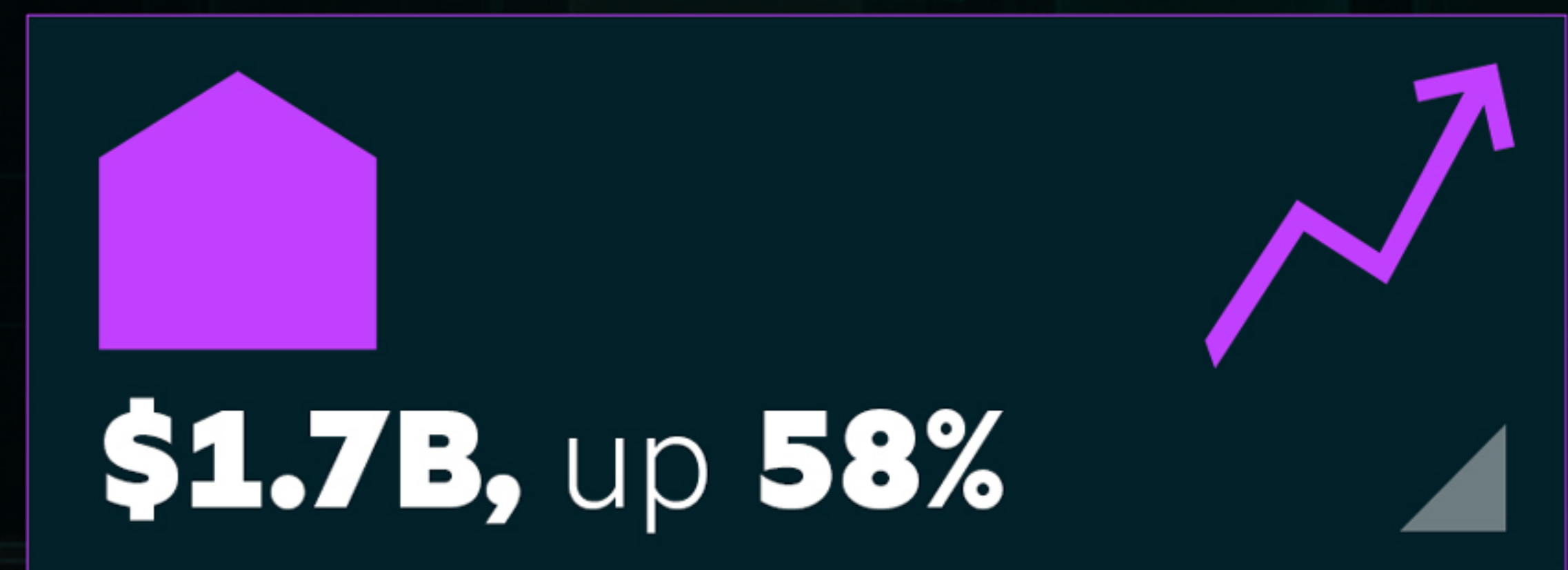
## FY19: A YEAR OF STRONG AND CONSISTENT PERFORMANCE

Continued operational execution drives strong profitability and robust cash flow

Non GAAP diluted EPS<sup>1</sup> of



Free Cash Flow<sup>1</sup> of



Q419 ANNUALIZED REVENUE RUN-RATE<sup>2</sup> OF **\$462M**



Returned **\$7 BILLION** to shareholders over FY18/19 per prior commitment

## DOUBLE-DIGIT GROWTH IN KEY AREAS OF STRATEGIC INVESTMENT

Continued progress shifting to higher margin solutions



Gross margin of **32.6%**, up **270 bps**



High Performance Compute grew **15%**

HPE GreenLake orders up **39%**

HyperConverged Infrastructure grew **25%**

Composable Cloud grew **47%**



## FIRST QUARTER AND FULL-YEAR FY20 OUTLOOK



### 1st quarter

GAAP diluted net EPS

**\$0.20 – \$0.24**

Non GAAP diluted net EPS

**\$0.42 – \$0.46**

### Full year

GAAP diluted net EPS

**\$1.01 – \$1.17**

Non GAAP diluted net EPS

**\$1.78 – \$1.94**

Free cash flow

**\$1.9B – \$2.1B**

“We had a very successful fiscal year, marked by strong and consistent performance. Through our disciplined execution, we improved profitability across the company and significantly exceeded our original non-GAAP earnings and cash flow outlook.” said **Antonio Neri**, president and CEO of HPE.

<sup>1</sup> Reconciliation of non-GAAP measures to the most directly comparable GAAP measure, where available, is included in the results announcement which can be found at <https://investors.hpe.com>

<sup>2</sup> Annualized Revenue Run-Rate is a financial metric used to assess the growth of our Consumption Services offerings. For details, please see the earnings presentation at <https://investors.hpe.com>