

## Continued progress against strategic priorities, despite dynamic environment

Positive momentum in key areas:

Grew Annualized Revenue

Run-Rate (ARR)<sup>(1)</sup> **19%** y/y



Increased HPE GreenLake

Services orders<sup>(2)</sup> **48%** y/y



Returned Intelligent Edge to growth: revenue up **4%**<sup>(2)</sup> y/y with operating profit growing **192%** y/y

Revenue growth<sup>(2)</sup> in investment areas: High Performance Compute up **6%** y/y, Hyperconverged Infrastructure up **6%** y/y, Big Data Storage up **45%** y/y



Market uncertainty, supply constraints, and manufacturing capacity constraints impacted revenue of \$6.9 billion, down 7%<sup>(2)</sup> y/y, particularly due to declines in Compute



Improved non-GAAP gross margins<sup>(3)</sup> by 210 bps y/y



Delivered non-GAAP diluted net EPS<sup>(3)</sup> of \$0.44, up 5% y/y, in line with outlook

Returned **\$360** million to shareholders in the form of share repurchases and dividends

Maintaining FY20 Non-GAAP diluted net EPS<sup>(3)</sup> of **\$1.78 to \$1.94** and revised Free Cash Flow<sup>(4)</sup> outlook to **\$1.6 to \$1.8 billion** given uncertain market dynamics



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

**2** - Adjusted to eliminate the effects of currency.

**3** - A reconciliation of specific adjustments to GAAP results for the current period and a description of HPE's use of non-GAAP financial information is included in the earnings presentation at <https://investors.hpe.com>.

**4** - Free cash flow is the cash flow from operations less net capital expenditures.