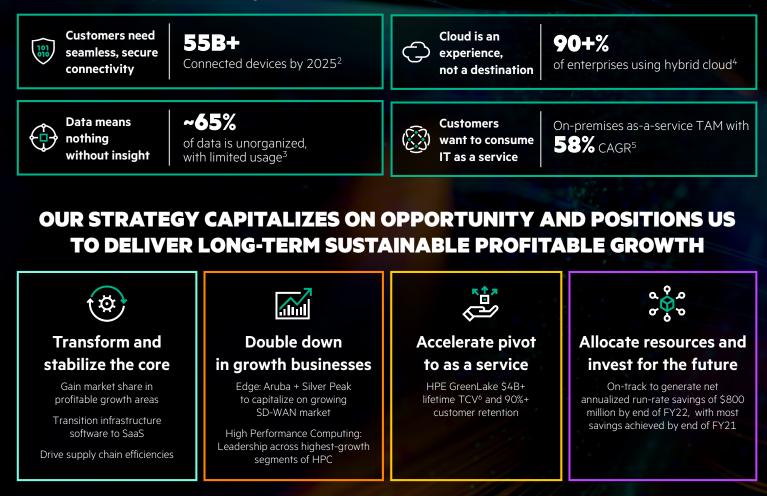


## **SECURITIES ANALYST MEETING 2020**

## **COMPELLING MARKET TRENDS DRIVE GROWING OPPORTUNITY FOR HPE**

Customer spend on digital transformation will more than double by 2025<sup>1</sup>



## COMPELLING INVESTMENT OPPORTUNITY

## FY 2021 OUTLOOK

GAR [FY20 - FY23]					
KEY STRATEGIC PRIORITIES	<b>)</b>	<b>Growth business mix<sup>7</sup></b> of Total Revenues in FY23	32%+	Non-GAAP operating profit growth <sup>8</sup>	15% - 20%
		ARR in FY23	\$1.4B+ \$2B+	Non-GAAP diluted net EPS <sup>9</sup>	\$1.56 - \$1.76
ROBUST FINANCIAL PROFILE				GAAP diluted net EPS	\$0.34 - \$0.54
		Free Cash Flow in FY23		Free cash flow <sup>10</sup>	\$0.9B - \$1.1B

1. Morgan Stanley (Sample of 7,000 companies). 30 September 2020.

- 2. IDC, Future of Industry Ecosystems: Shared Data and Insights, September 2020.
- 3. Gartner (Excl. Hyperscalers). July 2020 / IDC Directions. March 2020.
- 4. Flexera State of the Cloud. 2020 / IDC Cloud Pulse C1Q20. Apr 2020.
- Source: IDC / Gartner / HPE estimates for 2020. Market TAM is based on FY20 estimates for WW excluding China (WWeC) and includes Products, Services, and Tier 1. Market TAM CAGR growth rates exclude Tier 1.
- 6. AAS Lifetime TCV refers to Lifetime Total Contract Value for as-a-Service contracts / orders.

7. Growth business includes HPC & MCS, Intelligent Edge business segments and as-a-Service (AAS) business.

 FY21 non-GAAP operating profit excludes costs of approximately \$2.0B primarily related to transformation costs, stock-based compensation and amortization of intangible assets.

 FY21 non-GAAP diluted net EPS excludes after-tax costs of approximately \$1.22 per share primarily related to transformation costs, stock-based compensation and amortization of intangible assets.

10. Free cash flow = cash flow from operations less net capital expenditures; net capital expenditures = investments in property, plant and equipment less proceeds from the sale of property, plant and equipment. Hewlett Packard Enterprise provides certain guidance on a non-GAAP basis, as the company cannot predict some elements that are included in reported GAAP results.

For cautionary language regarding forward looking statements, please refer to the Securities Analyst Meeting presentation at https://investors.hpe.com.