



## Revenue and margins grow with enduring demand



"Our continued innovation and focus on execution resulted in revenue and profit growth, which are particularly noteworthy in such a dynamic market. Our growth in recurring revenue this fiscal year is evidence of customers' strong response to our HPE GreenLake platform."

"Customers continue to prioritize investments in IT and are finding HPE's industry-leading edge-to-cloud portfolio to be particularly relevant in today's complex macroeconomic environment, where technology innovation is critical to accelerate business transformation and deliver important business outcomes."

Antonio Neri President & CEO

Net Revenue<sup>©</sup>

Non-GAAP gross margin<sup>(2)</sup>

34.7%

Non-GAAP operating margin<sup>(2)</sup>

10.5%

Non-GAAP diluted net earnings per share<sup>(2)</sup>

\$0.48

## **Key Points**



HPE increased **revenue**, **profit**, and **margin** during a period of ongoing supply-chain constraints



Enduring demand underscored customers' **prioritization of technology investments** and the relevancy of **HPE's portfolio** 



New orders exceeded expectations and brought **HPE's backlog to a new record level**, though the growth rate slowed against a very strong y/y comparison



**Impressive quarter for Intelligent Edge** with 7th consecutive quarter of double-digit y/y order growth

## **HPE GreenLake Highlights**

- ▲ Total as-a-Service<sup>(3)</sup> orders rose 39% y/y and are 86% higher YTD
- aaS ARR<sup>(3)</sup> rose 28% y/y despite supply constraints that limited installations
- Launched HPE GreenLake Private Cloud Enterprise



- 1- Adjusted to eliminate the effects of currency. A description of HPE's use of non-GAAP financial information is provided in the earnings presentation at https://investors.hpe.com
- 2- Reconciliation of specific adjustments to GAAP results for the current and prior periods and description of HPE's use of non-GAAP financial information are included in the earnings presentation at https://investors.hpe.com
- 3- For definition of as-a-Service orders and ARR, please refer to the earnings presentation at https://Investors.hpe.com
- 4- For reconciliation of non-GAAP to GAAP diluted net EPS, please see the earnings presentation at https://Investors.hpe.com.