

**HEWLETT PACKARD ENTERPRISE COMPANY AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS**  
(Unaudited)  
(In millions, except per share amounts)

|  | Three months ended  |                     |                     |
|--|---------------------|---------------------|---------------------|
|  | January 31,<br>2017 | October 31,<br>2016 | January 31,<br>2016 |
| Net revenue  | \$ 11,407           | \$ 12,478           | \$ 12,724           |
| Costs and expenses:  |                     |                     |                     |
| Cost of sales  | 8,108               | 8,689               | 9,112               |
| Research and development   | 485                 | 534                 | 585                 |
| Selling, general and administrative                                      | 1,759               | 1,864               | 1,998               |
| Amortization of intangible assets  | 101                 | 126                 | 218                 |
| Restructuring charges  | 177                 | 395                 | 311                 |
| Acquisition and other related charges                                    | 44                  | 51                  | 37                  |
| Separation costs   | 276                 | 293                 | 79                  |
| Defined benefit plan settlement and rereasurement charges <sup>(a)</sup> | (6)                 | —                   | —                   |
| Gain on MphasiS and H3C divestitures                                     | —                   | (251)               | —                   |
| Total costs and expenses   | 10,944              | 11,701              | 12,340              |
| Earnings from operations   | 463                 | 777                 | 384                 |
| Interest and other, net  | (78)                | (94)                | (80)                |
| Tax indemnification adjustments  | (18)                | 311                 | 15                  |
| Loss from equity interests <sup>(b)</sup>                                | (22)                | (4)                 | —                   |
| Earnings before taxes  | 345                 | 990                 | 319                 |
| Tax settlements <sup>(c)</sup>   | —                   | (647)               | —                   |
| Provision for taxes  | (78)                | (41)                | (52)                |
| Net earnings   | \$ 267              | \$ 302              | \$ 267              |
| Net earnings per share:  |                     |                     |                     |
| Basic  | \$ 0.16             | \$ 0.18             | \$ 0.15             |
| Diluted  | \$ 0.16             | \$ 0.18             | \$ 0.15             |
| Cash dividends declared per share  | \$ 0.13             | \$ —                | \$ 0.11             |
| Weighted-average shares used to compute net earnings per share:          |                     |                     |                     |
| Basic  | 1,669               | 1,672               | 1,761               |
| Diluted  | 1,700               | 1,709               | 1,778               |

- (a) Represents adjustment to net periodic pension cost resulting from rereasurements of the Hewlett-Packard Enterprise pension plans in anticipation of the spin-off and merger of Everett Spinco, Inc. with Computer Sciences Corporation.
- (b) Primarily represents the Company's ownership interest in the net earnings of H3C, which it records as an equity method investment.
- (c) Related to the settlement of certain pre-separation Hewlett-Packard Company income tax liabilities of which \$328 million (reported within Tax indemnification adjustments) is indemnified by HP Inc. through the Tax Matters Agreement.

**HEWLETT PACKARD ENTERPRISE COMPANY AND SUBSIDIARIES**  
**ADJUSTMENTS TO GAAP NET EARNINGS, EARNINGS FROM OPERATIONS,**  
**OPERATING MARGIN AND DILUTED NET EARNINGS PER SHARE**  
**(Unaudited)**

(In millions, except percentages and per share amounts)

|  | Three months<br>ended<br>January 31,<br>2017 | Diluted net<br>earnings<br>per share | Three months<br>ended<br>October 31,<br>2016 | Diluted net<br>earnings<br>per share | Three months<br>ended<br>January 31,<br>2016 | Diluted net<br>earnings<br>per share |
|--|--|--------------------------------------|--|--------------------------------------|--|--------------------------------------|
| GAAP net earnings  | \$ 267                                       | \$ 0.16                              | \$ 302                                       | \$ 0.18                              | \$ 267                                       | \$ 0.15                              |
| Non-GAAP adjustments:  |  |                                      |  |                                      |  |                                      |
| Amortization of intangible assets  | 101  | 0.06                                 | 126  | 0.07                                 | 218  | 0.12                                 |
| Restructuring charges  | 177  | 0.10                                 | 395  | 0.23                                 | 311  | 0.17                                 |
| Acquisition and other related charges                                    | 44   | 0.03                                 | 51   | 0.03                                 | 37   | 0.02                                 |
| Separation costs   | 276  | 0.16                                 | 293  | 0.17                                 | 79   | 0.04                                 |
| Defined benefit plan settlement and remeasurement charges <sup>(a)</sup> | (6)  | —                                    | —  | —                                    | —  | —                                    |
| Gain on MphasiS and H3C divestitures                                     | —  | —                                    | (251)  | (0.15)                               | —  | —                                    |
| Tax indemnification adjustments  | 18   | 0.01                                 | (311)  | (0.18)                               | (15)   | (0.01)                               |
| Loss from equity interests <sup>(b)</sup>                                | 35   | 0.02                                 | 35   | 0.02                                 | —  | —                                    |
| Adjustments for taxes  | (140)  | (0.09)                               | (252)  | (0.14)                               | (166)  | (0.08)                               |
| Tax settlements <sup>(c)</sup>   | —  | —                                    | 647  | 0.38                                 | —  | —                                    |
| Non-GAAP net earnings  | <u>\$ 772</u>                                | <u>\$ 0.45</u>                       | <u>\$ 1,035</u>                              | <u>\$ 0.61</u>                       | <u>\$ 731</u>                                | <u>\$ 0.41</u>                       |
| GAAP earnings from operations  | \$ 463                                       |                                      | \$ 777                                       |                                      | \$ 384                                       |                                      |
| Non-GAAP adjustments:  |  |                                      |  |                                      |  |                                      |
| Amortization of intangible assets  | 101  |                                      | 126  |                                      | 218  |                                      |
| Restructuring charges  | 177  |                                      | 395  |                                      | 311  |                                      |
| Acquisition and other related charges                                    | 44   |                                      | 51   |                                      | 37   |                                      |
| Separation costs   | 276  |                                      | 293  |                                      | 79   |                                      |
| Defined benefit plan settlement and remeasurement charges <sup>(a)</sup> | (6)  |                                      | —  |                                      | —  |                                      |
| Gain on MphasiS and H3C divestitures                                     | —  |                                      | (251)  |                                      | —  |                                      |
| Non-GAAP earnings from operations  | <u>\$ 1,055</u>                              |                                      | <u>\$ 1,391</u>                              |                                      | <u>\$ 1,029</u>                              |                                      |
| GAAP operating margin  | 4%   |                                      | 6%   |                                      | 3%   |                                      |
| Non-GAAP adjustments   | 5%   |                                      | 5%   |                                      | 5%   |                                      |
| Non-GAAP operating margin  | <u>9%</u>                                    |                                      | <u>11%</u>                                   |                                      | <u>8%</u>                                    |                                      |

(a) Represents adjustment to net periodic pension cost resulting from remeasurements of the Hewlett-Packard Enterprise pension plans in anticipation of the spin-off and merger of Everett Spinco, Inc. with Computer Sciences Corporation.

(b) Represents the amortization of the basis difference adjustments related to the H3C divestiture.

(c) Related to the settlement of certain pre-separation Hewlett-Packard Company income tax liabilities of which \$328 million (reported within Tax indemnification adjustments) is indemnified by HP Inc. through the Tax Matters Agreement.



**HEWLETT PACKARD ENTERPRISE COMPANY AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**  
(In millions, except par value)

|  | As of            |                  |
|--|------------------|------------------|
|  | January 31, 2017 | October 31, 2016 |
|  | Unaudited        |                  |
| <b>ASSETS</b>  |                  |                  |
| Current assets:  |                  |                  |
| Cash and cash equivalents  | \$ 9,858         | \$ 12,987        |
| Accounts receivable  | 6,482            | 6,909            |
| Financing receivables  | 2,922            | 2,923            |
| Inventory  | 1,988            | 1,774            |
| Other current assets   | 4,275            | 4,324            |
| Total current assets   | <u>25,525</u>    | <u>28,917</u>    |
| Property, plant and equipment  | 9,497            | 9,636            |
| Long-term financing receivables and other assets <sup>(a)</sup>  | 13,604           | 13,166           |
| Investments in equity interests  | 2,620            | 2,648            |
| Goodwill and intangible assets   | 25,416           | 25,262           |
| Total assets   | <u>\$ 76,662</u> | <u>\$ 79,629</u> |
| <b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>  |                  |                  |
| Current liabilities:   |                  |                  |
| Notes payable and short-term borrowings <sup>(a)</sup>   | \$ 3,520         | \$ 3,530         |
| Accounts payable   | 5,535            | 5,943            |
| Employee compensation and benefits   | 1,736            | 2,364            |
| Taxes on earnings  | 538              | 420              |
| Deferred revenue   | 4,712            | 4,610            |
| Other accrued liabilities  | 5,645            | 5,662            |
| Total current liabilities  | <u>21,686</u>    | <u>22,529</u>    |
| Long-term debt <sup>(a)</sup>  | 12,270           | 12,560           |
| Other liabilities  | 11,132           | 13,022           |
| Stockholders' equity   |                  |                  |
| HPE stockholders' equity:  |                  |                  |
| Preferred stock, \$0.01 par value (300 shares authorized; none issued and outstanding at January 31, 2017)   | —                | —                |
| Common stock, \$0.01 par value (9,600 shares authorized; 1,663 and 1,666 shares issued and outstanding at January 31, 2017 and October 31, 2016, respectively) | 17               | 17               |
| Additional paid-in capital   | 34,848           | 35,248           |
| Retained earnings  | 2,760            | 2,782            |
| Accumulated other comprehensive loss   | (6,124)          | (6,599)          |
| Total HPE stockholders' equity   | <u>31,501</u>    | <u>31,448</u>    |
| Non-controlling interests  | 73               | 70               |
| Total stockholders' equity   | <u>31,574</u>    | <u>31,518</u>    |
| Total liabilities and stockholders' equity   | <u>\$ 76,662</u> | <u>\$ 79,629</u> |

(a) During the first quarter of fiscal 2017, the Company adopted on a retrospective basis the guidance on the presentation of debt issuance cost as a direct deduction from the related debt liability. As such, prior period amounts have been reclassified to conform to the current presentation.

**HEWLETT PACKARD ENTERPRISE COMPANY AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**

(Unaudited)  
(In millions)

|   | <b>Three Months Ended January 31,</b> |              |
|---|---------------------------------------|--------------|
|   | <b>2017</b>                           | <b>2016</b>  |
| Cash flows from operating activities:   |                                       |              |
| Net earnings  | \$ 267                                | \$ 267       |
| Adjustments to reconcile net earnings to net cash used in operating activities: |                                       |              |
| Depreciation and amortization   | 840                                   | 989          |
| Stock-based compensation expense  | 145                                   | 165          |
| Provision for doubtful accounts and inventory                                   | 7                                     | 39           |
| Restructuring charges   | 177                                   | 311          |
| Deferred taxes on earnings  | (125)                                 | 245          |
| Excess tax benefit from stock-based compensation                                | (74)                                  | (2)          |
| Loss from equity interests  | 22                                    | —            |
| Other, net  | 125                                   | 44           |
| Changes in operating assets and liabilities, net of acquisitions:               |                                       |              |
| Accounts receivable   | 466                                   | 612          |
| Financing receivables   | 126                                   | 60           |
| Inventory   | (132)                                 | (182)        |
| Accounts payable  | (231)                                 | (788)        |
| Taxes on earnings   | (22)                                  | (440)        |
| Restructuring   | (326)                                 | (285)        |
| Other assets and liabilities <sup>(a)</sup>                                     | (2,729)                               | (1,110)      |
| Net cash used in operating activities   | <u>(1,464)</u>                        | <u>(75)</u>  |
| Cash flows from investing activities:   |                                       |              |
| Investment in property, plant and equipment                                     | (923)                                 | (832)        |
| Proceeds from sale of property, plant and equipment                             | 84                                    | 76           |
| Purchases of available-for-sale securities and other investments                | (7)                                   | (144)        |
| Maturities and sales of available-for-sale securities and other investments     | 1                                     | 143          |
| Payments made in connection with business acquisitions, net of cash acquired    | (292)                                 | —            |
| (Payments) proceeds from business divestitures, net                             | (20)                                  | 65           |
| Net cash used in investing activities   | <u>(1,157)</u>                        | <u>(692)</u> |
| Cash flows from financing activities:   |                                       |              |
| Short-term borrowings with original maturities less than 90 days, net           | 24                                    | 2            |
| Issuance of debt  | 248                                   | 300          |
| Payment of debt   | (262)                                 | (109)        |
| Settlement of cash flow hedge   | —                                     | (8)          |
| Issuance of common stock under employee stock plans                             | 158                                   | 4            |
| Repurchase of common stock  | (641)                                 | (1,197)      |
| Net transfer from former Parent   | —                                     | 532          |
| Excess tax benefit from stock-based compensation                                | 74                                    | 2            |
| Cash dividends paid   | (109)                                 | (96)         |
| Net cash used in financing activities   | <u>(508)</u>                          | <u>(570)</u> |

|  |                 |                 |
|--|-----------------|-----------------|
| Decrease in cash and cash equivalents            | (3,129)         | (1,337)         |
| Cash and cash equivalents at beginning of period | 12,987          | 9,842           |
| Cash and cash equivalents at end of period       | <u>\$ 9,858</u> | <u>\$ 8,505</u> |

(a) Includes \$1.9 billion of initial funding payments related to unfunded pension liabilities in association with the spin-off and merger of the Enterprise Services segment with Computer Science Corporation.

**HEWLETT PACKARD ENTERPRISE COMPANY AND SUBSIDIARIES**  
**SEGMENT INFORMATION**  
**(Unaudited)**  
**(In millions)**

|  | Three months ended  |                     |                     |
|--|---------------------|---------------------|---------------------|
|  | January 31,<br>2017 | October 31,<br>2016 | January 31,<br>2016 |
| Net revenue: <sup>(a)</sup>  |                     |                     |                     |
| Enterprise Group   | \$ 6,325            | \$ 6,823            | \$ 7,182            |
| Enterprise Services  | 4,037               | 4,590               | 4,555               |
| Software   | 721                 | 903                 | 780                 |
| Financial Services   | 823                 | 814                 | 776                 |
| Corporate Investments  | —                   | —                   | 1                   |
| Total segment net revenue  | 11,906              | 13,130              | 13,294              |
| Elimination of intersegment net revenue and other                        | (499)               | (652)               | (570)               |
| Total Hewlett Packard Enterprise consolidated net revenue                | <u>\$ 11,407</u>    | <u>\$ 12,478</u>    | <u>\$ 12,724</u>    |
| Earnings before taxes: <sup>(a)</sup>                                    |                     |                     |                     |
| Enterprise Group   | \$ 802              | \$ 909              | \$ 964              |
| Enterprise Services  | 283                 | 483                 | 218                 |
| Software   | 154                 | 290                 | 136                 |
| Financial Services   | 78                  | 83                  | 100                 |
| Corporate Investments  | (43)                | (79)                | (99)                |
| Total segment earnings from operations                                   | 1,274               | 1,686               | 1,319               |
| Corporate and unallocated costs and eliminations                         | (74)                | (169)               | (125)               |
| Stock-based compensation expense   | (145)               | (126)               | (165)               |
| Amortization of intangible assets  | (101)               | (126)               | (218)               |
| Restructuring charges  | (177)               | (395)               | (311)               |
| Acquisition and other related charges                                    | (44)                | (51)                | (37)                |
| Separation costs   | (276)               | (293)               | (79)                |
| Defined benefit plan settlement and rereasurement charges <sup>(b)</sup> | 6                   | —                   | —                   |
| Gain on MphasiS and H3C divestitures                                     | —                   | 251                 | —                   |
| Interest and other, net  | (78)                | (94)                | (80)                |
| Tax indemnification adjustments  | (18)                | 311                 | 15                  |
| Loss from equity interests <sup>(c)</sup>                                | (22)                | (4)                 | —                   |
| Total Hewlett Packard Enterprise consolidated earnings before taxes      | <u>\$ 345</u>       | <u>\$ 990</u>       | <u>\$ 319</u>       |

- (a) Effective at the beginning of the first quarter of fiscal 2017, the Company implemented organizational changes to align its segment financial reporting more closely with its current business structure. These organizational changes resulted in: (i) within the Enterprise Group segment, primarily, the transfer of the big data storage product group previously reported within the Servers business unit to the Storage business unit; the transfer of the Aruba services capabilities previously reported within the Networking business unit to the Technology Services business unit; and (ii) the transfer of the Communications and Media Solutions product group previously reported within the Enterprise Services segment to the Technology Services business unit within the Enterprise Group segment.

The Company reflected these changes to its segment information retrospectively to the earliest period presented, which resulted in: (i) within the Enterprise Group segment, primarily, the transfer of net revenue from the big data

storage product group previously reported within the Servers business unit to the Storage business unit; the transfer of net revenue from the Aruba services capabilities previously reported within the Networking business unit to the Technology Services business unit; and (ii) the transfer of net revenue, related eliminations of intersegment revenues and operating profit related to the Communications and Media Solutions product group previously reported within the Enterprise Services segment to the Technology Services business unit within the Enterprise Group segment.

The changes within the Enterprise Group segment had no impact on Hewlett Packard Enterprise's previously reported Enterprise Group segment net revenue and earnings from operations. The change between the Enterprise Services and Enterprise Group segments had no impact on Hewlett Packard Enterprise's previously reported consolidated net revenue, earnings from operations, net earnings or net earnings per share.

- (b) Represents adjustment to net periodic pension cost resulting from remeasurements of the Hewlett-Packard Enterprise pension plans in anticipation of the spin-off and merger of Everett Spinco, Inc. with Computer Sciences Corporation.
- (c) Represents the Company's ownership interest in the net earnings of equity method investments, primarily H3C.

**HEWLETT PACKARD ENTERPRISE COMPANY AND SUBSIDIARIES**  
**SEGMENT/BUSINESS UNIT INFORMATION**

**(Unaudited)**

**(In millions, except percentages)**

|   | Three months ended  |                     |                     | Change (%) |        |
|---|---------------------|---------------------|---------------------|------------|--------|
|   | January 31,<br>2017 | October 31,<br>2016 | January 31,<br>2016 | Q/Q        | Y/Y    |
| Net revenue: <sup>(a)</sup>                               |                     |                     |                     |            |        |
| Enterprise Group  |                     |                     |                     |            |        |
| Servers   | \$ 3,103            | 3,463               | 3,536               | (10%)      | (12%)  |
| Technology Services                                       | 1,943               | 1,974               | 1,985               | (2%)       | (2%)   |
| Storage   | 730                 | 827                 | 837                 | (12%)      | (13%)  |
| Networking  | 549                 | 559                 | 824                 | (2%)       | (33%)  |
| Total Enterprise Group                                    | 6,325               | 6,823               | 7,182               | (7%)       | (12%)  |
| Enterprise Services                                       |                     |                     |                     |            |        |
| Infrastructure Technology Outsourcing                     | 2,637               | 2,846               | 2,874               | (7%)       | (8%)   |
| Application and Business Services                         | 1,400               | 1,744               | 1,681               | (20%)      | (17%)  |
| Total Enterprise Services                                 | 4,037               | 4,590               | 4,555               | (12%)      | (11%)  |
| Software  | 721                 | 903                 | 780                 | (20%)      | (8%)   |
| Financial Services  | 823                 | 814                 | 776                 | 1%         | 6%     |
| Corporate Investments                                     | —                   | —                   | 1                   | 0%         | (100%) |
| Total segment net revenue                                 | 11,906              | 13,130              | 13,294              | (9%)       | (10%)  |
| Elimination of intersegment net revenue and other         | (499)               | (652)               | (570)               | (23%)      | (12%)  |
| Total Hewlett Packard Enterprise consolidated net revenue | \$ 11,407           | \$ 12,478           | \$ 12,724           | (9%)       | (10%)  |

- (a) Effective at the beginning of the first quarter of fiscal 2017, the Company implemented organizational changes to align its segment financial reporting more closely with its current business structure. These organizational changes resulted in: (i) within the Enterprise Group segment, primarily, the transfer of the big data storage product group previously reported within the Servers business unit to the Storage business unit; the transfer of the Aruba services capabilities previously reported within the Networking business unit to the Technology Services business unit; and (ii) the transfer of the Communications and Media Solutions product group previously reported within the Enterprise Services segment to the Technology Services business unit within the Enterprise Group segment.

The Company reflected these changes to its segment information retrospectively to the earliest period presented, which resulted in: (i) within the Enterprise Group segment, primarily, the transfer of net revenue from the big data storage product group previously reported within the Servers business unit to the Storage business unit; the transfer of net revenue from the Aruba services capabilities previously reported within the Networking business unit to the Technology Services business unit; and (ii) the transfer of net revenue, related eliminations of intersegment revenues and operating profit related to the Communications and Media Solutions product group previously reported within the Enterprise Services segment to the Technology Services business unit within the Enterprise Group segment.

The changes within the Enterprise Group segment had no impact on Hewlett Packard Enterprise's previously reported Enterprise Group segment net revenue and earnings from operations. The change between the Enterprise Services and Enterprise Group segments had no impact on Hewlett Packard Enterprise's previously reported consolidated net revenue, earnings from operations, net earnings or net earnings per share.



**HEWLETT PACKARD ENTERPRISE COMPANY AND SUBSIDIARIES**  
**SEGMENT OPERATING MARGIN SUMMARY DATA**  
(Unaudited)

|  | Three months<br>ended | Change in Operating<br>Margin (pts) |           |
|--|-----------------------|-------------------------------------|-----------|
|  | January 31,<br>2017   | Q/Q                                 | Y/Y       |
| Segment operating margin: <sup>(a)</sup> |                       |                                     |           |
| Enterprise Group                         | 12.7%                 | (0.6)pts                            | (0.7) pts |
| Enterprise Services                      | 7.0%                  | (3.5)pts                            | 2.2 pts   |
| Software                                 | 21.4%                 | (10.7)pts                           | 4.0 pts   |
| Financial Services                       | 9.5%                  | (0.7)pts                            | (3.4) pts |
| Corporate Investments <sup>(b)</sup>     | NM                    | NM                                  | NM        |
| Total segment operating margin           | 10.7%                 | (2.1) pts                           | 0.8 pts   |

- (a) Effective at the beginning of the first quarter of fiscal 2017, the Company implemented organizational changes to align its segment financial reporting more closely with its current business structure. These organizational changes resulted in: (i) within the Enterprise Group segment, primarily, the transfer of the big data storage product group previously reported within the Servers business unit to the Storage business unit; the transfer of the Aruba services capabilities previously reported within the Networking business unit to the Technology Services business unit; and (ii) the transfer of the Communications and Media Solutions product group previously reported within the Enterprise Services segment to the Technology Services business unit within the Enterprise Group segment.

The Company reflected these changes to its segment information retrospectively to the earliest period presented, which resulted in: (i) within the Enterprise Group segment, primarily, the transfer of net revenue from the big data storage product group previously reported within the Servers business unit to the Storage business unit; the transfer of net revenue from the Aruba services capabilities previously reported within the Networking business unit to the Technology Services business unit; and (ii) the transfer of net revenue, related eliminations of intersegment revenues and operating profit related to the Communications and Media Solutions product group previously reported within the Enterprise Services segment to the Technology Services business unit within the Enterprise Group segment.

The changes within the Enterprise Group segment had no impact on Hewlett Packard Enterprise's previously reported Enterprise Group segment net revenue and earnings from operations. The change between the Enterprise Services and Enterprise Group segments had no impact on Hewlett Packard Enterprise's previously reported consolidated net revenue, earnings from operations, net earnings or net earnings per share.

- (b) "NM" represents not meaningful.

**HEWLETT PACKARD ENTERPRISE COMPANY AND SUBSIDIARIES**  
**CALCULATION OF DILUTED NET EARNINGS PER SHARE**

**(Unaudited)**

**(In millions, except per share amounts)**

|  | Three months ended  |                     |                     |
|--|---------------------|---------------------|---------------------|
|  | January 31,<br>2017 | October 31,<br>2016 | January 31,<br>2016 |
| <b>Numerator:</b>  |                     |                     |                     |
| GAAP net earnings  | \$ 267              | \$ 302              | \$ 267              |
| Non-GAAP net earnings  | \$ 772              | \$ 1,035            | \$ 731              |
| <b>Denominator:</b>  |                     |                     |                     |
| Weighted-average shares used to compute basic net earnings per share   | 1,669               | 1,672               | 1,761               |
| Dilutive effect of employee stock plans <sup>(a)</sup>                 | 31                  | 37                  | 17                  |
| Weighted-average shares used to compute diluted net earnings per share | 1,700               | 1,709               | 1,778               |
| GAAP diluted net earnings per share                                    | \$ 0.16             | \$ 0.18             | \$ 0.15             |
| Non-GAAP diluted net earnings per share                                | \$ 0.45             | \$ 0.61             | \$ 0.41             |

(a) Includes any dilutive effect of restricted stock awards, stock options and performance-based awards.