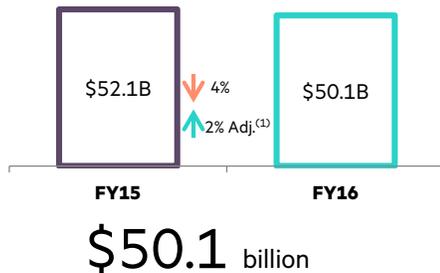


HPE Reports Fiscal 2016 Results

Highlights

Net revenue



GAAP diluted net EPS



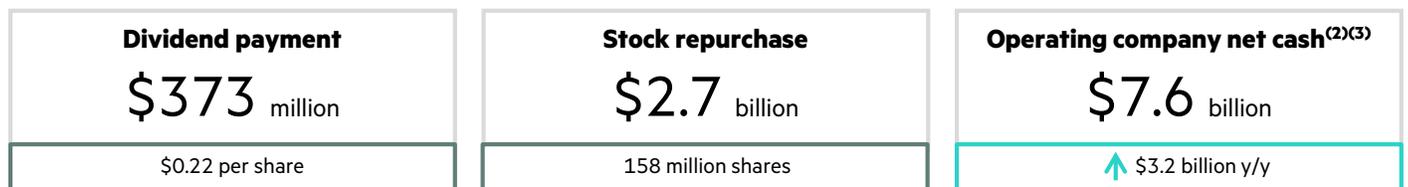
Non-GAAP and adjusted non-GAAP diluted net EPS⁽²⁾



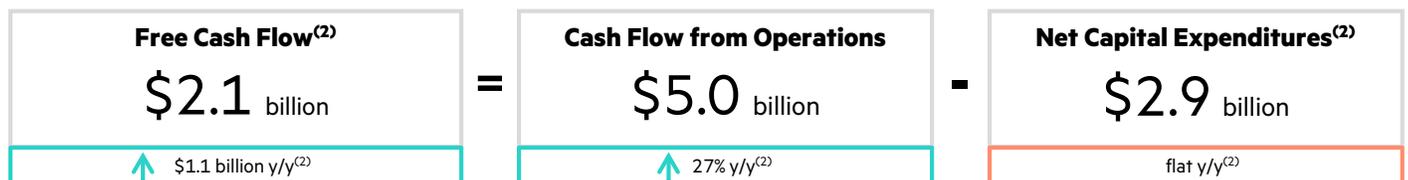
Geography



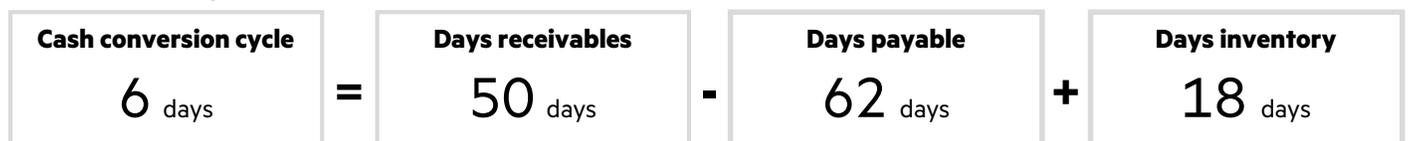
Capital Allocation



Cash Flow



Asset Management



1. Adjusted to eliminate the effects of divestitures and currency

2. All non-GAAP and adjusted non-GAAP numbers have been adjusted to exclude certain items. A reconciliation of specific adjustments and basis of presentation differences to GAAP results for the current and prior periods is included as a part of Q4 '16 earnings presentation available at www.hpe.com/investor/home

3. Operating company net cash is defined as total company net cash excluding the cash and debt associated with Financial Services

HPE Reports Fiscal 2016 Results

Enterprise Group

Revenue \$27.2 billion ↓2% y/y ↑3% Adj. ⁽¹⁾	Operating profit \$3.5 billion 12.7% of revenue ↓1.1 pts y/y
Servers revenue	↓1% y/y
Storage revenue	↓4% y/y
Converged	↑5% y/y
Traditional	↓12% y/y
Networking revenue	↑5% y/y
TS revenue	↓7% y/y

Enterprise Services

Revenue \$18.9 billion ↓5% y/y ↓1% Adj. ⁽¹⁾	Operating profit \$1.5 billion 7.7% of revenue ↑2.6 pts y/y
ITO revenue	↓6% y/y
ABS revenue	↓3% y/y

Software

Revenue \$3.2 billion ↓12% y/y ↑1% Adj. ⁽¹⁾	Operating profit \$749 million 23.4% of revenue ↑1.6 pts y/y
License revenue	↓12% y/y
Support revenue	↓14% y/y
Services revenue	↓6% y/y
Professional Services	↓6% y/y
SaaS	↓7% y/y

Financial Services

Revenue \$3.2 billion ↓1% y/y	Operating profit \$336 million 10.5% of revenue ↓0.4 pts y/y
Financing volume	0% y/y
Net portfolio assets	↑4% y/y

Outlook

Non-GAAP diluted
Q1 FY17 net EPS⁽²⁾



FY17 net EPS⁽³⁾



GAAP diluted
Q1 FY17 net EPS



FY17 net EPS



- Adjusted to eliminate the effects of divestitures and currency
- First quarter fiscal 2017 non-GAAP diluted net EPS estimates exclude after-tax costs of approximately \$0.39 per share, related primarily to separation costs, restructuring charges and amortization of intangible assets
- Full year fiscal 2017 non-GAAP diluted net EPS estimates exclude after-tax costs of approximately \$1.28 per share, related primarily to separation costs, restructuring charges and amortization of intangible assets