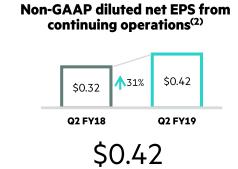
# **HPE Reports Fiscal 2019**

Second Quarter Results

## **Highlights**



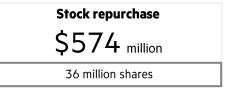
# **GAAP diluted net EPS from** continuing operations \$0.30 44% **Q2 FY18** Q2 FY19 \$0.30

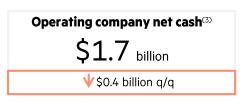




# **Capital Allocation**







#### Cash Flow



#### **Asset Management**



Adjusted to eliminate the effects of currency
All non-GAAP numbers have been adjusted to exclude certain items. A reconciliation of specific adjustments to GAAP results for the current and prior periods is included as a part of Q2'19 earnings presentation available at <a href="https://www.hpe.com/investor/home">www.hpe.com/investor/home</a>

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

# **HPE Reports Fiscal 2019**

Second Quarter Results

## **Intelligent Edge**

Revenue	Operating profit	HPE Aruba Product revenue	V
\$666 million	\$20 million		
7 6% y/y 3.0% of revenue √ 5% y/y CC <sup>(1)</sup> 4.9 pts y/y		HPE Aruba Services revenue	

### **Hybrid IT**

#### Revenue

\$5.6 billion

- **↓** 4% y/y
- **√** 3% y/y CC<sup>(1)</sup>

#### **Operating profit**

\$645 million

11.4% of revenue ↑ 1.4 pts y/y

Compute revenue	<b>↓</b> 5% y/y	<b>↓</b> 4% y/y CC <sup>(1)</sup>
Ex.Tier 1		↑ 4% y/y CC <sup>(1)</sup>
Storage revenue	<b>↑</b> 3% y/y	↑ 5% y/y CC <sup>(1)</sup>
HPE Pointnext revenue	<b>∜</b> 7% y/y	<b>√</b> 3% y/y CC <sup>(1)</sup>

**∀** 3% y/y

Operational Services orders (1)(2)

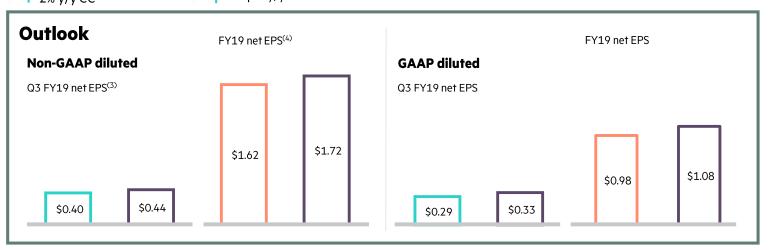
√ 7% y/y CC<sup>(1)</sup>

16% y/y 18% y/y CC<sup>(1)</sup>

1% y/y CC<sup>(1)</sup>

# **Financial Services**

#### **Operating profit** Revenue Financing volume √ 10% y/y √ 6% y/y CC<sup>(1)</sup> \$896 million \$77 million **y** 2% y/y 8.6% of revenue **Net portfolio assets** √ 2% v/v 1% v/v CC<sup>(1)</sup> Λ 0.7 pts y/y 1 2% y/y CC<sup>(1)</sup>





Adjusted to eminimate the effects of currentry reported in Storage business and in constant currency Fiscal 2019 third quarter non-GAAP diluted net EPS estimates exclude after-tax costs of approximately \$0.11 per diluted share, primarily related to transformation costs and the amortization of intangible assets. Fiscal 2019 non-GAAP diluted net EPS estimates exclude after-tax impacts of approximately \$0.64 per diluted share, primarily related to transformation costs and the amortization of intangible assets.