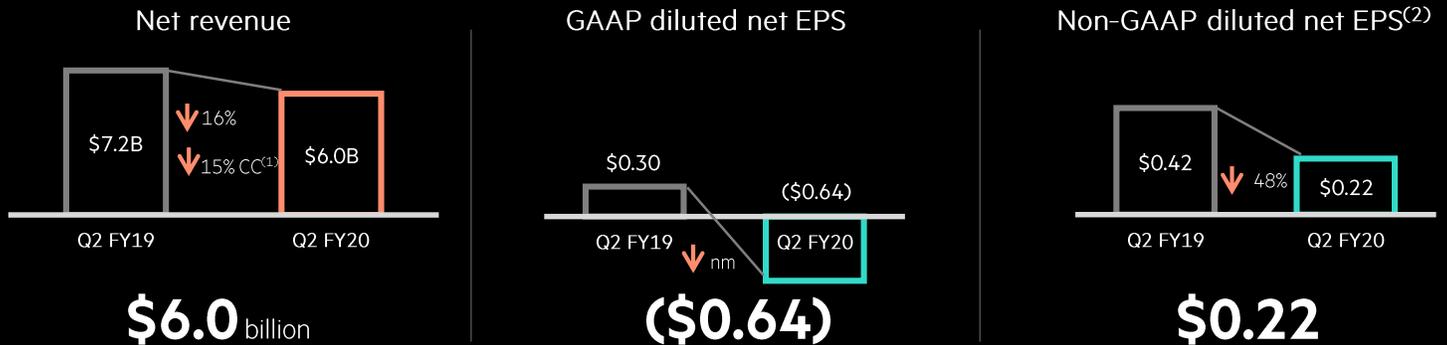


HIGHLIGHTS



Annualized Revenue Run-Rate (ARR) \$520 million ↑ 17% y/y

GEOGRAPHY



Americas

↓ 13 y/y
↓ 13% y/y CC⁽¹⁾

Non-US net revenue was 68% of total net revenue



EMEA

↓ 19% y/y
↓ 17% y/y CC⁽¹⁾ of net revenue

Asia Pacific

↓ 15% y/y
↓ 14% y/y CC⁽¹⁾ of net revenue
↓ 13% y/y ex. China; ↓ 12% y/y CC⁽¹⁾

CAPITAL ALLOCATION

Dividend payment
\$154 million

\$0.12 per share

Stock repurchase
\$151 million

13 million shares

Operating company net cash⁽³⁾
(\$391) million

↓ \$731 million q/q

CASH FLOW

Free Cash Flow⁽⁴⁾
(\$402) million

↓ \$804 million y/y

Cash Flow from Operations
\$100 million

↓ \$887 million y/y

Net Capital Expenditures
\$502 million

↓ \$83 million y/y

ASSET MANAGEMENT

Cash conversion cycle
(5) days

↓ 12 days q/q

Days receivables
39 days

↑ 2 q/q

Days payable
120 days

↑ 17 days q/q

Days inventory
76 days

↑ 27 days q/q

1. Adjusted to eliminate the effects of currency
2. 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 Q2'20 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
4. Free cash flow = cash flow from operations less net capital expenditures; net capital expenditures = investments in property, plant and equipment less proceeds from sale of property, plant and equipment

INTELLIGENT EDGE

Revenue
\$665 million

↓ 3% y/y
↓ 2% y/y CC⁽¹⁾

Operating profit
\$73 million

11.0% of revenue
↑ 5.7 pts y/y



COMPUTE

Revenue
\$2,640 million

↓ 20% y/y
↓ 19% y/y CC⁽¹⁾

Operating profit
\$125 million

4.7% of revenue
↓ 4.6 pts y/y

HPC & MCS

Revenue
\$589 million

↓ 18% y/y
↓ 18% y/y CC⁽¹⁾

Operating profit
\$33 million

5.6% of revenue
↓ 7.2 pts y/y

STORAGE

Revenue
\$1,086 million

↓ 18% y/y
↓ 16% y/y CC⁽¹⁾

Operating profit
\$145 million

13.4% of revenue
↓ 5.1 pts y/y

A&PS

Revenue
\$237 million

↓ 9% y/y
↓ 8y/y CC⁽¹⁾

Operating profit
\$2 million

0.8% of revenue
↑ 6.2 pts y/y

FINANCIAL SERVICES

Revenue
\$833 million

↓ 7% y/y
↓ 5% y/y CC⁽¹⁾

Operating profit
\$75 million

9.0% of revenue
↑ 0.4 pts y/y

Financing volume

↑ 7% y/y ↑ 10% y/y CC⁽¹⁾

Net portfolio assets

↑ 1% y/y ↑ 4% y/y CC⁽¹⁾



1. Adjusted to eliminate the effects of currency.