

HIGHLIGHTS

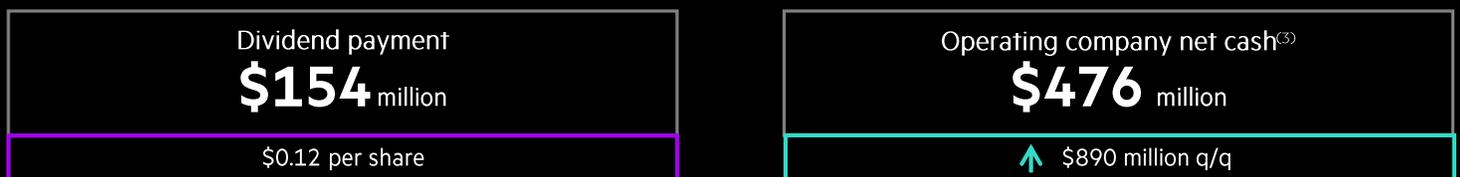


Annualized Revenue Run-Rate (ARR) \$528 million \uparrow 11% y/y

GEOGRAPHY



CAPITAL ALLOCATION



CASH FLOW



ASSET MANAGEMENT



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 Q3'20 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
\$684 million

↓ 12% y/y
↓ 11% y/y CC⁽¹⁾

Operating profit
\$59 million

8.6% of revenue
↑ 1.8 pts y/y



COMPUTE

Revenue
\$3,389 million

flat y/y
↑ 1% y/y CC⁽¹⁾

Operating profit
\$288 million

8.5% of revenue
↓ 4.4 pts y/y

HPC & MCS

Revenue
\$649 million

↑ 3% y/y
↑ 3% y/y CC⁽¹⁾

Operating profit
\$36 million

5.5% of revenue
↓ 2.6 pts y/y

STORAGE

Revenue
\$1,128 million

↓ 10% y/y
↓ 9% y/y CC⁽¹⁾

Operating profit
\$145 million

12.9% of revenue
↓ 3.6 pts y/y

A&PS

Revenue
\$226 million

↓ 7% y/y
↓ 5y/y CC⁽¹⁾

Operating profit
(\$4) million

-1.8% of revenue
↑ 1.9 pts y/y

FINANCIAL SERVICES

Revenue
\$811 million

↓ 9% y/y
↓ 6% y/y CC⁽¹⁾

Operating profit
\$65 million

8.0% of revenue
↓ 0.7 pts y/y

Financing volume ↓ 12% y/y ↓ 9% y/y CC⁽¹⁾

Net portfolio assets ↑ 3% y/y ↑ 3% y/y CC⁽¹⁾

OUTLOOK

Non-GAAP diluted

Q4 FY20 net EPS⁽²⁾



GAAP diluted

Q4 FY20 net EPS



1. Adjusted to eliminate the effects of currency.

2. Q4 FY20 non-GAAP diluted net EPS estimates exclude after-tax impacts of approximately \$0.30 per share, primarily related to transformation costs and amortization of intangible assets; FY2020 non-GAAP diluted net EPS estimates exclude after-tax impacts of approximately \$1.65 per diluted share, primarily related to transformation costs and goodwill impairment.