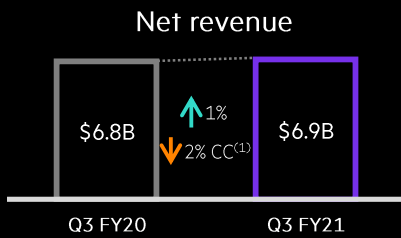
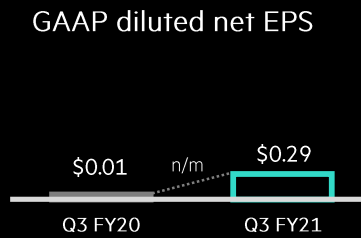


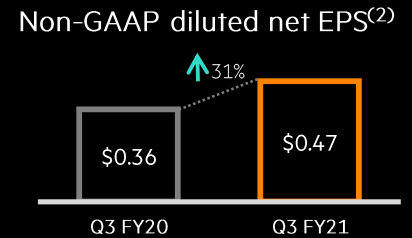
### HIGHLIGHTS



**\$6.9** billion



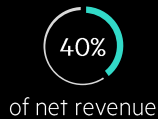
**\$0.29**



**\$0.47**

Annualized Revenue Run-Rate (ARR) \$705 million **↑33% y/y**

### GEOGRAPHY



Americas

↓2% y/y  
↓3% y/y CC<sup>(1)</sup>

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



EMEA

↑3% y/y  
↓3% y/y CC<sup>(1)</sup>



Asia Pacific

↑5% y/y  
↑1% y/y CC<sup>(1)</sup>  
↑5% y/y ex. China  
↑2% y/y ex. China CC<sup>(1)</sup>



### CAPITAL ALLOCATION

Dividend payment  
**\$157** million

\$0.12 per share

Operating company net cash<sup>(3)</sup>  
**\$126** million

↑\$126 million q/q

### CASH FLOW

Free Cash Flow<sup>(4)</sup>  
**\$526** million

↓\$398 million y/y

Cash Flow from Operations  
**\$1,130** million

↓\$342 million y/y

Net Capital Expenditures  
**\$604** million

↓\$56 million y/y

### ASSET MANAGEMENT

Cash conversion cycle  
**(8)** days

↓2 day q/q

Days receivables  
**43** days

↑4 days q/q

Days payable  
**130** days

↑17 days q/q

Days inventory  
**79** days

↑15 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 Q3'21 earnings presentation available at [www.hpe.com/investor/home](http://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

### GROWTH

#### INTELLIGENT EDGE

Revenue  
**\$867** million  
 ↑ 27% y/y  
 ↑ 23% y/y CC<sup>(1)</sup>

Operating profit  
**\$137** million  
 15.8% of revenue  
 ↑ 5.4 pts y/y

#### HPC & MCS

Revenue  
**\$741** million  
 ↑ 11% y/y  
 ↑ 9% y/y CC<sup>(1)</sup>

Operating profit  
**\$29** million  
 3.9% of revenue  
 ↓ 3.1 pts y/y

### CORE

#### COMPUTE

Revenue  
**\$3,104** million  
 ↓ 9% y/y  
 ↓ 12% y/y CC<sup>(1)</sup>

Operating profit  
**\$347** million  
 11.2% of revenue  
 ↑ 1.9 pts y/y

#### STORAGE

Revenue  
**\$1,176** million  
 ↑ 4% y/y  
 ↑ 1% y/y CC<sup>(1)</sup>

Operating profit  
**\$178** million  
 15.1% of revenue  
 ↑ 0.1 pts y/y

### AAS ENABLERS

#### FINANCIAL SERVICES

Revenue  
**\$844** million  
 ↑ 4% y/y  
 Flat y/y CC<sup>(1)</sup>

Operating profit  
**\$94** million  
 11.1% of revenue  
 ↑ 3.0 pts y/y

#### CORP INV. AND OTHER

Revenue  
**\$332** million  
 ↑ 10% y/y  
 ↑ 7% y/y CC<sup>(1)</sup>

Operating profit  
**(\$28)** million  
 (8.4%) of revenue  
 ↑ 14.0 pts y/y

**Financing volume** ↑ 6% y/y ↑ 2% y/y CC<sup>(1)</sup>

**Net portfolio assets** ↓ 2% y/y ↓ 3% y/y CC<sup>(1)</sup>

### OUTLOOK

#### Non-GAAP diluted

Q4 FY21 net EPS<sup>(2)</sup>



FY21 net EPS<sup>(2)</sup>

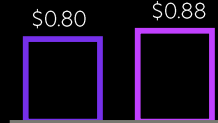


#### GAAP diluted

Q4 FY21 net EPS

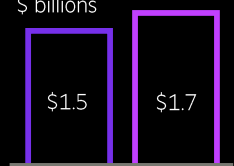


FY21 net EPS



#### Free Cashflow

\$ billions



1. Adjusted to eliminate the effects of currency.

2. Q4 FY21 non-GAAP diluted net EPS estimates exclude after-tax impacts of approximately \$0.30 per share, primarily related to transformation costs, stock-based compensation and amortization of intangible assets; FY2021 non-GAAP diluted net EPS estimates exclude after-tax impacts of approximately \$1.08 per diluted share, primarily related to transformation costs, Stock-based compensation and goodwill impairment