

FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements that involve risks, uncertainties and assumptions. If the risks or uncertainties ever materialize or the assumptions prove incorrect, the results of Hewlett Packard Enterprise may differ materially from those expressed or implied by such forward-looking statements and assumptions. All statements other than statements of historical fact are statements that could be deemed forward-looking statements, including but not limited to the scope and duration of the novel coronavirus ("COVID-19") pandemic and its impact on our business operations, liquidity and capital resources, employees, customers, supply chain, financial results and the world economy, any projections of revenue, margins, expenses, effective tax rates, the impact of the U.S. Tax Cuts and Jobs Act of 2017, net earnings, net earnings per share, cash flows, backlog, benefit plan funding, deferred tax assets, share repurchases, currency exchange rates or other financial items; any projections of the amount, timing or impact of cost savings, restructuring charges, or other transformation actions; any statements of the plans, strategies and objectives of management for future operations, as well as the execution of corporate transactions or contemplated acquisitions, transformation and restructuring plans and any resulting benefit, cost savings or restructuring charges, revenue or profitability improvements; any statements concerning the expected development, performance, market share or competitive performance relating to products or services; any statements regarding current or future macroeconomic trends or events and the impact of those trends and events on Hewlett Packard Enterprise and its financial performance; any statements regarding pending investigations, claims or disputes; any statements of expectation or belief, and any statements or assumptions underlying any of the foregoing.

Risks, uncertainties and assumptions include the need to address the many challenges facing Hewlett Packard Enterprise's businesses; the competitive pressures faced by Hewlett Packard Enterprise's businesses; risks associated with executing Hewlett Packard Enterprise's strategy; the impact of macroeconomic and geopolitical trends and events; the need to manage third-party suppliers and the distribution of Hewlett Packard Enterprise's products and the delivery of Hewlett Packard Enterprise's services effectively; the protection of Hewlett Packard Enterprise's intellectual property assets, including intellectual property licensed from third parties and intellectual property shared with its former Parent; risks associated with Hewlett Packard Enterprise's international operations (including pandemics and public health problems, such as the outbreak of COVID-19); the development and transition of new products and services and the enhancement of existing products and services to meet customer needs and respond to emerging technological trends; the execution and performance of contracts by Hewlett Packard Enterprise and its suppliers, customers, clients and partners, including any impact thereon resulting from events such as the COVID-19 pandemic; the hiring and retention of key employees; execution, integration and other risks associated with business combination and investment transactions; and the execution, timing and results of any transformation or restructuring plans, including estimates and assumptions related to the cost (including any possible disruption of Hewlett Packard Enterprise's business) and the anticipated benefits of the transformation and restructuring plans; the effects of the U.S. Tax Cuts and Jobs Act and related guidance and regulations; the resolution of pending investigations, claims and disputes; and other risks that are described in Hewlett Packard Enterprise's Annual Report on Form 10-K for the fiscal year ended October 31, 2019, subsequent Quarterly Reports on Form 10-Q, and Current Rep

As in prior periods, the financial information set forth in this press release, including tax-related items, reflects estimates based on information available at this time. While Hewlett Packard Enterprise believes these estimates to be reasonable, these amounts could differ materially from reported amounts in the Hewlett Packard Enterprise's Annual Report on Form 10-K for the year ended October 31, 2020. Hewlett Packard Enterprise assumes no obligation and does not intend to update these forward-looking statements.

USE OF NON-GAAP FINANCIAL INFORMATION

Hewlett Packard Enterprise (HPE) has included non-GAAP financial measures in this presentation to supplement HPE's condensed consolidated financial statements presented on a GAAP basis. Definitions of these non-GAAP financial measures and reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures are included elsewhere in this presentation.

HPE's management uses net revenue on a constant currency basis, non-GAAP gross profit, non-GAAP operating profit, non-GAAP income tax rate, non-GAAP net earnings from continuing operations, non-GAAP net earnings, non-GAAP net (loss) from discontinued operations, non-GAAP net earnings, non-GAAP diluted net earnings per share from continuing operations, and non-GAAP diluted net (loss) per share from discontinued operations, to evaluate and forecast HPE's performance before gains, losses or other charges that are considered by HPE's management to be outside of HPE's business segment operating results. Gross cash, net cash, and free cash flow, are liquidity measures that provide useful information to management about the amount of cash available for investment in HPE's businesses, funding acquisitions, repurchasing stock and other purposes. Net cash and net debt provide useful information to management about the state of HPE's condensed consolidated balance sheet. Operating company net cash and operating company net debt provide additional useful information to management about the state of HPE's condensed consolidated balance sheet by providing more transparency into the financial components of the operating company separate from HPE's financing business, which has different capital structure requirements and requires much greater leverage to run effectively.

These non-GAAP financial measures may have limitations as analytical tools, and these measures should not be considered in isolation or as a substitute for analysis of HPE's results as reported under GAAP. For example, items such as amortization of intangible assets, though not directly affecting HPE's cash position, represent the loss in value of intangible assets over time. The expense associated with this loss in value is not included in non-GAAP operating profit as % of revenue, non-GAAP income tax rate, non-GAAP net earnings from continuing operations, non-GAAP net (loss) from discontinued operations, non-GAAP net fell full economic effect of the loss in value of those intangible assets. In addition, items such as separation costs, transformation costs, restructuring charges, disaster charges, amortization of initial direct costs, and acquisition, disposition and other related charges that are excluded from non-GAAP operating profit, non-GAAP operating profit as % of revenue, non-GAAP tax rate, non-GAAP net earnings from continuing operations, non-GAAP net (loss) from discontinued operations, non-GAAP net earnings per share from continuing operations, and non-GAAP diluted net (loss) per share from discontinued operations can have a material impact on the equivalent GAAP earnings measures and cash flow. Items such as adjustment to earnings from equity interests and non-service net periodic benefit credit that are excluded from non-GAAP net earnings from continuing operations, non-GAAP diluted net (loss) per share from discontinued operations can have a material impact on the equivalent GAAP earnings measures and cash flow. Items such as a material impact on the equivalent of the equivalent GAAP earnings measures and cash flows. Items such as tax indemnification adjustments, income tax valuation allowances and separation taxes, the impact from other non-GAAP net closs) from discontinued operations, non-GAAP fluted net earnings per share from continuing operations, and non-GAAP net earnings from continuing op

We compensate for the limitations on our use of these non-GAAP financial measures by relying primarily on our GAAP financial statements and using non-GAAP financial measures only supplementally. We also provide robust and detailed reconciliations of each non-GAAP financial measure to the most directly comparable GAAP measure, and we encourage investors to review carefully those reconciliations.

We believe that providing these non-GAAP financial measures, in addition to the related GAAP measures provides investors with greater transparency to the information used by HPE's management in its financial and operational decision-making and allows investors to see HPE's results "through the eyes" of management. We further believe that providing this information better enables investors to understand HPE's operating performance and financial condition and to evaluate the efficacy of the methodology and information used by management to evaluate and measure such performance and financial condition.

Q4 FY20 MARKED BY STRONG REBOUND IN REVENUE

- Revenues returned to pre-pandemic levels of \$7.2 billion, up 5% q/q⁽¹⁾and flat y/y⁽¹⁾
 - Reduced FY20 backlog to normalized levels through strong supply chain execution
 - Order momentum grew sequentially across all business segments
 - Increased Pointnext OS services intensity quarter-over-quarter across our Core businesses of Compute and Storage⁽²⁾
- Significant acceleration in growth businesses and strong as-a-service momentum
 - HPC & MCS revenue of \$975M up 50% $q/q^{(1)}$ and 25% $y/y^{(1)}$
 - Intelligent Edge revenue of \$786M up $14\% \text{ q/q}^{(1)}$ and $5\% \text{ y/y}^{(1)}$
 - Annualized Revenue Run-Rate (ARR)(3) of \$585 million up 11% q/q and 30% y/y
- Improved performance in Storage with revenue of \$1.2 billion, up 7% q/q⁽¹⁾ with 16.7% operating profit
- Continued actions to strengthen our financial foundation, while aligning resources to critical growth areas
 - On track to deliver net run-rate savings of \$800 million off FY19 baseline by FY22 year-end
 - Completed acquisition of high growth SD-WAN leader Silver Peak
- Delivered non-GAAP diluted net EPS⁽⁴⁾ of \$0.37, above the high-end of the outlook range, and generated free cash flow⁽⁴⁾⁽⁵⁾ of \$223 million through strong operational execution
- Declaring a Q1 FY21 dividend of \$0.12 per share
- Raising FY21 non-GAAP diluted net EPS outlook to \$1.60 to \$1.78
 - Q1 FY21 non-GAAP diluted net EPS outlook of \$0.40 to \$0.44
 - Adjusted to eliminate the effects of currency

Q4 FY20 FINANCIAL HIGHLIGHTS

- Net revenue of \$7.2 billion, up 5% sequentially⁽¹⁾ and flat from the prior-year period⁽¹⁾
- Non-GAAP Gross Margin⁽²⁾ of 30.6%, up 0.2 pts sequentially and down 2.7 pts from the prior year period
- Non-GAAP Operating Profit⁽²⁾ of \$557 million, up 15% sequentially and down 24% from the prior-year period
- GAAP diluted net earnings per share of \$0.12, up \$0.11 sequentially and down \$0.24 from the prior-year period
- Non-GAAP⁽²⁾ diluted net earnings per share of \$0.37, up 16% sequentially and down 24% from the prior-year period
- Cash flow from operations of \$747 million and free cash flow⁽²⁾⁽³⁾ of \$223 million, driven by improved operational execution
- Robust balance sheet with approximately \$9.0 billion of liquidity, committed to maintaining investment grade credit rating
- Returned \$154 million to shareholders in Q4 in the form of dividends. Declaring Q1 dividend of \$0.12/share payable in Jan 2021

Adjusted to eliminate the effects of currency

^{2.} A reconciliation of specific adjustments to GAAP results for the current period is included on slide 24 and slide 40 in the GAAP to non-GAAP bridges that appear as part of the supplemental slides section of this presentation. A description of HPE's use of non-GAAP financial information is provided on slide 3 under "Use of non-GAAP financial information".

^{3.} Free cash flow = cash flow from operations less net capital expenditures; net capital expenditures = investments in property, plant and equipment less proceeds from the sale of property, plant and equipment

Q4 FY20 BUSINESS SEGMENT REVENUES

		Net Revenue (in millions)	Quarter-over-Quarter Revenue Growth ⁽¹⁾	Year-over-Year Revenue Growth ⁽¹⁾
GROWTH	Intelligent Edge	\$786	14%	5%
GROWIN	HPC & MCS	\$975	50%	25%
CODE	Compute	\$3,175	(7%)	(4%)
CORE	Storage	\$1,217	7%	(3%)
AAS	A&PS	\$245	6%	(10%)
ENABLERS	HPEFS	\$849	2%	(4%)
TOTAL	Hewlett Packard Enterprise ⁽²⁾	\$7,208	5%	0%

Adjusted to eliminate the effects of currency.
 Includes Corporate Investments, intercompany eliminations and other items not included in these segment results

Q4 FY20 BUSINESS SEGMENT OPERATING PROFIT

		Operating Profit \$ ⁽¹⁾ (in millions)	Operating Profit ⁽¹⁾ % revenue	Quarter-over-Quarter OP % revenue	Year-over-Year OP % revenue
GROWTH	Intelligent Edge	\$79	10.1%	1.5 pts	3.9 pts
GROWIN	HPC & MCS	\$119	12.2%	6.7 pts	2.0 pts
CORE	Compute	\$194	6.1%	(2.4 pts)	(7.8 pts)
CORE	Storage	\$203	16.7%	3.8 pts	(0.7 pts)
AAS	A&PS	(\$1)	(0.4%)	1.4 pts	(0.8 pts)
ENABLERS	HPEFS	\$65	7.7%	(0.3 pts)	(0.7 pts)
TOTAL	Hewlett Packard Enterprise ⁽²⁾	\$557	7.7%	0.6 pts	(2.5 pts)

A reconciliation of specific adjustments to GAAP results for the current period is included on slide 24 in the GAAP to non-GAAP bridges that appear as part of the supplemental slides section of this presentation. A description of HPE's use of non-GAAP financial information is provided on slide 3 under Use of non-GAAP financial information. The adjustments to GAAP results do not impact the operating profit (loss) of the segments for any period presented.
 Includes Corporate Investments, intercompany eliminations and other items not included in these segment results

ACCELERATING MOMENTUM IN OUR AS-A-SERVICE PIVOT

Net Services Revenue

Min. Capacity Commit Above Min. Usage

Infrastructure Rental Revenue (Op Lease)

ARR⁽¹⁾=

Interest Revenue (Cap Lease)

Other Subscription, AaS Revenue

-Qtr Actuals X 4-

ANNUALIZED REVENUE RUN-RATE (ARR) (1)

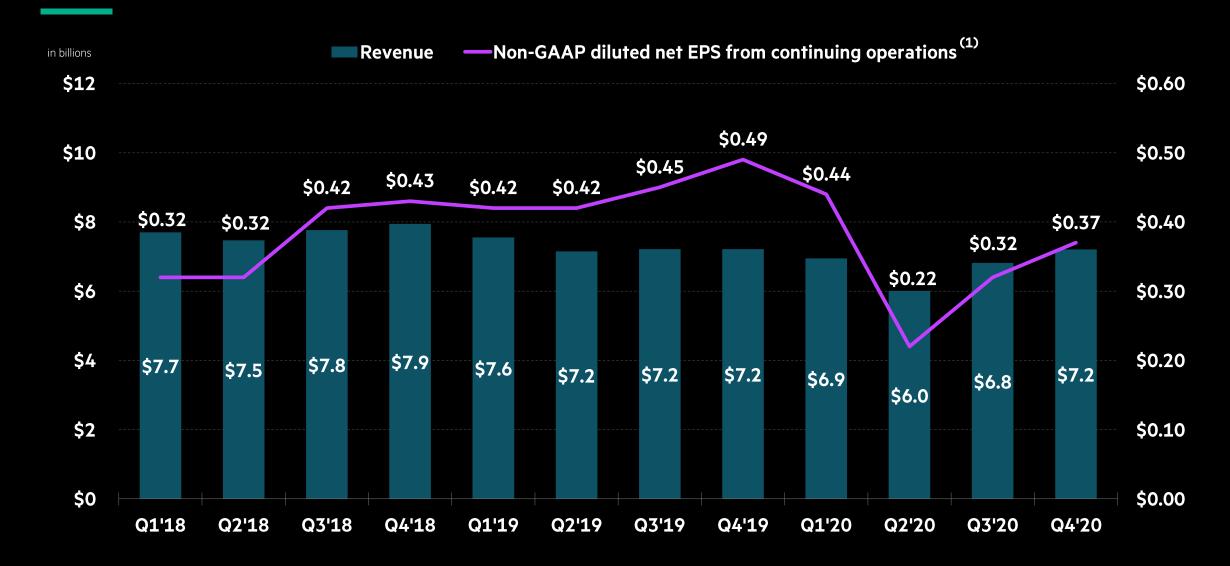
\$585M +30% Y/Y

+20% Y/Y

^{1.} Annualized Revenue Run-Rate ("ARR") is a financial metric used to assess the growth of the Consumption Services ("CS") offerings. ARR represents the annualized value of all [net] Greenlake services revenue, related financial services revenue (which includes rental income for operating leases and interest income for capital leases), and Software-as-a-Service, subscription, and other as-a-Service offerings recognized during a quarter and multiplied by four. We use ARR as a performance metric. ARR should be viewed independently of net revenue and deferred revenue and is not intended to be combined with any of these items.

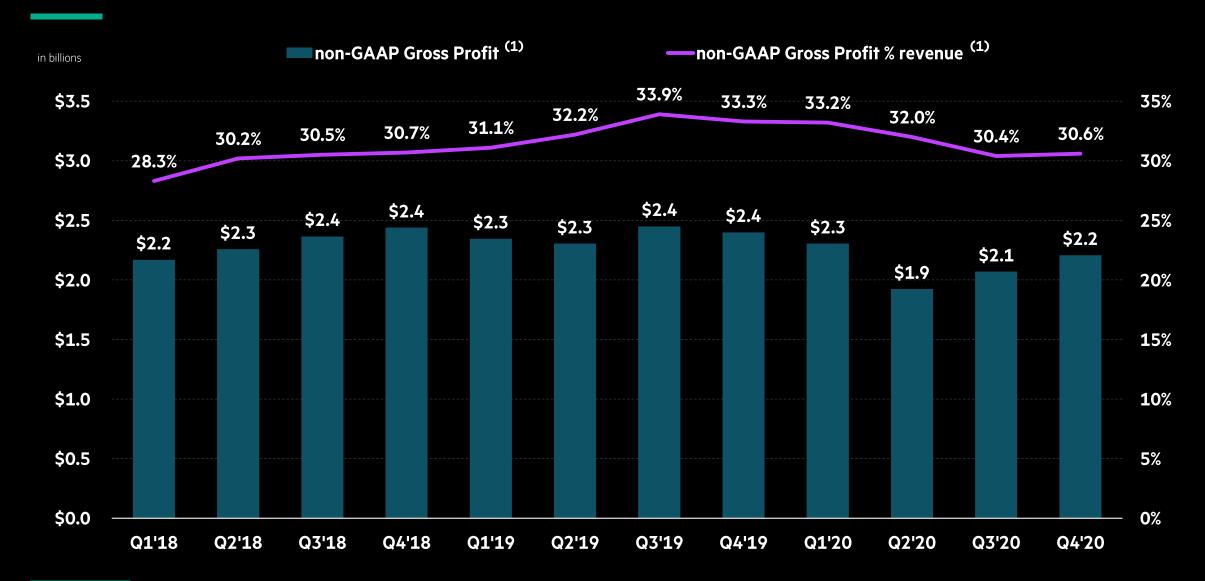
^{2.} As-a-Service (AAS) business is an overlay across all business segments and includes GreenLake as-a-Service (both recurring and ron-recurring revenues), Aruba SaaS, CMS SaaS, and other Software assets. AAS Orders this quarter is adjusted to eliminate the impact of a one specific customer no longer material to ARR growth.

STRONG OPERATIONAL EXECUTION DROVE SEQUENTIAL REVENUE GROWTH ...



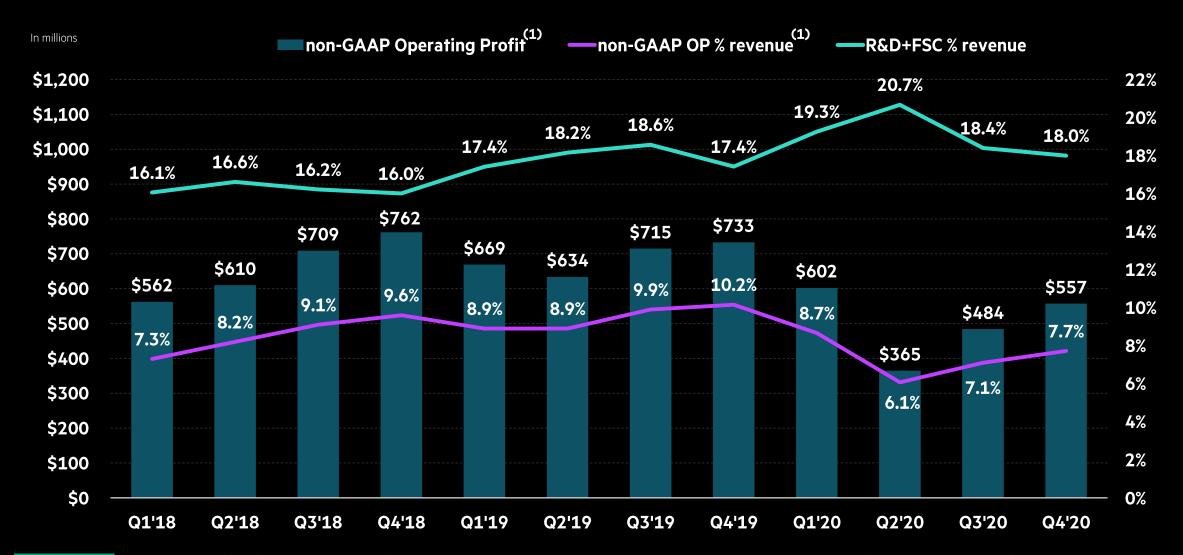
^{1.} A reconciliation of specific adjustments to GAAP results for the current and prior periods is included in the non-GAAP slide section that appears as part of the supplemental slides of this presentation on pages 26-39. A description of HPE's use of non-GAAP financial information is provided on slide 3 under "Use of non-GAAP financial information"

RESULTING IN 15% GROSS PROFIT IMPROVEMENT FROM Q2'20 TROUGH ...



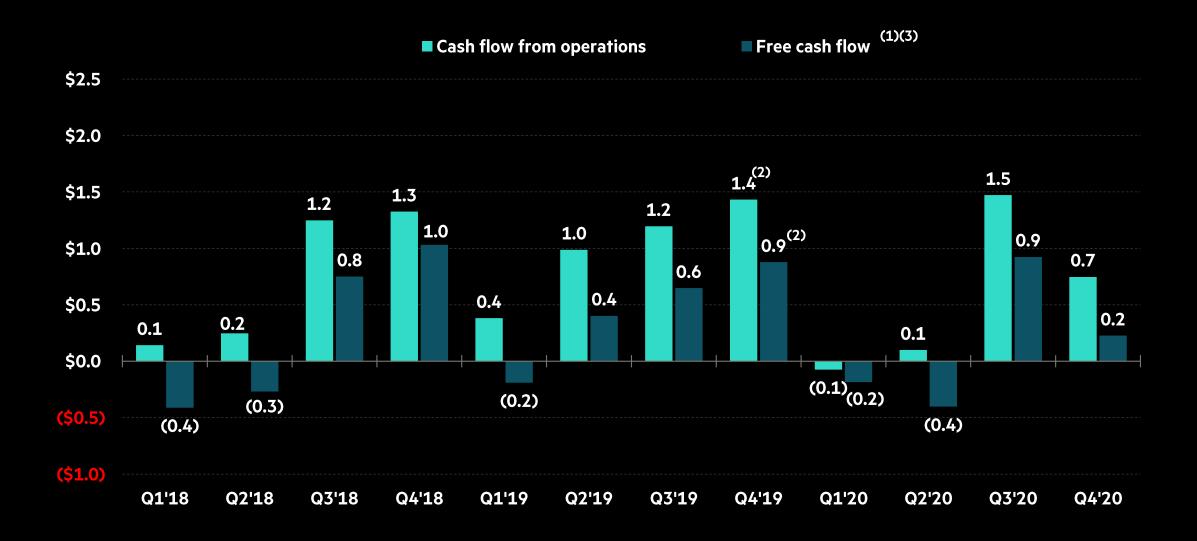
^{1.} A reconciliation of specific adjustments to GAAP results for the current and prior periods is included in the non-GAAP slide section that appears as part of the supplemental slides of this presentation on pages 26-39 A description of HPE's use of non-GAAP financial information is provided on slide 3 under "Use of non-GAAP financial information"

AND 53% GROWTH IN OPERATING PROFIT FROM Q2'20 TROUGH



^{1.} A reconciliation of specific adjustments to GAAP results for the current and prior periods is included on slides 26 – 39 in the GAAP to non-GAAP bridges that appear as part of the supplemental slides section of this presentation. A description of HPE's use of non-GAAP financial information is provided on slide 3 under Use of non-GAAP financial information.

DELIVERED FY20 FREE CASH FLOW OF \$0.6B IN-LINE WITH SAM 2020 OUTLOOK



^{1.} Free cash flow = cash flow from continuing operations less net capital expenditures; net capital expenditures = investments in property, plant and equipment less proceeds from the sale of property, plant and equipment 2. Includes a one-time arbitration award payment of \$668M to DXC and a cash payment of \$200M from HP, Inc. to HPE due to benefits from termination of Tax Matters Agreement with HP, Inc.

^{3.} Reconciliation of Cash Flow from Operations to Free Cash Flow is on slide 40

DIVERSIFIED BALANCE SHEET AND STRONG LIQUIDITY POSITION US WELL

Q4 FY20 Balance Sheet









Operating Company = Total HPE excluding Financial Services (FS); Financing Company = HPE Financial Services (FS)
 This is the Operating Company Net Cash. Operating company net cash is total HPE net cash (debt) less FS net cash (debt)
 Net Portfolio Assets represents the total amount of Financing Receivables and Operating Lease Assets recorded on the balance sheet, net of reserves against those assets.
 FS gross debt includes primarily intercompany equity that is treated as debt for segment reporting purposes, intercompany debt, and borrowing and funding related activity associated with Financial Services and its subsidiaries. Debt excludes impact of

^{5.} Net cash (debt) is defined as gross cash less gross debt including the effect of hedging; gross cash includes cash and cash equivalents, short-term investments, and certain liquid long-term investments. Cash excludes restricted cash.

RAISING FY21 EPS OUTLOOK

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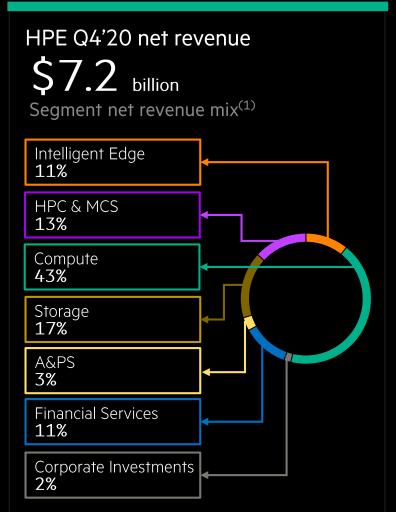
GAAP diluted net EPS	\$0.02 – \$0.06
Non-GAAP diluted net EPS ⁽¹⁾	\$0.40 – \$0.44

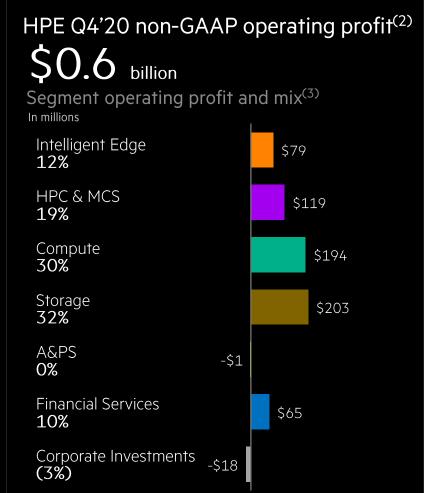
Full year FY21 outlook

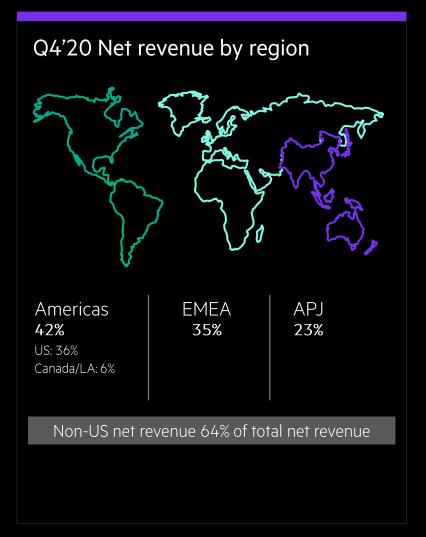
GAAP diluted net EPS	\$0.38 – \$0.56
Non-GAAP diluted net EPS ⁽¹⁾	\$1.60 – \$1.78

SUPPLEMENTAL SLIDES

HPE BRINGS A BROAD DIFFERENTIATED PORTFOLIO TO ENABLE DIGITAL TRANSFORMATION (Q4 FY20 PERFORMANCE)

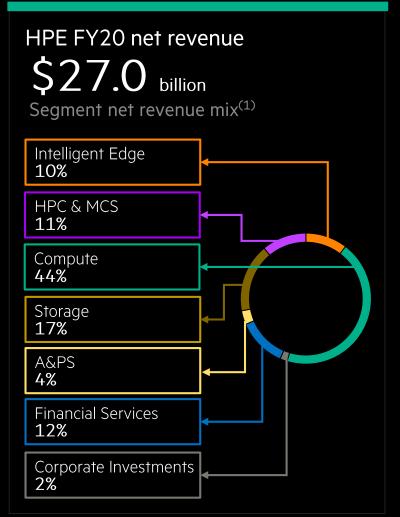


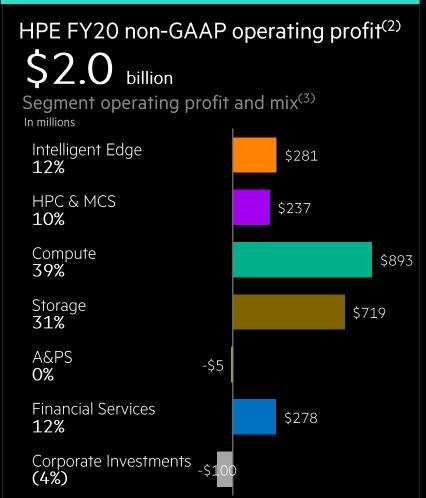


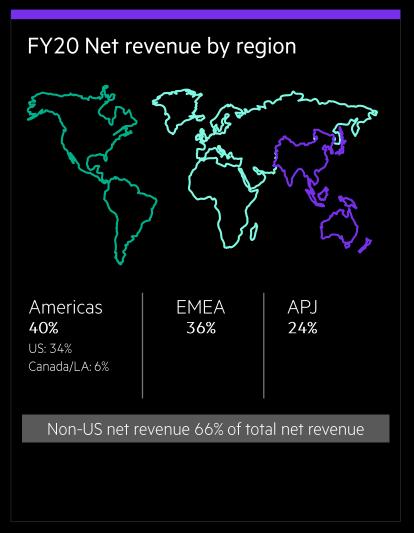


^{1.} Segment net revenue mix calculated is based on total segment revenue, which is not adjusted for intercompany eliminations
2. A reconciliation of specific adjustments to GAAP results for the current period is included on slide 26 in the GAAP to non-GAAP bridges that appear as part of the supplemental slides section of this presentation. A description of HPE's use of non-GAAP financial information is provided on slide (ii) under "Use of non-GAAP financial information"

HPE BRINGS A BROAD DIFFERENTIATED PORTFOLIO TO ENABLE DIGITAL **TRANSFORMATION (FY20 PERFORMANCE)**







^{1.} Segment net revenue mix calculated is based on total segment revenue, which is not adjusted for intercompany eliminations
2. A reconciliation of specific adjustments to GAAP results for the current period is included on slide 25 in the GAAP to non-GAAP bridges that appear as part of the supplemental slides section of this presentation. A description of HPE's use of non-GAAP financial information is provided on slide (ii) under "Use of non-GAAP financial information"

^{3.} Segment operating profit (in millions) and mix calculated based on total segment operating profit, which is not adjusted for intercompany eliminations

INTELLIGENT EDGE

Q4 FY20

Revenue

↑6% y/y, **↑**14% q/q⁽¹⁾ **↑**5% y/y CC⁽¹⁾

Operating profit

10.1% of revenue



Overview

- Seguential revenue growth of 14% CC⁽¹⁾
 - Americas up 12%, EMEA up 17%, and APJ up 11% $q/q^{(1)}$
 - Switching up 9% q/q, WLAN up 28% q/q
- OP% margin of 10.1%, up 150 bps q/q
- Closed Silver Peak acquisition on Sep 21, 2020 with minimal contribution to quarter results





18

1. Adjusted to eliminate the effects of currency.

HIGH PERFORMANCE COMPUTE & MISSION CRITICAL SYSTEMS

Q4 FY20

Revenue

\$975 millio

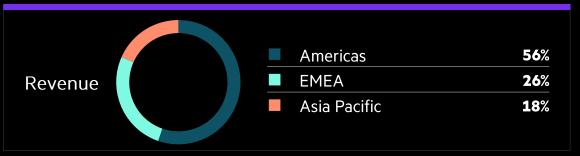
↑ 25% y/y, ↑ 50% q/q⁽¹⁾

↑ 25% y/y CC⁽¹⁾

Operating profit

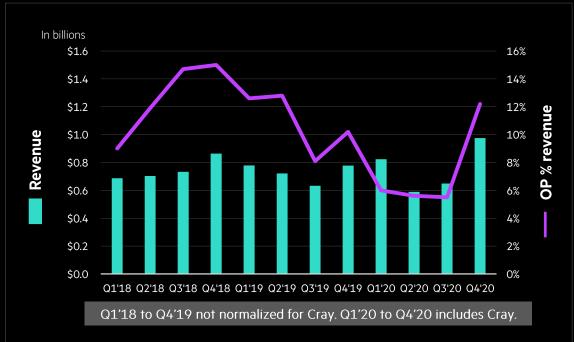
\$119 million

12.2% of revenue



Overview

- Sequential revenue growth of 50% CC⁽¹⁾ driven by strong performance in Apollo HPC, Cray HPC, and MCS product lines
 - Apollo HPC product up 110% q/q⁽¹⁾
 - Cray HPC product up 272% q/q⁽¹⁾
 - MCS product up 32% q/q⁽¹⁾
 - HPC & MCS Services up 4% q/q⁽¹⁾
- Strong pipeline of over \$2B worth of exascale contracts
- Operating profit margin of 12.2%, up 670 bps q/q



1. Adjusted to eliminate the effects of currency.

COMPUTE

Q4 FY20

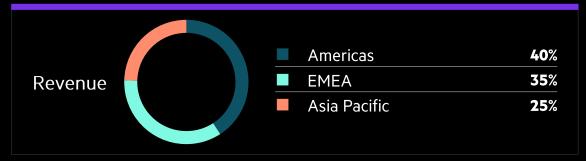
Revenue

\$3,175 million

♦ 5% y/y, **♦**7% q/q⁽¹⁾ **♦** 4% y/y CC⁽¹⁾ Operating profit

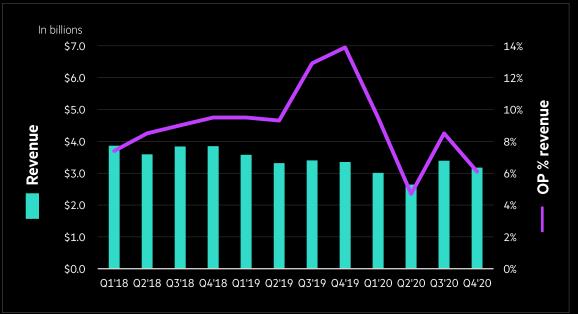
\$194 million

6.1% of revenue



Overview

- Sequential revenue growth of -7% CC⁽¹⁾ driven by backlog impact
 - Normalizing for Q3 and Q4 backlog impacts:
 - Revenue was up low single-digits q/q
 - Units were down low single-digits q/q
 - AUPs were up mid single-digits q/q
- Composable Cloud business (Synergy) grew 5% q/q
- Operating profit margin of 6.1%, down 240 bps q/q



STORAGE

Q4 FY20

Revenue

\$1,217 million

√ 3% y/y, **↑**7% q/q⁽¹⁾ **♥** 3% y/y CC⁽¹⁾

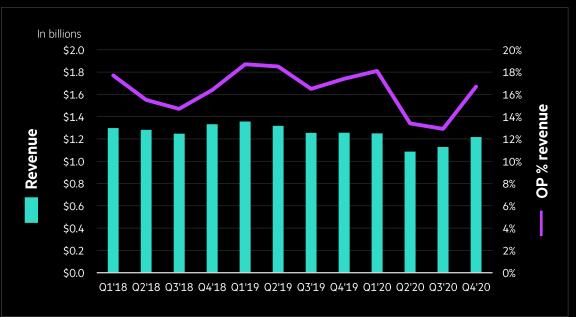
Operating profit

16.7% of revenue



Overview

- Sequential revenue growth of 7% CC⁽¹⁾ driven by operational execution
- Big Data grew 27% g/g driven by increased customer focus on AI / ML⁽²⁾ related applications
- AFA⁽³⁾ grew 19% g/g, driven by increased adoption of Primera All Flash up +43% g/g and Nimble All Flash up +27% g/g
- Operating profit margin of 16.7%, up 380 bps q/q



Adjusted to eliminate the effects of currency.
 AI / ML = Artificial Intelligence / Machine Learning
 AFA = All Flash Array Storage

ADVISORY & PROFESSIONAL SERVICES

Q4 FY20

Revenue

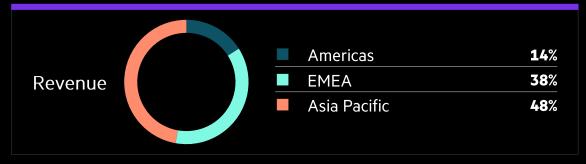
\$245 million

♦ 9% y/y, ♠6% q/q⁽¹⁾
 ♦ 10% y/y CC⁽¹⁾

Operating profit

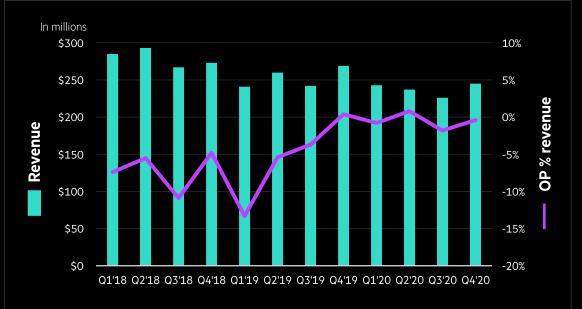
(\$1) million

(0.4%) of revenue



Overview

- Strategic consulting business that is critical to help customers navigate their digital transformation and determine the right mix of hybrid solutions for their apps and data
- Pulls through significant infrastructure and operational services orders



1. Adjusted to eliminate the effects of currency.

FINANCIAL SERVICES

Q4 FY20

Revenue

\$849 .

v 3% y/y, **^**2% q/q⁽¹⁾ **v** 4% y/y CC⁽¹⁾

Operating profit

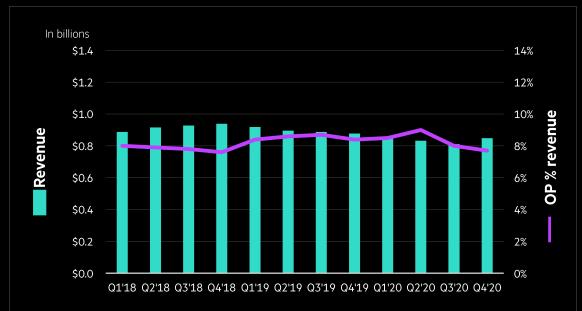
\$65 million

7.7% of revenue



Overview

- Financing volume⁽²⁾ up 6% q/q CC⁽¹⁾, Revenue up 2% q/q CC⁽¹⁾
- Operating profit margin decreased 30 bps q/q to 7.7%
- Net portfolio assets⁽³⁾ of approximately \$13.3B, flat q/q
 - Return on Equity of 12.6%
 - Write-off % of assets of approximately 1.1%



^{1.} Adjusted to eliminate the effects of currency.

^{2.} Financing Volume represents the amount of financing provided to customers for equipment and related software and services, including intercompany activity.

^{3.} Net Portfolio Assets represents the total amount of Financing Receivables and Operating Lease Assets recorded on the balance sheet, net of reserves against those assets.

GAAP TO NON-GAAP BRIDGES

FY20 GAAP TO NON-GAAP BRIDGE⁽¹⁾

In millions, except tax rate and per share amounts	GAAP	Transformation costs	Disaster charges	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	HPEFS IDC amortization	Impairment of goodwill	Non-service net periodic benefit credit	Earnings in equity interest	Tax Indemnification adjustments	Tax reform	Tax on separation & divestitures	Structural rate adjustment	Excess tax benefits from stock-based compensation	Non-GAAP
Revenue	\$26,982														\$26,982
Cost of sales	18,513			(27)		(10)									18,476
Gross profit	8,469			27		10									8,506
Total operating expenses	8, 798	(950)	(26)	(80)	(379)		(865)								6,498
Operating profit	(329)	950	26	107	379	10	865								\$2,008
Interest & other, net	(180)							(136)		101					(215)
Earnings (loss) from equity interests	67								145						212
Pre-tax earnings	(442)	950	26	107	379	10	865	(136)	145	101	-	-	-	-	2,005
Income tax	120	(151)	(5)	(23)	(58)	(2)	-	15	-	(66)	(18)	(2)	(48)	(2)	(240)
Tax rate	27.1%														12.0%
Net earnings (loss)	(322)	799	21	84	321	8	865	(121)	145	35	(18)	(2)	(48)	(2)	\$1,765
Diluted net EPS	(\$0.25)														\$1.35

^{1.} The Company uses a long term planning tax rate and excludes adjustments related to Tax indemnifications, Tax on separation & divestitures, and Structural rate.

Q4 FY20 GAAP TO NON-GAAP BRIDGE⁽¹⁾

In millions, except tax rate and per share amounts	GAAP	Transformation costs	Disaster charges	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	HPEFS IDC amortization	Non-service net periodic benefit credit	Earnings in equity interest	Tax indemnification adjustments	Tax reform	Structural rate adjustment	Excess tax benefits from stock-based compensation	Non-GAAP
Revenue	\$7,208												\$7,208
Cost of sales	5,002					(1)							5,001
Gross profit	2,206					1							2,207
Total operating expenses	2,061	(304)	(2)	(25)	(80)								1,650
Operating profit	145	304	2	25	80	1							557
Interest & other, net	(37)						(35)		15				(57)
Earnings from equity interests	17							35					52
Pre-tax (loss) earnings	125	304	2	25	80	1	(35)	35	15	-	-	-	552
Income tax	32	(48)	-	(6)	(12)	-	3	-	(15)	-	(20)	-	(66)
Tax rate	-25.6%												12.0%
Net earnings (loss)	\$157	256	2	19	68	1	(32)	35	0	-	(20)	-	\$486
Diluted net EPS	\$0.12												\$0.37

^{1.} The Company uses a long term planning tax rate and excludes adjustments related to Tax indemnifications, Tax on separation & divestitures, and Structural rate.

Q3 FY20 GAAP TO NON-GAAP BRIDGE⁽¹⁾

In millions, except tax rate and per share amounts	GAAP	Transformation costs	Disaster charges	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	HPEFS IDC amortization	Non-service net periodic benefit credit	Earnings in equity interest	Tax indemnification adjustments	Tax reform	Structural rate adjustment	Excess tax benefits from stock-based compensation	Non-GAAP
Revenue	\$6,816												\$6,816
Cost of sales	4,749					(3)							4,746
Gross profit	2,067					3							2,070
Total operating expenses	2,055	(357)	(2)	(15)	(95)								1,586
Operating profit	12	357	2	15	95	3							484
Interest & other, net	(73)						(28)		30				(71)
Earnings from equity interests	27							36					63
Pre-tax (loss) earnings	(34)	357	2	15	95	3	(28)	36	30	-	-		476
Income tax	43	(68)	-	(4)	(18)	-	4	-	5	(14)	(8)	3	(57)
Tax rate	126.5%												12.0%
Net earnings (loss)	\$9	289	2	11	77	3	(24)	36	35	(14)	(8)	3	\$419
Diluted net EPS	\$0.01												\$0.32

Q2 FY20 GAAP TO NON-GAAP BRIDGE⁽¹⁾

In millions, except tax rate and per share amounts	GAAP	Transformation costs	Disaster charges	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	HPEFS IDC amortization	Impairment of goodwill	Non-service net periodic benefit credit	Earnings in equity interest	Tax indemnification adjustments	Tax on separation & divestitures	Structural rate adjustment	Non-GAAP
Revenue	\$6,009												\$6,009
Cost of sales	4,095			(7)		(3)							4,085
Gross profit	1,914			7		3							1,924
Total operating expenses	2,748	(200)	(22)	(18)	(84)		(865)						1,559
Operating (loss) profit	(834)	200	22	25	84	3	865						365
Interest & other, net	(67)							(36)		35			(68)
Earnings from equity interests	(10)								37				27
Pre-tax (loss) earnings	(911)	200	22	25	84	3	865	(36)	37	35	-		324
Income tax	90	(44)	(5)	(5)	(12)	(1)	-	4	-	(35)	(2)	(29)	(39)
Tax rate	9.9%												12.0%
Net (loss) earnings	(\$821)	156	17	20	72	2	865	(32)	37	-	(2)	(29)	\$285
Diluted net EPS	(\$0.64)												\$0.22

^{1.} The Company uses a long term planning tax rate and excludes adjustments related to Tax indemnifications, Tax on separation & divestitures, and Structural rate.

Q1 FY20 GAAP TO NON-GAAP BRIDGE⁽¹⁾

In millions, except tax rate and per share amounts	GAAP	Transformation costs	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	HPEFS IDC amortization	Non-service net periodic benefit credit	Earnings in equity interest	Tax indemnification adjustments	Tax reform	Structural rate adjustment	Excess tax benefits from stock-based compensation	Non-GAAP
Revenue	\$6,949											\$6,949
Cost of sales	4,667		(20)		(3)							4,644
Gross profit	2,282		20		3							2,305
Total operating expenses	1,934	(89)	(22)	(120)								1,703
Operating profit	348	89	42	120	3							602
Interest & other, net	(3)					(37)		21				(19)
Earnings from equity interests	33						37					70
Pre-tax earnings	378	89	42	120	3	(37)	37	21				653
Income tax	(45)	9	(8)	(16)	(1)	4		(21)	(4)	9	(5)	(78)
Tax rate	12.0%											12.0%
Net earnings	\$333	98	34	104	2	(33)	37	-	(4)	9	(5)	\$575
Diluted net EPS	\$0.25											\$0.44

^{1.} The Company uses a long term planning tax rate and excludes adjustments related to Tax indemnifications, Tax reform, Structural rate, Valuation allowances, net, and separation taxes, Tax related to legal entity restructuring and excess tax benefit from stock-based compensation.

FY19 GAAP TO NON-GAAP BRIDGE⁽¹⁾

In millions, except tax rate and per share amounts	GAAP	Transformation costs	Disaster charges	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	Non-service net periodic benefit credit	Earnings (loss) in equity interest	Tax Indemnification adjustments	Tax reform	Structural rate adjustment	Valuation allowances, net, and separation taxes	Tax related to legal entity restructuring	Excess tax benefits from stock-based compensation	Non-GAAP
Revenue	\$29,135													\$29,135
Cost of sales	19,642			(7)										19,635
Gross profit	9,493			7										9,500
Total operating expenses	8,219	(453)	7	(757)	(267)									6,749
Operating profit	1,274	453	(7)	764	267									2,751
Interest & other, net	259					(59)		(377)						(177)
Earnings (loss) from equity interests	20						152							172
Pre-tax earnings	1,553	453	(7)	764	267	(59)	152	(377)	-		-			2,746
Income tax	(504)	(79)	2	(25)	(34)	6		(274)	540	34	17	(7)	(6)	(330)
Tax rate	32.5%													12.0%
Net earnings (loss)	\$1,049	374	(5)	739	233	(53)	152	(651)	540	34	17	(7)	(6)	\$2,416
Diluted net EPS	\$0.77													\$1.77

^{1.} The Company uses a long term planning tax rate and excludes adjustments related to Tax indemnifications, Tax reform, Structural rate, Valuation allowances, net, and separation taxes, Tax related to legal entity restructuring and excess tax benefit from stock-based compensation.

Q4 FY19 GAAP TO NON-GAAP BRIDGE⁽¹⁾

In millions, except tax rate and per share amounts	GAAP	Transformation costs	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	Non-service net periodic benefit credit	Earnings (loss) in equity interest	Tax Indemnification adjustments	Tax reform	Structural rate adjustment	Excess tax benefits from stock-based compensation	Non-GAAP
Revenue	\$7,215										\$7,215
Cost of sales	4,822		(7)								4,815
Gross profit	2,393		7								2,400
Total operating expenses	1,933	(151)	(47)	(68)							1,667
Operating profit	460	151	54	68							733
Interest & other, net	264				(14)		(288)				(38)
Earnings (loss) from equity interests	(1)					38					37
Pre-tax earnings	723	151	54	68	(14)	38	(288)			(1)	732
Income tax	(243)	3	(11)	(10)	2		(10)	123	59		(88)
Tax rate	34%										12.0%
Net earnings (loss)	\$480	154	43	58	(12)	38	(298)	123	59	(1)	\$644
Diluted net EPS	\$0.36										\$0.49

^{1.} The Company uses a long term planning tax rate and excludes adjustments related to Tax indemnifications, Tax reform, Structural rate, and Excess tax benefit from stock-based compensation.

Q3 FY19 GAAP TO NON-GAAP BRIDGE⁽¹⁾

In millions, except tax rate and per share amounts	GAAP	Transformation costs	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	Non-service net periodic benefit credit	Earnings (loss) in equity interest	Tax Indemnification adjustments	Tax reform	Structural rate adjustment	Valuation allowances, net, and separation taxes	Non-GAAP
Revenue	\$7,217										\$7,217
Cost of sales	4,768										4,768
Gross profit	2,449										2,449
Total operating expenses	2,525	(170)	(563)	(58)							1,734
Operating profit	(76)	170	563	58							715
Interest & other, net	(192)				(12)		134				(70)
Earnings (loss) from equity interests	3					38					41
Pre-tax earnings	(265)	170	563	58	(12)	38	134	-		-	686
Income tax	238	(37)	17	(6)	1		(308)	12	(17)	17	(83)
Tax rate	89.8%										12.0%
Net earnings (loss)	(\$27)	133	580	52	(11)	38	(174)	12	(17)	17	\$603
Diluted net EPS	(\$0.02)										\$0.45

^{1.} The Company uses a long term planning tax rate and excludes adjustments related to Tax indemnifications, Tax reform, Structural rate, and Valuation allowances, net and separation taxes.

Q2 FY19 GAAP TO NON-GAAP BRIDGE⁽¹⁾

In millions, except tax rate and per share amounts	GAAP	Transformation costs	Disaster charges	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	Non-service net periodic benefit credit	Earnings (loss) in equity interest	Tax Indemnification adjustments	Tax reform	Structural rate adjustment	Excess tax benefit from stock-based compensation	Non-GAAP
Revenue	\$7,150											\$7,150
Cost of sales	4,845											4,845
Gross profit	2,305											2,305
Total operating expenses	1,871	(54)	7	(84)	(69)							1,671
Operating profit	434	54	(7)	84	69							634
Interest & other, net	3					(17)		(4)				(18)
Earnings (loss) from equity interests	3						38					41
Pre-tax earnings	440	54	(7)	84	69	(17)	38	(4)	-		-	657
Income tax	(21)	(17)	2	(18)	(8)	4		10	(21)	(6)	(3)	(78)
Tax rate	5.2%											12.0%
Net earnings (loss)	\$419	37	(5)	66	61	(13)	38	6	(21)	(6)	(3)	\$579
Diluted net EPS	\$0.30											\$0.42

^{1.} The Company uses a long term planning tax rate and excludes adjustments related to Tax indemnifications, Tax reform, transformation costs, and acquisition, disposition, and other related charges

Q1 FY19 GAAP TO NON-GAAP BRIDGE⁽¹⁾

In millions, except tax rate and per share amounts	GAAP	Transformation costs	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	Non-service net periodic benefit credit	Earnings (loss) in equity interest	Tax Indemnification adjustments	Tax reform	Structural rate adjustment	Excess tax benefit from stock-based compensation	Tax related to legal entity restructuring	Non-GAAP
Revenue	\$7,553											\$7,553
Cost of sales	5,207											5,207
Gross profit	2,346											2,346
Total operating expenses	1,890	(78)	(63)	(72)								1,677
Operating profit	456	78	63	72								669
Interest & other, net	184				(16)		(219)					(51)
Earnings (loss) from equity interests	15					38						53
Pre-tax earnings	655	78	63	72	(16)	38	(219)	-		-		671
Income tax	(478)	(28)	(13)	(10)	(1)		34	426	(2)	(2)	(7)	(81)
Tax rate	73.0%											12.0%
Net earnings (loss)	\$177	50	50	62	(17)	38	(185)	426	(2)	(2)	(7)	\$590
Diluted net EPS	\$0.1 3											\$0.42

^{1.} The Company uses a long term planning tax rate and excludes adjustments related to Tax indemnifications, Tax reform, transformation costs, and acquisition, disposition, and other related charges

FY18 GAAP TO NON-GAAP BRIDGE

In millions, except tax rate and per share amounts	GAAP	Separation Cost	Restructuring charges	Transformation costs	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	Impairment of goodwill	Non-service net periodic benefit credit	Earnings (loss) in equity interest	Tax Indemnification adjustments	Valuation allowances, net, and separation taxes	Tax reform	Excess tax benefit from stock-based compensation	Non-GAAP
Revenue	\$30,852													\$30,852
Cost of sales	21,621													21,621
Gross profit	9,231													9,231
Total operating expenses	7,494	(9)	(19)	(414)	(82)	(294)	(88)							6,588
Operating profit	1,737	9	19	414	82	294	88							2,643
Interest & other, net	(1,507)			20				(121)		1,354				(254)
Earnings (loss) from equity interests	38								151					189
Pre-tax earnings	268	9	19	434	82	294	88	(121)	151	1,354	-	-	-	2,578
Income tax	1,744	(2)	(1)	(82)	(19)	(42)	(18)	13		(2,022)	(208)	422	(65)	(280)
Tax rate	-650.7%													10.9%
Net earnings (loss) from continuing operations	\$2,012	7	18	352	63	252	70	(108)	151	(668)	(208)	422	(65)	\$2,298
Net earnings (loss) from discontinued operations	(\$104)	51								58	(5)			-
Net earnings	\$1,908													\$2,298
Diluted net EPS from continuing operations	\$1.30													\$1.48
Diluted net EPS from discontinued operations	(\$0.07)													\$0.00
Diluted net EPS	\$1.23													\$1.48

Q4 FY18 GAAP TO NON-GAAP BRIDGE

In millions, except tax rate and per share amounts	GAAP	Separation Cost	Restructuring charges	Transformation costs	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	Impairment of goodwill	Non-service net periodic benefit credit	Earnings (loss) in equity interest	Tax Indemnification adjustments	Valuation allowances, net, and separation taxes	Tax reform	Excess tax benefit from stock-based compensation	Non-GAAP
Revenue	\$7,946													\$7,946
Cost of sales	5,507													5,507
Gross profit	2,439													2,439
Total operating expenses	1,786	(9)	(5)	77	(12)	(72)	(88)							1,677
Operating profit	653	9	5	(77)	12	72	88							762
Interest & other, net	(92)			20				(31)		12				(91)
Earnings (loss) from equity interests	15								38					53
Pre-tax earnings	576	9	5	(57)	12	72	88	(31)	38	12				724
Income tax	(1,348)	(2)	(1)	(26)	(4)	(13)	(18)	5		4	15	1,294	3	(91)
Tax rate	234.0%													12.6%
Net earnings (loss) from continuing operations	(\$772)	7	4	(83)	8	59	70	(26)	38	16	15	1,294	3	\$633
Net earnings (loss) from discontinued operations	\$15									(11)	(4)			
Net earnings	(\$757)													\$633
Diluted net EPS from continuing operations	(\$0.53)													\$0.43
Diluted net EPS from discontinued operations	\$0.01													\$0.00
Diluted net EPS	(\$0.52)													\$0.43

Q3 FY18 GAAP TO NON-GAAP BRIDGE

In millions, except tax rate and per share amounts	GAAP	Separation Cost	Restructuring charges	Transformation costs	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	Non-service net periodic benefit credit	Earnings (loss) in equity interest	Tax Indemnification adjustments	Valuation allowances, net, and separation taxes	Tax reform	Excess tax benefit from stock-based compensation	Non-GAAP
Revenue	\$7,764												\$7,764
Cost of sales	5,399												5,399
Gross profit	2,365												2,365
Total operating expenses	1,875	2	1	(126)	(24)	(72)							1,656
Operating profit	490	(2)	(1)	126	24	72							709
Interest & other, net	(36)						(26)		(2)				(64)
Earnings (loss) from equity interests	11							38					49
Pre-tax earnings	465	(2)	(1)	126	24	72	(26)	38	(2)				694
Income tax	(13)			(5)	(5)	(10)	2		7	16	(21)	(26)	(55)
Tax rate	2.8%												8.0%
Net earnings (loss) from continuing operations	\$452	(2)	(1)	121	19	62	(24)	38	5	16	(21)	(26)	\$639
Net earnings (loss) from discontinued operations	(\$1)									1			-
Net earnings	\$451												\$639
Diluted net EPS from continuing operations	\$0.29												\$0.42
Diluted net EPS from discontinued operations	\$0.00												\$0.00
Diluted net EPS	\$0.29												\$0.42

Q2 FY18 GAAP TO NON-GAAP BRIDGE

In millions, except tax rate and per share amounts	GAAP	Separation Cost	Restructuring charges	Transformation costs	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	Non-service net periodic benefit credit	Earnings (loss) in equity interest	Tax Indemnification adjustments		Tax reform	Excess tax benefit from stock-based compensation	Non-GAAP
Revenue	\$7,468												\$7,468
Cost of sales	5,210												5,210
Gross profit	2,258												2,258
Total operating expenses	1,892	(26)	(10)	(120)	(16)	(72)							1,648
Operating profit	366	26	10	120	16	72							610
Interest & other, net	(472)						(31)		425				(78)
Earnings (loss) from equity interests	(10)							38					28
Pre-tax earnings	(116)	26	10	120	16	72	(31)	38	425				560
Income tax	966	(4)	1	(11)	(3)	(9)	2		(1,113)	5	140	(28)	(54)
Tax rate	832.8%												9.6%
Net earnings (loss) from continuing operations	\$850	22	11	109	13	63	(29)	38	(688)	5	140	(28)	\$506
Net earnings (loss) from discontinued operations	(\$72)								72				-
Net earnings	\$778												\$506
Diluted net EPS from continuing operations	\$0.54												\$0.32
Diluted net EPS from discontinued operations	(\$0.05)												\$0.00
Diluted net EPS	\$0.49												\$0.32

Q1 FY18 GAAP TO NON-GAAP BRIDGE

In millions, except tax rate and per share amounts	GAAP	Separation Cost	Restructuring charges	Transformation costs	Acquisition, disposition, and other related charges	Amortization of purchased intangible assets	Non-service net periodic benefit credit	Earnings (loss) in equity interest	Tax Indemnification adjustments		Tax reform	Excess tax benefit from stock-based compensation	Non-GAAP
Revenue	\$7,674												\$7,674
Cost of sales	5,505												5,505
Gross profit	2,169												2,169
Total operating expenses	1,941	24	(5)	(245)	(30)	(78)							1,607
Operating profit	228	(24)	5	245	30	78							562
Interest & other, net	(907)						(33)		919				(21)
Earnings (loss) from equity interests	22							37					59
Pre-tax earnings	(657)	(24)	5	245	30	78	(33)	37	919				600
Income tax	2,139	4	(1)	(40)	(7)	(10)	4		(920)	(244)	(991)	(14)	(80)
Tax rate	325.6%												13.3%
Net earnings (loss) from continuing operations	\$1,482	(20)	4	205	23	68	(29)	37	(1)	(244)	(991)	(14)	\$520
Net earnings (loss) from discontinued operations	(\$46)	51							(4)	(1)			-
Net earnings	\$1,436												\$520
Diluted net EPS from continuing operations	\$0.92												\$0.32
Diluted net EPS from discontinued operations	(\$0.03)												\$0.00
Diluted net EPS	\$0.89												\$0.32

RECONCILIATION OF OPERATING CASH FLOW TO FREE CASH FLOW

	Q1'18	Q2'218	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20
Net cash provided by operating activities	\$ 142	\$ 247	\$ 1,249	\$ 1,326	\$ 382	\$ 987	\$ 1,196	1432	\$ (79)	\$ 100	\$ 1,472	\$747
Investment in property, plant and equipment	(669)	(693)	(767)	(827)	(729)	(799)	(625)	(703)	(568)	(591)	(620)	(604)
Proceeds from sale of property, plant and equipment	115	177	269	533	157	214	77	149	462	89	72	80
Free cash flow	\$ (412)	\$ (269)	\$ 751	\$ 1,032	\$ (190)	\$ 402	\$ 648	\$ 878	\$ (185)	\$ (402)	\$ 924	\$223