

HPE IS WELL POSITIONED TO MAXIMIZE SHAREHOLDER VALUE

WE ARE CAPITALIZING ON MEGATRENDS WITH OUR
DIFFERENTIATED EDGE-TO-CLOUD STRATEGY

Our strategy is at the nexus of three megatrends

EDGE

NEW SOURCES OF DATA

CLOUD

NEW ARCHITECTURES

DATA

NEW INSIGHTS

ENTERPRISES INCREASINGLY CONSUME TECHNOLOGY AS A SERVICE

Powering data-first modernization to unlock new possibilities for customers

HPE GREENLAKE EDGE-TO-CLOUD PLATFORM

ACCELERATE
MULTI-GEN IT

UNIFIED CLOUD
EXPERIENCE

DATA ACCESS
AND CONTROL

WE ARE ACCELERATING OUR MARKET LEADERSHIP BY
DRIVING STRONG PERFORMANCE IN GROWTH AREAS

EDGE

- 19% Y/Y Intelligent Edge revenue growth¹
- Silver Peak contributed 7 points to F3Q21 Intelligent Edge Y/Y revenue growth
- 125%+ Y/Y Edge-aaS ARR growth^{7,12}
- 81% Y/Y CMS software revenue growth¹

CLOUD

- 1,100+ HPE GreenLake customers²
- 95%+ HPE GreenLake customer retention rate²
- \$5.2B HPE GreenLake total contract value^{2,3}
- 46% Y/Y aaS order growth^{4,12}
- 33% Y/Y HPE ARR growth^{4,7}

DATA

- 17% Y/Y HPC & AI orders growth¹
- \$2.5B+ in current HPC & AI order book¹
- 100%+ Y/Y HPE Primera revenue growth¹
- 140%+ Y/Y dHCI revenue growth¹

WE ARE DRIVING SUSTAINABLE, PROFITABLE GROWTH
AND FREE CASH FLOW WITH OUR UNIQUE ASSETS AND
STRATEGIC INVESTMENTS

LONG-TERM VALUE CREATION

- Revenue growth^{5,6,9}: 2-4%
- ARR^{5,7} growth: 35-45%
- Free cash flow¹¹: \$6.5B - \$7.0B cumulative FY22-24

FY22 OUTLOOK

- Revenue growth: 3-4%^{6,9}
- Non-GAAP operating profit growth^{8,9}: 10%-15%
- Non-GAAP diluted net EPS^{9,10}: \$1.96 - \$2.10
- GAAP diluted net EPS: \$1.26-\$1.40
- Free cash flow^{9,11}: \$1.8B - \$2.0B

1. YTD FY21 (first three quarters). Aug 2021.

2. As of F3Q21. Aug 2021.

3. Total Contract Value (TCV) represents the total value of one-time and recurring revenue for the period defined by the contract.

4. For F3Q21.

5. FY21-24 CAGR.

6. Revenue growth in constant currency.

7. See [hpe.com/investor/sam2021](https://investor.hpe.com/sam2021) for definition of Annualized Revenue Run-Rate ("ARR")

8. FY22 non-GAAP operating profit excludes costs of approximately \$1.2B primarily related to transformation costs, stock-based compensation and amortization of intangible assets.

9. A description of HPE's use of non-GAAP financial information is provided at the end of the SAM 2021 presentation found at investor.hpe.com. FY22 revenue is adjusted for the impact of changes in foreign exchange rates of approximately \$0.2B.

10. FY22 non-GAAP diluted net EPS excludes after-tax costs of approximately \$0.70 per share primarily related to transformation costs, stock-based compensation and amortization of intangible assets.

11. See [hpe.com/investor/sam2021](https://investor.hpe.com/sam2021) for definition of Free Cash Flow

12. See [hpe.com/investor/sam2021](https://investor.hpe.com/sam2021) for definition of As-a-Service (AAS) orders and revenue