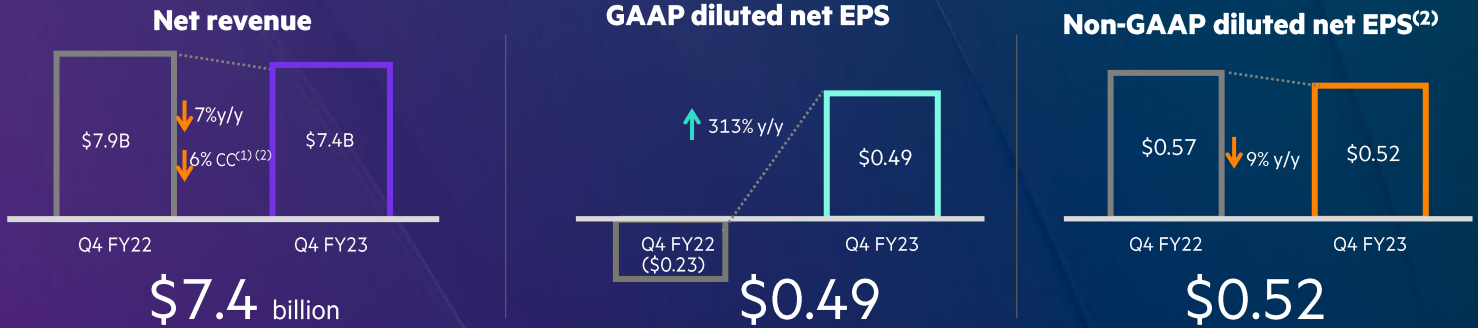


Highlights



Annualized Revenue Run-Rate (ARR)⁽³⁾ \$1.3 billion ↑37% y/y CC⁽¹⁾

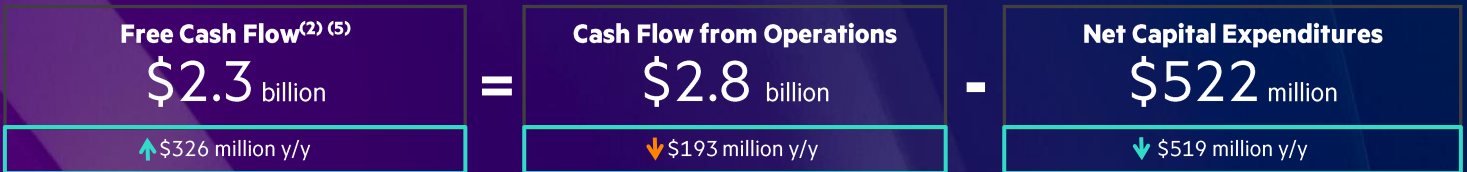
Geography



Capital Allocation



Cash Flow



Asset Management



1. In constant currency. A description of HPE's use of non-GAAP financial information is provided as part of Q4'23 earnings presentation, available at <https://Investors.hpe.com>.
 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 Q4'23 earnings presentation, available at <https://Investors.hpe.com>.
 3. Annualized Revenue Run-Rate ("ARR") is a financial metric used to assess the growth of the Consumption Services ("CS") offerings. ARR represents the annualized revenue of all net HPE GreenLake services revenue, related financial services revenue (which includes rental income from operating leases and interest income from finance leases), and software-as-a-Service, software consumption revenue, 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 is not intended to be combined with it.
 4. Operating company net cash is defined as total company net cash excluding the cash and debt associated with Financial Services.
 5. Free cash flow represents cash flow from operations less net capital expenditures (investments in property, plant & equipment ("PP&E") less proceeds from the sale of PP&E) and adjusted for the effect of exchange rate fluctuations on cash, cash equivalents, and restricted cash.

Growth

Intelligent Edge

Revenue
\$1,358 million
↑ 41% y/y
↑ 40% y/y CC^{(1) (2)}

Operating profit
\$401 million
29.5% of revenue
↑ 16.2 pts y/y

HPC & AI

Revenue
\$1,181 million
↑ 37% y/y
↑ 38% y/y CC^{(1) (2)}

Operating profit
\$55 million
4.7% of revenue
↑ 1.2 pts y/y

Core

Compute

Revenue
\$2,595 million
↓ 31% y/y
↓ 30% y/y CC^{(1) (2)}

Operating profit
\$255 million
9.8% of revenue
↓ 5.1 pts y/y

Storage

Revenue
\$1,111 million
↓ 13% y/y
↓ 12% y/y CC^{(1) (2)}

Operating profit
\$90 million
8.1% of revenue
↓ 7.3 pts y/y

AAS Enablers

Financial Services

Revenue
\$876 million
↑ 2% y/y
flat y/y CC^{(1) (2)}

Operating profit
\$78 million
8.9% of revenue
↓ 2.2 pts y/y

CORP Investments and other

Revenue
\$343 million
↑ 13% y/y
↑ 12% y/y CC^{(1) (2)}

Operating profit
(\$32) million
(9.3%) of revenue
↓ 0.7 pts y/y

Financing volume ↓ 19% y/y ↓ 21% y/y CC^{(1) (2)}

Net portfolio assets ↑ 4% y/y ↑ 2% y/y CC^{(1) (2)}

Outlook⁽³⁾

Q1 FY24 GAAP
diluted net EPS

\$0.24 \$0.32

FY24 GAAP
diluted net EPS

\$1.81 \$2.01

Q1 FY24 non-GAAP diluted
net EPS^{(2) (4)}

\$0.42 \$0.50

FY24 non-GAAP diluted
net EPS^{(2) (4)}

\$1.82 \$2.02

FY24 Free Cash Flow^{(2) (5)}
\$ billions

\$1.9 \$2.1



1. In constant currency.
2. All non-GAAP numbers have been adjusted to exclude certain items. A description of HPE's use of non-GAAP financial information is provided as part of Q4'23 earnings presentation, available at <https://investors.hpe.com>.
3. This FY23 Q4 Earnings Summary contains forward-looking statements that involve risks, uncertainties, and assumptions. Please refer to our forward-looking statements included as part of our Q4'23 earnings presentation available at [www.hpe.com/investor/home](https://investors.hpe.com).
4. Q1'24 non-GAAP diluted net EPS excludes after-tax costs of approximately \$0.18 per share primarily related to stock-based compensation, tax rate adjustments, amortization of intangibles assets, transformation costs, acquisition disposition and other related charges, and adjustments related to the sale of H3C; FY24 non-GAAP diluted net EPS excludes after-tax costs of approximately \$0.01 per share primarily related to stock-based compensation expense, amortization of intangible assets, transformation costs, acquisition, disposition and other related charges, structural tax rate adjustments, H3C income, and adjustments related to the sale of H3C. Hewlett Packard Enterprise provides certain guidance on a non-GAAP basis, as the company cannot predict some elements that are included in reported GAAP results.
5. Free cash flow represents cash flow from operations, less net capital expenditures (investments in property, plant & equipment ("PP&E") less proceeds from the sale of PP&E) and adjusted for the effect of exchange rate fluctuations on cash, cash equivalents, and restricted cash. Hewlett Packard Enterprise provides certain guidance on a non-GAAP basis, as the Company cannot predict some elements that are included in reported GAAP results. Refer to HPE's use of non-GAAP financial information included as part of our Q4'23 earnings presentation available at [www.hpe.com/investor/home](https://investors.hpe.com).