



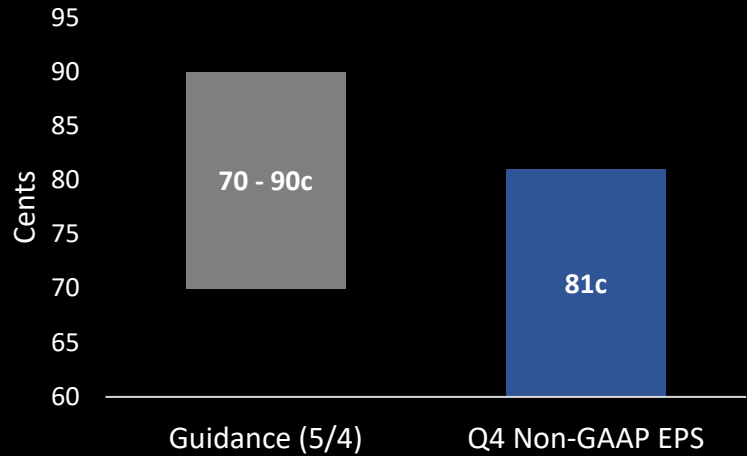
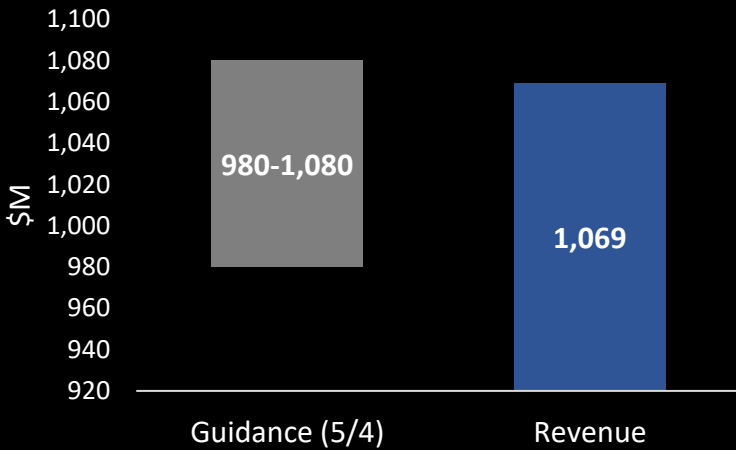
FISCAL Q4 2021 RESULTS

HIGHLIGHTS

Revenue

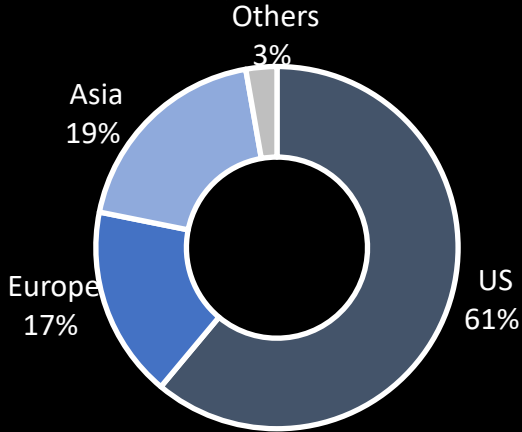


Non-GAAP EPS

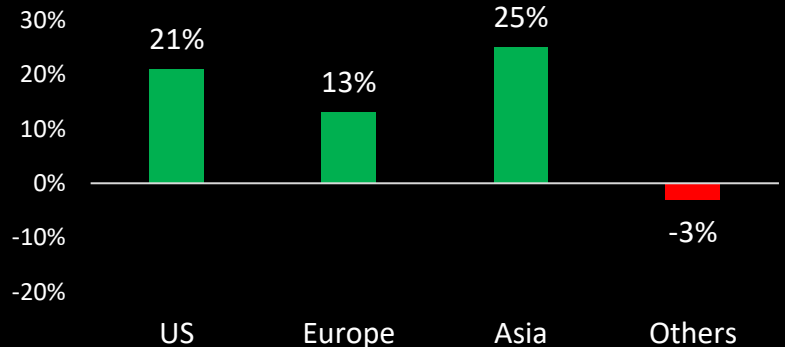


GEOGRAPHIC MIX

Geographic Mix



YoY





FISCAL Q4 2021 RESULTS

Non-GAAP Gross Margin



Non-GAAP Operating Expenses



BALANCE SHEET

Cash Flow from Operations: \$64M
Net Cash: \$134M

Cash Conversion Cycle = Days Inventory + Days A/R - Days A/P

80 Days (-6 QoQ) = 96 Days (-3) + 37 Days (0) - 53 Days (+3)

Q1 2022 OUTLOOK

Revenue

\$900M - \$980M

Non-GAAP EPS

28c to 48c
(GAAP: 16c to 36c)

FY 2022 OUTLOOK

Revenue

\$4.1B - \$4.5B

Non-GAAP EPS

at least \$3.00
(GAAP: at least \$2.60)

The outlook for Q1 of fiscal year 2022 GAAP diluted net income per common share includes approximately \$7 million in expected stock-based compensation expense and \$1 million in other expenses that are excluded from non-GAAP diluted net income per common share. The outlook for fiscal year 2022 GAAP diluted net income per common share includes approximately \$30 million in expected stock-based compensation expense and other expenses, net of tax effects, that are excluded from non-GAAP diluted net income per common share.

Cautionary Statement Regarding Forward Looking Statements: Statements contained in this document that are not historical fact may be forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Such forward-looking statements may relate to, among other things, the first quarter of fiscal year 2022 and full year fiscal 2022 guidance and the ability to execute on the company strategy during the global COVID-19 pandemic. Such forward-looking statements do not constitute guarantees of future performance and are subject to a variety of risks and uncertainties that could cause our actual results to differ materially from those anticipated, including: (i) the global COVID-19 pandemic continues to present significant uncertainties for all parts of our business including our supply chain, our production operations and customer demand, (ii) our quarterly operating results may fluctuate, which could cause rapid declines in our stock price, (iii) as we increasingly target larger customers and larger sales opportunities, our customer base may become more concentrated, our cost of sales may increase, our margins may be lower and our sales may be less predictable, (iv) if we fail to meet publicly announced financial guidance or other expectations about our business, our stock could decline in value, (v) the average sales prices for our server solutions could decline if customers do not continue to purchase our latest generation products or additional components, and (vi) adverse economic conditions may harm our business. Additional factors that could cause actual results to differ materially from those projected or suggested in any forward-looking statements are contained in our filings with the Securities and Exchange Commission, including those factors discussed under the caption "Risk Factors" in such filings, particularly in our Annual Report on Form 10-K for our fiscal year ended June 30, 2020.

Use of Non-GAAP Financial Measures Each of non-GAAP gross margin, non-GAAP operating expenses and non-GAAP diluted net income per common share adds back and excludes various items that are discussed in the reconciliation table included by reference below. Management presents non-GAAP financial measures because it considers them to be important supplemental measures of performance. Management uses the non-GAAP financial measures for planning purposes, including analysis of the Company's performance against prior periods, the preparation of operating budgets and to determine appropriate levels of operating and capital investments. Management also believes that the non-GAAP financial measures provide additional insight for analysts and investors in evaluating the Company's financial and operational performance. However, these non-GAAP financial measures have limitations as an analytical tool, and are not intended to be an alternative to financial measures prepared in accordance with GAAP. A reconciliation of gross margin to non-GAAP gross margin, from operating expenses to non-GAAP operating expenses and from diluted net income per common share to non-GAAP net income and diluted net income per common share can be found in the fiscal Q4 2021 presentation at the following link: <https://ir.supermicro.com/Q42021-presentation>