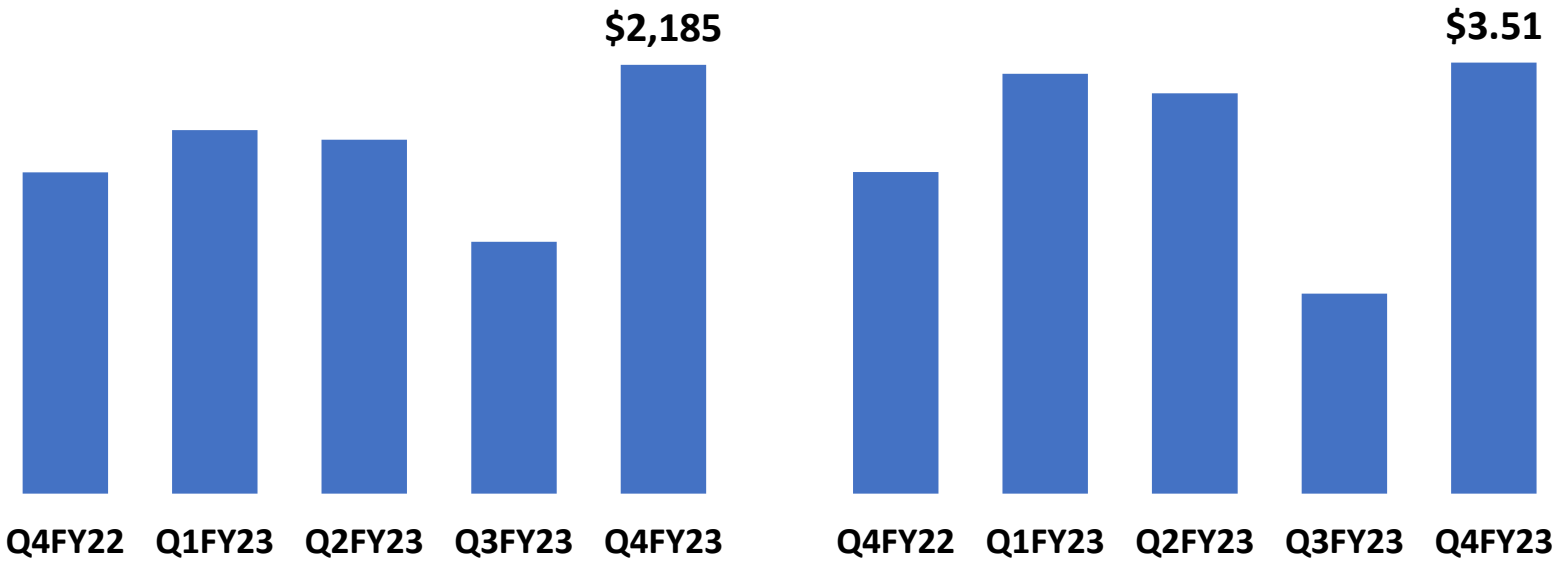




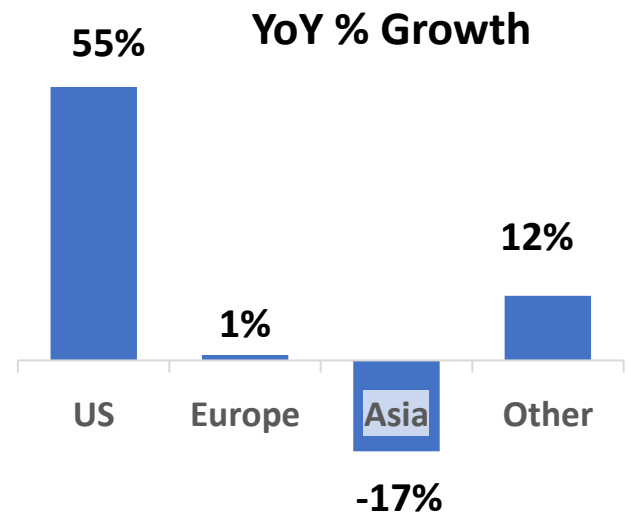
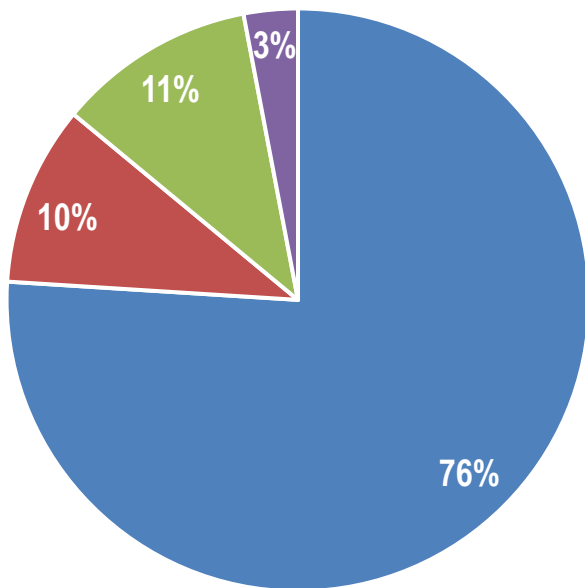
# FISCAL Q4 2023 RESULTS

Revenue: \$2,185M  
(Guidance: \$1,700M to \$1,900M)

Non-GAAP EPS: \$3.51  
(Guidance: \$2.21 to \$2.71)



## GEOGRAPHIC MIX



■ USA ■ Europe ■ Asia ■ Other

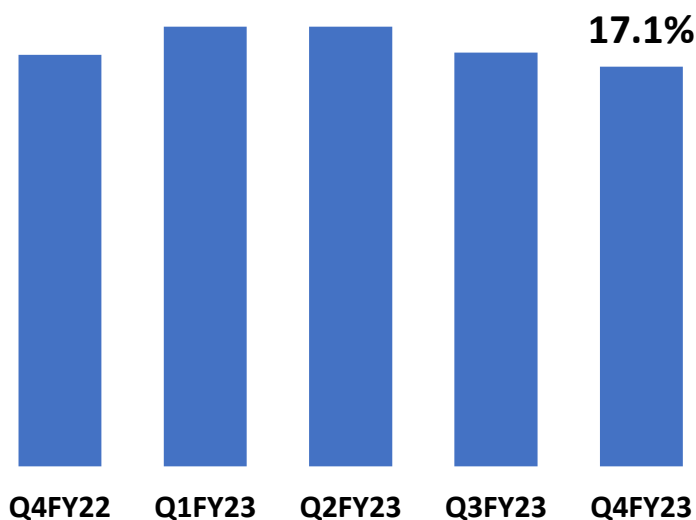
\*China 3% of Total Revenue





# FISCAL Q4 2023 RESULTS

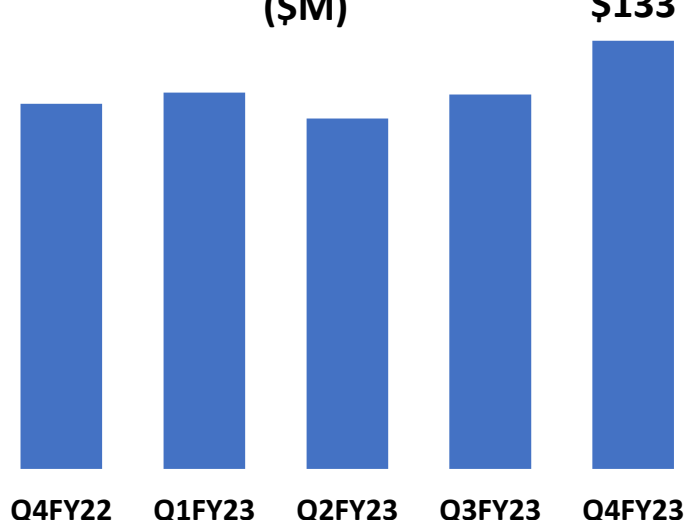
## Non-GAAP Gross Margin



## Non-GAAP Operating Expenses

(\$M)

\$133



## Balance Sheet

Cash Flow from Operations: **-\$9M**

Net Cash: **\$150M**

Cash Conversion Cycle	=	Days Inventory	+	Days A/R	-	Days A/P
77 Days (-49 QoQ)		75 Days (-51)		38 Days (-13)		36 Days (-15)

## Revenue Outlook

## EPS Outlook

<b>Q1 FY2024</b>	\$1.9B to \$2.2B	Non-GAAP: \$2.75 to \$3.50	GAAP: \$2.02 to \$2.80
<b>FY2024</b>	\$9.5B to \$10.5B		

The outlook for Q1 of fiscal year 2024 GAAP diluted net income per common share includes approximately \$44 million in expected stock-based compensation and other expenses, net of the related tax effects of \$9 million, which 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 2024 and full year fiscal 2024 guidance. 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) our quarterly operating results may fluctuate, which could cause rapid declines in our stock price, (ii) 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, (iii) if we fail to meet publicly announced financial guidance or other expectations about our business, our stock could decline in value, (iv) 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 (v) 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, 2022, and Quarterly Reports on Form 10-Q filed thereafter.

**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 GAAP gross margin to non-GAAP gross margin, from GAAP operating expenses to non-GAAP operating expenses and from GAAP 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 2023 presentation at the following link : <https://ir.supermicro.com/Q42023-presentation>