Except for the historical information contained herein, certain matters in this presentation including, but not limited to, statements as to: our financial position; our markets; the performance, specifications, benefits, impact and availability of our products and technologies, including NVIDIA Grace and Grace Hopper, NVIDIA Omniverse, NVIDIA H100, NVIDIA QODA, NVIDIA DGX, and NVIDIA GPUs; upcoming launches of our products and architectures; channel inventory correction impacting future revenue; our partnerships, collaborations, and customers; our financial outlook, our expected tax rates and our expected capital expenditures for the third quarter of fiscal 2023; our growth and growth drivers; trends and our opportunities in existing and new markets; rollout plans on NVIDIA DRIVE; leading supercomputing centers being among the first with systems featuring NVIDIA Grace and Grace Hopper; NVIDIA AI delivering the highest productivity per dollar; evolving Universal Scene Description (USD) to become a foundation of the open metaverse and 3D internet and its impact; ongoing development unlocking metaverse workflows for manufacturing, engineering and design companies; neural graphics redefining how virtual worlds are created; optimizing across the entire stack allowing NVIDIA to advance computing in the post-Moore’s law era; and our plan for 100% of our global electricity usage for our offices and data centers to be renewable by 2025 are forward-looking statements.

These forward-looking statements and any other forward-looking statements that go beyond historical facts that are made in this presentation are subject to risks and uncertainties that may cause actual results to differ materially. Important factors that could cause actual results to differ materially include: global economic conditions; our reliance on third parties to manufacture, assemble, package and test our products; the impact of technological development and competition; development of new products and technologies or enhancements to our existing product and technologies; market acceptance of our products or our partners’ products; design, manufacturing or software defects; changes in consumer preferences and demands; changes in industry standards and interfaces; unexpected loss of performance of our products or technologies when integrated into systems and other factors.

NVIDIA has based these forward-looking statements largely on its current expectations and projections about future events and trends that it believes may affect its financial condition, results of operations, business strategy, short-term and long-term business operations and objectives, and financial needs. These forward-looking statements are subject to a number of risks and uncertainties, and you should not rely upon the forward-looking statements as predictions of future events. The future events and trends discussed in this presentation may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements. Although NVIDIA believes that the expectations reflected in the forward-looking statements are reasonable, the company cannot guarantee that future results, levels of activity, performance, achievements or events and circumstances reflected in the forward-looking statements will occur. Except as required by law, NVIDIA disclaims any obligation to update these forward-looking statements to reflect future events or circumstances.

For a complete discussion of factors that could materially affect our financial results and operations, please refer to the reports we file from time to time with the SEC, including our most recent Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K. Copies of reports we file with the SEC are posted on our website and are available from NVIDIA without charge.

NVIDIA uses certain non-GAAP measures in this presentation including non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating income, non-GAAP operating margin, non-GAAP net income, non-GAAP diluted earnings per share, and free cash flow. NVIDIA believes the presentation of its non-GAAP financial measures enhances investors’ overall understanding of the company’s historical financial performance. The presentation of the company’s non-GAAP financial measures is not meant to be considered in isolation or as a substitute for the company’s financial results prepared in accordance with GAAP, and the company’s non-GAAP measures may be different from non-GAAP measures used by other companies. Further information relevant to the interpretation of non-GAAP financial measures, and reconciliations of these non-GAAP financial measures to the most comparable GAAP measures, may be found in the slide titled “Reconciliation of Non-GAAP to GAAP Financial Measures”.
Content

- Q2 FY23 Earnings Summary
- Key Announcements This Quarter
- NVIDIA Overview
- Financials
- Reconciliation of Non-GAAP to GAAP Financial Measures
Q2 FY23
Earnings Summary
Highlights

• **Challenging quarter; shortfall to expectations driven primarily by weaker Gaming revenue**
  • Total revenue up 3% y/y to $6.70B, below outlook of $8.10B +/- 2% provided on the Q1 earnings call
  • Data Center up 61% y/y to $3.81B
  • Gaming down 33% y/y to $2.04B

• **Data Center revenue impacted by supply chain disruptions**
  • Revenue from hyperscale customers nearly doubled year-on-year
  • Vertical industries grew both sequentially and year-on-year
  • Upcoming launches of next-generation platforms; H100 data center GPU in production

• **Gaming revenue in Q2 and outlook for Q3 reflect channel inventory correction**
  • Macroeconomic headwinds across the world drove a sudden slowdown in consumer demand
  • Gaming partners and ecosystem are responding to the slowdown and correcting channel inventory
  • Upcoming Gaming architecture launch set to kickstart the next high-end upgrade cycle
Q2 FY2023 Financial Summary

All dollar figures are in millions other than EPS. Diluted EPS changes reflects a four-for-one stock split effective July 2021.

<table>
<thead>
<tr>
<th></th>
<th>GAAP</th>
<th>Non-GAAP</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q2 FY23</td>
<td>Y/Y</td>
</tr>
<tr>
<td>Revenue</td>
<td>$6,704</td>
<td>+3%</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>43.5%</td>
<td>-21.3 pts</td>
</tr>
<tr>
<td>Operating Income</td>
<td>$499</td>
<td>-80%</td>
</tr>
<tr>
<td>Net Income</td>
<td>$656</td>
<td>-72%</td>
</tr>
<tr>
<td>Diluted EPS</td>
<td>$0.26</td>
<td>-72%</td>
</tr>
<tr>
<td>Cash Flow from Ops</td>
<td>$1,270</td>
<td>-53%</td>
</tr>
</tbody>
</table>
Data Center

Highlights

- Revenue from hyperscale customers nearly doubled y/y
- Sales to North America hyperscale and cloud computing customers increased q/q, but were more than offset by lower sales to China hyperscale customers
- Vertical industries grew both q/q and y/y
- Key workloads driving growth include:
  - Natural language processing
  - Recommender systems
  - Autonomous vehicle fleet data processing and training
  - Cloud graphics
- Strong demand for high-speed ethernet adapters and design win momentum toward next-gen adapters, including the ConnectX-6 and ConnectX-7
- Updates to the NeMo Megatron framework that can speed up the training of Large Language Models by up to 30%
Gaming

Highlights

• Gaming partners and ecosystem are responding to a sudden slowdown in consumer demand and correcting channel inventory

• NVIDIA implemented programs with channel partners to adjust pricing, and to price-position current high-end desktop GPUs ahead of new architecture launch

• Estimated GeForce GPU sell-through is up over 70% since before the pandemic

• RTX now supported by almost 300 games & applications

• 15 of the top 15 most popular GPUs on Steam are NVIDIA GeForce GPUs

• GeForce Now registered members now exceed 20 million; over 1,350 games total
Professional Visualization

Highlights

- Sequential increase in mobile revenue was more than offset by lower desktop revenue, particularly at the high-end
- Enterprise demand slowed as macroeconomic headwinds intensified
- OEMs worked to reduce inventory; expect trends to persist in Q3
- While Pro Viz is undergoing a near-term adjustment after doubling last year, AI and Omniverse workloads have expanded the market opportunity over the last couple of years
Automotive

Highlights

• Q2 an inflection point for Automotive revenue, as NVIDIA Orin has great momentum
• Strong growth driven by Auto AI Solutions (AI Cockpit and Self-Driving revenue)
• Strength in Self-Driving driven by New Energy Vehicle design wins ramping into volume
• Announced rollout plans, all built on NVIDIA DRIVE
  • New vehicles from NIO, Li Auto, JIDU, and Human Horizons
  • Pony.ai’s line of self-driving trucks and robotaxis
**Highlights**

- Sequential decrease reflects lower revenue and higher cash tax payments, partially offset by reduced advance payments on supply payments.
- Returned $3.44 billion to shareholders in the form of share repurchases and cash dividends.
- Invested $447M in capex (includes principal payments on PP&E).
- Ended the quarter with $17.0B in gross cash and $11.0B in debt, $6.0B in net cash.

**Cash Flow from Operations ($M)**

- Q2FY22: $2,682
- Q3FY22: $1,519
- Q4FY22: $3,033
- Q1FY23: $1,731
- Q2FY23: $1,270 (53% y/y and 27% q/q)

Gross cash is defined as cash/cash equivalents & marketable securities.
Debt is defined as principal value of debt.
Net cash is defined as gross cash less debt.
### Q3 FY2023 Outlook

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
</table>
| **Revenue**            | **$5.9 billion**, plus or minus 2%  
Expect Gaming and Pro Viz revenue to decline q/q, partially offset by q/q growth in Data Center and Automotive |
| **Gross Margins**      | **62.4%** GAAP and **65.0%** non-GAAP, plus or minus 50 basis points                                                                       |
| **Operating Expense**  | Approximately **$2.59 billion** GAAP and **$1.82 billion** non-GAAP                                                                      |
| **Other Income & Expense** | Net expense of approximately **$10 million** for GAAP and non-GAAP  
Excluding gains and losses on non-affiliated investments |
| **Tax Rate**           | **9.5%** GAAP and non-GAAP, plus or minus 1%, excluding discrete items                                                                    |
| **Capital Expenditure** | Approximately **$550 million** to **$600 million**                                                                                         |

As disclosed in NVIDIA’s Current Report on Form 8-K filed with the SEC on August 31, 2022, NVIDIA’s outlook for its third fiscal quarter provided on August 24, 2022 included approximately $400 million in potential sales to China (including Hong Kong) which may be subject to a new license requirement by the U.S. government if customers do not want to purchase NVIDIA’s alternative product offerings.
Key Announcements
This Quarter
Top Global Systems Makers Accelerate Adoption of NVIDIA Grace and Grace Hopper

- Atos, Dell Technologies, GIGABYTE, HPE, Inspur, Lenovo and Supermicro are adopting NVIDIA Grace CPU Superchip and Grace Hopper Superchip to build the next-gen of servers turbocharging AI and HPC workloads for the exascale era.

- Leading supercomputing centers in the US and Europe will be among the first with systems featuring the superchips:
  - Los Alamos National Laboratory announced that Venado, its next-gen system, will be the first system in the US to be powered by NVIDIA Grace CPU technology.
  - Alps, the Swiss National Computing Center’s new system, will use the Grace CPU Superchip to enable breakthrough research in a wide range of fields.
NVIDIA Gains Ground in the Latest Top 500 List of Supercomputers

- 357 of the top 500 supercomputers, or 71%, are powered by NVIDIA, including 31 of 39 new systems
  - Includes 154 NVIDIA GPU-accelerated systems, up from 138 at ISC21 and 145 at SC21
- 23 of the top 30 on the GREEN500 list of most energy-efficient supercomputers are powered by NVIDIA
- NVIDIA’s Selene supercomputer ranks at #8 in the TOP500, and is the world’s fastest enterprise supercomputer
NVIDIA and Siemens to Enable Industrial Metaverse

• As a first step in this collaboration, NVIDIA plans to connect the Siemens Xcelerator open digital business platform with the NVIDIA Omniverse platform for 3D design and collaboration
  • Enables an industrial metaverse with physics-based digital models from Siemens and real-time AI from NVIDIA in which companies make decisions faster and with increased confidence
• Companies will be able to:
  • Employ digital twins with real-time performance data
  • Create innovative industrial IoT solutions
  • Leverage actionable insights from analytics at the edge/in the cloud
  • Tackle the engineering challenges of tomorrow by making visually rich, immersive simulations more accessible
Reinforcing NVIDIA’s Leadership in Latest MLPerf Training Benchmark

What is MLPerf?

- The industry’s first objective AI benchmark for measuring machine learning performance
- Consortium of over 70 universities and companies, including Google, Intel, Baidu, and NVIDIA, founded in 2018
- NVIDIA has consistently delivered leading results and record performances in both MLPerf Training and Inference benchmarks

MLPerf June 2022 — AI Training

- A100 GPU continues to secure the highest number of wins; NVIDIA AI remains the only platform to run all eight tests
- On the “per-chip” tests, A100 was the fastest on 6 of the 8 benchmarks. The NVIDIA H100, available in Q3 of this year, will deliver another giant leap in performance
- NVIDIA and partners accounted for 90% of all submissions, reflecting the scale and reach of our ecosystem
- NVIDIA AI delivers the highest productivity per dollar
- Over the last 3.5 years, the NVIDIA AI platform has delivered 23x more performance – the result of full-stack innovations – GPUs, software and at-scale improvements
NVIDIA Announces Hybrid Quantum-Classical Computing Platform

- NVIDIA QODA (Quantum Optimized Device Architecture) is an open, unified programming model that spans today’s most powerful, “classical” computers and quantum processors
- NVIDIA QODA Unified Programming Platform adopted by community’s global leaders to enable quantum-accelerated AI, HPC, Health and Finance Applications
- HPC and AI domain experts can use NVIDIA QODA in public clouds, NVIDIA DGX systems and a large installed base of NVIDIA GPUs in scientific supercomputing centers
- NVIDIA collaborations in quantum computing include:
  - Hardware: IQM Quantum Computers, Pasqal, Quantinuum, Quantum Brilliance and Xanadu
  - Software: QC Ware and Zapata Computing
  - Supercomputing: Forschungszentrum Jülich, Lawrence Berkeley National Laboratory and Oak Ridge National Laboratory
NVIDIA Omniverse Avatar Cloud Engine for Virtual Assistants and Digital Humans

• NVIDIA Omniverse Avatar Cloud Engine (ACE) is a suite of cloud-native AI models and services enabling businesses to create and deploy assistants and avatars
• These assistants and avatars understand multiple languages, respond to speech prompts, interact with the environment and make intelligent recommendations
• These can transform interactions in gaming, entertainment, banking, transportation and hospitality
NVIDIA and Partners Build Out Universal Scene Description to Accelerate Industrial Metaverse and Next Wave of AI

- Announced a broad initiative to evolve Universal Scene Description (USD), the open-source and extensible language of 3D worlds, to become a foundation of the open metaverse and 3D internet.

- Working together with USD’s inventor, Pixar, as well as Adobe, Autodesk, Siemens and a host of other leading companies, NVIDIA will pursue a multi-year roadmap to expand USD’s capabilities beyond visual effects, such as:
  - Adding support for international characters
  - Geospatial coordinates
  - Real-time streaming of IoT data

- Enables USD to better support industrial metaverse applications in architecture, engineering, manufacturing, scientific computing, robotics and industrial digital twins.
Major Release of Omniverse with New USD Connectors and Neural Graphics SDKs

• Unveiled 11 new Omniverse Connectors including for PTC Creo, Visual Components and SideFX Houdini, bringing the total number of Connectors to the Omniverse USD ecosystem to 112

• Development is ongoing for Blender, Autodesk Alias and Autodesk Civil 3D, Siemens JT, SimScale, Open Geospatial Consortium, and Unity, which will further unlock metaverse workflows for manufacturing, engineering and design companies

• Neural Graphics is a new field intertwining AI and graphics to help automate design choices and provide new, yet to be imagined opportunities for artists and creators. Neural graphics will redefine how virtual worlds are created, simulated and experienced by users. Examples include:
  • Omniverse Audio2Face - create facial animations from an audio file
  • Audio2Gesture - generate realistic arm/body motion from an audio file
NVIDIA Overview
NVIDIA — A Computing Platform Company

NVIDIA pioneered accelerated computing to help solve the most challenging computational problems. The approach is broadly recognized as the way to advance computing as Moore’s law ends and AI lifts off. NVIDIA’s platform is installed in several hundred million computers, is available in every cloud and from every server maker, powers 357 of the TOP500 supercomputers, and boasts over 3.0 million developers.

Headquarters: Santa Clara, CA | Headcount: ~25,300
NVIDIA At a Glance
Accelerated computing pioneer

Brief History
1993: Founded by Jensen Huang, Chris Malachowsky, and Curtis Priem
1999: IPO on NASDAQ at $12 (prior to 5 stock splits, now 48:1)
2001: Xbox win; fastest semiconductor company to reach $1B in sales
2006: Unveils CUDA architecture, expanding to scientific computing
2016: Introduces first products for AI and autonomous driving
2020: Acquires Mellanox for $7B; launches DPU as new processor class

Recognitions
Harvard Business Review’s The CEO 100
Fortune’s Best Places to Work
MIT Tech Review’s 50 Smartest Companies
Fortune’s World’s Most Admired Companies
Forbes JUST 100 Best Admired Citizens
Dow Jones Sustainability Index

Revenue by Market Platform

From Chip Vendor to Computing Platform
Tremendous Market Forces Driving NVIDIA Growth
## Our Core Businesses

<table>
<thead>
<tr>
<th>Business</th>
<th>FY22 Revenue</th>
<th>5-Year CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gaming</strong></td>
<td>$12.5B, 25%</td>
<td></td>
</tr>
<tr>
<td><strong>Data Center</strong></td>
<td>$10.6B, 66%</td>
<td></td>
</tr>
<tr>
<td><strong>Professional Visualization</strong></td>
<td>$2.1B, 20%</td>
<td></td>
</tr>
<tr>
<td><strong>Automotive</strong></td>
<td>$566M, 3%</td>
<td></td>
</tr>
</tbody>
</table>

### Strong market position and technology leadership
- **Compound long-term unit and ASP growth**
- 200M+ gamers on GeForce
- Strong Gaming ecosystem

### Multiple secular growth drivers:
- Adoption of RTX, expanding population of gamers and creators, eSports, VR, rising production value of games, gaming laptops and cloud gaming

### Leader in Supercomputing
- 357 of the TOP500

### Leader in deep learning/AI
- Used by all major cloud computing providers and thousands of enterprises

### Diversified end markets:
- e.g. media & entertainment, architecture, engineering & construction, public sector

### Strong software ecosystem

### Historically driven largely by infotainment

### Future growth largely driven by Autonomous Vehicles, where NVIDIA offers a full hardware & software stack

### Over $11B design win pipeline

### Transition to self-driving, software-defined cars, with new software and services business models

---

ASP = Average Selling Price. Gamers are defined as consumers who purchase our GPUs to play video games. 200M+ gamers on our platform as of August 2020. FY22 ended 1/30/2022.
Growth, Profitability and Mix Metrics

Revenue and Profitability
(showing non-GAAP margins)

Refer to Appendix for reconciliation of Non-GAAP measures. Gross margin and operating margin are rounded to the nearest percent in the charts above.
Why Accelerated Computing?
Advancing computing in the post-Moore’s Law era

- The world’s demand for computing power continues to grow exponentially, yet CPUs are no longer keeping up as Moore’s law has ended.
- NVIDIA pioneered GPU-accelerated computing to solve this challenge.
- Optimizing across the entire stack — from silicon to software — allows NVIDIA to advance computing in the post-Moore’s law era for large and important markets.
World Leader in Accelerated Computing

Our four market platforms & key brands

Gaming
GeForce GPU for PC gamers

Data Center
DGX/HGX/EGX for HPC/AI compute
NVIDIA networking

Professional Visualization
Quadro/NVIDIA RTX for workstations

Automotive
DRIVE for autonomous vehicles
Data Center
High performance computing (HPC) and AI

Revenue ($M)

- FY18: $1,932
- FY19: $2,932
- FY20: $6,696
- FY22: $10,613
- 1H FY23: $7,556

Registered NVIDIA Developers

- 2005: 3.0M
- 2010: 1.0M
- 2015: 2.0M
- 2022: 2.5M

Every Major Cloud Provider

- Alibaba Cloud
- AWS
- Azure
- Baidu Cloud
- Google Cloud Platform
- IBM Cloud
- Oracle Cloud
- Tencent Cloud

Most TOP500 Supercomputers

- ISC18: 46%
- ISC19: 65%
- ISC20: 67%
- ISC21: 68%
- ISC22: 71%

NVIDIA Share of TOP500 Systems

- 2018: 66%
- 2019: 55%
- 2020: 67%
- 2021: 68%
- 2022: 71%

66% 5-YR CAGR
Gaming
GeForce — The world’s largest gaming platform

Revenue ($M)

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>1H FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>25% 5-YR CAGR</td>
<td>$5,513</td>
<td>$6,246</td>
<td>$5,518</td>
<td>$7,759</td>
<td>$12,462</td>
<td>$5,662</td>
</tr>
</tbody>
</table>

Highlights

- #1 in PC gaming with 80%+ market share
- 15 of the top 15 most popular GPUs on Steam
- Expanding the market with creators, gaming laptops and cloud gaming
- Powering the Nintendo Switch console

200M+ Gamers and Creators on GeForce
Professional Visualization
Workstation graphics

20% 5-YR CAGR

Revenue ($M)

FY18 $934
FY19 $1,130
FY20 $1,212
FY21 $1,053
FY22 $2,111
1H FY23 $1,118

70+ Applications
Unlocking New Markets

Accelerate Rendering | AR/VR | Data Science
Simulation and Sci Viz | Virtual Workstations

45M Designers and Creatives
Automotive
Infotainment and autonomous vehicles

Revenue ($M)

3% 5-YR CAGR

NVIDIA DRIVE Partners

Strong Partnership / Ecosystem

Car Makers: 48%
Sensors: 50%
Robotaxis: 26%
Tier 1s: 30%
Trucks: 14%
Mapping: 10%
 Software: 87%
Large and Diverse Customer Base

Reaching hundreds of millions of end users through hundreds of customers

Gaming
- Reaching 300M+ PC Gamers
- Every Major PC OEM/ODM
- Every Major Graphics Card Manufacturer

Data Center
- 45M Designers/Creatives
- ORNL Summit
- LLNL Sierra
- Piz Daint
- ABCI

HPC
- 20M Enterprise Users
- ORNL Summit
- LLNL Sierra
- Piz Daint
- ABCI

Vertical Industry
- Foxconn
- Johnson Controls
- Walmart

Pro Visualization

Auto
- BMW
- Hyundai
- Jaguar
- Land Rover
- NIO
- SAIG

No Customer Larger than 10% of Total Revenue for the Last 2 Fiscal Years
Annual Cash & Cash Flow Metrics

Operating Income (Non-GAAP) — $M

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>3,617</td>
<td>4,407</td>
<td>3,735</td>
<td>6,803</td>
<td>12,690</td>
</tr>
</tbody>
</table>

Operating Cash Flow — $M

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>3,502</td>
<td>3,743</td>
<td>4,761</td>
<td>5,822</td>
<td>9,108</td>
</tr>
</tbody>
</table>

Free Cash Flow (Non-GAAP) — $M

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>2,909</td>
<td>3,143</td>
<td>4,272</td>
<td>4,677</td>
<td>8,049</td>
</tr>
</tbody>
</table>

Cash Balance— $M

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>7,108</td>
<td>7,422</td>
<td>10,897</td>
<td>11,561</td>
<td>21,208</td>
</tr>
</tbody>
</table>

Cash balance is defined as cash and cash equivalents plus marketable securities. Refer to Appendix for reconciliation of non-GAAP measures.
Corporate Responsibility

**ENVIRONMENTALLY CONSCIOUS**
- NVIDIA GPUs Are Typically 20X More Energy Efficient than Traditional CPU Servers For AI
- Earth-2 – Building the World’s Most Powerful AI Supercomputer Dedicated to Predicting Climate Change
- 23 of Top 30 Supercomputers on the June 2022 Green500 Powered by NVIDIA
- We Plan For 100% of Our Global Electricity Usage For Our Offices and Data Centers to Be Renewable by 2025

**A PLACE FOR PEOPLE TO DO THEIR LIFE’S WORK**
- #1 “100 Best Companies to Work For”
  - FORTUNE
- “America’s Most Just Companies”
  - FORBES
- “Most Responsible Companies”
  - NEWSWEEK
- “Best Places to Work for LGBT Equality”
  - HUMAN RIGHTS CAMPAIGN

**MANAGEMENT**
- Time Magazine’s 100 Most Influential Companies
- CEO Magazine’s 10 Best CEOs
- Fortune’s World’s Most Admired Companies
- Wall Street Journal’s Management Top 250 All-Stars

**CORPORATE GOVERNANCE**
- 38% Of Board is Gender, Racially, or Ethnically Diverse
- 92% of Directors are Independent
Reconciliation of Non-GAAP to GAAP Financial Measures
## Reconciliation of Non-GAAP to GAAP Financial Measures

<table>
<thead>
<tr>
<th>Gross Margin</th>
<th>Non-GAAP</th>
<th>Acquisition-Related and Other Costs (A)</th>
<th>Stock-Based Compensation (B)</th>
<th>IP-Related Costs</th>
<th>GAAP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY2022</td>
<td>66.7%</td>
<td>(1.3)</td>
<td>(0.5)</td>
<td>(0.1)</td>
<td>64.8%</td>
</tr>
<tr>
<td>Q3 FY2022</td>
<td>67.0%</td>
<td>(1.2)</td>
<td>(0.6)</td>
<td>—</td>
<td>65.2%</td>
</tr>
<tr>
<td>Q4 FY2022</td>
<td>67.0%</td>
<td>(1.1)</td>
<td>(0.5)</td>
<td>—</td>
<td>65.4%</td>
</tr>
<tr>
<td>Q1 FY2023</td>
<td>67.1%</td>
<td>(1.1)</td>
<td>(0.5)</td>
<td>—</td>
<td>65.5%</td>
</tr>
<tr>
<td>Q2 FY2023</td>
<td>45.9%</td>
<td>(1.8)</td>
<td>(0.6)</td>
<td>—</td>
<td>43.5%</td>
</tr>
</tbody>
</table>

A. Consists of amortization of intangible assets
B. Stock-based compensation charge was allocated to cost of goods sold
<table>
<thead>
<tr>
<th>Gross Margin</th>
<th>Non-GAAP</th>
<th>Acquisition-Related and Other Costs (A)</th>
<th>Stock-Based Compensation (B)</th>
<th>IP-Related Costs</th>
<th>GAAP</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H FY22</td>
<td>66.4%</td>
<td>(1.3)</td>
<td>(0.5)</td>
<td>(0.1)</td>
<td>64.5%</td>
</tr>
<tr>
<td>1H FY23</td>
<td>57.6%</td>
<td>(1.4)</td>
<td>(0.5)</td>
<td>—</td>
<td>55.7%</td>
</tr>
</tbody>
</table>

A. Consists of amortization of intangible assets
B. Stock-based compensation charge was allocated to cost of goods sold
Reconciliation of Non-GAAP to GAAP Financial Measures (contd.)

<table>
<thead>
<tr>
<th>Gross Margin</th>
<th>Non-GAAP</th>
<th>Acquisition-Related and Other Costs (A)</th>
<th>Stock-Based Compensation (B)</th>
<th>IP-Related Costs</th>
<th>GAAP</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2018</td>
<td>60.2%</td>
<td>—</td>
<td>(0.3)</td>
<td>—</td>
<td>59.9%</td>
</tr>
<tr>
<td>FY 2019</td>
<td>61.7%</td>
<td>—</td>
<td>(0.2)</td>
<td>(0.3)</td>
<td>61.2%</td>
</tr>
<tr>
<td>FY 2020</td>
<td>62.5%</td>
<td>—</td>
<td>(0.4)</td>
<td>(0.1)</td>
<td>62.0%</td>
</tr>
<tr>
<td>FY 2021</td>
<td>65.6%</td>
<td>(2.6)</td>
<td>(0.5)</td>
<td>(0.2)</td>
<td>62.3%</td>
</tr>
<tr>
<td>FY 2022</td>
<td>66.8%</td>
<td>(1.4)</td>
<td>(0.5)</td>
<td>—</td>
<td>64.9%</td>
</tr>
</tbody>
</table>

A. Consists of amortization of intangible assets and inventory step-up.
B. Stock-based compensation charge was allocated to cost of goods sold.
## Reconciliation of Non-GAAP to GAAP Financial Measures (contd.)

<table>
<thead>
<tr>
<th>Operating Margin</th>
<th>Non-GAAP</th>
<th>Acquisition-Related and Other Costs (A)</th>
<th>Stock-Based Compensation (B)</th>
<th>Other</th>
<th>GAAP</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2018</td>
<td>$3,617</td>
<td>(13)</td>
<td>(391)</td>
<td>(3)</td>
<td>$3,210</td>
</tr>
<tr>
<td></td>
<td>37.2%</td>
<td>(0.2)</td>
<td>(4.0)</td>
<td>—</td>
<td>33.0%</td>
</tr>
<tr>
<td>FY 2019</td>
<td>$4,407</td>
<td>(2)</td>
<td>(557)</td>
<td>(44)</td>
<td>$3,804</td>
</tr>
<tr>
<td></td>
<td>37.6%</td>
<td>—</td>
<td>(4.7)</td>
<td>(0.4)</td>
<td>32.5%</td>
</tr>
<tr>
<td>FY 2020</td>
<td>$3,735</td>
<td>(31)</td>
<td>(844)</td>
<td>(14)</td>
<td>$2,846</td>
</tr>
<tr>
<td></td>
<td>34.2%</td>
<td>(0.3)</td>
<td>(7.7)</td>
<td>(0.1)</td>
<td>26.1%</td>
</tr>
<tr>
<td>FY 2021</td>
<td>$6,803</td>
<td>(836)</td>
<td>(1,397)</td>
<td>(38)</td>
<td>$4,532</td>
</tr>
<tr>
<td></td>
<td>40.8%</td>
<td>(5.0)</td>
<td>(8.4)</td>
<td>(0.2)</td>
<td>27.2%</td>
</tr>
<tr>
<td>FY 2022</td>
<td>$12,690</td>
<td>(636)</td>
<td>(2,004)</td>
<td>(9)</td>
<td>$10,041</td>
</tr>
<tr>
<td></td>
<td>47.2%</td>
<td>(2.5)</td>
<td>(7.4)</td>
<td>—</td>
<td>37.3%</td>
</tr>
</tbody>
</table>

A. Consists of amortization of acquisition-related intangible assets, inventory step-up, transaction costs, compensation charges, and other costs
B. Stock-based compensation charge was allocated to cost of goods sold, research and development expense, and sales, general and administrative expense
C. Comprises of IP-related costs, legal settlement costs, contributions, and restructuring and other charges
Reconciliation of Non-GAAP to GAAP Financial Measures (contd.)

<table>
<thead>
<tr>
<th>Operating Margin ($ in Millions &amp; Margin Percentage)</th>
<th>Non-GAAP</th>
<th>Acquisition Termination Cost</th>
<th>Acquisition-Related and Other Costs (A)</th>
<th>Stock-Based Compensation (B)</th>
<th>Other</th>
<th>GAAP</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1H FY22</strong></td>
<td>$5,628</td>
<td>--</td>
<td>(325)</td>
<td>(894)</td>
<td>(9)</td>
<td>$4,400</td>
</tr>
<tr>
<td></td>
<td>46.3%</td>
<td>--</td>
<td>(2.7)</td>
<td>(7.3)</td>
<td>(0.1)</td>
<td>36.2%</td>
</tr>
<tr>
<td><strong>1H FY23</strong></td>
<td>$5,280</td>
<td>(1,353)</td>
<td>(324)</td>
<td>(1,227)</td>
<td>(9)</td>
<td>$2,367</td>
</tr>
<tr>
<td></td>
<td>35.2%</td>
<td>(9.0)</td>
<td>(2.2)</td>
<td>(8.2)</td>
<td>—</td>
<td>15.8%</td>
</tr>
</tbody>
</table>

**A.** Consists of amortization of acquisition-related intangible assets, inventory step-up, transaction costs, compensation charges, and other costs

**B.** Stock-based compensation charge was allocated to cost of goods sold, research and development expense, and sales, general and administrative expense

**C.** Comprises of IP-related costs, legal settlement costs, contributions, and restructuring and other charges
Reconciliation of Non-GAAP to GAAP Financial Measures (contd.)

<table>
<thead>
<tr>
<th>Q2 FY2023</th>
<th>Non-GAAP</th>
<th>Acquisition Termination Cost</th>
<th>Acquisition-Related and Other Costs (A)</th>
<th>Stock-Based Compensation (B)</th>
<th>Other (C)</th>
<th>Tax Impact of Adjustments</th>
<th>GAAP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income ($ in million)</td>
<td>$1,325</td>
<td>--</td>
<td>(175)</td>
<td>(649)</td>
<td>(2)</td>
<td>--</td>
<td>$499</td>
</tr>
<tr>
<td>Net income ($ in million)</td>
<td>$1,292</td>
<td>--</td>
<td>(175)</td>
<td>(649)</td>
<td>(9)</td>
<td>197</td>
<td>$656</td>
</tr>
<tr>
<td>Shares used in diluted per share calculation (millions)</td>
<td>2,516</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>2,516</td>
</tr>
<tr>
<td>Diluted EPS</td>
<td>$0.51</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>$0.26</td>
</tr>
</tbody>
</table>

A. Consists of amortization of intangible assets, transaction costs, and certain compensation charges.
B. Stock-based compensation charge was allocated to cost of goods sold, research and development expense, and sales, general and administrative expense.
C. Other comprises of contributions and net losses from non-affiliated investments.
<table>
<thead>
<tr>
<th>($ in Millions)</th>
<th>Free Cash Flow</th>
<th>Purchases Related to Property and Equipment and Intangible Assets</th>
<th>Principal Payments on Property and Equipment</th>
<th>Net Cash Provided by Operating Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2018</td>
<td>$2,909</td>
<td>593</td>
<td>—</td>
<td>$3,502</td>
</tr>
<tr>
<td>FY 2019</td>
<td>$3,143</td>
<td>600</td>
<td>—</td>
<td>$3,743</td>
</tr>
<tr>
<td>FY 2020</td>
<td>$4,272</td>
<td>489</td>
<td>—</td>
<td>$4,761</td>
</tr>
<tr>
<td>FY 2021</td>
<td>$4,677</td>
<td>1,128</td>
<td>17</td>
<td>$5,822</td>
</tr>
<tr>
<td>FY 2022</td>
<td>$8,049</td>
<td>976</td>
<td>83</td>
<td>$9,108</td>
</tr>
</tbody>
</table>
**Reconciliation of Non-GAAP to GAAP Financial Measures**

<table>
<thead>
<tr>
<th>($ in Millions)</th>
<th>Q3 FY2023 Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-GAAP gross margin</td>
<td>65.0%</td>
</tr>
<tr>
<td>Impact of stock-based compensation expense, acquisition-related costs, and other costs</td>
<td>(2.6%)</td>
</tr>
<tr>
<td>GAAP gross margin</td>
<td>62.4%</td>
</tr>
<tr>
<td>Non-GAAP operating expenses</td>
<td>$1,820</td>
</tr>
<tr>
<td>Impact of stock-based compensation expense and acquisition-related costs</td>
<td>770</td>
</tr>
<tr>
<td>GAAP operating expenses</td>
<td>$2,590</td>
</tr>
</tbody>
</table>