



# INVESTOR PRESENTATION

## Q4 FY2022

February 22, 2022

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, benefits, abilities, impact and availability of our products and technologies; retail channels remaining low; the NVIDIA RTX ecosystem continuing to expand; demand fueled by buildouts of hybrid work environments; our partnerships, collaborations, and customers; our financial outlook; our expected tax rates and our expected capital expenditures for the first quarter of fiscal 2023; RSC's second phase later this year; our growth and growth drivers; our opportunities in existing and new markets; the world's demand for computing power continuing to grow exponentially; optimizing across the entire stack allowing NVIDIA to advance computing in the post-Moore's law era; and our goal to source 65% of global electricity use from renewable energy by fiscal year 2025 are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. 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.

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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

Q4 FY22 Earnings Summary

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Key Announcements This Quarter

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NVIDIA Overview

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Financials

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Reconciliation of Non-GAAP to GAAP Financial Measures



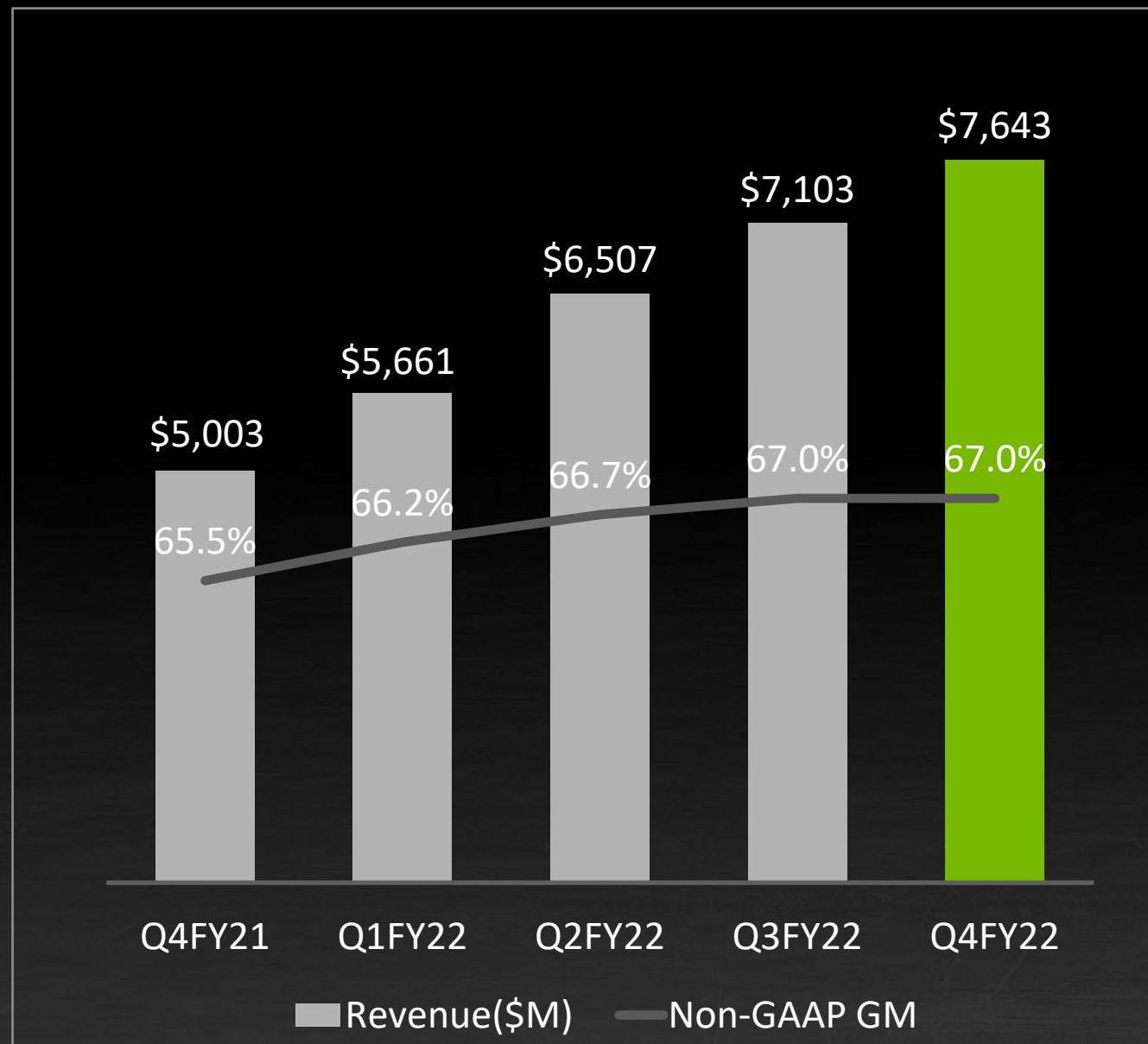


# Q4 FY22 EARNINGS SUMMARY

# HIGHLIGHTS

- ▶ **Record total, Gaming, Data Center and Professional Visualization revenue**
  - ▶ Total revenue up 53% y/y to \$7.64B, ahead of outlook of \$7.40B +/- two percent
  - ▶ Gaming up 37% y/y to a record \$3.42B; Data Center up 71% y/y to a record \$3.26B
- ▶ **Gaming driven by record desktop and laptop GeForce GPU revenue**
  - ▶ Desktop gaming led by growth in GeForce RTX 30-Series products, with continued strength at high-end
  - ▶ Laptop gaming driven by the ramp of the new GeForce RTX 3070 Ti and 3080 Ti GPUs
  - ▶ Availability of our gaming products in the retail channel remains low
- ▶ **Data Center led by compute products on strong demand for NVIDIA AI**
  - ▶ Flagship A100 Tensor Core GPU continued to drive strong growth
  - ▶ Inference-focused revenue more than tripled year-on-year
  - ▶ Networking products also posted strong sequential and year-on-year growth

# Q4 FY2022 FINANCIAL SUMMARY

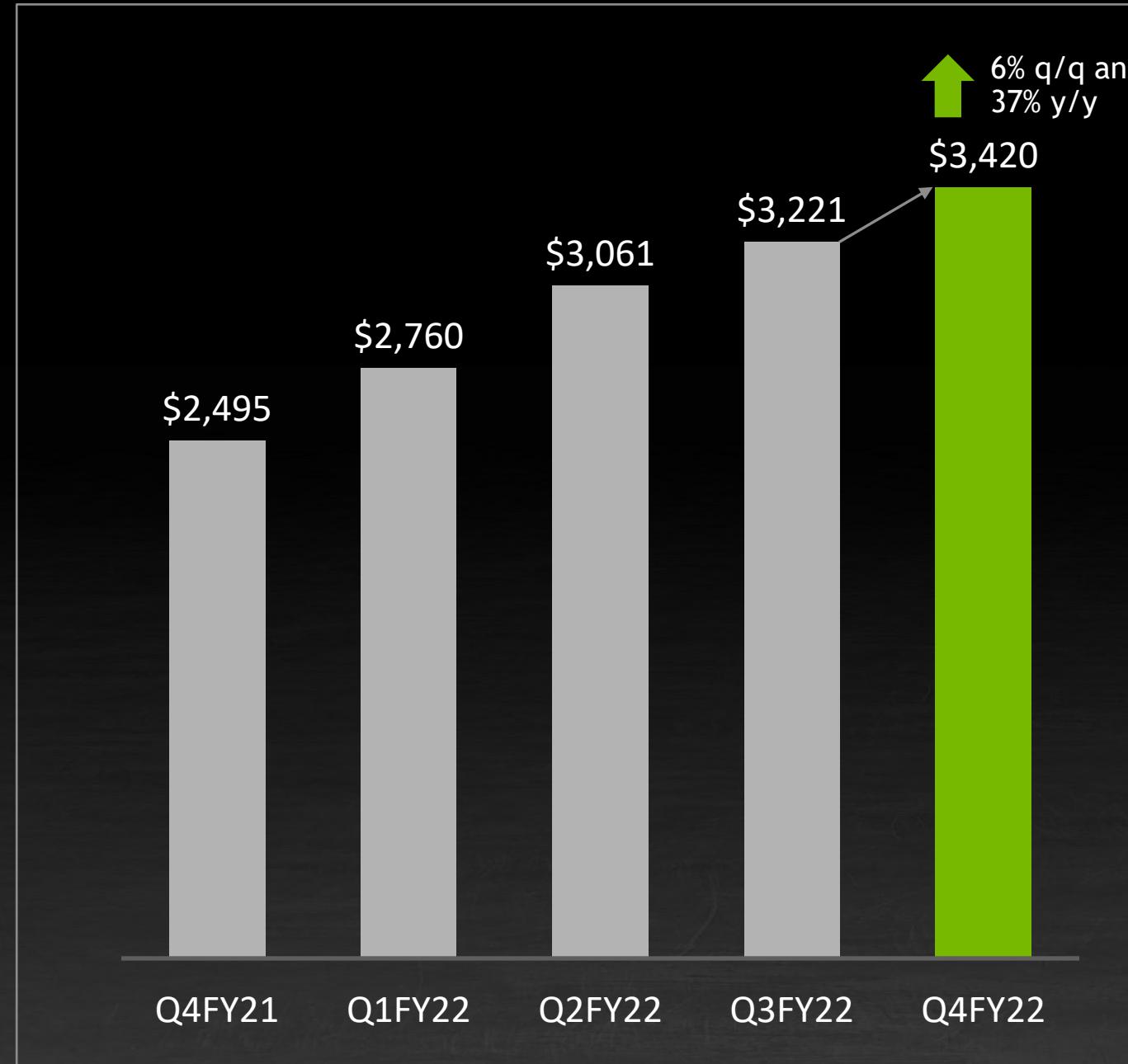


	GAAP			Non-GAAP		
	Q4 FY22	Y/Y	Q/Q	Q4 FY22	Y/Y	Q/Q
<b>Revenue</b>	\$7,643	+53%	+8%	\$7,643	+53%	+8%
<b>Gross Margin</b>	65.4%	+230 bps	+20 bps	67.0%	+150 bps	--
<b>Operating Income</b>	\$2,970	+97%	+11%	\$3,677	+76%	+9%
<b>Net Income</b>	\$3,003	+106%	+22%	\$3,350	+71%	+13%
<b>Diluted EPS</b>	\$1.18	+103%	+22%	\$1.32	+69%	+13%
<b>Cash Flow from Ops</b>	\$3,033	+47%	+100%	\$3,033	+47%	+100%

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

# GAMING

Revenue (\$M)

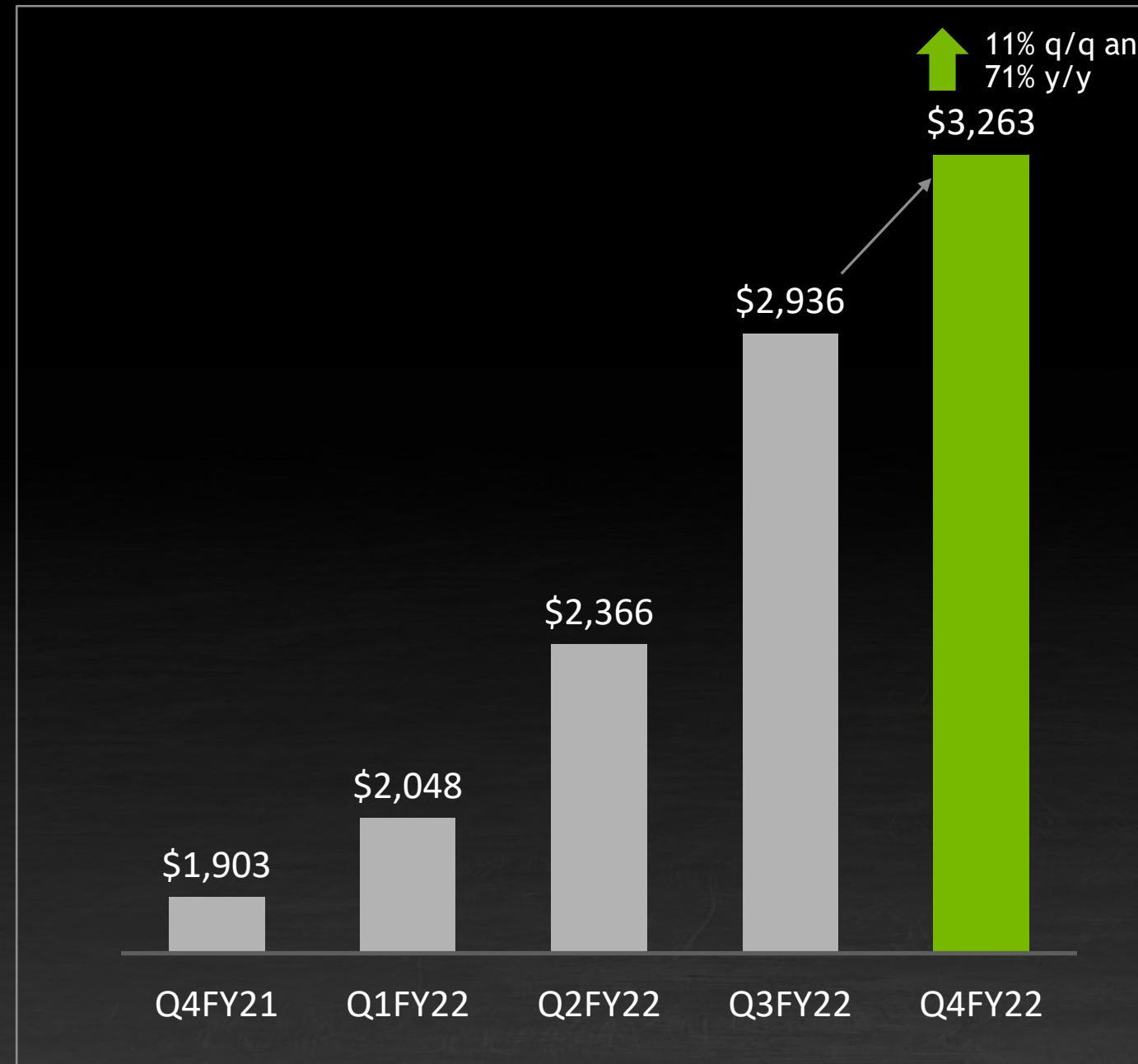


## Highlights

- ▶ Record desktop revenue led by growth in GeForce RTX 30-Series GPUs, with continued strength in the high-end
- ▶ Record laptop revenue driven by the ramp of new GeForce RTX 3070 Ti and 3080 Ti GPUs
- ▶ Fourth-generation Max-Q technology enables quiet, thin and light new gaming laptops
- ▶ Availability of our gaming products in the channel remains low
- ▶ NVIDIA RTX ecosystem continues to expand; 30+ new RTX games & applications added in Q4
- ▶ Nearly all desktop NVIDIA Ampere architecture GeForce GPU shipments are Lite Hash Rate

# DATA CENTER

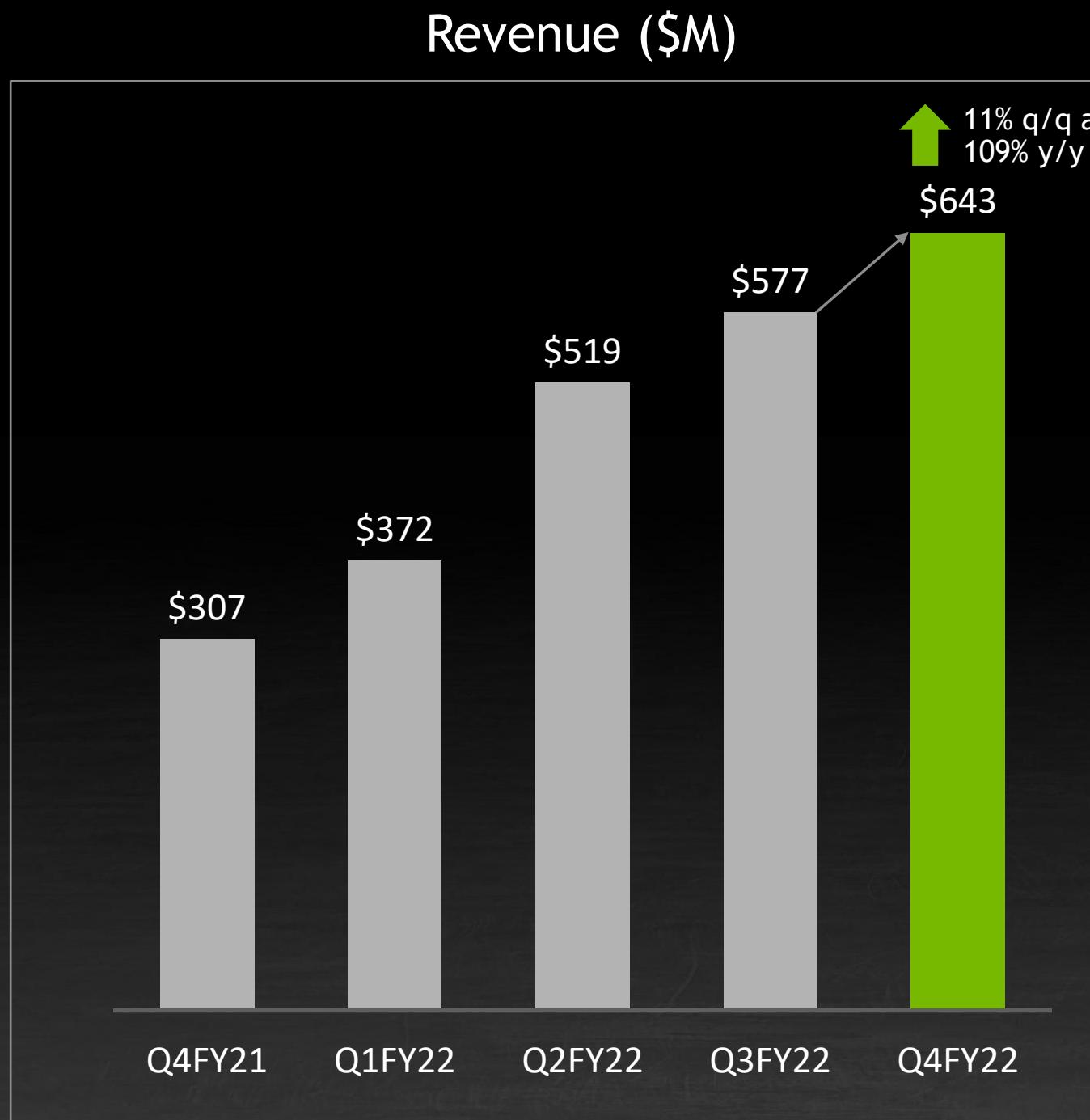
Revenue (\$M)



## Highlights

- ▶ Growth was led by compute products on strong demand for NVIDIA AI
- ▶ Driven by fast-growing AI workloads such as natural language processing & deep-learning recommendation systems, and cloud computing
- ▶ Hyperscale and public cloud revenue more than doubled y/y
- ▶ Vertical industries posted strong double-digit y/y growth, led by consumer internet customers
- ▶ Inference-focused revenue more than tripled y/y, enabled by widespread adoption of our Triton Inference Server Software
- ▶ Networking posted strong q/q and y/y growth; anticipate improving capacity in coming quarters

# PROFESSIONAL VISUALIZATION

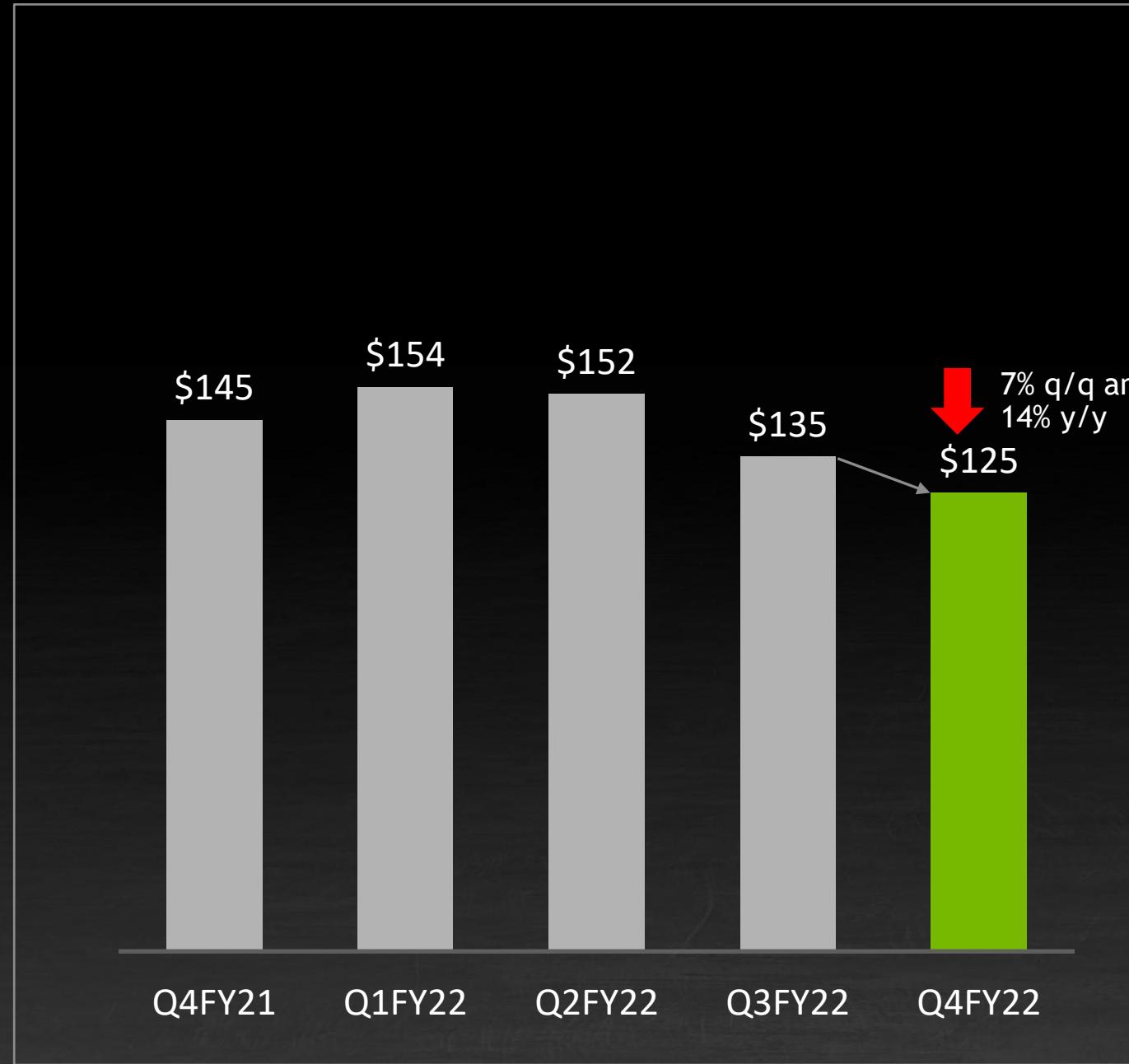


## Highlights

- ▶ Strong demand fueled by buildouts of hybrid work environments, as well as growth in key workloads including 3D design, AI and rendering
- ▶ Sequential growth driven by a shift to higher-value workstations, and the continued ramp of the NVIDIA Ampere architecture
- ▶ Customer feedback for NVIDIA Omniverse has been very positive, with multiple significant enterprise licensees already signed

# AUTOMOTIVE

Revenue (\$M)

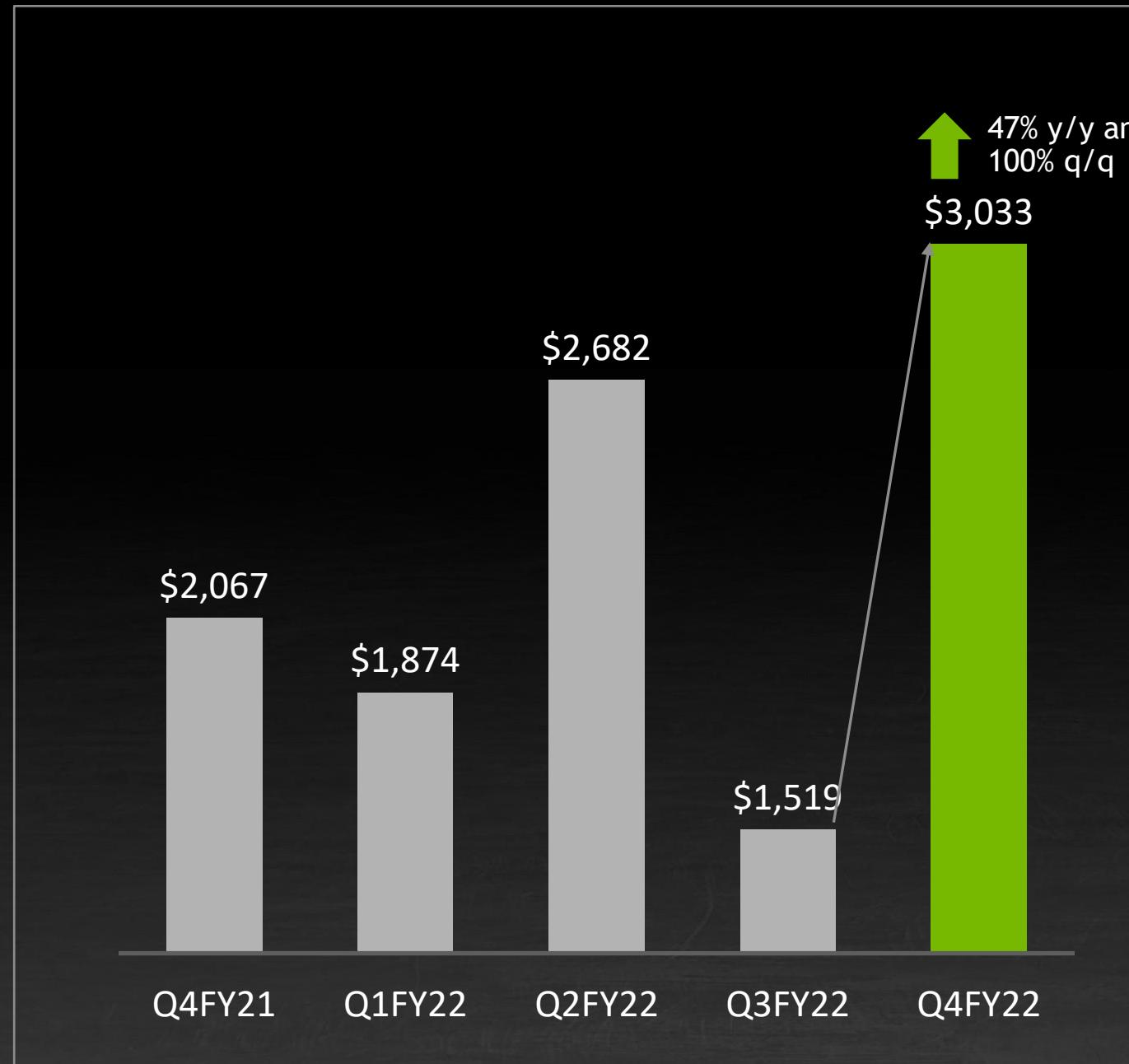


## Highlights

- ▶ Decline driven by legacy cockpit revenue and automotive makers' supply constraints, partially offset by ramp of self-driving programs
- ▶ Started shipments of NVIDIA DRIVE Orin SoC
- ▶ Expect to return to sequential revenue growth in Q1, with a more meaningful inflection in 2H of fiscal 2023 and momentum building beyond

# SOURCES & USES OF CASH

Cash Flow from Operations (\$M)



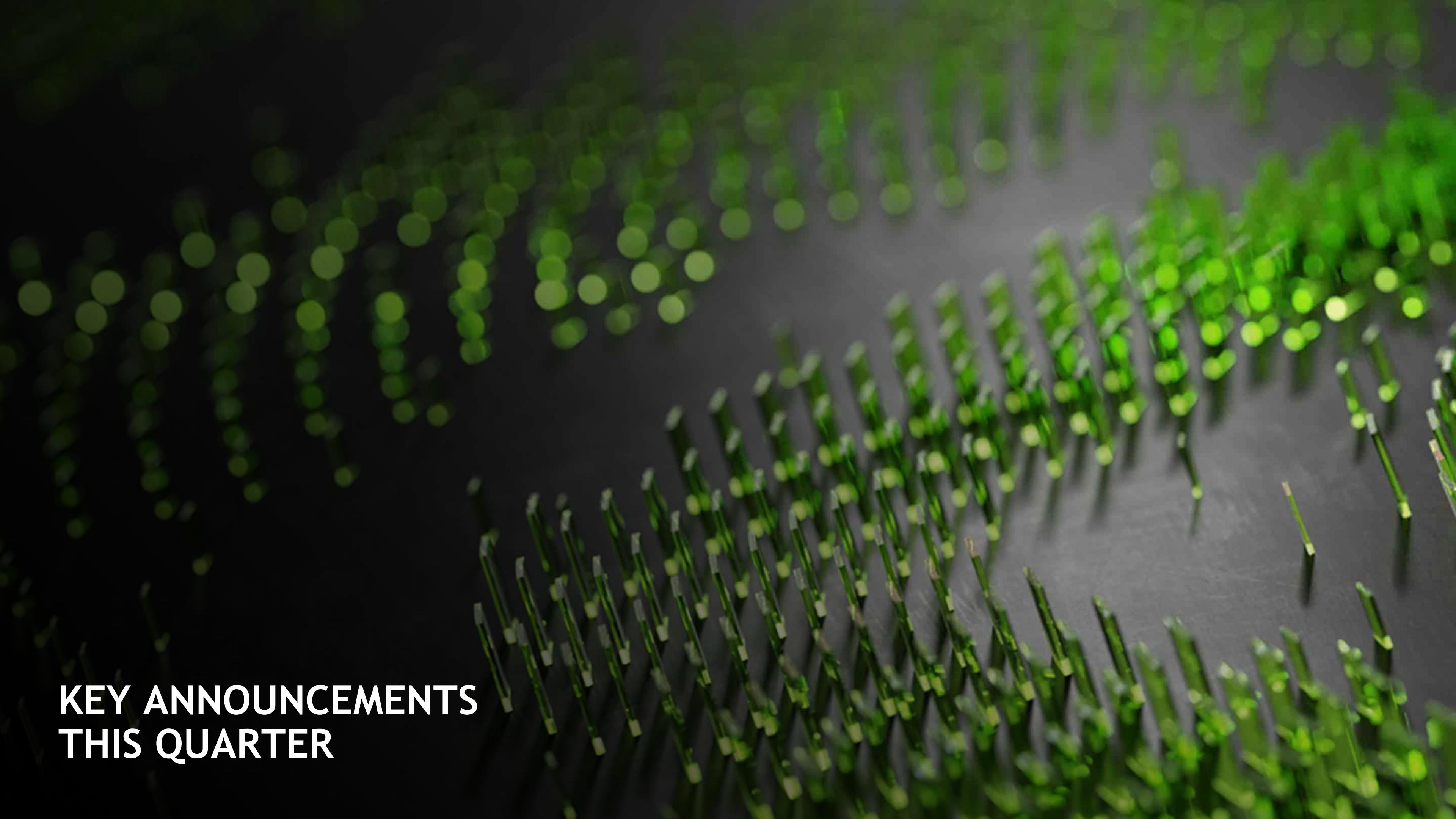
## Highlights

- ▶ Record Q4 cash flow from operations
- ▶ Returned \$100M to shareholders in the form of cash dividends
- ▶ Invested \$294M in capex (includes principal payments on PP&E)
- ▶ Ended the quarter with \$21.2B in gross cash and \$11.0B in debt, \$10.2B in net cash

*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.*

# Q1 FY2023 OUTLOOK

- ▶ **Revenue** – \$8.10 billion, plus or minus two percent
  - ▶ We expect sequential growth to be driven primarily by Data Center. Gaming will also contribute to growth
- ▶ **Gross Margin** – 65.2% GAAP and 67.0% non-GAAP, plus or minus 50 basis points
- ▶ **Operating Expense** – \$3.55 billion GAAP, including the Arm write-off of \$1.36 billion, and \$1.60 billion non-GAAP
  - ▶ For the fiscal-year, we expect to grow non-GAAP operating expenses at a similar percent as in fiscal 2022
- ▶ **Other Income & Expense** – Net expense of approximately \$55 million for both GAAP and non-GAAP, excluding gains and losses on non-affiliated investments
- ▶ **Tax Rate** – 11% GAAP and 13% non-GAAP, plus or minus one percent, excluding discrete items
- ▶ **Capital Expenditure** – Approximately \$350 million to \$400 million



**KEY ANNOUNCEMENTS  
THIS QUARTER**

# NVIDIA GEFORCE RTX 3050

Making RTX-Powered Ray Tracing and DLSS More Accessible Than Ever

- ▶ GeForce RTX 3050 GPUs come equipped with 2nd gen RT Cores for ray tracing and 3rd gen Tensor Cores for DLSS/AI
- ▶ Enables gameplay of ray traced games on a 50-class GPU at over 60 FPS for the first time, bringing RTX and accelerated AI technologies to more mainstream audiences
- ▶ Starting at an MSRP of \$249, RTX 3050 cards include other features such as:
  - ▶ NVIDIA **Reflex** to minimize system latency in games
  - ▶ NVIDIA **Broadcast** for AI-powered voice and video
  - ▶ NVIDIA **Encoder** for great streaming
  - ▶ NVIDIA **Studio** to accelerate and enhance creative applications



# NEW GEFORCE RTX 3080 TI AND 3070 TI LAPTOP GPUS

## Greater Performance in Thin and Light Designs

- ▶ Announced over 160 new laptops built on the RTX 30 Series and based on the latest 4<sup>th</sup> gen of Max-Q technologies
- ▶ New NVIDIA Studio laptops are on average 7x faster than the latest MacBook Pro 16 for 3D rendering
- ▶ GeForce RTX 3080 Ti laptops start at \$2,499; RTX 3070 Ti laptops start at \$1,499



# NVIDIA GEFORCE NOW

More Games, More Devices and More Networks

- ▶ Extended EA's library of games on GeForce NOW (GFN) with Battlefield 4 and Battlefield V now streamable
- ▶ Announced a collaboration with Samsung to integrate GeForce NOW in its Smart TVs, starting in Q2 of this year. This follows the recent beta release of the GeForce NOW app for LG Smart TVs
- ▶ Teamed up with AT&T to help bring GeForce NOW to 5G mobile devices. Customers with a 5G device on a qualified plan can get a 6 months GFN Priority membership at no charge



# META BUILDS MASSIVE AI RESEARCH SUPERCOMPUTER WITH NVIDIA

The Largest NVIDIA DGX A100 Customer System to Date

- ▶ Meta Platforms unveiled its new AI supercomputer, Research SuperCluster (RSC)
  - ▶ Based on 760 NVIDIA DGX A100 systems that pack a total of ~6.1K NVIDIA A100 GPUs linked on an NVIDIA Quantum 200Gb/s InfiniBand network to deliver ~1.8K petaflops of TF32 performance
  - ▶ Early benchmarks show RSC can train large natural-language processing models 3x faster and run computer vision jobs 20x faster than the prior system, based on NVIDIA V100
  - ▶ In a second phase later this year, RSC will expand to ~16K GPUs that Meta believes will deliver 5 exaflops of mixed precision AI performance



# JAGUAR LAND ROVER STRATEGIC PARTNERSHIP

Redefining Modern Luxury, Infusing Intelligence Into The Customer Experience

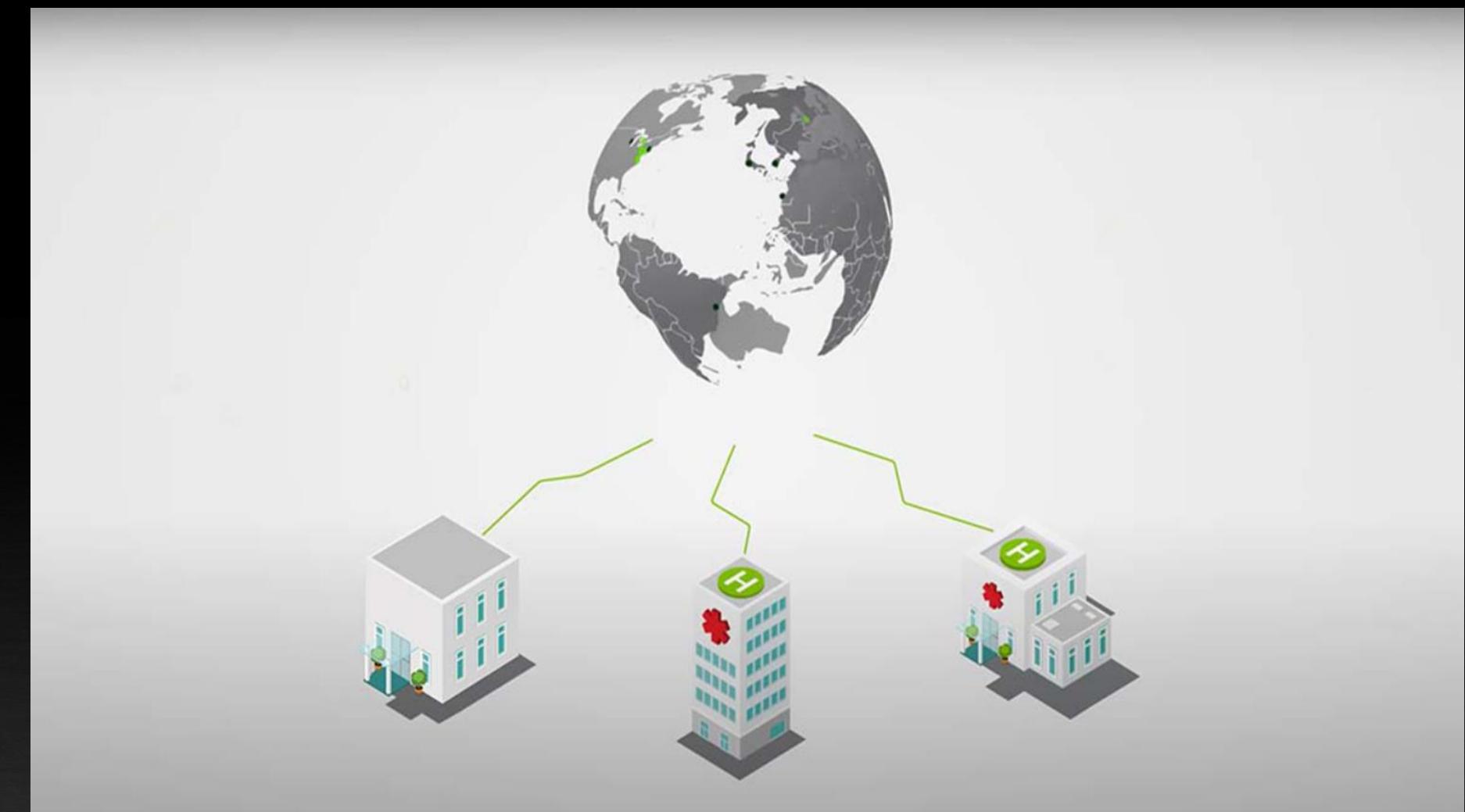
- ▶ Starting in calendar 2025, all new Jaguar and Land Rover (JLR) vehicles will be built on the NVIDIA DRIVE platform
- ▶ Enables a new business model that offers downloadable AV and AI services to fleet of software-defined JLR vehicles
- ▶ Based on NVIDIA DRIVE Hyperion which features:
  - ▶ DRIVE Orin centralized AV computers
  - ▶ DRIVE AV and DRIVE IX software
  - ▶ Safety, security and networking systems; plus, surround sensors
- ▶ JLR will also leverage in-house developed data center solutions with NVIDIA DGX for training AI models and DRIVE Sim software for real-time physically accurate simulation



# NVIDIA FLARE SDK BRINGS COLLABORATIVE AI TO HEALTHCARE

New Open-Source Software Development Kit for Federated Learning Used for AI Applications

- ▶ NVIDIA FLARE allows researchers and data scientists to collaborate on training or evaluating AI models without having to pool or exchange each group's proprietary datasets
  - ▶ Roche Digital Pathology used NVIDIA FLARE to run a successful internal simulation using whole slide images for classification
  - ▶ Erasmus Medical Center used it for an AI application that identifies genetic variants associated with schizophrenia cases
- ▶ NVIDIA FLARE will be used to power federated learning solutions at American College of Radiology (ACR), Flywheel, Taiwan Web Service Corporation and Rhino Health



# NVIDIA OMNIVERSE

Free Version of Omniverse Generally Available for Individual Creators

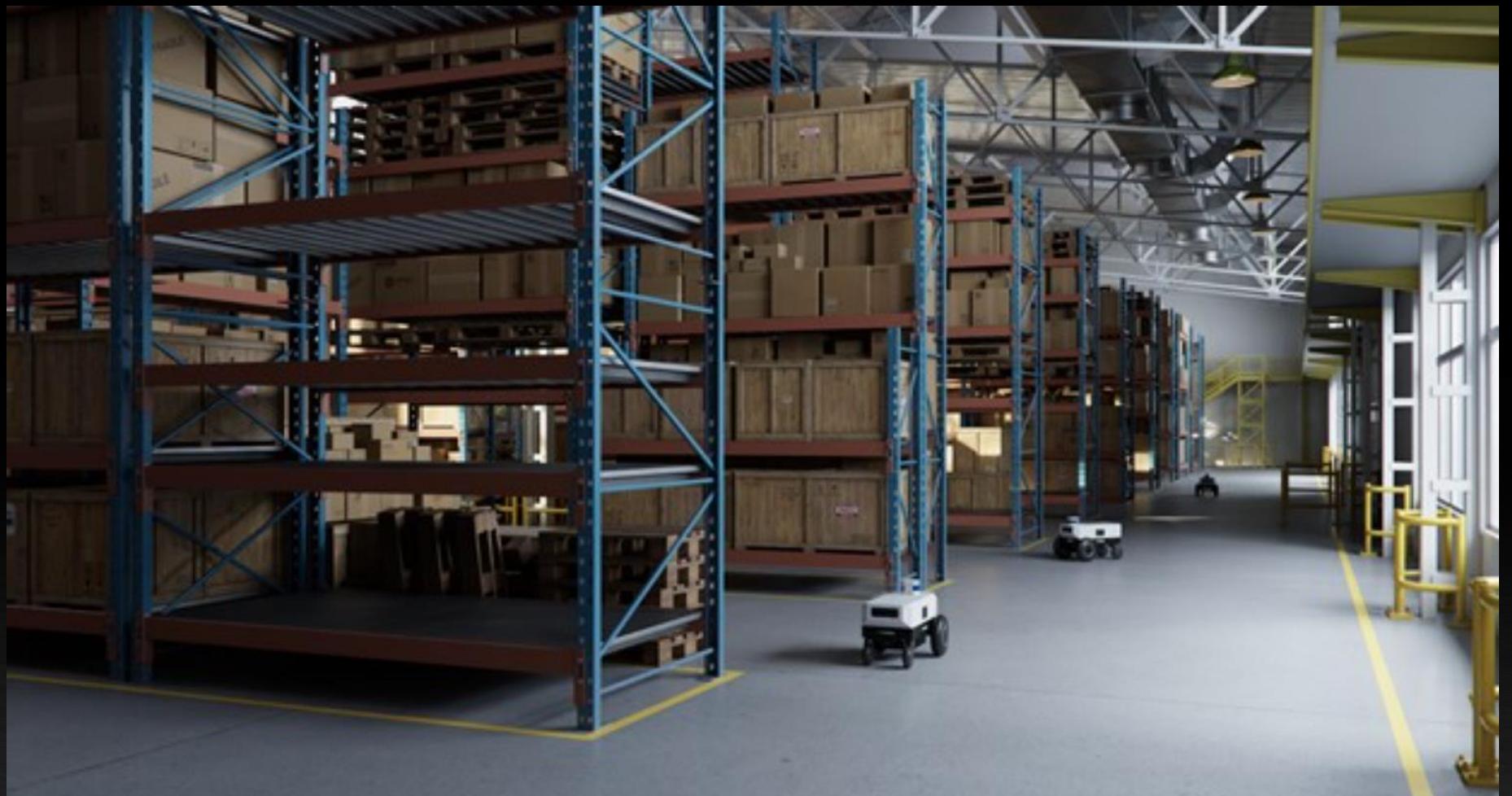
- ▶ Announced general availability of a free version of Omniverse for individuals
  - ▶ Omniverse allows creators with RTX GPUs to connect leading 3D design applications to a single scene and supercharge their work with AI and physics
- ▶ Announced early access to Nucleus Cloud, which adds one-click capability to collaborate with other artists, whether across the room or across the globe



# NVIDIA ISAAC AMR PLATFORM

Built for the \$9 Trillion Logistics Industry

- ▶ Announced the Isaac Autonomous Mobile Robot (AMR) platform for digital twin applications
- ▶ Using Omniverse, and securely orchestrated and cloud-delivered with Fleet Command, Isaac AMR optimizes operational efficiency and accelerates deployment of autonomous machines
- ▶ Isaac AMR consists of several NVIDIA AI technologies and SDKs:
  - ▶ NVIDIA DeepMap for high-accuracy maps
  - ▶ NVIDIA Metropolis for situational awareness
  - ▶ NVIDIA ReOpt for real-time route optimization





# NVIDIA OVERVIEW

# NVIDIA – A COMPUTING PLATFORM COMPANY



Headquarters: Santa Clara, CA  
Headcount: ~22,500

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 355 of the TOP500 supercomputers, and boasts 3.0 million developers.

# 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)

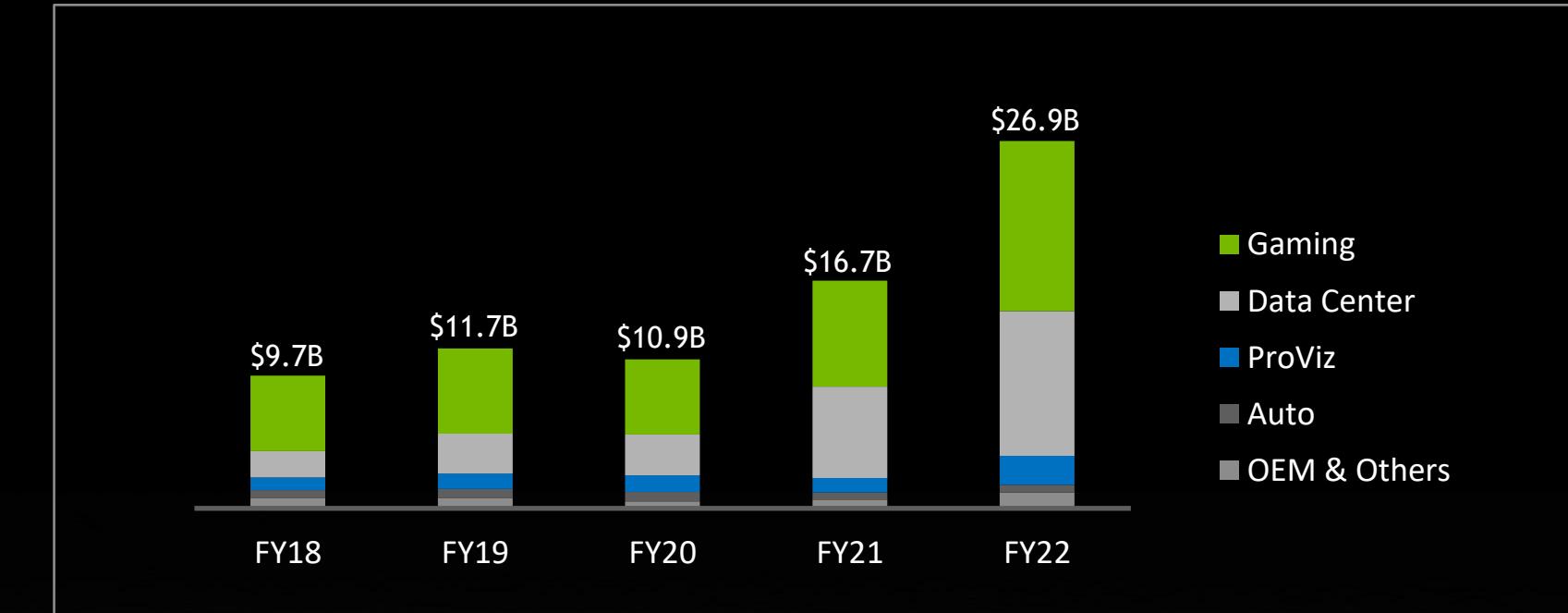
**2001:** Xbox win; fastest semiconductor company to reach \$1B in sales

**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

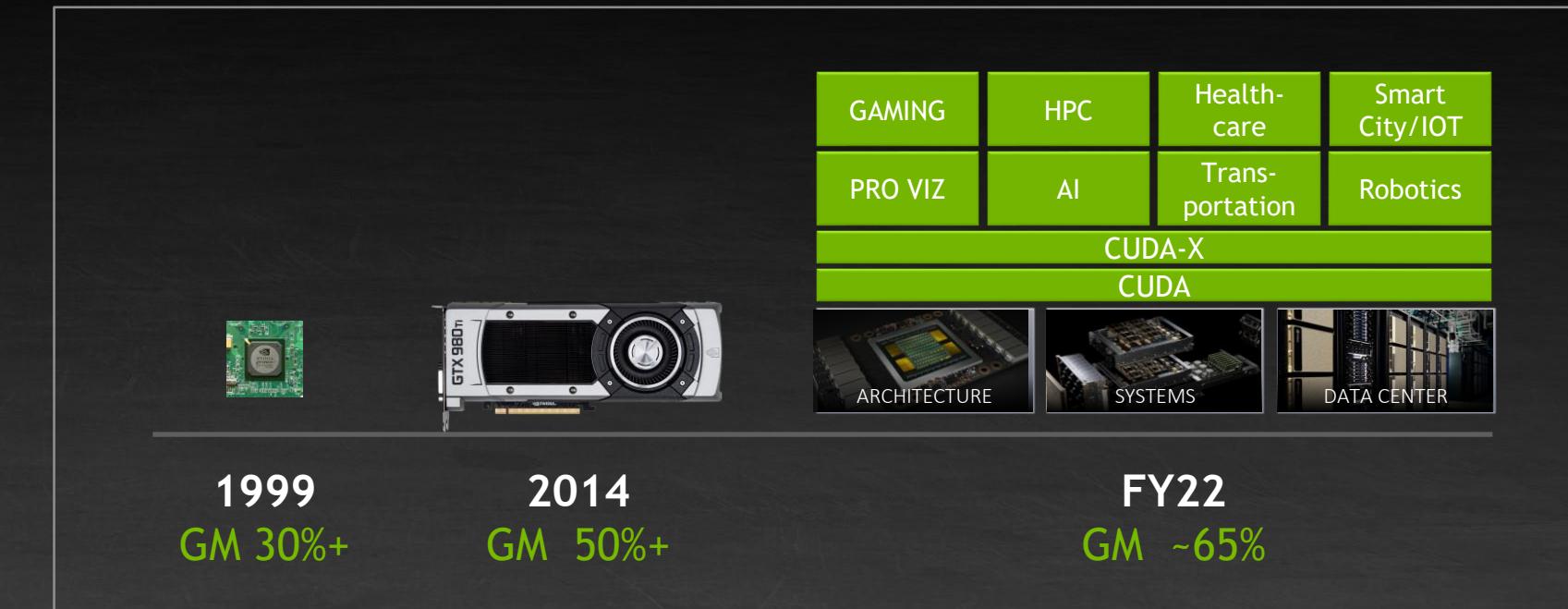
### REVENUE BY MARKET PLATFORM



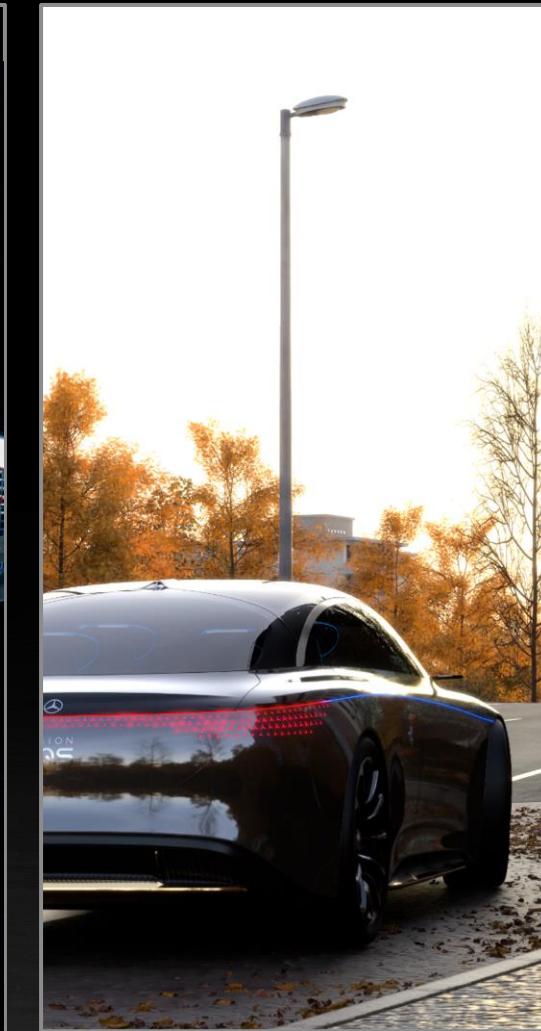
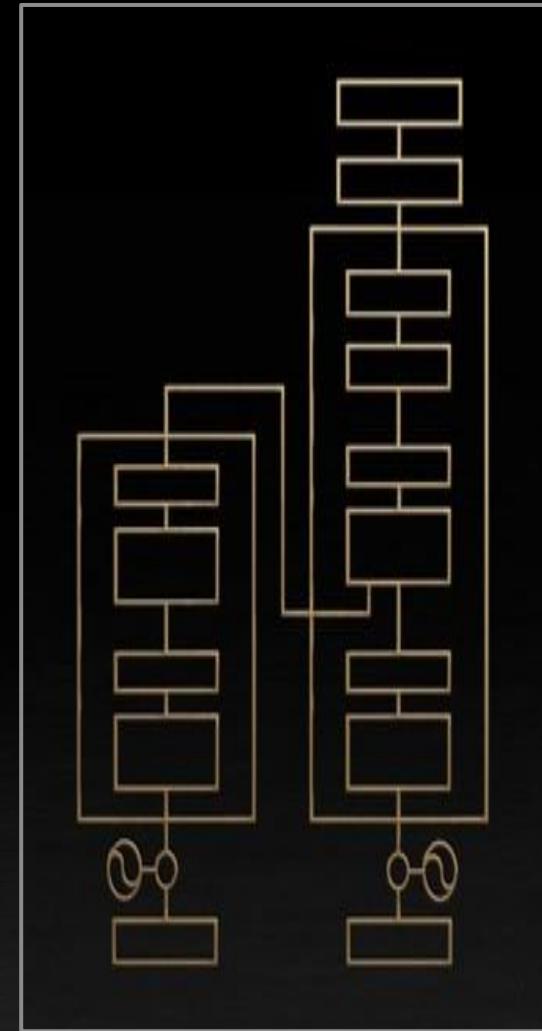
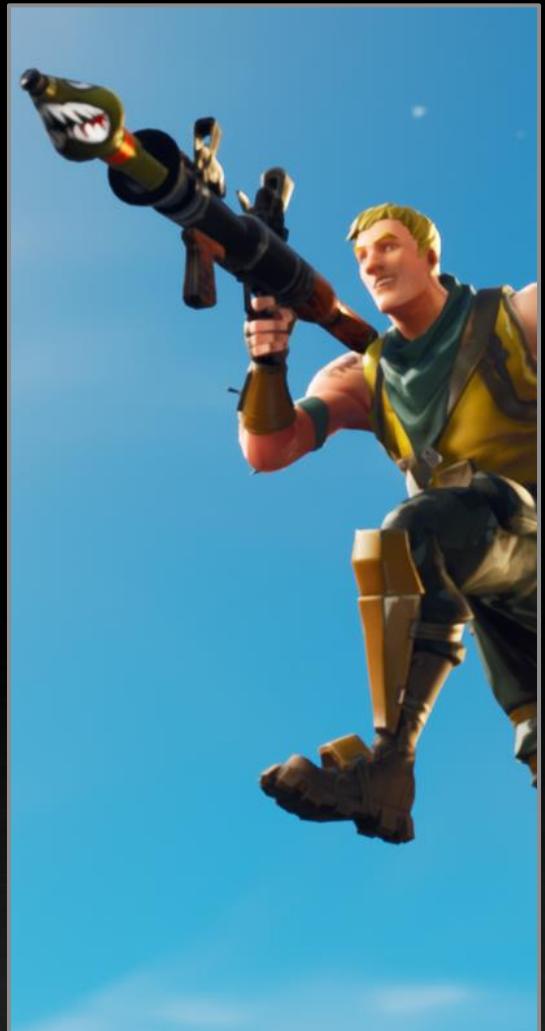
### RECOGNITIONS

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 Corporate Citizens**  
Dow Jones **Sustainability Index**

### FROM CHIP VENDOR TO COMPUTING PLATFORM



# TREMENDOUS MARKET FORCES DRIVING NVIDIA GROWTH



Gaming

Artificial Intelligence

Data Center

AI on 5G

Autonomous Systems

Omniverse

# OUR CORE BUSINESSES

**FY22 Revenue \$12.5B,  
5-year CAGR of 25%**

**Strong market position** and technology leadership

Compounded 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

**Gaming**  
46% of FY22 Rev

**FY22 Revenue of \$10.6B,  
5-year CAGR of 66%**

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

**Leader in Supercomputing** - in 8 of the top 10 and 342 of the TOP500

**Multiple secular growth drivers:** fast growing adoption of AI and graphics in every major industry; rising compute needs unmet by conventional approaches such as x86 CPUs; data-center scale computing

**Data Center**  
40% of FY22 Rev

**FY22 Revenue of \$2.1B,  
5-year CAGR of 20%**

**90%+ market share** in graphics for workstations

**Diversified end markets**, e.g. media & entertainment, architecture, engineering & construction, public sector

Strong software ecosystem

**Multiple secular growth drivers:** adoption of RTX, hybrid work environments and collaborative 3D design, AR/VR, AI and virtual world workloads, Omniverse Enterprise software

**Professional Visualization**  
8% of FY22 Rev

**FY22 Revenue of \$566M,  
5-year CAGR of 3%**

Historical revenue driven largely by infotainment

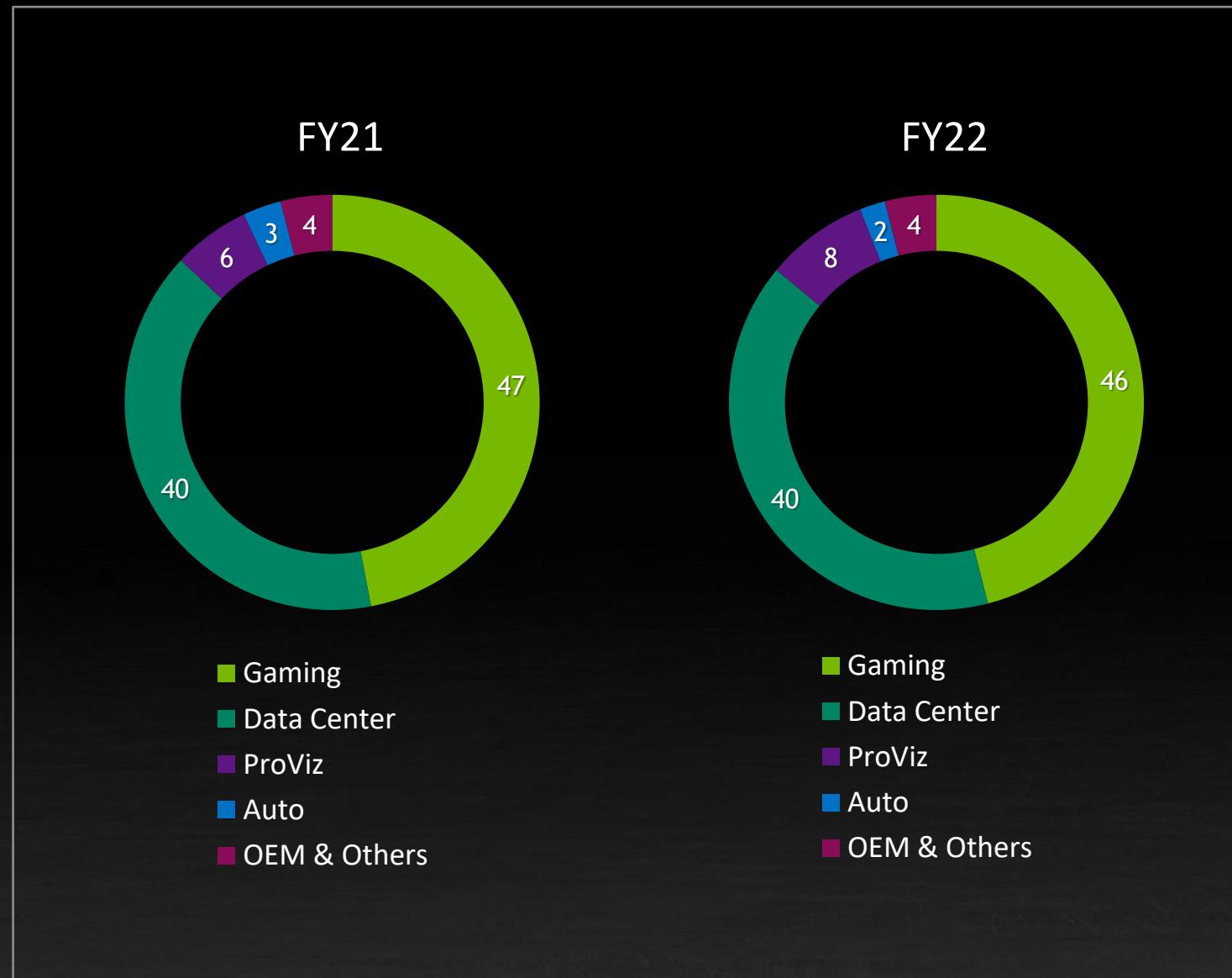
**Future growth largely driven by Autonomous Vehicles**, where NVIDIA offers a full hardware & software stack

Over \$8B design win pipeline

**Multiple secular growth drivers:** transition to self-driving, software-defined cars, with new software and services business models

**Automotive**  
2% of FY22 Rev

# STRONG, PROFITABLE GROWTH

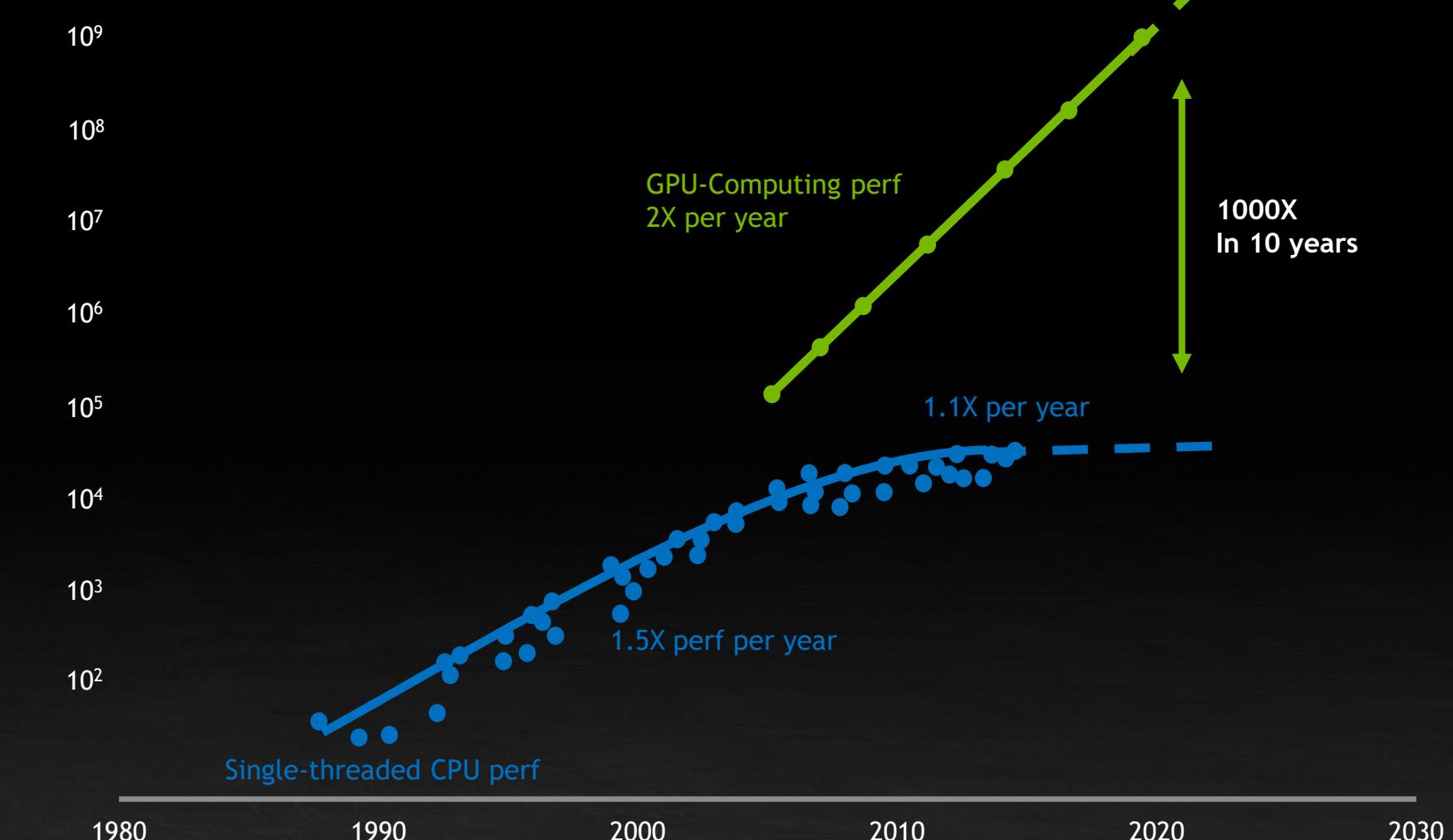


Refer to Appendix for reconciliation of Non-GAAP measures. Gross margin and operating margin are rounded to the nearest percent in the charts above.

# 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.
- ▶ Gaming, Pro Viz, High Performance Computing (HPC), AI, Cloud, Transportation, Healthcare, Robotics, and the Internet of Things (IOT).



# WORLD LEADER IN ACCELERATED COMPUTING

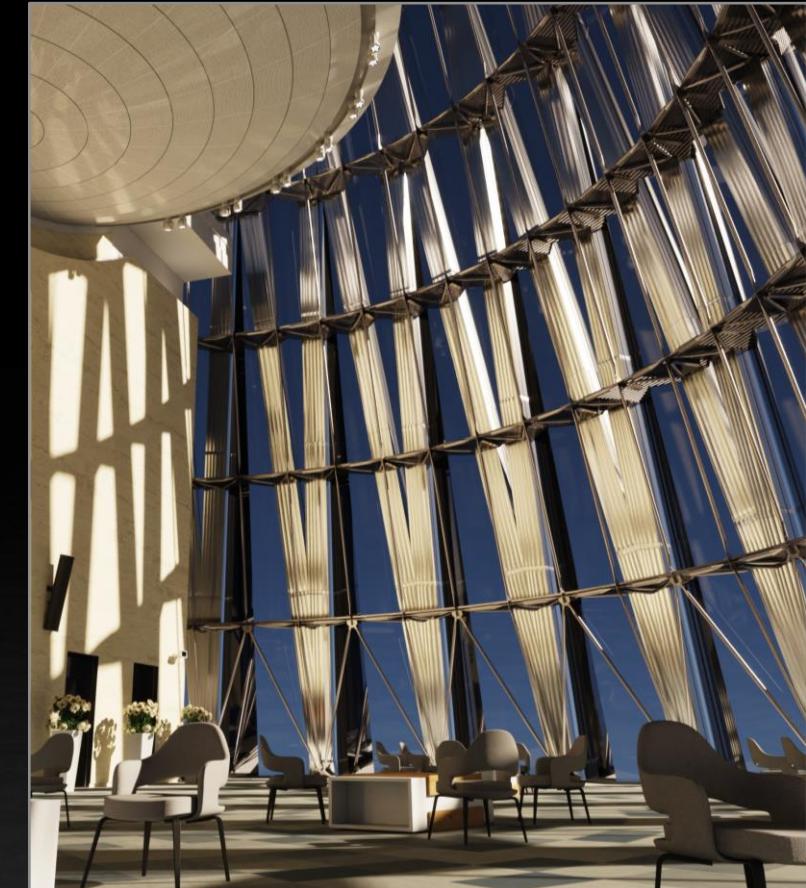
## Our Four Market Platforms & Key Brands



**Gaming**  
GeForce GPUs for PC Gamers



**Data Center**  
DGX/HGX/EGX for HPC/AI Compute  
NVIDIA Networking



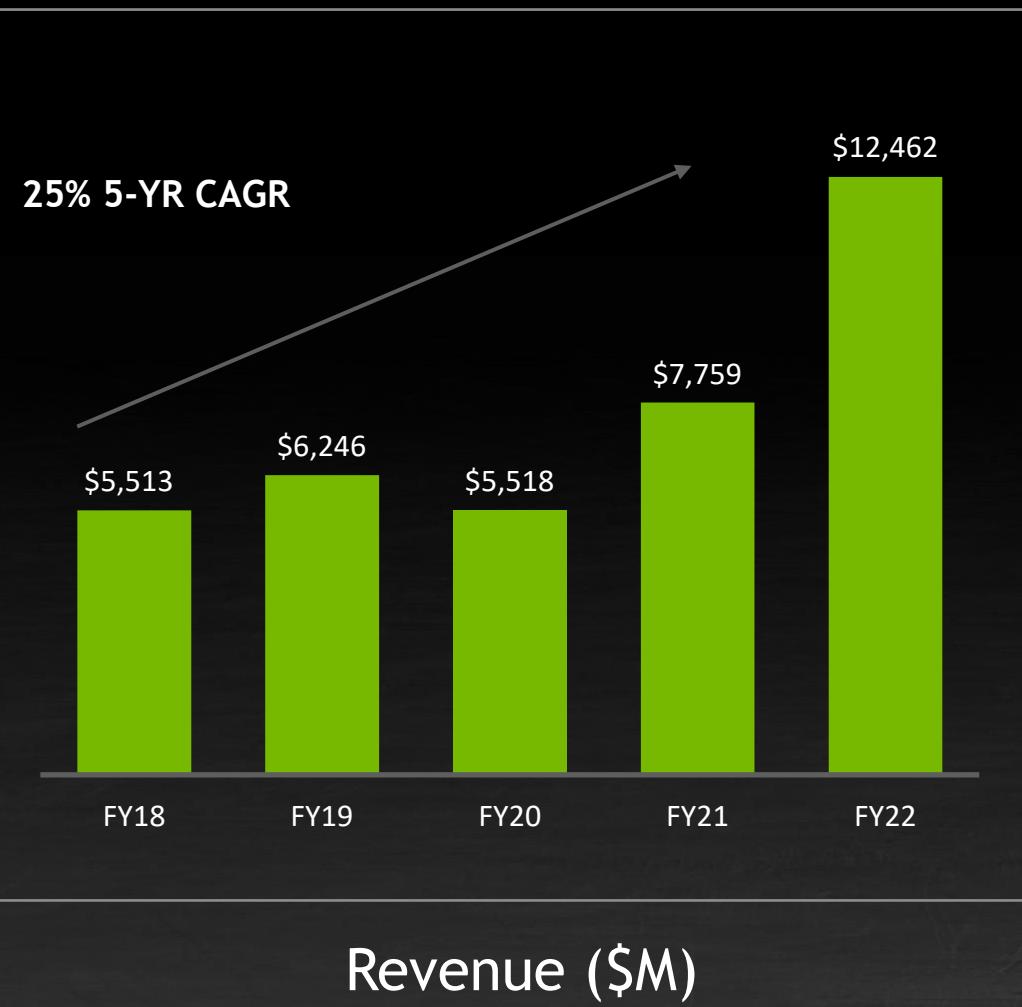
**Professional Visualization**  
Quadro/NVIDIA RTX  
for Workstations



**Auto**  
DRIVE for Autonomous Vehicles

# GAMING

GeForce – The World's Largest Gaming Platform



- ▶ #1 in PC gaming with more than 3X the revenue of the other major GPU vendor
- ▶ Expanding the market with gaming laptops and cloud gaming
- ▶ Powering the Nintendo Switch console

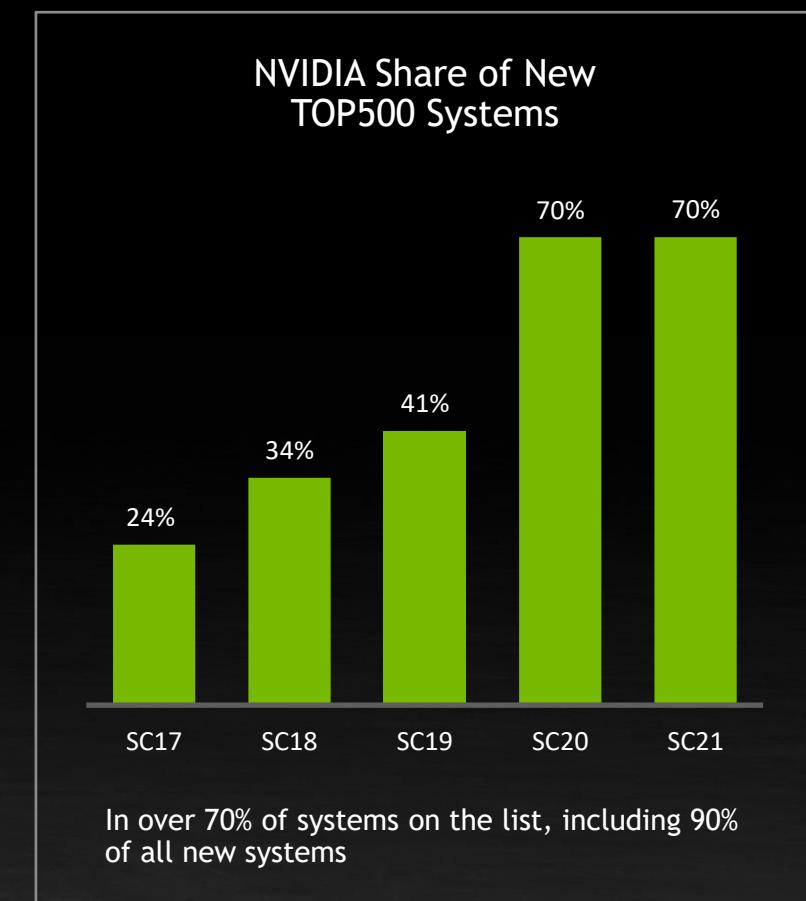
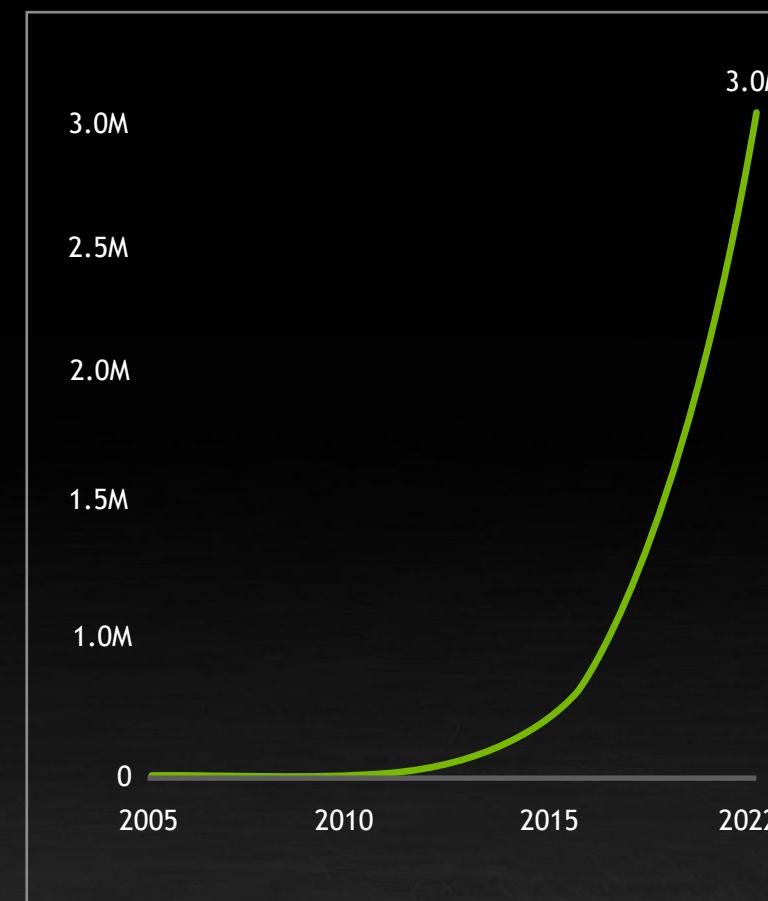
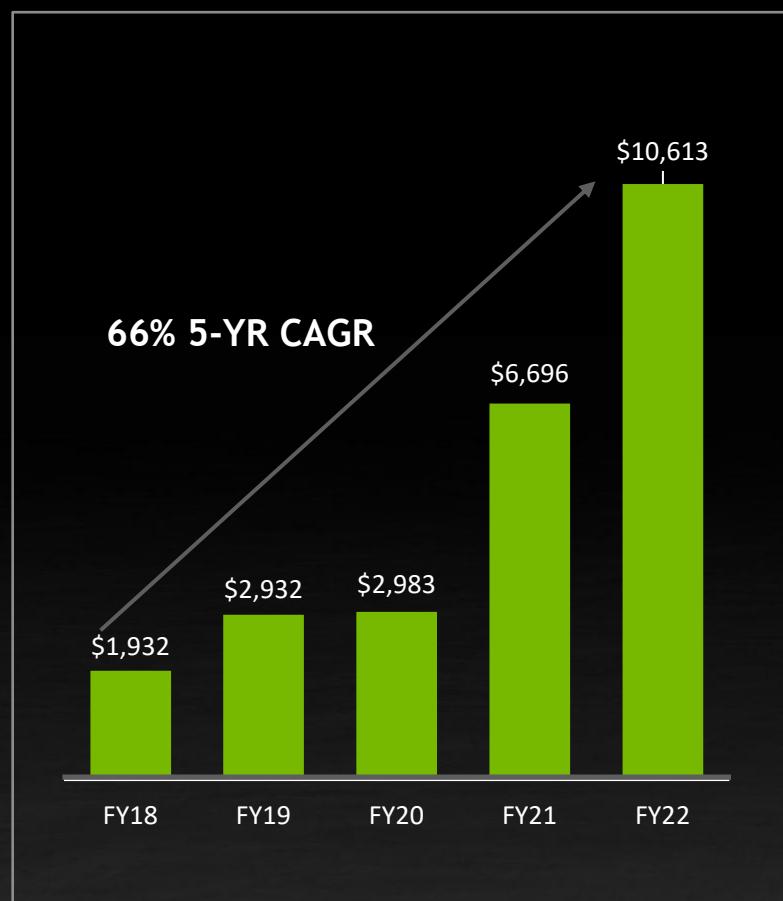
Highlights



200M+ Gamers on GeForce

# DATA CENTER

## High Performance Computing (HPC) and AI



Revenue (\$M)

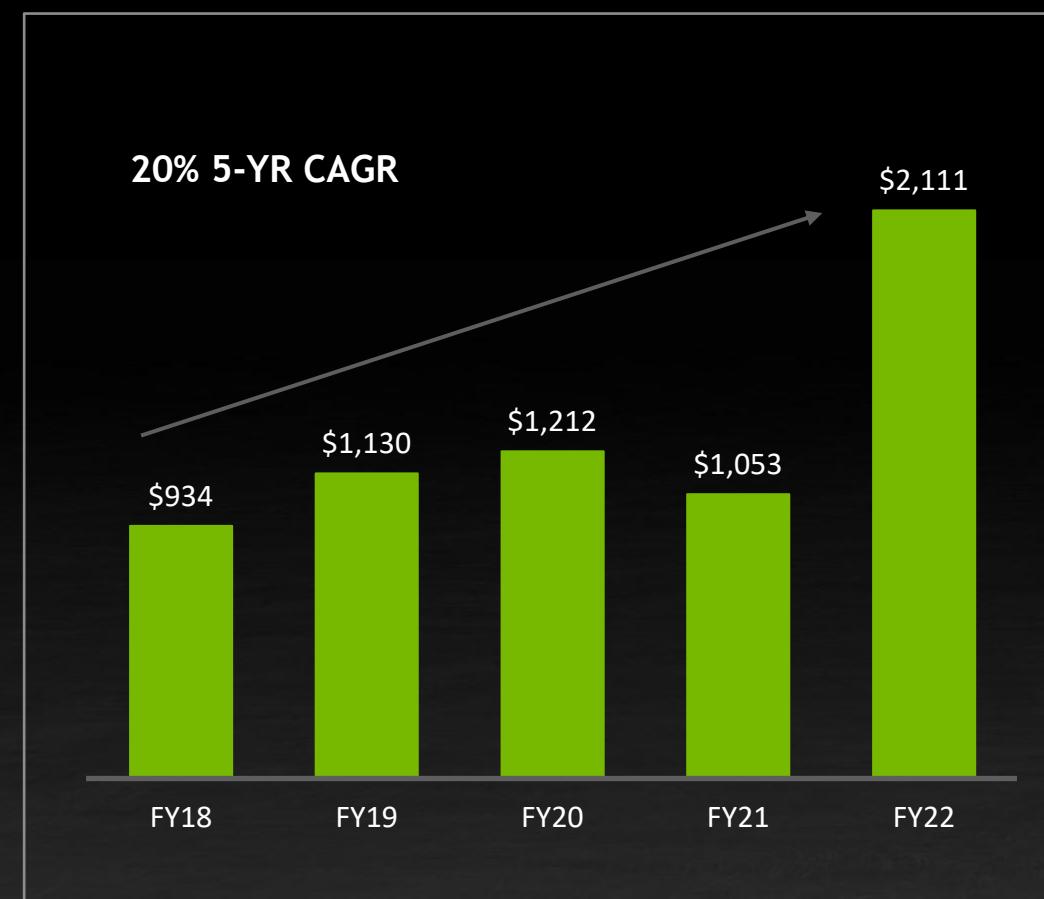
Registered NVIDIA Developers

Every Major Cloud Provider

90%+ Share of Accelerators  
in Supercomputing

# PROFESSIONAL VISUALIZATION

## Workstation Graphics



Revenue (\$M)



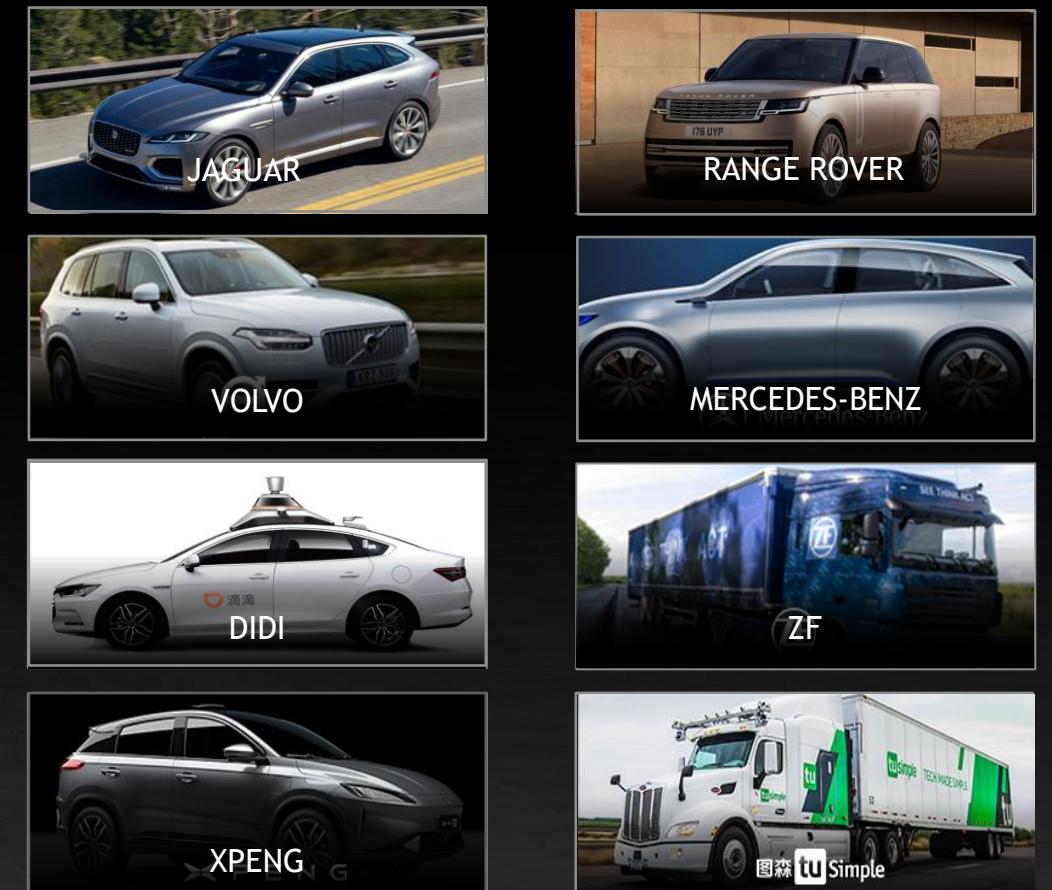
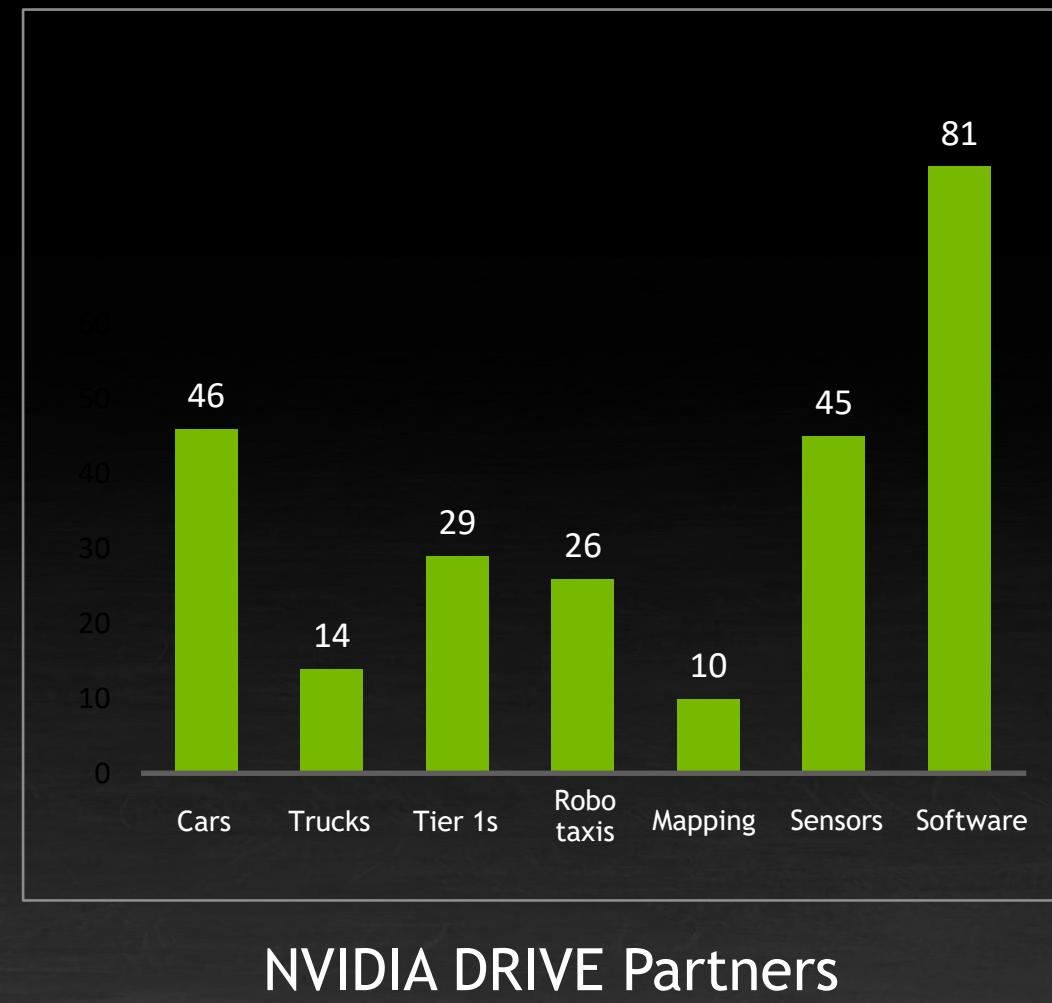
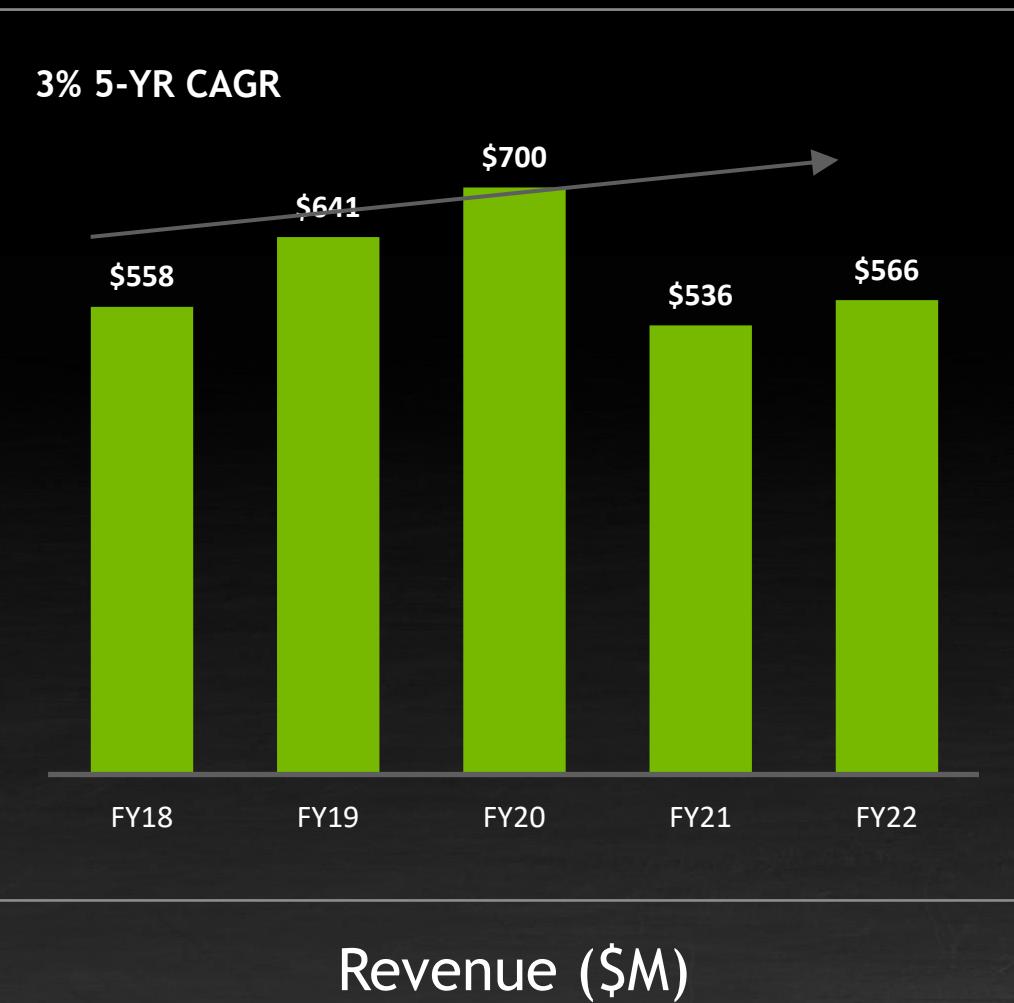
50+ Applications  
Unlocking New Markets



45M Designers and Creatives

# AUTO

## Infotainment and Autonomous Vehicles

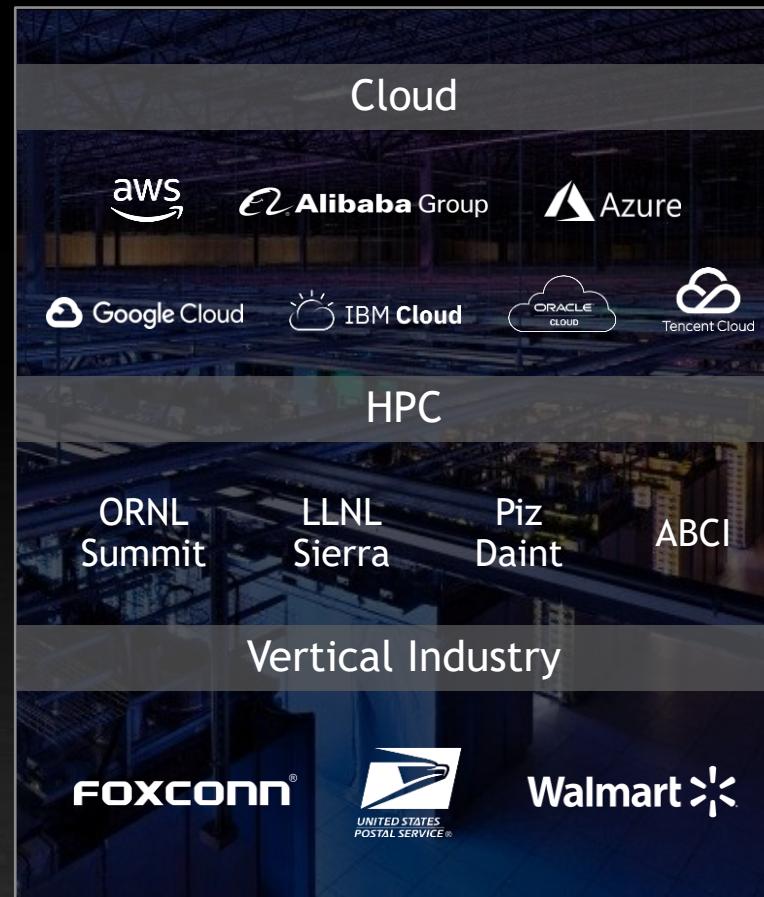


# LARGE AND DIVERSE CUSTOMER BASE

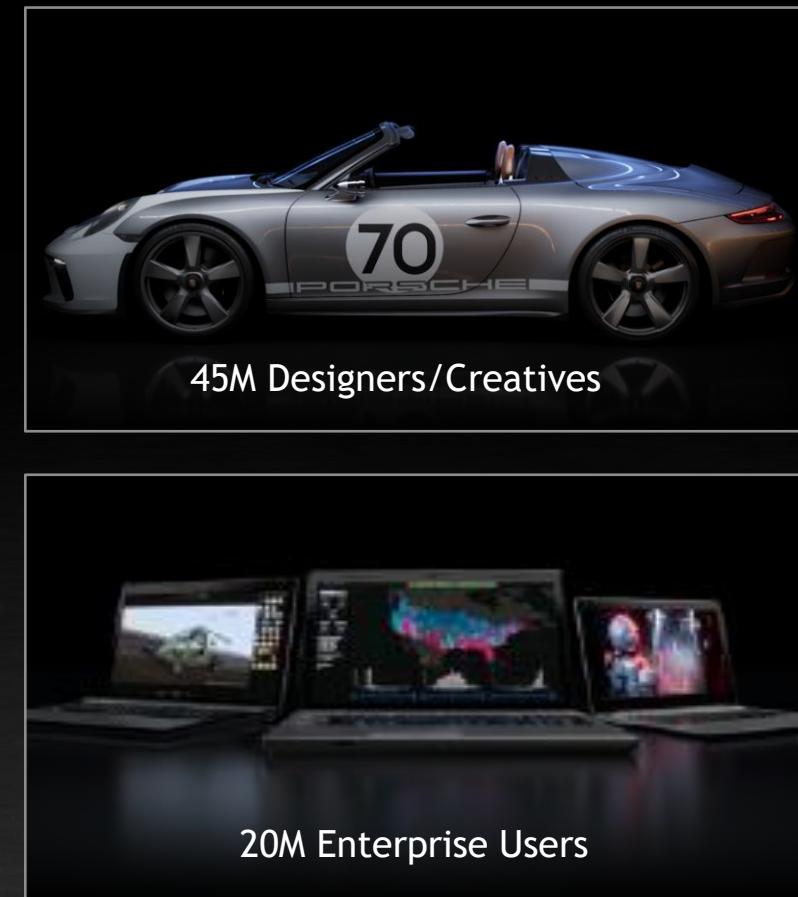
Reaching Hundreds of Millions of End Users Through Hundreds of Customers



Gaming



Data Center



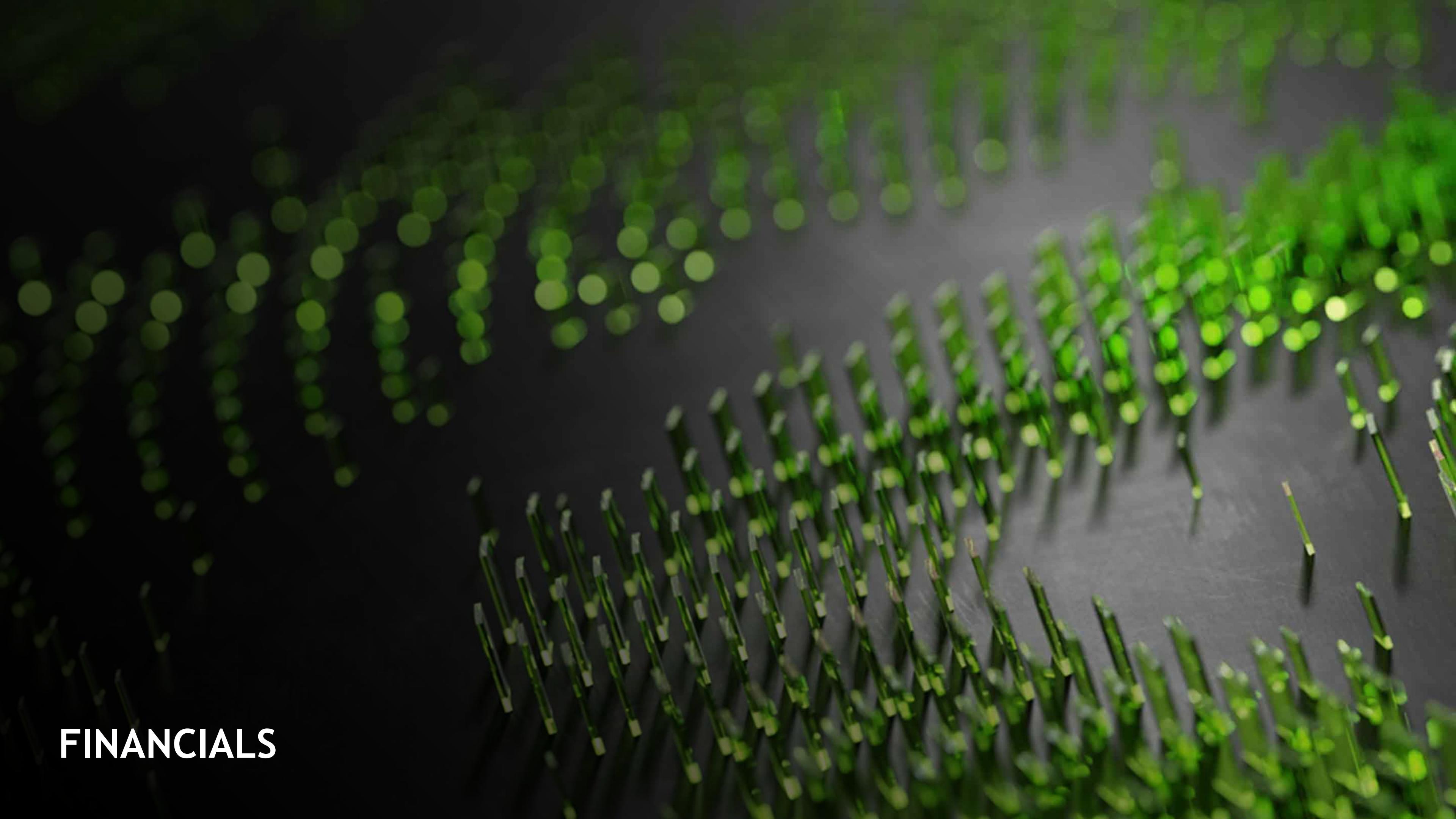
20M Enterprise Users

Pro Visualization



Auto

No customer Larger Than 10% of Total Revenue for the Last 2 Fiscal Years

The background of the slide features a close-up, low-angle shot of vibrant green grass blades. The grass is dense and fills the frame, with some blades in sharp focus in the foreground and others blurred into soft green circles in the background.

**FINANCIALS**

# ANNUAL CASH & CASH FLOW METRICS

## OPERATING INCOME (NON-GAAP)



## OPERATING CASH FLOW



## FREE CASH FLOW (NON-GAAP)



## CASH BALANCE



Cash balance is defined as cash and cash equivalents plus marketable securities



# COMMITMENT TO ESG

Building One of the World's Great Companies Through People, Innovation, and Energy Efficient Technology

## PEOPLE FIRST



“America’s Most Just Companies”

FORBES

“100 Best Companies to Work For”

FORTUNE

“Most Responsible Companies”

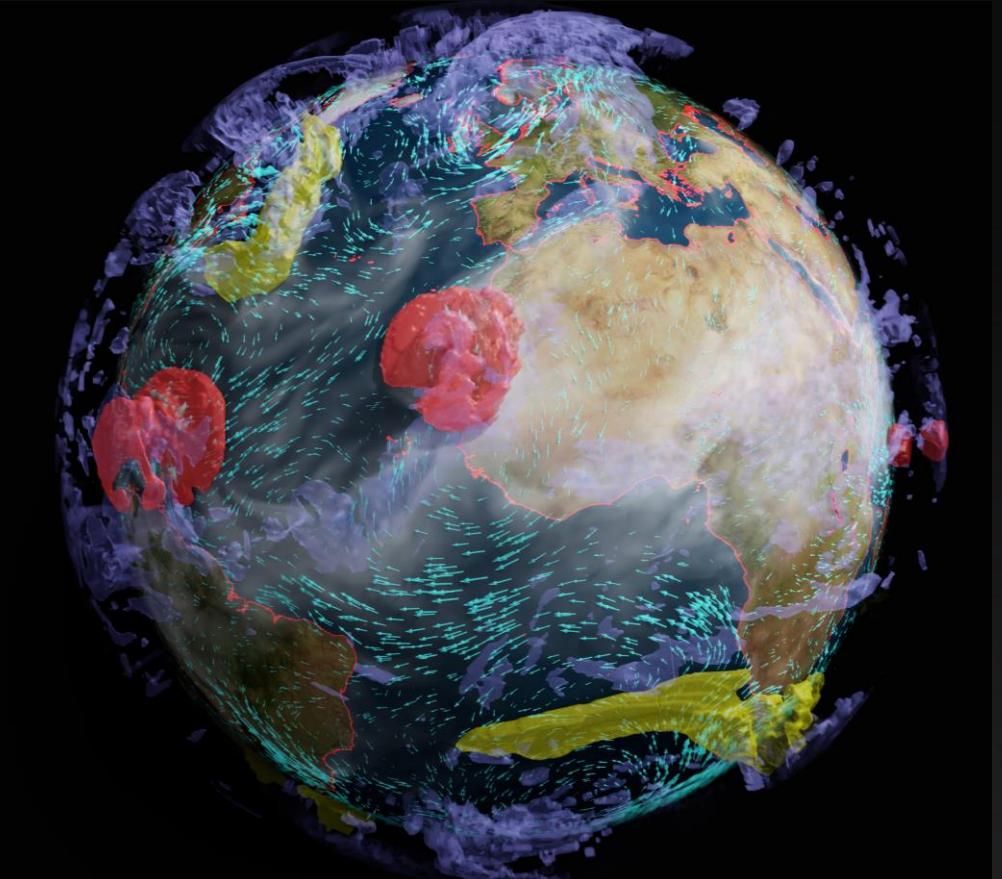
NEWSWEEK

“Best Places to Work for LGBT Equality”

HUMAN RIGHTS CAMPAIGN

## SOCIETAL INNOVATION

Computing technologies that improve lives and address global challenges.



## ENERGY AND SUSTAINABILITY

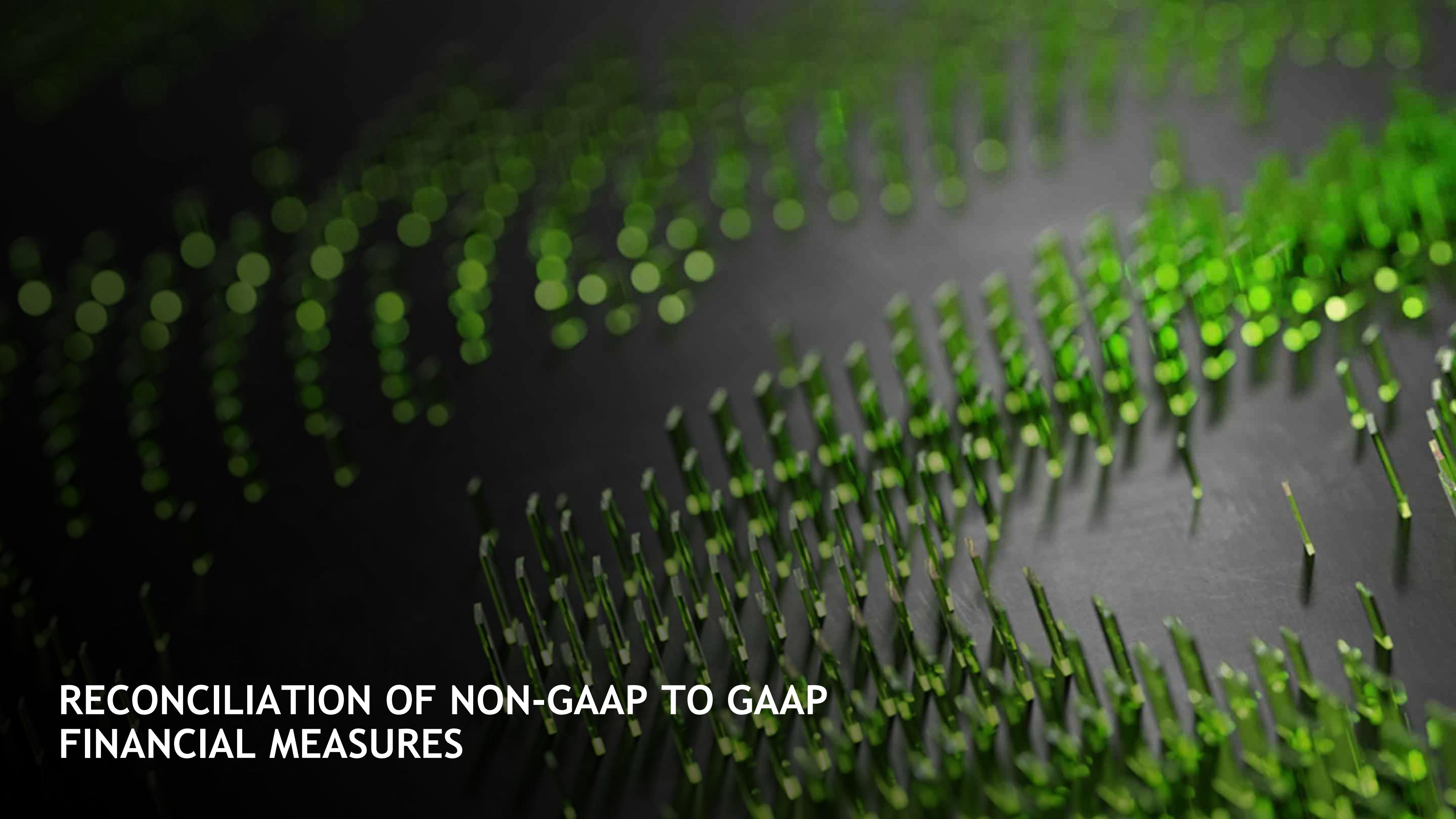


NVIDIA powers 23 of the 25 most energy efficient supercomputers  
*(as of Nov 2021)*

NVIDIA GPUs are up to 42 times more efficient than CPUs for AI workloads

100%

of our global electricity use from renewable energy by FY25



## RECONCILIATION OF NON-GAAP TO GAAP FINANCIAL MEASURES

# RECONCILIATION OF NON-GAAP TO GAAP FINANCIAL MEASURES

GROSS MARGIN	NON-GAAP	ACQUISITION-RELATED AND OTHER COSTS (A)	STOCK-BASED COMPENSATION (B)	IP-RELATED COSTS	GAAP
Q4 FY2021	65.5%	(1.9)	(0.5)	—	63.1%
Q1 FY2022	66.2%	(1.6)	(0.4)	(0.1)	64.1%
Q2 FY2022	66.7%	(1.3)	(0.5)	(0.1)	64.8%
Q3 FY2022	67.0%	(1.2)	(0.6)	—	65.2%
Q4 FY2022	67.0%	(1.1)	(0.5)	—	65.4%

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.)

GROSS MARGIN	NON-GAAP	ACQUISITION-RELATED AND OTHER COSTS (A)	STOCK-BASED COMPENSATION (B)	IP-RELATED COSTS	GAAP
FY 2018	60.2%	—	(0.3)	—	59.9%
FY 2019	61.7%	—	(0.2)	(0.3)	61.2%
FY 2020	62.5%	—	(0.4)	(0.1)	62.0%
FY 2021	65.6%	(2.6)	(0.5)	(0.2)	62.3%
FY 2022	66.8%	(1.4)	(0.5)	—	64.9%

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.)

OPERATING MARGIN (\$ IN MILLIONS & MARGIN PERCENTAGE)	NON-GAAP	ACQUISITION- RELATED AND OTHER COSTS (A)	STOCK-BASED COMPENSATION (B)	OTHER (C)	GAAP
FY 2018	\$3,617	(13)	(391)	(3)	\$3,210
	37.2%	(0.2)	(4.0)	—	33.0%
FY 2019	\$4,407	(2)	(557)	(44)	\$3,804
	37.6%	—	(4.7)	(0.4)	32.5%
FY 2020	\$3,735	(31)	(844)	(14)	\$2,846
	34.2%	(0.3)	(7.7)	(0.1)	26.1%
FY 2021	\$6,803	(836)	(1,397)	(38)	\$4,532
	40.8%	(5.0)	(8.4)	(0.2)	27.2%
FY 2022	\$12,690	(636)	(2,004)	(9)	\$10,041
	47.2%	(2.5)	(7.4)	—	37.3%

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.)

	NON-GAAP	ACQUISITION-RELATED AND OTHER COSTS (A)	STOCK-BASED COMPENSATION (B)	OTHER (C)	TAX IMPACT OF ADJUSTMENTS	DOMESTICATION TAX BENEFIT	FOREIGN TAX BENEFIT	GAAP
<b>Q4 FY2022</b>								
Operating income (\$ in million)	\$3,677	(156)	(551)	—	—	—	—	\$2,970
Net income (\$ in million)	\$3,350	(156)	(551)	(53)	330	(7)	90	\$3,003
Shares used in diluted per share calculation (millions)	2,545	—	—	—	—	—	—	2,545
Diluted EPS	\$1.32	—	—	—	—	—	—	\$1.18

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 net losses from non-affiliated investments.



## RECONCILIATION OF NON-GAAP TO GAAP FINANCIAL MEASURES (CONTD.)

(\$ IN MILLIONS)	FREE CASH FLOW	PURCHASES RELATED TO PROPERTY AND EQUIPMENT AND INTANGIBLE ASSETS	PRINCIPAL PAYMENTS ON PROPERTY AND EQUIPMENT	NET CASH PROVIDED BY OPERATING ACTIVITIES
FY 2018	\$2,909	593	—	\$3,502
FY 2019	\$3,143	600	—	\$3,743
FY 2020	\$4,272	489	—	\$4,761
FY 2021	\$4,677	1,128	17	\$5,822
FY 2022	\$8,049	976	83	\$9,108

# RECONCILIATION OF NON-GAAP TO GAAP FINANCIAL MEASURES

(\$ IN MILLIONS)	Q1 FY2023 OUTLOOK
Non-GAAP gross margin	67.0%
Impact of stock-based compensation expense and acquisition-related costs	(1.8%)
GAAP gross margin	65.2%
Non-GAAP operating expenses	\$1,600
Arm write-off cost	1,357
Stock-based compensation expense and acquisition-related costs	593
GAAP operating expenses	\$3,550



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