

| SUPERMICR | in Millions (except per share amounts) | ASC 605 | | | | | | | | ASC 606 | | | | | ASC 605 | | | ASC 606 |
|---|--|----------|----------|----------|----------|-----------|----------|----------|----------|----------|----------|----------|----------|------------|------------|------------|--------|---------|
| | | Q1'17 | Q2'17 | Q3'17 | Q4'17 | Q1'18 | Q2'18 | Q3'18 | Q4'18 | Q1'19 | Q2'19 | Q3'19 | Q4'19 | Q1'20 | FY17 | FY18 | FY19 | |
| | | Sep-16 | Dec-16 | Mar-17 | Jun-17 | Sep-17 | Dec-17 | Mar-18 | Jun-18 | Sep-18 | Dec-18 | Mar-19 | Jun-19 | Sep-19 | Jun-17 | Jun-18 | Jun-19 | |
| Consolidated Statement of Operations | | | | | | | | | | | | | | | | | | |
| Net Sales | \$ 528.8 | \$ 663.2 | \$ 614.8 | \$ 678.2 | \$ 716.7 | \$ 827.0 | \$ 835.1 | \$ 981.7 | \$ 971.1 | \$ 931.5 | \$ 743.5 | \$ 854.2 | \$ 799.8 | \$ 2,484.9 | \$ 3,360.5 | \$ 3,500.4 | | |
| Cost of sales | 446.2 | 567.1 | 529.5 | 592.2 | 630.7 | 721.3 | 729.2 | 849.3 | 847.9 | 803.6 | 631.2 | 722.2 | 668.9 | 2,135.0 | 2,930.5 | 3,004.8 | | |
| Gross profit | 82.6 | 96.1 | 85.3 | 85.9 | 86.1 | 105.7 | 105.9 | 132.3 | 123.2 | 127.9 | 112.3 | 132.0 | 130.9 | 350.0 | 430.0 | 495.5 | | |
| Operating expenses: | | | | | | | | | | | | | | | | | | |
| Research and development | 34.2 | 35.5 | 36.0 | 38.4 | 40.7 | 39.5 | 42.3 | 42.6 | 43.0 | 45.9 | 44.8 | 46.2 | 49.6 | 144.0 | 165.1 | 179.9 | | |
| Sales and marketing | 15.2 | 16.8 | 16.2 | 18.3 | 16.8 | 18.0 | 18.9 | 17.9 | 18.3 | 19.7 | 18.5 | 20.7 | 20.2 | 66.4 | 71.6 | 77.2 | | |
| General and administrative | 10.8 | 10.4 | 11.5 | 11.9 | 19.3 | 25.5 | 23.6 | 30.3 | 33.5 | 36.6 | 36.2 | 35.0 | 28.3 | 44.6 | 98.6 | 141.2 | | |
| Total operating expenses | 60.1 | 62.6 | 63.8 | 68.5 | 76.7 | 83.0 | 84.7 | 90.8 | 94.7 | 102.2 | 99.5 | 101.9 | 98.1 | 255.1 | 335.3 | 398.3 | | |
| Income from operations | 22.4 | 33.5 | 21.5 | 17.4 | 9.3 | 22.7 | 21.2 | 41.5 | 28.5 | 25.7 | 12.9 | 30.1 | 32.9 | 94.9 | 94.7 | 97.2 | | |
| Other income (expense), net | (0.4) | 0.7 | (1.5) | 0.3 | (0.8) | (0.4) | (0.4) | 0.8 | 0.2 | 0.6 | (0.1) | (1.7) | 1.6 | (1.0) | (0.8) | (1.0) | | |
| Interest expense | (0.3) | (0.5) | (0.6) | (0.9) | (1.1) | (1.1) | (1.3) | (2.2) | (2.4) | (1.8) | (1.3) | (1.2) | (0.6) | (2.3) | (5.7) | (6.7) | | |
| Income before income tax provision | 21.6 | 33.7 | 19.5 | 16.8 | 7.4 | 21.2 | 19.5 | 40.1 | 26.3 | 24.5 | 11.5 | 27.2 | 33.9 | 91.6 | 88.2 | 89.5 | | |
| Income tax provision | (6.3) | (10.8) | (4.0) | (3.3) | (0.7) | (20.8) | (4.2) | (12.7) | (5.5) | (4.5) | (0.5) | (4.3) | (8.6) | (24.4) | (38.4) | (14.9) | | |
| Share of loss from equity investee, net of taxes | - | - | (0.1) | (0.2) | (0.6) | (1.2) | (0.7) | (1.1) | (1.4) | (1.8) | (0.4) | 0.9 | 1.0 | (0.3) | (3.6) | (2.7) | | |
| Net income | \$ 15.4 | \$ 22.9 | \$ 15.4 | \$ 13.3 | \$ 6.1 | \$ (0.8) | \$ 14.6 | \$ 26.3 | \$ 19.3 | \$ 18.2 | \$ 10.6 | \$ 23.7 | \$ 26.3 | 66.9 | 46.2 | 71.9 | | |
| Net income per common share: | | | | | | | | | | | | | | | | | | |
| Basic EPS (in dollars per share) | \$ 0.32 | \$ 0.48 | \$ 0.32 | \$ 0.27 | \$ 0.12 | \$ (0.02) | \$ 0.30 | \$ 0.53 | \$ 0.39 | \$ 0.37 | \$ 0.21 | \$ 0.47 | \$ 0.52 | \$ 1.38 | \$ 0.94 | \$ 1.44 | | |
| Diluted EPS (in dollars per share) | \$ 0.30 | \$ 0.44 | \$ 0.30 | \$ 0.26 | \$ 0.12 | \$ (0.02) | \$ 0.28 | \$ 0.50 | \$ 0.37 | \$ 0.36 | \$ 0.21 | \$ 0.46 | \$ 0.51 | \$ 1.29 | \$ 0.89 | \$ 1.39 | | |
| Weighted-average shares used in calculation of net income per common share: | | | | | | | | | | | | | | | | | | |
| Basic (in shares) | 48.2 | 48.1 | 48.4 | 48.8 | 49.1 | 49.3 | 49.4 | 49.5 | 49.7 | 49.8 | 50.0 | 50.1 | 50.3 | 48.4 | 49.3 | 49.9 | | |
| Diluted (in shares) | 51.1 | 51.5 | 51.9 | 51.9 | 52.4 | 49.3 | 51.7 | 52.2 | 52.2 | 50.8 | 51.6 | 52.0 | 51.7 | 51.7 | 52.2 | 51.7 | | |

Supermicro's non-GAAP measures are not in accordance with, or an alternative for, generally accepted accounting principles and may be different from non-GAAP measures used by other companies. In addition, the above non-GAAP Consolidated Statements of Operations are not based on a comprehensive set of accounting rules or principles.



| In Millions (except per share amounts) | ASC 605 | | | | | | | | ASC 606 | | | | |
|--|----------|----------|----------|----------|----------|-----------|----------|----------|----------|----------|----------|----------|----------|
| | Q1'17 | Q2'17 | Q3'17 | Q4'17 | Q1'18 | Q2'18 | Q3'18 | Q4'18 | Q1'19 | Q2'19 | Q3'19 | Q4'19 | Q1'20 |
| | Sep-16 | Dec-16 | Mar-17 | Jun-17 | Sep-17 | Dec-17 | Mar-18 | Jun-18 | Sep-18 | Dec-18 | Mar-19 | Jun-19 | Sep-19 |
| Consolidated Statement of Operations | | | | | | | | | | | | | |
| Net Sales | \$ 528.8 | \$ 663.2 | \$ 614.8 | \$ 678.2 | \$ 716.7 | \$ 827.0 | \$ 835.1 | \$ 981.7 | \$ 971.1 | \$ 931.5 | \$ 743.5 | \$ 854.2 | \$ 799.8 |
| GAAP GROSS PROFIT | \$ 82.6 | \$ 96.1 | \$ 85.3 | \$ 85.9 | \$ 86.1 | \$ 105.7 | \$ 105.9 | \$ 132.3 | \$ 123.2 | \$ 127.9 | \$ 112.3 | \$ 132.0 | \$ 130.9 |
| Add back stock-based compensation | 0.3 | 0.3 | 0.4 | 0.4 | 0.5 | 0.5 | 0.4 | 0.5 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 |
| Add back accelerated building depreciation expense | - | - | - | - | - | - | - | 2.6 | - | - | - | - | - |
| Non-GAAP GROSS PROFIT | \$ 82.9 | \$ 96.5 | \$ 85.7 | \$ 86.3 | \$ 86.5 | \$ 106.2 | \$ 106.4 | \$ 135.4 | \$ 123.7 | \$ 128.4 | \$ 112.7 | \$ 132.4 | \$ 131.3 |
| GAAP GROSS MARGIN | 15.6% | 14.5% | 13.9% | 12.7% | 12.0% | 12.8% | 12.7% | 13.5% | 12.7% | 13.7% | 15.1% | 15.5% | 16.4% |
| Add back stock-based compensation | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.0% | 0.0% | 0.0% | 0.1% | 0.0% | 0.0% |
| Add back accelerated building depreciation expense | - | - | - | - | - | - | - | 0.3% | - | - | - | - | - |
| Non-GAAP GROSS MARGIN | 15.7% | 14.5% | 13.9% | 12.7% | 12.1% | 12.8% | 12.7% | 13.8% | 12.7% | 13.8% | 15.2% | 15.5% | 16.4% |
| GAAP INCOME FROM OPERATIONS | \$ 22.4 | \$ 33.5 | \$ 21.5 | \$ 17.4 | \$ 9.3 | \$ 22.7 | \$ 21.2 | \$ 41.5 | \$ 28.5 | \$ 25.7 | \$ 12.9 | \$ 30.1 | \$ 32.9 |
| Add back stock-based compensation | 4.6 | 4.8 | 5.0 | 5.2 | 6.1 | 6.5 | 6.1 | 6.0 | 5.9 | 5.2 | 5.0 | 5.1 | 5.1 |
| Add back accelerated building depreciation expense | - | - | - | - | - | - | - | 2.6 | - | - | - | - | - |
| Add back Audit Committee investigation and review and other non-recurring expense | - | - | - | - | 4.1 | 10.5 | 9.8 | 15.1 | 16.0 | 16.4 | 14.1 | 10.4 | 7.7 |
| Non-GAAP INCOME FROM OPERATIONS | \$ 27.1 | \$ 38.3 | \$ 26.5 | \$ 22.6 | \$ 19.5 | \$ 39.7 | \$ 37.1 | \$ 65.3 | \$ 50.4 | \$ 47.4 | \$ 32.0 | \$ 45.6 | \$ 45.6 |
| GAAP NET INCOME | \$ 15.4 | \$ 22.9 | \$ 15.4 | \$ 13.3 | \$ 6.1 | \$ (0.8) | \$ 14.6 | \$ 26.3 | \$ 19.3 | \$ 18.2 | \$ 10.6 | \$ 23.7 | \$ 26.3 |
| Add back stock-based compensation | 4.6 | 4.8 | 5.0 | 5.2 | 6.1 | 6.5 | 6.1 | 6.0 | 5.9 | 5.2 | 5.0 | 5.1 | 5.1 |
| Add back accelerated building depreciation expense | - | - | - | - | - | - | - | 2.6 | - | - | - | - | - |
| Add back Audit Committee investigation and review and other non-recurring expense | - | - | - | - | 4.1 | 10.5 | 9.8 | 15.1 | 16.0 | 16.4 | 14.1 | 10.4 | 7.7 |
| Add back impairments to equity investments | - | - | - | - | - | - | - | - | - | - | 0.7 | 2.0 | - |
| Add back impacts of the Tax Cuts and Jobs Act of 2017 | - | - | - | - | - | 15.8 | - | - | - | - | - | - | - |
| Less adjustments to tax provision* | (1.7) | (1.8) | (1.9) | (1.9) | (3.0) | (5.1) | (4.8) | (7.1) | (5.2) | (5.1) | (4.7) | (4.1) | (3.1) |
| Non-GAAP NET INCOME* | \$ 18.3 | \$ 25.9 | \$ 18.5 | \$ 16.6 | \$ 13.2 | \$ 26.9 | \$ 25.7 | \$ 42.9 | \$ 36.1 | \$ 34.7 | \$ 25.7 | \$ 37.0 | \$ 36.0 |
| GAAP NET INCOME PER COMMON SHARE – DILUTED | \$ 0.30 | \$ 0.44 | \$ 0.30 | \$ 0.26 | \$ 0.12 | \$ (0.02) | \$ 0.28 | \$ 0.50 | \$ 0.37 | \$ 0.36 | \$ 0.21 | \$ 0.46 | \$ 0.51 |
| Add back stock-based compensation, accelerated building depreciation expense, Audit Committee investigation and review and other non-recurring expense, impairments to equity investments, impacts of the Tax Cuts and Jobs Act of 2017, net of adjustments to the tax provision | 0.05 | 0.05 | 0.05 | 0.06 | 0.13 | 0.52 | 0.20 | 0.30 | 0.30 | 0.30 | 0.28 | 0.24 | 0.17 |
| Non-GAAP NET INCOME PER COMMON SHARE – DILUTED* | \$ 0.35 | \$ 0.49 | \$ 0.35 | \$ 0.31 | \$ 0.25 | \$ 0.50 | \$ 0.48 | \$ 0.80 | \$ 0.67 | \$ 0.66 | \$ 0.49 | \$ 0.69 | \$ 0.68 |
| WEIGHTED-AVERAGE SHARES USED IN COMPUTING NET INCOME PER COMMON SHARE | | | | | | | | | | | | | |
| DILUTED – GAAP | 51.1 | 51.5 | 51.9 | 51.9 | 52.4 | 49.3 | 51.7 | 52.2 | 52.2 | 50.8 | 51.6 | 52.0 | 51.7 |
| DILUTED - Non-GAAP* | 52.2 | 52.6 | 53.0 | 53.0 | 53.6 | 53.3 | 53.1 | 53.6 | 53.6 | 52.4 | 53.0 | 53.4 | 53.3 |

| ASC 605 | | ASC 606 |
|------------|------------|------------|
| FY17 | FY18 | FY19 |
| Jun-18 | Jun-18 | Jun-19 |
| \$ 2,484.9 | \$ 3,360.5 | \$ 3,500.4 |
| \$ 350.0 | \$ 430.0 | \$ 495.5 |
| 1.4 | 1.8 | 1.7 |
| - | 2.6 | - |
| \$ 351.3 | \$ 434.4 | \$ 497.2 |
| 14.1% | 12.8% | 14.2% |
| 0.1% | 0.1% | 0.0% |
| 14.1% | 12.9% | 14.2% |
| \$ 94.9 | \$ 94.7 | \$ 97.2 |
| 19.7 | 24.7 | 21.2 |
| - | 2.6 | - |
| - | 39.6 | 56.9 |
| \$ 114.5 | \$ 161.5 | \$ 175.3 |
| \$ 66.9 | \$ 46.2 | \$ 71.9 |
| 19.7 | 24.7 | 21.2 |
| - | 2.6 | - |
| - | 39.6 | 56.9 |
| - | - | 2.7 |
| - | 15.8 | - |
| (7.3) | (20.0) | (19.1) |
| \$ 79.2 | \$ 108.7 | \$ 133.6 |
| \$ 1.29 | \$ 0.89 | \$ 1.39 |
| 0.21 | 1.15 | 1.13 |
| \$ 1.50 | \$ 2.04 | \$ 2.52 |
| 51.7 | 52.2 | 51.7 |
| 52.7 | 53.4 | 53.1 |

Use of Non-GAAP Financial Measures

Non-GAAP gross profit, gross margin, income from operations, net income and fully diluted earnings per share discussed in this table exclude as applicable stock-based compensation expense, audit committee investigation and review and other non-recurring expense, impairments to equity investments, impacts of the Tax Cuts and Jobs Act of 2017, and the related tax effect of the applicable items. 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. Pursuant to the requirements of SEC Regulation G, the reconciliation between the Company's GAAP and non-GAAP measures appear in the above table.

Supernico's non-GAAP measures are not in accordance with, or an alternative for, generally accepted accounting principles and may be different from non-GAAP measures used by other companies. In addition, the above non-GAAP Consolidated Statements of Operations are not based on a comprehensive set of accounting rules or principles.

*Non-GAAP Net Income and EPS for historical periods have changed slightly since last published on 12/20/19 due to changes in non-GAAP adjustments to taxes and diluted share count.