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FISCAL 4Q 2017 RESULTS

AUGUST 3rd, 2017

SAFE HARBOR STATEMENT

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements may relate, among other things, to our expected financial and operating results, our ability to build and grow Supermicro, the benefit of our products and our ability to achieve our goals, plans and objectives.

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. These include, but are not limited to: our dependence on continued growth in the markets for X86 based servers, blade servers and embedded applications, increased competition, difficulties of predicting timing of new product introductions, customer acceptance of new products, poor product sales, difficulties in establishing and maintaining successful relationships with our distributors and vendors, shortages or price fluctuations in our supply chain, our ability to protect our intellectual property rights, our ability to control the rate of expansion domestically and internationally, difficulty managing rapid growth and general political, economic and market conditions and events.

For a further list and description of risks and uncertainties, see the reports filed by Supermicro with the Securities and Exchange Commission. Supermicro disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Supplemental information, condensed balance sheets and statements of operations follow. All monetary amounts are stated in U.S. dollars.

ROAD TO SUPERMICRO 3.0

- **Tasks**

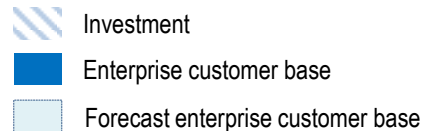
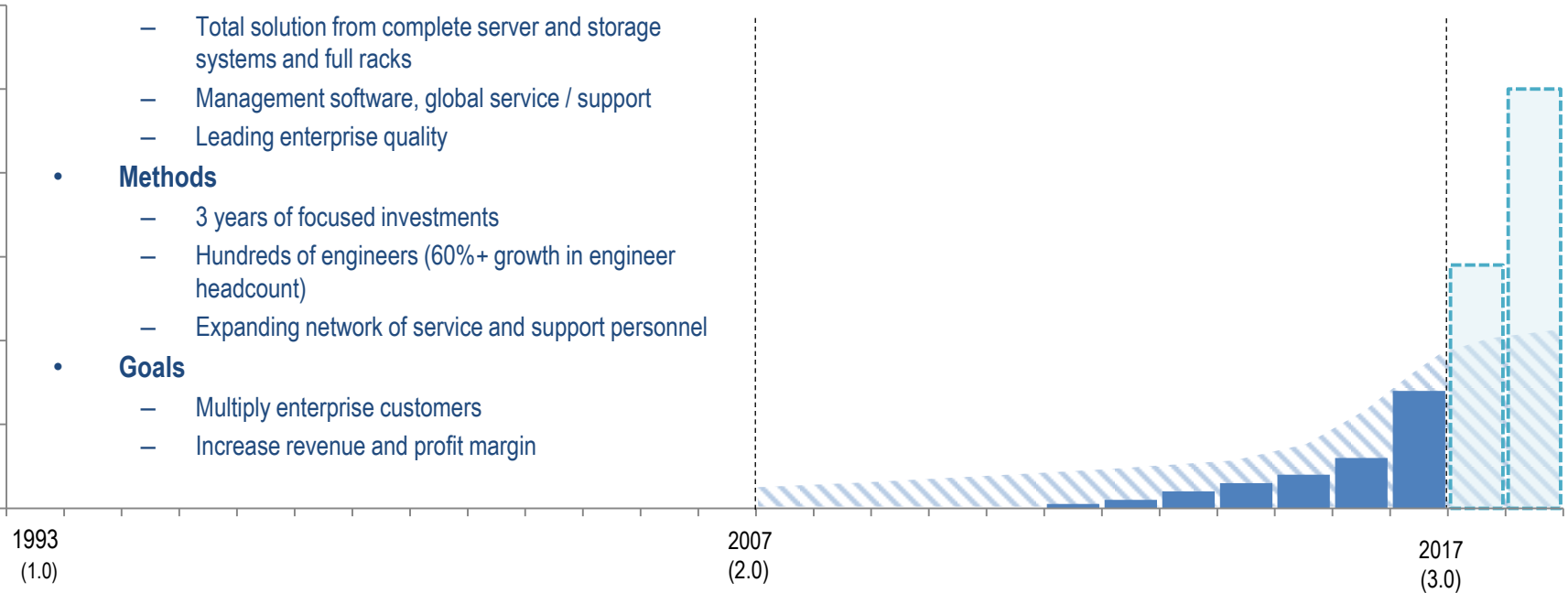
- Total solution from complete server and storage systems and full racks
- Management software, global service / support
- Leading enterprise quality

- **Methods**

- 3 years of focused investments
- Hundreds of engineers (60%+ growth in engineer headcount)
- Expanding network of service and support personnel

- **Goals**

- Multiply enterprise customers
- Increase revenue and profit margin



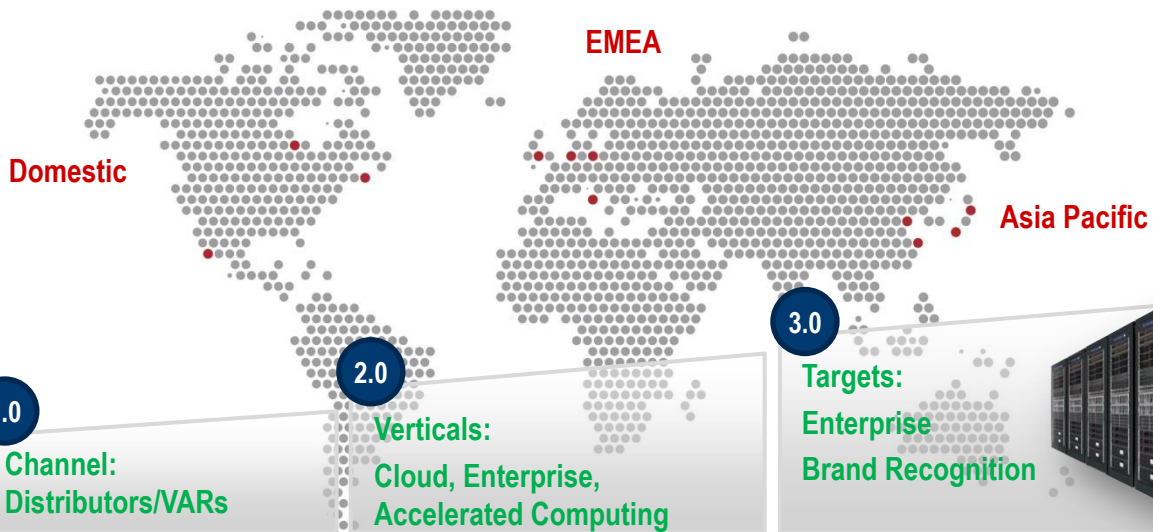
CEO HIGHLIGHTS

- **Rapid growth and expansion in FY17**
 - Blade +250% YoY
 - Storage (i.e., NVMe) +30% YoY
- **Supermicro 3.0 transition well underway**
 - Software / service billings nearly double
 - Accelerating in FY18
- **Enterprise expansion in early innings**
 - FY17 was our first year of significant growth
 - 15+ new large scale enterprise customers in FY17
 - Targeting 30+ in FY18
- **Enabling the world of Accelerated Computing**
 - Key wins in Autonomous Driving, Machine / Deep Learning
- **Look forward to healthy and profitable growth in FY18**



PROGRESSION

Presence



Market

1.0

Channel:
Distributors/VARs

2.0

Verticals:
Cloud, Enterprise,
Accelerated Computing

3.0

Targets:
Enterprise
Brand Recognition



Innovation

Subsystems

Motherboards
Chassis and
server building
blocks



Server Systems

BigTwin, NVMe / Simply
Double, SuperBlade,
BBP, GPU / co-
processor solutions

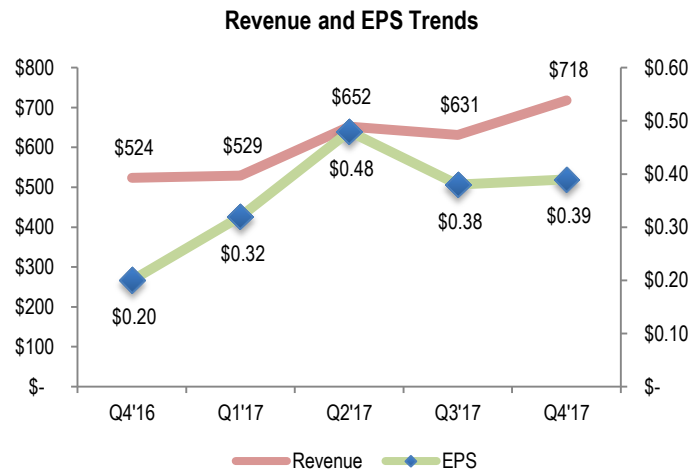


Total Solutions

Management software, Global service
optimized offerings for every refresh cycle
World class quality

CFO HIGHLIGHTS

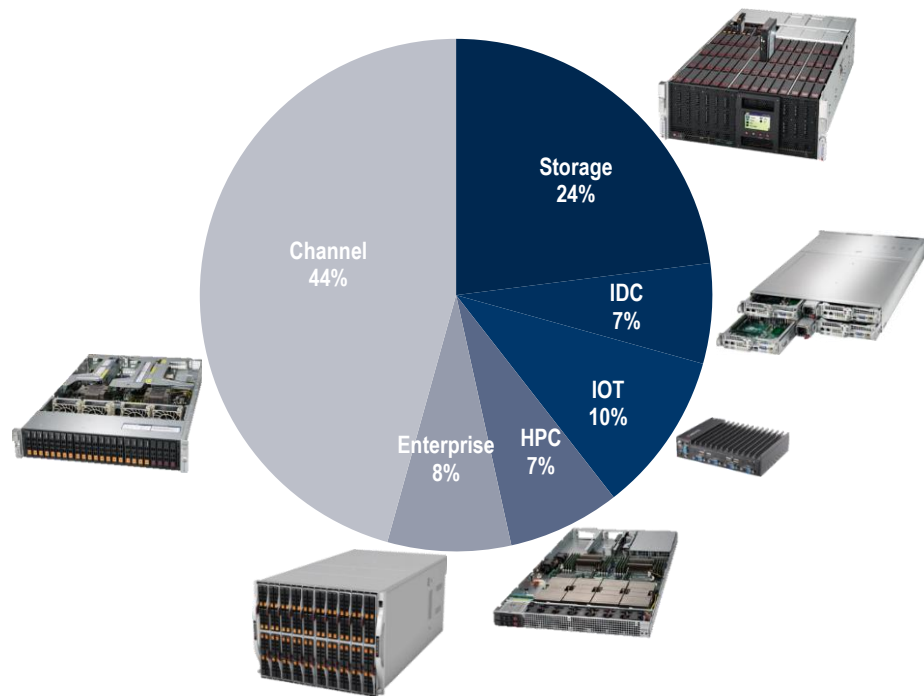
- **Strong revenue growth led by storage and Asia market**
 - Q4'17 +37% YoY
 - Q1'18 guidance above seasonal
- **Memory and SSD pricing an ongoing margin headwind**
 - Estimated 0.5% – 0.7% gross margin impact
 - Expected to continue through calendar year end
- **OpEx to moderate on tighter headcount and expense control**
- **Inventory lower QoQ**
- **FCF impacted by stronger than expected June demand**
 - A/R up \$92.1M QoQ



VERTICALS

Growth in All Verticals Except IDC

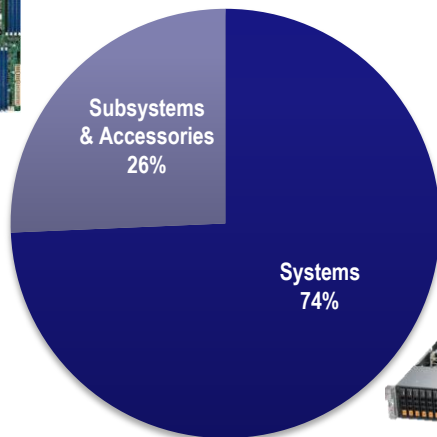
	YoY	QoQ
Storage	69.8%	19.9%
IDC	-50.8%	-30.6%
IOT	31.7%	8.4%
HPC	126.8%	40.4%
Enterprise	689.5%	172.9%
Channel	35.4%	14.5%



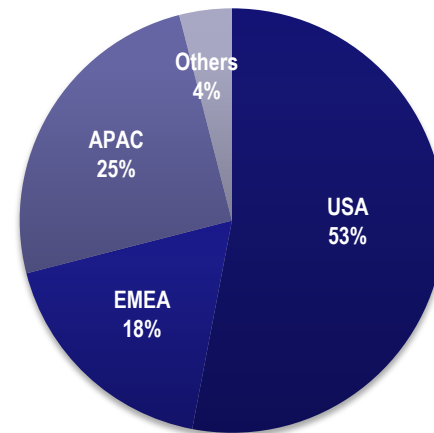
Note: Channel is 46% with some overlap with HPC and Storage

MIX BY REVENUE & GEOGRAPHY

	Systems	Nodes
Volume	91,000	162,000
ASP	\$5,865	\$3,295
QoQ	12.8%	3.6%



	QoQ	YoY
USA	14.1%	16.8%
EMEA	13.5%	42.4%
APAC	19.1%	117.3%
Others	-15.1%	12.5%



QUARTERLY SUMMARY

NON-GAAP

Amount in millions except per share amount	Q4'17	Q3'17	Q4'16
Net Sales	\$717.9	\$631.1	\$524.3
Non-GAAP Gross Margin	13.5%	14.0%	14.1%
Non-GAAP Operating Expenses	\$64.5	\$61.4	\$57.9
Non-GAAP Operating Income	\$32.6	\$27.2	\$16.2
Non-GAAP Net Income	\$20.7	\$20.3	\$10.4
Non-GAAP Net Income per share	\$0.39	\$0.38	\$0.20
Fully diluted shares for calculation	53.0	53.0	53.0

* Note: Non-GAAP, please see Non-GAAP financial measures on page 12.

GAAP

Amount in millions except per share amount	Q4'17	Q3'17	Q4'16
Net Sales	\$717.9	\$631.1	\$524.3
GAAP Gross Margin	13.5%	14.0%	14.1%
GAAP Operating Expenses	\$69.3	\$65.9	\$62.0
GAAP Operating Income	\$27.5	\$22.4	\$11.8
GAAP Net Income	\$17.1	\$16.7	\$7.0
GAAP Net Income per share	\$0.33	\$0.32	\$0.13
Fully diluted shares for calculation	51.9	51.9	52.3

INVESTOR RELATIONS CONTACT

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APPENDICES

NON-GAAP FINANCIAL MEASURES

Non-GAAP gross margin in this presentation excludes stock-based compensation expense. Non-GAAP net income and net income per share in this presentation exclude stock-based compensation expense 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 operating 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, detailed reconciliations between the Company's GAAP and non-GAAP financial results is provided at the end of the press release that was issued announcing the Company's operating and financial results for the quarter ended June 30, 2017. In addition, a reconciliation from GAAP to non-GAAP results is contained in the financial summary attached to today's presentation and is available in the Investor Relations section of our website at www.supermicro.com in the Events and Presentations section. Investors are advised to carefully review and consider this information as well as the GAAP financial results that are disclosed in the Company's SEC filings.

GAAP TO NON-GAAP RECONCILIATION

Amount in millions except per share amount	Q4'17	Q3'17	Q2'17	Q1'17	Q4'16
Net Income (GAAP)	\$17.1	\$16.7	\$22.0	\$13.5	\$7.0
Stock Based Compensation Expense	\$5.1	\$4.8	\$4.7	\$4.5	\$4.4
Income Tax Effects of Adjustments	\$(1.5)	\$(1.2)	\$(1.7)	\$(1.3)	\$(1.0)
Net Income (NON-GAAP)*	\$20.7	\$20.3	\$25.0	\$16.7	\$10.4
Diluted Net Income per share (GAAP)	\$0.33	\$0.32	\$0.43	\$0.26	\$0.13
Adjustments:	\$0.06	\$0.06	\$0.05	\$0.06	\$0.07
Diluted Net Income per share (Non-GAAP)*	\$0.39	\$0.38	\$0.48	\$0.32	\$0.20
Diluted shares used in GAAP per share calculation	51.9	51.9	51.5	51.1	52.3
Diluted shares used in Non-GAAP per share calculation	53.0	53.0	52.6	52.2	53.0

* Note: Non-GAAP, please see Non-GAAP financial measures on page 12.

FREE CASH FLOW BRIDGE

Amount in millions	Q4'17	FY17
Net Income (GAAP)	\$17.1	\$69.3
A/R, net	\$(92.1)	\$(195.1)
Inventories, net of A/P	\$40.9	\$(56.8)
Other operating activities	\$27.9	\$86.2
Cash flow from operating activities	\$(6.2)	\$(96.4)
Capital expenditures	\$(6.1)	\$(29.4)
Free cash flow	\$(12.3)	\$(125.8)

5 days more DSO = \$39M, \$155M revenue growth

Memory quantity vs. price increase and X11 investment

Reserves and changes in prepaid assets and other liabilities