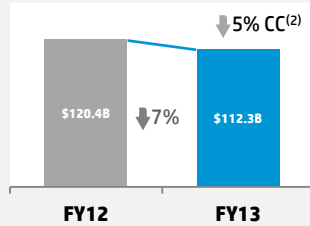




HP Reports Fiscal Year 2013 Results

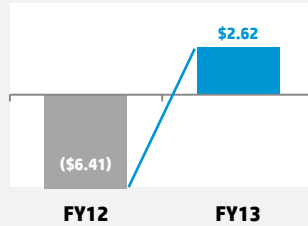
Highlights

Net revenue



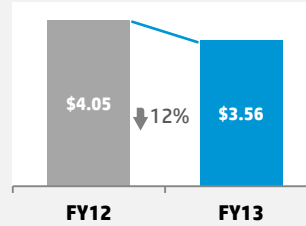
\$112.3 billion

GAAP diluted net EPS



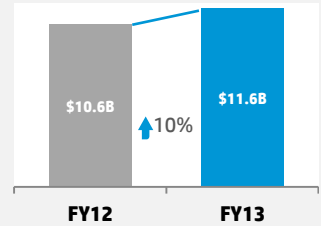
\$2.62

Non-GAAP⁽¹⁾ diluted net EPS



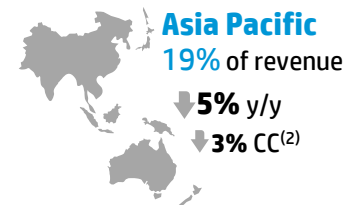
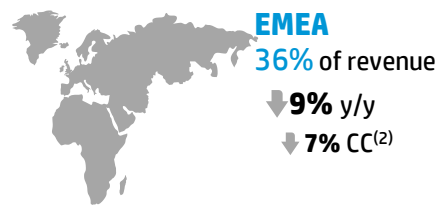
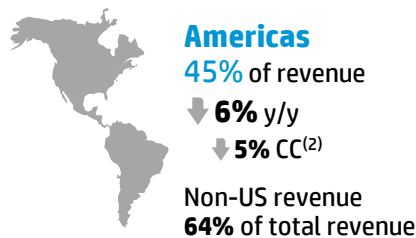
\$3.56

Cash flow from operations

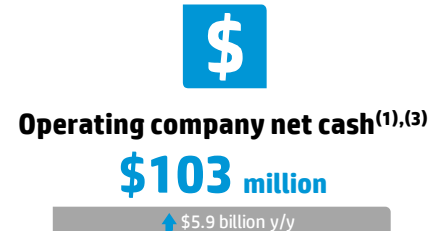
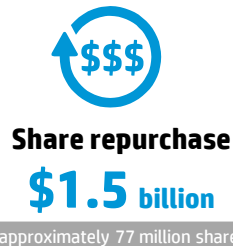


\$11.6 billion

Geography



Capital Allocation



Asset Management



1. All non-GAAP numbers have been adjusted to exclude certain items. A reconciliation of specific adjustments to GAAP results for the current and prior periods is available at www.hp.com/investor/home
 2. Adjusted to eliminate the effects of currency
 3. Operating company net cash is defined as total company net cash excluding the cash and debt associated with HP Financial Services



HP Reports Fiscal Year 2013 Results



Personal Systems

Revenue
\$32.1 billion
 ↓ 10% y/y
 ↓ 9% CC⁽¹⁾

Operating profit
\$949 million
 3.0% of revenue

Total units ↓ 8% y/y
Notebooks revenue ↓ 15% y/y
Units ↓ 12% y/y
Desktops revenue ↓ 8% y/y
Units ↓ 6% y/y
Commercial revenue ↓ 4% y/y
Consumer revenue ↓ 19% y/y



Printing

Revenue
\$23.9 billion
 ↓ 3% y/y
 ↓ 1% CC⁽¹⁾

Operating profit
\$3.9 billion
 16.3% of revenue

Supplies revenue ↓ 3% y/y
Total hardware units ↓ 3% y/y
Consumer hardware units ↓ 5% y/y
Commercial hardware units ↑ 2% y/y



Enterprise Group

Revenue
\$28.2 billion
 ↓ 5% y/y
 ↓ 4% CC⁽¹⁾

Operating profit
\$4.3 billion
 15.3% of revenue

ISS revenue ↓ 4% y/y
Storage revenue ↓ 9% y/y
Converged ↑ 39% y/y
 Traditional ↓ 25% y/y
BCS revenue ↓ 26% y/y
Networking revenue ↑ 2% y/y
TS revenue ↓ 4% y/y



Enterprise Services

Revenue
\$23.5 billion
 ↓ 8% y/y
 ↓ 7% CC⁽¹⁾

Operating profit
\$679 million
 2.9% of revenue

ITO revenue ↓ 7% y/y
ABS revenue ↓ 10% y/y



Software

Revenue
\$3.9 billion
 ↓ 4% y/y
 ↓ 3% CC⁽¹⁾

Operating profit
\$866 million
 22.1% of revenue

License revenue ↓ 17% y/y
Support revenue ↑ 8% y/y
Services revenue ↓ 5% y/y
Professional Services ↓ 14% y/y
 SaaS ↑ 10% y/y



HP Financial Services

Revenue
\$3.6 billion
 ↓ 5% y/y

Operating profit
\$399 million
 11.0% of revenue

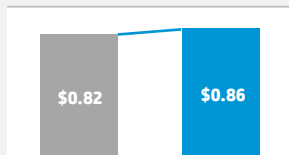
Financing volume ↓ 15% y/y
Net portfolio assets ↓ 5% y/y



Outlook

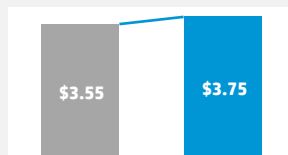
Non-GAAP diluted

Q1 FY14 net EPS⁽²⁾



\$0.82 to \$0.86

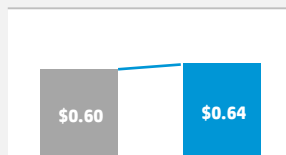
FY14 net EPS⁽³⁾



\$3.55 to \$3.75

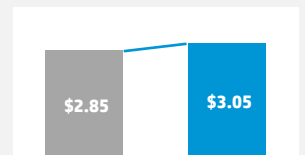
GAAP diluted

Q1 FY14 net EPS



\$0.60 to \$0.64

FY14 net EPS



\$2.85 to \$3.05

1. Adjusted to eliminate the effects of currency

2. First quarter fiscal 2014 non-GAAP diluted EPS estimates exclude after-tax costs of approximately \$0.22 per share, related primarily to amortization of intangible assets and restructuring charges

3. Full year fiscal 2014 non-GAAP diluted EPS estimates exclude after-tax costs of approximately \$0.70 per share, related primarily to amortization of intangible assets and restructuring charges