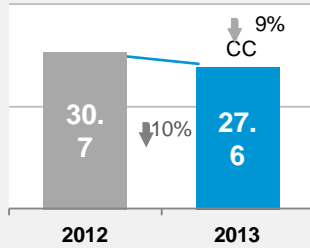




# HP Reports Second Quarter 2013 Results

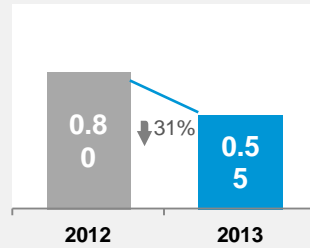
## Highlights

### Net Revenue



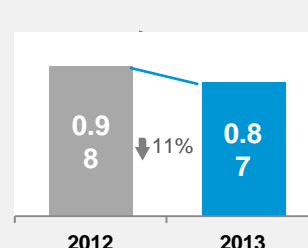
**\$27.6 billion**

### GAAP diluted EPS



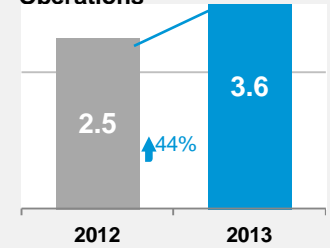
**\$0.55**

### Non-GAAP diluted EPS



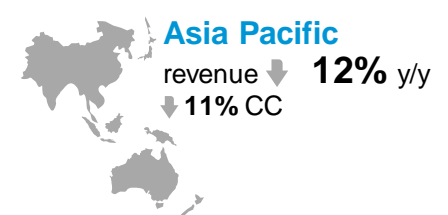
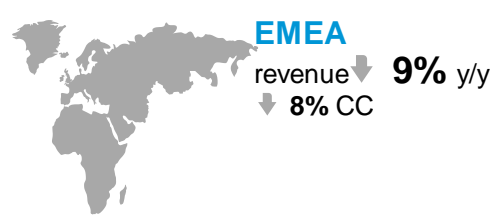
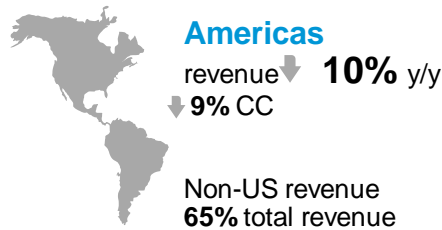
**\$0.87**

### Cash Flow from Operations



**\$3.6 billion**

## Geography



## Capital Allocation



### Dividend payment

**\$283 million**

\$0.132 per share



### Share repurchase

**\$797 million**

approximately 36.3 million shares



### Operating Co. Net Debt

**\$2.9 billion**

↓1.8 billion q/q

## Asset Management



### Cash conversion cycle

**21 days**

↓ 7 days y/y and ↓ 2 days q/q



### Receivables

**\$14.6 billion**

DSO ↓ 1 day y/y



### Payables

**\$12.3 billion**

DPO ↑ 4 days y/y



### Inventory

**\$6.0 billion**

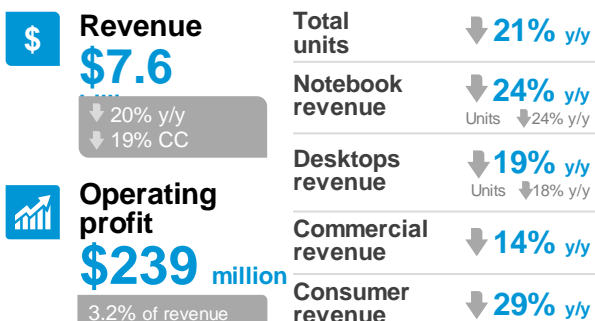
DOI ↓ 2 days y/y



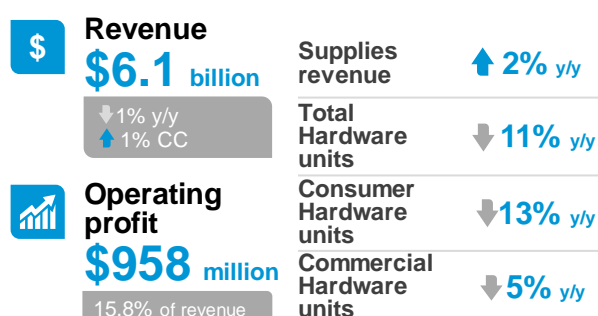
# HP Reports Second Quarter 2013 Results



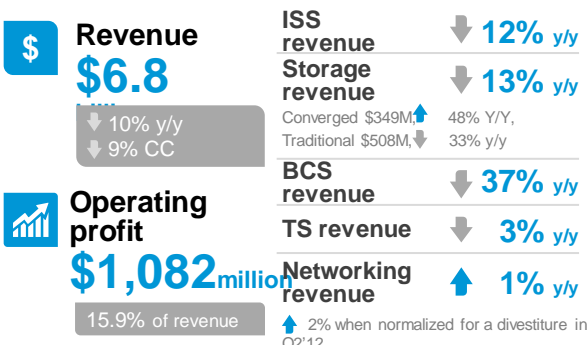
## Personal Systems



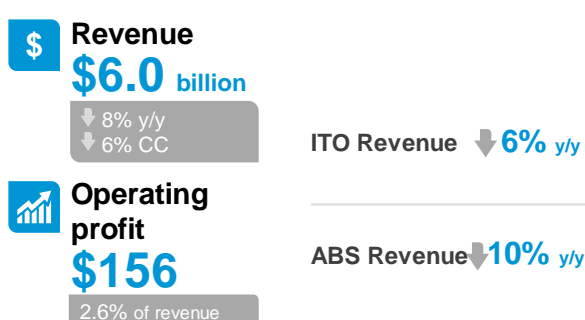
## Printing



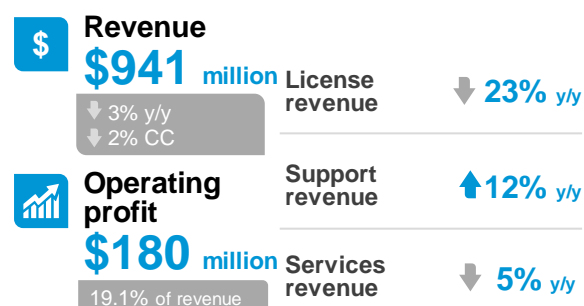
## Enterprise Group



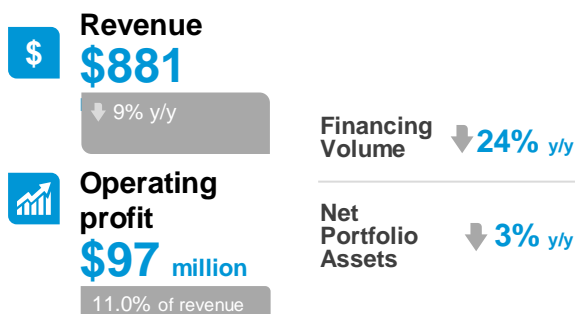
## Enterprise Services



## Software



## HP Financial Services

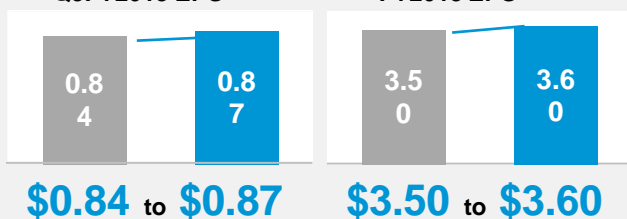


## Outlook

Non-GAAP diluted

Q3FY2013 EPS

FY2013 EPS



GAAP diluted

Q3FY2013 EPS

FY2013 EPS

