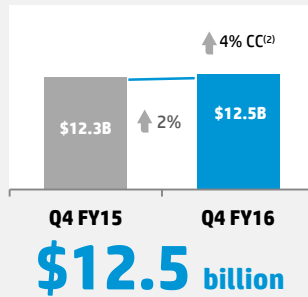


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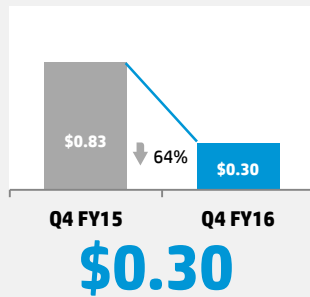


Highlights

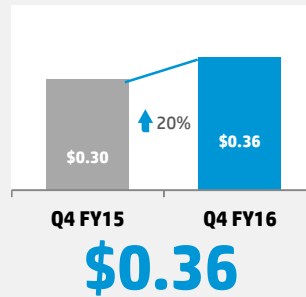
Net revenue



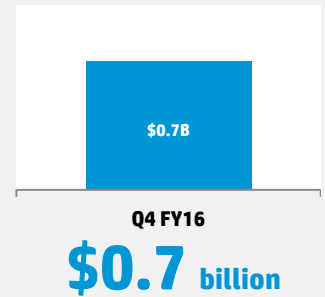
GAAP diluted net EPS from continuing operations



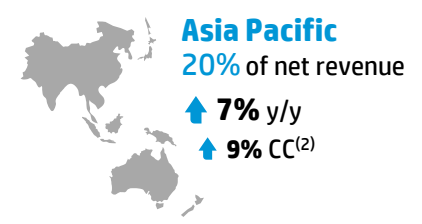
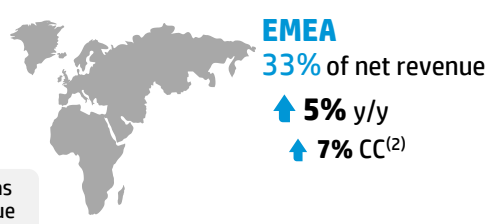
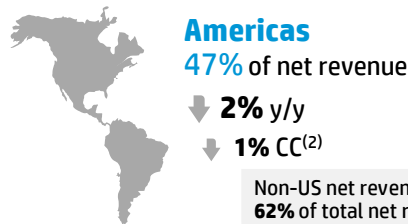
Non-GAAP⁽¹⁾ diluted net EPS



Cash provided by operations

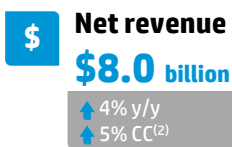


Geography



Non-US net revenue was 62% of total net revenue

Personal Systems



Total units ↑ 5% y/y

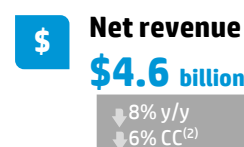
Notebooks net revenue ↑ 6% y/y
Units ↑ 9% y/y

Desktops net revenue ↑ 2% y/y
Units ↑ 1% y/y

Commercial net revenue ↑ 3% y/y

Consumer net revenue ↑ 7% y/y

Printing



Supplies net revenue ↓ 12% y/y
CC⁽²⁾ ↓ 10% y/y

Total hardware units ↑ 1% y/y

Commercial hardware units ↑ 10% y/y

Consumer hardware units ↓ 3% y/y

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 included as a part of a Q4 FY16 earnings presentation available at www.hp.com/investor/home.

2. Adjusted to eliminate the effects of foreign exchange fluctuations.

NOTE: Arrows represent the mathematical direction of the amount the arrow is associated with.

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Capital Allocation


Dividend payment
\$212 million

\$0.124 per share



Stock repurchase
\$2 million

approximately 0.2 million shares


Net debt ⁽¹⁾
\$0.5 billion

↓ \$0.6 billion q/q

Asset Management


Cash conversion cycle
(29) days

flat q/q


Days receivables
30 days

flat q/q


Days payable
98 days

↑ 2 days q/q


Days inventory
39 days

↑ 2 days q/q

1. Gross cash includes cash and cash equivalents, short-term investments, and certain liquid long-term investments. Net cash (debt) is defined as gross cash less gross debt including the effect of hedging.

NOTE: Arrows represent the mathematical direction of the amount the arrow is associated with.