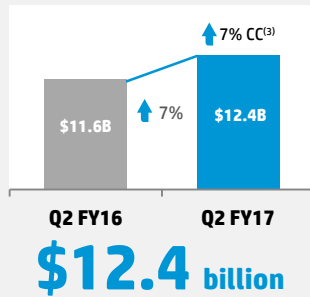


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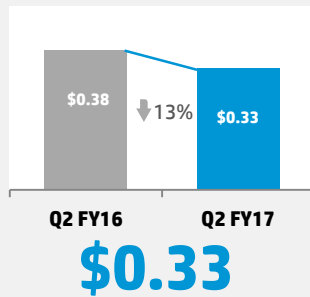


Highlights

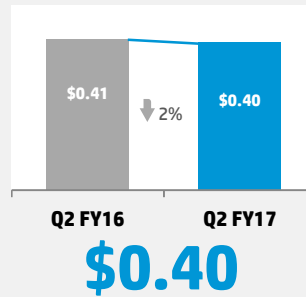
Net revenue



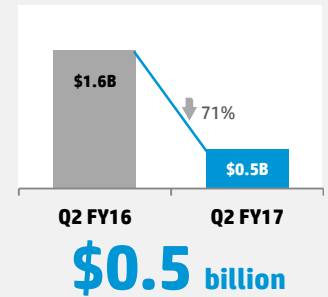
GAAP diluted net EPS from continuing operations



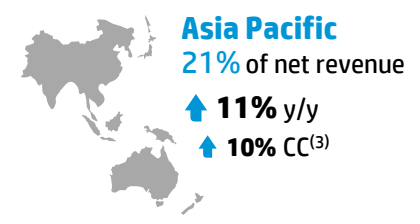
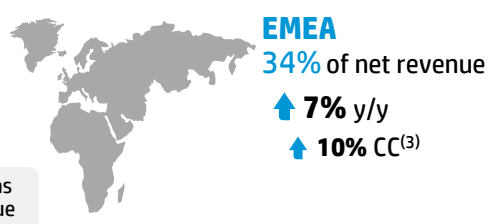
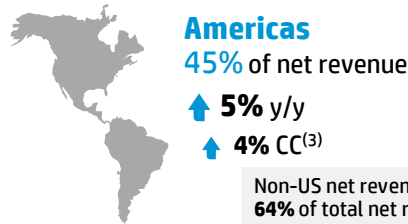
Non-GAAP⁽¹⁾ diluted net EPS



Cash provided by operations⁽²⁾

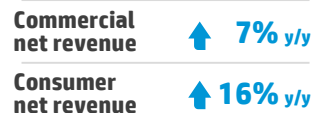
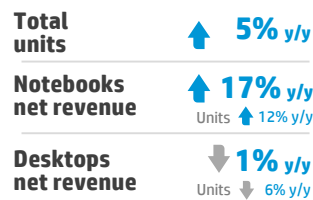
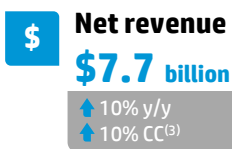


Geography

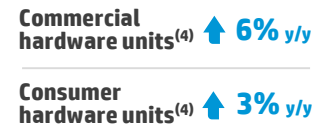
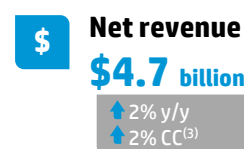


Non-US net revenue was 64% of total net revenue

Personal Systems



Printing



- 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 Q2 FY17 Results Presentation available at www.hp.com/investor/home.
- Pursuant to the adoption of Accounting Standard Update 2016-09 in Q1 FY17, excess income tax benefit from stock-based compensation expense is no longer separated from operating income tax cash flows and reported as financing activity. In addition, income taxes paid on shares withheld is now required to be presented as financing activity as opposed to operating activity. The change has been adopted including prior comparative periods.
- Adjusted to eliminate the effects of foreign exchange fluctuations.
- Commercial includes Office Printing Solutions, Graphics Solutions, and 3D Printing. Consumer includes Home Printing Solutions.

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

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Capital Allocation


Dividend payment
\$224 million

\$0.1327 per share



Stock repurchase
\$223 million

approximately 13.3 million shares


Net debt ⁽¹⁾⁽²⁾
\$0.6 billion

↑ \$136 million q/q

Asset Management


Cash conversion cycle
(30) days

flat q/q


Days receivables
27 days

↑ 2 days q/q


Days payable
100 days

↑ 6 days q/q


Days inventory
43 days

↑ 4 days q/q

1. Net cash (debt) is defined as gross cash less gross debt after adjusting the effect of unamortized premium/discount on debt issuance, debt issuance costs, unrealized gains/losses on fair value hedges and interest rate swaps. Gross cash includes cash and cash equivalents, short-term investments, and certain liquid long-term investments.
2. Pursuant to the adoption of Accounting Standard Update 2015-03 in Q1 FY17, debt issuance costs has been reclassified from other non-current assets to long-term debt. The change has been adopted including prior comparative periods.

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