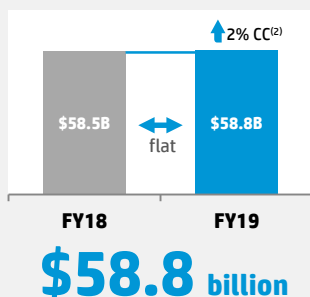


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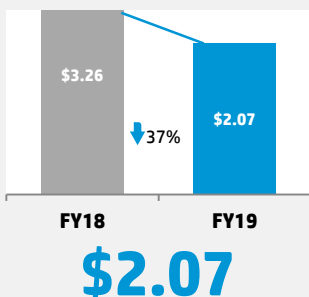


Highlights

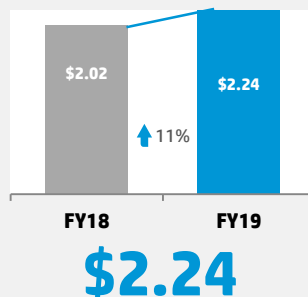
Net revenue



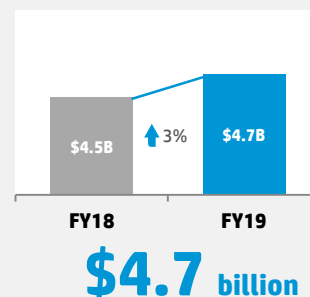
GAAP diluted net EPS



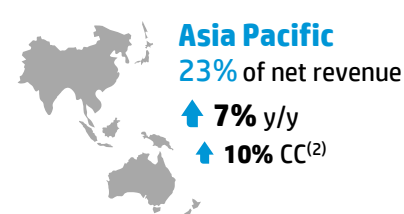
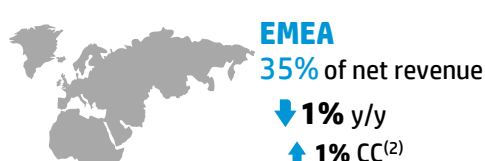
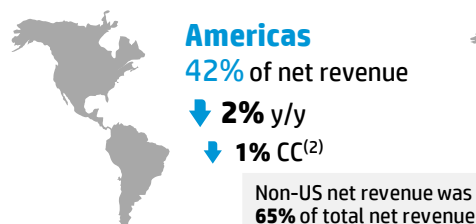
Non-GAAP⁽¹⁾ diluted net EPS



Cash provided by operations

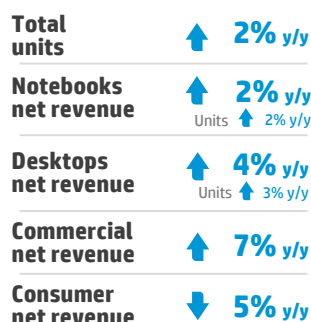
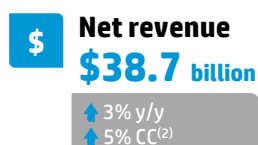


Geography

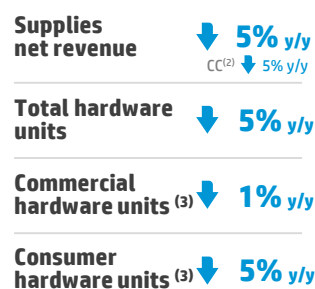
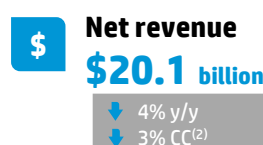


Non-US net revenue was 65% of total net revenue

Personal Systems



Printing



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 FY19 earnings presentation available at www.hp.com/investor/home.
2. CC = constant currency; Adjusted to exclude the effects of foreign currency fluctuations calculated by translating current period revenues using monthly average exchange rates from the comparative period and excluding any hedging impact recognized in the current period.
3. Commercial Hardware includes Office Printing Solutions including Samsung-branded commercial products and OEM hardware, Graphics Solutions and 3D Printing and digital manufacturing, excluding supplies. Consumer Hardware includes Home Printing Solutions including Samsung-branded consumer products, excluding supplies.

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

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Capital Allocation



Dividend payment

\$970 million

\$0.6408 per share



Stock repurchase

\$2.4 billion

approximately 118 million shares



Net debt ⁽¹⁾

\$(0.6) billion

↓ \$0.5 billion y/y



Asset Management



Cash conversion cycle

(31) days

↑ 1 day y/y



Days receivables

35 days

↑ 5 day y/y



Days payable

107 days

↑ 2 day y/y



Days inventory

41 days

↓ 2 days y/y

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.

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