HP INC. Q4 FY21

Earnings announcement

November 23, 2021

http://investor.hp.com

Forward-looking statements

This presentation contains forward-looking statements based on current expectations and assumptions that involve risks and uncertainties. If the risks or uncertainties ever materialize or the assumptions prove incorrect, the results of HP Inc. and its consolidated subsidiaries may differ materially from those expressed or implied by such forward-looking statements and assumptions.

All statements other than statements of historical fact are statements that could be deemed forward-looking statements, including, but not limited to, any statements regarding the potential impact of the COVID-19 pandemic and the actions by governments, businesses and individuals in response to the situation; projections of net revenue, margins, expenses, effective tax rates, net earnings, net earnings per share, cash flows, benefit plan funding, deferred taxes, share repurchases, foreign currency exchange rates or other financial items; any projections of the amount, timing or impact of cost savings or restructuring and other charges, planned structural cost reductions and productivity initiatives; any statements of the plans, strategies and objectives of management for future operations, including, but not limited to, our business model and transformation, our sustainability goals, our go-to-market strategy, the execution of restructuring plans and any resulting cost savings, net revenue or profitability improvements or other financial impacts; any statements concerning the expected development, demand, performance, market share or competitive performance relating to products or services; any statements concerning potential supply constraints, component shortages, manufacturing disruptions or logistics challenges; any statements regarding current or future macroeconomic trends or events and the impact of those trends and events on HP and its financial performance; any statements regarding pending investigations, claims, disputes or other litigation matters; any statements of expectation or belief, including with respect to the timing and expected benefits of acquisitions and other business combination and investment transactions; and any statements of assumptions underlying any of the foregoing. Forward-looking statements can also generally be identified by words such as “future,” “anticipates,” “believes,” “estimates,” “expects,” “intends,” “plans,” “predicts,” “projects,” “will,” “would,” “could,” “can,” “may,” and similar terms.

Risks, uncertainties and assumptions include factors relating to the effects of the COVID-19 pandemic and the actions by governments, businesses and individuals in response to the situation, the effects of which may give rise to or amplify the risks associated with many of these factors listed here; HP’s ability to execute on its strategic plan, including the previously announced initiatives, business model changes and transformation; execution of planned structural cost reductions and productivity initiatives; HP’s ability to complete any contemplated share repurchases, other capital return programs or other strategic transactions; the need to address the many challenges facing HP’s businesses; the competitive pressures faced by HP’s businesses; risks associated with executing HP’s strategy and business model changes and transformation; successfully innovating, developing and executing HP’s go-to-market strategy, including online, omnichannel and contractual sales, in an evolving distribution and reseller landscape; the development and transition of new products and services and the enhancement of existing products and services to meet customer needs and respond to emerging technological trends; successfully competing and maintaining the value proposition of HP’s products, including supplies; the need to manage (and reliance on) third-party suppliers, including with respect to component shortages, and the need to manage HP’s global, multi-tier distribution network, limit potential misuse of pricing programs by HP’s channel partners, adapt to new or changing marketplaces and effectively deliver HP’s services; challenges to HP’s ability to accurately forecast inventories, demand and pricing, which may be due to HP’s multi-tiered channel, sales of HP’s products to unauthorized resellers or unauthorized resale of HP’s products or our uneven sales cycle; integration and other risks associated with business combination and investment transactions; the results of the restructuring plans, including estimates and assumptions related to the cost (including any possible disruption of HP’s business) and the anticipated benefits of the restructuring plans; the protection of HP’s intellectual property assets, including intellectual property licensed from third parties; the hiring and retention of key employees; the impact of macroeconomic and geopolitical trends and events, including the effects of inflation; risks associated with HP’s international operations; the execution and performance of contracts by HP and its suppliers, customers, clients and partners, including logistical challenges with respect to such execution and performance; changes in estimates and assumptions HP makes in connection with the preparation of its financial statements; disruptions in operations from system security risks, data protection breaches, cyberattacks, extreme weather conditions, medical epidemics or pandemics such as the COVID-19 pandemic, and other natural or manmade disasters or catastrophic events; the impact of changes to federal, state, local and foreign laws and regulations, including environmental regulations and tax laws; potential impacts, liabilities and costs from pending or potential investigations, claims and disputes; and other risks that are described in HP’s Annual Report on Form 10-K for the fiscal year ended October 31, 2020, and HP’s other filings with the Securities and Exchange Commission.

As in prior periods, the financial information set forth in this presentation, including any tax-related items, reflects estimates based on information available at this time. While HP believes these estimates to be reasonable, these amounts could differ materially from reported amounts in HP’s Annual Report on Form 10-K for the fiscal years ended October 31, 2021 and October 31, 2022, Quarterly Report on Form 10-Q for the fiscal quarter ended January 31, 2022, and HP’s other filings with the Securities and Exchange Commission. The forward-looking statements in this document are made as of the date of this document and HP assumes no obligation and does not intend to update these forward-looking statements.

HP’s Investor Relations website at investor.hp.com contains a significant amount of information about HP, including financial and other information for investors. HP encourages investors to visit its website from time to time, as information is updated, and new information is posted. The content of HP’s website is not incorporated by reference into this document or in any other report or document HP files with the SEC, and any references to HP’s website are intended to be inactive textual references only.

Use of non-GAAP financial information

HP has included non-GAAP financial measures in this presentation to supplement HP's consolidated financial statements presented on a GAAP basis. Definitions of these non-GAAP financial measures and reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures are included elsewhere in this presentation.

HP's management uses net revenue on a constant currency basis, non-GAAP total operating expenses, non-GAAP operating profit, non-GAAP operating margin, non-GAAP tax rate, non-GAAP net earnings, non-GAAP diluted net earnings per share and other non-GAAP financial measures to evaluate and forecast HP's performance before gains, losses or other charges that are considered by HP's management to be outside of HP's core business segment operating results. Gross cash, net cash (debt), and free cash flow are liquidity measures that provide useful information to management about the amount of cash available for investment in HP's businesses, funding acquisitions, repurchasing stock and other purposes. Net cash (debt) provides useful information to management about the state of HP's consolidated balance sheet.

These and the other non-GAAP financial measures HP uses may have limitations as analytical tools, and these measures should not be considered in isolation or as a substitute for analysis of HP's results as reported under GAAP. For example, items such as amortization of intangible assets, though not directly affecting HP's cash position, represent the loss in value of intangible assets over time. The expense associated with this change in value is not included in non-GAAP operating profit, non-GAAP tax rate, non-GAAP net earnings, and non-GAAP diluted net earnings per share and therefore does not reflect the full economic effect of the change in value of those intangible assets. In addition, items such as restructuring and other charges, Oracle litigation proceeds, acquisition-related (credits)/charges, non-operating retirement-related (credits)/charges, defined benefit plan settlement (gains)/ charges, debt extinguishment costs, tax adjustments, and the related tax impact on these items that are excluded from non-GAAP total operating expense, non-GAAP operating profit, non-GAAP tax rate, non-GAAP net earnings and non-GAAP diluted net earnings per share can have a material impact on the equivalent GAAP earnings financial measures and cash flow. HP may not be able to immediately liquidate the short-term and long-term investments included in gross cash, which may limit the usefulness of gross cash as a liquidity measure. In addition, free cash flow, which includes adjustment for net investment in leases and net capital expenditure, does not represent the total increase or decrease in cash for the period. The non-GAAP financial information that we provide also may differ from the non-GAAP information provided by other companies.

We account for the limitations on our use of these non-GAAP financial measures by relying primarily on our GAAP financial statements and using non-GAAP financial measures only supplementally. We also provide reconciliations of each non-GAAP financial measure to the most directly comparable GAAP measure, and we encourage investors to review those reconciliations carefully.

We believe that providing these non-GAAP financial measures in addition to the related GAAP measures provides investors with greater transparency to the information used by HP's management in its financial and operational decision-making and allows investors to see HP's results "through the eyes" of management. We further believe that providing this information better enables investors to understand HP's operating performance and financial condition and to evaluate the efficacy of the methodology and information used by HP's management to evaluate and measure such performance and financial condition.

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Q4 FY21 highlights

- Net revenue of **$16.7 billion**, up 9.3% from the prior-year period and up 6.9% in constant currency[1]
- Five key growth areas collectively grew revenue 12% year over year
- Non-GAAP diluted net earnings per share[2] of **$0.94**, above the previously provided outlook of $0.84 to $0.90 per share
- GAAP diluted net earnings per share of **$2.71**[3], above the previously provided outlook of $0.82 to $0.88 per share
- Free cash flow of **$0.9 billion**[4], excluding net Oracle litigation proceeds of $1.8 billion
- Returned **$2.0 billion** to shareholders in the form of share repurchases and dividends

1. Adjusted to exclude the effect of foreign currency exchange fluctuations calculated by translating current period revenues using monthly exchange rates from the comparative period and excluding any hedging impact recognized in the current period
2. A reconciliation of specific adjustments to GAAP results for the current and prior periods is included on slide 16 and in the GAAP to non-GAAP slides that appear as part of the supplemental slides of this presentation. A description of HP's use of non-GAAP information is provided on slide 3 under "Use of non-GAAP financial information"
3. GAAP diluted net earnings per share includes gains of $1.55 per diluted share from one-time Oracle Corporation ("Oracle") litigation proceeds
4. Free cash flow includes net cash provided by operating activities of $2,848 million adjusted for net Oracle litigation proceeds of $1,771 million, net investments in leases of $33 million and net investment in property, plant and equipment of $172 million

FY21 highlights

- Net revenue of **$63.5 billion**, up 12.1% from the prior-year period and up 10.2% in constant currency[1]
- Five key growth areas collectively grew revenue 17% year over year
- Non-GAAP diluted net earnings per share[2] of **$3.79**, above the previously provided outlook of $3.69 to $3.75 per share
- GAAP diluted net earnings per share of **$5.33**[3], above the previously provided outlook of $3.56 to $3.62 per share
- Free cash flow of **$4.2 billion**[4], excluding net Oracle litigation proceeds of $1.8 billion
- Returned **$7.2 billion** to shareholders in the form of share repurchases and dividends

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3. GAAP diluted net earnings per share includes gains of $1.45 per diluted share from one-time Oracle litigation proceeds
4. Free cash flow includes net cash provided by operating activities of $6,409 million adjusted for net Oracle litigation proceeds of $1,771 million, net investments in leases of $111 million and net investment in property, plant and equipment of $582 million

Q4 FY21 results overview

$ in millions	Net revenue	Growth y/y%	Growth CC[1] y/y%	Non-GAAP OP $[3]	Non-GAAP OP % of rev[3]	Non-GAAP OP $ y/y[3]	Non-GAAP OP % of rev y/y[3]
Printing	$4,879	1.1%	0.2%	$830	17.0%	$117	2.2 pts
Personal Systems	$11,795	13.1%	10.0%	$764	6.5%	$236	1.4 pts
Corporate Investments / Other	$1	nm[2]	nm[2]	$(248)	nm[2]	$(61)	nm[2]
Total HP	**$16,675**	**9.3%**	**6.9%**	**$1,346**	**8.1%**	**$292**	**1.2 pts**

1. CC = constant currency; adjusted to exclude the effect of foreign currency exchange fluctuations calculated by translating current period revenues using monthly exchange rates from the comparative period and excluding any hedging impact recognized in the current period
2. Not meaningful
3. A reconciliation of specific adjustments to GAAP results for the current period is included on slide 16 and in the GAAP to non-GAAP slides that appear as part of the supplemental slides of this presentation. A description of HP's use of non-GAAP information is provided on slide 3 under "Use of non-GAAP financial information"

FY21 results overview

$ in millions	Net revenue	Growth y/y%	Growth CC[1] y/y%	Non-GAAP OP $[3]	Non-GAAP OP % of rev[3]	Non-GAAP OP $ y/y[3]	Non-GAAP OP % of rev y/y[3]
Printing	$20,128	14.1%	13.2%	$3,636	18.1%	$1,141	4.0 pts
Personal Systems	$43,359	11.2%	8.8%	$3,101	7.2%	$789	1.3 pts
Corporate Investments / Other	-	nm[2]	nm[2]	$(968)	nm[2]	$(214)	nm[2]
Total HP	**$63,487**	**12.1%**	**10.2%**	**$5,769**	**9.1%**	**$1,716**	**1.9 pts**

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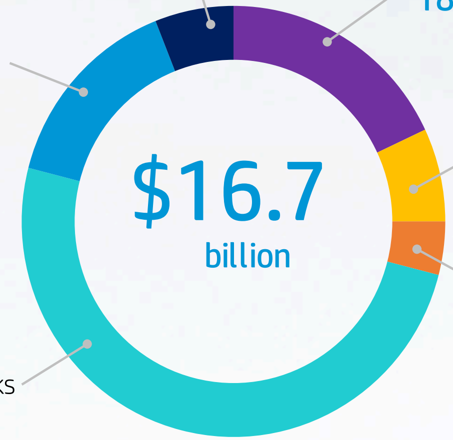
Q4 FY21 mix by segment and region

Net revenue
By key segment and business unit[1]



Personal Systems = 71%
Printing = 29%

Non-GAAP operating profit [2]
By key segment[3]

$ 1.6 billion

Printing 52% of total	17.0% OP margin
Personal Systems 48% of total	6.5% OP margin

Net revenue by region

Americas	EMEA	APJ
40%	36%	24%
US: 33% Canada / LA: 7% ↓ 4% y/y ↓ 4% y/y CC[5]	↑ 19% y/y ↑ 15% y/y CC[5]	↑ 23% y/y ↑ 18% y/y CC[5]

Non-US net revenue = 67% of total net revenue

1. Revenue mix calculated based on total segment revenue, which does not include corporate investments and other
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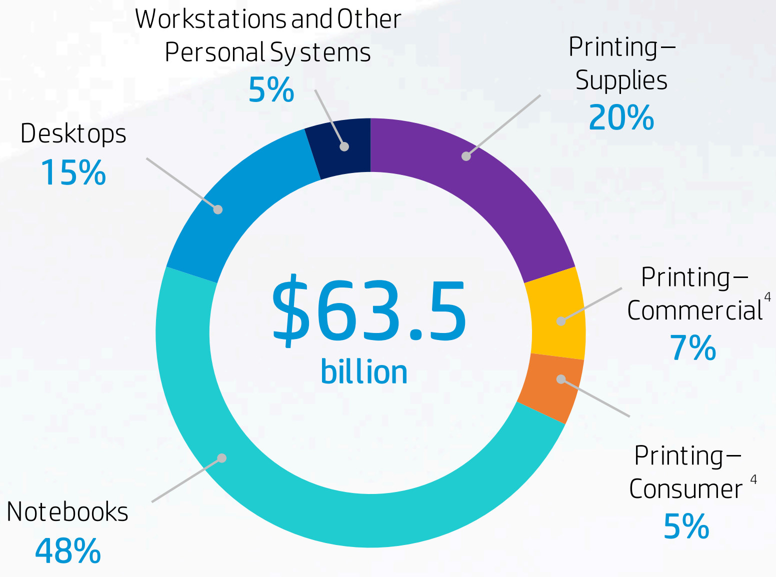
3. Operating profit mix calculated based on total segment operating profit, which does not include corporate investments and other
4. Commercial includes Office Printing Solutions including commercial products and OEM hardware, Graphics Solutions and 3D Printing and digital manufacturing, excluding supplies. Consumer includes Home Printing Solutions, excluding supplies
5. CC = constant currency; adjusted to exclude the effect of foreign currency exchange fluctuations calculated by translating current period revenues using monthly exchange rates from the comparative period and excluding any hedging impact recognized in the current period

FY21 mix by segment and region

Net revenue
By key segment and business unit[1]



Personal Systems = 68%
Printing = 32%

Non-GAAP operating profit[2]
By key segment[3]

$ 6.7 billion

Printing 54% of total	18.1% OP margin
Personal Systems 46% of total	7.2% OP margin

Net revenue by region

Americas	EMEA	APJ
43%	35%	22%
US: 35% Canada / LA: 8%		
↑ 13% y/y	↑ 13% y/y	↑ 9% y/y
↑ 13% y/y CC[5]	↑ 9% y/y CC[5]	↑ 6% y/y CC[5]

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

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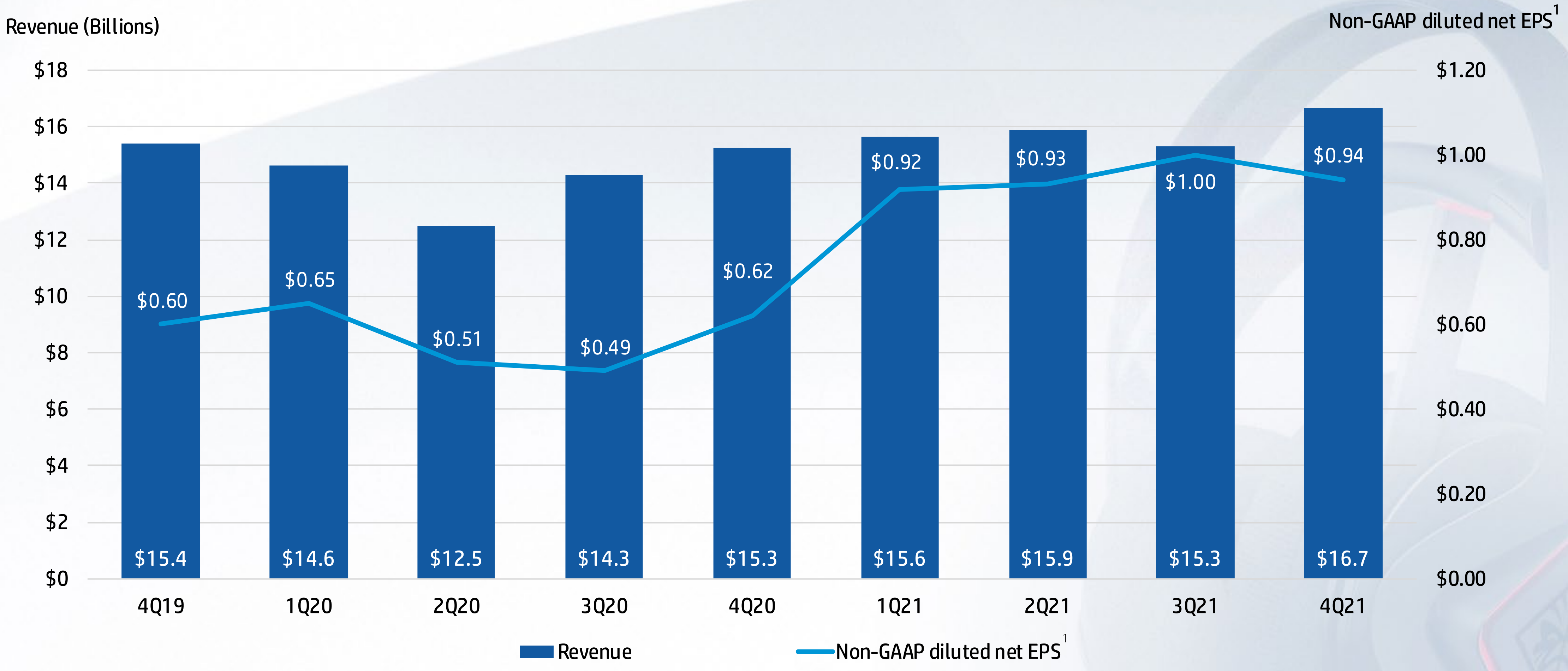
Revenue and non-GAAP diluted net EPS[1] performance



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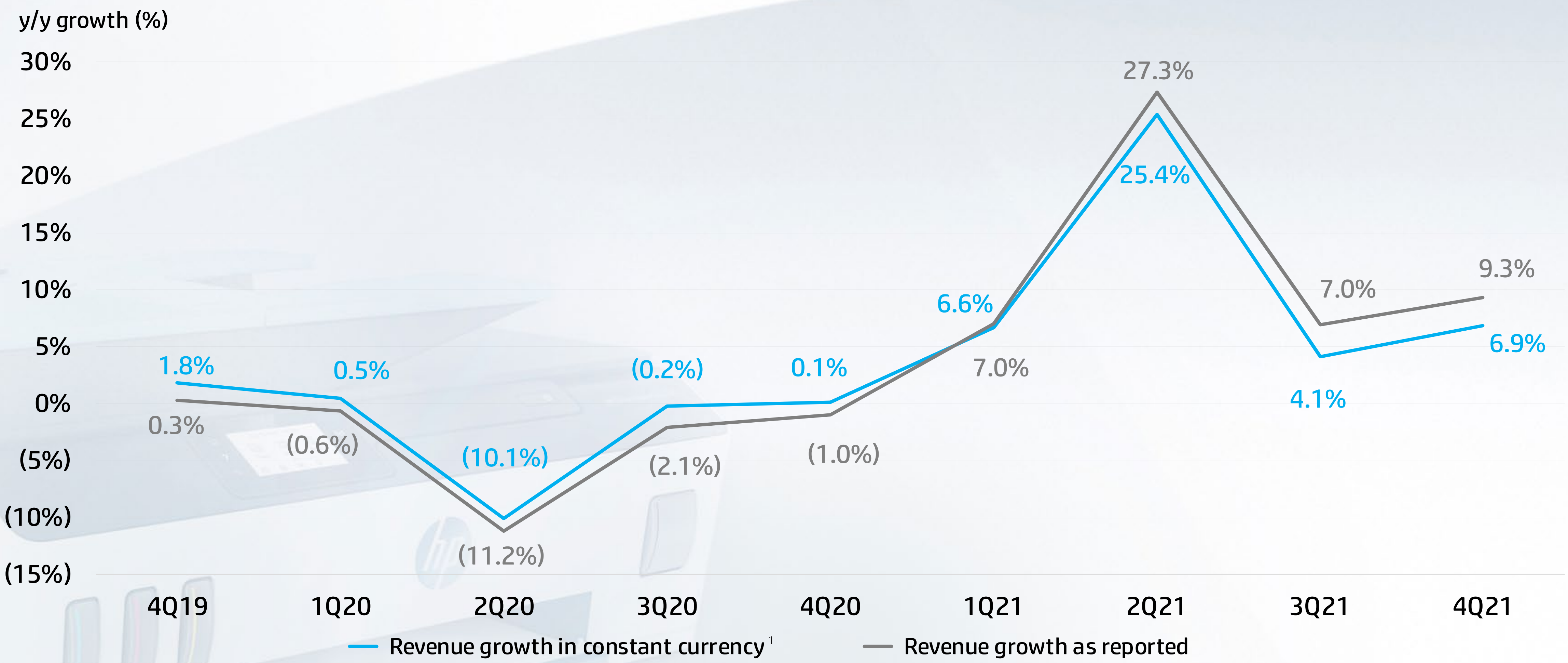
Revenue growth



1. Adjusted to exclude the effect of foreign currency exchange fluctuations calculated by translating current period revenues using monthly exchange rates from the comparative period and excluding any hedging impact recognized in the current period

Regional revenue trends

1. Adjusted to exclude the effect of foreign currency exchange fluctuations calculated by translating current period revenues using monthly exchange rates from the comparative period and excluding any hedging impact recognized in the current period

Personal Systems

Q4 FY21

Revenue

$11.8 billion

↑ 13% y/y ↑ 10% CC[1]

Operating profit

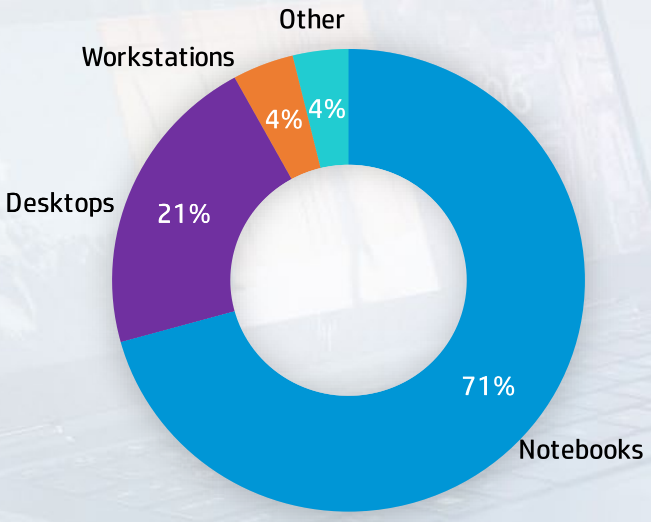
$764 million

6.5% of revenue

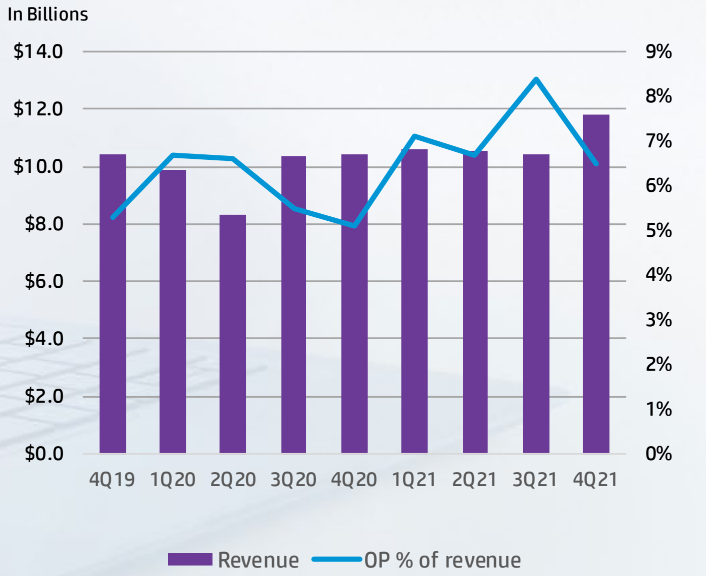
Key messages

- Growing demand in commercial and mix shift to higher value segments drove improved Windows market share sequentially
- Strong revenue growth across multiple PC product categories with improved commercial mix and double-digit ASP growth; Device as a Service revenue grew double digits
- Innovation: launched HP Presence which combines hardware, software, imaging and peripherals capabilities to create more immersive experiences bridging the digital and physical worlds

Revenue breakdown



Revenue and OP % trend



Key metrics

Total units down 9% y/y

Notebooks revenue up 13% y/y, units down 12% y/y

Desktops revenue up 11% y/y, units up 2% y/y

Commercial revenue up 25% y/y

Consumer revenue down 3% y/y

1. CC = constant currency; adjusted to exclude the effect of foreign currency exchange fluctuations calculated by translating current period revenue using monthly exchange rates from the comparative period and excluding any hedging impact recognized in the current period

Printing
Q4 FY21

Revenue
$4.9 billion

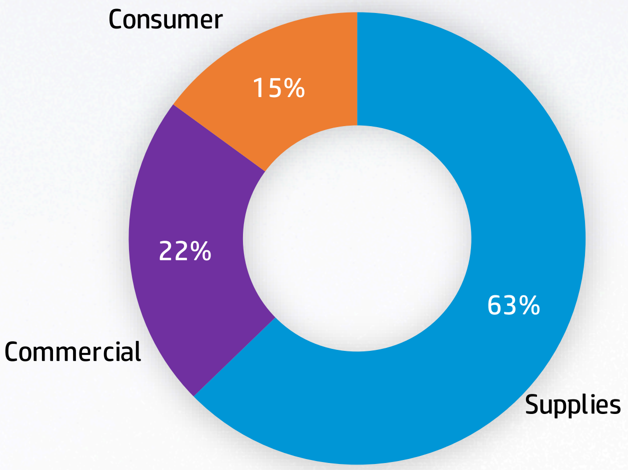
↑ 1% y/y ↔ flat CC[1]

Operating profit
$830 million

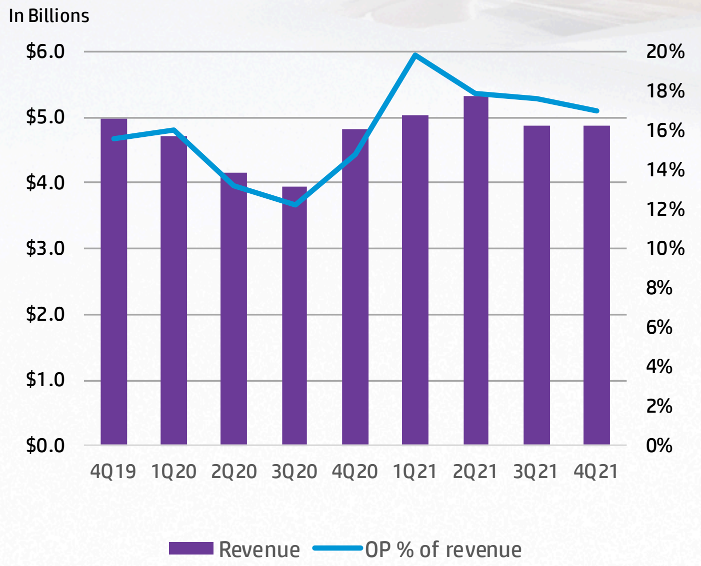
17.0% of revenue

Key messages
- Generated solid revenue growth and operating margins despite ongoing supply constraints and manufacturing disruptions
- Strong double-digit growth in industrial graphics and MPS TCV bookings as enterprise continues its gradual recovery; Instant Ink revenue grew double digits
- Innovation: expanded HP+ portfolio with ENVY Inspire 7000 series and LaserJet 100 series printers

Revenue breakdown



Revenue and OP % trend



Key metrics

Supplies revenue down 2%, (down 3% CC[1]) y/y

Total Hardware units down 26% y/y

Commercial[2] revenue up 19% y/y

Consumer[2] revenue down 6% y/y

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Non-GAAP[1] financial information

$ in millions, except per share amounts	Q4 FY21		Q3 FY21		Q4 FY20	
Revenue	$16,675		$15,289		$15,258	
Cost of revenue	13,410	80.4%	11,901	77.8%	12,579	82.4%
Total OpEx	1,919	11.5%	1,885	12.4%	1,625	10.7%
Operating profit	$1,346	8.1%	$1,503	9.8%	$1,054	6.9%
Interest and other, net	(64)		(78)		(60)	
Pre-tax earnings	1,282	7.7%	1,425	9.3%	994	6.5%
Income tax	(206)		(227)		(159)	
Net earnings	1,076	6.5%	1,198	7.8%	835	5.5%
Diluted net earnings per share	$0.94		$1.00		$0.62	

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Q4 FY21 GAAP to non-GAAP bridge

$ in millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring and other charges	Acquisition-related charges	Defined benefit plan settlement (gains)/ charges	Tax adjustments	Oracle litigation proceeds	Non-operating retirement related (credits) / charges	Non-GAAP
Revenue	$16,675								$16,675
Cost of revenue	13,410								13,410
Total OpEx	2,027	(51)	(29)	(28)					1,919
Operating profit	1,238	51	29	28					1,346
Interest and other, net	2,315				(37)		(2,304)	(38)	(64)
Pre-tax earnings	3,553	51	29	28	(37)		(2,304)	(38)	1,282
Income tax	(454)	(9)	(5)	(5)	6	(279)	533	7	(206)
Tax rate	12.8%								16.0%
Net earnings	$3,099	42	24	23	(31)	(279)	(1,771)	(31)	$1,076
Diluted net earnings per share	$2.71								$0.94

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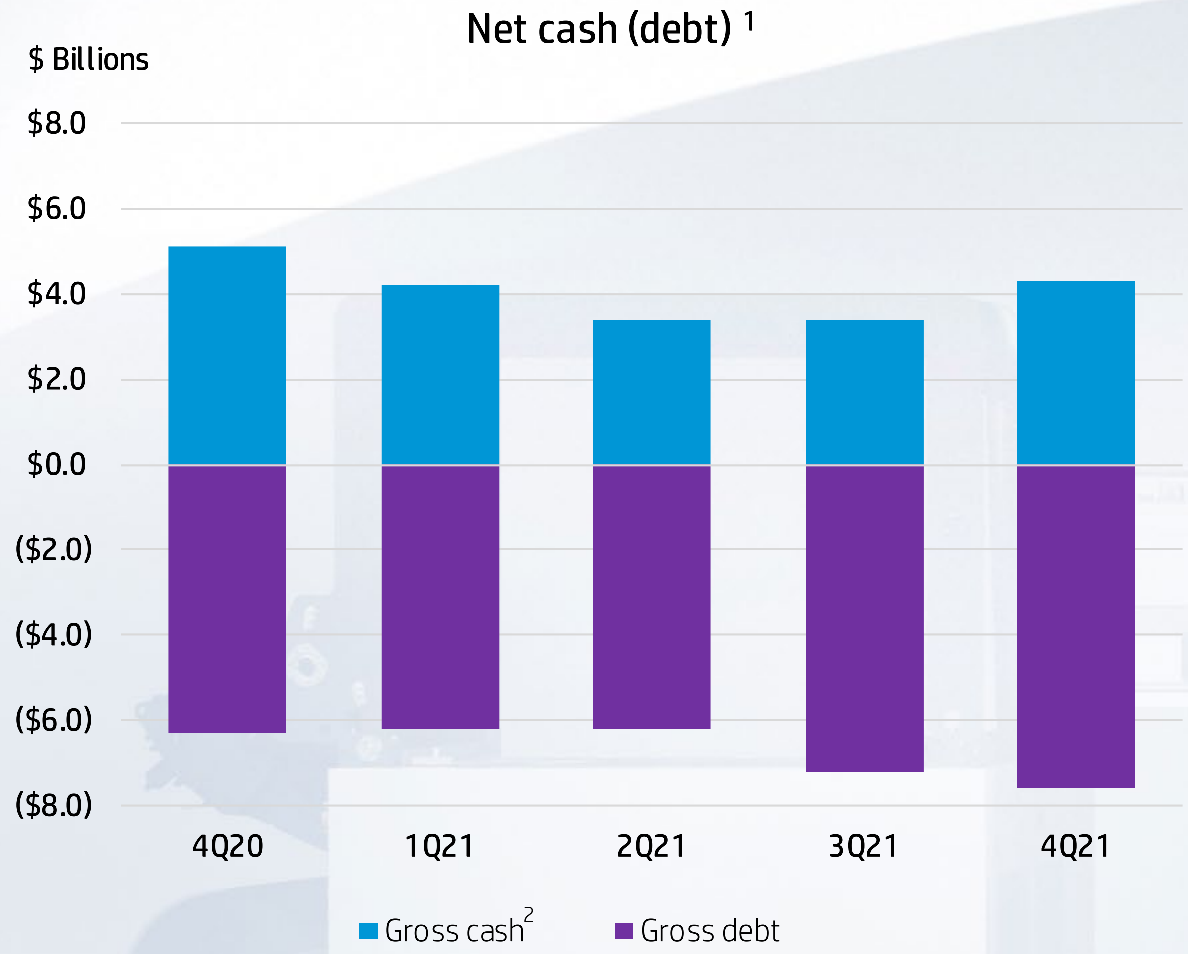
FY21 GAAP to non-GAAP bridge

$ in millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring and other charges	Acquisition-related charges	Debt extinguishment costs	Defined benefit plan settlement (gains)/ charges	Tax adjustments	Oracle litigation proceeds	Non-operating retirement related (credits) / charges	Non-GAAP
Revenue	$63,487									$63,487
Cost of revenue	50,070									50,070
Total OpEx	8,115	(154)	(245)	(68)						7,648
Operating profit	5,302	154	245	68						5,769
Interest and other, net	2,209				16	(37)		(2,304)	(153)	(269)
Pre-tax earnings	7,511	154	245	68	16	(37)		(2,304)	(153)	5,500
Income tax	(1,008)	(29)	(50)	(11)	(3)	6	(326)	533	8	(880)
Tax rate	13.4%									16.0%
Net earnings	$6,503	125	195	57	13	(31)	(326)	(1,771)	(145)	$4,620
Diluted net earnings per share	$5.33									$3.79

A description of HP's use of non-GAAP information is provided on slide 3 under "Use of non-GAAP financial information"

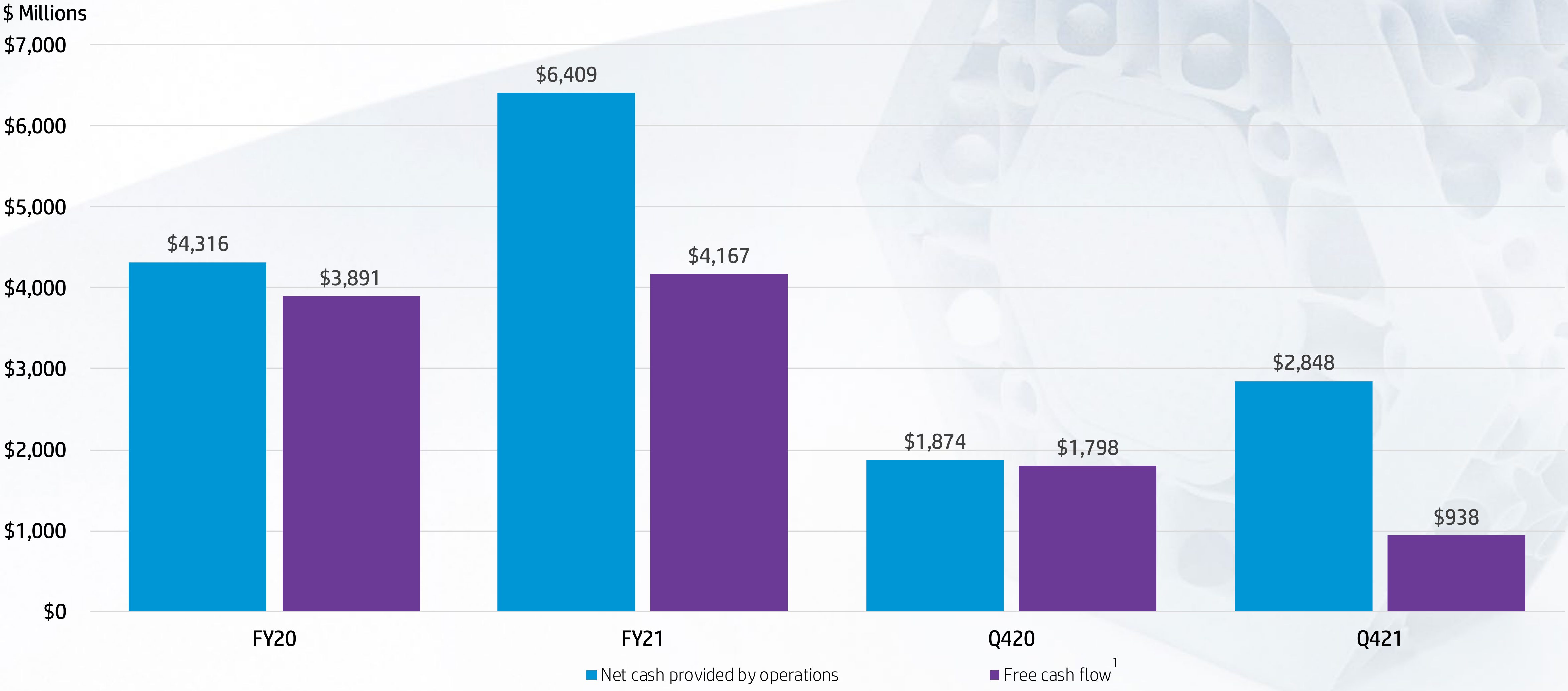
Select cash and debt balances



$ Billions	4Q20	1Q21	2Q21	3Q21	4Q21
Gross cash [2]	5.1	4.2	3.4	3.4	4.3
Gross debt	6.3	6.2	6.2	7.2	7.6
Net cash (debt) [1,3]	(1.1)	(2.1)	(2.8)	(3.7)	(3.3)

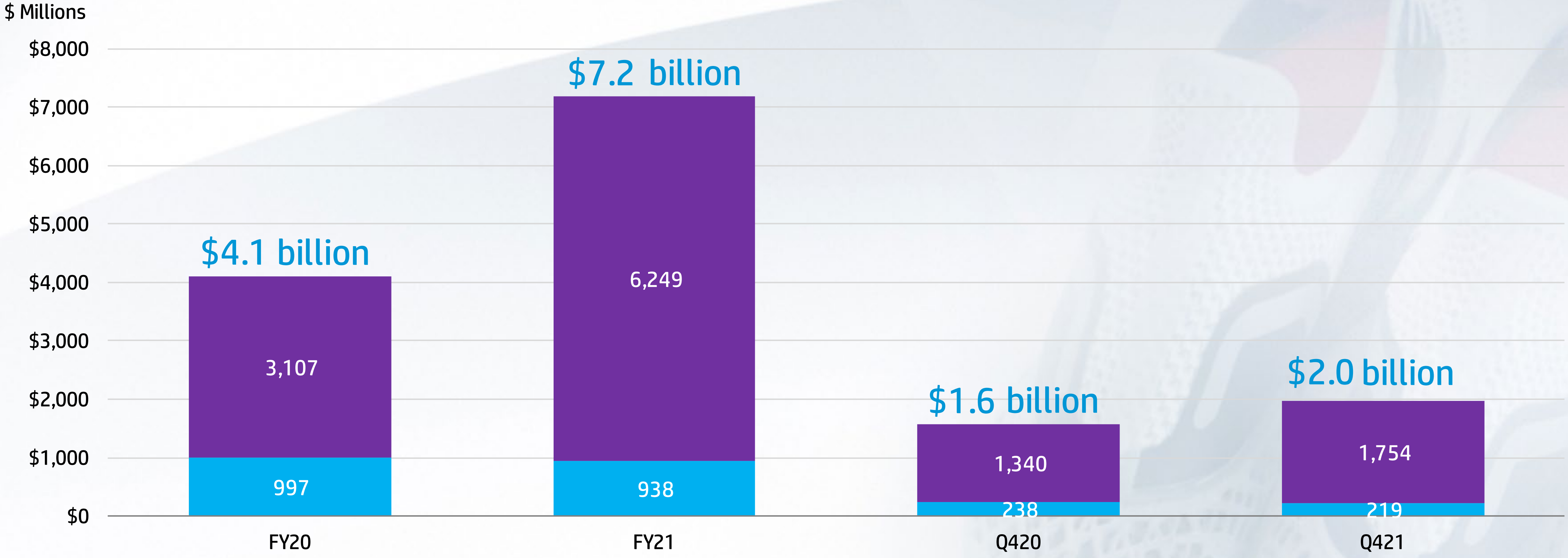
1. Net cash (debt) is defined as gross cash less gross debt after adjusting the effect of unamortized premium/discount on debt issuance, debt issuance costs and gains/losses on interest rate swaps
2. Gross cash includes cash and cash equivalents, short-term investments, and certain liquid long-term investments
3. Numbers may not foot due to rounding

Cash flow



1. Free cash flow includes net cash provided by operating activities adjusted for net investments in leases, net investments in property, plant and equipment and the net impact of the one-time Oracle litigation proceeds received during the fourth quarter of fiscal 2021

Shareholder return



	FY20	FY21	Q420	Q421
Shares repurchased	166.5 million	224.3 million	71.0 million	61.0 million
Dividend per share	$0.7048	$0.7752	$0.1762	$0.1938

Dividend payment   Share repurchase

Outlook

Q1 FY22 net EPS guidance	
GAAP diluted net EPS	$0.92 – $0.98
Non-GAAP diluted net EPS[1]	$0.99 – $1.05

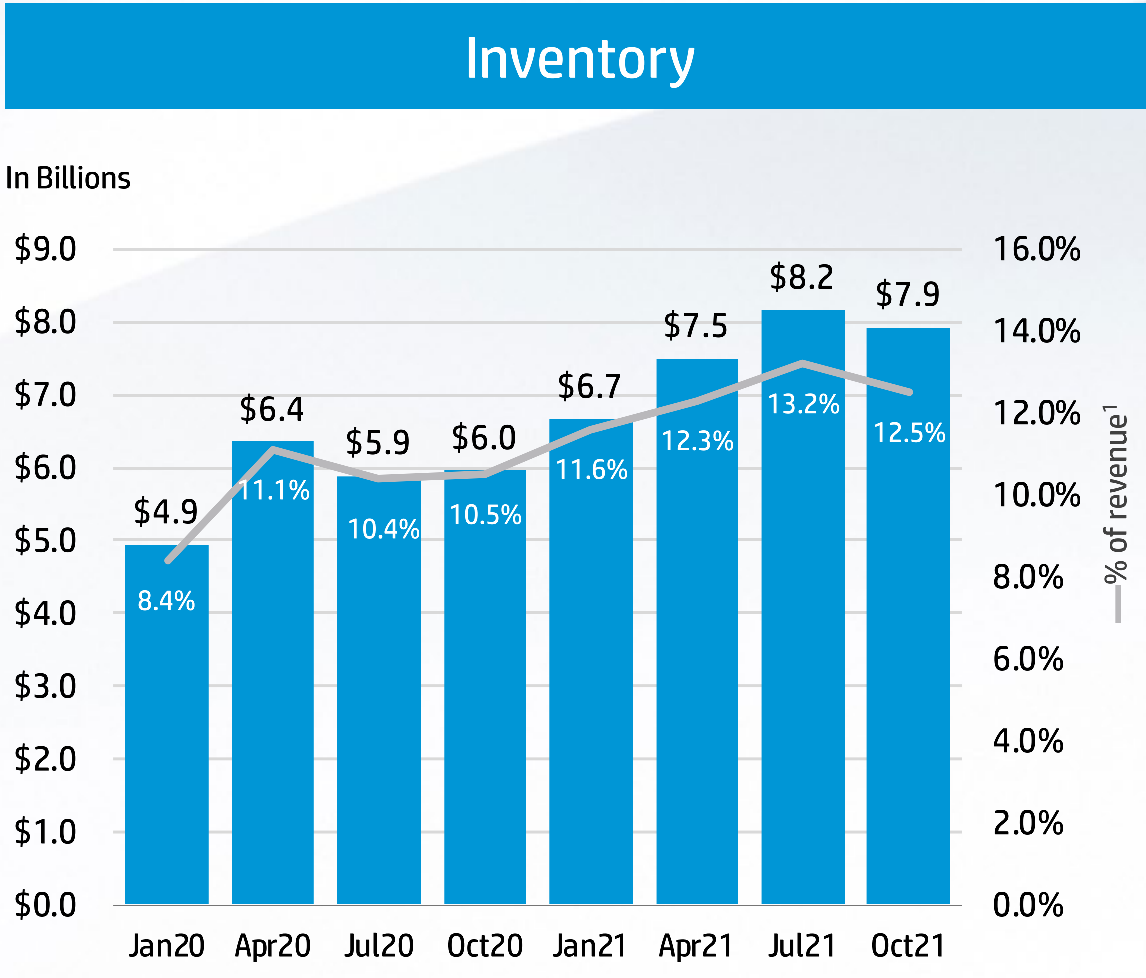
FY22 net EPS guidance	
GAAP diluted net EPS	$3.86 – $4.06
Non-GAAP diluted net EPS[1]	$4.07 – $4.27

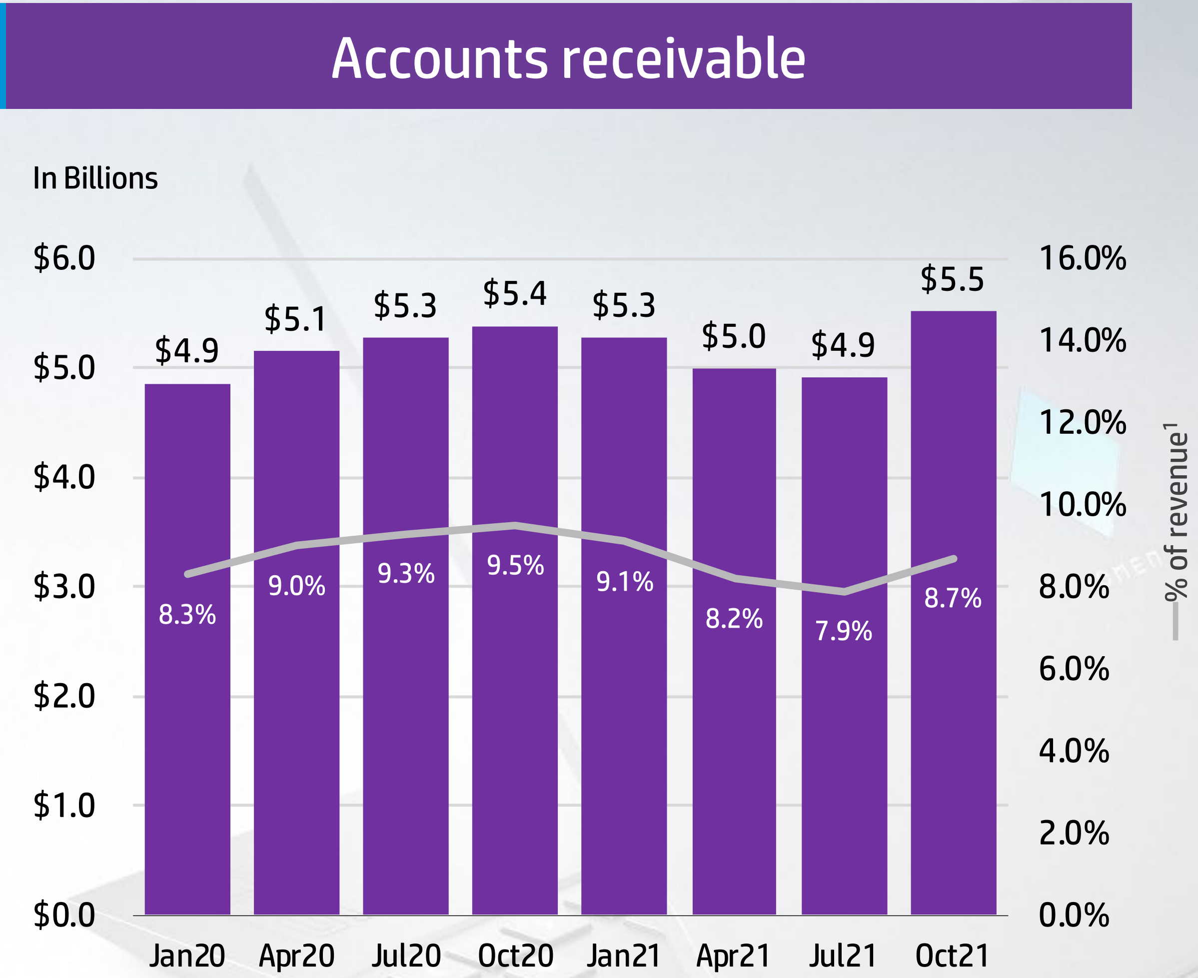
FY22 Free Cash Flow Guidance	
Free Cash Flow [2]	At least $4.5 Billion

1. First quarter and fiscal 2022 non-GAAP diluted net EPS estimates exclude restructuring and other charges, acquisition-related charges, amortization of intangible assets, non-operating retirement-related (credits) / charges, tax adjustments, and the related tax impact on these items
2. Free cash flow = Net cash provided by operations adjusted for net investment in leases and net investment in property, plant, and equipment

Supplemental slides

Inventory and accounts receivable

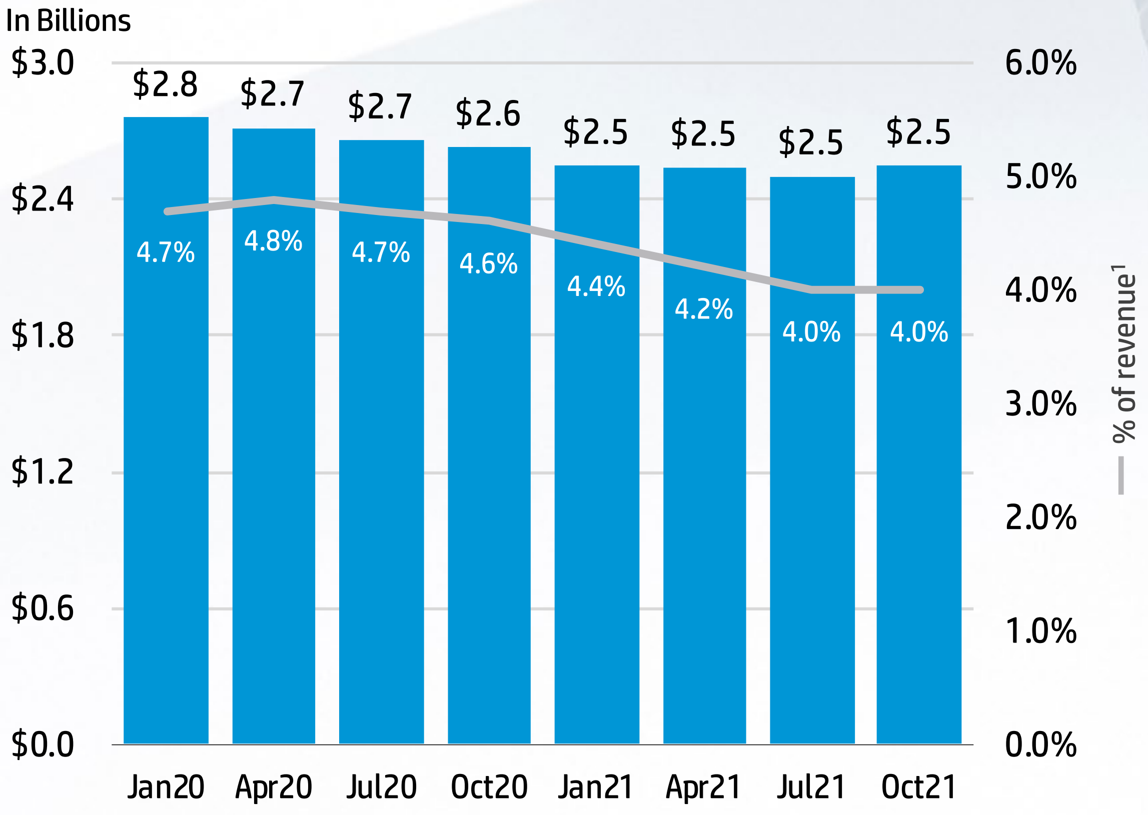




1. % of revenue calculations based on trailing 4-quarter net revenue

PP&E and accounts payable

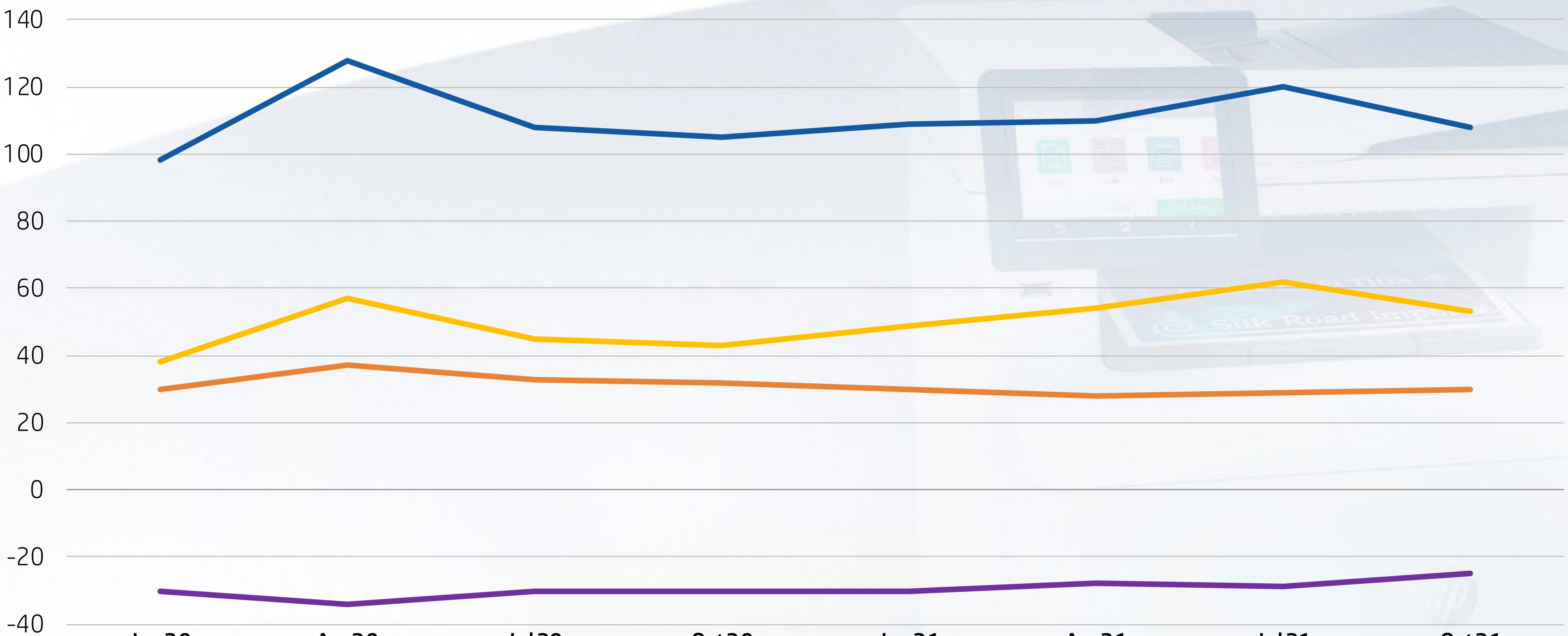
PP&E



Accounts payable

1. % of revenue calculations based on trailing 4-quarter net revenue

Working capital metrics



	Jan20	Apr20	Jul20	Oct20	Jan21	Apr21	Jul21	Oct21
Days receivables	30	37	33	32	30	28	29	30
Days inventory	38	57	45	43	49	54	62	53
Days payable	98	128	108	105	109	110	120	108
Cash conversion cycle[1]	-30	-34	-30	-30	-30	-28	-29	-25

1. Cash conversion cycle = Days receivables + Days inventory – Days payable

Q3 FY21 GAAP to non-GAAP bridge

$ in millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring and other charges	Acquisition-related charges	Debt extinguishment costs	Tax adjustments	Non-operating retirement related (credits) / charges	Non-GAAP
Revenue	$15,289							$15,289
Cost of revenue	11,901							11,901
Total OpEx	2,007	(42)	(56)	(24)				1,885
Operating profit	1,381	42	56	24				1,503
Interest and other, net	(55)				16		(39)	(78)
Pre-tax earnings	1,326	42	56	24	16		(39)	1,425
Income tax	(218)	(8)	(9)	(3)	(3)	13	1	(227)
Tax rate	16.4%							16.0%
Net earnings	$1,108	34	47	21	13	13	(38)	$1,198
Diluted net earnings per share	$0.92							$1.00

A description of HP's use of non-GAAP information is provided on slide 3 under "Use of non-GAAP financial information"

Q2 FY21 GAAP to non-GAAP bridge

$ in millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring and other charges	Acquisition-related charges	Tax adjustments	Non-operating retirement related (credits) / charges	Non-GAAP
Revenue	$15,877						$15,877
Cost of revenue	12,437						12,437
Total OpEx	2,078	(32)	(39)	(10)			1,997
Operating profit	1,362	32	39	10			1,443
Interest and other, net	(26)					(38)	(64)
Pre-tax earnings	1,336	32	39	10		(38)	1,379
Income tax	(108)	(7)	(8)	(2)	(96)		(221)
Tax rate	8.1%						16.0%
Net earnings	$1,228	25	31	8	(96)	(38)	$1,158
Diluted net earnings per share	$0.98						$0.93

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Q1 FY21 GAAP to non-GAAP bridge

$ in millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring and other charges	Acquisition-related charges	Tax adjustments	Non-operating retirement related (credits) / charges	Non-GAAP
Revenue	$15,646						$15,646
Cost of revenue	12,322						12,322
Total OpEx	2,003	(29)	(121)	(6)			1,847
Operating profit	1,321	29	121	6			1,477
Interest and other, net	(25)					(38)	(63)
Pre-tax earnings	1,296	29	121	6		(38)	1,414
Income tax	(228)	(5)	(28)	(1)	36		(226)
Tax rate	17.6%						16.0%
Net earnings	$1,068	24	93	5	36	(38)	$1,188
Diluted net earnings per share	$0.83						$0.92

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FY20 GAAP to non-GAAP bridge

$ in millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring and other charges	Acquisition-related charges	Debt extinguishment costs	Defined benefit plan settlement charges	Tax adjustments	Non-operating retirement related (credits) / charges	Non-GAAP
Revenue	$56,639								$56,639
Cost of revenue	46,202								46,202
Total OpEx	6,975	(113)	(462)	(16)					6,384
Operating profit	3,462	113	462	16					4,053
Interest and other, net	(231)				40	214	(1)	(225)	(203)
Pre-tax earnings	3,231	113	462	16	40	214	(1)	(225)	3,850
Income tax	(387)	(21)	(91)	(3)	(7)	(40)	(72)	5	(616)
Tax rate	12.0%								16.0%
Net earnings	$2,844	92	371	13	33	174	(73)	(220)	$3,234
Diluted net earnings per share	$2.00								$2.28

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Q4 FY20 GAAP to non-GAAP bridge

$ in millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring and other charges	Acquisition-related charges	Defined benefit plan settlement charges	Tax adjustments	Non-operating retirement related (credits) / charges	Non-GAAP
Revenue	$15,258							$15,258
Cost of revenue	12,579							12,579
Total OpEx	1,687	(29)	(31)	(2)				1,625
Operating profit	992	29	31	2				1,054
Interest and other, net	(216)				214	(1)	(57)	(60)
Pre-tax earnings	776	29	31	2	214	(1)	(57)	994
Income tax	(108)	(6)	(7)		(40)	1	1	(159)
Tax rate	13.9%							16.0%
Net earnings	$668	23	24	2	174		(56)	$835
Diluted net earnings per share	$0.49							$0.62

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Q3 FY20 GAAP to non-GAAP bridge

$ in millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring and other charges	Acquisition-related charges	Debt extinguishment costs	Tax adjustments	Non-operating retirement related (credits) / charges	Non-GAAP
Revenue	$14,294							$14,294
Cost of revenue	11,901							11,901
Total OpEx	1,614	(29)	(59)	(11)				1,515
Operating profit	779	29	59	11				878
Interest and other, net	(28)				40	1	(55)	(42)
Pre-tax earnings	751	29	59	11	40	1	(55)	836
Income tax	(17)	(5)	(12)	(2)	(7)	(92)	1	(134)
Tax rate	2.3%							16.0%
Net earnings	$734	24	47	9	33	(91)	(54)	$702
Diluted net earnings per share	$0.52							$0.49

A description of HP's use of non-GAAP information is provided on slide 3 under "Use of non-GAAP financial information"

Q2 FY20 GAAP to non-GAAP bridge

$ in millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring and other charges	Acquisition-related charges	Tax adjustments	Non-operating retirement related (credits) / charges	Non-GAAP
Revenue	$12,469						$12,469
Cost of revenue	9,976						9,976
Total OpEx	1,667	(29)	(81)	(3)			1,554
Operating profit	826	29	81	3			939
Interest and other, net	0				(1)	(56)	(57)
Pre-tax earnings	826	29	81	3	(1)	(56)	882
Income tax	(62)	(5)	(17)	(1)	(58)	2	(141)
Tax rate	7.5%						16.0%
Net earnings	$764	24	64	2	(59)	(54)	$741
Diluted net earnings per share	$0.53						$0.51

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Q1 FY20 GAAP to non-GAAP bridge

$ in millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring and other charges	Acquisition-related charges	Tax adjustments	Non-operating retirement related (credits) / charges	Non-GAAP
Revenue	$14,618						$14,618
Cost of revenue	11,746						11,746
Total OpEx	2,007	(26)	(291)				1,690
Operating profit	865	26	291				1,182
Interest and other, net	13					(57)	(44)
Pre-tax earnings	878	26	291			(57)	1,138
Income tax	(200)	(5)	(55)		77	1	(182)
Tax rate	22.8%						16.0%
Net earnings	$678	21	236		77	(56)	$956
Diluted net earnings per share	$0.46						$0.65

A description of HP's use of non-GAAP information is provided on slide 3 under "Use of non-GAAP financial information"

FY19 GAAP to non-GAAP bridge

$ in millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring and other charges	Acquisition-related charges	Tax adjustments	Non-operating retirement related (credits) / charges	Non-GAAP
Revenue	$58,756						$58,756
Cost of revenue	47,586						47,586
Total OpEx	7,293	(116)	(275)	(35)			6,867
Operating profit	3,877	116	275	35			4,303
Interest and other, net	(1,354)				1,177	(68)	(245)
Pre-tax earnings	2,523	116	275	35	1,177	(68)	4,058
Income tax	629	(25)	(58)	(9)	(1,197)	11	(649)
Tax rate	(24.9)%						16.0%
Net earnings	3,152	91	217	26	(20)	(57)	$3,409
Diluted net earnings per share	$2.07						$2.24

A description of HP's use of non-GAAP information is provided on slide 3 under "Use of non-GAAP financial information"

Q4 FY19 GAAP to non-GAAP bridge

$ in millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring and other charges	Acquisition-related charges	Tax adjustments	Non-operating retirement related (credits) / charges	Non-GAAP
Revenue	$15,407						$15,407
Cost of revenue	12,483						12,483
Total OpEx	1,980	(29)	(134)	(23)			1,794
Operating profit	944	29	134	23			1,130
Interest and other, net	(452)				417	(25)	(60)
Pre-tax earnings	492	29	134	23	417	(25)	1,070
Income tax	(104)	(8)	(29)	(2)	(39)	11	(171)
Tax rate	21.1%						16.0%
Net earnings	$388	21	105	21	378	(14)	$899
Diluted net earnings per share	$0.26						$0.60

A description of HP's use of non-GAAP information is provided on slide 3 under "Use of non-GAAP financial information"

Thank you