



HP Q4 FY15 Earnings Announcement

November 24, 2015

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Forward-looking statements

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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 operating expense, non-GAAP operating profit, non-GAAP tax rate, non-GAAP net earnings, and non-GAAP diluted net earnings per share 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, free cash flow and net capital expenditures 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 and net debt provide useful information to management about the state of HP's consolidated balance sheet. Operating company net cash and operating company net debt provide additional useful information to management about the state of HP's consolidated balance sheet by providing more transparency into the financial components of the operating company separate from HP's financing business, which has different capital structure requirements and requires much greater leverage to run effectively.

These non-GAAP financial measures 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 impairment of goodwill and intangible assets and 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 loss 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 loss in value of those intangible assets. In addition, items such as separation costs, restructuring charges and acquisition-related charges that are excluded from non-GAAP 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 measure and cash flow. HP may not be able to liquidate the short-term and long-term investments included in gross cash immediately, which may limit the usefulness of gross cash as a liquidity measure. In addition, free cash flow, which includes net capital expenditures, 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 compensate 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 robust and detailed reconciliations of each non-GAAP financial measure to the most directly comparable GAAP measure, and we encourage investors to review carefully those reconciliations.

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 management to evaluate and measure such performance and financial condition.

Each of the unaudited pro forma Hewlett Packard Enterprise and HP Inc. fiscal 2015 non-GAAP diluted net earnings per share and cash flow information presented in the earnings announcement this presentation accompanies is based on the estimated contributions of each company to Hewlett-Packard Company's fiscal 2015 non-GAAP diluted net EPS and cash flow as adjusted to give effect to the separation transaction effective on November 1, 2015. The pro forma amounts do not necessarily reflect what the fiscal 2015 non-GAAP diluted net EPS and cash flow of Hewlett Packard Enterprise or HP Inc. would have been had the separation occurred on November 1, 2014. They also may not be useful in predicting the future financial condition and results of operations of the separate companies. The actual financial positions and results of operations as reported in each company's Annual Report on Form 10-K and other filings with the Securities and Exchange Commission may differ significantly from the pro forma amounts reflected herein due to a variety of factors.





Q4 FY15 highlights

- Net revenue of **\$25.7 billion**
- Non-GAAP⁽¹⁾ diluted net earnings per share of **\$0.93**, down 12% from the prior-year period, versus the previously provided outlook of \$0.92 to \$0.98 per share
- GAAP diluted net earnings per share of **\$0.73**, up 4% from the prior-year period, versus the previously provided outlook of \$0.12 to \$0.18 per share
- Cash flow from operations of **\$2.6 billion**, down 3% from the prior-year period
- Returned **\$638 million** to shareholders in the form of share repurchases and dividends

1. A reconciliation of specific adjustments to GAAP results for the current and prior periods is included on slides 20 and 21 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"












FY15 highlights

- Net revenue of **\$103.4 billion**
- Non-GAAP⁽¹⁾ diluted net earnings per share of **\$3.59**, down 4% from the prior year, versus the previously provided outlook of \$3.59 to \$3.65 per share
- GAAP diluted net earnings per share of **\$2.48**, down 5% from the prior year, versus the previously provided outlook of \$1.87 to \$1.93 per share
- Cash flow from operations of **\$6.5 billion**, down 47% from the prior year
- Returned **\$4.1 billion** to shareholders in the form of share repurchases and dividends

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Q4 FY15 results overview

\$ in millions	Q4 Net Revenue	Growth y/y%	Non-GAAP OP \$	Non-GAAP OP % of rev	Non-GAAP OP \$ y/y	Non-GAAP OP % of rev y/y
 Printing	\$4,965	(14%)	\$862	17.4%	(\$194)	(0.8) pts
 Personal Systems	\$7,694	(14%)	\$294	3.8%	(\$61)	(0.2) pts
 Printing and Personal Systems Group ⁽¹⁾	\$12,659	(14%)	\$1,156	9.1%	(\$255)	(0.5) pts
 Enterprise Group	\$7,358	2%	\$1,029	14.0%	(\$43)	(0.8) pts
 Enterprise Services	\$5,020	(9%)	\$412	8.2%	\$35	1.4 pts
 Software	\$958	(7%)	\$288	30.1%	(\$34)	(1.3) pts
 HP Financial Services	\$802	(11%)	\$87	10.8%	(\$23)	(1.3) pts
Total HP⁽²⁾⁽³⁾	\$25,714	(9%)	\$2,328	9.1%	(\$413)	(0.5) pts








1. The Printing segment and the Personal Systems segment are structured beneath a broader Printing and Personal Systems Group ("PPS"). While PPS is not a reportable segment, HP provides financial data aggregating the segments within it in order to provide a supplementary view of its business

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3. Includes Corporate Investments, intercompany eliminations and other items not included in segment results



FY15 results overview

\$ in millions	FY15 Net Revenue	Growth y/y%	Non-GAAP OP \$	Non-GAAP OP % of rev	Non-GAAP OP \$ y/y	Non-GAAP OP % of rev y/y
 Printing	\$21,232	(9%)	\$3,865	18.2%	(\$364)	0.0 pts
 Personal Systems	\$31,469	(8%)	\$1,064	3.4%	(\$206)	(0.3) pts
 Printing and Personal Systems Group ⁽¹⁾	\$52,701	(8%)	\$4,929	9.4%	(\$570)	(0.2) pts
 Enterprise Group	\$27,907	1%	\$3,981	14.3%	(\$14)	(0.1) pts
 Enterprise Services	\$19,806	(12%)	\$1,051	5.3%	\$35	1.7 pts
 Software	\$3,458	(7%)	\$760	22.0%	(\$68)	(0.4) pts
 HP Financial Services	\$3,216	(8%)	\$349	10.9%	(\$40)	(0.2) pts
Total HP⁽²⁾⁽³⁾	\$103,355	(7%)	\$9,072	8.8%	(\$743)	0.0 pts

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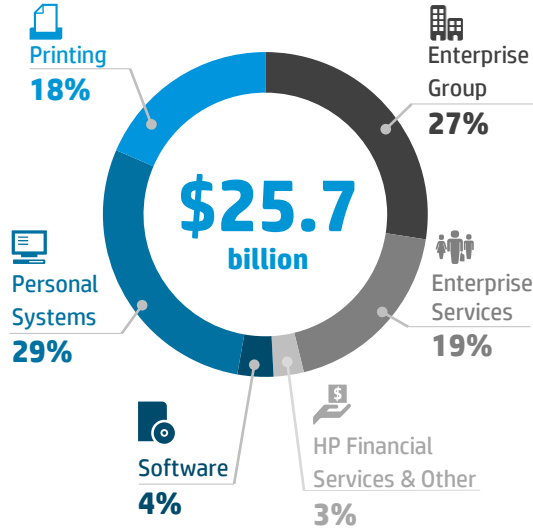
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Q4 FY15 mix by segment & region

Net revenue

By segment⁽²⁾

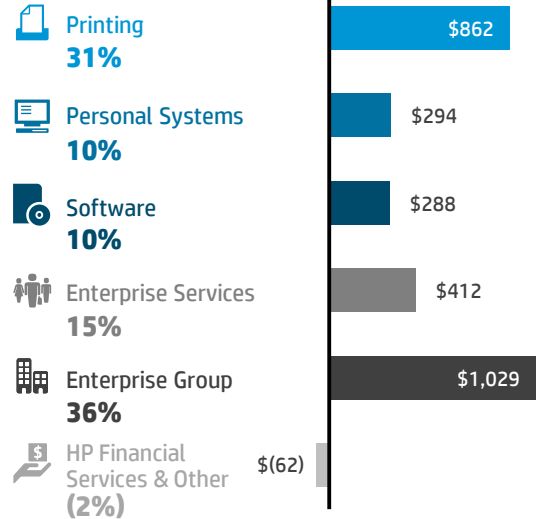


Non-GAAP operating profit⁽¹⁾

By segment⁽³⁾

\$2.3 billion

In millions



Net revenue by region



Americas

48%
US: 38%
Canada/LA: 10%

↓4% y/y
↓1% CC⁽⁴⁾

EMEA

34%

↓15% y/y
↓5% CC⁽⁴⁾

APJ

18%

↓11% y/y
↓3% CC⁽⁴⁾

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

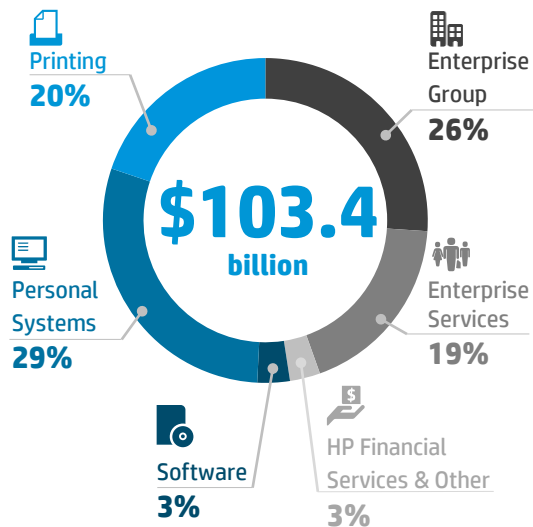
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2. Revenue mix calculated based on total segment revenue, which does not include intercompany eliminations
3. Operating profit mix calculated based on total segment operating profit, which does not include intercompany eliminations
4. Adjusted to eliminate the effects of currency



FY15 mix by segment & region

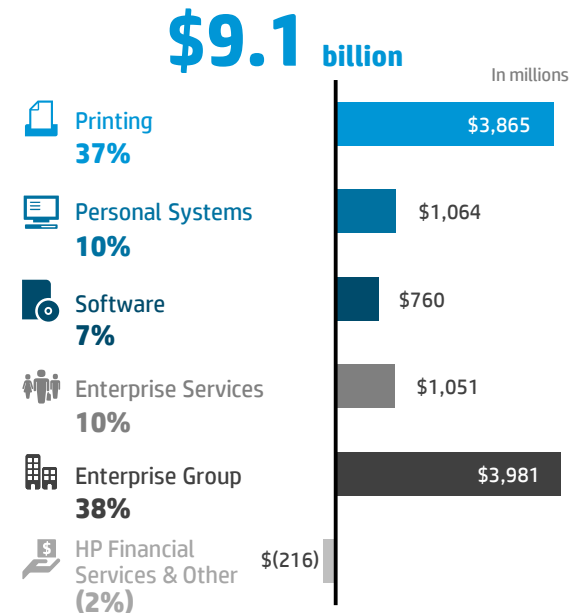
Net revenue

By segment⁽²⁾



Non-GAAP operating profit⁽¹⁾

By segment⁽³⁾



Net revenue by region



Americas

46%

US: 36%
Canada/LA: 10%

↓4% y/y
↓2% CC⁽⁴⁾

EMEA

35%

↓11% y/y
↓3% CC⁽⁴⁾

APJ

19%

↓7% y/y
↓2% CC⁽⁴⁾

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

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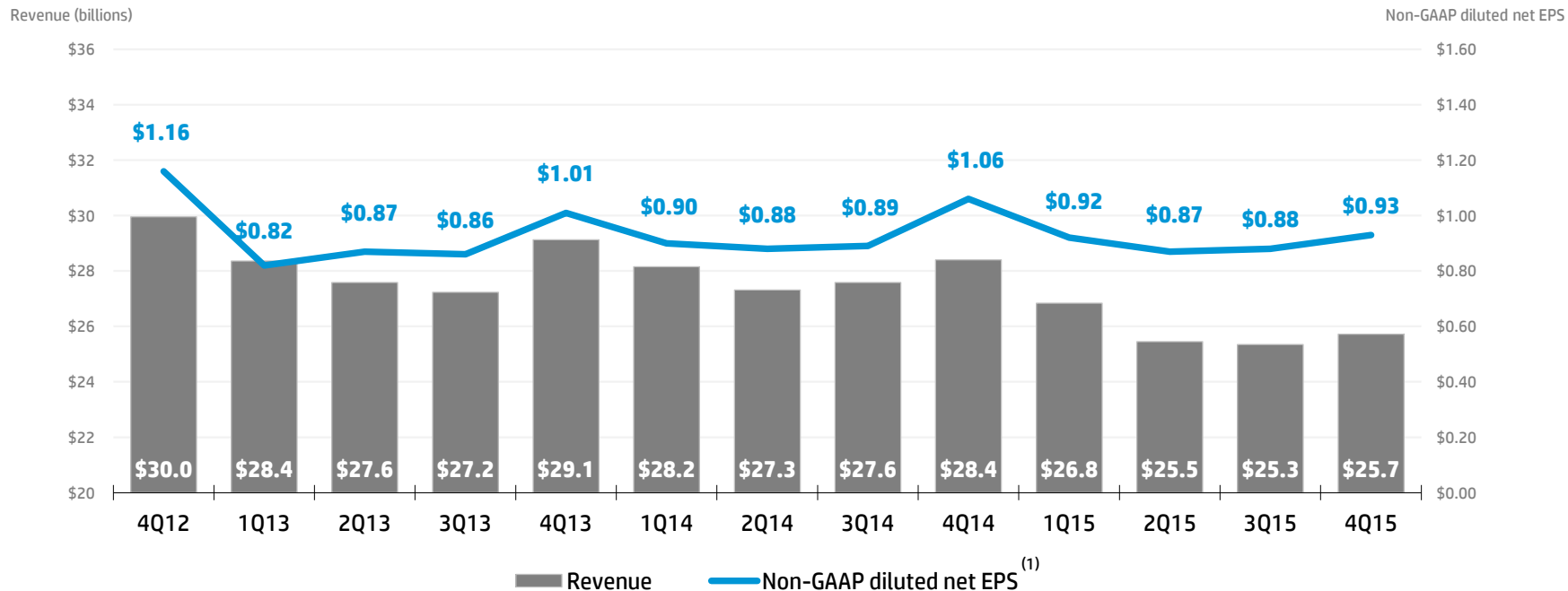
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Revenue & non-GAAP diluted net EPS performance

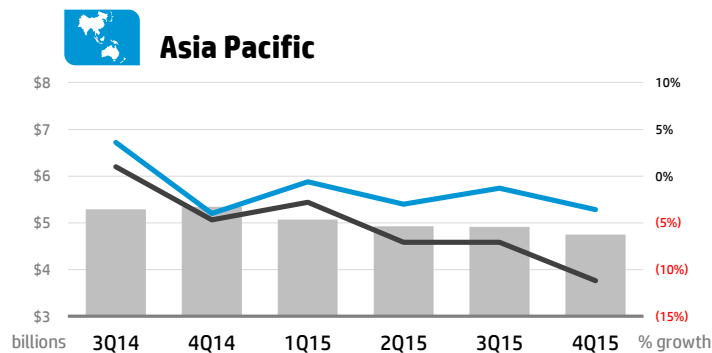
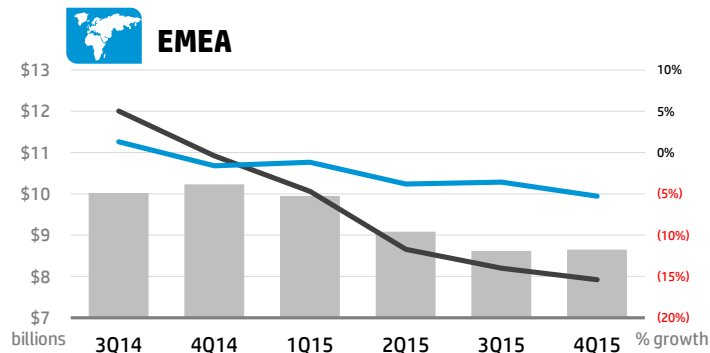
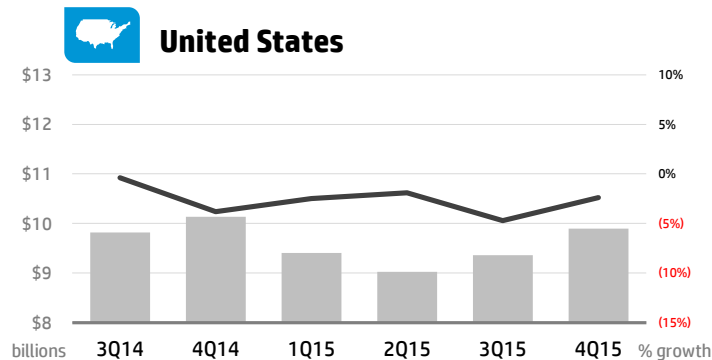
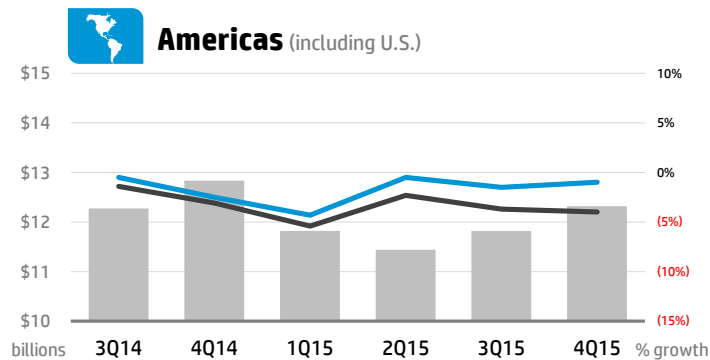


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Regional revenue trends

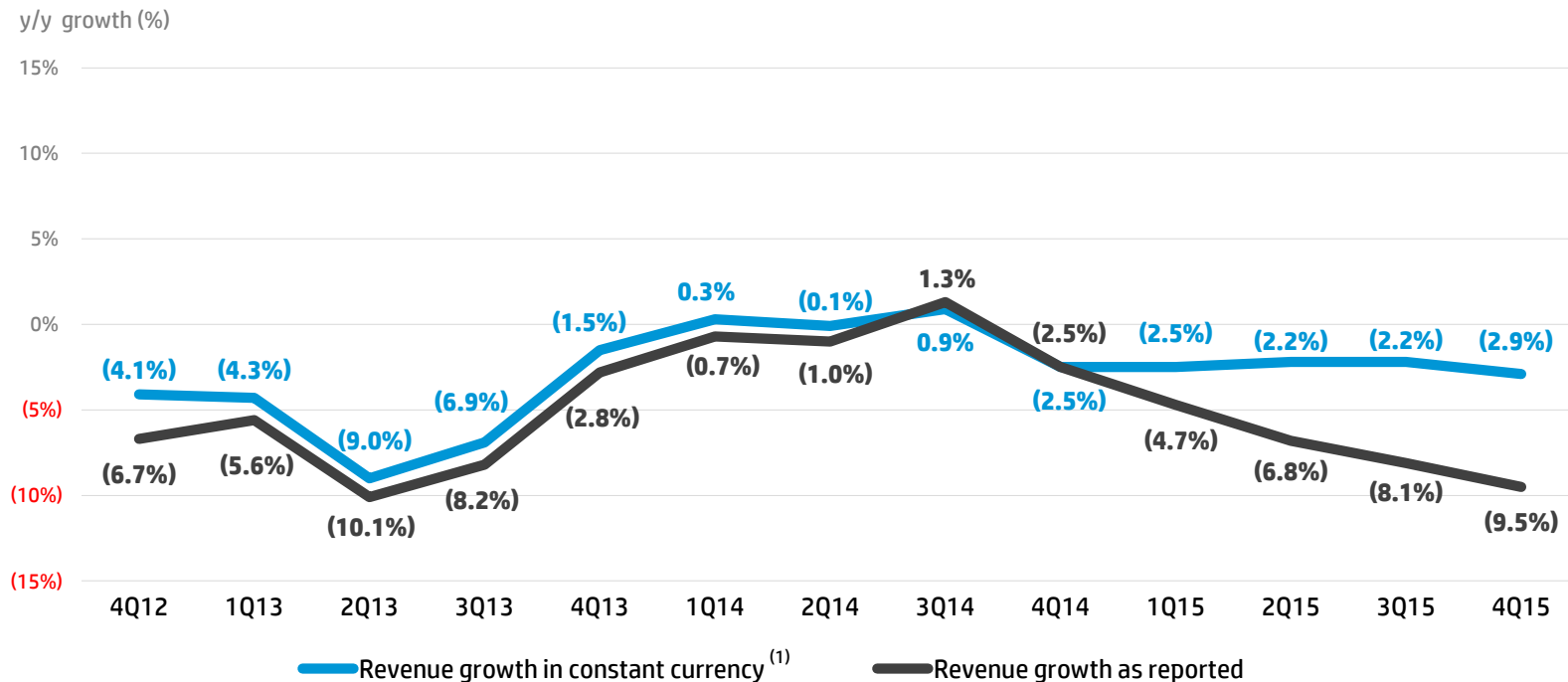
— y/y revenue growth %
 — y/y constant currency revenue growth % ⁽¹⁾



1. Adjusted to eliminate the effects of currency. A description of HP's use of non-GAAP information is provided on slide 3 under "Use of non-GAAP financial information"



Revenue growth



1. Adjusted to eliminate the effects of currency. A description of HP's use of non-GAAP information is provided on slide 3 under "Use of non-GAAP financial information"





Printing

Q4 FY15

Revenue

\$5.0 billion

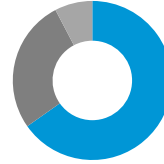
↓ 14% y/y

Operating profit

\$862 million

17.4% of revenue

Revenue



Supplies

65%

Commercial Hardware

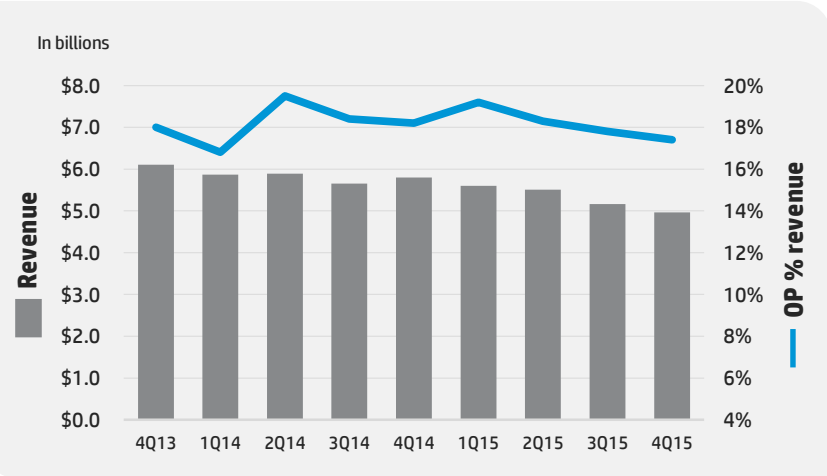
27%

Consumer Hardware

8%

Highlights

- Supplies revenue down **10%** y/y
- Total Hardware units down **17%** y/y
 - Commercial Hardware units down **23%** y/y
 - Consumer Hardware units down **14%** y/y





Personal Systems

Q4 FY15

Revenue

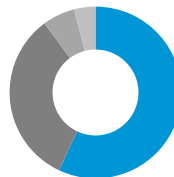
\$7.7 billion

↓ 14% y/y

Operating profit

\$294 million

3.8% of revenue

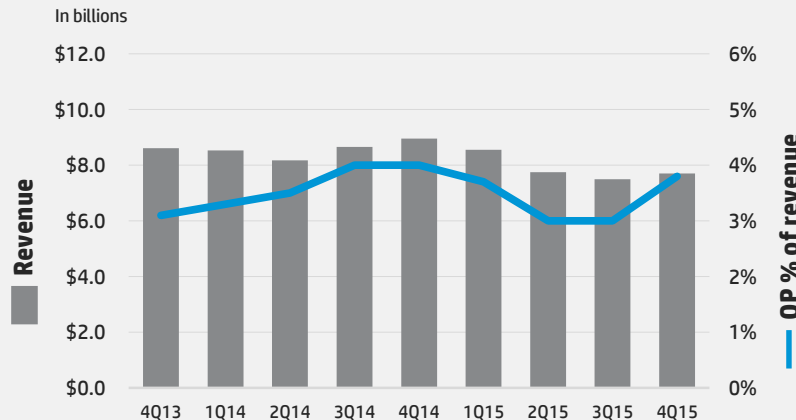


Revenue

Notebooks	57%
Desktops	33%
Workstations	6%
Other	4%

Highlights

- Total units down **12%** y/y
- Notebooks revenue down **10%** y/y, units down **5%** y/y
- Desktops revenue down **21%** y/y, units down **17%** y/y
- Commercial revenue down **15%** y/y
- Consumer revenue down **12%** y/y





Enterprise Group

Q4 FY15

Revenue

\$7.4 billion

↑ 2% y/y

Operating profit

\$1,029 million

14.0% of revenue

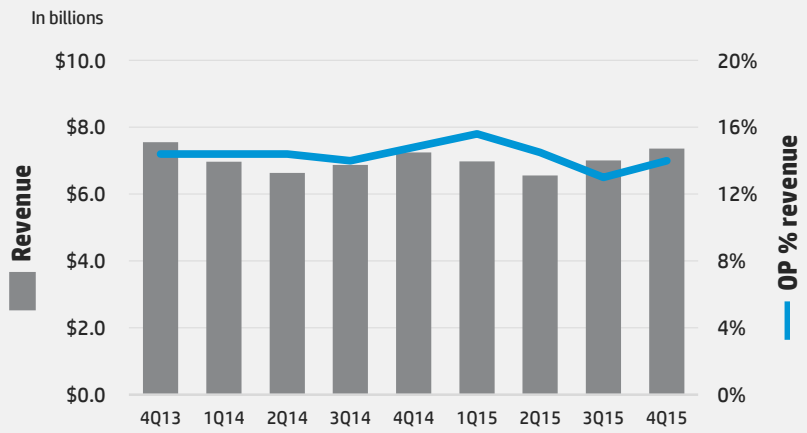


Industry Standard Servers (ISS)	48%
Storage	11%
Business Critical Systems (BCS)	3%
Networking	12%
Technology Services (TS)	26%

Revenue

Highlights

- ISS revenue up **5%** y/y
- Storage revenue down **7%** y/y (Converged revenue of \$430M, up 9% y/y, traditional revenue of \$389M, down 19% y/y)
- BCS revenue down **8%** y/y
- Networking revenue up **35%** y/y
- TS revenue down **11%** y/y





Enterprise Services

Q4 FY15

Revenue

\$5.0 billion

↓ 9% y/y

Operating profit

\$412 million

8.2% of revenue

Revenue



Infrastructure Technology Outsourcing (ITO)

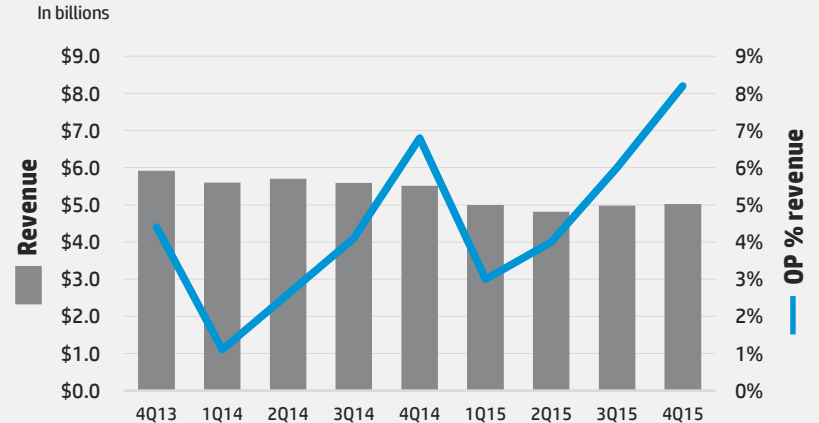
61%

Application and Business Services (ABS)

39%

Highlights

- ITO revenue down **11%** y/y
- ABS revenue down **5%** y/y



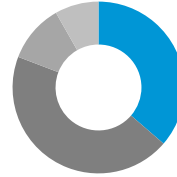
Software

Q4 FY15

Revenue
\$958 million
 ↓ 7% y/y

Operating profit
\$288 million
 30.1% of revenue

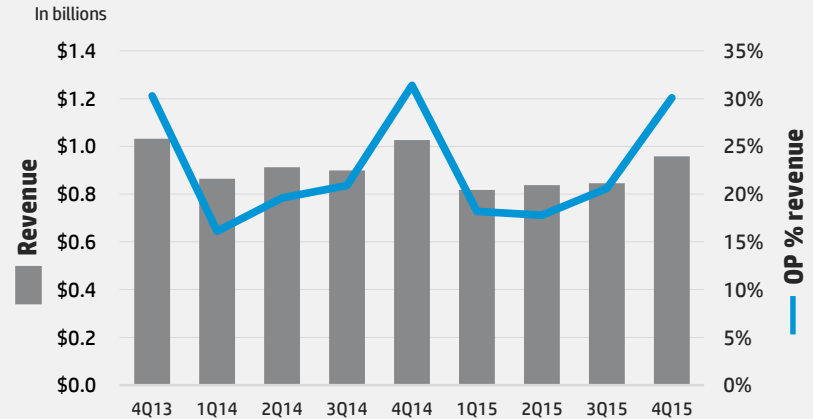
Revenue



Licenses	36%
Support	45%
Professional Services	11%
SaaS	8%

Highlights

- Licenses revenue down **6%** y/y
- Support revenue down **9%** y/y
- Services revenue down **3%** y/y
 - Professional Services revenue down **3%** y/y
 - SaaS revenue down **2%** y/y





HP Financial Services (HPFS)

Q4 FY15

Revenue

\$802 million

↓ 11% y/y

Operating profit

\$87 million

10.8% of revenue

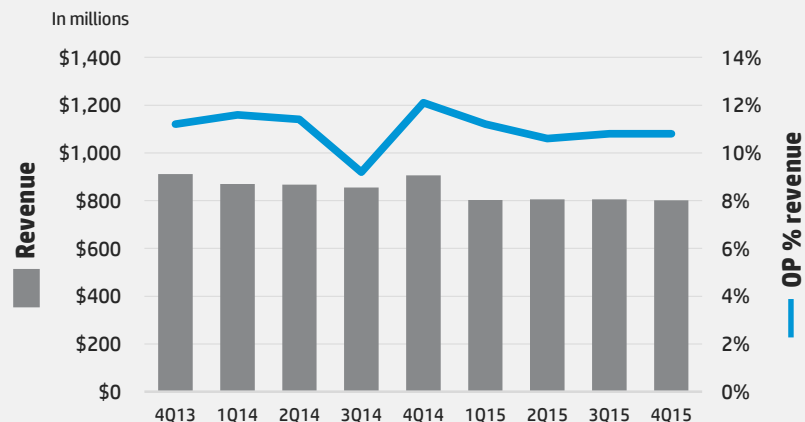
Revenue



Americas	60%
EMEA	28%
Asia Pacific	12%

Highlights

- Financing volume down **4%** y/y
- Net portfolio assets of **\$12.3B**, up **2%** y/y



Non-GAAP⁽¹⁾ financial information

In millions, except per share amounts	Q4 FY15		Q3 FY15		Q4 FY14	
Revenue	\$25,714	100%	\$25,349	100%	\$28,406	100%
Cost of sales	19,363	75.3%	19,317	76.2%	21,425	75.4%
Total OpEx	4,023	15.6%	3,855	15.2%	4,240	15.0%
Operating profit	\$2,328	9.1%	\$2,177	8.6%	\$2,741	9.6%
Interest & other, net	(151)		(108)		(146)	
Pre-tax earnings	2,177	8.5%	2,069	8.2%	2,595	9.1%
Income tax	(490)		(465)		(581)	
Net earnings	1,687	6.6%	1,604	6.3%	2,014	7.1%
Diluted net earnings per share	\$0.93		\$0.88		\$1.06	

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Q4 FY15 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Separation Costs	Acquisition and other related charges	Defined benefit plan settlement charges	Separation costs - early debt settlement	Valuation allowances, net, and separation taxes	Non-GAAP
Revenue	\$25,714								\$25,714
Cost of sales	19,363								19,363
Total OpEx	5,443	(246)	(591)	(509)	(20)	(54)			4,023
Operating profit	908	246	591	509	20	54			2,328
Interest & other, net	(318)						167		(151)
Pre-tax earnings	590	246	591	509	20	54	167		2,177
Valuation allowances, net, and separation taxes	803							(803)	-
Income tax	(70)	(66)	(106)	(162)	(6)	(17)	(63)	-	(490)
Tax rate	11.9%								22.5%
Net earnings	\$1,323								\$1,687
Diluted net earnings per share	\$0.73								\$0.93



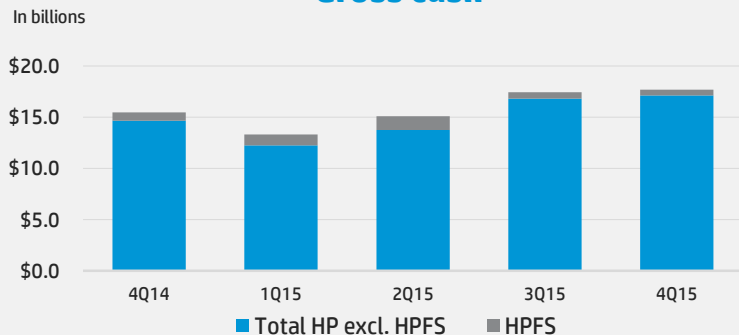
FY15 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Separation Costs	Acquisition and other related charges	Defined benefit plan settlement charges	Impairment of data center assets	Separation costs - early debt settlement	Valuation allowances, net, and separation taxes	Non-GAAP
Revenue	\$103,355									\$103,355
Cost of sales	78,596									78,596
Total OpEx	19,288	(931)	(1,017)	(1,259)	(90)	(168)	(136)			15,687
Operating profit	5,471	931	1,017	1,259	90	168	136			9,072
Interest & other, net	(739)							167		(572)
Pre-tax earnings	4,732	931	1,017	1,259	90	168	136	167		8,500
Valuation allowances, net, and separation taxes	803								(803)	0
Income tax	(981)	(259)	(162)	(399)	(25)	10	(29)	(63)	-	(1,908)
Tax rate	20.7%									22.4%
Net earnings	\$4,554									\$6,592
Diluted net earnings per share	\$2.48									\$3.59

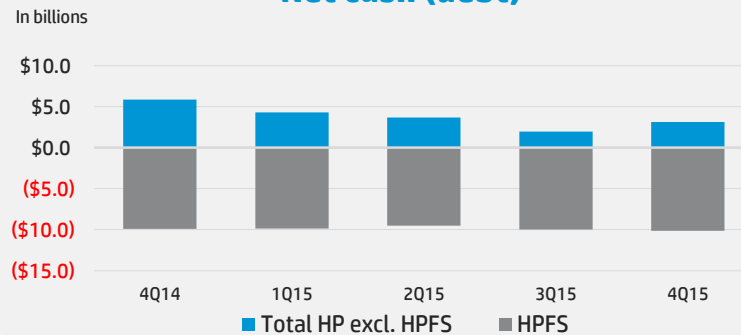


Select cash and debt balances⁽¹⁾

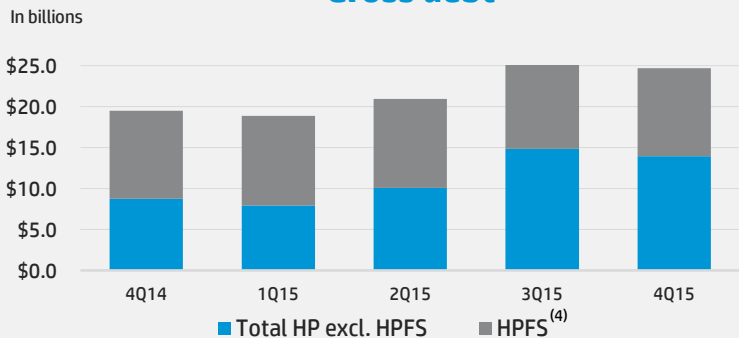
Gross cash⁽²⁾



Net cash (debt)⁽³⁾



Gross debt



\$ in billions	4Q14	1Q15	2Q15	3Q15	4Q15
Total HP gross cash ⁽²⁾	15.5	13.3	15.1	17.4	17.7
Total HP gross debt	19.5	18.9	20.9	25.4	24.7
HP net cash (debt) ⁽³⁾	(4.0)	(5.6)	(5.8)	(8.0)	(7.0)
HPFS gross cash ⁽²⁾	0.8	1.0	1.4	0.6	0.6
HPFS gross debt ⁽⁴⁾	10.7	10.9	10.9	10.6	10.7
HPFS net cash (debt) ⁽³⁾	(9.9)	(9.9)	(9.5)	(10.0)	(10.1)
Operating co. net cash⁽³⁾⁽⁵⁾	5.9	4.3	3.7	2.0	3.1

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

2. Gross cash includes cash and cash equivalents, short-term investments, and certain liquid long-term investments

3. Net cash (debt) is defined as gross cash less gross debt including the effect of hedging

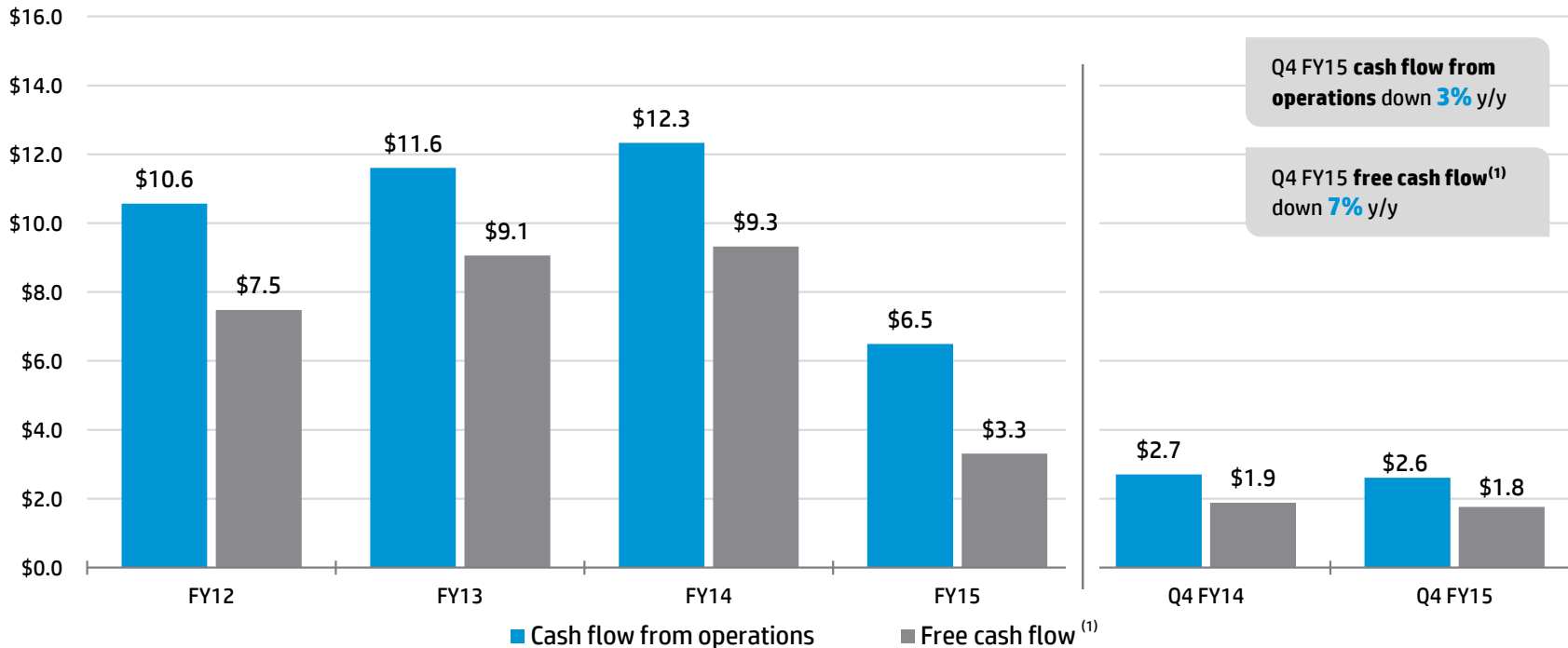
4. HPFS gross debt includes primarily intercompany equity that is treated as debt for segment reporting purposes at a debt to equity ratio of 7.0x, intercompany debt, and borrowing and funding related activity associated with HPFS and its subsidiaries

5. Operating company net cash is total HP net cash (debt) less HPFS net cash (debt)



Cash flow

In billions



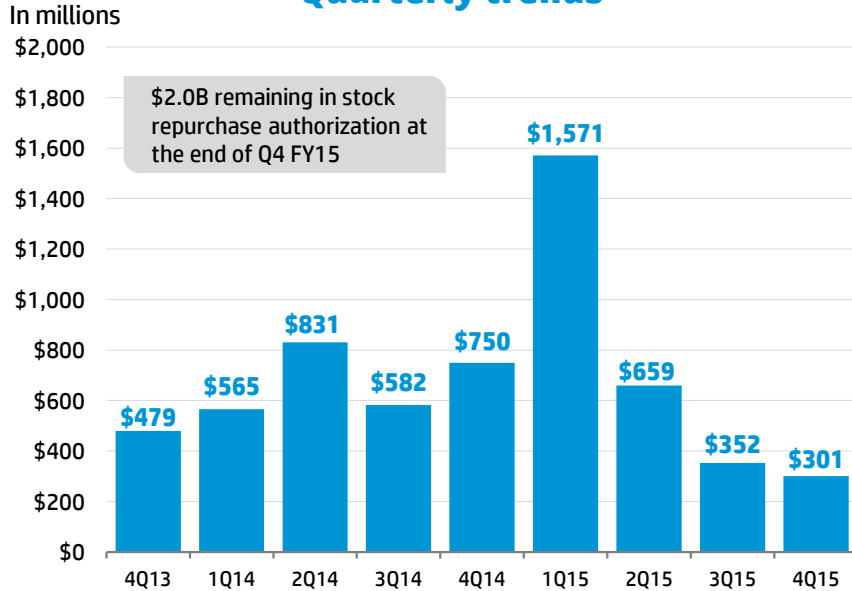
1. Free cash flow = cash flow from operations less net capital expenditures; net capital expenditures = investments in property, plant and equipment less proceeds from the sale of property, plant and equipment



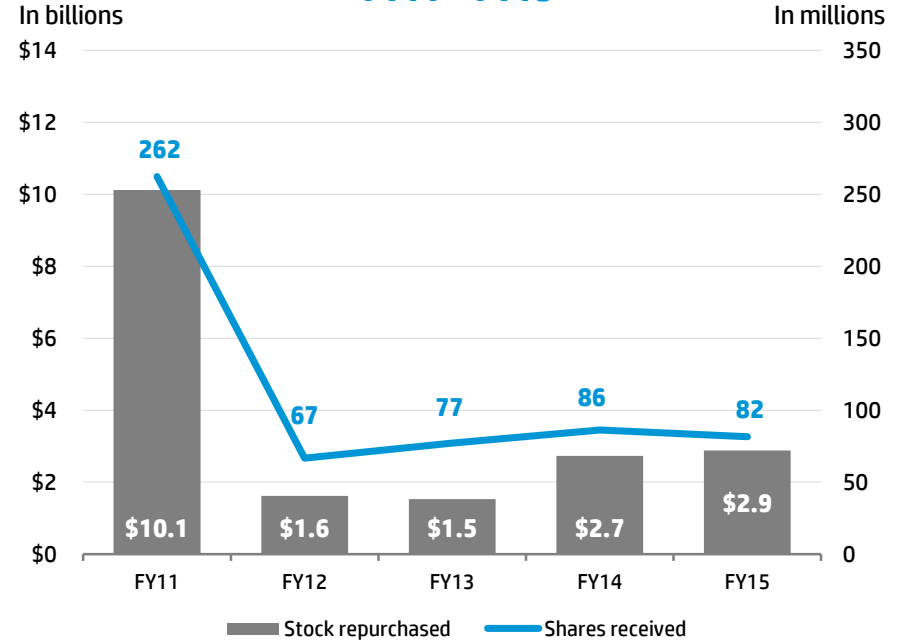


Stock repurchase

Quarterly trends



FY11 – FY15

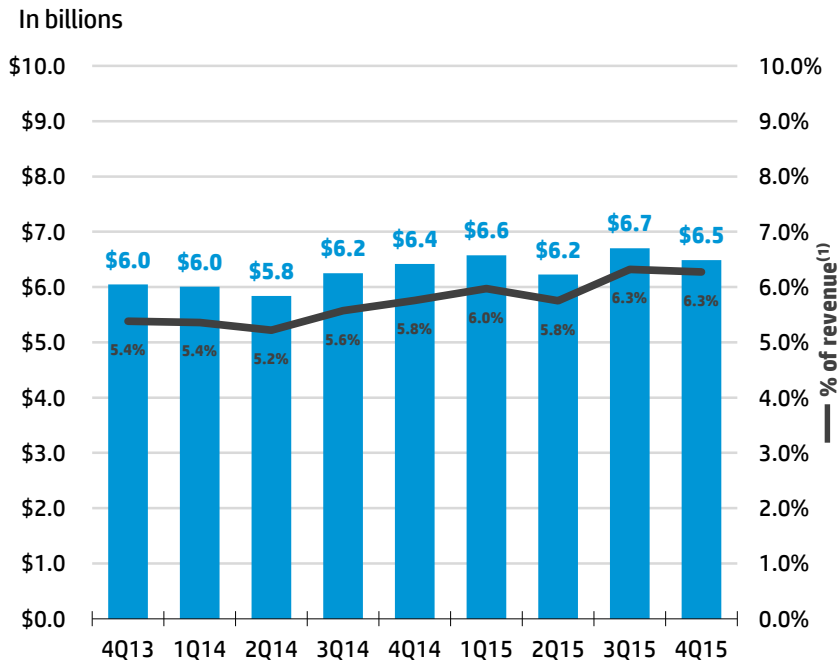


Supplemental slides

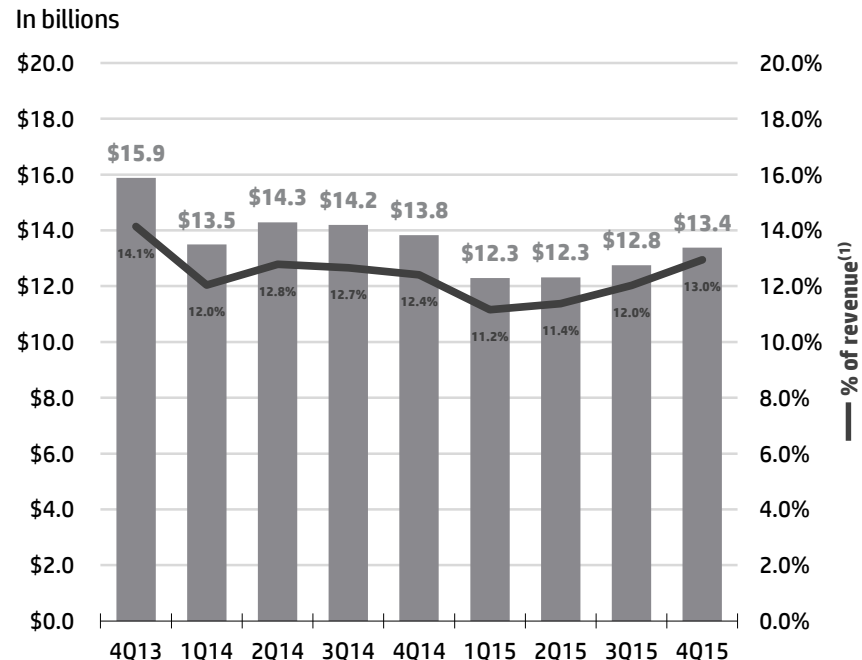


Inventory & accounts receivable

Inventory



Accounts receivable

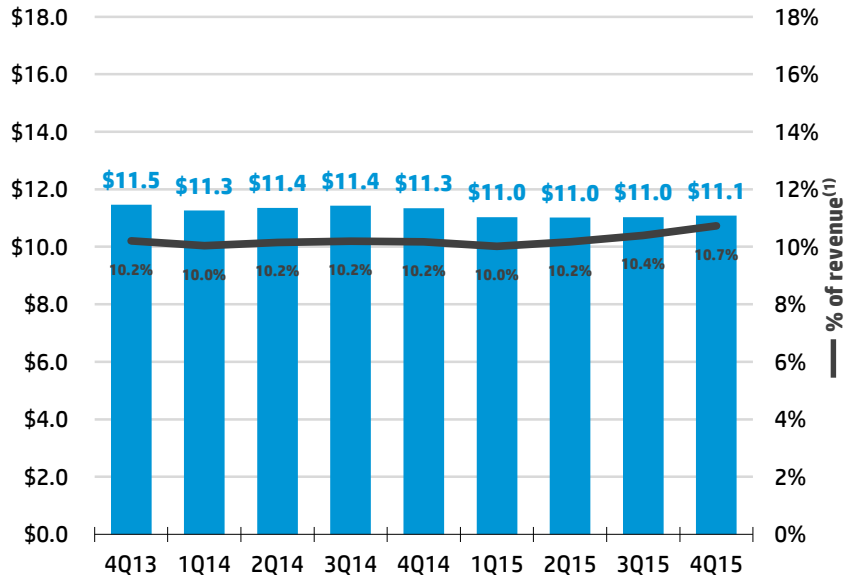


1. % of revenue calculations based on trailing 4-quarter net revenue

PP&E & accounts payable

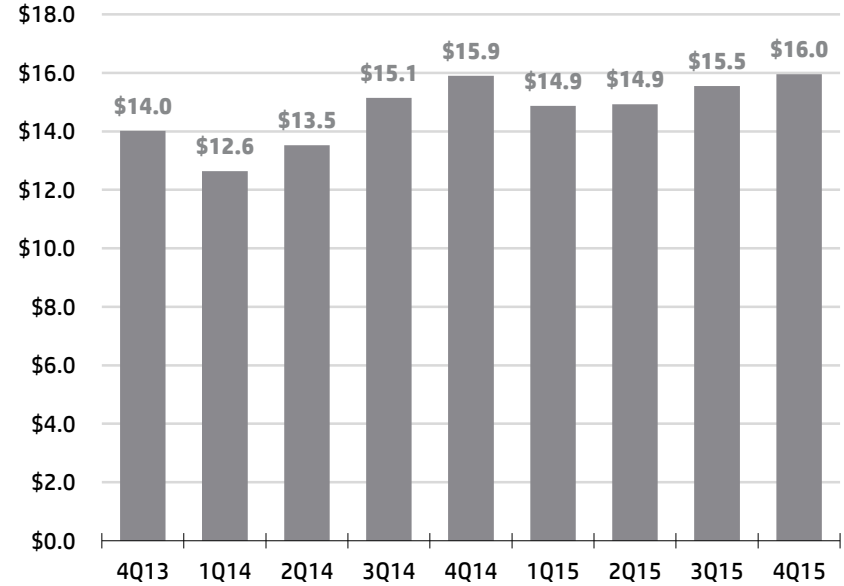
PP&E

In billions



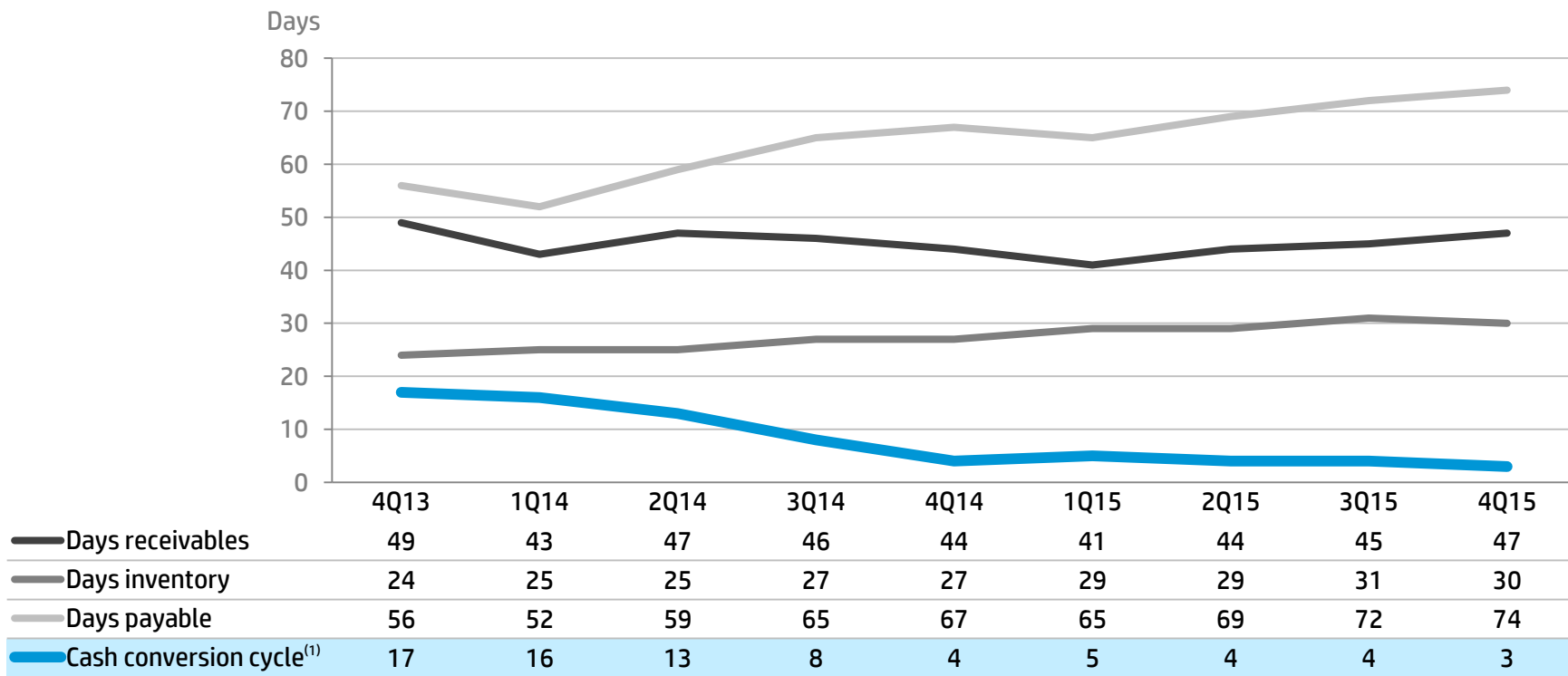
Accounts payable

In billions



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

Working capital metrics



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



HPFS supplemental data

In millions	Q4 FY15	Q3 FY15	Q4 FY14
Depreciation ⁽¹⁾	\$350	\$372	\$399
Net capital expenditures ⁽¹⁾⁽²⁾	\$432	\$433	\$489
Sequential increase (decrease) in net financing receivables	\$248	\$45	(\$95)

1. Depreciation and net capital expenditures are shown net of inter-company eliminations

2. Net capital expenditures = investments in property, plant and equipment less proceeds from the sale of property, plant and equipment

Q3 FY15 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Separation Costs	Acquisition-related charges	Defined benefit plan settlement charges	Impairment of data center assets	Non-GAAP
Revenue	\$25,349							\$25,349
Cost of sales	19,317							19,317
Total OpEx	4,820	(242)	(25)	(401)	(47)	(114)	(136)	3,855
Operating profit	1,212	242	25	401	47	114	136	2,177
Interest & other, net	(108)							(108)
Pre-tax earnings	1,104	242	25	401	47	114	136	2,069
Income tax	(250)	(68)	(6)	(122)	(17)	27	(29)	(465)
Tax rate	22.6%							22.5%
Net earnings	\$854							\$1,604
Diluted net earnings per share	\$0.47							\$0.88



Q2 FY15 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Separation Costs	Acquisition-related charges	Non-GAAP
Revenue	\$25,453					\$25,453
Cost of sales	19,345					19,345
Total OpEx	4,677	(221)	(255)	(269)	(19)	3,913
Operating profit	1,431	221	255	269	19	2,195
Interest & other, net	(139)					(139)
Pre-tax earnings	1,292	221	255	269	19	2,056
Income tax	(281)	(62)	(30)	(86)	(1)	(460)
Tax rate	21.7%					22.4%
Net earnings	\$1,011					\$1,596
Diluted net earnings per share	\$0.55					\$0.87



Q1 FY15 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Separation Costs	Acquisition-related charges	Non-GAAP
Revenue	\$26,839					\$26,839
Cost of sales	20,571					20,571
Total OpEx	4,348	(222)	(146)	(80)	(4)	3,896
Operating profit	1,920	222	146	80	4	2,372
Interest & other, net	(174)					(174)
Pre-tax earnings	1,746	222	146	80	4	2,198
Income tax	(380)	(63)	(20)	(29)	(1)	(493)
Tax rate	21.8%					22.4%
Net earnings	\$1,366					\$1,705
Diluted net earnings per share	\$0.73					\$0.92



FY14 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Acquisition-related charges	Non-GAAP
Revenue	\$111,454				\$111,454
Cost of sales	84,839				84,839
Total OpEx	19,430	(1,000)	(1,619)	(11)	16,800
Operating profit	7,185	1,000	1,619	11	9,815
Interest & other, net	(628)				(628)
Pre-tax earnings	6,557	1,000	1,619	11	9,187
Income tax	(1,544)	(270)	(225)	(3)	(2,042)
Tax rate	23.5%				22.2%
Net earnings	\$5,013				\$7,145
Diluted net earnings per share	\$2.62				\$3.74



Q4 FY14 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Acquisition-related charges	Non-GAAP
Revenue	\$28,406				\$28,406
Cost of sales	21,425				21,425
Total OpEx	5,073	(226)	(604)	(3)	4,240
Operating profit	1,908	226	604	3	2,741
Interest & other, net	(146)				(146)
Pre-tax earnings	1,762	226	604	3	2,595
Income tax	(432)	(66)	(82)	(1)	(581)
Tax rate	24.5%				22.4%
Net earnings	\$1,330				\$2,014
Diluted net earnings per share	\$0.70				\$1.06



Q3 FY14 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Acquisition-related charges	Non-GAAP
Revenue	\$27,585				\$27,585
Cost of sales	20,974				20,974
Total OpEx	5,153	(227)	(649)	(2)	4,275
Operating profit	1,458	227	649	2	2,336
Interest & other, net	(145)				(145)
Pre-tax earnings	1,313	227	649	2	2,191
Income tax	(328)	(65)	(100)	(0)	(493)
Tax rate	25.0%				22.5%
Net earnings	\$985				\$1,698
Diluted net earnings per share	\$0.52				\$0.89



Q2 FY14 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Acquisition-related charges	Non-GAAP
Revenue	\$27,309				\$27,309
Cost of sales	20,704				20,704
Total OpEx	4,783	(264)	(252)	(3)	4,264
Operating profit	1,822	264	252	3	2,341
Interest & other, net	(174)				(174)
Pre-tax earnings	1,648	264	252	3	2,167
Income tax	(375)	(72)	(28)	(1)	(476)
Tax rate	22.8%				22.0%
Net earnings	\$1,273				\$1,691
Diluted net earnings per share	\$0.66				\$0.88



Q1 FY14 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Acquisition-related charges	Non-GAAP
Revenue	\$28,154				\$28,154
Cost of sales	21,736				21,736
Total OpEx	4,421	(283)	(114)	(3)	4,021
Operating profit	1,997	283	114	3	2,397
Interest & other, net	(163)				(163)
Pre-tax earnings	1,834	283	114	3	2,234
Income tax	(409)	(67)	(15)	(1)	(492)
Tax rate	22.3%				22.0%
Net earnings	\$1,425				\$1,742
Diluted net earnings per share	\$0.74				\$0.90



FY13 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Acquisition-related charges	Non-GAAP
Revenue	\$112,298				\$112,298
Cost of sales	86,380				86,380
Total OpEx	18,787	(1,373)	(990)	(22)	16,402
Operating profit	7,131	1,373	990	22	9,516
Interest & other, net	(621)				(621)
Pre-tax earnings	6,510	1,373	990	22	8,895
Income tax	(1,397)	(424)	(128)	(8)	(1,957)
Tax rate	21.5%				22.0%
Net earnings	\$5,113				\$6,938
Diluted net earnings per share	\$2.62				\$3.56



Q4 FY13 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Acquisition-related charges	Non-GAAP
Revenue	\$29,131				\$29,131
Cost of sales	22,437				22,437
Total OpEx	4,771	(317)	(371)	(3)	4,080
Operating profit	1,923	317	371	3	2,614
Interest & other, net	(103)				(103)
Pre-tax earnings	1,820	317	371	3	2,511
Income tax	(406)	(87)	(58)	(1)	(552)
Tax rate	22.3%				22.0%
Net earnings	\$1,414				\$1,959
Diluted net earnings per share	\$0.73				\$1.01



Q3 FY13 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Acquisition-related charges	Non-GAAP
Revenue	\$27,226				\$27,226
Cost of sales	20,859				20,859
Total OpEx	4,512	(356)	(81)	(4)	4,071
Operating profit	1,855	356	81	4	2,296
Interest & other, net	(146)				(146)
Pre-tax earnings	1,709	356	81	4	2,150
Income tax	(319)	(141)	(12)	(2)	(474)
Tax rate	18.7%				22.0%
Net earnings	\$1,390				\$1,676
Diluted net earnings per share	\$0.71				\$0.86



Q2 FY13 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Acquisition-related charges	Non-GAAP
Revenue	\$27,582				\$27,582
Cost of sales	21,055				21,055
Total OpEx	4,926	(350)	(408)	(11)	4,157
Operating profit	1,601	350	408	11	2,370
Interest & other, net	(193)				(193)
Pre-tax earnings	1,408	350	408	11	2,177
Income tax	(331)	(101)	(43)	(4)	(479)
Tax rate	23.5%				22.0%
Net earnings	\$1,077				\$1,698
Diluted net earnings per share	\$0.55				\$0.87



Q1 FY13 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Amortization of intangible assets	Restructuring charges	Acquisition-related charges	Non-GAAP
Revenue	\$28,359				\$28,359
Cost of sales	22,029				22,029
Total OpEx	4,578	(350)	(130)	(4)	4,094
Operating profit	1,752	350	130	4	2,236
Interest & other, net	(179)				(179)
Pre-tax earnings	1,573	350	130	4	2,057
Income tax	(341)	(95)	(15)	(1)	(452)
Tax rate	21.7%				22.0%
Net earnings	\$1,232				\$1,605
Diluted net earnings per share	\$0.63				\$0.82

FY12 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Wind down of webOS device business	Wind down of non-strategic businesses ⁽¹⁾	Impairment of goodwill and intangible assets	Amortization of intangible assets	Restructuring charges	Acquisition-related charges	Non-GAAP
Revenue	\$120,357							\$120,357
Cost of sales	92,385	36	(108)					92,313
Total OpEx	39,029			(18,035)	(1,784)	(2,266)	(45)	16,899
Operating (loss) / profit	(11,057)	(36)	108	18,035	1,784	2,266	45	11,145
Interest & other, net	(876)							(876)
Pre-tax (loss) / earnings	(11,933)	(36)	108	18,035	1,784	2,266	45	10,269
Income tax	(717)	13	(34)	(235) ⁽²⁾	(600)	(647)	(14)	(2,234)
Tax rate	(6.0%)							21.8%
Net (loss) / earnings	(\$12,650)							\$8,035
Diluted net (loss) / earnings per share	(\$6.41)							\$4.05

1. Primarily represents contract-related charges, including inventory write-downs, related to winding down certain retail publishing business activities within the Printing segment

2. The adjustments for taxes is net of a valuation allowance of \$1.3 billion provided for certain deferred tax assets

Q4 FY12 GAAP to non-GAAP bridge

In millions, except tax rate and per share amounts	GAAP	Impairment of goodwill and intangible assets	Amortization of intangible assets	Restructuring charges	Acquisition-related charges	Non-GAAP
Revenue	\$29,959					\$29,959
Cost of sales	22,711					22,711
Total OpEx	13,736	(8,847)	(372)	(378)	(3)	4,136
Operating (loss) / profit	(6,488)	8,847	372	378	3	3,112
Interest & other, net	(188)					(188)
Pre-tax (loss) / earnings	(6,676)	8,847	372	378	3	2,924
Income tax	(178)	(231) ⁽¹⁾	(187)	(45)	(2)	(643)
Tax rate	(2.7%)					22.0%
Net (loss) / earnings	(\$6,854)					\$2,281
Diluted net (loss) / earnings per share	(\$3.49)					\$1.16

1. The adjustments for taxes is net of a valuation allowance of \$0.5 billion provided for certain deferred tax assets