



Investor Relations Update

APRIL 2013



Introducing HP Next

As Hewlett-Packard continues on its turnaround path in 2013, our leadership is keeping its commitment to provide consistent and direct updates on our progress. That's why we recently launched HPNext.com – the online home for all information on our turnaround. The site allows you to hear directly from our senior executives and subject matter experts about core topics, such as the "New Style of IT." From executive blog posts and videos to infographics, we are drawing on an array of resources to address the issues that are on your mind. We invite you to explore the site and hear from Meg Whitman, John Hinshaw, Bill Veghte and many other leading figures at HP. And please check back often, as we plan to regularly provide new content for you to view.

In addition, we are excited to announce that later this month we will be launching a new look and format for our [investor relations website](#) to unify it with the rest of the HP corporate website. And please keep an eye out over the coming months for more new [Technology Webcasts](#) on such topics as Security, Cloud, Innovation, and Services.

We look forward to keeping you informed through this and future editions of our Investor Relations Update newsletter.

Sincerely,

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MULTIMEDIA

 **WATCH NOW**

 Meg Whitman
Chairman and CEO
Hewlett-Packard


[Meg Whitman on HP Next](#)

 **WATCH NOW**

 Colin Mahoney
General Manager
Vertica – an HP Company

[Vertica GM on Big Data Trends and HP's Turnaround](#)

 **WATCH NOW**

 Hillesh Sharan
Director of Treasury Operations

[HP Performance: Reducing Operating Company Net Debt](#)

Rob Binns
Vice President, Hewlett-Packard Investor Relations



Dividend Increase

On March 21, HP's board authorized a 10% increase in the amount of our regular quarterly dividend, to \$0.1452 per share. The increase will be effective when the board declares the next dividend, which we expect to occur in May. This is in keeping with our dividend strategy of paying dividends to provide an income stream for our investors and show our commitment to sustained return of capital to shareholders.

[Link to Dividend Release](#)

Data Center Site Tour: Austin 2013

On April 3rd we arranged a tour of our Data Center in Austin for our investors and analysts. We spent the day exploring the data center and showcasing how HP technology is being used to manage the state of the art internal IT infrastructure. The participants included a wide variety of investors and the day encompassed a formal overview of the HP IT infrastructure, site tour and a Q&A session with key senior members of our management team, including Ramon Baez – HP CIO.

We were excited for the opportunity to showcase the backbone of HP to our investors and articulate:

- How the IT Operations and Infrastructure landscape is evolving and what are the key market trends
- How HP is realizing its vision for internal IT infrastructure to drive efficiencies and to lay the foundation for tomorrow
- Dual usage of the data centers – not only are the data

HP BLOG POSTS

[The Foundation of Our Turnaround](#)

[HP and the New Style of IT](#)

[HP Software – Leading the New Style of IT](#)

[HP Performance by the Numbers: Q1 FY13 Earnings](#)

WEBCASTS

[HP's Exclusive Q&A after Moonshot Launch](#)

[Technology Briefing: OfficeJet Pro X](#)

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CONNECT



centers important for internal operations but also as an asset we use at customer showcases to sell IT Hardware and Services

- A use case for HP products and solutions such as Servers, Storage, Networking, EcoPods, Converged Infrastructure, Software and Cloud Services
- Why some of the IT efforts are not only integral to the announced restructuring program but also to realizing the planned turnaround for the company

Board of Directors Announcement

On April 4, HP announced that Raymond J. Lane will step down as chairman of the board (but will remain on the board) and Ralph V. Whitworth will assume the role of non-executive chairman in the interim while a search is conducted for a new non-executive board chairman. John H. Hammergren and G. Kennedy Thompson have decided to leave the board but will continue to serve until the May board meeting. HP thanks Mr. Lane for his continuing service and Messrs. Hammergren and Thompson for their service to HP and our shareholders.

Mr. Whitworth recently [blogged](#) about his optimism for HP's future. The release announcing the board changes can be found [here](#).

Wells Fargo Tech Transformation Summit

On April 4th, Dave Donatelli, EVP and GM of HP's Enterprise Group, outlined the strategy and product focus for the Enterprise Group in addressing customer needs for the New Style of IT. Dave outlined the progress in each of our core Enterprise Group segments, and how HP is uniquely positioned with IP across each component of the data center - servers, storage and networking – and well placed to deliver against the promise of Software Defined Data Centers. Dave also showcased the revolutionary Moonshot technology - game changing technology in servers.

Key points Dave highlighted included:

- The emergence of Converged Infrastructure and HP's leading edge innovation across the portfolio
- The benefits of a modern, single architecture platform in Storage
- The most robust and complete solution for Software

Defined Networking available today from HP

- Revolutionizing the server market with Moonshot

HP Moonshot Launch

On April 8, HP unveiled the world's first ever HP Moonshot system. Today's mega data centers are nearing a breaking point where further growth is restricted due to the current economics of traditional infrastructure. This new system – which combines top data center performance with sustainability – delivers elite infrastructure economics by using up to 89% less energy, 80% less space and costing 77% less than comparable traditional servers.¹ HP Moonshot servers are a first step organizations can take to address these constraints.

Find out more about HP Moonshot and watch the previously recorded live-stream in this [HP Next blog post](#). This live-stream features presentations by Meg Whitman and Dave Donatelli as well as Q&A with our executives, partners, customers and others.

Read or listen to the post-launch investor Q&A with Dave Donatelli, EVP and GM of HP's Enterprise Group, [here](#).

1. According to internal HP engineering that compares HP Moonshot servers with traditional x86 server technology.



MAY 21, 2013

[HP Q2 Earnings Conference Call](#)



MAY 30, 2013

[Hewlett-Packard at Sanford Bernstein's Annual Strategic Decisions Conference](#)



JUNE 5, 2013

[Hewlett-Packard at Bank of America Merrill Lynch Global Technology Conference](#)

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