



# Investor Relations Update

MARCH 2014

## Intro from Rob Binns

We got off to a good start in 2014. On February 20<sup>th</sup>, HP [reported](#) Q1 FY14 earnings, demonstrating further progress against the turnaround with another strong cash flow quarter.

We attended a number of investor conferences and important industry events, such as Mobile World Congress and RSA, where we highlighted key innovations across the New Style of IT at HP. We also sat down with Irv Rothman, President and CEO of HP Financial Services (HPFS), and Ian Fowles, VP of Finance at HPFS, to get an update on their recent performance and longer-term strategy. You can listen to these interviews, and view other materials, at the links throughout the newsletter.

Finally, we are looking forward to our annual shareholder meeting tomorrow, March 19<sup>th</sup>, in Santa Clara, where shareholders will vote on the items outlined in HP's [proxy filing](#). As a reminder, you can also hear from our directors about our corporate governance policies in our [director interviews](#) as part of our Board Outreach program.

Sincerely,

Rob Binns  
Vice President, Hewlett-Packard Investor Relations



[HP at Morgan Stanley Technology, Media & Telecom Conference](#)

### TOPICS

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[HP Investor Relations Updates](#)

[HP Business and Technology Highlights](#)

[Upcoming Events](#)

### MULTIMEDIA



[HP Financial Services Update with Irv Rothman, President & CEO HPFS](#)

HP Board of Directors Interview Series

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Ralph Whitworth, Chairman of the Board  
Rob Binns, Vice President Investor Relations

[Board of Directors Interview Series: HP's Executive Compensation Philosophy](#)

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M&A within HP's Capital Allocation Framework

Pat Russo, Board Member  
Andy Gersbach, Director of Investor Relations

[Board of Directors Interview Series: M&A Within HP's Capital Allocation Framework](#)

### CONTACT

HP's President & CEO, Meg Whitman, recently gave a keynote address at the Morgan Stanley Technology, Media & Telecom Conference in San Francisco on March 3<sup>rd</sup>. Approaching the midpoint of the company's five-year turnaround plan, Whitman reinforced the company's focus on reigniting innovation, strengthening our channel partnerships and fueling long-term growth. She also addressed how innovative products such as 3PAR, a new lineup of commercial PCs and tablets, and HP's networking and converged infrastructure will create opportunity for HP and contribute to future growth.

The webcast is available on the Investor Relations [website](#).

### HP at Mobile World Congress 2014

At the end of February, we attended Mobile World Congress 2014, where HP had a booth and we hosted several sessions with investors and sell-side analysts. We also announced [OpenNFV](#), a customer-driven solution designed to help communications service providers (CSPs) accelerate innovation and launch new services faster, easier and at a lower cost through the virtualization.

At our booth we demonstrated to investors how different HP products – ranging from [network functions virtualization \(NFV\)](#) to mobility devices – are coming together to offer comprehensive solutions for CSPs and vendors. We also showcased use cases and POC of NFV, cloud solutions, big data analytics and front end devices such as HP voice tablets.

### HP to Acquire Network Virtualization Business & Technology of Shunra

Earlier this month, [HP announced an agreement](#) to acquire the network virtualization business and technology of [Shunra](#), a current HP partner. Approximately 30 employees will join the HP team in this strategic tuck-in acquisition, which will bolster HP's mobile capabilities and expand our growing Software as a Service (SaaS) portfolio. Mobile is a high-growth segment of HP's software testing business, and a strategic focus area for HP as companies embrace mobility and migrate to the New Style of IT.

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### HP Highlights from RSA Conference (February 24-28, 2014)

HP's Art Gilliland, Senior Vice President and General Manager, [Enterprise Security Products](#), provided the keynote at this year's RSA Conference in San Francisco, addressing how to combat the full attack life cycle and the importance of security industry collaboration.

HP also introduced two critical cyber solutions – the HP Threat Central Partner Network, a collaboration of security vendors where members exchange threat data, analysis and mitigation strategies to disrupt the adversary via [HP's Threat Central](#) security platform; and [HP TippingPoint Advanced Threat](#) programming interface (API), providing enhanced perimeter protection to defend against advanced threats.

### Investor Relations Briefing with HP Financial Services

Recently, we sat down with Irv Rothman and Ian Fowles from HP Financial Services to discuss their strategy and how HPFS supports our customers in their move to the New Style of IT. Listen to the interviews [here](#).



MARCH 19, 2014

[HP Annual Shareholder Meeting](#)



**APRIL 2, 2014**

[HP At Pacific Crest's Future of IT: Technology Investor Forum](#)



**APRIL 10, 2014**

[HP Server Tour in Houston](#)



**MAY 22, 2014**

[Q2 2014 Hewlett-Packard Earnings Conference Call](#)



**MAY 28, 2014**

[HP at Sanford C. Bernstein's 30th Annual Strategic Decisions Conference](#)

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