



# Investor Relations Update

OCTOBER 2013



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## Intro from Rob Binns

It was great to see those of you who were able to attend our Securities Analyst Meeting (SAM) in San Jose on October 9, 2013.

We were pleased to have the opportunity for Meg and the executive leadership team to provide an update on our progress executing against our [turnaround plan](#), our accomplishments during our "Fix and Rebuild" year in fiscal 2013 and our outlook for fiscal 2014. We encourage you to review the investor presentations and full transcripts, which are downloadable and viewable via [HP's Investor Relations website](#).

This year, we also held a number of sessions that took a deeper look at our portfolio. We recognize the complexity of HP's portfolio and we continue to look for ways to provide more insight on HP's offerings and how we bring them all together for our customers. At the Analyst Day, we focused on our strategic areas of Cloud, Big Data, Security and Mobility, as well as the innovation

## MULTIMEDIA



**VIDEO:** From inkling to offering--how innovative ideas become reality at HP

## HP BLOG POSTS

[INFOGRAPHIC: SAM 2013 Snapshot](#)

[Cathie Lesjak: Financial Update From SAM 2013](#)

taking place in HP Labs, and how the different businesses across HP work together to provide solutions for the New Style of IT. In this newsletter, we have captured some highlights from the day in the 'Focus on Day 2' section below.

We look forward to updating you again when we share our [Q4 and Fiscal 2013 results](#) on November 26, 2013.

Sincerely,

Rob Binns  
Vice President, Hewlett-Packard Investor Relations



We appreciated your attendance at our recent Analyst Day and encourage you to revisit related materials on [HP's investor relations website](#).

### Focus on Day 2

Following our more formal presentations on October 9th, we hosted smaller group sessions at our Executive Briefing Center in Palo Alto on Wednesday, October 10th. These sessions focused on how we bring together the expertise across our business units to provide customers with solutions for the [New Style of IT](#). A few key highlights include:

- [Converged Cloud](#)

[How HP is Working with Partners to Reduce Greenhouse Gases and Creating a Sustainable Supply Chain](#)

### WEBCASTS

Technology Briefing:  
Networking Strategy

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### CONNECT



- [Big Data](#)
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- [Security](#)
- [HP Labs](#)

You can view the full recordings [here](#).



## [Snapshot on Security: HP Protect and Security Briefing](#)

### [Recap from HP Protect, September 16-19, 2013](#)

At last month's HP Protect conference, our Enterprise Security Products (ESP) leaders addressed the cyber security landscape and discussed technology needs for today's environment. ESP Leaders explained why security requires an understanding of the attack lifecycle and the capability to address each phase. As you can see in the video below, our offerings uniquely position HP to provide end-to-end security solutions to organizations across industries.

## HP Security: Disrupting the Cyber Kill Chain



### HP Security Briefing with Art Gilliland, Senior Vice President & General Manager, Enterprise Security Products

At the end of September, ESP Senior Vice President & General Manager Art Gilliland participated in a security briefing with JP Morgan equity analysts Mark Moskowitz and Sterling Auty. Art addressed ESP's position on security, some of the challenges customers are facing and how HP's portfolio is designed to provide solutions.

The presentation and transcript from the conversation are available on [the Investor Relations website](#).

## HP Technology Highlights

### HP Networking Strategy

On October 18th, Bethany Mayer, SVP and General Manager of HP Networking, participated in a conference call moderated by Barclays analyst Ben Reitzes. The discussion addressed the goal of HP Networking to transform the industry through simplification by focusing on 1) open standards, 2) convergence, 3) virtualization, and 4) automation. Mayer highlighted HP's unique position in China with its H3C brand, and talked about HP's role driving advancements in software-defined networking. She touched on HP's support of OpenFlow, a new enterprise-class SDN controller, and

HP's recently announced SDN App Store that allows developers to build and sell SDN applications.

A transcript of the complete conference call can be found on the [Investor Relations website](#).

### **OneView Spotlight**

In September, HP Converged Infrastructure launched its [OneView](#) software management platform designed to simplify data center management. The new platform reduces the time and costs required for tasks such as deployment and troubleshooting by shifting the enterprise management focus from 'how devices run' to 'how people work.' Listen to Tom Joyce, SVP Converged Systems and Saar Gillai, SVP Converged Cloud, discuss OneView at our recent Analyst Day: [What is HP OneView?](#)

### **HP Corporate Citizenship Highlights**

#### **HP among top companies on CDP's Global 500 Climate Change Report 2013**

HP's actions to reduce carbon emissions and mitigate the risks of climate change have been recognized by CDP, the world's only global environmental disclosure system. Within a three year period, HP's disclosure score has improved from 66/100 to 99/100, and its performance is in the 'A' band. For the first time, our scores have qualified us for inclusion in the CDP Global and S&P 500 Performance and Disclosure Leadership Indexes (CPLI and CDLI). The achievement was announced in the CDP S&P 500 Climate Change Report 2013, which tracks how America's largest listed companies are responding to a changing climate. HP is one of the top 12 companies in the Report.

Hear Meg discuss our Corporate Citizenship initiatives here: [Meg Whitman, President & CEO - HP Living Progress initiatives](#)



 **NOVEMBER 26, 2013 (2:00 p.m. PT / 5:00 p.m. ET)**  
[Q4 2013 Hewlett-Packard Earnings](#)

 **DECEMBER 10-12, 2013**  
[HP Discover, Barcelona](#)

## Schedule Reminders

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