



# Investor Relations Update

June 2014

---

## Intro from Rob Binns

We've reached the halfway point of HP's turnaround, and our [Q2 results](#) demonstrated both the progress we've made and the additional work we have ahead of us to deliver consistent, profitable growth. Meg recently discussed the challenges and opportunities across each of our businesses at the Sanford C. Bernstein Strategic Decisions Conference – you can listen to the webcast [here](#).

Innovation is at the core of our strategy and we have an exciting pipeline of products and services. We recently announced two major innovations – [HP Helion](#), a portfolio of hybrid cloud solutions, and a [joint venture with Foxconn](#) to create a new line of cloud-optimized servers.

Innovation is not just about great products – at HP, we're innovating to lead the industry in supply chain management too. You can [listen to a recent presentation and Q&A session](#) hosted by Citi with Antoine Simonnet, VP of Personal Systems Global Operations at HP on this topic.

We're excited for [HP DISCOVER](#), our big customer conference later this month where we'll announce several new products and host some investor meetings. We look forward to sharing the highlights in our next newsletter.

Finally, it is with mixed emotions that I inform you I've taken on the role of CFO of HP Software. I am excited about the opportunity, and look forward to discussing the Software business with you in my new role. I'll miss my engagement with many of you, but I will continue to lead the IR team until we find a replacement. Please feel free to reach out to me and the team if you have any questions.

Sincerely,

Rob Binns

Vice President, Hewlett-Packard Investor Relations



## HP Investor Relations Updates

### **HP at Sanford C. Bernstein Strategic Decisions Conference**

HP President & CEO Meg Whitman recently participated in the Sanford C. Bernstein Strategic Decisions Conference to discuss HP's turnaround progress, noting that we've stabilized the topline and are seeing pockets of growth in areas like networking and PCs.

Whitman emphasized HP's focus on driving profitable growth going forward and accelerating the pace of innovation. In discussing capital allocation, Whitman outlined our returns-based approach to acquisitions, with a focus on areas of strategic importance, like cloud and big data. For the full webcast and transcript, click [here](#).

### **Technology Briefing: HP's Innovative Supply Chain**

Last week, HP's VP of Personal Systems Global Operations, Antoine Simonnet, gave a presentation on how HP is innovating to reduce the complexity of our supply chain. This translates into real value for our company and our shareholders – the increased efficiency has led to significant improvements in HP's net cash position, which has fueled our balance sheet recovery.

For additional information and examples of how we've improved supply chain management in Japan and China, listen to the webcast [here](#).

## **HP Living Progress Report**

This month, HP released the [2013 Living Progress Report](#), continuing HP's legacy of global citizenship. These contributions to society and the planet also create value for HP, our employees, our customers and our shareholders. For a summary of the report, check out the infographic [here](#).

As an example, HP was recently [recognized by The Guardian](#) for our work to introduce large-scale e-waste (e.g., appliances, computers and mobile phones) recycling in Africa. HP partnered with the Kenyan government and other organizations to create a recycling program that helps reduce unsafe e-waste disposal practices, protect the environment, and create jobs. ([video](#))

## **Business & Technology Highlights**

### **HP Announces Joint Server Venture with Foxconn**

At the end of April, HP announced [an innovative joint venture with Foxconn](#) to create a new line of cloud-optimized servers specifically targeting service providers. This partnership brings together the high-volume design and manufacturing expertise of Foxconn, and the compute, brand and services leadership of HP.

The new product line targets the world's largest service providers by delivering low total cost of ownership, scale, and service and support. The line will complement HP's existing ProLiant server portfolio and our Moonshot servers.

### **HP Launches HP Helion Portfolio of Cloud Products and Services**

In May, we introduced [HP Helion](#), a portfolio of cloud products and services that enables organizations to build, manage and consume workloads in hybrid IT environments. HP Helion incorporates existing HP cloud offerings, new OpenStack® technology-based products and professional and support services under a unified portfolio.

HP plans to invest more than \$1 billion over the next two years on cloud-related products and engineering initiatives, professional services and expanding HP Helion's global reach.

## MULTIMEDIA



[Gabi Zedlmayer, VP of HP Sustainability and Social Innovation, Explains HP Living Progress](#)

## Blog Posts

- [Why Living Progress Matters to HP's Bottom Line](#)
  - [HP CFO Cathie Lesjak on Q2 FY14 Earnings](#)
  - [INFOGRAPHIC: HP's Q2 FY14 Performance by the Numbers](#)
  - [HP Helion: The Agile, Open and Secure Cloud](#)
  - [Meg Whitman Named to CNBC First 25: Top Rebels, Icons & Leaders](#)
  - [HP Ink Cartridges Reach Sustainability Milestone](#)
-

## Events



**JUNE 4, 2014**

[J.P. Morgan Global Leaders 1X1 Forum](#)

[Add To Calendar](#)



**JUNE 4, 2014**

[HP at Bank of America Merrill Lynch Global Technology Conference](#)

[Add To Calendar](#)



**JUNE 5, 2014**

[HP at Morgan Stanley Next Generation Technology Symposium](#)

[Add To Calendar](#)



**JUNE 10–12, 2014**

[HP Discover: Las Vegas](#)

[Add To Calendar](#)



**AUGUST 20, 2014**

[Q3 2014 Hewlett-Packard Earnings Conference Call](#)

[Add To Calendar](#)

### CONNECT



[HP.com](#)

[Investor Relations](#)

[Privacy](#)

[Unsubscribe](#)

[Updated Profile](#)

Contact us at [investor.relations@hp.com](mailto:investor.relations@hp.com) or visit our [IR website](#) for address and telephone information.

HP is committed to protecting your privacy. Your information will not be shared outside HP unless you give your consent. You can choose whether HP may communicate directly with you. For more information please see the [HP Privacy statement](#). As a valued contact or customer of HP, you are receiving this eNewsletter with information that we believe will be relevant to you. But if you do not wish to receive this communication in the future, please [click here to unsubscribe](#).

© 1994-2013 Hewlett-Packard Company. All rights reserved. All product and company names referenced herein are trademarks of their respective owners. THIS DOCUMENT IS PROVIDED FOR INFORMATIONAL PURPOSES ONLY