#### **COUCHMAN JONATHAN**

Form 4 July 22, 2008

# FORM 4

## UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF

**SECURITIES** 

OMB Number:

3235-0287

Expires:

January 31, 2005

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Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of the Public Utility Holding Company Act of 1935 or Section

30(h) of the Investment Company Act of 1940

1(b).

(Last)

(Print or Type Responses)

1. Name and Address of Reporting Person \* **COUCHMAN JONATHAN** 

(First)

2. Issuer Name and Ticker or Trading Symbol

5. Relationship of Reporting Person(s) to Issuer

FOOTSTAR INC [FTAR.OB]

(Middle)

3. Date of Earliest Transaction

(Month/Day/Year) 07/18/2008

(Check all applicable)

10% Owner

Other (specify

C/O FOOTSTAR, INC., 933 MACARTHUR BOULEVARD

> (Street) 4. If Amendment, Date Original

Filed(Month/Day/Year)

6. Individual or Joint/Group Filing(Check

Applicable Line)

X\_ Director

Officer (give title

\_X\_ Form filed by One Reporting Person Form filed by More than One Reporting

below)

MAHWAH, NJ 07430

(City) (State) (Zip)

Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned

1.Title of Security (Instr. 3)

2. Transaction Date 2A. Deemed (Month/Day/Year) Execution Date, if any

Code (Month/Day/Year) (Instr. 8)

3.

4. Securities Acquired Transaction(A) or Disposed of (D) (Instr. 3, 4 and 5)

5. Amount of Securities Beneficially Owned Following Reported Transaction(s) 6. Ownership 7. Nature of Form: Direct Indirect (D) or Beneficial Indirect (I) Ownership (Instr. 4) (Instr. 4)

Code V Amount

(e.g., puts, calls, warrants, options, convertible securities)

or (D) Price

(A)

(Instr. 3 and 4)

946,831

Common Stock

07/18/2008

12,370 \$0 A (1)

D

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

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Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned

(9-02)

1. Title of	2.	3. Transaction Date		4.	5.	6. Date Exerc		7. Titl		8. Price of	9. Nu
Derivative Security (Instr. 3)	Conversion or Exercise Price of Derivative Security	(Month/Day/Year)	Execution Date, if any (Month/Day/Year)	Transacti Code (Instr. 8)	ofNumber of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5)			Amou Under Securi (Instr.	rlying	Derivative Security (Instr. 5)	Deriv Secur Bene Own Follo Repo Trans (Instr
				Code V	(A) (D)	Date Exercisable	Expiration Date	Title	Amount or Number of Shares		

# **Reporting Owners**

Reporting Owner Name / Address

Director 10% Owner Officer Other

COUCHMAN JONATHAN
C/O FOOTSTAR, INC.
933 MACARTHUR BOULEVARD
MAHWAH, NJ 07430

# **Signatures**

/s/ Jonathan M. O7/21/2008

\*\*Signature of Reporting Date

# **Explanation of Responses:**

- \* If the form is filed by more than one reporting person, see Instruction 4(b)(v).
- \*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

Restricted stock granted on 07/18/2008 pursuant to the 2006 Non-Employee Director Stock Plan, as amended. Shares will vest 50% on (1) the first anniversary of the grant date and 25% on each of the second and third anniversaries of the grant date. Upon the director's retirement or a change in control, all unvested shares will fully vest.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure. Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number. ">

As of July 31, 2014 October 31, 2013

2013

In millions

U.S. Dollar Global Notes(1)

2006 Shelf Registration Statement:

Reporting Owners 2

\$500 issued at discount to par at a price of 99.694% in February 2007 at 5.4%, due March 2017 \$500 \$499 \$750 issued at discount to par at a price of 99.932% in March 2008 at 5.5%, due March 2018 750 750 \$2,000 issued at discount to par at a price of 99.561% in December 2008 at 6.125%, paid March 2014 1,999 \$1,500 issued at discount to par at a price of 99.993% in February 2009 at 4.75%, paid June 2014 1,500 2009 Shelf Registration Statement: \$1,100 issued at discount to par at a price of 99.887% in September 2010 at 2.125%, due September 2015 1,100 1,100 \$650 issued at discount to par at a price of 99.911% in December 2010 at 2.2%, due December 2015 650 650 \$1,350 issued at discount to par at a price of 99.827% in December 2010 at 3.75%, due December 2020 1,349 1,349 \$500 issued at par in May 2011 at three-month USD LIBOR plus 0.4%, paid May 2014 500 \$500 issued at discount to par at a price of 99.971% in May 2011 at 1.55%, paid May 2014 500 \$1,000 issued at discount to par at a price of 99.958% in May 2011 at 2.65%, due June 2016 1,000 1,000 \$1,250 issued at discount to par at a price of 99.799% in May 2011 at 4.3%, due June 2021 1,248 1,248 \$350 issued at par in September 2011 at three-month USD LIBOR plus 1.55%, due September 2014 350 350 \$750 issued at discount to par at a price of 99.977% in September 2011 at 2.35%, due March 2015 750 750 \$1,300 issued at discount to par at a price of 99.784% in September 2011 at 3.0%, due September 2016

1,298 1,298 \$1,000 issued at discount to par at a price of 99.816% in September 2011 at 4.375%, due September 2021 999 999 \$1,200 issued at discount to par at a price of 99.863% in September 2011 at 6.0%, due September 2041 1,199 1,198 \$650 issued at discount to par at a price of 99.946% in December 2011 at 2.625%, due December 2014 650 650 \$850 issued at discount to par at a price of 99.790% in December 2011 at 3.3%, due December 2016 849 849 \$1,500 issued at discount to par at a price of 99.707% in December 2011 at 4.65%, due December 2021 1,496 1,496 \$1,500 issued at discount to par at a price of 99.985% in March 2012 at 2.6%, due September 2017 1,500 1,500 \$500 issued at discount to par at a price of 99.771% in March 2012 at 4.05%, due September 2022 499 499 2012 Shelf Registration Statement: \$750 issued at par in January 2014 at three-month USD LIBOR plus 0.94%, due January 2019 750 \$1,250 issued at discount to par at a price of 99.954% in January 2014 at 2.75%, due January 2019 1,249 18,186 20,684 EDS Senior Notes(1) \$300 issued October 1999 at 7.45%, due October 2029 313 314 Other, including capital lease obligations, at 0.00%-8.50%, due in calendar years 2014-2024(2) 454 689 Fair value adjustment related to hedged debt

Less: current portion
(1,888) (5,226)
Total long-term debt
\$17,128 \$16,608
(1)
HP may redeem some or all of the fixed-rate U.S. Dollar Global Notes and EDS Senior Notes at any time in accordance with the terms thereone the state of the fixed-rate U.S. Dollar Global Notes and EDS Senior Notes at any time in accordance with the terms thereone the state of the fixed-rate U.S. Dollar Global Notes and EDS Senior Notes at any time in accordance with the terms thereone the state of the fixed-rate U.S. Dollar Global Notes and EDS Senior Notes at any time in accordance with the terms thereone the state of the fixed-rate U.S. Dollar Global Notes and EDS Senior Notes at any time in accordance with the terms thereone the state of the fixed-rate U.S. Dollar Global Notes and EDS Senior Notes at any time in accordance with the terms thereone the state of the fixed-rate U.S. Dollar Global Notes and EDS Senior Notes at any time in accordance with the terms thereone the state of the fixed-rate U.S. Dollar Global Notes and EDS Senior Notes at any time in accordance with the terms thereone the state of the state o

of. The U.S. Dollar Global Notes are senior unsecured debt.

(2) Other, including capital lease obligations includes \$149 million and \$244 million at July 31, 2014 and October 31, 2013, respectively, of borrowingand funding-related activity associated with HPFS and its subsidiaries that are collateralized by receivables and underlying assets associated with the related capital and operating leases. For both the periods presented, the carrying amount of the assets approximated the carrying amount of the

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#### HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

#### **Notes to Consolidated Condensed Financial Statements (Continued)**

(Unaudited)

#### **Note 11: Borrowings (Continued)**

As disclosed in Note 8, HP uses interest rate swaps to mitigate the exposure of its debt portfolio to changes in fair value resulting from changes in interest rates by achieving a primarily U.S. dollar LIBOR-based floating interest expense. Interest rates shown in the table of long-term debt have not been adjusted to reflect the impact of any interest rate swaps.

In May 2012, HP filed a shelf registration statement (the "2012 Shelf Registration Statement") with the Securities Exchange Commission ("SEC") to enable the company to offer for sale, from time to time, in one or more offerings, an unspecified amount of debt securities, common stock, preferred stock, depositary shares and warrants. The 2012 Shelf Registration Statement replaced the registration statement filed in May 2009.

HP's Board of Directors has authorized the issuance of up to \$16.0 billion in aggregate principal amount of commercial paper by HP. HP's subsidiaries are authorized to issue up to an additional \$1.0 billion in aggregate principal amount of commercial paper. HP maintains two commercial paper programs, and a wholly-owned subsidiary maintains a third program. HP's U.S. program provides for the issuance of U.S. dollar-denominated commercial paper up to a maximum aggregate principal amount of \$16.0 billion. HP's euro commercial paper program, which was established in September 2012, provides for the issuance of commercial paper outside of the United States denominated in U.S. dollars, euros or British pounds up to a maximum aggregate principal amount of \$3.0 billion or the equivalent in those alternative currencies. The combined aggregate principal amount of commercial paper outstanding under those programs at any one time cannot exceed the \$16.0 billion authorized by HP's Board of Directors. The HP subsidiary's Euro Commercial Paper/Certificate of Deposit Programme provides for the issuance of commercial paper in various currencies of up to a maximum aggregate principal amount of \$500 million.

HP maintains senior unsecured committed credit facilities primarily to support the issuance of commercial paper. HP has a \$3.0 billion five-year credit facility that expires in March 2017 and a \$4.5 billion five-year credit facility that expires in April 2019. The \$4.5 billion credit facility expiring in April 2019 was executed in the second quarter of fiscal 2014 and replaced a previous \$4.5 billion credit facility that was to expire in February 2015. Both facilities support the U.S. commercial paper program and the euro commercial paper program. Commitment fees, interest rates and other terms of borrowing under the credit facilities vary based on HP's external credit ratings. HP's ability to have an outstanding U.S. commercial paper balance that exceeds the \$7.5 billion supported by these credit facilities is subject to a number of factors, including liquidity conditions and business performance. In addition, the \$3.0 billion five-year credit facility was amended in September 2012 to permit borrowings in euros and British pounds, with the amounts available in euros and British pounds being limited to the U.S. dollar equivalent of \$2.2 billion and \$300 million, respectively.

As of July 31, 2014, HP had the capacity to issue an unspecified amount of additional debt securities, common stock, preferred stock, depositary shares and warrants under the 2012 Shelf Registration Statement. As of that date, HP also had up to \$17.5 billion of available borrowing resources, including \$16.2 billion in available capacity under its commercial paper programs and \$1.3 billion relating to uncommitted lines of credit. The extent to which HP is able to utilize the 2012 Shelf Registration Statement and the commercial paper programs as sources of liquidity at any given time is subject to a number of factors, including market demand for HP securities and commercial paper, HP's financial performance, HP's credit ratings and market conditions generally.

#### HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

#### **Notes to Consolidated Condensed Financial Statements (Continued)**

#### (Unaudited)

#### **Note 11: Borrowings (Continued)**

Interest expense on borrowings recognized in the Consolidated Condensed Statements of Earnings was as follows:

		Three months ended July 31					hs						
Expense	Location	2	014	2	013	2	2014	2	2013				
			In millions										
Financing interest	Financing interest	\$	70	\$	77	\$	211	\$	238				
Interest expense	Interest and other, net		80		107		270		332				
Total interest expense		\$	150	\$	184	\$	481	\$	570				

#### **Note 12: Income Taxes**

#### Provision for Taxes

HP's effective tax rate was 25.0% and 18.7% for the three months ended July 31, 2014 and 2013, respectively, and 23.2% and 21.1% for the nine months ended July 31, 2014 and 2013, respectively. HP's effective tax rate generally differs from the U.S. federal statutory rate of 35% due to favorable tax rates associated with certain earnings from HP's operations in lower-tax jurisdictions throughout the world. HP has not provided U.S. taxes for all foreign earnings because HP plans to reinvest some of those earnings indefinitely outside the U.S.

In the three and nine months ended July 31, 2014, HP recorded discrete items resulting in net tax benefits of \$88 million and \$53 million, respectively. These amounts include tax benefits of \$100 million and \$145 million related to restructuring charges, respectively.

In the three and nine months ended July 31, 2013, HP recorded discrete items resulting in net tax charges of \$63 million and net tax benefits of \$40 million, respectively. These amounts included tax benefits of \$13 million and \$76 million, respectively, related to restructuring charges. The nine month period ended July 31, 2013 also included a tax benefit of \$50 million from the retroactive research and development credit provided by the American Taxpayer Relief Act of 2012 and a tax charge of \$150 million related to a past uncertain tax position.

#### Uncertain Tax Positions

HP is subject to income tax in the U.S. and approximately 80 other countries and is subject to routine corporate income tax audits in many of these jurisdictions. In addition, HP is subject to numerous ongoing audits by federal, state and foreign tax authorities. HP believes it has provided adequate reserves for all tax deficiencies or reductions in tax benefits that could result from federal, state and foreign tax audits. HP regularly assesses the likely outcomes of these audits in order to determine the appropriateness of HP's tax provision. HP adjusts its uncertain tax positions to reflect the impact of negotiations, settlements, rulings, advice of legal counsel, and other information and events pertaining to a particular audit. However, income tax audits are inherently unpredictable and there can be no assurance that HP will accurately predict the outcome of these audits. The amounts ultimately paid on resolution of an audit could be materially different from the amounts previously included in the Provision for taxes and therefore the resolution of one or more of these uncertainties in any particular period could have a material impact on net income or cash flows.

#### HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

#### **Notes to Consolidated Condensed Financial Statements (Continued)**

#### (Unaudited)

#### **Note 12: Income Taxes (Continued)**

As of July 31, 2014, the amount of unrecognized tax benefits was \$4.0 billion, of which up to \$1.9 billion would affect HP's effective tax rate if realized. HP recognizes interest income from favorable settlements and income tax receivables and interest expense and penalties accrued on unrecognized tax benefits in Provision for taxes in the Consolidated Condensed Statements of Earnings. As of July 31, 2014, HP had accrued \$228 million for interest and penalties.

HP engages in continuous discussions and negotiations with taxing authorities regarding tax matters in various jurisdictions. HP does not expect complete resolution of any U.S. Internal Revenue Service audit cycle within the next 12 months. However, it is reasonably possible that certain federal, foreign and state tax issues may be concluded in the next 12 months, including issues involving transfer pricing and other matters. Accordingly, HP believes it is reasonably possible that its existing unrecognized tax benefits may be reduced by up to \$1.3 billion within the next 12 months.

Deferred Tax Assets and Liabilities

Current and long-term deferred tax assets and liabilities are presented in the Consolidated Condensed Balance Sheets as follows:

	aly 31, 2014		ctober 31, 2013		
	In n	nillions			
Current deferred tax assets	\$ 2,712	\$	3,893		
Current deferred tax liabilities	(418)		(375)		
Long-term deferred tax assets	1,086		1,346		
Long-term deferred tax liabilities	(1,228)		(2,668)		
Net deferred tax position	\$ 2,152	\$	2,196		

HP periodically engages in intercompany licensing arrangements that may result in advance payments between subsidiaries in different tax jurisdictions. When the local tax treatment of the intercompany licensing arrangements differs from their U.S. GAAP treatment, deferred taxes are recognized. For U.S. GAAP purposes, revenue from intercompany licensing arrangements is deferred and recognized ratably over the term of the arrangement. The decline in current deferred tax assets as of July 31, 2014 reflects the reversal of certain of these timing differences. Further, during the second quarter of fiscal 2014, HP executed a multi-year intercompany licensing arrangement on which advanced royalty payments were received, the result of which was the recognition of net long-term deferred tax assets of \$1.3 billion. This increase in long-term deferred tax assets is presented as a component of HP's long-term deferred tax liabilities due to the effects of jurisdictional netting.

#### Note 13: Stockholders' Equity

Share Repurchase Program

HP's share repurchase program authorizes both open market and private repurchase transactions. In the three and nine months ended July 31, 2014, HP executed share repurchases of 16 million shares and 64 million shares, respectively. Such repurchased shares were settled for \$582 million and \$2.0 billion, respectively. In the three and nine months ended July 31, 2013, HP paid \$3 million and \$1.1 billion in connection with repurchases of 0.2 million shares and 56 million shares, respectively. The

## HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

## **Notes to Consolidated Condensed Financial Statements (Continued)**

## (Unaudited)

## Note 13: Stockholders' Equity (Continued)

shares repurchased and settled during the nine months ended July 31, 2014 and 2013 were all open market transactions. As of July 31, 2014, HP had remaining authorization of \$5.7 billion for future share repurchases.

Taxes related to Other Comprehensive Income (Loss)

	Three mon ended July 31			d end			led		
	2014		201		201	4	2013		
Tax benefit (provision) on change in unrealized gains on available-for-sale securities:									
Tax benefit (provision) on unrealized gains arising during the period	\$ 1		\$	27	\$		\$	(11)	
Tax provision on gains reclassified into earnings									
	1			27				(11)	
Tax (provision) benefit on change in unrealized gains (losses) on cash flow hedges:									
Tax (provision) benefit on unrealized gains (losses) arising during the period	(52		(	(14)		(17)		46	
Tax benefit on losses (gains) reclassified into earnings	(21	)		(4)		(84)		(11)	
	(73	3)	(	(18)	( .	101)		35	
Tax (provision) benefit on change in unrealized components of defined benefit plans:									
Tax (provision) benefit on (losses) gains arising during the period	(13			(8)		8		(8)	
Tax (benefit) provision on amortization of actuarial loss and prior service benefit	(2	2)		10		(16)		(11)	
Tax provision on curtailments, settlements and other				(3)		(7)		(4)	
	(15	(i)		(1)		(15)		(23)	
Tax benefit (provision) on change in cumulative translation adjustment	1					(7)		22	
Tax (provision) benefit on other comprehensive income (loss)	\$ (86	<b>(</b> )	\$	8	\$ (	123)	\$	23	
40									

## HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

## **Notes to Consolidated Condensed Financial Statements (Continued)**

## (Unaudited)

Note 13: Stockholders' Equity (Continued)

Changes and reclassifications related to Other Comprehensive Income, net of taxes

		Three m ende July	d		ths	
	2	2014	2013	2	014	2013
			In m	illion	ıs	
Other comprehensive income (loss):						
Change in unrealized gains on available-for-sale securities:						
Unrealized gains arising during the period	\$	8	\$ 38	\$	6 \$	22
Gains reclassified into earnings			(49)		(1)	(49)
	\$	8	(11)		5	(27)
Change in unrealized gains (losses) on cash flow hedges:						
Unrealized gains (losses) arising during the period		82	102		(122)	2
Losses (gains) reclassified into earnings <sup>(1)</sup>		104	(25)		251	8
		186	77		129	10
Change in unrealized components of defined benefit plans:						
(Losses) gains arising during the period		(21)	22		(111)	23
Amortization of actuarial loss and prior service benefit <sup>(2)</sup>		65	88		180	231
Curtailments, settlements and other		2	12		35	24
		46	122		104	278
Change in cumulative translation adjustment		(21)	(99)		(70)	(135)
Change in cumulative translation adjustment		(21)	(99)		(10)	(133)
Other comprehensive income, net of taxes	\$	219	\$ 89	\$	168 \$	126

<sup>(1)</sup> Reclassification of pre-tax losses (gains) on cash flow hedges into the Consolidated Condensed Statements of Earnings was as follows:

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	In millions \$ 103 \$ (88) \$ 229 \$					s		
	2	014	2	013	2	2014	2	013
	7			In mi	llion	ıs		
Net revenue	\$	103	\$	(88)	\$	229	\$	(77)
Cost of products		12		77		56		107
Other operating expenses				(1)		7		(6)
Interest and other, net		10		(9)		43		(5)
	\$	125	\$	(21)	\$	335	\$	19

These components are included in the computation of net pension and post-retirement benefit (credit) cost in Note 14.

## HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

## **Notes to Consolidated Condensed Financial Statements (Continued)**

## (Unaudited)

## Note 13: Stockholders' Equity (Continued)

The components of accumulated other comprehensive loss, net of taxes as of July 31, 2014, and changes during the nine months ended July 31, 2014 were as follows:

	No unrea gain availa for-s secur	lized on able- sale	Net unrealized loss on cash flow hedges		Unrealized components of defined benefit plans In millions		Cumulative translation adjustment	umulated other prehensive loss
Balance at beginning of period	\$	76	\$	(188)	\$	(3,084)	\$ (582)	\$ (3,778)
Other comprehensive income (loss) before reclassifications		6		(122)		(76)	(70)	(262)
Reclassifications of (gains) losses into earnings		(1)		251		180	(* 3)	430
Balance at end of period	\$	81	\$	(59)	\$	(2,980)	\$ (652)	\$ (3,610)

#### Note 14: Retirement and Post-Retirement Benefit Plans

HP's net pension and post-retirement benefit (credit) costs were as follows:

			L									
		U.				Non-						
		Defi Benefit		16		Defi Benefi		ne		Retire Benefit		
		2014	2	013		2014	2	2013	2	2014	2	013
						In milli	ions					
Service cost	\$		\$	1	\$	78	\$	83	\$	1	\$	2
Interest cost		142		140		187		166		8		8
Expected return on plan assets		(203)		(211)		(290)		(247)		(9)		(8)
Amortization and deferrals:												
Actuarial loss (gain)		4		19		81		82		(2)		
Prior service benefit						(6)		(7)		(10)		(16)
Net periodic benefit (credit) cost		(57)		(51)		50		77		(12)		(14)
Settlement loss		1		1		2		11				
Special termination benefits						5		7				
Net benefit (credit) cost	\$	(56)	\$	(50)	\$	57	\$	95	\$	(12)	\$	(14)
rect benefit (credit) cost	Ψ	(30)	Ψ	(30)	Ψ	37	Ψ	)3	Ψ	(12)	Ψ	(11)

#### HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

#### **Notes to Consolidated Condensed Financial Statements (Continued)**

(Unaudited)

Note 14: Retirement and Post-Retirement Benefit Plans (Continued)

	V.S. Defined Benefit Plans					nonths en Non- Defi Benefit	·		nt ns			
		2014 2013				2014	2013			2014	2	013
						In milli						
Service cost	\$		\$	1	\$	233	\$	253	\$	3	\$	5
Interest cost		426		420		555		507		24		23
Expected return on plan assets		(608)		(634)		(858)		(754)		(26)		(25)
Amortization and deferrals:												
Actuarial loss (gain)		12		58		239		254		(7)		
Prior service benefit						(18)		(20)		(30)		(50)
Net periodic benefit (credit) cost		(170)		(155)		151		240		(36)		(47)
Curtailment gain						(5)						(7)
Settlement loss		1		9		4		11				
Special termination benefits						33		12		(11)		
Net benefit (credit) cost	\$	(169)	\$	(146)	\$	183	\$	263	\$	(47)	\$	(54)

Employer Contributions and Funding Policy

HP's policy is to fund its pension plans so that it makes at least the minimum contribution required by local government, funding and taxing authorities.

HP previously disclosed in its Consolidated Financial Statements for the fiscal year ended October 31, 2013 that it expected to contribute approximately \$617 million in fiscal 2014 to its non-U.S. pension plans and expected to pay approximately \$33 million to cover benefit payments to U.S. non-qualified plan participants. HP expected to pay approximately \$109 million to cover benefit claims for HP's post-retirement benefit plans.

During the nine months ended July 31, 2014, HP contributed \$450 million to its non-U.S. pension plans, paid \$20 million to cover benefit payments to U.S. non-qualified plan participants, and paid \$73 million to cover benefit claims under HP's post-retirement benefit plans. During the remainder of fiscal 2014, HP anticipates making additional contributions of approximately \$158 million to its non-U.S. pension plans and approximately \$13 million to its U.S. non-qualified plan participants and expects to pay approximately \$36 million to cover benefit claims under HP's post-retirement benefit plans.

HP's pension and other post-retirement benefit costs and obligations depend on various assumptions. Differences between expected and actual returns on investments and changes in discount rates and other actuarial assumptions are reflected as unrecognized gains or losses, and such gains or losses are amortized to earnings in future periods. A deterioration in the funded status of a plan could result in a need for additional company contributions or an increase in net pension and post-retirement benefit costs in future periods. Actuarial gains or losses are determined

at the measurement date and are amortized over the remaining service life for active plans or the life expectancy of plan participants for frozen plans.

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#### HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

**Notes to Consolidated Condensed Financial Statements (Continued)** 

(Unaudited)

#### **Note 15: Litigation and Contingencies**

HP is involved in lawsuits, claims, investigations and proceedings, including those identified below, consisting of intellectual property, commercial, securities, employment, employee benefits and environmental matters that arise in the ordinary course of business. HP accrues a liability when management believes that it is both probable that a liability has been incurred and the amount of loss can be reasonably estimated. HP believes it has recorded adequate provisions for any such matters and, as of July 31, 2014, it was not reasonably possible that a material loss had been incurred in excess of the amounts recognized in HP's financial statements. HP reviews these matters at least quarterly and adjusts its accruals to reflect the impact of negotiations, settlements, rulings, advice of legal counsel, and other information and events pertaining to a particular case. Based on its experience, HP believes that any damage amounts claimed in the specific matters discussed below are not a meaningful indicator of HP's potential liability. Litigation is inherently unpredictable. However, HP believes it has valid defenses with respect to legal matters pending against it. Nevertheless, cash flows or results of operations could be materially affected in any particular period by the resolution of one or more of these contingencies.

Litigation, Proceedings and Investigations

Copyright Levies. As described below, proceedings are ongoing or have been concluded involving HP in certain European Union ("EU") member countries, including litigation in Germany, Belgium and Austria, seeking to impose or modify levies upon equipment (such as multi-function devices ("MFDs"), personal computers ("PCs") and printers) and alleging that these devices enable producing private copies of copyrighted materials. Descriptions of some of the ongoing proceedings are included below. The levies are generally based upon the number of products sold and the per-product amounts of the levies, which vary. Some EU member countries that do not yet have levies on digital devices are expected to implement similar legislation to enable them to extend existing levy schemes, while some other EU member countries have phased out levies or are expected to limit the scope of levy schemes and applicability in the digital hardware environment, particularly with respect to sales to business users. HP, other companies and various industry associations have opposed the extension of levies to the digital environment and have advocated alternative models of compensation to rights holders.

VerwertungsGesellschaft Wort ("VG Wort"), a collection agency representing certain copyright holders, instituted legal proceedings against HP in the Stuttgart Civil Court seeking to impose levies on printers. On December 22, 2004, the court held that HP is liable for payments regarding all printers using ASCII code sold in Germany but did not determine the amount payable per unit. HP appealed this decision in January 2005 to the Stuttgart Court of Appeals. On May 11, 2005, the Stuttgart Court of Appeals issued a decision confirming that levies are due. On June 6, 2005, HP filed an appeal to the German Federal Supreme Court in Karlsruhe. On December 6, 2007, the German Federal Supreme Court issued a judgment that printers are not subject to levies under existing law. VG Wort appealed the decision by filing a claim with the German Federal Constitutional Court challenging the ruling that printers are not subject to levies. On September 21, 2010, the Constitutional Court published a decision holding that the German Federal Supreme Court erred by not referring questions on interpretation of German copyright law to the Court of Justice of the European Union ("CJEU") and therefore revoked the German Federal Supreme Court decision and remitted the matter to it. On July 21, 2011, the German Federal Supreme Court stayed the proceedings and referred several questions to the CJEU with regard to the interpretation of the European Copyright Directive. On June 27, 2013, the CJEU

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#### **Note 15: Litigation and Contingencies (Continued)**

issued its decision responding to those questions. The German Federal Supreme Court subsequently scheduled a joint hearing on this matter with other cases relating to reprographic levies on printers and PCs that was held on October 31, 2013. The German Federal Supreme Court issued a decision on July 3, 2014 partially granting the claim of VG Wort. The German Federal Supreme Court decision provides that levies are due where the printer is used with a PC to make permitted reprographic copies in a single process under the control of the same person, but no levies are due on a printer for reprographic copies made with a "scanner-PC-printer" product chain. The case must be remitted to lower courts to assess the amount to be paid per printer unit.

In September 2003, VG Wort filed a lawsuit against Fujitsu Technology Solutions GmbH ("Fujitsu") in the Munich Civil Court in Munich, Germany seeking to impose levies on PCs. This is an industry test case in Germany, and HP has agreed not to object to the delay if VG Wort sues HP for such levies on PCs following a final decision against Fujitsu. On December 23, 2004, the Munich Civil Court held that PCs are subject to a levy and that Fujitsu must pay €12 plus compound interest for each PC sold in Germany since March 2001. Fujitsu appealed this decision in January 2005 to the Munich Court of Appeals. On December 15, 2005, the Munich Court of Appeals affirmed the Munich Civil Court decision. Fujitsu filed an appeal with the German Federal Supreme Court in February 2006. On October 2, 2008, the German Federal Supreme Court issued a judgment that PCs were not photocopiers within the meaning of the German copyright law that was in effect until December 31, 2007 and, therefore, were not subject to the levies on photocopiers established by that law. VG Wort subsequently filed a claim with the German Federal Constitutional Court challenging that ruling. In January 2011, the Constitutional Court published a decision holding that the German Federal Supreme Court decision was inconsistent with the German Constitution and revoking the German Federal Supreme Court decision. The Constitutional Court also remitted the matter to the German Federal Supreme Court for further action. On July 21, 2011, the German Federal Supreme Court stayed the proceedings and referred several questions to the CJEU with regard to the interpretation of the European Copyright Directive. On June 27, 2013, the CJEU issued its decision responding to those questions. The German Federal Supreme Court subsequently scheduled a joint hearing on that matter with other cases relating to reprographic levies on printers that was held on October 31, 2013. The German Federal Supreme Court issued a decision on July 3, 2014 partially granting the claim of VG Wort. The German Federal Supreme Court decision provides that levies are due for audio-visual copying of standing text and pictures using a PC as the last device in a single reproduction process under the control of the same person, but no levies are due on a PC for reprographic copies made using a "PC-printer" or a "scanner-PC-printer" chain. The case must be remitted to lower courts to assess the amount to be paid per PC unit.

Reprobel, a cooperative society with the authority to collect and distribute the remuneration for reprography to Belgian copyright holders, requested by extra-judicial means that HP amend certain copyright levy declarations submitted for inkjet MFDs sold in Belgium from January 2005 to December 2009 to enable it to collect copyright levies calculated based on the generally higher copying speed when the MFDs are operated in draft print mode rather than when operated in normal print mode. In March 2010, HP filed a lawsuit against Reprobel in the French-speaking chambers of the Court of First Instance of Brussels seeking a declaratory judgment that no copyright levies are payable on sales of MFDs in Belgium or, alternatively, that copyright levies payable on such MFDs must be assessed based on the copying speed when operated in the normal print mode set by default in the device. On

#### HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

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#### **Note 15: Litigation and Contingencies (Continued)**

November 16, 2012, the court issued a decision holding that Belgium law is not in conformity with EU law in a number of respects and ordered that, by November 2013, Reprobel substantiate that the amounts claimed by Reprobel are commensurate with the harm resulting from legitimate copying under the reprographic exception. HP subsequently appealed that court decision to the Courts of Appeal in Brussels seeking to confirm that the Belgian law is not in conformity with EU law and that, if Belgian law is interpreted in a manner consistent with EU law, no payments by HP are required or, alternatively, the payments already made by HP are sufficient to comply with its obligations under Belgian law. On October 23, 2013, the Court of Appeal in Brussels stayed the proceedings and referred several questions to the CJEU relating to whether the Belgian reprographic copyright levies system is in conformity with EU law.

Based on industry opposition to the extension of levies to digital products, HP's assessments of the merits of various proceedings and HP's estimates of the number of units impacted and the amounts of the levies, HP has accrued amounts that it believes are adequate to address the matters described above. However, the ultimate resolution of these matters and the associated financial impact on HP, including the number of units impacted and the amount of levies imposed, remains uncertain.

<u>Fair Labor Standards Act Litigation</u>. HP is involved in several lawsuits in which the plaintiffs are seeking unpaid overtime compensation and other damages based on allegations that various employees of Electronic Data Systems Corporation ("EDS") or HP have been misclassified as exempt employees under the Fair Labor Standards Act and/or in violation of the California Labor Code or other state laws. Those matters include the following:

<u>Cunningham and Cunningham, et al. v. Electronic Data Systems Corporation</u> is a purported collective action filed on May 10, 2006 in the United States District Court for the Southern District of New York claiming that current and former EDS employees allegedly involved in installing and/or maintaining computer software and hardware were misclassified as exempt employees. Another purported collective action, <u>Steavens, et al. v. Electronic Data Systems Corporation</u>, which was filed on October 23, 2007, is also now pending in the same court alleging similar facts. The <u>Steavens</u> case has been consolidated for pretrial purposes with the <u>Cunningham</u> case. On December 14, 2010, the court granted conditional certification of a class consisting of employees in 20 legacy EDS job codes in the consolidated <u>Cunningham</u> and <u>Steavens</u> matter. Approximately 2,600 current and former EDS employees have filed consents to opt in to the litigation. The plaintiffs had alleged separate "opt-out" classes based on the overtime laws of the states of California, Washington, Massachusetts and New York, but the plaintiffs have dismissed those claims.

<u>Salva v. Hewlett-Packard Company</u> is a purported collective action filed on June 15, 2012 in the United States District Court for the Western District of New York alleging that certain information technology employees allegedly involved in installing and/or maintaining computer software and hardware were misclassified as exempt employees under the Fair Labor Standards Act. On August 31, 2012, HP filed its answer to the plaintiffs' complaint and filed counterclaims against two of the three named plaintiffs. Also on August 31, 2012, HP filed a motion to transfer venue to the United States District Court for the Eastern District of Texas. A hearing on HP's motion to transfer venue was scheduled for November 21, 2012, but was stayed by the court.

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#### **Note 15: Litigation and Contingencies (Continued)**

<u>Karlbom, et al. v. Electronic Data Systems Corporation</u> is a class action filed on March 16, 2009 in California Superior Court alleging facts similar to the *Cunningham* and *Steavens* matters. In March 2010, the court stayed the matter; that stay was lifted in October 2012. On December 13, 2013, HP removed the case to federal court. The plaintiffs moved to remand the case; the case was subsequently remanded to state court.

Blake, et al. v. Hewlett-Packard Company was filed as a purported nationwide collective action on February 17, 2011 in the United States District Court for the Southern District of Texas claiming that a class of information technology support personnel had been misclassified as exempt employees under the Fair Labor Standards Act. On February 10, 2012, the plaintiffs filed a motion requesting that the court conditionally certify the case as a collective action. On July 11, 2013, the court denied the plaintiffs' motion for conditional certification in its entirety. Following the denial of class certification, the case has continued as an individual action on behalf of the named plaintiff and one other employee. The parties have reached an agreement to resolve this matter with the two plaintiffs agreeing to settle their individual claims and release any other claims they may have against HP. The parties have submitted their confidential settlement agreement and release of claims to the court for approval.

<u>Benedict v. Hewlett-Packard Company</u> is a purported collective action filed on January 10, 2013 in the United States District Court for the Northern District of California alleging that certain technical support employees allegedly involved in installing, maintaining and/or supporting computer software and/or hardware for HP were misclassified as exempt employees under the Fair Labor Standards Act. The plaintiff has also alleged that HP violated California law by, among other things, allegedly improperly classifying these employees as exempt. On September 20, 2013, the plaintiffs filed a motion for conditional class certification. On February 13, 2014, the court granted the plaintiff's motion for conditional class certification.

State of South Carolina Department of Social Services Contract Dispute. In October 2012, the State of South Carolina Department of Social Services and related government agencies ("SCDSS") filed a proceeding before South Carolina's Chief Procurement Officer ("CPO") against Hewlett-Packard State & Local Enterprise Services, Inc., a subsidiary of HP ("HPSLES"). The dispute arises from a contract between SCDSS and HPSLES for the design, implementation and maintenance of a Child Support Enforcement and a Family Court Case Management System (the "CFS System"). SCDSS seeks aggregate damages of approximately \$275 million, a declaration that HPSLES is in material breach of the contract and, therefore, that termination of the contract for cause by SCDSS would be appropriate, and a declaration that HPSLES is required to perform certain additional disputed work that expands the scope of the original contract. In November 2012, HPSLES filed responsive pleadings asserting defenses and seeking payment of past-due invoices totaling more than \$12 million. On July 10, 2013, SCDSS terminated the contract with HPSLES for cause, and, in its termination notice, SCDSS asserted that HPSLES is responsible for all future federal penalties until the CFS System achieves federal certification, sought an immediate order requiring HPSLES to transfer to SCDSS all work completed and in progress, and indicated that it intends to seek suspension and debarment of HPSLES from contracting with the State of South Carolina. HPSLES is disputing the termination as improper and defective. In addition, on August 9, 2013, HPSLES filed its own affirmative claim within the proceeding alleging that SCDSS materially breached the contract by its improper termination and that SCDSS was

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#### **Notes to Consolidated Condensed Financial Statements (Continued)**

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### Note 15: Litigation and Contingencies (Continued)

a primary and material cause of the project delays. On September 4, 2013, the CPO denied SCDSS's motion for injunctive relief seeking immediate transfer of the system assets to SCDSS and indicated that the CPO would address that request following a hearing on the merits. The hearing on the merits before the CPO concluded on February 25, 2014 and closing briefs were submitted on July 18, 2014. On August 4, 2014, in light of the ongoing mediation of this matter, the parties jointly requested that the CPO not issue an order unless and until the parties, with the guidance of the mediator, report to the CPO that their ongoing mediation has reached a final impasse.

India Directorate of Revenue Intelligence Proceedings. On April 30 and May 10, 2010, the India Directorate of Revenue Intelligence (the "DRI") issued show cause notices to Hewlett-Packard India Sales Private Ltd ("HPI"), a subsidiary of HP, seven then-current HP employees and one former HP employee alleging that HP underpaid customs duties while importing products and spare parts into India and seeking to recover an aggregate of approximately \$370 million, plus penalties. Prior to the issuance of the show cause notices, HP deposited approximately \$16 million with the DRI and agreed to post a provisional bond in exchange for the DRI's agreement to not seize HP products and spare parts and to not interrupt the transaction of business by HP in India.

On April 11, 2012, the Bangalore Commissioner of Customs issued an order on the products-related show cause notice affirming certain duties and penalties against HPI and the named individuals of approximately \$386 million, of which HPI had already deposited \$9 million. On December 11, 2012, HPI voluntarily deposited an additional \$10 million in connection with the products-related show cause notice.

On April 20, 2012, the Commissioner issued an order on the parts-related show cause notice affirming certain duties and penalties against HPI and certain of the named individuals of approximately \$17 million, of which HPI had already deposited \$7 million. After the order, HPI deposited an additional \$3 million in connection with the parts-related show cause notice so as to avoid certain penalties.

HPI filed appeals of the Commissioner's orders before the Customs Tribunal along with applications for waiver of the pre-deposit of remaining demand amounts as a condition for hearing the appeals. The Customs Department has also filed cross-appeals before the Customs Tribunal. On January 24, 2013, the Customs Tribunal ordered HPI to deposit an additional \$24 million against the products order, which HPI deposited in March 2013. The Customs Tribunal did not order any additional deposit to be made under the parts order. In December 2013, HPI filed applications before the Customs Tribunal seeking early hearing of the appeals as well as an extension of the stay of deposit as to HP and the individuals already granted until final disposition of the appeals. On February 7, 2014, the application for extension of the stay of deposit was granted by the Customs Tribunal until disposal of the appeals. A hearing has been scheduled with the Customs Tribunal for October 27, 2014.

Russia GPO and Other FCPA Investigations. The German Public Prosecutor's Office ("German PPO") has been conducting an investigation into allegations that current and former employees of HP engaged in bribery, embezzlement and tax evasion relating to a transaction between Hewlett-Packard ISE GmbH in Germany, a former subsidiary of HP, and the General Prosecutor's Office of the Russian Federation. The approximately €35 million transaction, which was referred to as the Russia GPO deal, spanned the years 2001 to 2006 and was for the delivery and installation of an IT

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#### **Note 15: Litigation and Contingencies (Continued)**

network. The German PPO has issued an indictment of four individuals, including one current and two former HP employees, on charges including bribery, breach of trust and tax evasion. The German PPO has also requested that HP be made an associated party to the case, and, if that request is granted, HP would participate in any portion of the court proceedings that could ultimately bear on the question of whether HP should be subject to potential disgorgement of profits based on the conduct of the indicted current and former employees. The Polish Central Anti-Corruption Bureau is also conducting an investigation into potential corruption violations by an employee of Hewlett-Packard Polska Sp. z o.o., an indirect subsidiary of HP, in connection with certain public-sector transactions in Poland. HP is cooperating with these investigating agencies.

The U.S. Department of Justice ("DOJ") and the Securities and Exchange Commission ("SEC") also conducted an investigation into the Russia GPO deal and potential violations of the Foreign Corrupt Practices Act ("FCPA"). In addition, the same U.S. enforcement agencies conducted investigations into certain other public-sector transactions in Russia, Poland, the Commonwealth of Independent States and Mexico, among other countries. On April 9, 2014, HP announced a resolution of the DOJ and SEC FCPA investigations. Pursuant to the terms of the resolution, HP has paid the SEC approximately \$31 million and has agreed to pay approximately \$77 million to the DOJ. HP also has agreed to undertake certain compliance, reporting and cooperation obligations. A court appearance regarding the DOJ resolution is scheduled with the United States District Court for the Northern District of California to be held on September 11, 2014.

ECT Proceedings. In January 2011, the postal service of Brazil, Empresa Brasileira de Correios e Telégrafos ("ECT"), notified an HP subsidiary in Brazil ("HP Brazil") that it had initiated administrative proceedings to consider whether to suspend HP Brazil's right to bid and contract with ECT related to alleged improprieties in the bidding and contracting processes whereby employees of HP Brazil and employees of several other companies allegedly coordinated their bids and fixed results for three ECT contracts in 2007 and 2008. In late July 2011, ECT notified HP Brazil it had decided to apply the penalties against HP Brazil and suspend HP Brazil's right to bid and contract with ECT for five years, based upon the evidence before it. In August 2011, HP Brazil appealed ECT's decision. In April 2013, ECT rejected HP Brazil's appeal, and the administrative proceedings were closed with the penalties against HP Brazil remaining in place. In parallel, in September 2011, HP Brazil filed a civil action against ECT seeking to have ECT's decision revoked. HP Brazil also requested an injunction suspending the application of the penalties until a final ruling on the merits of the case. The court of first instance has not issued a decision on the merits of the case, but it has denied HP Brazil's request for injunctive relief. HP Brazil appealed the denial of its request for injunctive relief to the intermediate appellate court, which issued a preliminary ruling denying the request for injunctive relief but reducing the length of the sanctions from five to two years. HP Brazil appealed that decision and, in December 2011, obtained a ruling staying enforcement of ECT's sanctions until a final ruling on the merits of the case. HP expects this decision to be issued in 2015 and any subsequent appeal on the merits to last several years.

<u>Stockholder Litigation</u>. As described below, HP is involved in various stockholder litigation matters commenced against certain current and former HP executive officers and/or certain current and former members of HP's Board of Directors in which the plaintiffs are seeking to recover damages

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#### **Note 15: Litigation and Contingencies (Continued)**

related to HP's allegedly inflated stock price, certain compensation paid by HP to the defendants, other damages and/or injunctive relief:

Saginaw Police & Fire Pension Fund v. Marc L. Andreessen, et al. is a lawsuit filed on October 19, 2010 in the United States District Court for the Northern District of California alleging, among other things, that the defendants breached their fiduciary duties and were unjustly enriched by consciously disregarding HP's alleged violations of the FCPA. On August 15, 2011, the defendants filed a motion to dismiss the lawsuit. On March 21, 2012, the court granted the defendants' motion to dismiss, and the court entered judgment in the defendants' favor and closed the case on May 29, 2012. On June 28, 2012, the plaintiff filed an appeal with the United States Court of Appeals for the Ninth Circuit. The appeal has been fully briefed and the United States Court of Appeals for the Ninth Circuit has scheduled oral argument for September 9, 2014.

A.J. Copeland v. Raymond J. Lane, et al. ("Copeland I") is a lawsuit filed on March 7, 2011 in the United States District Court for the Northern District of California alleging, among other things, that the defendants breached their fiduciary duties and wasted corporate assets in connection with HP's alleged violations of the FCPA, HP's severance payments made to Mark Hurd (a former Chairman of HP's Board of Directors and HP's Chief Executive Officer), and HP's acquisition of 3PAR Inc. The lawsuit also alleges violations of Section 14(a) of the Securities Exchange Act of 1934 (the "Exchange Act") in connection with HP's 2010 and 2011 proxy statements. On February 8, 2012, the defendants filed a motion to dismiss the lawsuit. On October 10, 2012, the court granted the defendants' motion to dismiss with leave to file an amended complaint. On November 1, 2012, the plaintiff filed an amended complaint adding an unjust enrichment claim and claims that the defendants violated Section 14(a) of the Exchange Act and breached their fiduciary duties in connection with HP's 2012 proxy statement. On December 13, 14 and 17, 2012, the defendants moved to dismiss the amended complaint. On December 28, 2012, the plaintiff moved for leave to file a third amended complaint. On May 6, 2013, the court denied the motion for leave to amend, granted the motions to dismiss with prejudice and entered judgment in the defendants' favor. On May 31, 2013, the plaintiff filed an appeal with the United States Court of Appeals for the Ninth Circuit. The appeal has been fully briefed, but a date has not yet been set for oral argument.

A.J. Copeland v. Léo Apotheker, et al. ("Copeland II") is a lawsuit filed on February 10, 2014 in the United States District Court for the Northern District of California alleging, among other things, that the defendants used their control over HP and its corporate suffrage process in effectuating, directly participating in and/or aiding and abetting violations of Section 14(a) of the Exchange Act and Rule 14a-9 promulgated thereunder, violations of Sections 10(b) and 20(a) of the Exchange Act and Rule 10b-5 promulgated thereunder. The complaint asserts claims for breach of fiduciary duty, waste of corporate assets, unjust enrichment, and breach of the duty of candor. The claims arise out of the circumstances at HP relating to its 2013 and 2014 proxy statements, the departure of Mr. Hurd as Chairman of HP's Board of Directors and HP's Chief Executive Officer, alleged violations of the FCPA, and HP's acquisition of 3PAR Inc. and Autonomy Corporation plc ("Autonomy"). On February 25, 2014, the court issued an order granting HP's administrative motion to relate Copeland II to Copeland I. On April 8, 2014, the

#### HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

## Notes to Consolidated Condensed Financial Statements (Continued)

(Unaudited)

#### **Note 15: Litigation and Contingencies (Continued)**

court granted the parties' stipulation to stay the action pending resolution of *Copeland I* by the United States Court of Appeals for the Ninth Circuit.

Richard Gammel v. Hewlett-Packard Company, et al. is a putative securities class action filed on September 13, 2011 in the United States District Court for the Central District of California alleging, among other things, that from November 22, 2010 to August 18, 2011, the defendants violated Sections 10(b) and 20(a) of the Exchange Act by concealing material information and making false statements about HP's business model, the future of the webOS operating system, and HP's commitment to developing and integrating webOS products, including the TouchPad tablet PC. On April 11, 2012, the defendants filed a motion to dismiss the lawsuit. On September 4, 2012, the court granted the defendants' motion to dismiss and gave the plaintiff 30 days to file an amended complaint. On October 19, 2012, the plaintiff filed an amended complaint asserting the same causes of action but dropping one of the defendants and shortening the period that the alleged violations of the Exchange Act occurred to February 9, 2011 to August 18, 2011. On December 3, 2012, the defendants moved to dismiss the amended complaint. On May 8, 2013, the court granted the defendants' motion to dismiss in part and denied it in part. As a result of the court's ruling, the alleged class period in the action runs from June 1, 2011 to August 18, 2011. The parties commenced mediation before a private mediator on December 3, 2013. On March 31, 2014, the parties executed a settlement stipulation and the plaintiff filed a motion seeking preliminary approval of the settlement with the court. On May 2, 2014, the court preliminarily approved the settlement, directed notice be sent to class members, and set the final approval hearing for September 15, 2014. On August 11, 2014, the lead plaintiff filed a motion for approval of the settlement. As part of the proposed settlement, HP and certain of its insurers paid approximately \$57 million into a settlement fund.

Ernesto Espinoza v. Léo Apotheker, et al. and Larry Salat v. Léo Apotheker, et al. are consolidated lawsuits filed on September 21, 2011 in the United States District Court for the Central District of California alleging, among other things, that the defendants violated Section 10(b) and 20(a) of the Exchange Act by concealing material information and making false statements about HP's business model and the future of webOS, the TouchPad and HP's PC business. The lawsuits also allege that the defendants breached their fiduciary duties, wasted corporate assets and were unjustly enriched when they authorized HP's repurchase of its own stock on August 29, 2010 and July 21, 2011. These lawsuits were previously stayed pending developments in the Gammel matter, but those stays have been lifted. The plaintiffs filed an amended consolidated complaint on August 21, 2013, and, on October 28, 2013, the defendants filed a motion to stay these matters. In an order dated February 13, 2014, the court granted the motion to stay. At the August 11, 2014 status conference, the stay was lifted. The plaintiffs have until September 24, 2014 to either file an amended complaint or designate the current complaint as the operative complaint. By October 1, 2014, the parties must submit a proposed schedule for responsive pleadings. The court has scheduled a jury trial to begin on July 14, 2015.

Luis Gonzalez v. Léo Apotheker, et al. and Richard Tyner v. Léo Apotheker, et al. are consolidated lawsuits filed on September 29, 2011 and October 5, 2011, respectively, in California Superior Court alleging, among other things, that the defendants breached their fiduciary duties, wasted corporate assets and were unjustly enriched by concealing material information and making false

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#### **Notes to Consolidated Condensed Financial Statements (Continued)**

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#### **Note 15: Litigation and Contingencies (Continued)**

statements about HP's business model and the future of webOS, the TouchPad and HP's PC business and by authorizing HP's repurchase of its own stock on August 29, 2010 and July 21, 2011. The lawsuits are currently stayed pending resolution of the *Espinoza/Salat* consolidated action in federal court. The court has scheduled a status conference for November 17, 2014.

<u>Cement & Concrete Workers District Council Pension Fund v. Hewlett-Packard Company, et al.</u> is a putative securities class action filed on August 3, 2012 in the United States District Court for the Northern District of California alleging, among other things, that from November 13, 2007 to August 6, 2010 the defendants violated Sections 10(b) and 20(a) of the Exchange Act by making statements regarding HP's Standards of Business Conduct ("SBC") that were false and misleading because Mr. Hurd, who was serving as HP's Chairman and Chief Executive Officer during that period, had been violating the SBC and concealing his misbehavior in a manner that jeopardized his continued employment with HP. On February 7, 2013, the defendants moved to dismiss the amended complaint. On August 9, 2013, the court granted the defendants' motion to dismiss with leave to amend the complaint by September 9, 2013. The plaintiff filed an amended complaint on September 9, 2013, and the defendants moved to dismiss that complaint on October 24, 2013. A hearing on the defendants' motion to dismiss the amended complaint was held on May 29, 2014. On June 25, 2014, the court issued an order granting defendants' motions to dismiss. On July 25, 2014, plaintiff filed a notice of appeal to the United States Court of Appeals for the Ninth Circuit.

#### Autonomy-Related Legal Matters

<u>Investigations</u>. As a result of the findings of an ongoing investigation, HP has provided information to the U.K. Serious Fraud Office, the U.S. Department of Justice and the SEC related to the accounting improprieties, disclosure failures and misrepresentations at Autonomy that occurred prior to and in connection with HP's acquisition of Autonomy. On November 21, 2012, representatives of the U.S. Department of Justice advised HP that they had opened an investigation relating to Autonomy. On February 6, 2013, representatives of the U.K. Serious Fraud Office advised HP that they had also opened an investigation relating to Autonomy. HP is cooperating with the three investigating agencies.

Litigation. As described below, HP is involved in various stockholder litigation relating to, among other things, its November 20, 2012 announcement that it recorded a non-cash charge for the impairment of goodwill and intangible assets within its Software segment of approximately \$8.8 billion in the fourth quarter of its 2012 fiscal year and HP's statements that, based on HP's findings from an ongoing investigation, the majority of this impairment charge related to accounting improprieties, misrepresentations to the market and disclosure failures at Autonomy that occurred prior to and in connection with HP's acquisition of Autonomy and the impact of those improprieties, failures and misrepresentations on the expected future financial performance of the Autonomy business over the long term. This stockholder litigation was commenced against, among others, certain current and former HP executive officers, certain current and former members of HP's Board of Directors, and certain advisors to HP. The plaintiffs in these litigation matters are seeking to recover certain

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#### **Notes to Consolidated Condensed Financial Statements (Continued)**

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#### **Note 15: Litigation and Contingencies (Continued)**

compensation paid by HP to the defendants and/or other damages. These matters include the following:

In re HP Securities Litigation consists of two consolidated putative class actions filed on November 26 and 30, 2012 in the United States District Court for the Northern District of California alleging, among other things, that from August 19, 2011 to November 20, 2012, the defendants violated Sections 10(b) and 20(a) of the Exchange Act by concealing material information and making false statements related to HP's acquisition of Autonomy and the financial performance of HP's enterprise services business. On May 3, 2013, the lead plaintiff filed a consolidated complaint alleging that, during that same period, all of the defendants violated Sections 10(b) and 20(a) of the Exchange Act and SEC Rule 10b-5(b) by concealing material information and making false statements related to HP's acquisition of Autonomy and that certain defendants violated SEC Rule 10b-5(a) and (c) by engaging in a "scheme" to defraud investors. On July 2, 2013, HP filed a motion to dismiss the lawsuit. On November 26, 2013, the court granted in part and denied in part HP's motion to dismiss, allowing claims to proceed against HP and Margaret C. Whitman based on alleged statements and/or omissions made on or after May 23, 2012. The court dismissed all of the plaintiff's claims that were based on alleged statements and/or omissions made between August 19, 2011 and May 22, 2012.

In re Hewlett-Packard Shareholder Derivative Litigation consists of seven consolidated lawsuits filed beginning on November 26, 2012 in the United States District Court for the Northern District of California alleging, among other things, that the defendants violated Sections 10(b) and 20(a) of the Exchange Act by concealing material information and making false statements related to HP's acquisition of Autonomy and the financial performance of HP's enterprise services business. The lawsuits also allege that the defendants breached their fiduciary duties, wasted corporate assets and were unjustly enriched in connection with HP's acquisition of Autonomy and by causing HP to repurchase its own stock at allegedly inflated prices between August 2011 and October 2012. One lawsuit further alleges that certain individual defendants engaged in or assisted insider trading and thereby breached their fiduciary duties, were unjustly enriched and violated Sections 25402 and 25403 of the California Corporations Code. On May 3, 2013, the lead plaintiff filed a consolidated complaint alleging, among other things, that the defendants concealed material information and made false statements related to HP's acquisition of Autonomy and Autonomy's Intelligent Data Operating Layer technology and thereby violated Sections 10(b) and 20(a) of the Exchange Act, breached their fiduciary duties, engaged in "abuse of control" over HP and corporate waste and were unjustly enriched. The litigation was stayed by agreement until July 31, 2013. On July 30, 2013, HP filed a motion to further stay the litigation until HP's Board of Directors decides whether to pursue any of the claims asserted in the litigation or the court rules on HP's motion to dismiss the consolidated complaint in the In re HP Securities Litigation matter. The court extended the stay of the litigation until June 16, 2014. Lead plaintiff filed a stipulation of proposed settlement on June 30, 2014. The court held a hearing on preliminary approval of the proposed settlement on August 25, 2014, but did not issue a decision at that time. The court has scheduled a hearing on September 26, 2014 to further address the motion for preliminary approval of the proposed settlement. At the hearing on September 26, 2014, the court is also expected to address the motion to sever filed in an additional derivative action captioned <u>Steinberg and Vogel v.</u> Apotheker, et al. that contains

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#### **Notes to Consolidated Condensed Financial Statements (Continued)**

#### (Unaudited)

#### **Note 15: Litigation and Contingencies (Continued)**

substantially similar allegations and seeking substantially similar relief; the motion to intervene filed by the California state court plaintiff Vincent Ho for the limited purpose of applying for attorneys' fees; the motion to intervene filed by Sushovan Hussain for the purposes of objecting to the proposed settlement and obtaining discovery; and the motion to intervene filed by purported HP shareholder Rodney Cook for the purposes of removing the lead plaintiff and having himself appointed lead plaintiff.

<u>In re HP ERISA Litigation</u> consists of three consolidated putative class actions filed beginning on December 6, 2012 in the United States District Court for the Northern District of California alleging, among other things, that from August 18, 2011 to November 22, 2012, the defendants breached their fiduciary obligations to HP's 401(k) Plan and its participants and thereby violated Sections 404(a)(1) and 405(a) of the Employee Retirement Income Security Act of 1974, as amended, by concealing negative information regarding the financial performance of Autonomy and HP's enterprise services business and by failing to restrict participants from investing in HP stock. On August 16, 2013, HP filed a motion to dismiss the lawsuit. On March 31, 2014, the court granted HP's motion to dismiss this action with leave to amend. On July 16, 2014, the plaintiffs filed a second amended complaint containing substantially similar allegations and seeking substantially similar relief as the first amended complaint.

<u>Vincent Ho v. Margaret C. Whitman, et al.</u> is a lawsuit filed on January 22, 2013 in California Superior Court alleging, among other things, that the defendants breached their fiduciary duties and wasted corporate assets in connection with HP's acquisition of Autonomy and by causing HP to repurchase its own stock at allegedly inflated prices between August 2011 and October 2012. On April 22, 2013, the court stayed the lawsuit pending resolution of the <u>In re Hewlett-Packard</u> <u>Shareholder Derivative Litigation</u> matter in federal court. Two additional derivative actions, <u>James Gould v. Margaret C. Whitman, et al.</u>, were filed in California Superior Court on July 26, 2013 and August 16, 2013, respectively, containing substantially similar allegations and seeking substantially similar relief. Those actions also have been stayed pending resolution of the <u>In re Hewlett-Packard Shareholder Derivative Litigation</u> matter.

<u>Cook v. Whitman, et al.</u> is a lawsuit filed on March 18, 2014 in the Delaware Chancery Court, alleging, among other things, that the defendants breached their fiduciary duties and wasted corporate assets in connection with HP's acquisition of Autonomy. On May 15, 2014, HP moved to dismiss or stay the <u>Cook</u> matter. On July 22, 2014, the Delaware Chancery Court stayed the motion pending the District Court's hearing on preliminary approval of the proposed settlement in the <u>In re Hewlett-Packard Shareholder Derivative Litigation</u> matter.

### Environmental

HP's operations and products are subject to various federal, state, local and foreign laws and regulations concerning environmental protection, including laws addressing the discharge of pollutants into the air and water, the management and disposal of hazardous substances and wastes, the cleanup of contaminated sites, the content of HP's products and the recycling, treatment and disposal of those products. In particular, HP faces increasing complexity in its product design and procurement operations as it adjusts to new and future requirements relating to the chemical and materials

#### HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

#### **Notes to Consolidated Condensed Financial Statements (Continued)**

(Unaudited)

#### **Note 15: Litigation and Contingencies (Continued)**

composition of its products, their safe use, and the energy consumption associated with those products, including requirements relating to climate change. HP is also subject to legislation in an increasing number of jurisdictions that makes producers of electrical goods, including computers and printers, financially responsible for specified collection, recycling, treatment and disposal of past and future covered products (sometimes referred to as "product take-back legislation"). HP could incur substantial costs, its products could be restricted from entering certain jurisdictions, and it could face other sanctions, if it were to violate or become liable under environmental laws or if its products become non-compliant with environmental laws. HP's potential exposure includes fines and civil or criminal sanctions, third-party property damage or personal injury claims and clean-up costs. The amount and timing of costs to comply with environmental laws are difficult to predict.

HP is party to, or otherwise involved in, proceedings brought by U.S. or state environmental agencies under the Comprehensive Environmental Response, Compensation and Liability Act ("CERCLA"), known as "Superfund," or state laws similar to CERCLA, and may become a party to, or otherwise involved in, proceedings brought by private parties for contribution towards clean-up costs. HP is also conducting environmental investigations or remediations at several current or former operating sites pursuant to administrative orders or consent agreements with state environmental agencies.

#### **Note 16: Segment Information**

Description of Segments

HP is a leading global provider of products, technologies, software, solutions and services to individual consumers, small- and medium-sized businesses ("SMBs"), and large enterprises, including customers in the government, health and education sectors. HP's offerings span personal computing and other access devices; imaging- and printing-related products and services; multi-vendor customer services, including infrastructure technology and business process outsourcing, application development and support services, and consulting and integration services; enterprise information technology ("IT") infrastructure, including enterprise server and storage technology, networking products and solutions, and technology support and maintenance; and IT management software, information management solutions and security intelligence/risk management solutions.

HP's operations are organized into seven reportable segments for financial reporting purposes: Personal Systems, Printing, the Enterprise Group, Enterprise Services, Software, HP Financial Services and Corporate Investments. HP's organizational structure is based on a number of factors that management uses to evaluate, view and run its business operations, which include, but are not limited to, customer base, homogeneity of products and technology. The reportable segments are based on this organizational structure and information reviewed by HP's management to evaluate segment results.

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

#### HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

#### **Notes to Consolidated Condensed Financial Statements (Continued)**

#### (Unaudited)

#### **Note 16: Segment Information (Continued)**

A description of the types of products and services provided by segment follows.

The *Printing and Personal Systems Group's* mission is to leverage the respective strengths of the Personal Systems business and the Printing business by creating a unified organization that is customer-focused and poised to capitalize on rapidly shifting industry trends. Each of the segments within PPS is described below.

*Personal Systems* provides commercial PCs, consumer PCs, workstations, thin clients, tablets, retail point-of-sale ("POS") systems, calculators and other related accessories, software, support and services for the commercial and consumer markets. HP groups commercial notebooks, commercial desktops, commercial tablets and workstations into commercial clients and consumer notebooks, consumer desktops and consumer tablets into consumer clients when describing its performance in these markets. Described below are HP's global business capabilities within Personal Systems.

Commercial PCs are optimized for use by commercial customers, including enterprise and SMB customers, and for connectivity, reliability and manageability in networked environments. Commercial PCs include the HP ProBook and HP EliteBook lines of notebooks, the HP Pro and HP Elite lines of business desktops and all-in-ones, retail POS systems, HP Thin Clients and HP ElitePad and HP Pro Tablet PCs. Commercial PCs also include workstations that are designed and optimized to reliably operate in high performance and demanding application environments including Z desktop workstations, Z all-in-ones and Z mobile workstations.

Consumer PCs include the HP Spectre, HP ENVY, HP Pavilion, HP Chromebooks, HP Split and HP Slate series of multi-media consumer notebooks, consumer tablets, hybrids (detachable tablets), and desktops, including the TouchSmart line of touch-enabled notebooks and all-in-one desktops. Consumer PCs also use the Compaq sub-brands for certain product offerings.

*Printing* provides consumer and commercial printer hardware, supplies, media, software and services, as well as scanning devices. Printing is also focused on imaging solutions in the commercial markets. HP groups LaserJet, large format printers and commercial inkjet printers into commercial hardware and consumer inkjet printers into consumer hardware when describing HP's performance in these markets. Described below are HP's global business capabilities within Printing.

Inkjet and Printing Solutions delivers HP's consumer and SMB inkjet solutions (hardware, supplies, media, and web-connected hardware and services). It includes single-function and all-in-one inkjet printers. Ongoing initiatives and programs such as Ink in the Office and Ink Advantage and newer initiatives such as Instant Ink are meant to provide innovative printing solutions to consumers and SMBs and include HP's Officejet Premium and Officejet Pro inkjet product portfolios.

LaserJet and Enterprise Solutions delivers HP's LaserJet and enterprise products, services and solutions to SMB and enterprise segments, including LaserJet printers and supplies (toner), Officejet Pro X inkjet enterprise products and supplies, multi-function devices, scanners, web-connected hardware and managed services, and enterprise software solutions, such as Web Jetadmin. Our Managed Print Services business provides printing equipment, supplies, support, workflow optimization and security services for SMB and enterprise customers around the world, utilizing proprietary HP tools and fleet management solutions as well as third-party software.

#### HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

#### **Notes to Consolidated Condensed Financial Statements (Continued)**

#### (Unaudited)

#### **Note 16: Segment Information (Continued)**

*Graphics Solutions* delivers large format printers (Designjet, Large Format Production, and Scitex Industrial), specialty printing, and digital press solutions (Indigo and Inkjet Webpress), supplies and services to Print Service Providers and Design & Rendering customers. The solutions cover a wide range of printing applications, such as: Technical Design, Photos, Sign & Display, Direct Mail, Marketing Collateral, Labels & Packaging, and Publishing.

Software and Web Services delivers a suite of offerings, including photo-storage and printing offerings (such as Snapfish), document storage, entertainment services, web-connected printing, and PC back-up and related services.

The *Enterprise Group* provides servers, storage, networking and technology services that, when combined with HP's Cloud solutions, enable the customers to manage applications across public cloud, virtual private cloud, private cloud and traditional IT environments. Described below are HP's business units and capabilities within EG.

Industry Standard Servers offers ProLiant servers, running primarily Windows, Linux and virtualization platforms from software providers such as Microsoft Corporation and VMware, Inc. and open sourced software from other major vendors while leveraging x86 processors from Intel Corporation and Advanced Micro Devices, Inc. The business spans a range of server product lines, including microservers, towers, traditional rack, density-optimized rack and blades, as well as hyperscale solutions for large, distributed computing companies who buy and deploy nodes at a massive scale. Industry Standard Servers also offers HP Moonshot servers, operating on ARM-based, AMD-based and Intel® Atom -based processors, which offer reduced cost, space, energy and complexity compared to traditional servers.

Business Critical Systems offers HP Integrity servers based on the Intel® Itanium®-based processor, HP Integrity NonStop solutions and mission critical x86 ProLiant Servers.

*Storage* offers traditional storage and Converged Storage solutions. Traditional storage includes tape, storage networking and legacy external disk products such as EVA and XP. Converged Storage solutions include 3PAR StoreServ, StoreOnce, StoreVirtual, and StoreAll products.

Networking offers switches, routers, wireless local area network ("WLAN") and network management products that span the data center, campus and branch environments and deliver software-defined networking and unified communications capabilities. HP's unified wired and wireless networking offerings include both WLAN access points and controllers/switches.

Technology Services provides technology consulting and support services focused on cloud, mobility and big data and provides IT organizations with advice, design, implementation, migration and optimization of HP's Enterprise Group platforms: servers, storage, networking and converged infrastructure. Support services include Datacenter Care, Foundation Care, Proactive Care, Flexible Capacity services and Lifecycle Event services. These services are available in the form of service contracts, pre-packaged offerings or on a customized basis.

*Enterprise Services* provides technology consulting, outsourcing and support services across infrastructure, applications and business process domains. ES is divided into Infrastructure Technology Outsourcing and Application and Business Services.

#### HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

#### **Notes to Consolidated Condensed Financial Statements (Continued)**

#### (Unaudited)

#### **Note 16: Segment Information (Continued)**

*Infrastructure Technology Outsourcing* delivers comprehensive services that encompass the management of data centers, IT security, cloud computing, workplace technology, network, unified communications, and enterprise service management.

Application and Business Services helps clients develop, revitalize and manage their applications and information assets. The portfolio also includes intellectual property-based industry solutions along with technologies and related services, all of which help clients better manage their critical business processes for customer relationship management, finance and administration, human resources, payroll and document processing.

Software provides IT management, application testing and delivery, information management, big data analytics and security solutions for businesses and enterprises of all sizes to help them navigate the new style of IT. HP's IT management solutions help customers deliver applications and services that perform to defined standards and automate and assure the underlying infrastructure, be it traditional, cloud or hybrid. HP's big data solutions include the HP HAVEn Big Data platform, which, together with the Autonomy, Vertica, and security products, is designed to help customers manage their structured and unstructured information securely. HP's security solutions provide security from the infrastructure through applications and information.

HP's software offerings include licenses, support, professional services and Software-as-a-Service ("SaaS"). Described below are HP's global business capabilities within Software.

IT Operations Management, which is part of HP's IT management offerings, provides software required to automate routine IT tasks and to pinpoint IT problems when they occur, helping enterprises to reduce operational costs and improve the reliability of applications running in a traditional, cloud or hybrid environment.

Application Delivery Management, provides software that enables organizations to deliver high performance applications by automating the processes required to ensure the quality and scalability of desktop, web, mobile and cloud-based applications.

*Enterprise Security* software is designed to disrupt fraud, hackers and cyber criminals by scanning software and websites for security vulnerabilities, improving network defenses and providing real-time warning of threats as they emerge.

*HP Autonomy* offers a wide array of software that enable enterprises to monetize and protect their information such as video, audio and text documents through solutions for marketing optimization, information governance and e-discovery.

*Vertica* is HP's next-generation big data analytics software, designed to capture and analyze information at massive scale and speed while reducing costs by using open-system infrastructure.

HP Financial Services acts as a strategic enabler for HP by providing financing for customers to purchase complete IT solutions, including hardware, software and services from HP. HPFS offers financial solutions to customers to manage to the lowest total cost of ownership from planning and acquiring technology all the way to replacing or retiring it. HPFS offers leasing, financing, utility programs and asset management services for large enterprise customers. HPFS also helps customers

#### HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

#### **Notes to Consolidated Condensed Financial Statements (Continued)**

#### (Unaudited)

#### **Note 16: Segment Information (Continued)**

manage the risks of older or surplus IT equipment, which helps provide full life cycle coverage to HPFS customers.

Corporate Investments includes HP Labs and certain business incubation projects.

Segment Data

HP derives the results of the business segments directly from its internal management reporting system. The accounting policies HP uses to derive segment results are substantially the same as those the consolidated company uses. Management measures the performance of each segment based on several metrics, including earnings from operations. Management uses these results, in part, to evaluate the performance of, and to allocate resources to, each of the segments.

Segment revenue includes revenues from sales to external customers and intersegment revenues that reflect transactions between the segments that are carried out at an arm's-length transfer price. Intersegment revenues primarily consist of sales of hardware and software that are sourced internally and, in the majority of the cases, are classified as operating leases within HPFS. HP's consolidated net revenue is derived and reported after the elimination of intersegment revenues from such arrangements in accordance with U.S. GAAP.

Financing interest in the Consolidated Condensed Statements of Earnings reflects interest expense on debt attributable to HPFS. Debt attributable to HPFS consists of intercompany equity that is treated as debt for segment reporting purposes, intercompany debt and borrowing-and funding-related activity associated with HPFS and its subsidiaries.

HP does not allocate to its segments certain operating expenses, which it manages at the corporate level. These unallocated costs include certain corporate governance costs, stock-based compensation expense, amortization of intangible assets, restructuring charges and acquisition-related charges.

Effective at the beginning of its first quarter of fiscal 2014, HP implemented certain organizational changes to align its segment financial reporting more closely with its current business structure. These organizational changes include:

transferring the HP Exstream business from the Commercial Hardware business unit within the Printing segment to the Software segment;

transferring the Personal Systems trade and warranty support business from the TS business unit within the EG segment to the Other business unit within the Personal Systems segment;

transferring the spare and replacement parts business supporting the Personal Systems and Printing segments from the TS business unit within the EG segment to the Other business unit within the Personal Systems segment and the Commercial Hardware business unit within the Printing segment, respectively;

transferring certain cloud-related incubation activities previously reported in Corporate and unallocated costs and eliminations and in the EG segment to the Corporate Investments segment.

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#### HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

#### **Notes to Consolidated Condensed Financial Statements (Continued)**

(Unaudited)

## **Note 16: Segment Information (Continued)**

In addition, HP transferred certain intrasegment eliminations from the ES segment and the EG segment to corporate intersegment revenue eliminations.

HP has reflected these changes to its segment information retrospectively to the earliest period presented, which has resulted in the transfer of revenue among the Printing, Personal Systems, EG, ES and Software segments and the transfer of operating profit among the Printing, Personal Systems, EG, Software and Corporation Investments segments. These changes had no impact on the previously reported financial results for the HPFS segment. In addition, none of these changes impacted HP's previously reported consolidated net revenue, earnings from operations, net earnings or net earnings per share. The organizational changes did not have a material effect on segment assets.

There have been no material changes to the total assets of HP's reportable segments since October 31, 2013.

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## HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

## **Notes to Consolidated Condensed Financial Statements (Continued)**

## (Unaudited)

## **Note 16: Segment Information (Continued)**

Selected segment operating results were as follows:

## Printing and Personal Systems

	i ersonar systems						HP									
		ersonal estems	P	rinting		nterprise Group		ervices		oftware				orporate estments	Total	
								In mill	ions	S						
Three months ended July 31, 2014																
Net revenue	\$	8,368	\$	5,514	\$	6,666	\$	5,328	\$	873	\$	833	\$	3 \$	27,585	;
Intersegment net																
revenue and other		281		76		228		262		86		22			955	j
Total segment net revenue	\$	8,649	\$	5,590	\$	6,894	\$	5,590	\$	959	\$	855	\$	3 \$	28,540	)
Earnings (loss) from																
operations	\$	346	\$	1,026	\$	966	\$	228	\$	203	\$	79	\$	(115) \$	2,733	;
Three months ended July 31, 2013																
Net revenue	\$	7,470	\$	5,758	\$	6,504	\$	5,714	\$	912	\$	863	\$	5 \$	27,226	
Intersegment net	Ψ	7,470	Ψ	3,730	Ψ	0,504	Ψ	3,714	Ψ	712	Ψ	003	Ψ	<i>3</i> ψ	27,220	
revenue and other		263		51		260		258		98		16			946	,
Total segment net																
revenue	\$	7,733	\$	5,809	\$	6,764	\$	5,972	\$	1,010	\$	879	\$	5 \$	28,172	!
Earnings (loss) from operations	\$	238	\$	915	\$	1,023	\$	192	\$	203	\$	99	\$	(82) \$	2,588	;

Nine months ended July 31, 2014															
Net revenue	\$	24,638	\$	17,063	\$	19,852	\$	16,054	\$	2,610	\$	2,534	\$	297 \$	83,048
Intersegment net															
revenue and other		717		176		692		833		236		58			2,712
Total segment net revenue	\$	25,355	\$	17,239	\$	20,544	\$	16,887	\$	2,846	\$	2,592	\$	297 \$	85,760
Earnings (loss) from															
operations	\$	915	\$	3,145	\$	2,933	\$	429	\$	534	\$	279	\$	(92) \$	8,143
Nine months ended July 31, 2013	Φ.	22 000	ф	15.500	Φ.	10.550	Φ.	17 205	Φ.	2.502	Φ.	2 (55	Φ.	10. 0	02.165
Net revenue	\$	22,889	\$	17,708	\$	19,778	\$	17,395	\$	2,703	\$	2,675	\$	19 \$	83,167
Intersegment net revenue and other		686		141		728		748		225		42			2,570
Total segment net revenue	\$	23,575	\$	17,849	\$	20,506	\$	18,143	\$	2,928	\$	2,717	\$	19 \$	85,737
Earnings (loss) from operations	\$	715	\$	2,852	\$	3,167	\$	424	\$	538	\$	297	\$	(230) \$	7,763
						61									

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## HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

## **Notes to Consolidated Condensed Financial Statements (Continued)**

## (Unaudited)

## **Note 16: Segment Information (Continued)**

The reconciliation of segment operating results to HP consolidated results was as follows:

	Three mon July		ended		Nine mon	ended
	2014 2013				2014	2013
			In mi	llior	1S	
Net Revenue:						
Total segments	\$ 28,540	\$	28,172	\$	85,760	\$ 85,737
Elimination of intersegment net revenue and other	(955)		(946)		(2,712)	(2,570)
Total HP consolidated net revenue	\$ 27,585	\$	27,226	\$	83,048	\$ 83,167
Earnings before taxes:						
Total segment earnings from operations	\$ 2,733	\$	2,588	\$	8,143	\$ 7,763
Corporate and unallocated costs and eliminations	(265)		(185)		(637)	(463)
Stock-based compensation expense	(132)		(107)		(432)	(398)
Amortization of intangible assets	(227)		(356)		(774)	(1,056)
Restructuring charges	(649)		(81)		(1,015)	(619)
Acquisition-related charges	(2)		(4)		(8)	(19)
Interest and other, net	(145)		(146)		(482)	(518)
Total HP consolidated earnings before taxes	\$ 1,313	\$	1,709	\$	4,795	\$ 4,690
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## HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

## **Notes to Consolidated Condensed Financial Statements (Continued)**

## (Unaudited)

## **Note 16: Segment Information (Continued)**

Net revenue by segment and business unit was as follows:

		nths ended y 31		nths ended y 31
	2014	2013	2014	2013
		In mil	llions	
Net Revenue:				
Notebooks	\$ 4,359	\$ 3,722	\$ 12,671	\$ 11,568
Desktops	3,395	3,147	10,012	9,571
Workstations	579	537	1,660	1,593
Other	316	327	1,012	843
Personal Systems	8,649	7,733	25,355	23,575
Supplies	3,660	3,839	11,321	11,854
Commercial Hardware	1,401	1,405	4,150	4,190
Consumer Hardware	529	565	1,768	1,805
Printing	5,590	5,809	17,239	17,849
Total Printing and Personal Systems Group	14,239	13,542	42,594	41,424
Industry Standard Servers	3,097	2,851	9,104	8,651
Technology Services	2,096	2,152	6,351	6,606
Storage	796	833	2,438	2,523
Networking	672	644	1,960	1,870
Business Critical Systems	233	284	691	856
Enterprise Group	6,894	6,764	20,544	20,506
	,	·	,	,
Infrastructure Technology Outsourcing	3,494	3,791	10,592	11,501
Application and Business Services	2,096	2,181	6,295	6,642
Enterprise Services	5,590	5,972	16,887	18,143
Software	959	1,010	2,846	2,928

HP Financial Services	855	879	2,592	2,717
Corporate Investments	3	5	297	19
Total segment net revenue	28,540	28,172	85,760	85,737
Eliminations of intersegment net revenue and other	(955)	(946)	(2,712)	(2,570)
Total HP consolidated net revenue	\$ 27,585 \$	27,226 \$	83,048 \$	83,167

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#### Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

#### HEWLETT-PACKARD COMPANY AND SUBSIDIARIES

# Management's Discussion and Analysis of Financial Condition and Results of Operations

This Management's Discussion and Analysis of Financial Condition and Results of Operations ("MD&A") is organized as follows:

*Overview.* A discussion of our business and overall analysis of financial and other highlights affecting the company to provide context for the remainder of MD&A.

*Critical Accounting Policies and Estimates.* A discussion of accounting policies and estimates that we believe are important to understanding the assumptions and judgments incorporated in our reported financial results.

*Results of Operations.* An analysis of our financial results comparing the three and nine months ended July 31, 2014 to the prior-year periods. A discussion of the results of operations at the consolidated level is followed by a more detailed discussion of the results of operations by segment.

*Liquidity and Capital Resources.* An analysis of changes in our cash flows and a discussion of our financial condition and liquidity.

*Contractual and Other Obligations*. An overview of contractual obligations, retirement and post-retirement benefit plan funding, restructuring plans, uncertain tax positions and off-balance sheet arrangements.

Factors that Could Affect Future Results. A description of factors that could materially affect our business, financial condition or operating results.

We intend the discussion of our financial condition and results of operations that follows to provide information that will assist the reader in understanding our Consolidated Condensed Financial Statements, the changes in certain key items in those financial statements from year to year, and the primary factors that accounted for those changes, as well as how certain accounting principles, policies and estimates affect our Consolidated Condensed Financial Statements. This discussion should be read in conjunction with our Consolidated Condensed Financial Statements and the related notes that appear elsewhere in this document.

The Overview, Results of Operations and Liquidity discussion and analysis compares the three and nine months ended July 31, 2014 to the three and nine months ended July 31, 2013, unless otherwise noted. The Capital Resources and Contractual and Other Obligations discussions present information as of July 31, 2014, unless otherwise noted.

## **OVERVIEW**

We are a leading global provider of products, technologies, software, solutions and services to individual consumers, small- and medium-sized businesses ("SMBs") and large enterprises, including customers in the government, health and education sectors. Our offerings span the following: personal computing and other access devices; imaging- and printing-related products and services; enterprise information technology ("IT") infrastructure, including enterprise server and storage technology, networking products and solutions, technology support and maintenance; multi-vendor customer services, including infrastructure technology and business process outsourcing, application development and support services, and consulting and integration services; and IT management software, information management solutions and security intelligence/risk management solutions. We have seven reportable

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segments for financial reporting purposes: Personal Systems, Printing, the Enterprise Group ("EG"), Enterprise Services ("ES"), Software, HP Financial Services ("HPFS") and Corporate Investments.

The following provides an overview of our key financial metrics by segment:

	Printing and Personal Systems Group																	
	Cons	HP solidated <sup>(1</sup>		ersonal ystems	Pı	rinting	-	Total		nterprise Group		terprise ervices	So	ftware		HPFS		rporate stments <sup>(2)</sup>
					D	ollars in	mi	illions, ex	сер	t per shar	e a	mounts						
Three Months Ended July 31, 2014																		
Net revenue	\$	27,585	\$	8,649	\$	5,590	\$	14,239	\$	6,894	\$	5,590	\$	959	\$	855	\$	3
Year-over-year change %		1.3%	b	11.8%	,	(3.8)%	6	5.1%		1.9%	'o	(6.4)	6	(5.0)%	6	(2.7)	%	(40.0)%
Earnings from operations	\$	1,458	\$	346	\$	1,026	\$	1,372	\$	966	\$	228	\$	203	\$	79	\$	(115)
Earnings from operations as a % of net revenue		5.3%	'n	4.0%	,	18.4%		9.6%		14.0%	6	4.1%	,	21.2%		9.29	o o	NM
Year-over-year change percentage points		(1.5)pts		0.9pts		2.6pts		1.1pts		(1.1)pts		0.9pts		1.1pts		(2.1)pts		NM
Net earnings	\$	985																
Net earnings per share																		
Basic	\$	0.53																
Diluted	\$	0.52																

HP consolidated net revenue excludes intersegment net revenue and other. HP consolidated earnings from operations includes corporate and unallocated costs and eliminations, stock-based compensation expense, amortization of intangible assets, restructuring charges and acquisition-related charges.

"NM" represents not meaningful.

HP net revenue increased 1.3% (increased 0.9% on a constant currency basis) in the three months ended July 31, 2014, as compared to the prior-year period. The leading contributor to the HP net revenue increase was growth in Personal Systems from the notebook, desktop and workstation product categories. To a lesser extent, growth in EG from Industry Standard Servers ("ISS") and Networking also contributed to HP net revenue growth. Partially offsetting growth in Personal Systems and EG were net revenue declines in ES from key account runoff and weaker performance in Europe, the Middle East and Africa ("EMEA"), lower Printing supplies volume, and a decline in Software revenue. HP's gross margin increased by 0.6 percentage points in the three months ended July 31, 2014 due primarily to gross margin improvement in Printing as a result of favorable currency impacts and a favorable mix of inkjet supplies along with service delivery efficiencies in ES. We continue to experience gross margin pressures resulting from a competitive pricing environment across our hardware portfolio, particularly in EG. HP's operating margin decreased by 1.5 percentage points in the three months ended July 31, 2014 due primarily to higher restructuring charges and investments in research and development expenses ("R&D"). Partially offsetting these unfavorable impacts to operating margin were the gross margin increase, lower levels of intangible asset amortization and operating margin improvements primarily in Printing, Personal Systems and ES.

	Printing and Personal																	
Systems Group																		
		HP	P	ersonal					E	nterprise	Eı	ıterprise					Co	rporate
	Cons	solidated <sup>(1</sup>	) S	ystems	P	rinting		Total		Group	S	ervices	So	oftware		HPFS	Inve	estments
					D	ollars in	mi	llions, ex	cep	ot per shar	e a	mounts						
Nine Months Ended																		
July 31, 2014																		
Net revenue	\$	83,048	\$	25,355	\$	17,239	\$	42,594	\$	20,544	\$	16,887	\$	2,846	\$	2,592	\$	297
Year-over-year change %		(0.1)%	b	7.6%		(3.4)%	,	2.8%	,	0.29	6	(6.9)%	'o	(2.8)	6	(4.6)	%	NM
Earnings from operations	\$	5,277	\$	915	\$	3,145	\$	4,060	\$	2,933	\$	429	\$	534	\$	279	\$	(92)
Earnings from operations																		
as a % of net revenue		6.3%		3.6%		18.2%		9.5%	,	14.39	6	2.5%		18.8%	)	10.89	6	(31.0)%
Year-over-year change																		
percentage points		0.0pts		0.6pts		2.2pts		0.9pts		(1.1)pts		0.2pts		0.4pts		(0.1)pts		NM
Net earnings	\$	3,683																
Net earnings per share																		
Basic	\$	1.95																

Diluted \$ 1.93

(1)

HP consolidated net revenue excludes intersegment net revenue and other. HP consolidated earnings from operations includes corporate and unallocated costs and eliminations, stock-based compensation expense, amortization of intangible assets, restructuring charges and acquisition-related charges.

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HP net revenue declined 0.1% (increased 0.4% on a constant currency basis) in the nine months ended July 31, 2014, as compared to the prior-year period. The leading contributors to the HP net revenue decline were key account runoff in ES and lower Printing supplies volume. Partially offsetting the net revenue decline was growth in Personal Systems from the notebook, desktop, and workstation product categories as well as the sale of a portfolio of mobile computing intellectual property ("IP") which primarily benefited the Corporate Investments segment. HP's gross margin increased by 0.5 percentage points in the nine months ended July 31, 2014 due primarily to favorable currency impacts along with continued cost structure improvements in Printing, service delivery efficiencies in ES and improving margins in professional services in Software. We continue to experience gross margin pressures resulting from a competitive pricing environment across our hardware portfolio. HP's operating margin was flat for the nine months ended July 31, 2014 as compared to the prior year period due primarily to the gross margin increase, operating margin improvements primarily in Printing, Personal Systems and Corporate Investments, and lower intangible asset amortization, offset by higher restructuring charges, investments in R&D, and higher selling, general and administrative ("SG&A") expenses. The increase in SG&A expenses was partially offset by gains from sales of real estate.

Our business continues to produce significant cash flow from operations, generating \$9.6 billion in the nine months ended July 31, 2014. Additionally, we invested \$2.2 billion in net property, plant and equipment, repurchased \$2.0 billion of common stock and returned \$875 million to stockholders through dividends. As of July 31, 2014, cash and cash equivalents and short- and long-term investments was \$14.8 billion, representing an increase of approximately \$2.3 billion from the October 31, 2013 balance of \$12.5 billion.

We continue to experience challenges that are representative of trends and uncertainties that may affect our business and results of operations. One set of challenges relates to continuing dynamic and accelerating market trends. Another set of challenges relates to changes in the competitive landscape. Our major competitors are expanding their product and service offerings with integrated products and solutions, our business-specific competitors are exerting increased competitive pressure in targeted areas and are entering new markets, our emerging competitors are introducing new technologies and business models, and our alliance partners in some businesses are increasingly becoming our competitors in others. A third set of challenges relates to business model changes and our go-to-market execution. The macroeconomic weakness we have experienced across geographic regions has moderated in some areas but remains an overall challenge. A discussion of some of these challenges at the segment level is set forth below.

In Personal Systems, we have been negatively impacted by the market shift towards tablet products within mobility products, which has reduced the demand for PCs, particularly consumer notebooks. If benefits from our new product investments in this area do not materialize, we will continue to be negatively impacted by this trend. However, the pace of market contraction is slowing with signs of stabilization and HP is gaining market share. In Personal Systems, we are maintaining our strategic focus on profitable growth through improved market segmentation with respect to multi-OS, multi-architectures, geography, customer segments and other key attributes. In the first nine months of fiscal 2014, Personal Systems experienced broad revenue growth with particular strength in EMEA and Asia Pacific in each of the notebook, desktop and workstation product categories driven by growth in commercial and consumer PCs, due in part to customers migrating from the Windows XP operating system, benefits from the delayed installed base refresh cycle and new product introductions.

In Printing, we are experiencing the impact of the growth in mobility and demand challenges in both consumer and commercial markets, as well as an overall competitive pricing environment. To be successful in addressing these challenges, we need to continue to execute on our key initiatives of focusing on high usage product categories, developing emerging market

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opportunities with new business models, and introducing new revenue delivery models to consumers in mature markets.

In EG, we are experiencing revenue growth challenges due to multiple market trends, including the increasing demand for hyperscale computing infrastructure products, the transition to cloud computing, and a highly competitive pricing environment. In addition, demand for our Business Critical Systems ("BCS") products continues to weaken along with the overall market for UNIX products and services contracts. To be successful in overcoming these challenges, we must address business model shifts and go-to-market execution challenges, including improved channel execution, and continue to pursue new product innovation, such as 3PAR storage, the HP CloudSystem, HP Moonshot servers, and in areas such as software-defined networking, storage, blade servers and wireless networking.

In ES, we are facing internal execution challenges, including managing the revenue runoff from several large contracts, pressured public sector spending, a competitive pricing environment and market pressures from a mixed global economic recovery. To be successful in addressing these challenges, we must execute on the ES multi-year turnaround plan, which includes a cost reduction initiative to align our costs to our revenue trajectory, a shift to shorter duration contracts, a focus on higher margin Strategic Enterprise Services ("SES") and initiatives to improve execution in sales performance and accountability, contracting practices and pricing.

In Software, we are facing multiple challenges, including the market shift to software-as-a-service ("SaaS") and go-to-market execution challenges. To be successful in addressing these challenges, we must improve our go-to-market execution with integrated customer solutions more aligned to customer demand and achieve broader integration across our overall product portfolio as we work to capitalize on important market opportunities in cloud, big data and security.

To address these challenges, we continue to pursue innovation with a view towards developing new products and services aligned with market demand, industry trends and the needs of our customers and partners. In addition, we need to continue to improve our operations, with a particular focus on enhancing our end-to-end processes and efficiencies. We also need to continue to optimize our sales coverage models, align our sales incentives with our strategic goals, improve channel execution, strengthen our capabilities in our areas of strategic focus, and develop and capitalize on market opportunities.

For a further discussion of trends, uncertainties and other factors that could impact our operating results, see the section entitled "Risk Factors" in Part II, Item 1A, which is incorporated herein by reference.

#### CRITICAL ACCOUNTING POLICIES AND ESTIMATES

Management's Discussion and Analysis of Financial Condition and Results of Operations is based on our Consolidated Condensed Financial Statements, which have been prepared in accordance with U.S. generally accepted accounting principles ("GAAP"). The preparation of these financial statements requires management to make estimates, judgments and assumptions that affect the reported amounts of assets, liabilities, net revenues and expenses, and disclosure of contingent liabilities. Management believes that there have been no significant changes during the nine months ended July 31, 2014 to the items that we disclosed as our critical accounting policies and estimates in Management's Discussion and Analysis of Financial Condition and Results of Operations in Part II, Item 7 of our Annual Report on Form 10-K for the fiscal year ended October 31, 2013, which is incorporated herein by reference.

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#### ACCOUNTING PRONOUNCEMENTS

For a summary of recent accounting pronouncements applicable to our financial statements see Note 1 to the Consolidated Condensed Financial Statements in Part I, Item 1, which is incorporated herein by reference.

#### RESULTS OF OPERATIONS

Revenue from our international operations has historically represented, and we expect will continue to represent, a majority of our overall net revenue. As a result, our revenue growth has been impacted, and we expect will continue to be impacted, by fluctuations in foreign currency exchange rates. In order to provide a framework for assessing performance excluding the impact of foreign currency fluctuations, we present the year-over-year percentage change in revenue on a constant currency basis, which assumes no change in the exchange rates from the prior-year period. This information is provided so that revenue can be viewed without the impact of fluctuations in foreign currency exchange rates, which is consistent with how management evaluates our operational results and trends. This constant currency disclosure is provided in addition to, and not as a substitute for, the year-over-year percentage change in revenue on a GAAP basis. Other companies may calculate and define similarly labeled items differently, which may limit the usefulness of this measure for comparative purposes.

Results of operations in dollars and as a percentage of net revenue were as follows:

	Th	ree months en	ded July 3	1	Nine months ended July 31							
	201	4	201	3	201	4	201	3				
		% of		% of		% of		% of				
	Dollars	Revenue	Dollars	Revenue	Dollars	Revenue	Dollars	Revenue				
				Dollars in 1								
Net revenue	\$ 27,585	100.0%			\$ 83,048	100.0%	,	100.0%				
Cost of sales <sup>(1)</sup>	20,974	76.0%	20,859	76.6%	63,414	76.4%	63,943	76.9%				
Gross profit	6,611	24.0%	6,367	23.4%	19,634	23.6%	19,224	23.1%				
Research and development	887	3.2%	797	2.9%	2,571	3.1%	2,406	2.9%				
Selling, general and												
administrative	3,388	12.3%	3,274	12.1%	9,989	12.0%	9,916	11.9%				
Amortization of intangible	225	0.00	256	1.20		1.00	1.056	1.20				
assets	227	0.8%	356	1.3%	774	1.0%	1,056	1.3%				
Restructuring charges	649	2.4%	81	0.3%	1,015	1.2%	619	0.7%				
Acquisition-related	2		4		8		19					
charges	2		4		0		19					
Earnings from operations	1,458	5.3%	1,855	6.8%	5,277	6.3%	5,208	6.3%				
Interest and other, net	(145)	(0.5)%	(146)	(0.5)%	(482)	(0.6)%	(518)	(0.6)%				
Earnings before taxes	1,313	4.8%	1,709	6.3%	4,795	5.7%	4,690	5.7%				
Provision for taxes	(328)	(1.2)%	(319)	(1.2)%	(1,112)	(1.3)%	(991)	(1.3)%				
Net earnings	\$ 985	3.6%	1,390	5.1%	\$ 3,683	4.4%	3,699	4.4%				

<sup>(1)</sup> 

Cost of products, cost of services and financing interest.

Net Revenue

For the three months ended July 31, 2014, HP net revenue increased 1.3% (increased 0.9% on a constant currency basis). United States ("U.S.") net revenue decreased 0.4% to \$9.8 billion, while net revenue from outside of the U.S. increased 2.3% to \$17.8 billion. The leading contributor to the HP net revenue increase was growth in Personal Systems from the notebook, desktop and workstation product categories. To a lesser extent, growth in EG from ISS and Networking also contributed to HP net revenue growth. Partially offsetting growth in Personal Systems and EG were net revenue declines

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in ES from key account runoff and weaker EMEA performance, lower Printing supplies volume, and a decline in Software revenue.

For the nine months ended July 31, 2014, total HP net revenue declined 0.1% (increased 0.4% on a constant currency basis). U.S. net revenue decreased 3.6% to \$28.7 billion, while net revenue from outside of the U.S. increased 1.8% to \$54.3 billion. The leading contributors to the HP net revenue decline were key account runoff in ES and lower Printing supplies volume, additionally net revenue declined due to unfavorable currency impacts. Partially offsetting the HP net revenue decline was growth in Personal Systems from the notebook, desktop, and workstation product categories as well as the sale of a portfolio of mobile computing IP which primarily benefited the Corporate Investments segment.

The components of the weighted net revenue change were as follows:

	Three months ended July 31, 2014	Nine months ended July 31, 2014
	Percentage	Points
Personal Systems	3.4	2.1
Enterprise Group	0.5	
Corporate Investments/Other	(0.1)	0.3
HP Financial Services	(0.1)	(0.2)
Software	(0.2)	(0.1)
Printing	(0.8)	(0.7)
Enterprise Services	(1.4)	(1.5)
Total HP	1.3	(0.1)

Three months ended July 31, 2014 compared with three months ended July 31, 2013

From a segment perspective, the primary factors contributing to the change in HP net revenue for the three months ended July 31, 2014 are summarized as follows:

Personal Systems net revenue increased due to growth in commercial and consumer PCs, particularly notebooks and Thin Client products;

EG net revenue increased due to growth in ISS and Networking;

HPFS net revenue decreased due primarily to lower average portfolio assets and lower asset management revenue, specifically in customer buyouts;

Software net revenue decreased due to lower revenue from licenses and professional services;

Printing net revenue decreased due primarily to a decline in Supplies; and

ES net revenue decreased due primarily to key account runoff, weak growth in new and existing accounts, particularly in EMEA, and contractual price declines in ongoing contracts.

Nine months ended July 31, 2014 compared with nine months ended July 31, 2013

From a segment perspective, the primary factors contributing to the change in HP net revenue for the nine months ended July 31, 2014 are summarized as follows:

Personal Systems net revenue increased due to growth in commercial PCs, particularly notebooks and Thin Client products;

EG net revenue increased due to growth in ISS and Networking;

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HPFS net revenue decreased due primarily to lower average portfolio assets, lower asset management activity, and unfavorable currency impacts;

Software net revenue decreased due to lower revenue from licenses, professional services and support;

Printing net revenue decreased due primarily to a decline in Supplies and unfavorable currency impacts;

Corporate Investments net revenue increased due to the sale of IP; and

ES net revenue declined due primarily to key account net service revenue runoff, weak growth in new and existing accounts and contractual price declines in ongoing contracts.

A more detailed discussion of segment revenue is included under "Segment Information" below.

#### Gross Margin

#### Three months ended July 31, 2014 compared with three months ended July 31, 2013

HP's gross margin increased by 0.6 percentage points for the three months ended July 31, 2014. From a segment perspective, the primary factors impacting gross margin performance are summarized as follows:

Printing gross margin increased due primarily to favorable currency impacts from the Japanese Yen, continued cost structure improvements and a higher mix of graphics supplies;

ES gross margin increased due primarily to our continued focus on improving under-performing contracts, labor savings as a result of previous restructuring actions and service delivery efficiencies;

Software gross margin increased due to improving margins in license revenue as a result of a mix shift within security to higher margin products, improving margins in professional services as a result of a shift to more profitable contracts and improved workforce utilization;

HPFS gross margin decreased as a result of lower margins on asset management activity which were impacted in the period by a customer billing adjustment;

EG gross margin decreased due primarily to a higher mix of ISS products and competitive pricing pressure; and

Personal Systems gross margin increased due primarily to a higher mix of commercial notebooks and operational cost improvements.

## Nine months ended July 31, 2014 compared with nine months ended July 31, 2013

HP's gross margin increased by 0.5 percentage points for the nine months ended July 31, 2014. From a segment perspective, the primary factors impacting gross margin performance are summarized as follows:

Printing gross margin increased due primarily to favorable currency impacts from the Japanese Yen, continued cost structure improvements and a favorable mix from a higher proportion of graphics and ink supplies;

ES gross margin increased due primarily to our continued focus on improving under-performing contracts, labor savings as a result of previous restructuring actions and service delivery efficiencies;

Corporate Investments gross margin increased due to the sale of IP;

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Software gross margin increased due to improving margins in license revenue as a result of a mix shift within security to higher margin products, improving margins in professional services as a result of a shift to more profitable contracts and improved workforce utilization;

HPFS gross margin increased due to a higher portfolio margin primarily from a lower cost of funds;

EG gross margin decreased due primarily to a higher mix of ISS products and competitive pricing pressure; and

Personal Systems gross margin was flat due primarily to a favorable commercial mix, operational cost improvements and the sale of IP.

A more detailed discussion of segment gross margins and operating margins is included under "Segment Information" below.

#### Operating Expenses

#### Research and Development

R&D expense increased for the three and nine months ended July 31, 2014 with increases across most of our segments as we continue to invest in our strategic focus areas of cloud, security, big data and mobility.

#### Selling, General and Administrative

SG&A expense increased for the three months ended July 31, 2014 due primarily to higher workforce compensation costs and the impact of the prior-year period containing a gain from the sale of real estate. SG&A expense increased in the nine months ended July 31, 2014 due primarily to higher workforce compensation costs and higher investments in systems and tools, partially offset by gains from sales of real estate.

#### Amortization of Intangible Assets

Amortization expense decreased for the three and nine months ended July 31, 2014 due primarily to certain intangible assets associated with prior acquisitions reaching the end of their respective amortization periods.

#### Restructuring

Restructuring charges increased for the three and nine months ended July 31, 2014 due primarily to higher charges in the current period from the 2012 Plan in part from the incremental increase to the 2012 Plan announced in May 2014. Restructuring in the prior-year periods also benefited from reversals of severance charges related to other restructuring plans.

#### Interest and Other, Net

For the three and nine months ended July 31, 2014, Interest and other, net decreased due primarily to lower interest expense from a lower average debt balance, partially offset by the prior-year periods containing a gain on sale of investments.

## Provision for Taxes

Our effective tax rate was 25.0% and 18.7% for the three months ended July 31, 2014 and 2013, respectively, and 23.2% and 21.1% for the nine months ended July 31, 2014 and 2013, respectively. Our effective tax rate generally differs from the U.S. federal statutory tax rate of 35% due to favorable tax

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rates associated with certain earnings from our operations in lower-tax jurisdictions throughout the world. We have not provided U.S. taxes for all foreign earnings because we plan to reinvest some of those earnings indefinitely outside the U.S.

In the three and nine months ended July 31, 2014, we recorded discrete items resulting in net tax benefits of \$88 million and \$53 million, respectively. These amounts include tax benefits of \$100 million and \$145 million related to restructuring charges, respectively.

In the three and nine months ended July 31, 2013, we recorded discrete items resulting in net tax charges of \$63 million and net tax benefits of \$40 million, respectively, including tax benefits of \$13 million and \$76 million, respectively, related to restructuring charges. The nine month period ended July 31, 2013 also included a tax benefit of \$50 million from the retroactive research and development credit provided by the American Taxpayer Relief Act of 2012 and a tax charge of \$150 million related to a past uncertain tax position.

#### **Segment Information**

A description of the products and services for each segment can be found in Note 16 to the Consolidated Condensed Financial Statements in Part I, Item 1, which is incorporated herein by reference. Future changes to this organizational structure may result in changes to the segments disclosed.

Effective at the beginning of the first quarter of fiscal 2014, we implemented certain organizational changes to align the segment financial reporting more closely with our current business structure. These organizational changes include:

transferring the HP Exstream business from the Commercial Hardware business unit within the Printing segment to the Software segment;

transferring the Personal Systems trade and warranty support business from the Technology Services ("TS") business unit within the EG segment to the Other business unit within the Personal Systems segment;

transferring the spare and replacement parts supporting the Personal Systems and Printing segments from the TS business unit within the EG segment to the Other business unit within the Personal Systems segment and the Commercial Hardware business unit within the Printing segment, respectively; and

transferring certain cloud-related incubation activities previously reported in Corporate and unallocated costs and eliminations and in the EG segment to the Corporate Investments segment.

In addition, we transferred certain intrasegment eliminations from the ES segment and the EG segment to corporate intersegment revenue eliminations.

None of these changes impacted our previously reported consolidated net revenue, earnings from operations, net earnings or net earnings per share.

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#### Printing and Personal Systems Group

The Personal Systems segment and the Printing segment are structured beneath a broader Printing and Personal Systems Group ("PPS"). We describe the results of the segments within PPS below.

#### Personal Systems

	Three months ended July 31									
	2014 2013 % Cha									
	Dollars in millions									
Net revenue	\$ 8,649	\$	7,733	11.8%						
Earnings from operations	\$ 346	\$	238	45.4%						
Earnings from operations as a % of net revenue	4.0%	6	3.1%							

		Nine months ended July 31								
	2014 2013 % Change									
	Dollars in millions									
Net revenue	\$	25,355	\$	23,575	7.6%					
Earnings from operations	\$	915	\$	715	28.0%					
Earnings from operations as a % of net revenue		3.6%	ó	3.0%						

The components of the weighted net revenue change by business unit were as follows:

	Three months ended July 31, 2014	Nine months ended July 31, 2014
	Percentag	e Points
Notebook PCs	8.2	4.7
Desktop PCs	3.2	1.9
Workstations	0.5	0.3
Other	(0.1)	0.7
Total Personal Systems	11.8	7.6

#### Three months ended July 31, 2014 compared with three months ended July 31, 2013

Personal Systems net revenue increased 11.8% (increased 11.8% on a constant currency basis) for the three months ended July 31, 2014. While the Personal Systems business continues to experience significant challenges due to the market shift towards mobility products, the pace of PC market contraction is slowing with signs of stabilization driven by growth in commercial PCs. The revenue increase was due to growth in commercial and consumer PCs, particularly notebooks and Thin Client products. For the three months ended July 31, 2014, Personal Systems experienced strong revenue growth across all regions led by double-digit revenue growth in EMEA. The revenue increase in Personal Systems was driven by a 12.7% increase in unit volume, the effects of which were partially offset by a 0.6% decline in average selling prices ("ASPs"). The unit volume increase was primarily led by growth in commercial notebooks as well as strength in consumer notebooks, commercial and consumer desktops and Thin Client products. The decline in ASPs was due primarily to a competitive pricing environment, the effects of which were partially offset by a favorable mix of commercial PCs. Net revenue for commercial clients increased 14% driven by growth in all product categories as a result of traction from our new product lineup including detachable 2-in-1 notebooks as well as the new Elite 700 series focused on SMB customer, benefits from the delayed installed base refresh cycle and the effect of customers migrating from the Windows XP operating system. Net revenue for consumer clients increased 8% driven by consumer notebooks and consumer desktops. The growth in consumer notebooks is due in part to traction from our new product lineup including Chromebooks and hybrids.

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For the three months ended July 31, 2014, net revenue for Notebook PCs increased 17%, Desktop PCs increased 8%, Workstations increased 8% while Other net revenue decreased 3%.

Personal Systems earnings from operations as a percentage of net revenue increased 0.9 percentage points for the three months ended July 31, 2014. The improvement was driven by an increase in gross margin and a decline in operating expenses as a percentage of net revenue. The increase in gross margin was due primarily to a higher mix of commercial notebooks and operational cost improvements, the effects of which were partially offset by a competitive pricing environment and increased memory component costs. The decline in operating expenses as a percentage of net revenue was due primarily to the revenue increase and our cost structure optimization efforts.

#### Nine months ended July 31, 2014 compared with nine months ended July 31, 2013

Personal Systems net revenue increased 7.6% (increased 8.5% on a constant currency basis) for the nine months ended July 31, 2014. The revenue increase was due to growth in commercial PCs, particularly notebooks and Thin Client products. For the nine months ended July 31, 2014, Personal Systems experienced strong revenue growth across all regions led by double-digit growth in EMEA. The revenue increase was driven by a 9.3% increase in unit volume, the effects of which were partially offset by a 1.6% decline in ASPs. The unit volume increase was primarily led by growth in commercial notebooks, commercial desktops and Thin Client products. The decline in ASPs was due primarily to a competitive pricing environment and unfavorable currency impacts, the effects of which were partially offset by a favorable mix of commercial PCs. Net revenue for commercial clients increased 11% and was primarily driven by traction from our new product lineup, benefits from the delayed installed base refresh cycle and the effect of customers migrating from the Windows XP operating system. Net revenue for consumer clients increased 1% primarily driven by consumer notebooks. For the nine months ended July 31, 2014, net revenue for Notebook PCs increased 10%, Desktop PCs increased 5%, Workstations increased 4% and Other net revenue increased 20%. The net revenue increase in Other was due to the sale of IP in the first quarter of fiscal 2014 and increased sales of extended warranties.

Personal Systems earnings from operations as a percentage of net revenue increased 0.6 percentage points for the nine months ended July 31, 2014. The increase was driven by a decline in operating expenses as a percentage of net revenue while gross margin was flat. Gross margin was flat due primarily to a favorable commercial mix, operational cost improvements and the sale of IP in the first quarter of fiscal 2014, the effects of which were offset by increased memory component costs and unfavorable currency impacts. For the nine months ended July 31, 2014, operating expenses as a percentage of net revenue decreased due primarily to continued efforts to optimize the cost structure partially offset by increased research and development investments primarily in commercial and mobility products.

#### **Printing**

		Three months ended July 31					
		2014		2013	% Change		
	Dollars in millions						
Net revenue	\$	5,590	\$	5,809	(3.8)%		
Earnings from operations	\$	1,026	\$	915	12.1%		
Earnings from operations as a % of net revenue		18.4%	,	15.8%			
			74				

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	Nine months ended July 31							
	2014			2013	% Change			
	Dollars in millions							
Net revenue	\$	17,239	\$	17,849	(3.4)%			
Earnings from operations	\$	3,145	\$	2,852	10.3%			
Earnings from operations as a % of net revenue		18.29	o o	16.0%				

The components of the weighted net revenue change by business unit were as follows:

	Three months ended July 31, 2014	Nine months ended July 31, 2014
	Percentage	Points
Supplies	(3.1)	(3.0)
Consumer Hardware	(0.6)	(0.2)
Commercial Hardware	(0.1)	(0.2)
Total Printing	(3.8)	(3.4)

#### Three months ended July 31, 2014 compared with three months ended July 31, 2013

Printing net revenue decreased 3.8% (decreased 4.0% on a constant currency basis) for the three months ended July 31, 2014. The decline in net revenue was largely driven by a decline in Supplies, the effects of which were partially offset by growth in graphics products. Net revenue for Supplies decreased 5% driven by demand weakness in toner and ink sales, the effects of which were partially offset by growth in graphics supplies and favorable currency impacts. Printer unit volume decreased by 5% while average revenue per unit ("ARU") increased by 3%. The decline in printer unit volume was due primarily to the overall contraction in the printing market, partially offset by our targeted growth in high value products with our investments in Ink in the Office, Ink Advantage products and multifunction laser printers. The increase in ARUs was due primarily to a higher mix of Commercial printers and an ARU improvement in graphics printers. Net revenue for Commercial Hardware remained flat driven by a 2% decline in unit volume the effects of which were offset by a 2% increase in ARUs. The unit volume decline in Commercial Hardware was due primarily to a decline driven by our shift away from low-end mono printers, partially offset by growth in our multifunction laser printers and graphics printers. The ARU increase in Commercial Hardware was driven by an ARU increase in graphics printers. Net revenue for Consumer Hardware decreased 6% driven by a 6% decline in unit volume and a 1% decline in ARUs. The unit volume decline in Consumer Hardware was led by lower home and SMB printer volume. The unit volume decline in home printers was due to our continued focus on placing high value units. The unit volume decline in SMB printers was due primarily to promotional activities in the prior quarter in anticipation of our upcoming product transition related to Ink in the Office. The ARU decline was driven by increased discounts due to a competitive pricing environment, the effects of which were partially offset by a favorable mix

Printing earnings from operations as a percentage of net revenue increased by 2.6 percentage points for the three months ended July 31, 2014 due to an increase in gross margin while operating expenses as a percentage of net revenue remained flat. The gross margin increase was due to favorable currency impacts from the Japanese Yen, continued cost structure improvements and a higher mix of graphics supplies, the effects of which were partially offset by a competitive pricing environment. Operating expenses as a percentage of net revenue remained flat due primarily to reduced marketing expenses, the effects of which were offset by higher R&D expenses.

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#### Nine months ended July 31, 2014 compared with nine months ended July 31, 2013

Printing net revenue decreased 3.4% (decreased 2.7% on a constant currency basis) for the nine months ended July 31, 2014. The decline in net revenue was driven by a decline in Supplies and unfavorable currency impacts, the effects of which were partially offset by growth in graphics products. Net revenue for Supplies decreased 4% due to unfavorable currency impacts and lower volumes of toner and ink, the effects of which were partially offset by growth in graphics supplies. Printer unit volume remained flat while ARUs declined by 1%. Printer unit volume was flat due primarily to a decline in home printers, the effects of which were offset by increased units in Ink in the Office, graphics and laser printer volume due primarily to our continued efforts to target high value areas of the market and our investments to replenish the installed base. The decline in ARUs was due primarily to competitive pricing pressures. Net revenue for Commercial Hardware decreased 1%, which was driven by a 3% decline in ARUs, partially offset by a 2% growth in unit volume. The ARU decline in Commercial Hardware was primarily driven by a decline in laserjet printers and a competitive pricing environment. The volume increase reflects growth from our investments in multifunction and graphics printers. Net revenue for Consumer Hardware decreased 2% as unit volume and ARU growth in consumer printers was flat. ARUs remained flat for Consumer Hardware due primarily to increased discounting for Ink in the Office printers which was offset by a mix shift within home printers. The unit volume in Consumer Hardware remained flat due primarily to a volume decline in home printers which was offset by growth in SMB printers reflecting our planned shift away from low-end printers.

Printing earnings from operations as a percentage of net revenue increased by 2.2 percentage points for the nine months ended July 31, 2014 due to an increase in gross margin more than offsetting an increase in operating expenses as a percentage of net revenue. The gross margin increase was due to favorable currency impacts from the Japanese Yen, continued cost structure improvements and a favorable mix from a higher proportion of graphics and ink supplies. Operating expenses as a percentage of net revenue increased due primarily to higher R&D expenses, the effects of which were partially offset by reduced marketing expenses.

#### **Enterprise Group**

	Three months ended July 31						
		2014		2013	% Change		
	Dollars in millions						
Net revenue	\$	6,894	\$	6,764	1.9%		
Earnings from operations	\$	966	\$	1,023	(5.6)%		
Earnings from operations as a % of net revenue		14.0%	6	15.1%			

	Nine months ended July 31							
	2014		2014		% Change			
	Dollars in millions							
Net revenue	\$	20,544	\$	20,506	0.2%			
Earnings from operations	\$	2,933	\$	3,167	(7.4)%			
Earnings from operations as a % of net revenue		14.39	6	15.4%				
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The components of the weighted net revenue change by business unit were as follows:

	Three months ended July 31, 2014	Nine months ended July 31, 2014
	Percentage	e Points
Industry Standard Servers	3.6	2.2
Networking	0.4	0.4
Storage	(0.5)	(0.4)
Business Critical Systems	(0.8)	(0.8)
Technology Services	(0.8)	(1.2)
Total EG	1.9	0.2

Three and nine months ended July 31, 2014 compared with three and nine months ended July 31, 2013

EG net revenue increased 1.9% (increased 1.4% on a constant currency basis) and increased 0.2% (increased 0.6% on a constant currency basis) for the three and nine months ended July 31, 2014, respectively. In EG, we continue to experience revenue growth challenges due to market trends, including the transition to cloud computing, and product and technology transitions, along with a highly competitive pricing environment. For the three month period, EG experienced revenue growth in EMEA and Asia Pacific partially offset by a revenue decline in the Americas. For the nine month period, EG experienced revenue growth in EMEA partially offset by revenue declines in the Americas and Asia Pacific.

For the three and nine months ended July 31, 2014, net revenue increased in ISS and Networking partially offset by revenue declines in Storage, BCS, and TS. ISS net revenue increased by 9% and 5% for the three and nine months ended July 31, 2014, respectively. For the three month period, the net revenue increase in ISS was due primarily to higher average unit prices in rack and blade server products driven by higher option attach rates for memory, processors and hard drives. For the nine month period, the increase in ISS net revenue was due primarily to growth in rack and density optimized server products. Networking net revenue increased 4% and 5% for three and nine months ended July 31, 2014, respectively, due to higher switching product revenue. Storage continues to experience multiple challenges including product transitions from traditional storage products to converged solutions, market weakness in high-end converged solutions and sales execution challenges. Storage net revenue decreased by 4% and 3% for the three and nine months ended July 31, 2014, respectively. For both periods, we experienced revenue declines in traditional storage products, which include our tape, storage networking and legacy external disk products, the effects of which were partially offset by revenue growth in our Converged Storage solutions, which include our 3PAR StoreServ, StoreOnce, StoreVirtual and StoreAll products. BCS net revenue decreased by 18% and 19% for the three and nine months ended July 31, 2014, respectively, as a result of ongoing pressures from the decline in the overall UNIX market. TS net revenue decreased by 3% and 4% for the three and nine months ended July 31, 2014, respectively, due primarily to a continued reduction in support for BCS and traditional storage products, partially offset by growth in support solutions for ISS and non-traditional storage products.

EG earnings from operations as a percentage of net revenue decreased by 1.1 percentage points for the three months ended July 31, 2014 due to a decrease in gross margin coupled with an increase in operating expenses as a percentage of net revenue. The gross margin decline was due primarily to a higher mix of ISS products and competitive pricing pressure, partially offset by discount discipline and lower component costs. The increase in operating expenses as a percentage of net revenue was driven by higher R&D investments.

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EG earnings from operations as a percentage of net revenue decreased by 1.1 percentage points for the nine months ended July 31, 2014 due to a decrease in gross margin which was partially offset by lower operating expenses as a percentage of net revenue. The gross margin decline was due primarily to a higher mix of ISS products and competitive pricing pressure in ISS and Networking partially offset by lower component costs. The decrease in operating expenses as a percentage of net revenue was the result of lower SG&A expenses as a percentage of net revenue due primarily to continued cost savings associated with our ongoing restructuring efforts.

#### **Enterprise Services**

	Three months ended July 31						
		2014		2013	% Change		
	Dollars in millions						
Net revenue	\$	5,590	\$	5,972	(6.4)%		
Earnings from operations	\$	228	\$	192	18.8%		
Earnings from operations as a % of net revenue		4.1%	ó	3.2%			

	Nine months ended July 31							
	2014			2013	% Change			
	Dollars in millions							
Net revenue	\$	16,887	\$	18,143	(6.9)%			
Earnings from operations	\$	429	\$	424	1.2%			
Earnings from operations as a % of net revenue		2.5%	o o	2.3%				

The components of the weighted net revenue change by business unit were as follows:

	Three months ended July 31, 2014	Nine months ended July 31, 2013
	Percentag	e Points
Infrastructure Technology Outsourcing	(5.0)	(5.0)
Application and Business Services	(1.4)	(1.9)
Total Enterprise Services	(6.4)	(6.9)

#### Three and nine months ended July 31, 2014 compared with three and nine months ended July 31, 2013

ES net revenue decreased 6.4% (decreased 7.5% on a constant currency basis) and decreased 6.9% (decreased 6.8% on a constant currency basis) for the three and nine months ended July 31, 2014, respectively. Performance in ES remains challenged by the impact of several large contracts winding down and lower public sector spending in EMEA, particularly in the United Kingdom, and several other countries in the region. The net revenue decrease in ES for both periods was driven primarily by revenue runoff in key accounts, weak growth in new and existing accounts, particularly in EMEA, and contractual price declines. For both periods, these net revenue declines were partially offset by growth in our SES portfolio, which includes information management and analytics, security and cloud services. ES net revenue declines for the three months ended July 31, 2014 were also partially offset by favorable currency impacts.

Net revenue in Infrastructure Technology Outsourcing ("ITO") decreased by 8% for both the three and nine months ended July 31, 2014 due to revenue runoff in key accounts, weak growth in new and existing accounts and contractual price declines in ongoing contracts partially offset by growth in cloud and security revenue and favorable currency impacts. Net revenue in Application and Business Services ("ABS") decreased by 4% and 5% for the three and nine months ended July 31, 2014, respectively, due to revenue runoff in a key account and weak growth in new and existing accounts, particularly in

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EMEA, partially offset by growth in information management and analytics revenue. ABS net revenue for the nine months ended July 31, 2014 also declined due to unfavorable currency impacts.

ES earnings from operations as a percentage of net revenue increased by 0.9 percentage points and 0.2 percentage points for the three and nine months ended July 31, 2014, respectively. The increase in operating profit for both periods was due to an increase in gross margin, partially offset by an increase in operating expenses as a percentage of net revenue. Gross margin increased due primarily to our continued focus on improving profit performance in under-performing contracts, labor savings as a result of restructuring and service delivery efficiencies, partially offset by unfavorable impacts from revenue runoff in key accounts and contractual price declines. For the three months ended July 31, 2014, the increase in operating expenses as a percentage of net revenue was primarily driven by the size of the revenue decline. Additionally, for the nine months ended July 31, 2014, the increase in operating expenses as a percentage of net revenue was driven by higher administrative expenses and field selling costs. The increase in administrative expenses was due to the prior-year period containing higher bad debt recoveries and insurance recoveries. The increase in field selling costs was the result of expanding the sales force coverage as we transition from a reactive sales model to a more proactive approach.

#### Software

	Three months ended July 31					
	2	2014		2013	% Change	
	Dollars in millions					
Net revenue	\$	959	\$	1,010	5.0%	
Earnings from operations	\$	203	\$	203		
Earnings from operations as a % of net revenue		21.29	6	20.1%		

	Nine months ended July 31					
		2014		2013	% Change	
	Dollars in millions					
Net revenue	\$	2,846	\$	2,928	(2.8)%	
Earnings from operations	\$	534	\$	538	(0.7)%	
Earnings from operations as a % of net revenue		18.8%	ó	18.4%		

#### Three and nine months ended July 31, 2014 compared with three and nine months ended July 31, 2013

Software net revenue decreased 5.0% (decreased 5.9% on a constant currency basis) and decreased 2.8% (flat on a constant currency basis) for the three and nine months ended July 31, 2014, respectively. Revenue growth in Software is being challenged by the overall market and customer shift to SaaS solutions, which is impacting growth in license and support revenue. For the three months ended July 31, 2014, net revenue from licenses and professional services decreased by 16% and 3% respectively, while SaaS net revenue increased 8% and support net revenue was flat. For the nine months ended July 31, 2014, net revenue from both licenses and professional services decreased by 5%, support net revenue decreased by 2% while SaaS net revenue increased 6%.

The decline in license net revenue for both the three and nine months ended July 31, 2014, was due primarily to the impact of the market and customer shift to SaaS solutions. Additionally, for the three months ended July 31, 2014 the decline in license net revenue was impacted by sales execution challenges across the portfolio. Professional services net revenue decreased for both the three and nine months ended July 31, 2014 due to our continued management of this portfolio to focus on higher-margin contracts. Support net revenue for both the three and nine months ended July 31, 2014 was challenged by past declines in license revenue, partially offset by growth in security products. Demand for our SaaS products resulted in net revenue growth for both the three and nine months ended July 31, 2014 with growth across most of the portfolio.

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For the three and nine months ended July 31, 2014, Software earnings from operations as a percentage of net revenue increased by 1.1 percentage points and 0.4 percentage points, respectively, due to an increase in gross margin, the effect of which was partially offset by an increase in operating expenses as a percentage of net revenue. For both periods, the increase in gross margin was due to improving margins in license revenue as a result of a mix shift to higher margin solutions, improving margins in professional services as a result of a shift to more profitable contracts and improved workforce utilization. For both periods the increase in operating expenses as a percentage of net revenue was due primarily to investments in R&D partially offset by lower SG&A expenses due to cost savings associated with our ongoing restructuring efforts.

#### **HP Financial Services**

	Three months ended July 31						
	2014		2013		% Change		
	Dollars in millions						
Net revenue	\$	855	\$	879	(2.7)%		
Earnings from operations	\$	79	\$	99	(20.2)%		
Earnings from operations as a % of net revenue		9.29	6	11.3%			

#### Nine months ended July 31 2014 2013 % Change **Dollars in millions** Net revenue 2,592 \$ 2,717 (4.6)%\$ Earnings from operations 279 \$ 297 (6.1)%10.8% 10.9% Earnings from operations as a % of net revenue

#### Three months ended July 31, 2014 compared with three months ended July 31, 2013

HPFS net revenue decreased by 2.7% (decreased 3.6% on a constant currency basis) for the three months ended July 31, 2014. The net revenue decrease was due primarily to lower average portfolio assets and lower asset management revenue, specifically in customer buyouts, partially offset by favorable currency impacts.

HPFS earnings from operations as a percentage of net revenue decreased by 2.1 percentage points for the three months ended July 31, 2014 due primarily to a decrease in gross margin and an increase in operating expenses as a percentage of net revenue. The decrease in gross margin was the result of lower margins on asset management activity which were impacted in the period by a customer billing adjustment. The increase in operating expenses as a percentage of net revenue was due primarily to higher field selling costs, partially offset by higher capitalization of initial direct costs on higher financing volumes.

### Nine months ended July 31, 2014 compared with nine months ended July 31, 2013

HPFS net revenue decreased by 4.6% (decreased 4.3% on a constant currency basis) for the nine months ended July 31, 2014. The net revenue decrease was due primarily to lower average portfolio assets, lower asset management activity and unfavorable currency impacts.

HPFS earnings from operations as a percentage of net revenue decreased by a 0.1 percentage point for the nine months ended July 31, 2014 due primarily to an increase in operating expenses as a percentage of net revenue, partially offset by an increase in gross margin. The increase in gross margin was the result of a higher portfolio margin, primarily from a lower cost of funds, partially offset by lower margins on asset management activity. The increase in operating expenses as a percentage of net

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revenue was due primarily to higher field selling costs, partially offset by higher capitalization of initial direct costs on higher financing volume.

Financing Volume

		Three months ended July 31				Nine months ended July 31				
		2014		2013		2014	2013			
	In millions									
Total financing volume	\$	1.702	\$	1.496	\$	4.532	\$	3.960		

New financing volume, which represents the amount of financing provided to customers for equipment and related software and services, including intercompany activity, increased 13.8% and 14.4% for the three and nine months ended July 31, 2014, respectively. The increase in both periods was driven by higher financing associated with HP product sales and related services offerings.

Portfolio Assets and Ratios

The HPFS business model is asset intensive and uses certain internal metrics to measure its performance against other financial services companies, including a segment balance sheet that is derived from our internal management reporting system. The accounting policies used to derive these amounts are substantially the same as those used by the consolidated company. However, intercompany loans and certain accounts that are reflected in the segment balances are eliminated in our Consolidated Condensed Financial Statements.

The portfolio assets and ratios derived from the segment balance sheet for HPFS were as follows:

	July 31, 2014		O	ctober 31, 2013
		Dollars	llions	
Financing receivables, gross	\$	6,780	\$	7,153
Net equipment under operating leases		2,524		2,370
Capitalized profit on intercompany equipment transactions <sup>(1)</sup>		751		715
Intercompany leases <sup>(1)</sup>		2,316		2,202
Gross portfolio assets		12,371		12,440
Allowance for doubtful accounts <sup>(2)</sup>		126		131
Operating lease equipment reserve		77		76
Total reserves		203		207
Net portfolio assets	\$	12,168	\$	12,233
Reserve coverage		1.6%	6	1.7%
Debt-to-equity ratio <sup>(3)</sup>		7.0x		7.0x

<sup>(1)</sup> Intercompany activity is eliminated in consolidation.

Allowance for doubtful accounts includes both the short- and long-term portions of the allowance on financing receivables.

(3)

Debt attributable to HPFS consists of intercompany equity that is treated as debt for segment reporting purposes, intercompany debt, and borrowing- and funding-related activity associated with HPFS and its subsidiaries. At both July 31, 2014 and October 31, 2013, debt attributable to HPFS totaled \$10.8 billion. HPFS equity at both July 31, 2014 and October 31, 2013 was \$1.5 billion. We believe the HPFS debt-to-equity ratio is comparable to that of other similar financing companies.

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At July 31, 2014 and October 31, 2013, HPFS cash balances were \$862 million and \$697 million, respectively.

Net portfolio assets at July 31, 2014 decreased 0.5% from October 31, 2013. The decrease generally resulted from unfavorable currency impacts, along with portfolio runoff in excess of new financing volume.

For the three and nine months ended July 31, 2014, HPFS recorded net bad debt expenses and operating lease equipment reserves of \$12 million and \$32 million, respectively. For the comparable periods in fiscal 2013, net bad debt expenses and operating lease equipment reserves were \$10 million and \$31 million, respectively.

#### Corporate Investments

	Three months ended July 31						
	2014		2	2013	% Change		
	Dollars in millions						
Net revenue	\$	3	\$	5	(40.0)%		
Loss from operations	\$	(115)	\$	(82)	40.2%		
Loss from operations as a % of net revenue		NM		NM			

		Nine months ended July 31					
	2014		2	2013	% Change		
	Dollars in millions						
Net revenue	\$	297	\$	19	NM		
Loss from operations	\$	(92)	\$	(230)	(60)%		
Loss from operations as a % of net revenue		(31.0)%	o o	NM			

Three and nine months ended July 31, 2014 compared with three and nine months ended July 31, 2013

The revenue increase for the nine months ended July 31, 2014 was due primarily to the sale in the first quarter of fiscal 2014 of IP related to the Palm acquisition.

The increase in loss from operations in Corporate Investments for the three months ended July 31, 2014 was due primarily to higher expenses associated with certain incubation projects and to a lesser extent, increased expenses related to HP Labs, corporate strategy and global alliances. The decrease in the loss from operations for the nine months ended July 31, 2014 was due primarily to the sale of IP, the benefits of which were partially offset by higher expenses resulting from activities in certain incubation projects, corporate strategy, HP Labs and global alliances.

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#### LIQUIDITY AND CAPITAL RESOURCES

We use cash generated by operations as our primary source of liquidity. We believe that internally generated cash flows are generally sufficient to support our operating businesses, capital expenditures, restructuring activities, maturing debt, income tax payments and the payment of stockholder dividends, in addition to investments and share repurchases. We are able to supplement this short-term liquidity, if necessary, with broad access to capital markets and credit facilities made available by various domestic and foreign financial institutions. Our access to capital markets may be constrained and our cost of borrowing may increase under certain business, market and economic conditions; however, our use of a variety of funding sources to meet our liquidity needs is designed to facilitate continued access to capital resources under all such conditions.

Our cash balances are held in numerous locations throughout the world, with substantially all of those amounts held outside of the U.S. We utilize a variety of planning and financing strategies in an effort to ensure that our worldwide cash is available when and where it is needed. Our cash position remains strong, and we expect that our cash balances, anticipated cash flow generated from operations and access to capital markets will be sufficient to cover our expected near-term cash outlays.

Amounts held outside of the U.S. are generally utilized to support non-U.S. liquidity needs, although a portion of those amounts may from time to time be subject to short-term intercompany loans into the U.S. Most of the amounts held outside of the U.S. could be repatriated to the U.S. but, under current law, would be subject to U.S. federal income taxes, less applicable foreign tax credits. Repatriation of some foreign earnings is restricted by local law. Except for foreign earnings that are considered indefinitely reinvested outside of the U.S., we have provided for the U.S. federal tax liability on these earnings for financial statement purposes. Repatriation could result in additional income tax payments in future years. Where local restrictions prevent an efficient intercompany transfer of funds, our intent is that cash balances would remain outside of the U.S. and we would meet liquidity needs through ongoing cash flows, external borrowings, or both. We do not expect restrictions or potential taxes incurred on repatriation of amounts held outside of the U.S. to have a material effect on our overall liquidity, financial condition or results of operations.

#### Financial Condition (Sources and Uses of Cash)

	Nine months ended July 31					
	2014		2013			
	In millions					
Net cash provided by operating activities	\$ 9,632	\$	8,792			
Net cash used in investing activities	(1,998)		(1,859)			
Net cash used in financing activities	(5,323)		(4,983)			
Net increase in cash and cash equivalents	\$ 2.311	\$	1.950			