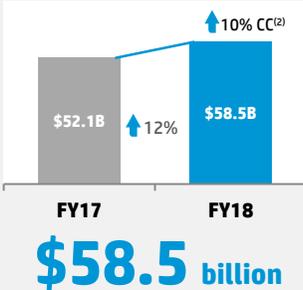


HP Inc. Reports Fiscal Year 2018 Results



Highlights

Net revenue



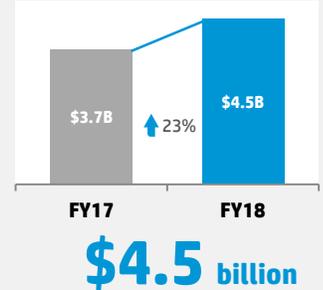
GAAP diluted net EPS



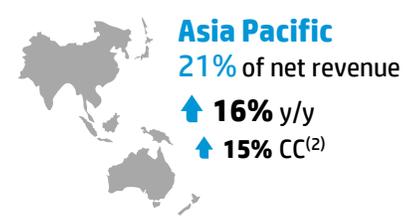
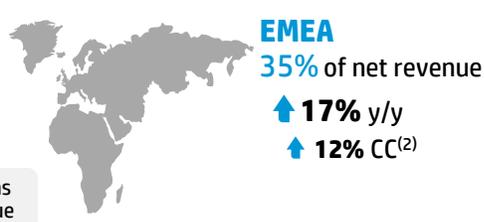
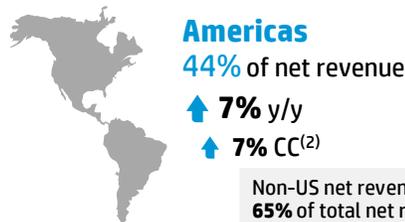
Non-GAAP⁽¹⁾ diluted net EPS



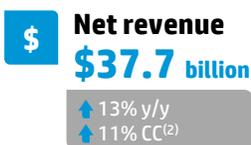
Cash provided by operations



Geography



Personal Systems



Total units ↑ 7% y/y

Notebooks net revenue ↑ 14% y/y
Units ↑ 7% y/y

Desktops net revenue ↑ 12% y/y
Units ↑ 5% y/y

Commercial net revenue ↑ 14% y/y

Consumer net revenue ↑ 11% y/y

Printing



Supplies net revenue ↑ 8% y/y
CC⁽²⁾ ↑ 7% y/y

Total hardware units ↑ 13% y/y

Commercial hardware units⁽³⁾ ↑ 85% y/y

Consumer hardware units⁽³⁾ ↑ 4% y/y

1. All non-GAAP numbers have been adjusted to exclude certain items. A reconciliation of specific adjustments to GAAP results for the current and prior periods is included as a part of a Q4 FY18 earnings presentation available at www.hp.com/investor/home.
2. CC = constant currency; Adjusted to exclude the effects of foreign currency fluctuations calculated by translating current period revenues using monthly average exchange rates from the comparative period and excluding any hedging impact recognized in the current period
3. Commercial Hardware includes Office Printing Solutions including Samsung branded and OEM hardware, Graphics Solutions and 3D Printing, excluding supplies. Consumer Hardware includes Home Printing Solutions, excluding supplies.

NOTE: Arrows represent the mathematical direction of the amount the arrow is associated with.



HP Inc. Reports Fiscal Year 2018 Results

Capital Allocation


Dividend payment
\$899 million

\$0.5572 per share


Stock repurchase
\$2.6 billion

approximately 111.5 million shares


Net debt ⁽¹⁾
\$(0.2) billion

↓ \$0.5 billion y/y

Asset Management


Cash conversion cycle
(32) days

↓ 2 day y/y


Days receivables
30 days

↑ 1 day y/y


Days payable
105 days

↔ y/y


Days inventory
43 days

↓ 3 days y/y

1. Net cash (debt) is defined as gross cash less gross debt after adjusting the effect of unamortized premium/discount on debt issuance, debt issuance costs, unrealized gains/losses on fair value hedges and interest rate swaps. Gross cash includes cash and cash equivalents, short-term investments, and certain liquid long-term investments.

NOTE: Arrows represent the mathematical direction of the amount the arrow is associated with.