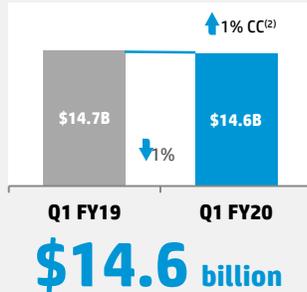


# HP Inc. Reports FY20 First Quarter Results



## Highlights

### Net revenue



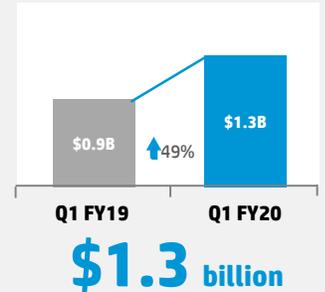
### GAAP diluted net EPS



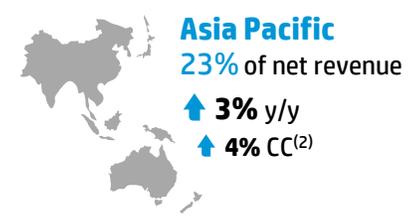
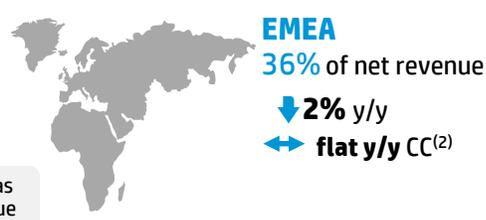
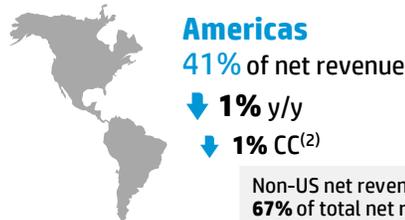
### Non-GAAP<sup>(1)</sup> diluted net EPS



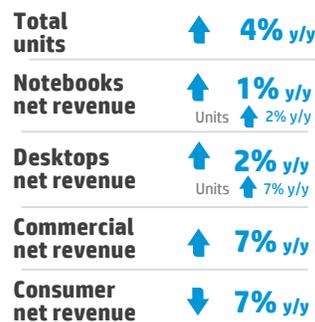
### Cash provided by operations



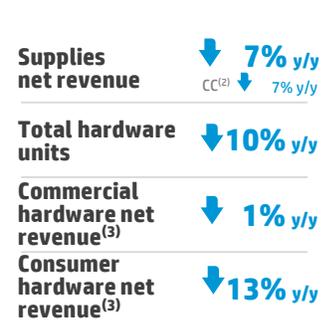
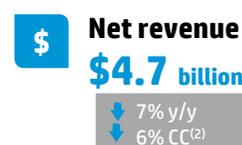
## Geography



## Personal Systems



## Printing



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 Q1 FY20 Results Presentation available at [www.hp.com/investor/home](http://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 commercial products and OEM hardware, Graphics Solutions and 3D Printing and digital manufacturing, 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 FY20 First Quarter Results



## Capital Allocation

**Dividend payment**  
**\$256 million**

\$0.1762 per share

**Stock repurchase**  
**\$691 million**

approximately 33.8 million shares

**Net debt<sup>(1)</sup>**  
**\$(0.4) billion**

↓ \$0.2 billion q/q

## Asset Management

**Cash conversion cycle**  
**(30) days**

↑ 1 days q/q

**Days receivables**  
**30 days**

↓ 5 day q/q

**Days payable**  
**98 days**

↓ 9 days q/q

**Days inventory**  
**38 days**

↓ 3 day q/q

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.