

HP TODAY

Christoph Schmidt
Account Manager
13.12.2010



WHAT'S ON
YOUR MIND?



WHAT'S HOT – OUR NEW CEO



WHAT'S HOT – 3COM ACQUISITION



WHAT'S HOT – PALM



WHAT'S HOT – AGGRESSIVE M&A



INNOVATING WITH PURPOSE

Focused on addressing a key global trends & impacting societal issues

DIGITAL
TRANSFORMATION

CLOUD
COMPUTING

SUSTAINABILITY

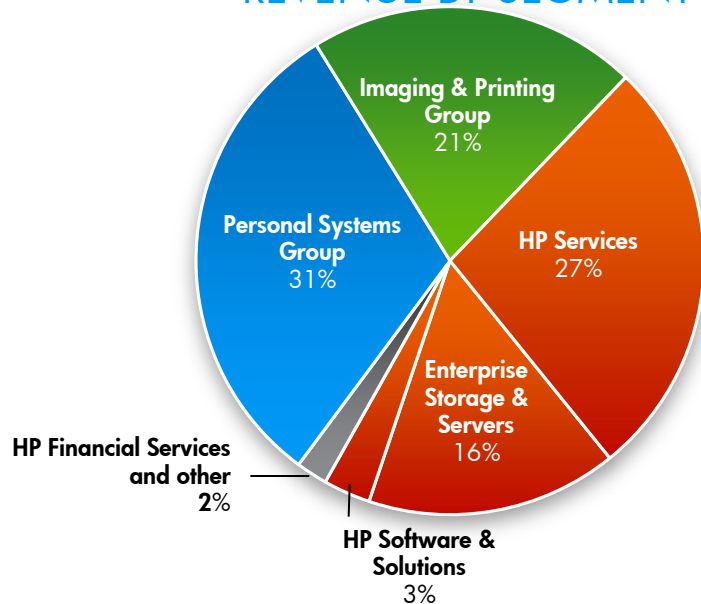


THE WORLD'S LARGEST TECHNOLOGY COMPANY

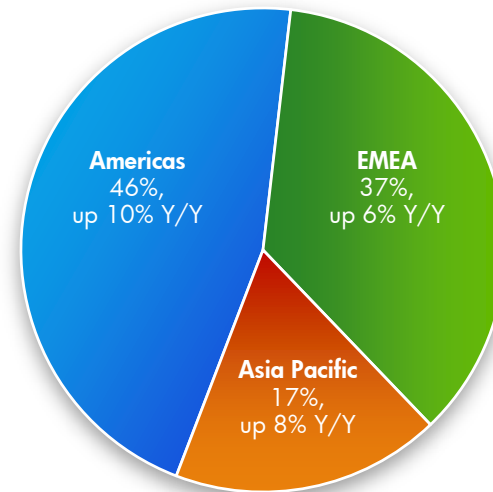
- Q4 net revenue of \$33.3B, up 8% Y/Y
- Non-GAAP diluted EPS of \$1.33; up 17% Y/Y*
- GAAP diluted EPS of \$1.10, up 11% Y/Y
- Cash flow from operations of \$3.2B

Q4 FY10 revenue: \$33.3B

REVENUE BY SEGMENT

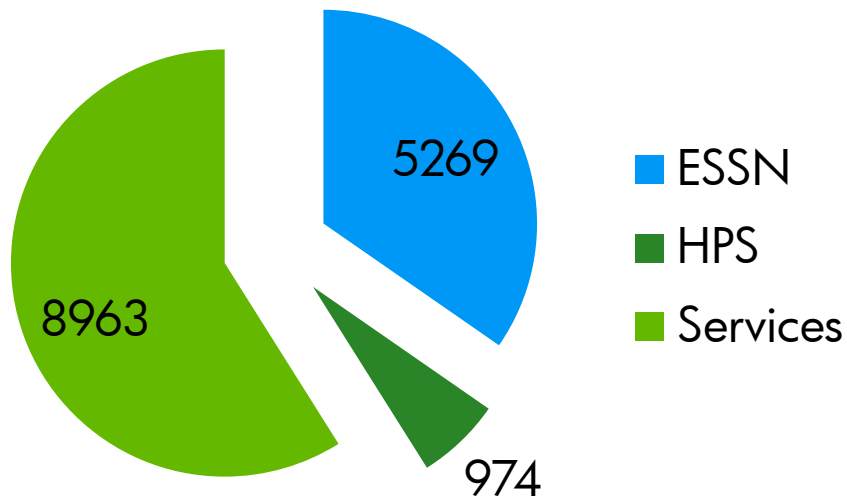


REVENUE BY REGION

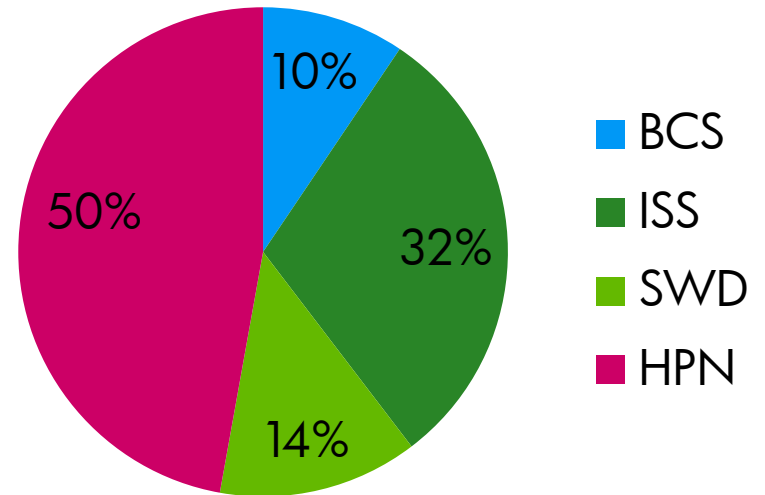


ENTERPRISE BUSINESS Q4 FY 10

Turnover M \$US



Growth by Segment



HP ENTERPRISE BUSINESS



THE CHALLENGES

RIGID
INFRASTRUCTURE



INFORMATION
EXPLOSION



AGING
APPLICATIONS



CREATING ADVANTAGE TODAY AND TOMORROW

ELASTICITY



LINE OF SIGHT



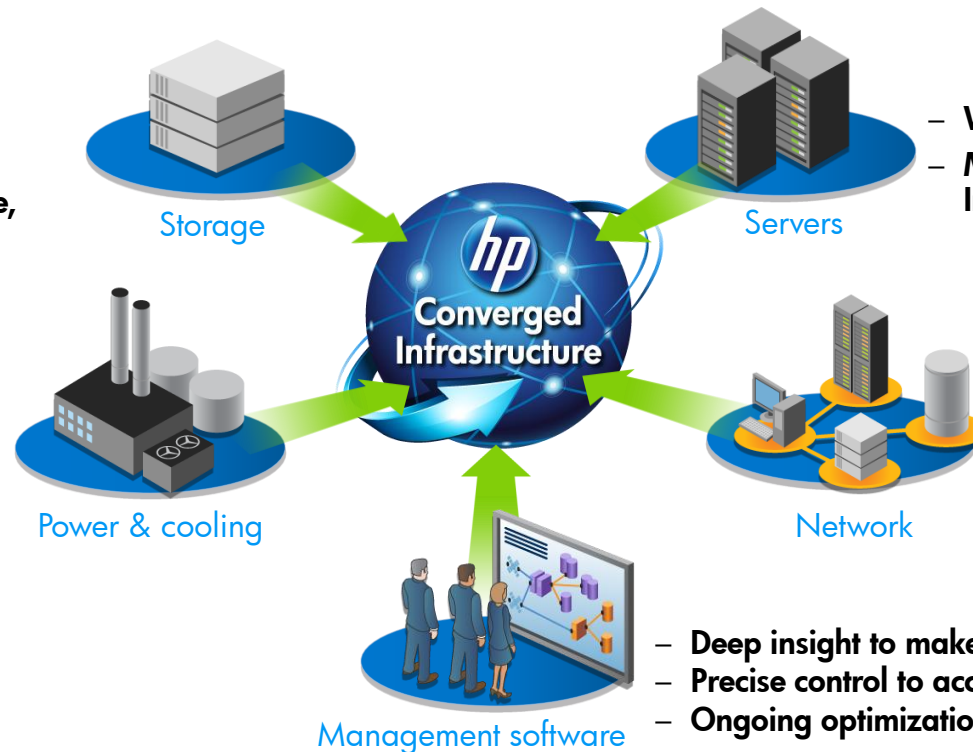
INNOVATION



HP CONVERGED INFRASTRUCTURE

- > #1 in WW Storage Systems (disk & tape)
- Broadest portfolio to store, protect, archive and manage data

- > 92% energy efficiency with HP servers and blades
- ProCurve Manager Plus saves up to 73% in energy costs



- World's best selling servers
- Most trusted Business Critical Infrastructure

- World's #2 LAN vendor
- Certified Energy Efficient (Miercom)
- Industry-leading warranty

- Deep insight to make more informed decisions
- Precise control to accomplish more in less time
- Ongoing optimization to deliver better services

Tomorrow's business will be built on a converged infrastructure

HP SERVICES

Integrated solutions across infrastructure, applications and business processes

Technology Services

- Designed over 50M square feet of data centers
- Completed 1000s of transformation projects
- Operating in 170 countries



Business Process Outsourcing

- Over 300 clients in 26 countries
- Thousands of service professionals
- 30+ years of experience



Application Services

- Over 700 clients in 98 countries
- 60,000+ professionals
- Balanced global delivery model
- #1 in Testing-as-a-service
- #1 in Outsourcing Services
- Product of the Year: Apps Modernization



Infrastructure Services

- Over 1,000 clients in 90 countries
- Delivered through 200 data centers including 33 Uptime Institute Tier 3 data centers
- Managing +5.4M desktops and 6M mailboxes



Consulting • Technology Services • Managed Services • Outsourcing • Cloud

THANK YOU

