

Hewlett-Packard
3000 Hanover Street
Palo Alto, CA 94304

Table of Contents

	<u>Page</u>
I. Executive Summary	1
II. Business Organization	8
III. Senior Management	14
IV. Facilities and Employees	17
V. Technological Know-How	19
VI. Product Portfolio	22
VII. Marketing Tactics	31
VIII. Sales and Profit Growth	33
IX. R&D Expenditures and Major Programs	42
X. Collaborative Arrangements	46
XI. Strategic Direction	52

List of Tables

Table 1: Hewlett-Packard Sales and Operating Profit Growth

Table 2: Hewlett-Packard Sales by Industry Segment

Table 3: Hewlett-Packard Sales Growth by Industry Segment

Table 4: Hewlett-Packard Operating Profit and Margins by
Industry Segment

Table 5: Hewlett-Packard Profit Growth by Industry Segment

Table 6: Hewlett-Packard Sales by Geographic Region

Table: 7 Hewlett-Packard Sales by Geographic Region