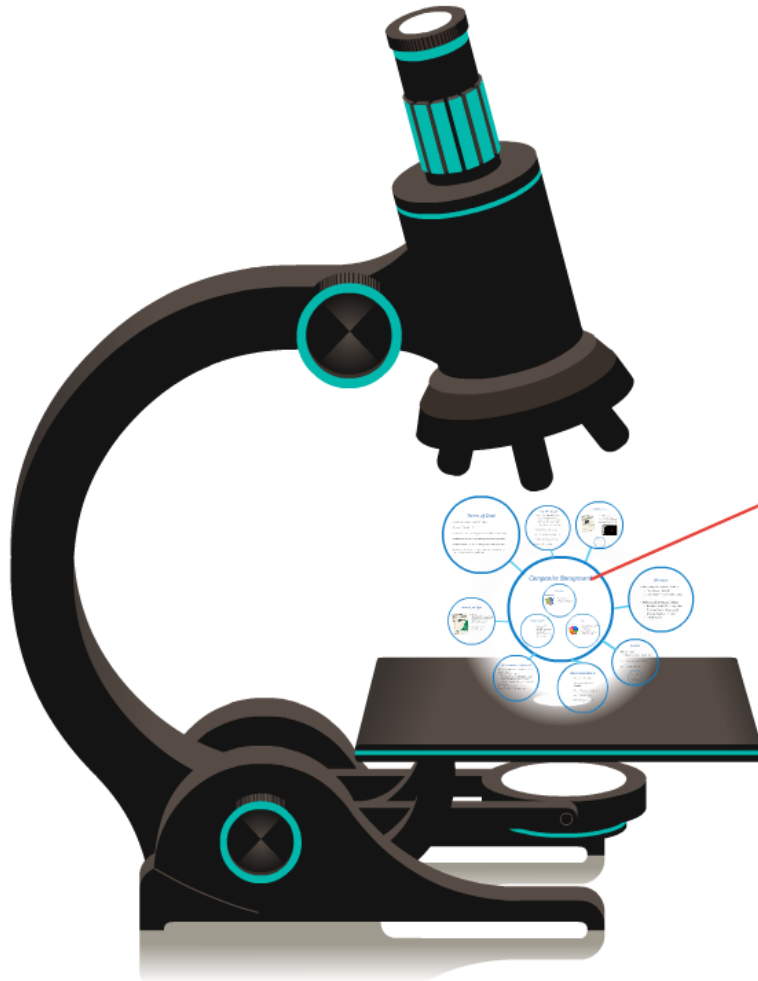


HP Acquisition of Autonomy

Team #3
Mike Witherill
Andy Mack



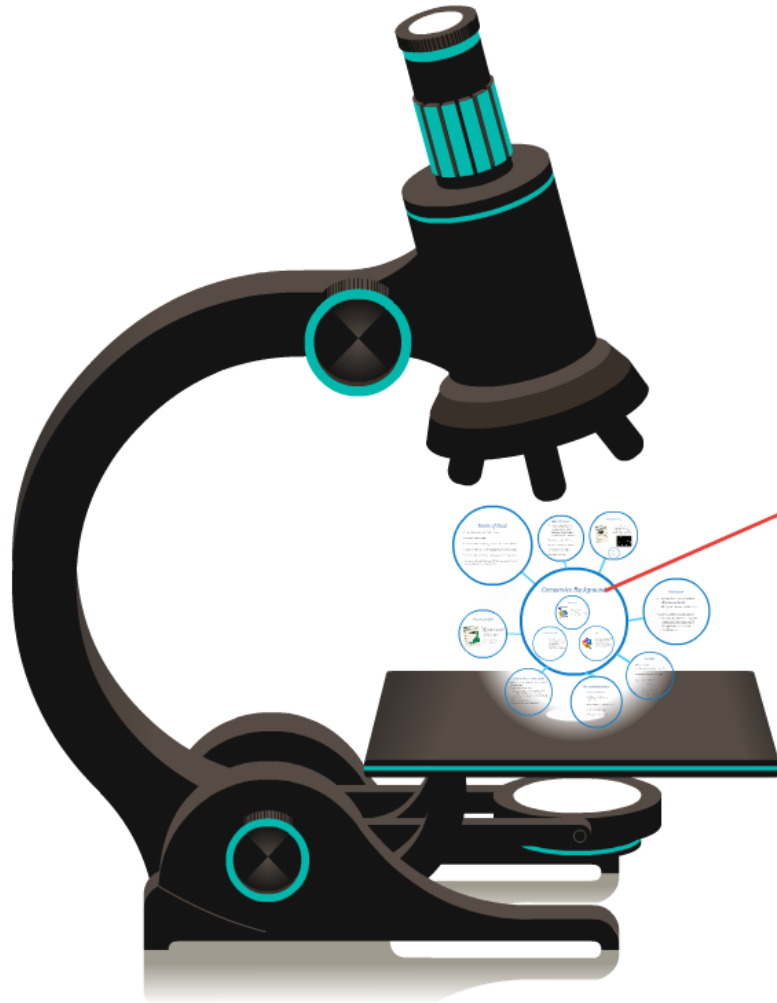
Agenda

- Companies background
- Reason for acquisition
- Terms of deal
- Initial reactions
- Winners
- Losers
- Why HP failed
- Accusations
- Recommendations

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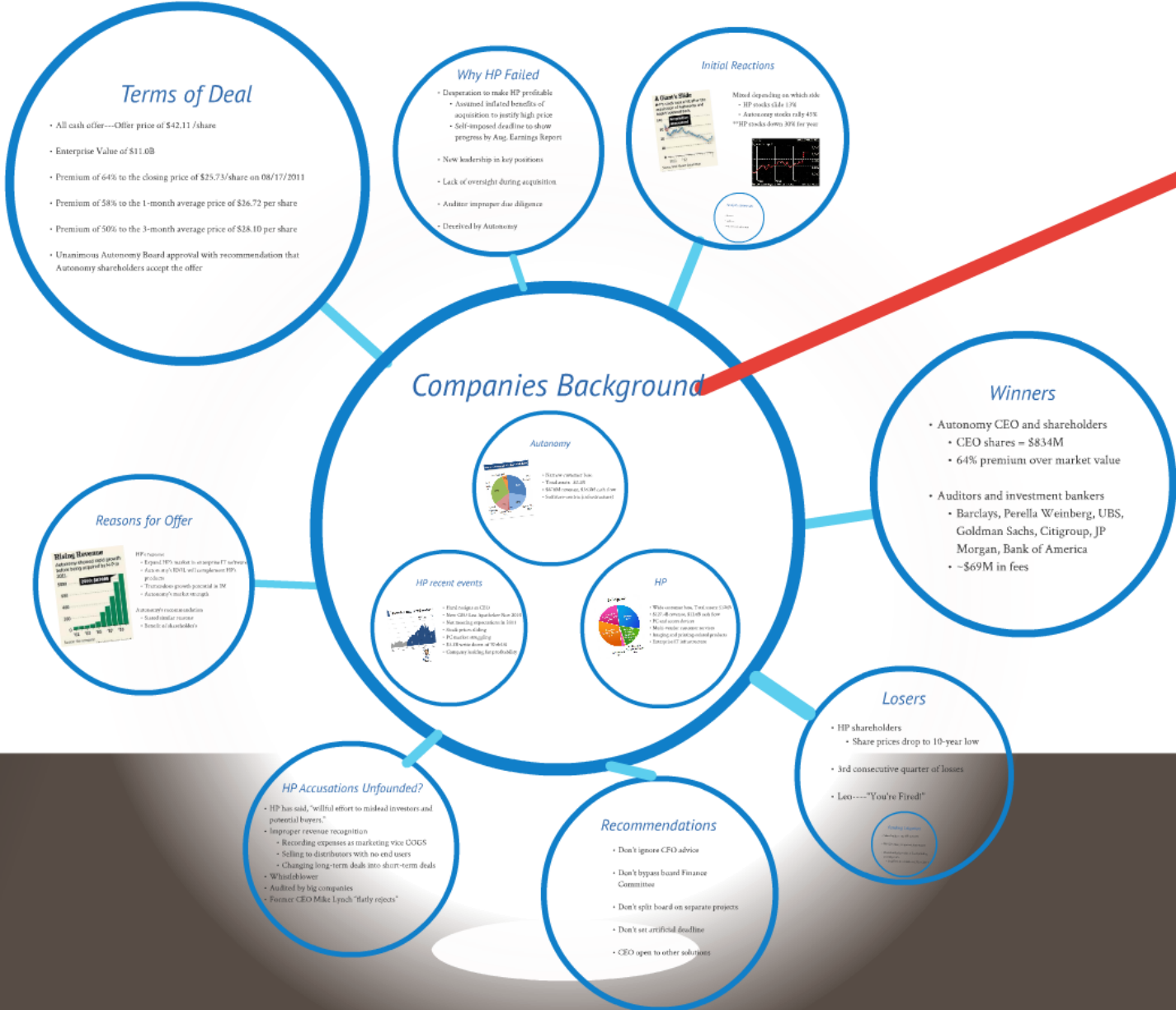
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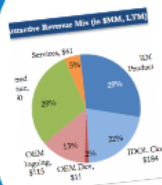
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Companies Background

Autonomy



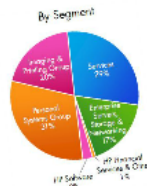
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- Total assets: \$3.3B
- \$870M revenue, \$363M cash flow
- Software-centric (infrastructure)

HP recent events



- Hurd resigns as CEO
- New CEO Leo Apotheker Nov 2010
- Not meeting expectations in 2011
- Stock prices sliding
- PC market struggling
- \$3.3B write down of WebOS
- Company looking for profitability

HP

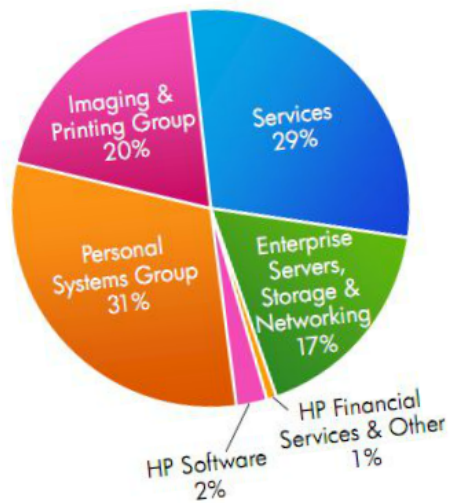


- Wide customer base, Total assets: \$120B
- \$127.4B revenue, \$12.6B cash flow
- PC and access devices
- Multi-vendor customer services
- Imaging and printing-related products
- Enterprise IT infrastructure

- HP shareholders
- Share prices
- 3rd consecutive

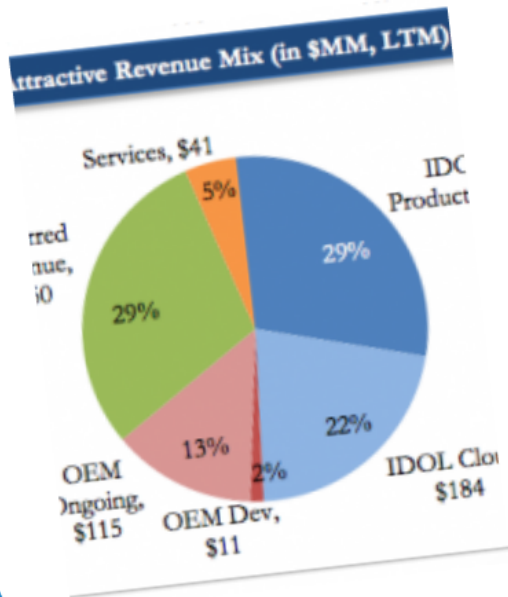
HP

By Segment



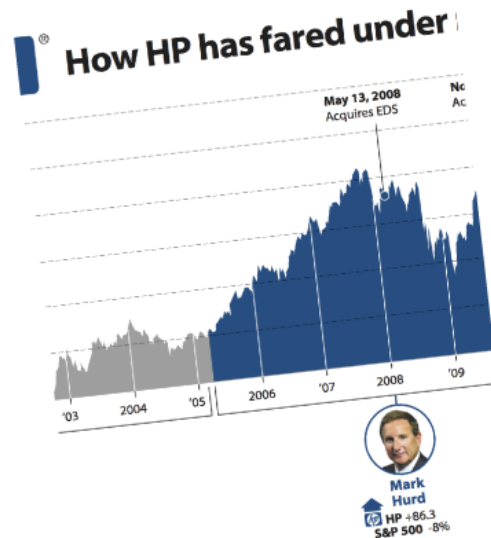
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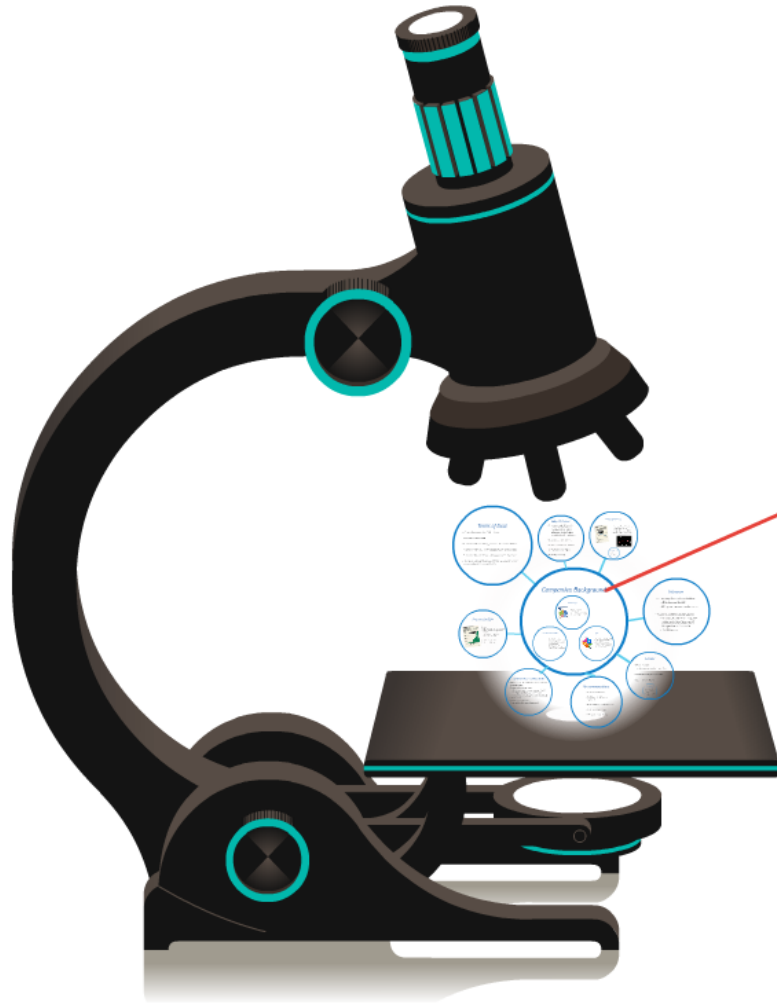
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