

EXHIBIT 13

From: Lesjak, Cathie
Sent: Sunday, April 29, 2012 4:28 PM
To: megw@hp.com; Mike Lynch
Cc: Veghte, Bill; Donatelli, Dave
Subject: RE: Updates - not good

Just sent the note to Jim and Marc on rev rec.

Cathie

Cathie Lesjak
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From: megw@hp.com
Sent: Sunday, April 29, 2012 1:27 PM
To: Mike Lynch
Cc: Lesjak, Cathie; Veghte, Bill; Donatelli, Dave
Subject: Re: Updates - not good

First, we need to know how big the miss is. Second, I'd like Bill V and Rich Geraffo to jump in and help with processes and customers who are mad at HP. Cathie can you figure out rev rec issues?

I will arrange a con call ASAP.

Meg

On Apr 29, 2012, at 1:03 PM, "Mike Lynch" <mrl@autonomy.com> wrote:

Meg and Cathie,

heads up...Afraid we do not look like we are tracking to hit the number this Q , deals good but final close on some in time looking problematic

All hands to the pumps here

Mike

From: Sushovan Hussain <sushovanh@autonomy.com>

To: Mike Lynch <mrl@autonomy.com>

Subject: Updates - not good

Mike – Now that we are at that really crucial part of the quarter I am working hard to get as much revenue in as possible but i have to warn you that the probability of a miss on revenue is likely. We are faced with an unprecedented set of blockages on top of the recession (which is hitting us particularly in Europe – many customers reference Lloyds, BBVA, Tesco are citing the market conditions for delaying:

- As we have started to close out the HP leads we are finding a set of previously unknown processes which prevent deals being signed in the quarter (although the appointment of Howard Hughes as the main point man has helped it has come too late for Q2) – the SOAR, CAN, TTAC etc are processes that our salesforce have not known about and so have not managed
- There are still a number of unhappy HP customers which are stopping our deals from progressing
- Our salesforce are getting a bit demoralised because other parts of HP seem not to be interested in closing out deals (reference IDA)
- We still have rev rec problems with vsoc on maintenance which has not been agreed with EY
- Finally the pressure for deep discount on software sales – reference HCL/Astra Zeneca – is affecting sales in that it gives hope to customers to delay signing

I am still working round the clock to bring as much as i can in but again i have to warn you of a sizeable miss. I am very very sorry for this news. I own all of the issues, i will not shirk from my responsibilities to you and to HP.

Sushovan

Dr Mike Lynch OBE FREng

CEO Autonomy

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From: Andrew Kanter
To: Ian Black
Sent: 5/9/2012 8:30:50 AM
Subject: FW: Presentation
Attachments: Q2 Business Review-3.3.pdf

From: Andrew Kanter [mailto:andrewk@autonomy.com]
Sent: 07 May 2012 09:08
To: 'Whitman, Meg'
Cc: 'Ferguson, Jacqui'
Subject: Presentation

Hi Meg

We're about to kick off with Bill, Tracy & Co. I thought you might want a copy of the slides (as a PDF to save space) that we're going over with some of the evidence we've seen.

The figures on slide 5 are perhaps the most illuminating.

Despite the fact that the majority of deals going through HP paper were originally Autonomy generated (but for example scooped up in ES master frameworks, etc), 86% of them did not close in time (versus a normal 30% slippage rate) and this effect accounted for 70% of the slipped deals.

We'll be trying to get to grips with this all day with the team.

Looking forward to seeing you tomorrow.

Regards

--Andy

Autonomy IM Q2 Business Review



7 May 2012

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Q2 Performance

- **Target** \$350m

- **Actual** \$242m (30% miss)
 HP IM 12% below target

- **Forecast** - Through mid-April still within range (+/-) (see Appendix)
 - Number of large deals to close at Q end unusually high
 - Large number of deals involving ES and ESSN

- Flagged issues with the EC with two weeks left; help gratefully received but mostly not successful

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What's Different this Quarter?

- *Autonomy public for 49 Quarters*
 - *Missed a quarter by 5% or so once every four years*
 - *Last miss 4 years ago*
- Same sales and technical sales management teams which delivered 45 successful quarters remained in place.
- Historic results show robust forecasting and qualification procedures
 - Forecasting particularly highly tuned over normal software business due to pure nature of sale:
 - Revenue not smoothed with service revenue
 - Close typically at end of quarter
 - Large individual deals (\$10M)
- First quarter with significant interface between Autonomy and greater HP (1st deal in Q1)

What's Different this Quarter?

- Flagged issues with the EC with two weeks left
- Specifically raised all VSOE impacted accounts
 - B of A
 - Cigna
 - Citi
 - Dreamworks
 - Unicredit
 - Infocom
 - Syngenta
- Raised ES urgency, process, priority and discounting issues
- Help gratefully received but mostly not successful (likely hit sand at middle management)

Most significant findings...

68% of deals which slipped were operating in the new format with direct HP involvement, eg ES paperwork

86% of deals operating in that new HP format slipped (vs. normal 30% rate)

64% of deals operating under HP were originally generated by Autonomy, ie would normally be direct