HP Ecosystem

HP Inc.
1501 Page Mill Road
Palo Alto, California
(650) 857-1501 www.hp.com

Outside Relationships

Regulators

Subjects of Substantive Regulation

U.S. Environmental Protection Agency *Regulation and Permitting Regarding Air & Water Pollution, Disposal of Other Hazardous Substances, and Cleanup of Contaminated Sites; Regulation Governing Safe Use of Chemical Substances in Electronics; Product Take-Back Legislation*

U.S. Dept. of Treasury *Regulation of Transactions with Specially Designated Parties*

U.S. Federal Trade Commission (FTC) *Unfair and Deceptive Practices Protection*

Internal Revenue Service (IRS) *Tax Regulation*

U.S. Dept. of Labor *Wage & Overtime Requirements*

European Union's General Data Protection Regulation (GDPR) *Personal Data Privacy Regulation*

California Consumer Privacy Act (CCPA) *Data Protection Regulation*

Capital

Public Debt Holders

Commercial Banks

Hedge Counterparties

Bond Financing

Working Capital Financing

Foreign Currency and Interest Rate Derivatives

General Business Regulation

Suppliers

Selected Categories of Supplies

Operating Systems (Alphabet/Google Android OS, Microsoft OS)

Software and Cloud-Based Solutions (Microsoft Azure, Independent Software Vendors)

Desktop, PC, Workstation, Printer, and/or Display Products and Contract Manufacturers and Electronic Manufacturing Service Providers, and Original Design Manufacturers (Hon Hai Precision Industry Company/Foxconn, Inventec, Jabil Circuit, Pegatron, Quanta Computer, Celestica)

Displays (AU Optronics, BOE Technology, LG Display, Qisda, TPV Technology)

Scanners (Cheng Uei Precision Industry)

Printing Press, Components, Systems, and Other Print Products and Manufacturing Services (DS Global, Flextronics International, New Kinpo Group, Toshiba)

Semiconductors (Cypress Semiconductor Corp, Texas Instruments)

Electronics and PC Components, Keyboards, Cameras, Electrical Appliances (Compal Electronics, Samsung Electronics, Chicony Electronics, InfoVision Optoelectronics, BizLink, ST Microelectronics)

Processors, Operating Systems, Materials, and Electronic Components Supplies and Contract and Design Manufacturing Services

Customers

Selected Sales Channel Partners

Retailers

Best Buy

Target

Office Depot

Walmart

Resellers

Amazon

Argos

Tesco

Wholesale Sales of PCs to Resellers (for PCs Not Sold on HP's Website or By a Dedicated Account Manager)

Retail Sales of Personal Systems

Personal Systems Customers

Large Enterprises (General Mills, Alibaba Group, Oracle, Equifax, Transunion)

Small and Medium Businesses

Educational Institutions

Government Entities

Individual Consumers

Direct-to Consumer Sales and Leases of Personal Systems (via HP Dedicated Account Managers or HP's Website)

HP Inc. (a Delaware Corporation)

Debt Structure

Debt ($6.18B Outstanding @ March 5, 2021) | **Credit Ratings on Senior Unsecured Debt: Moody's: Baa2; S&P: BBB, Fitch: BBB+**

Commercial Paper Programs
Two Commercial Paper Programs for $6.0B and €6.0B (Aggregate Amount Outstanding May Not Exceed $6.0B)

Commercial Loans
- $1.0B 364-Day Revolving Credit Facility (Matures 2021)
- $4.0B Revolving Credit Facility (Matures 2023)
- $725M Uncommitted Lines of Credit

Notes
- Senior Unsecured Notes Issued 2010-11: $2.70B at 3.57-6.00% Due 2021-2041
- Senior Unsecured Notes Issued 2020: $2.99B at 2.20-3.40% Due 2025-30

Equity Structure

Equity

Share Repurchase Program	*Preferred Stock*	*Common Stock*
Authorized: $15.0B Expiration: None Remaining: $12.7B	Authorized: 300 Issued: None Recordholders: None	Authorized: 9.6B Issued/Outstanding: 1.304B Recordholders: 56,084

Securities Regulation and Stock Exchange Rules

Dividends and Common Stock Repurchases

Equity Capital

Governance

Board of Directors

Enrique Lores (Chair)	Charles V. Bergh (H,N)	Richard L. Clemmer (A, F)	Committees: A: Audit F: Finance H: HR N: Governance
Aida M. Alvarez (H,N)	Stacy Brown-Philpot (A,N)	Jami Miscik (A, N)	
Shumeet Banerji (H,N)	Stephanie A. Burns (F, H)	Subra Suresh (A, F)	
Robert R. Bennett (A,F)	Mary Anne Citrino (A, F)	Bruce Broussard	

Management Team

Enrique Lores *President and Chief Executive Officer*	Christoph Schell *Chief Commercial Officer*	Cheryl Mohr *Chief Human Resources Officer*	Vikrant Batra *Chief Marketing Officer*	Karen Kahn *Chief Brand and Communications Officer*
Marie Myers *Chief Financial Officer*	Alex Cho *President, Personal Systems*	Antoine Simonnet *Chief Supply Chain Officer*	Sarabjit Singh Baveja *Chief Strategy and Incubation Officer*	Tolga Kurtoglu *Chief Technology Officer & Global Head of HP Labs*
Tuan Tran *President of Imaging, Printing and Solutions*	Santi Morera *President, Personalization & Industrialization Business*	Harvey Anderson *Chief Legal Officer and Corporate Secretary*		

Corporate Matters

Human Resources
- Workforce Development and Organizational Effectiveness
- Talent Acquisition
- Total Rewards
- Global Inclusion and Diversity
- HR Processes and Information Management

Finance and Accounting
- Business Decision Support
- Audit
- Accounting
- Treasury
- Tax
- FP&A
- Investor Engagement

Commercial
- Customer Support
- Global Account Management
- Omnichannel
- Sales Operations
- Channel Management
- Pricing

Strategy
- Strategy
- New Business Incubation
- Corporate Development

Legal
- Legal Operations
- Government Affairs
- Brand Security
- Corporate Governance
- Compliance
- Ethics
- Intellectual Property Management
- Litigation Management
- Corporate/Commercial Transactions

Marketing
- Advertising
- Strategy
- Web-based Film Series
- Worldwide, Regional, and Country Marketing

Communications
- Internal Communications
- Media Relations
- Special Events
- Public Relations

Supply Chain
- Original Design Manufacturing
- Logistics Providers
- Procurement
- Social and Environmental Sustainability
- Procurement & Inventory Management Systems

Operations

PERSONAL SYSTEMS
2020 Revenue: $38.997 Billion

COMMERICAL PCs | CONSUMER PCs

HP has the world's most sustainable personal computing (PC) portfolio with more Gold- and Silver-rated products than any other PC vendor per EPEAT (Electronic Product Environmental Assessment Tool)

Notebooks
2020 Revenue: $25.766 Billion
- HP ProBook
- HP EliteBook
- HP Elite
- HP ZBook
- HP Chromebook
- HP Spectre
- HP Envy
- HP Pavilion
- HP Chromebook
- HP Stream
- OMEN

Desktops
2020 Revenue: $9.806 Billion
- HP Pro
- HP Elite
- Z Desktops
- HP Thin Clients
- HP Envy
- HP Pavilion
- OMEN
- HP All-in-one

Other
2020 Revenue: $1.609 Billion

Point of Sale (POS) Systems
- Modular POS
- All-in-one POS
- POS Peripherals
- HP Engage

- Monitors
- Mice
- Keyboards
- Chargers & Power
- Docking Stations
- Storage
- Calculators
- Multimedia
- Smart Home

Workstations
2020 Revenue: $1.816 Billion
- HP Z Workstation

CORPORATE INVESTMENTS

HP LABS

HP Labs develops novel technologies and experiences for customers, creates new businesses that define the future for HP, and disrupt industries with 3D printing technologies and IP

Locations
Palo Alto, CA; Bristol, U.K.

3D
- 3D Printing Technology Innovation
- HP MetalJet
- Multi Jet Fusion

Security
- Endpoint Security
- Malware Analysis
- Encryption Technologies

Microfluidics & Systems Technology
- Liquid Electrophotography
- NEM/MEM Fabrication
- Inkjet and LaserJet

Digital Manufacturing
- Optimized Footwear
- Micro/Nano Droplet-Powder
- HP-Nanyang Technological University Digital Manufacturing Corporate Lab

Key Goals for 2020s:
Accelerating Innovation by responding to trends, new technologies, and industry shifts as illustrated by seeking to create oxygen on Mars.

IMAGING, PRINTING AND SOLUTIONS
2020 Revenue: $17.651 Billion

OFFICE PRINTING SOLUTIONS | HOME PRINTING SOLUTIONS | GRAPHIC SOLUTIONS | 3D PRINTING & DIGITAL MANUFACTURING

The Imaging and Printing Group is the leading imaging and printing system provider in the world, providing solutions to individual consumers to the largest enterprises in the world.

Commercial Hardware
2020 Revenue: $3.539 Billion
- Office Printers
- Supplies
- Services
- Solutions
- OEM Hardware *Original Equipment Manufacturer*
- Samsung Supplies
- Packaging Converters
- Printers *HP LaserJet, HP PageWide, HP DesignJet, HP Latex*
- Presses *HP Digital Label, HP Indigo 6k, HP Digital Packaging, HP PageWide*
- **HP Jet Fusion**
  - HP Jet Fusion 5210 Pro
  - HP Jet Fusion 5200
  - HP Jet Fusion 4200
  - HP Jet Fusion 500 Series

Supplies
2020 Revenue: $11.586 Billion
- LaserJet Maintenance
- HP Ink *Water-based for odorless, emission-free printing*
- HP Toner
- HP Ink *Water-based for odorless, emission-free printing*
- HP Toner
- HP Ink *Water-based for odorless, emission-free printing*
- HP Toner
- HP Ink *Water-based for odorless, emission-free printing*
- HP Toner
- HP Polyamide Powder
- HP Polypropylene Powder
- HP TPA Printing Powder

Consumer Hardware
2020 Revenue: $2.516 Billion
- HP OfficeJet
- HP Neverstop
- HP LaserJet
- HP DesignJet
- HP ScanJet
- Home Printing Solutions
- HP DeskJet
- HP ENVY
- HP Smart Tank
- HP Tango

Notes

Selected Pending Printing Patents
- Colorant Sensor
- Fluid Sets
- Printing Conductive Traces
- Printer with Vertically Extended Printing Path
- Textile Printing
- Encrypted Printing

Personal Computing Competitors: Dell | Lenovo | Huawei | Asus | Acer | Toshiba | Samsung | Microsoft | Apple

Print and Imaging Competitors: Lexmark | Xerox | Canon | Brother | Ricoh | Seiko Epson

Corporate Investment Suppliers

HP Labs Sales

Customers: Flexible Packaging Companies (Microfluidics & Systems) | Life Science Companies (Microfluidics & Systems) | Sensing Companies (Microfluidics & Sensing) | Cybersecurity Companies (Security)

Processors, Operating Systems, Materials, and Electronic Components Supplies and Contract and Design Manufacturing Services

Hard Capacity Hard Disk, Solid State, Flash, and OEM DrivesStorage Arrays, Application Programming Interfaces (Western Digital, Hitachi, Micron Technology, Seagate, Sanmina)

Plastics, Rubber, Composites and Other Materials (Dynapack Asia, BASF, Evonik, Toshin Rubber Chemical, Ineos Styrolution, LG Chem)

Protective and Specialty Packaging (Sealed Air Corp.)

Unibody Products for PCs, Phones and Electronics (Catcher Technology Ltd.)

Chemicals (e.g., Adhesives, Sealants, Coatings, Compounds, Polishes, Display and Optical Films, Lubricants, Color Technologies, and Toner (3M Company, Dupont de Nemours, LG Chem, Mitsubishi Chemical Holdings.)

Processors (CPUs) (Intel, Advanced Micro Devices, Micro-Star International)

Storage Arrays, Application Programming Interfaces (Hitachi, Micron Technology, Seagate, Sanmina)

Graphics Processing Units (GPUs) (Nvidia)

Batteries (LG Chem, Simplo Technology Group)

Outside Relationships

Customers

Professional Services

Direct-to-Consumer Sales of Printing and Ink Products (via HP Account Managers or HP's Website)

Customer Groups
- Large Enterprises
- Small and Medium Businesses
- Educational Institutions
- Government Entities
- Individual Consumers

Retail Sales of Print, Ink and Imaging Products

Selected Printing Products Resellers
- Amazon
- Best Buy
- Target
- Wal-Mart

Wholesale Sales of Print, Ink and Imaging Products to Resellers

Suppliers

Professional Services Firms
- Ernst & Young LLP (Audit Services)
- Tendo Communications (Content Marketing, Digital Strategy and Marketing Strategy)
- Mehlman, Castagnetti (Lobbying Services)
- Gillam & Smith (Legal Services)
- Morgan, Lewis & Bockius (Legal Services)

Patent, Trademark, and Copyright Registrations

Capital

Significant Shareholders
- Dodge & Cox (11.99%)
- Vanguard Group, Inc. (10.71%)
- Blackrock, Inc. (6.42%)
- SSgA Funds Management Co. (4.88%)
- Primecap Management Co. (2.30%)
- Institutional Ownership 83.35%

Regulators

Securities Regulators
- US Securities and Exchange Commission (Business Disclosure and Financial Reporting Requirements; Anti-Bribery Record-keeping Requirement)
- New York Stock Exchange (Listing, Maintenance and Corporate Accountability Requirements and Standards)

IP Regulation
- U.S. Patent and Trademark Office (USPTO) *Registration and Renewals of Patents and Trademarks*
- U.S. Copyright Office *Registration of Copyrights*

Key Company Data
(as of 12/31/21)

Share Data
- Stock Exchange: NYSE
- Ticker Symbol: HPQ
- Share Price: $30.70 (as of 7/2/21)
- Earnings Per Share: $2.78 (Trailing 12 months)
- Forward Annual Dividend: $0.78
- Market Capitalization: $36.87B

Financial Highlights

Results of Operations
- Revenues: $56.6B
- Cost of Revenue: $46.2B
- Gross Income: $10.434B
- Operating Expenses: $6.9B
- Earnings from Operations: $3.462B
- Net Income: $2.844B

Financial Condition
- Total Assets: $34.7B
- Total Liabilities: $36.9B
- Long Term Debt: $10.7B
- Equity: $(2.2B)

Cash Flow
- From Operations: $4.316B
- From Investing: ($1.016B)
- Capex: $580M
- From Financing: ($2.973B)

Key Financial Metrics
- Net Profit Margin: 6.05%
- Enterprise Value: 40.34B

Resources
- Employees: 53,000
- Patents: 28,000+

Recent Developments

Digital Equity: HP has committed to accelerating digital equity for 150 million people this decade in an effort to support disenfranchised communities

Sustainability: In the first six months of 2021, HP upcycled 65M plastic bottles bottles into ink cartridges, almost doubling its efforts from 2020.

Global Semiconductor Shortage: Due to a global supply shortage of LCD driver chips, HP's supply chain has come under pressure, leading to rising prices.

Bruce Broussard Named to Board of Directors: Humana CEO Bruce Broussard was recently elected to the HP board, bringing experience in the emerging field of health technology.

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