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USE OF NON-GAAP FINANCIAL INFORMATION

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These and the other non-GAAP financial measures that HP uses may have limitations as analytical tools, and these measures should not be considered in isolation or as a substitute for analysis of HP’s results as reported under GAAP. The non-GAAP financial information that we provide also may differ from the non-GAAP information provided by other companies. We account for the limitations on our use of these non-GAAP financial measures by relying primarily on our GAAP financial statements and using non-GAAP financial measures only supplementally. We also provide reconciliations of each non-GAAP financial measure to the most directly comparable GAAP measure, and we encourage investors to review those reconciliations carefully.

We believe that providing these non-GAAP financial measures in addition to the related GAAP measures provides investors with greater transparency to the information used by HP’s management in its financial and operational decision-making and allows investors to see HP’s results “through the eyes” of management. We further believe that providing this information better enables investors to understand HP’s operating performance and financial condition and to evaluate the efficacy of the methodology and information used by HP’s management to evaluate and measure such performance and financial condition.

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Building a stronger 3D Printing business

Didier Deltort, President of Personalization & 3D Printing, HP Inc.
Unlocking value & opportunity with disruptive innovation
Disruption, growth & value

Value add 10X+
high-value parts

Disrupt
Packaging
Orthotics & prosthetics
Footwear

Strengthen
HP MULTI JET FUSION  |  HP METAL JET
Technology  Customers  Ecosystem

1. 10X corresponds to the value of the final part delivered to customer
Disrupting large industries with integrated solutions

~$10B\textsuperscript{1}
Sustainable fiber-based packaging

~$10B\textsuperscript{2}
Digitalized custom orthotics

~$8B\textsuperscript{3}
Personalized high-performance footwear

1. Global plastic packaging market of $485B by 2028, of which is ~$300B is the addressable rigid product segment (Grand View Research). Assumes HP estimated 5% conversion rate of the addressable rigid product segment
2. ~$10B includes select Orthotics, Prosthetics and Wellness segments. Addressable market dependent on route to market
3. 2.3B Athletic shoe pairs Market Opportunity & HP addressable market is approximately 700M (30%). Shoe pairs >$100. Based on HP estimate of average midsole price
Sustainable packaging innovations

Market opportunity

~$10B\textsuperscript{1} eliminating single-use plastics

HP disruption

3x faster tooling\textsuperscript{2}
Significantly cheaper\textsuperscript{3}
High design freedom

Automated design engine
Print mode & data pipeline
Digitally optimized tools & screens
Molded fiber process optimization

1. Global plastic packaging market of $485B by 2028, of which is ~$300B is the addressable rigid product segment (Grand View Research).
2. Compared to traditional CNC and manual tooling processes. Based on internal HP analysis and testing including expert interviews and a review of published market reports
3. ~50% faster cycle time and 15% less material based on Innofibre experimental plan results data
Alleviating foot pain

Market opportunity

~$10B\textsuperscript{1} digital custom orthotics

HP disruption

20\%-60\% cheaper\textsuperscript{2}
Faster\textsuperscript{3}, fewer visits\textsuperscript{4}
Highly personalized

3D-optimized insole design

Scan \rightarrow Design \rightarrow 3D Print \rightarrow Ship

Integrated workflow

1. ~$10B includes select Orthotics, Prosthetics and Wellness segments; Addressable market dependent on route to market
2. Includes fewer doctor visits. Could vary based on HP value capture strategy
3. From 4-6 weeks to less than 2 weeks. Speed to market doesn’t include shipping to end-customer
4. From 3 to 5 visits to 0 to 3 visits
Launching our metals solution

Key applications & customers

Industrial
Automotive

Medical
Consumer

HP differentiation

Better productivity
Superior part quality

Lower part cost
Workflow automation
Strong &
getting stronger

Leading industrial thermoplastics

100M+ Parts printed

34% 2020 hardware market share

1000+ Customers globally

Growing our business

24% Q3 FY21 YTD revenue growth

63% Recurring revenues

37% Q3 FY21 YTD 3DaaS attach rate

1. Cumulative parts printed from 2018 to Aug 2021, HP measures overall volume of printed parts, average part-volume estimate is 11 cubic centimeters
2. Share based on HW revenues only in the Industrial [price range ($>100K)] Thermoplastic segment based on Context data
3. HP Internal data
4. Comparison for YTD Q3’21 revenue vs. corresponding YTD Q3’20 revenue
5. Refers to revenues from Services & Supplies based on YTD FY21 numbers
6. 3DaaS attach rate refers to service contracts being attached with Printers sold out in the 3DaaS Market only
Unlocking value through disruptive innovation

- **Strong** foundational thermoplastics business
- **Differentiated** metals platform
- **Highly disruptive** vertical solutions
Building a stronger 3D Printing business

Didier Deltort,
President of Personalization & 3D Printing, HP Inc.