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Certain financial information set forth in this presentation reflects estimates based on information available at this time. While HP believes these estimates to be reasonable, these amounts could differ materially from reported amounts in HP’s Annual Report on Form 10-K for the fiscal year ended October 31, 2021 and HP’s other filings with the Securities and Exchange Commission. The forward-looking statements in this presentation are made as of the date of this presentation and HP assumes no obligation and does not intend to update these forward-looking statements.

USE OF NON-GAAP FINANCIAL INFORMATION

HP has included non-GAAP financial measures in this presentation to supplement HP’s consolidated financial statements presented on a generally accepted accounting principles (“GAAP”) basis. Definitions of these non-GAAP financial measures and reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures are included elsewhere in this presentation. HP’s management uses net revenue on a constant currency basis, non-GAAP total operating expense, non-GAAP operating profit, non-GAAP operating margin, non-GAAP tax rate, non-GAAP net earnings, non-GAAP diluted net earnings per share and other non-GAAP financial measures to evaluate and forecast HP’s performance before gains, losses or other charges that are considered by HP’s management to be outside of HP’s core business segment operating results. Gross cash, net cash (debt), and free cash flow are liquidity measures that provide useful information to management about the amount of cash available for investment in HP’s businesses, funding acquisitions, repurchasing stock and other purposes. Net cash (debt) provides useful information to management about the state of HP’s consolidated balance sheet.

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Building a stronger Personal Systems business

Alex Cho,
President of Personal Systems, HP Inc.
Sustained profitable growth

Growing
+9.6% Revenue growth

Expanding
+2.3pt Operating profit rate

Leading
#1 WW commercial

Transforming
+34% Contractual services growth

1. HP Inc. earnings results & 10-Q filings. Q4'20-Q3'21 vs. Q4'18-Q3'19
2. Q2'21 IDC Quarterly PCD Tracker, including desktops, notebooks and workstations only
3. HP internal analysis. Q4'20-Q3'21 vs. Q4'18-Q3'19
Trends driving structural opportunities

- **PC usage increasing**: 130% current PC use vs. pre-pandemic
- **More work from home**: 75% setting up formal home offices
- **Transforming offices**: 81% ITDMs upgrading conference rooms
- **Reduced travel spend**: 53% increase in remote video conferencing
- **New workforce segments**: 50% freelancer % of US workforce by 2027

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1. HP Proprietary Research, 900 consumers in US, UK, Australia, Aug 2021
2. Based on HP Proprietary Research, 600 end users in US, UK, JP in Sept 2020
3. HP Proprietary Study, 100 ITDMs in the US, Aug 2021
4. HP Proprietary Research 533 end users US, UK, Nov 2020
5. Upwork Report, 2017 & 2020
A larger and growing market

**CY24 market TAM¹**
~$560B

Drivers
- **Services**
  New digital use cases drive new services
- **Peripherals**
  Best experiences delivered with peripherals
- **Compute**
  Increasing penetration and refresh

**~1.5X Larger CY24 total TAM¹**

**CY21-'24 CAGR¹**
+3.4%

<table>
<thead>
<tr>
<th>Segment</th>
<th>TAM (in billions)</th>
<th>Annual Growth Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Services</td>
<td>~$120B</td>
<td>+8.3%</td>
</tr>
<tr>
<td>Peripherals</td>
<td>~$110B</td>
<td>+8.9%</td>
</tr>
<tr>
<td>Compute</td>
<td>~$330B</td>
<td>+0.4%</td>
</tr>
</tbody>
</table>

¹ TAM based on HP internal analysis. Projections based on currently available data and estimates.

~1.5X larger TAM is as compared to CY24 TAM estimate in 2019.
Personal Systems strategy

- Advance compute leadership
- Create peripherals leadership
- Expand digital services
Advance compute leadership
Strengthening & digitizing our operational engine

- Direct supplier relationships
- Reducing complexity
- Integrating platforms
- Data-enabled partner engine

80-90% Critical commodity supply coverage\textsuperscript{1,2}

Up to 30% Component complexity reduction\textsuperscript{1}

13 to 1 Consolidated into single ERP platform\textsuperscript{1}

~1B Data points updated every week\textsuperscript{1}

\textsuperscript{1} Estimations based on HP internal analysis as of September 2021
\textsuperscript{2} Critical Commodities include DRAM, SSD, Display Panels
Scaling and leading in high-value segments

Leading in highest value segments¹

1. HP Internal Analysis
2. CQ2’21 IDC Quarterly PCD Trackers. Commercial includes desktops, notebooks and workstations only
3. HP Internal Analysis Q4’20-Q3’21
4. Based on IDC Quarterly Gaming PC + Gaming Display Trackers CQ2’21
5. HP Customer NPS Survey

HP commercial & AiO leadership²

HP commercial revenue mix³

#1

60%

Scaling in highest growth segments

61%

70%

Gaming PC + display 1H’CY21 vs. 1H’CY19 unit growth

Accelerating in premium experiences

1H20 → 1H21

+10

Net Promoter Score consumer premium PC⁵
HP engineering for the best experiences

Innovating in video collaboration across portfolio

Bringing consumer design to commercial

Bringing commercial security & manageability to consumer

Intelligent Face Tracking

IF DESIGN AWARD 2021

reddot winner 2021

HP WOLF SECURITY
Create peripherals leadership
Significant peripherals opportunity

CY24 TAM$\textsuperscript{1}$

~$110B

+8.9% CAGR

CY21-24$\textsuperscript{1}$

Retail$\textsuperscript{1}$

~$10B

Gaming$\textsuperscript{1}$

~$30B

Work & learn$\textsuperscript{1}$

~$70B

1. TAM based on HP internal analysis. Projections based on currently available data and estimates.
Leading in retail

#1 Retail point-of-sale compute provider¹

HP ENGAGE Compute + peripherals portfolio

1. Based on IHL CQ2’21 POS shipment reports, amongst purpose-built vendors
Accelerating in gaming

#1 WW gaming PC & displays

#1 U.S. gaming audio

1. Based on IDC Gaming PC + Gaming Display Tracker estimated shipment value over the last seven quarters since Q4 2019 – Q2 2021
2. The NPD Group Inc., U.S. Retailer Tracking Service, based on dollar sales, June 2021 - August 2021 combined. HyperX defines PC gaming audio as gaming designed PC Headsets and PC Microphones
Expanding in hybrid work & learn

Enhancing work & create from home
Stream in 4K with the world’s widest viewing angle on a webcam with AI in its class¹

Modernizing office meeting spaces
Be seen and heard clearly from anywhere – in the room or remotely

¹ Based on HP’s internal analysis of external webcams priced under $200 with 4K streaming resolution and AI software included or downloadable, as of September 23, 2021
Expand digital services
Leveraging our scale

Significant workforce solutions

~$4B
PS + Print solutions revenue\(^1\)

Large management platform

24M+
Monthly active TechPulse devices\(^2\)

Software enabled advantages

- Security
- Cloud manageability
- Remote computing
- Usage & employee analytics

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1. Based on HP Internal FY21 revenue projection. Solutions revenue includes services, hardware, and print supplies.
2. HP Internal analysis, as of October 2021.
Leading in hybrid office

Integrated offering
PCs + printers + peripherals + supplies + services

Remote productivity and security
Teradici remote compute

Office productivity
Digital conferencing room platform

Employee engagement
Experience measurement and improvement
The industry’s most sustainable PC portfolio\(^1\)

\begin{itemize}
\item \textbf{>160} Products that contain ocean bound plastic\(^2\)
\item \textbf{42} Countries with device recovery services\(^3\)
\item \textbf{Only} PC player on Fortune’s 2021 Change the World list\(^4\)
\end{itemize}

\(^1\) Applies to HP PCs, Workstations and Displays manufactured after January 2019. Based on most Gold and Silver EPEAT®️ registrations by meeting all required criteria and achieving 50–74% of the optional points for EPEAT®️ Silver and 75–100% of the optional points for EPEAT®️ Gold according to IEEE 1680.1 2018 EPEAT®️. Status varies by country. Visit www.epi.eat.net for more information and refer to HP Sustainability Impact Report available on our website.

\(^2\) Products shipped since 2019. Not available in all countries.

\(^3\) As of September 2021

\(^4\) According to Fortune Magazine’s Change the World list from October 2021
Confident in long-term profitable growth

- Advance compute leadership
- Create peripherals leadership
- Expand in digital services
Building a stronger Personal Systems business

Alex Cho, President of Personal Systems, HP Inc.