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This presentation contains forward-looking statements based on current expectations and assumptions that involve risks and uncertainties. If the risks or uncertainties ever materialize or the assumptions prove incorrect, the results of HP Inc. and its consolidated subsidiaries ("HP") may differ materially from those expressed or implied by such forward-looking statements and assumptions. All statements other than statements of historical fact are statements that could be deemed forward-looking statements, including but not limited to, any statements regarding the potential impact of the COVID-19 pandemic and the actions by governments, businesses and individuals in response to the situation; projections of net revenue, margins, expenses, effective tax rates, net earnings, net earnings per share, cash flows, benefits plan funding, deferred taxes, share repurchases, foreign currency exchange rates or other financial items; any projections of the amount, timing or impact of cost savings or restructuring and other charges, planned structural cost reductions and productivity initiatives; any statements of the plans, strategies and objectives of management for future operations, including, but not limited to, our business model and transformation, our sustainability goals, our go-to-market strategy, the execution of restructuring plans and any resulting cost savings, net revenue or profitability improvements or other financial impacts; any statements concerning the expected development, performance, market share or competitive performance relating to products or services; any statements regarding current or future macroeconomic trends or events and the impact of those trends and events on HP and its financial performance; any statements regarding pending investigations, claims or disputes; any statements of expectation or belief, including with respect to the timing and expected benefits of acquisitions and other business combination and investment transactions; and any statements of assumptions underlying any of the foregoing. Forward-looking statements can also generally be identified by words such as "future," "anticipates," "believes," "estimates," "expects," "intends," "plans," "predicts," "projects," "will," "would," "could," "can," "may," and similar terms. Risks, uncertainties and assumptions include the need to address the many challenges facing HP's businesses and other risks that are described in HP's Annual Report on Form 10-K for the fiscal year ended October 31, 2020 and HP's other filings with the Securities and Exchange Commission.

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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.

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 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

**Drivers**

- **Services**
  - New digital use cases drive new services

- **Peripherals**
  - Best experiences delivered with peripherals

- **Compute**
  - Increasing penetration and refresh

**CY24 market TAM**

- ~$560B
  - ~1.5X Larger

**CY21-’24 CAGR**

- +3.4%

**CY21-’24 TAM**

- ~$120B
  - +8.3%

- ~$110B
  - +8.9%

- ~$330B
  - +0.4%

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\(^1,2\)
- Up to 30% Component complexity reduction\(^1\)
- 13 to 1 Consolidated into single ERP platform\(^1\)
- ~1B Data points updated every week\(^1\)

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

Leading in highest value segments¹

- **#1** HP commercial & AiO leadership²
- 60% HP commercial revenue mix³

Scaling in highest growth segments

- Gaming PC + display
  - Market⁴: 61%
  - HP¹: 70%

Accelerating in premium experiences

- 1H'20 vs. 1H'20 Net Promoter Score
  - Consumer premium PC⁵: +10

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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 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

redot winner 2021

HP WOLF SECURITY
Create peripherals leadership
Significant peripherals opportunity

CY24 TAM\(^1\) ~$110B

\(+8.9\%\) CAGR CY21-24\(^1\)

- Retail\(^1\) ~$10B
- Gaming\(^1\) ~$30B
- Work & learn\(^1\) ~$70B

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

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

#1 Retail point-of-sale compute provider¹

HP ENGAGE
Compute + peripherals portfolio
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, CQ4’19-CQ2’21.
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

- **>160** Products that contain ocean bound plastic
- **42** Countries with device recovery services
- **Only** PC player on Fortune’s 2021 Change the World list

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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.epet.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.
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.