HP Inc. Reports Fiscal Year FY21 Results

**Highlights**

<table>
<thead>
<tr>
<th></th>
<th>FY20</th>
<th>FY21</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net revenue</td>
<td>$63.5 billion</td>
<td>$63.5 billion</td>
<td>12%</td>
</tr>
<tr>
<td>GAAP diluted net EPS</td>
<td>$2.00</td>
<td>$5.33</td>
<td>167%</td>
</tr>
<tr>
<td>Non-GAAP(1) diluted net EPS</td>
<td>$2.28</td>
<td>$3.79</td>
<td>66%</td>
</tr>
<tr>
<td>Cash provided by operations</td>
<td>$4.3</td>
<td>$5.33</td>
<td>48%</td>
</tr>
</tbody>
</table>

**Geography**

- **Americas**: 43% of net revenue, up 13% y/y, up 13% CC (3)
- **EMEA**: 35% of net revenue, up 13% y/y, up 9% CC (3)
- **Asia Pacific**: 22% of net revenue, up 9% y/y, up 6% CC (3)

Non-US net revenue was 65% of total net revenue

**Personal Systems**

- **Net revenue**: $43.4 billion, up 11% y/y, up 9% CC (3)
- **Operating profit**: $3.1 billion, 7.2% of net revenue

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<tr>
<th></th>
<th>FY20</th>
<th>FY21</th>
<th>% Change</th>
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<tbody>
<tr>
<td>Total Units</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Notebooks net revenue</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Desktops net revenue</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commercial net revenue</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Consumer net revenue</td>
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</tbody>
</table>

**Printing**

- **Net revenue**: $20.1 billion, up 14% y/y, up 13% CC (3)
- **Operating profit**: $3.6 billion, 18.1% of net revenue

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<th></th>
<th>FY20</th>
<th>FY21</th>
<th>% Change</th>
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</thead>
<tbody>
<tr>
<td>Supplies net revenue</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Total hardware units</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commercial net revenue</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consumer net revenue</td>
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1. All non-GAAP numbers have been adjusted to exclude certain items. A reconciliation of specific adjustments to GAAP results for the current and prior periods is included as a part of a Q4 FY21 Results Presentation available at www.hp.com/investor/home.
2. GAAP diluted net earnings per share and cash provided by operations includes a net impact of $1,771 million for one-time Oracle Corporation (“Oracle”) litigation proceeds. This has resulted in an impact of $1.45 on the GAAP diluted net earnings per share for the twelve months ended October 31, 2021.
3. CC = constant currency; Adjusted to exclude the effects of foreign currency fluctuations calculated by translating current period revenues using monthly exchange rates from the comparative period and excluding any hedging impact recognized in the current period.
4. Commercial includes Office Printing Solutions including commercial products and OEM hardware, Graphics Solutions and 3D Printing and digital manufacturing, excluding supplies. Consumer includes Home Printing Solutions, excluding supplies.

NOTE: Arrows represent the mathematical direction of the amount the arrow is associated with.
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**Capital Allocation**

- **Dividend Payment**
  - $938 million
  - $0.7752 per share

- **Stock repurchase**
  - $6.2 billion
  - approximately 224 million shares

- **Net debt (1)**
  - ($3.3) billion
  - ↓ $2.1 billion y/y

**Asset Management**

- **Cash conversion cycle**
  - (25) days
  - ↓ 5 days y/y

- Days Receivables
  - 30 days
  - ↓ 2 days y/y

- Days Payable
  - 108 days
  - ↑ 3 days y/y

- Days inventory
  - 53 days
  - ↑ 10 days y/y

1. Net cash (debt) is defined as gross cash less gross debt after adjusting the effect of unamortized premium/discount on debt issuance, debt issuance costs and gains/losses on interest rate swaps.

**NOTE:** Arrows represent the mathematical direction of the amount the arrow is associated with.

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