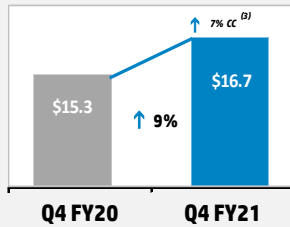


# HP Inc. Reports FY21 Fourth Quarter Results



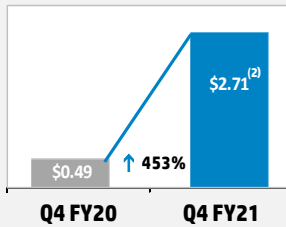
## Highlights

### Net revenue



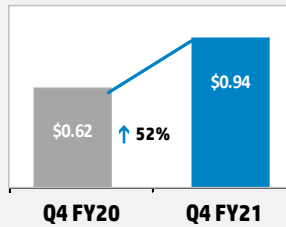
**\$16.7 billion**

### GAAP diluted net EPS



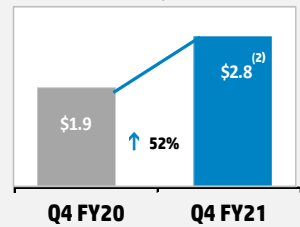
**\$2.71**

### Non-GAAP<sup>(1)</sup> diluted net EPS



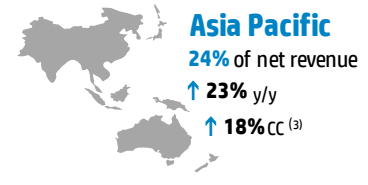
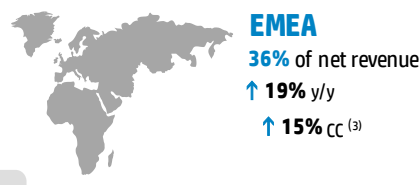
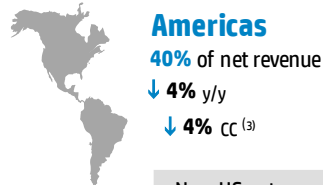
**\$0.94**

### Cash provided by operations



**\$2.8 billion**

## Geography



Non-US net revenue was 67% of total net revenue



## Personal Systems

**Net revenue**  
**\$11.8 billion**  
↑ 13% y/y  
↑ 10% CC<sup>(3)</sup>

**Operating profit**  
**\$764 million**  
6.5% of net revenue

**Total Units** ↓ 9% y/y  
**Notebooks net revenue** ↑ 13% y/y  
Units ↓ 12% y/y  
**Desktops net revenue** ↑ 11% y/y  
Units ↑ 2% y/y  
**Commercial net revenue** ↑ 25% y/y  
**Consumer net revenue** ↓ 3% y/y



## Printing

**Net revenue**  
**\$4.9 billion**  
↑ 1% y/y  
↔ flat CC<sup>(3)</sup>

**Operating profit**  
**\$830 million**  
17.0% of net revenue

**Supplies net revenue** ↓ 2% y/y  
CC<sup>(3)</sup> ↓ 3% y/y  
**Total hardware units** ↓ 26% y/y  
**Commercial net revenue<sup>(4)</sup>** ↑ 19% y/y  
**Consumer net revenue<sup>(4)</sup>** ↓ 6% y/y

- 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 investor.hp.com.
- 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 \$1.55 on the GAAP diluted net earnings per share for the three months ended October 31, 2021
- 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
- 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.  
NM - Not Meaningful

# HP Inc. Reports FY21 Fourth Quarter Results



## Capital Allocation



Dividend Payment

**\$219** million

\$0.1938 per share



Stock repurchase

**\$1.8** billion

approximately 61 million shares



Net debt <sup>(1)</sup>

**(\$3.3)** billion

↑ \$0.5 billion q/q



## Asset Management



Cash conversion cycle

**(25)** days

↑ 4 days q/q

=



Days Receivables

**30** days

↑ 1 day q/q

-



Days Payable

**108** days

↓ 12 days q/q

+



Days inventory

**53** days

↓ 9 days q/q

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.