



Future Ready Personal Systems

Alex Cho
President, Personal Systems



FORWARD-LOOKING STATEMENTS

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, they could affect the business and results of operations of HP Inc. and its consolidated subsidiaries (“HP”) which 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 impact of the COVID-19 pandemic; projections of net revenue, margins, expenses, effective tax rates, net earnings, net earnings per share, cash flows, benefit 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 (including the fiscal 2023 plan), net revenue or profitability improvements or other financial impacts; any statements concerning the expected development, demand, performance, market share or competitive performance relating to products or services; any statements concerning potential supply constraints, component shortages, manufacturing disruptions or logistics challenges; 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, disputes or other litigation matters; any statements of expectation or belief as to the timing and expected benefits of acquisitions and other business combination and investment transactions (including the recent acquisition of Plantronics, Inc. (“Poly”)); 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 that could affect our business and results of operations include factors relating to the impact of macroeconomic and geopolitical trends, changes and events, including the Russian invasion of Ukraine and tension across the Taiwan Strait and the regional and global ramifications of these events; recent volatility in global capital markets, increases in benchmark interest rates, the effects of inflation and instability of financial institutions; risks associated with HP’s international operations; the effects of the COVID-19 pandemic; the execution and performance of contracts by HP and its suppliers, customers, clients and partners, including logistical challenges with respect to such execution and performance; changes in estimates and assumptions HP makes in connection with the preparation of its financial statements; the need to manage (and reliance on) third-party suppliers, including with respect to component shortages, and the need to manage HP’s global, multi-tier distribution network, limit potential misuse of pricing programs by HP’s channel partners, adapt to new or changing marketplaces and effectively deliver HP’s services; HP’s ability to execute on its strategic plans, including the previously announced initiatives, business model changes and transformation; execution of planned structural cost reductions and productivity initiatives; HP’s ability to complete any contemplated share repurchases, other capital return programs or other strategic transactions; the competitive pressures faced by HP’s businesses; risks associated with executing HP’s strategy and business model changes and transformation; successfully innovating, developing and executing HP’s go-to-market strategy, including online, omnichannel and contractual sales, in an evolving distribution, reseller and customer landscape; the development and transition of new products and services and the enhancement of existing products and services to meet evolving customer needs and respond to emerging technological trends; successfully competing and maintaining the value proposition of HP’s products, including supplies; challenges to HP’s ability to accurately forecast inventories, demand and pricing, which may be due to HP’s multi-tiered channel, sales of HP’s products to unauthorized resellers or unauthorized resale of HP’s products or our uneven sales cycle; integration and other risks associated with business combination and investment transactions; the results of our restructuring plans (including the fiscal 2023 plan), including estimates and assumptions related to the cost (including any possible disruption of HP’s business) and the anticipated benefits of our restructuring plans; the protection of HP’s intellectual property assets, including intellectual property licensed from third parties; the hiring and retention of key employees; disruptions in operations from system security risks, data protection breaches, cyberattacks, extreme weather conditions or other effects of climate change, medical epidemics or pandemics such as the COVID-19 pandemic, and other natural or manmade disasters or catastrophic events; the impact of changes to federal, state, local and foreign laws and regulations, including environmental regulations and tax laws; our aspirations related to environmental, social and governance matters; potential impacts, liabilities and costs from pending or potential investigations, claims and disputes; the effectiveness of our internal control over financial reporting; and other risks that are described in HP’s Annual Report on Form 10-K for the fiscal year ended October 31, 2022, and HP’s other filings with the Securities and Exchange Commission (“SEC”).

As in prior periods, the financial information set forth in this presentation, including any tax-related items, 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 ending October 31, 2023, HP’s Annual Report on Form 10-K for the fiscal year ending October 31, 2024, and HP’s other filings with the SEC. 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. Forward-looking and other statements in this presentation may also address our corporate responsibility progress, plans, and goals (including environmental matters), and the inclusion of such statements is not an indication that these contents are necessarily material to investors or required to be disclosed in HP’s filings with the SEC. In addition, historical, current, and forward-looking sustainability-related statements may be based on standards for measuring progress that are still developing, internal controls and processes that continue to evolve, and assumptions that are subject to change in the future.

HP’s Future Ready plan includes HP’s efforts to take advantage of future growth opportunities, including but not limited to, investments to drive growth, investments in our people, improving product mix, driving structural cost savings and other productivity measures. Structural cost savings represent gross reductions in costs driven by operational efficiency, digital transformation, and portfolio optimization. These initiatives include but are not limited to workforce reductions, platform simplification, programs consolidation and productivity measures undertaken by HP, which HP expects to be sustainable in the longer-term. These structural cost savings are net of any new recurring costs resulting from these initiatives and exclude one-time investments to generate such savings. HP’s expectations on the longer-term sustainability of such structural cost savings are based on its current business operations and market dynamics and could be significantly impacted by various factors, including but not limited to HP’s evolving business models, future investment decisions, market environment and technology landscape.

HP’s Investor Relations website at investor.hp.com contains a significant amount of information about HP, including financial and other information for investors. HP encourages investors to visit its website from time to time, as information is updated and new information is posted. The content of HP’s website is not incorporated by reference into this presentation or in any other report or document HP files with the SEC, and any references to HP’s website are intended to be inactive textual references only.


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 expenses, non-GAAP operating profit, non-GAAP operating margin, non-GAAP other income and expenses, 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. For example, items such as amortization of intangible assets, though not directly affecting HP's cash position, represent the loss in value of intangible assets over time. The expense associated with this change in value is not included in non-GAAP operating profit, non-GAAP other income and expenses, non-GAAP tax rate, non-GAAP net earnings, and non-GAAP diluted net earnings per share and therefore does not reflect the full economic effect of the change in value of those intangible assets. In addition, items such as restructuring and other charges, acquisition and divestiture (credits)/charges, Russia exit charges, non-operating retirement-related (credits)/ charges, defined benefit plan settlement charges, debt extinguishment (benefits)/costs, Oracle litigation proceeds, tax adjustments, and the related tax impact on these items that are excluded from non-GAAP total operating expense, non-GAAP operating profit, non-GAAP tax rate, non-GAAP net earnings and non-GAAP diluted net earnings per share can have a material impact on the equivalent GAAP earnings financial measures and cash flow. HP may not be able to immediately liquidate the short-term and long-term investments included in gross cash, which may limit the usefulness of gross cash as a liquidity measure. In addition, free cash flow, which includes cash provided by (used in) operating activities adjusted for net investment in leases and net capital expenditure, does not represent the total increase or decrease in cash for the period. 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 insight 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.

HP's Investor Relations website at <https://investor.hp.com> contains a significant amount of information about HP, including financial and other information for investors. HP encourages investors to visit its website from time to time, as information is updated and new information is posted.

A woman with dark hair in a bun, wearing a yellow sweater and blue jeans, stands in a modern office space. She is holding a laptop and looking down at it. The office has a brick wall, large windows with white curtains, and a desk with a computer monitor, keyboard, and books. A pink chair is visible in the foreground. The text "Future Ready Personal Systems" is overlaid in the center of the image.

Future Ready Personal Systems

Building a stronger Personal Systems business



Compute

+1.8 pts

Premium share
CQ2'23 vs CQ2'21¹

#1

Leading Commercial
CQ2'23²

Peripherals



Services

>10x

Accelerating Digital Services
Revenue YTD Q3'23 vs YTD Q3'FY21³

1. IDC Quarterly PCD Unit Tracker CQ2'23 (Desktop and Notebook, Includes Workstations, Excludes Detachables and Tablets); - CQ2'23 Premium Market Share change since CQ2'21; Premium: Consumer ASP >\$800, Commercial including Workstations ASP >\$1,000
2. IDC Quarterly PCD Unit Tracker CQ2'23 (Desktop and Notebook, Includes Workstations, Excludes Detachables and Tablets); - CQ2'23 Commercial Market Share rank including Workstations
3. HP Financials YTD Q3'23 vs YTD Q3'FY21

Gaining share faster than any other competitor



+4.8pts
PC share¹

+6.0pts
Premium share¹

+80bps
OP margin improvement²

1. IDC Quarterly PCD Unit Tracker CQ2'23 (Desktop and Notebook, Includes Workstations, Excludes Detachables and Tablets); Market Share change since CQ3'22; Premium: Consumer ASP >\$800, Commercial including Workstations ASP >\$1,000
2. HP internal analysis over the last twelve months (LTM) Q3'23 vs last twelve months (LTM) Q3 '19

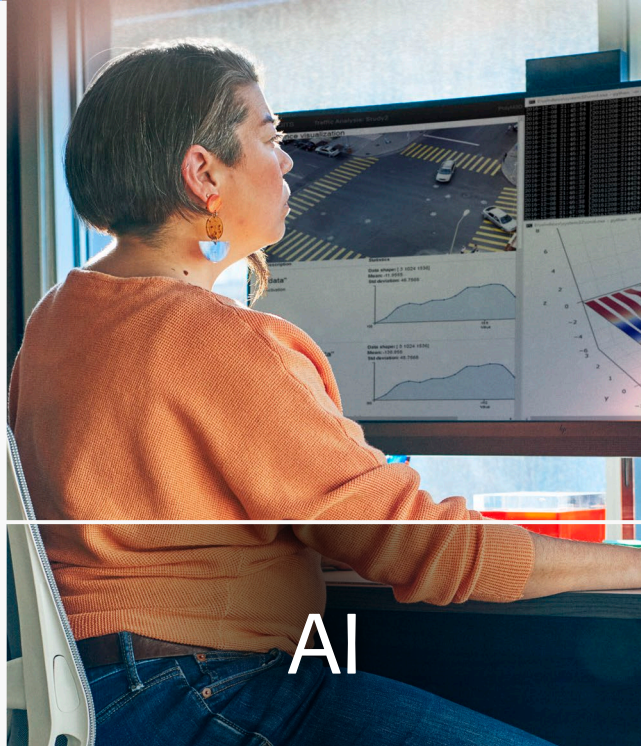
Structural drivers for growth



Hybrid work



Learning



AI

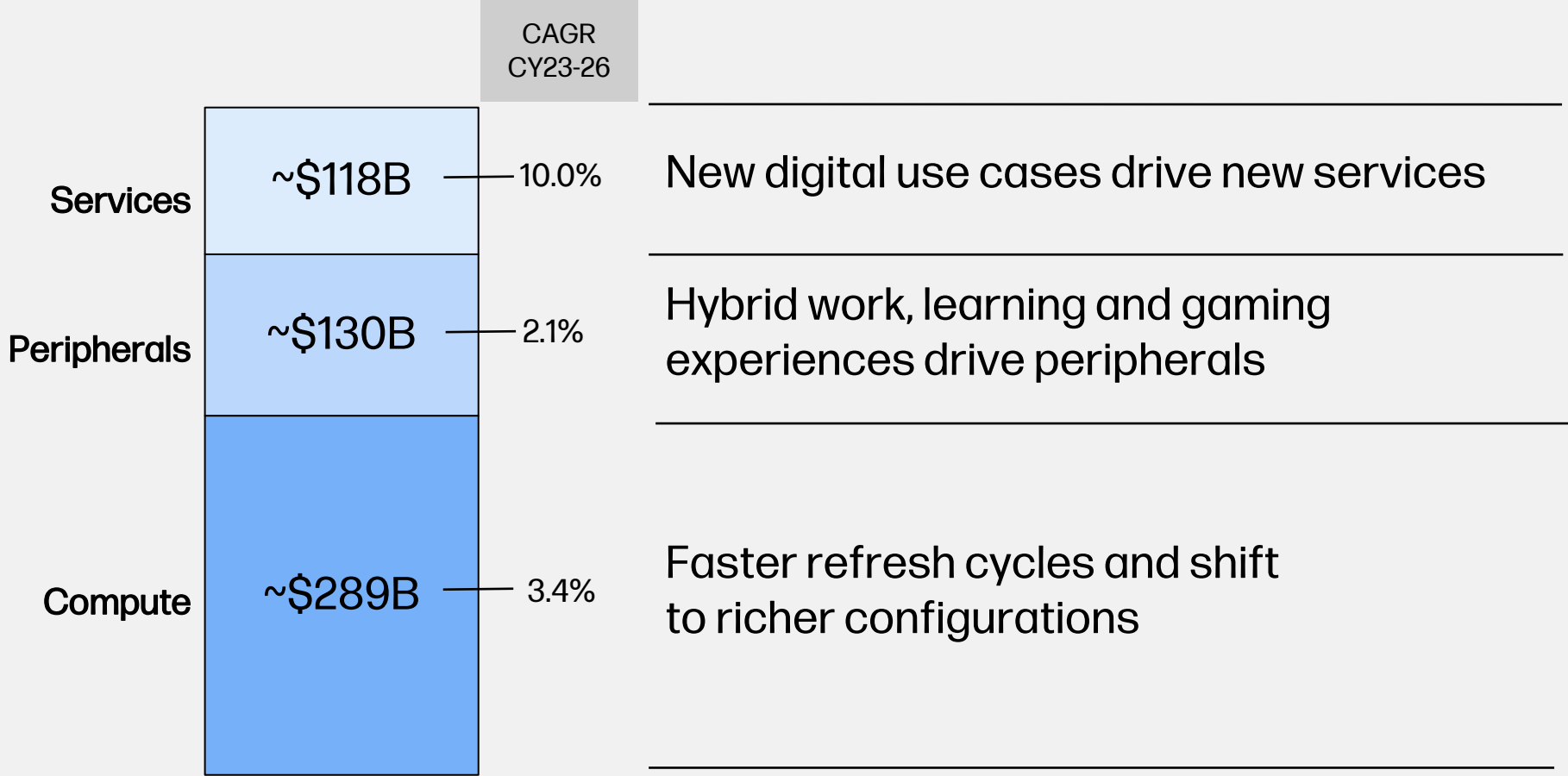


Gaming

A large and growing Personal Systems market

~\$537B
CY26 market TAM¹

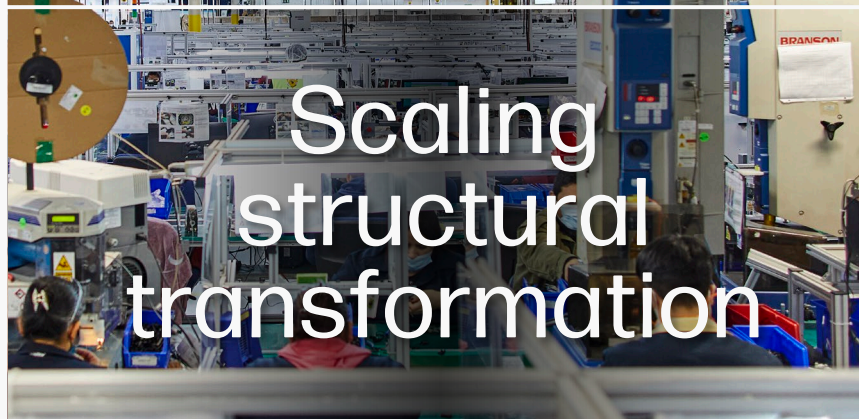
4.4%
CY23-26 CAGR



AI drives incremental upside in Compute

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

Personal Systems strategic priorities



Driving growth
and value in
the core

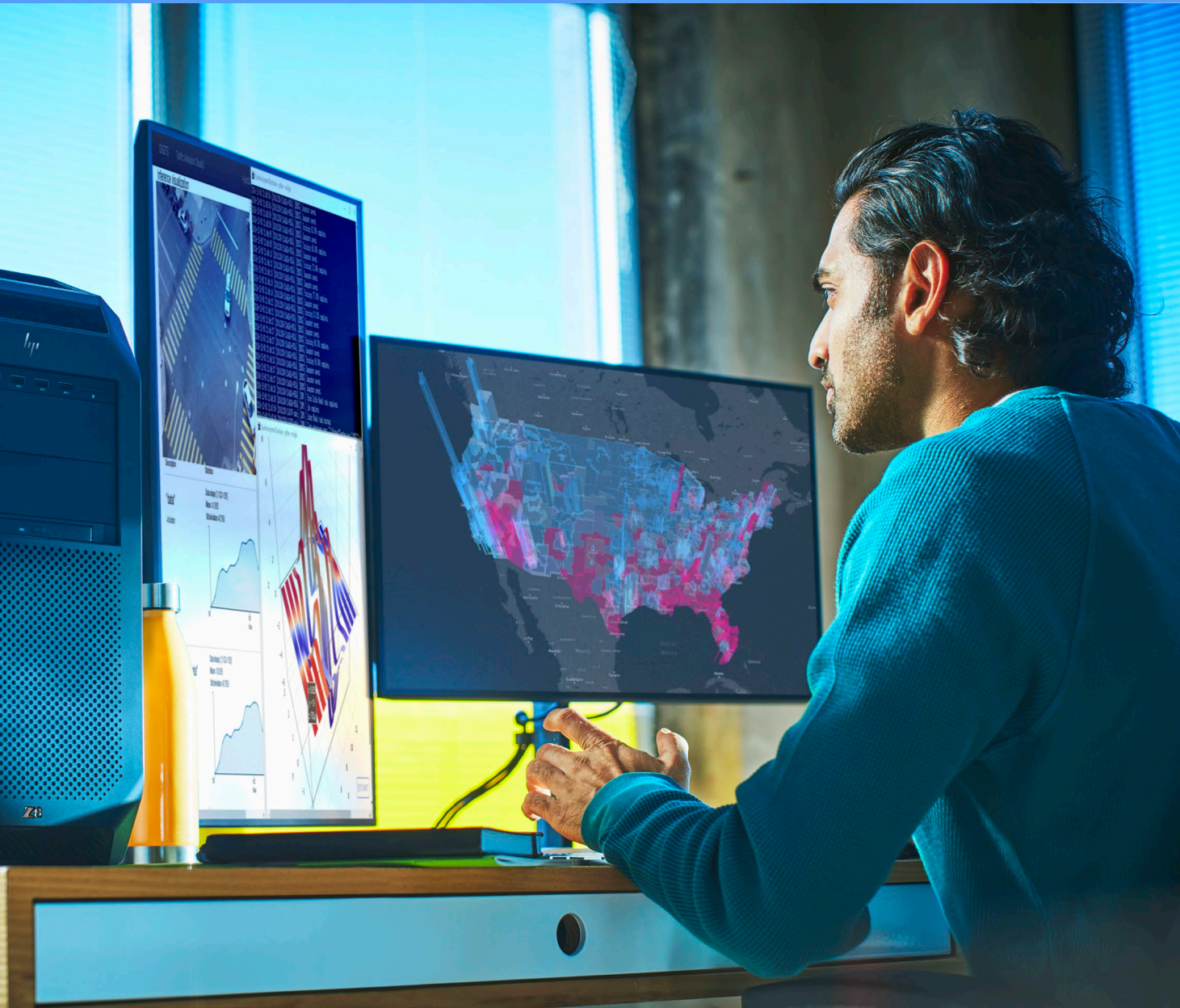
Accelerating
solutions in
growth categories

Scaling
structural
transformation



AI driving growth

Delivering solutions for customizing AI models



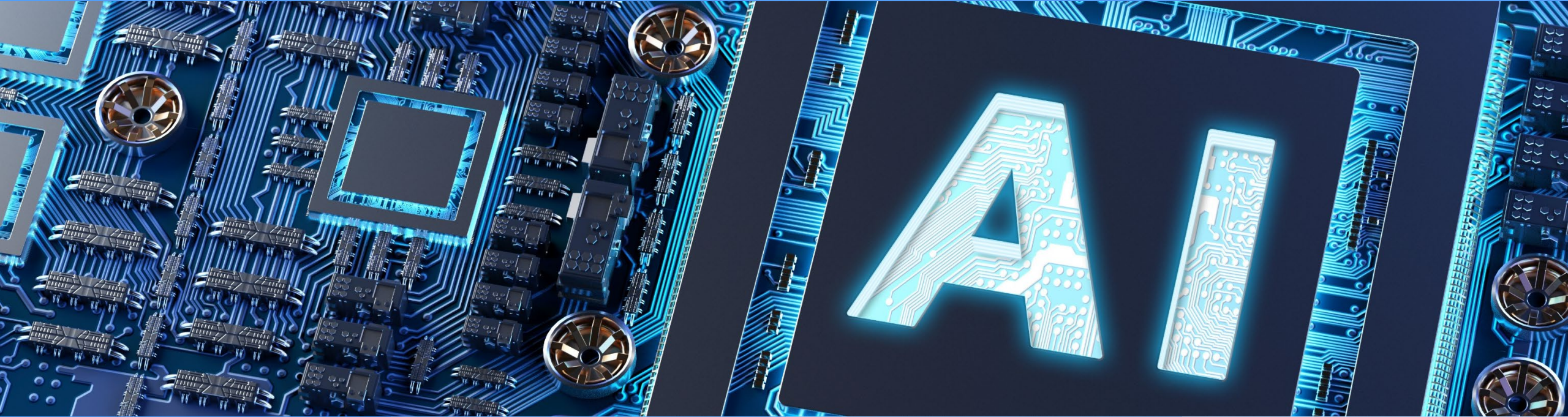
World's most advanced data science workstation¹

HP AI Workstation:
new solution for customizing
private AI models and applications

HP AI Studio:
new workflow collaboration platform

1. Based on HP's internal analysis of workstations with a minimum of 3 ISV certs, configurable professional graphics, and a dedicated workstation brand as of Feb'23. Most advanced based on the ability to configure four professional NVIDIA RTX A6000 graphics cards and data science management software with a graphical user interface compatible with both Ubuntu and WSL 2

Unlocking the power of AI through the PC



Fast and responsive

Secure and private

Cost efficient

Personalized experiences

HP engineering is innovating for the future AI PC

Shifting mix to high-value categories



250+

Design and Sustainability Awards¹

100%

Premium devices with AI Audio/Video experiences²

100%

PCs and displays contain recycled material³

+6pts

Premium revenue mix⁴

1. Based on HP internal data since SAM 2021
2. Based on HP internal analysis
3. World's most sustainable portfolio applies to HP PCs, Workstations, and Displays manufactured after January 2019. Based on most Gold and Silver EPEAT® registrations plus Gold and Silver EPEAT Climate+. Status varies by country. Visit www.epeat.net for more information
4. Based on HP internal analysis YTD Q3'23 vs YTD Q3'21



Accelerating solutions in growth categories

Unmatched leadership in hybrid systems



~90M
Meeting Rooms

Less than 15% equipped with
the right video technology¹

Leading portfolio for hybrid work

Exceptional industry experiences

Broad go-to-market reach

1. Frost & Sullivan, State of the Global Video Conferencing Devices Market 2023. NOTE: Video conferencing technology

World's most comprehensive set of commercial video conferencing devices based on HP's internal analysis of commercial devices that have video capabilities inclusive of laptops, including clamshells, detachables and convertibles, mobile workstations, and all-in-one devices with Windows Pro; video-enabled monitors, webcams, conference room cameras (optical and digital zoom) video bars (Windows, Android, USB), desktop phones as of March 2023.

Playing to win in gaming

Growing market

~2X
Core compute¹

Powerful portfolio



Gaining share

+3.2 pts
Gaming PC share
CQ2'23 vs CQ2'21²



¹ HP Internal Analysis, CY24 vs CY23
² IDC Quarterly Units Gaming Tracker Q2'23 (Desktop and Notebook incl Workstation excl Detachable and Tablet). Gaming Branded PCs CQ2'21 vs CQ2'23

Powering services growth



+75%

Total contract value services growth¹

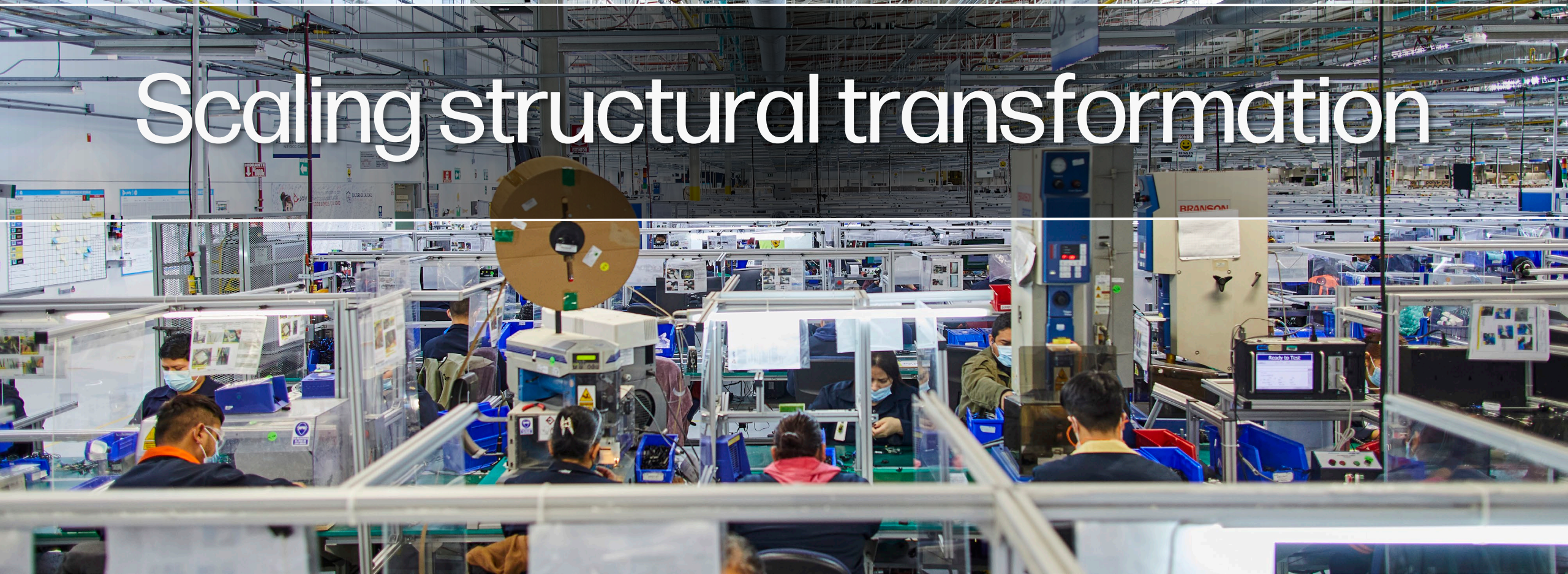
Designing for improved serviceability

Accelerating security solutions

1. Based on HP internal analysis YTD Q3'23 vs YTD Q3'21



Scaling structural transformation



Driving transformation for structural advantage



Simplifying our portfolio

Improving channel leverage

Building a resilient supply chain

Doubling down on strategic priorities



Driving growth and value in the core

Accelerating in solution growth categories

Scaling structural transformation



Thank you

