

DELIVERING BUSINESS VALUE WITH SUSTAINABILITY

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May 4, 2011

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TODAY HP IS THE LARGEST
TECHNOLOGY COMPANY IN THE
WORLD—COMMITTED TO USING
OUR PRODUCTS AND SERVICES
TO UNLEASH NEW POSSIBILITIES
AND HAVE A MEANINGFUL
IMPACT ON BUSINESS AND LIFE

- Fortune 10 – U.S.
- Fortune 26 – Global
- Doing business in
approximately 170 countries
- 324,000 employees
- 145,000 sales partners
- 210,000 service partners
- 88,000 retail locations

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PUTTING TECHNOLOGY TO WORK

HP solutions are making life easier in ways you've probably never considered

HP manages over 200 data centers, 380,000 servers, and 5.4 million desktops



We process over 3.5 billion credit card transactions annually



We book 500 million travel reservations every year



We process nearly 1 billion U.S. Medicaid claims a year



Our solutions stop 1.7 billion spam messages monthly



HP IS TRANSFORMING HOW THE WORLD LIVES, WORKS, AND CONNECTS

PORTFOLIO

More than 1 billion people
rely on HP every day

OPTIMIZE RESOURCES

Applying IT
to reduce waste and increase the
efficiency of current processes and
systems



Wynyard Data Center

OPERATIONS

300,000+ employees,
170 countries

BUILD INTELLIGENT INFRASTRUCTURE

Embedding IT
to monitor conditions and align supply
with demand in real time



Central Nervous System for the Earth (CeNSE)

SUPPLY CHAIN

Largest in the IT industry

DRIVE SUSTAINABLE TRANSFORMATION

Innovating IT
to replace carbon-heavy behaviors
and industries with more productive,
viable alternatives



HP Visual Collaboration Studios

SETTING THE PACE ON THE ENVIRONMENT



20%

Our goal is to cut the energy use and greenhouse gas emissions from our operations 20% by 2013, compared with 2005.

40%

We have reduced energy consumption and associated greenhouse gas emissions of all products by 40% below 2005 levels.

1 billion kWh

We're working to save customers 1 billion kWh by 2011 through improved energy efficiency of HP's high-volume desktop and notebook PC families.



121,000 tonnes

We recovered 121,000 tonnes of electronic products and supplies for recycling in 2010, avoiding an estimated 225,000 tonnes of CO₂e emissions.

2 billion pounds

We've recycled 2 billion pounds (900,000 tonnes) of electronic products and supplies.



RECOGNIZED FOR ENVIRONMENTAL LEADERSHIP



HP ranked first among 100 Best Corporate Citizens



HP named #2 in environmental ranking of America's 500 largest corporations



HP named top-scoring company in carbon index



HP received Carbon Trust Standard 2009



HP improved its ranking in the Greenpeace Guide to Greener Electronics



HP named to *Fortune* magazine's list of 10 Green Giants



HP ranked #1 in Climate Counts Company Scorecard in Electronics sector
HP named to Supply Chain Top 25 for 2009



HP Wynyard won 2010 Green Enterprise IT Award



HP ranked fourth on 2009 Corporate Sustainability Index Benchmark Report



HP ranked second on the 2009 Top Green-IT Vendors list



HP China named to "50 Green Companies 2010" by *Business Watch* magazine



HP won the Environmental Printing Award from PrintAction for the past five years (2006-10)



HP among the top 50 Fortune 500 companies recognized for green power purchases



HP honored by the 2009 California Waste Reduction Awards Program (WRAP)



HP Clearvu recognized for reducing product packaging materials



HP SUPPLY CHAIN

- Procurement
 - Largest purchaser of electronic components
- Logistics
 - Every day HP delivers
1.3 million Inkjet cartridges, 110,000 printers,
75,000 personal systems,
3,500 servers
- Suppliers
 - Hundreds of Direct Material Suppliers
 - Thousands of Indirect Suppliers



OUR COMMITMENT TO SUSTAINABILITY

The entire product lifecycle is important

- Design for Environment
- Manufacturing
- Use
- End-of-Life Management



HP ENVY¹⁰⁰ E-ALL-IN-ONE

OPTIMIZE
RESOURCES

BUILD
INTELLIGENT

DRIVE
SUSTAINABLE

Be Green with Envy: The planet's first PVC-free printer¹

- ENERGY STAR[®] qualified
- Uses HP Original cartridges, which contain up to 70% recycled plastic
- Ships in a reusable bag for less packaging waste
- Reduces paper use by up to 50% with automatic double-sided printing
- PVC-free from the wall to the mouse¹



1 HP ENVY100 e-All-in-One is polyvinyl chloride-free (PVC free); meeting the evolving definition of PVC free as set forth in the "iNEMI Position Statement on the 'Definition of Low-Halogen Electronics (BFR-/CFR-/PVC-free).'" Plastic parts contain < 1000 ppm (0.1%) of chlorine [if the Cl source is from CFRs or PVC or PVC copolymers]. Printers sold in Korea are not PVC free. USB cable, required in limited geographic areas, is not PVC-free.



HP “CLOSED LOOP” RECYCLING PROCESS

An industry-first in creating new HP cartridges with recycled plastic

- Uniquely combines plastics from recycled HP ink cartridges and recycled PET resins from water bottles¹
- Produces new Original HP ink cartridges with up to 70% recycled materials²
- Reduces demand for raw materials
- Keeps old cartridges out of landfills
- HP has shipped more than one billion ink cartridges made with the “closed loop” recycling process³

¹ Minimum 95% post-consumer.

² For select HP ink cartridges that use recycled materials. Percentage of recycled material is based on empty weight.

³ As of 2011.

OPTIMIZE
RESOURCES

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HP HDPE REINFORCED BANNER

OPTIMIZE
RESOURCES

BUILD
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Smaller carbon footprint, easier to recycle than conventional PVC material



- Alternative banner material with less impact than PVC scrim
- Lighter weight requires less raw materials, easier to transport
- Carbon footprint is up to 66% smaller than PVC
- Can be easily recycled through the HP Large-format Media take-back program

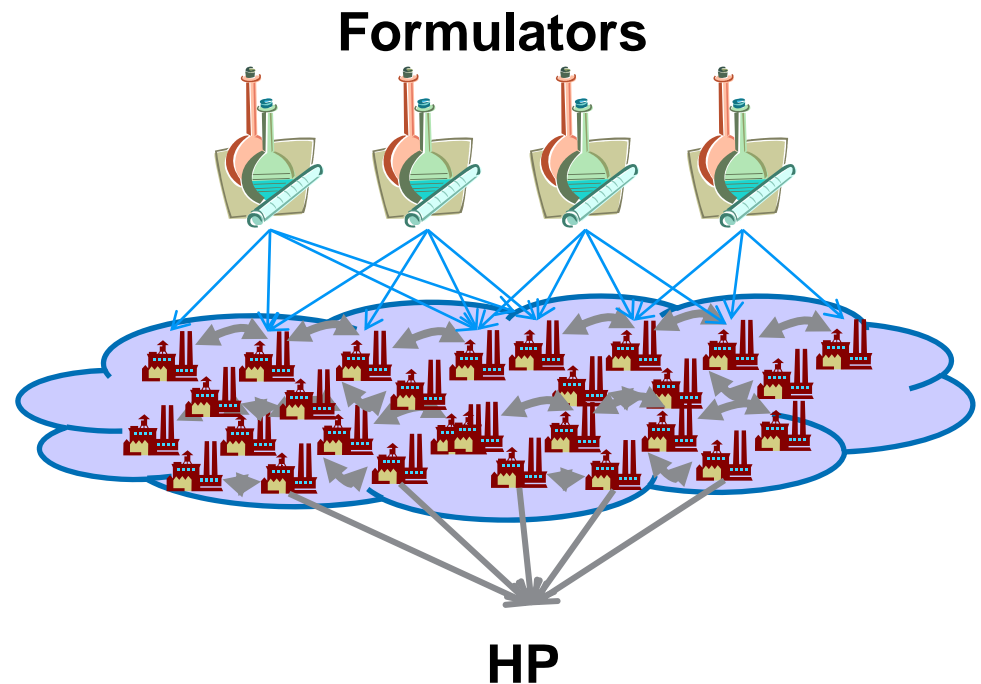
ARTICULATING MATERIALS GOALS

If we don't articulate environmental requirements to suppliers, we won't get better materials



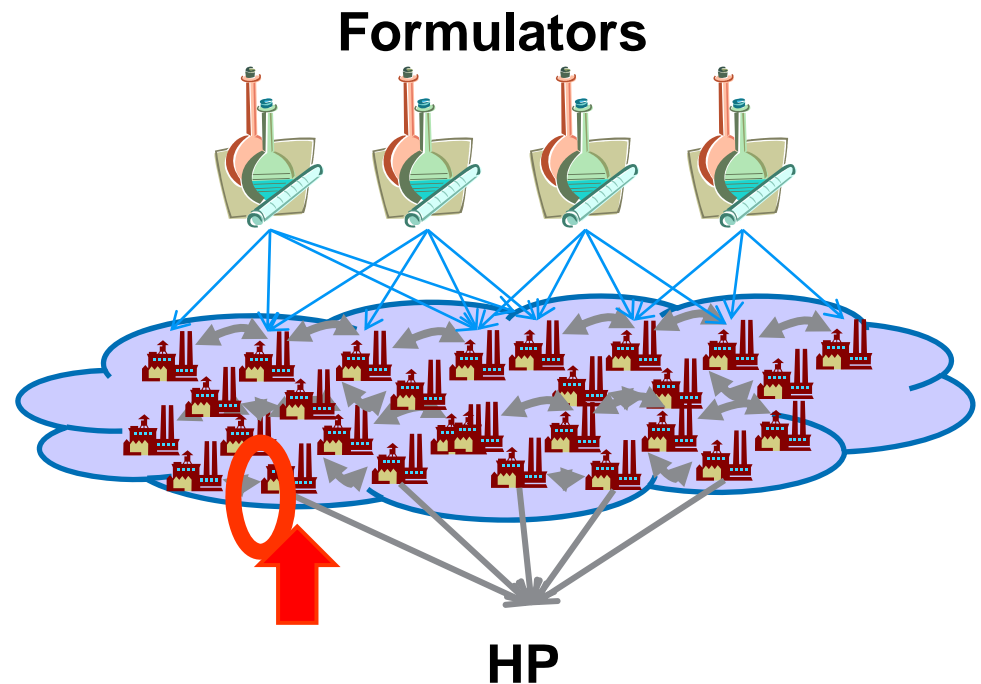
ELECTRONICS SUPPLY CHAIN IS COMPLICATED

- Relatively small number of formulators
- Large number of intermediate suppliers
- Small number of OEMs



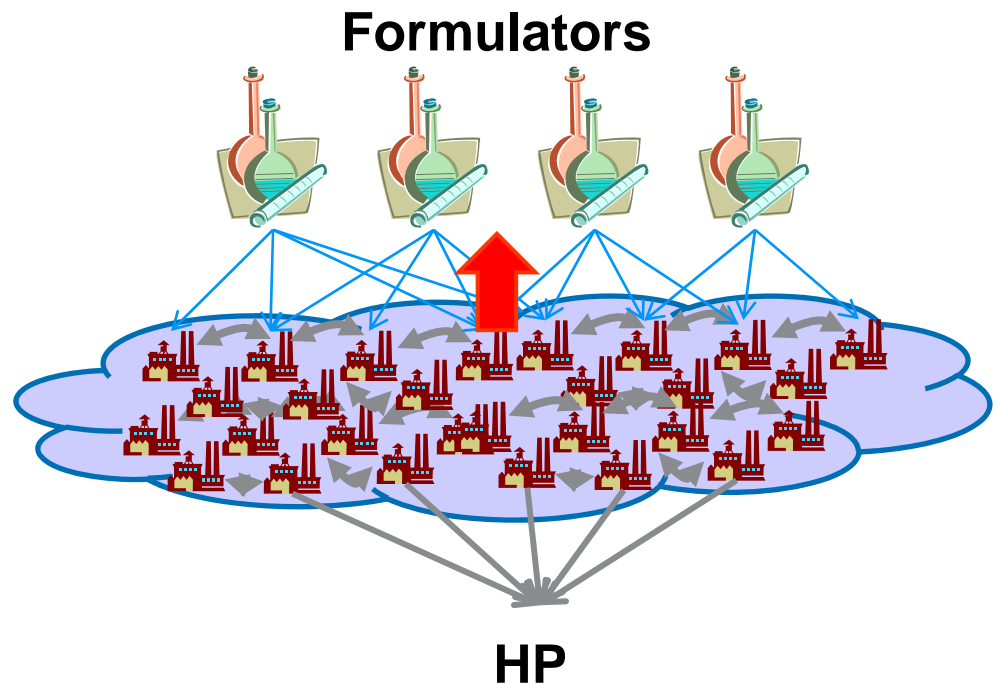
PUSHING A ROPE

- Trying to push requirements up through the supply chain doesn't always work
- All feedback transmitted to formulators becomes “lower cost”



ENGAGING WITH FORMULATORS

- HP can engage directly with formulators
- Give a range of feedback, in addition to cost
- Successfully used with other materials criteria (not just environment)



INFLUENCING WHAT'S ON THE MENU

- Introducing Green Screen to formulators
- Encouraging design of green materials from the beginning
 - Reduces cost adders
 - Reduces multiple substitutions



DEFINING “BETTER” FOR THE ENVIRONMENT

- Implement Green Screen for key materials
- Promote Green Screen outside of HP
- Improve alternative assessment methods
- Improve the hazard portion of life cycle analysis
- Monitor other comparative approaches

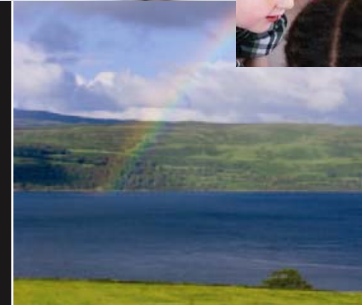
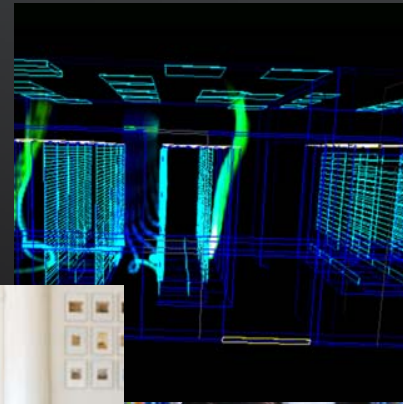


OUR SHARED CHALLENGE:

Technology to benefit people, businesses, society and the environment

Global citizenship is integral to the success of HP's business. From how we develop products, run our operations, manage our supply chain and engage with stakeholders, it drives us to accept challenges and pursue solutions that are the lifeblood of continuous innovation and growth.

– *Shane Robison, executive vice president and chief strategy and technology officer*



THANK YOU

