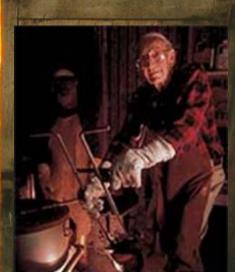




David Packard's garage – Where Silicon Valley started

HP is the world's largest technology company, delivering innovation in printing, personal computing, software, services, and IT infrastructure.

pyright 2012 Hewlett-Packard Development Company, L.P. The information contained herein is subject to



DavidPackardcreating exhibits for the Monterey Bay Aquarium at his forgein Big Sur in 1984 at the age of 73.

Source: National Geographic



Size and Scope - Supply Chain Complexity

- Fortune 10 U.S.
- Fortune 26 Global
- Operate in 170 countries
- ~330,000 employees
- ~\$120 billion revenue (2012)
- One of the largest supply chains in the world
- ~400,000 employed by suppliers
- ~150,000 sales partners
- ~210,000 service partners
- ~88,000 retail locations



Our strategic focus areas

Education

We empower the next generation of innovators with breakthrough products and solutions that advance science, technology, engineering, and math teaching and learning.

Environment

We're transforming the ways people live and work to be more sustainable, with tools and solutions that allow them to achieve more with less.

Gobal health

Through our partnerships, technology, and mobile health solutions, we're making a positive impact on global health, helping to save lives.









Our guiding principles

We believe corporate success is wholly intertwined with being good environmental and social stewards.

Find sustainable solutions that balance growth with demand

Advance how people live and work offers unprecedented opportunities for innovation and leadership.

HP is seizing this opportunity by applying our scale, talent, partnerships, and portfolio to be a positive force for change.



We build reputation and engagement

Community engagement

We make a positive impact in the communities through our more than 330,000 employees who give their time and talent to make a difference.

Stakeholder engagement

We liaise with influential environmental and social stakeholders to demonstrate brand value and corporate reputation.

Operations

Our operations team follows high standards and measures performance by the criteria of a balanced scorecard.



Building Green Chemistry into an Existing Framework

Filtering burdensome chemicals from new products

DfE Criteria since 1998

General Specification for the Environment Executive support

Assessing Risk of Existing Chemicals in Use

Alternatives Assessment using Green Screen®

Exposure scenarios

LCA

Transparency on what we know and where we want to go

Global Citizenship Report (GCR) with Materials Timeline Using hazard categories to promote design freedom





GREEN SCREEN

HP is the world's leading practitioner of the Green Screen tool. This tool, developed by the NGO Clean Production Action, is an open source tool used to identify substances that are inherently less hazardous for humans and the environment. It enables informed decisions to substitute materials eliminated from our products.

HP is championing wider acceptance of the Green Screen within industry, the environmental NGO community and regulatory bodies.



Mainstreaming Green Chemistry - The 10 year vision

Green Chemistry = Chemistry

What needs to change?

What can GC3 do to help make it happen?

Short-term (1-2 years)?

Long-term (3-5 years)?



2013 GC3 business statistics

98 registrants

31+companies

14+sectors

>\$890 billion in revenue (2012)*

Almost 3 million employees*



* Not including chemical manufacturers



Thought-starter on Moving to Inherently Benign Chemistry

A simple business case:

- Choosing between innovation and a safer chemical seems like a false choice
- Safer chemicals = Innovation (Green Chemistry Principle #4)

(I want both, so do my co-workers, my channel partners and my customers)

- End the push of environmental burden down the supply chain my compliance costs should factor in to the price of the chemical
- A less burdensome chemical has better value for down stream users
- Consider the regulatory burden of the next actor in the supply chain



Thoughts on Moving to Inherently Benign Chemistry

Voluntary programs work best when tied to preferential procurement

Regulation levels the playing field

- Harmonization is preferred lowers cost of compliance and reduces complexity
- Cost penalty for jumping early without regulatory driver

NCOs are essential participants

- Educate consumers
- Keep industry honest
- Make government enforce the law





Step out of the Hyperbolic Chamber



Thank you



Learn more about Sustainability and Social Innovation

www.hp.com/environment www.hp.com/social-innovation Barbara.hanley@hp.com



Environmental sustainability in action

Energy-efficient portfolio

Improving performance and efficiency from desktop to data center

Reuse and recycling

Developing industry-leading programs that reduce waste

Materials innovation

Reducing amount of materials used and substances of concern

Manage carbon footprints

Reducing GHG emissions for HP, customers, and suppliers

Analog to digital printing

Helping businesses print only what they need, when they need it

Sustainable data center

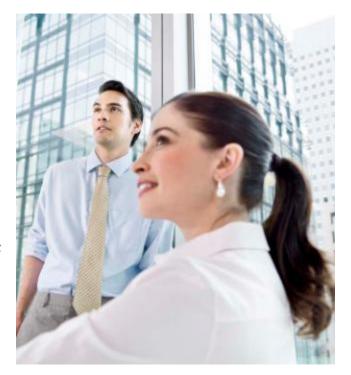
Rethinking how data centers are designed, built, and managed

Transporting products

Shifting to efficient delivery modes; reducing fuel use and emissions

Water consumption

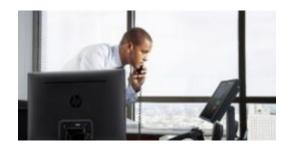
Introducing water conservation and efficiency measures globally





Environment

Positive Impact: HP's drive to help conserve more than we as a company consume



Portfolio of products, services, and solutions

Help people achieve more with fewer resources and less waste.

Increased energy efficiency of today's HP products by 50%¹



Partnering with the supply chain

Collaborate to promote sustainability throughout the IT supply chain.

Produced more than 1 billion Original HP ink cartridges using recycled plastic²



Performance of our operations

Innovate to reduce HP's environmental footprint and drive sustainable growth.

Reduced greenhouse gas emissions by 20% in 2011 compared with 2005

1 The average energy consumption of HP products is estimated using high-volume product lines representative of the overall shipped product volume. Energy consumption has been estimated in 2005 and annually since. The high-volume product lines include notebook and desktop computers, inkjet and LaserJet printers, and industry-standard servers.

2 Total cartridges as of October 2011. Many Original HP ink cartridges with recycled content include at least 50% recycled plastic by weight. Exact percentage of recycled plastic varies by model and over time, based on availability of materials.

Environmental leadership



HP ranked first among technology companies and placed fifth overall among the Best Global **Green Brands**



HP listed on the Carbon Disclosure Project's S&P 500 Carbon Disclosure Leadership Index



HP ranked #1 in the 17th Greenpeace Guide to Greener Electronics (2011)



HP has been on the FTSE4Good Index since 2003



HP ranked #2 on the 2011 Top Green-IT Vendors



HP listed in top of rankings from 2009-2011; in 2011, HP kept the #2 spot on the U.S. 500 list, and is one of three technology companies in the top 15 of the Global 500



HP ranked #1 in Electronics sector of 2011 Climate Counts Company Scorecard



HP listed on DJSI North American Index



HP received Carbon Trust Standard 2010



Social Innovation leadership



Just means Social Innovation Award for Early Infant Diagnosis program



HPLIFE program selected by CSR Europe as best practice in CSR



Gobal Business Coalition Health Award for disease surveillance and mapping system in collaboration with PING



Recognized by the WSJ Europe Innovator Awards for partnership on Gobal Authentication Service

COMPUTERWORLD

Computerworld Honors Award in Health category for Early Infant Diagnosis program

