DELIVERING BUSINESS VALUE WITH SUSTAINABILITY

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May 4, 2011
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
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

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<th>PORTFOLIO</th>
<th>OPERATIONS</th>
<th>SUPPLY CHAIN</th>
<th>PARTNERSHIPS</th>
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<td>More than 1 billion people rely on HP every day</td>
<td>300,000+ employees, 170 countries</td>
<td>Largest in the IT industry</td>
<td>Advance industry standards and educate the public</td>
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<th>OPTIMIZE RESOURCES</th>
<th>BUILD INTELLIGENT INFRASTRUCTURE</th>
<th>DRIVE SUSTAINABLE TRANSFORMATION</th>
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<td>Applying IT to reduce waste and increase the efficiency of current processes and systems</td>
<td>Embedding IT to monitor conditions and align supply with demand in real time</td>
<td>Innovating IT to replace carbon-heavy behaviors and industries with more productive, viable alternatives</td>
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Wynyard Data Center  
Central Nervous System for the Earth (CeNSE)  
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 CO$_2$e 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 ranked first in Climate Counts Company Scorecard in Electronics sector

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 ranked #2 in environmental ranking of America’s 500 largest corporations

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

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

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 Cleavvu 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

Be Green with Envy: The planet’s first PVC-free printer

– 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 mouse

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 “NEMI Position Statement on the "Definition of Low-Halogen Electronics (BFR-/CFR-/PVC-free)."" Plastic parts contain < 1000 ppm (0.1%) of chlorine [if the CI 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.
HP HDPE REINFORCED BANNER
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