



INNOVATION FOR SUSTAINABLE IMPACT

Latin America Media Summit

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SUSTAINABLE IMPACT FACT SHEET

SUSTAINABLE IMPACT

Sustainable Impact is fundamental to HP's reinvention journey – fueling innovation, growth, and strengthening our business for the long-term.

- **Meeting and exceeding customer expectations**
 - In FY17¹, we saw a 38% YoY increase in sales bids where sustainability was a requirement.
 - In FY17, customers with sustainable purchasing criteria (including criteria related to eco-labels) represented a total of approximately \$15.8 billion of existing and potential business revenue.
- **Attracting and retaining top talent**
 - Per an internal FY17 survey, 87% of employees agree that HP is socially and environmentally responsible, and 73% agree that they see HP values being demonstrated in their everyday lives.
 - In 2018, an HP survey of more than 3,000 office employees in Mexico, the U.S., and Brazil found that 85% of Brazilians and 79% of Mexicans said they would be more likely to work at an employer that offers them ways to practice sustainability at work.

PLANET

HP is transforming our entire business to drive a more efficient, circular, and low-carbon economy.

- **Recycled content: We work to increase the use of recycled and renewable materials to lower impacts associated with raw materials extraction and drive a circular economy.**
 - More than 18,000 tonnes of recycled plastic was used in HP products in 2017.
 - Through October 2018, HP sourced more than 550,000 pounds – or 250 tonnes – of likely ocean-bound plastic² (equal to roughly 12 million bottles) from its recycling program in Haiti.
 - In 2017, we unveiled HP ENVY Photo 6200, 7100, and 7800 Printers – the world's first in-class printers made from recycled printers and other electronics – comprising more than 10% by weight.³ In 2018, we increased the amount of recycled plastic in some HP ENVY Photo Printers sold at Best Buy to more than 30% by weight.
 - For more than 25 years, HP Planet Partners (available in 76 countries and territories) has provided personal and business customers around the world with convenient ways to recycle HP products—and this includes customers in Latin America.
 - In 2018, HP Planet Partners Brazil recycled more than 797 tonnes of HP products.
 - From 2012 to 2018, more than 5 million tonnes of HP products have been collected and recycled at HP's Recycling Center partner in Brazil.

¹ HP's FY17 ran from November 1, 2016 to October 31, 2017.

² <https://press.ext.hp.com/us/en/blogs/2018/hp-sources-more-than-550-000-pounds-of-ocean-bound-plastic-for-n.html>

³ Compared to majority in-class color desktop inkjet all-in-ones <\$199 USD. HP internal research survey of printer manufacturers' published specifications, sustainability reports and press releases as of August 1, 2017 and Buyers Laboratory Inc. 2017 study commissioned by HP; keypointintelligence.com/products/samples/hp-envy/. Market share as reported by IDC CYQ1 2017 Hardcopy Peripherals Tracker. The HP ENVY 6200, 7100 and 7800 all-in-one printers contain more than 10% closed loop plastic from recycled printers and other electronics plastic by weight of the plastic.

- Also, in 2017, we launched HP Ink Tank printers manufactured in Brazil for the LATAM market containing 12% of recycled content by weight of plastic. In 2018, we increased the amount of recycled plastic to 20%. The target for recycled content is 32% by 2020.
- **Product repair, reuse, and recycling: Keeping products and materials in use for as long as possible reduces the strain on natural resources and helps to enable a circular economy.**
 - In 2017, 4.6 million units of HP hardware were repaired, and 1.27 million units were remarketed/reused.
 - 271,400 tonnes of HP hardware and supplies have been recycled since 2016.
 - In 2018 HP expanded return and recycling services in Colombia to include HP ink cartridges and re-started HP ink and toner cartridge recycling in Peru.
 - The program is now available in Latin America in 8 countries and Puerto Rico. HP offers HP ink and toner cartridge collection as well as computer hardware return and recycling in Brazil, Mexico, Colombia, Peru and Puerto Rico. In Panama we offer HP toner and ink cartridge collection and in Costa Rica, Ecuador and Chile we offer HP toner cartridge collection.
 - In Brazil, we recycle the HP cartridges and all brands of computer hardware we collect in Brazil and in the rest of Latin America. The HP ink and toner cartridges we collect are shipped to the US for recycling, and the computer hardware is recycled in country.
- **Climate action: We set goals and track progress across our value chain to reduce the climate impact of our supply chain, operations, and through our products and solutions and those of our customers**
 - HP has adopted a science-based Scope 1 and 2 (direct operations) GHG emissions reduction target, in line with the Paris Agreement.
 - In 2016, we joined RE100 to set a goal to achieve 100% renewable electricity usage in global operations. In 2017, we achieved our interim goal of 40%.
 - HP Brazil has adopted the end-to-end management of its operations under the same roof: manufacturing, R&D, distribution, and recycling of our products.
 - Since 2010, the average energy consumption has dropped by 43% for our personal systems⁴ products, 56% for our HP LaserJet portfolio⁵, and 20% for HP inkjet portfolio.⁶
- **Zero deforestation: Forests are vital for life, home to millions of species, they protect soil from erosion, produce oxygen, store carbon dioxide, and help control climate.**
 - We have achieved zero deforestation associated with HP brand paper and are working on a plan for paper-based product packaging by 2020.⁷

PEOPLE

We work to embed diversity and inclusion in everything we do.

- Our commitment starts at the top.

⁴ The average energy consumption of HP products was estimated annually between 2010 and 2017 using high-volume product lines representative of the overall shipped product volume. The high-volume personal systems product lines include notebook and desktop computers, tablets, all-in-ones, workstations, thin clients, and displays.

⁵ The average energy consumption (based on ENERGY STAR® program's Typical Electricity Consumption (TEC)) of HP products was estimated annually between 2010 and 2015 using high-volume product lines representative of the overall shipped product volume. The high-volume product lines include HP LaserJet.

⁶ The average energy consumption (based on sleep mode power) of newly introduced HP products was estimated annually between 2010 and 2015 using high-volume product lines representative of the overall shipped product volume. The high-volume product lines include HP inkjet printers. Excluding PageWide inkjet printers and large format printers.

⁷ All HP brand paper and paper-based product packaging will be derived from certified and recycled sources by 2020, with a preference for virgin fiber from certified sources of the Forest Stewardship Council (FSC). Packaging is the box that comes with the product and all paper (including packaging and materials) inside the box.

- HP has one of the most diverse Board of Directors of any technology company in the US (50% total minorities, 40% women, 30% underrepresented minorities).⁸
- **Our commitment flows throughout the whole organization.**
 - Currently, 28% of HP executives (director and above) are women.
 - Women represent 37% of HP's workforce worldwide. In many global functions, including Legal, Finance, HR, and Marketing, women represent more than 52% of employees.
- **Our mission to increase diversity extends beyond our own employees to our suppliers, partners, and communities.**
 - In October 2018, HP reported that our top five marketing agencies increased the pipeline for diverse talent; 62% of account teams consist of women and 55% of account leads are women; 36% of account teams are from underrepresented groups.⁹

We work to enable all people who help bring our products to market to thrive at work, at home, and in their communities.

- In FY17, more than \$2.5B annually of our revenue was tied in some way to our supply chain responsibility performance.
- We set a goal to develop the skills and improve the well-being of 500,000 factory workers by 2025; in FY17, we announced that we had achieved 49% of that goal.

COMMUNITY

Through our technology, programs, and partnerships, we are working to unlock educational and economic opportunity for the communities where we live, work, and do business.

- **Quality education is a human right and technology is the great equalizer.**
 - We set a goal to bring quality learning and digital literacy to 100 million people by 2025. HP is also contributing \$20+ million in training, R&D, and funding contributions.
 - Through 2017, more than 14.5 million students and adult learners have benefited.
- **Preparing people with skills of the future.**
 - HP LIFE provides 30 free business and IT skills courses in seven languages, including Spanish and Portuguese.
 - HP LIFE has an enrollment goal of 1 million users between 2016 and 2025.
 - Through 2017, more than 100,000 people have been reached, including users in Brazil, Colombia, Dominican Republic, Guatemala, Haiti, Mexico, and Peru.

ADDITIONAL RESOURCES

See HP's full 2017 Sustainable Impact report at www.hp.com/sustainableimpact

Find the latest news, resources and initiatives here: <https://content.int.hp.com/sites/Sustainability/Home.page>

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⁸ As of October 31, 2017

⁹ <https://press.ext.hp.com/us/en/press-releases/2018/hp-reports-marketing-agency-diversity-scorecard-results--.html>