

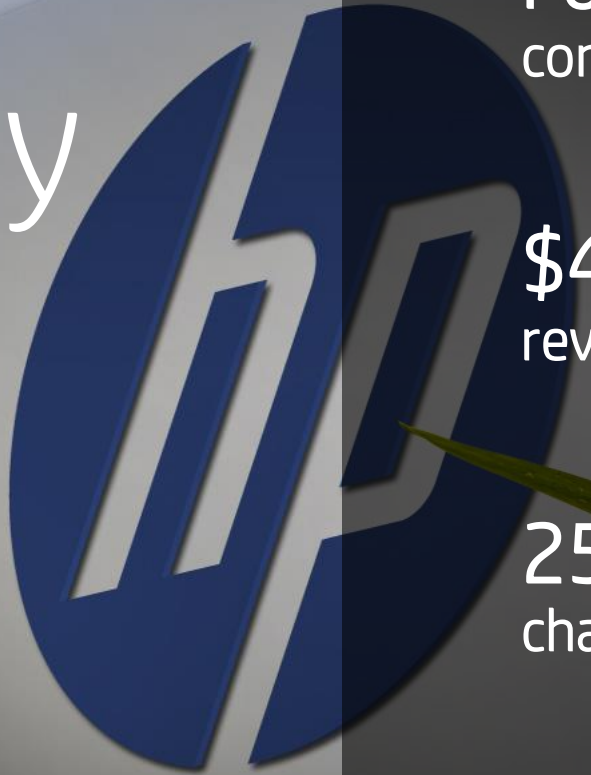
HP Planet partners program 25 years closing the loop

Carlos Lahoz

June 15, 2017



HP
today



Fortune 100
company

\$48.2B
revenue in FY16

250,000+
channel partners

18,000+
patents

Operations in
170 countries

~50,000
employees

Fortune
Most Admired
#7 in technology



Print & PC leadership



HP's Commercial PCs
rank **#1 or #2**
in 44 of the top
48 countries



HP ships 1.7 PCs
every second



HP's Printing
ranks **#1 or #2**
in 42 of the top 45
countries (ink + laser)



HP ships 1 printer
every second



Powering **430**
of the Global Fortune
500 companies



Leading franchises
services & solutions



Printing



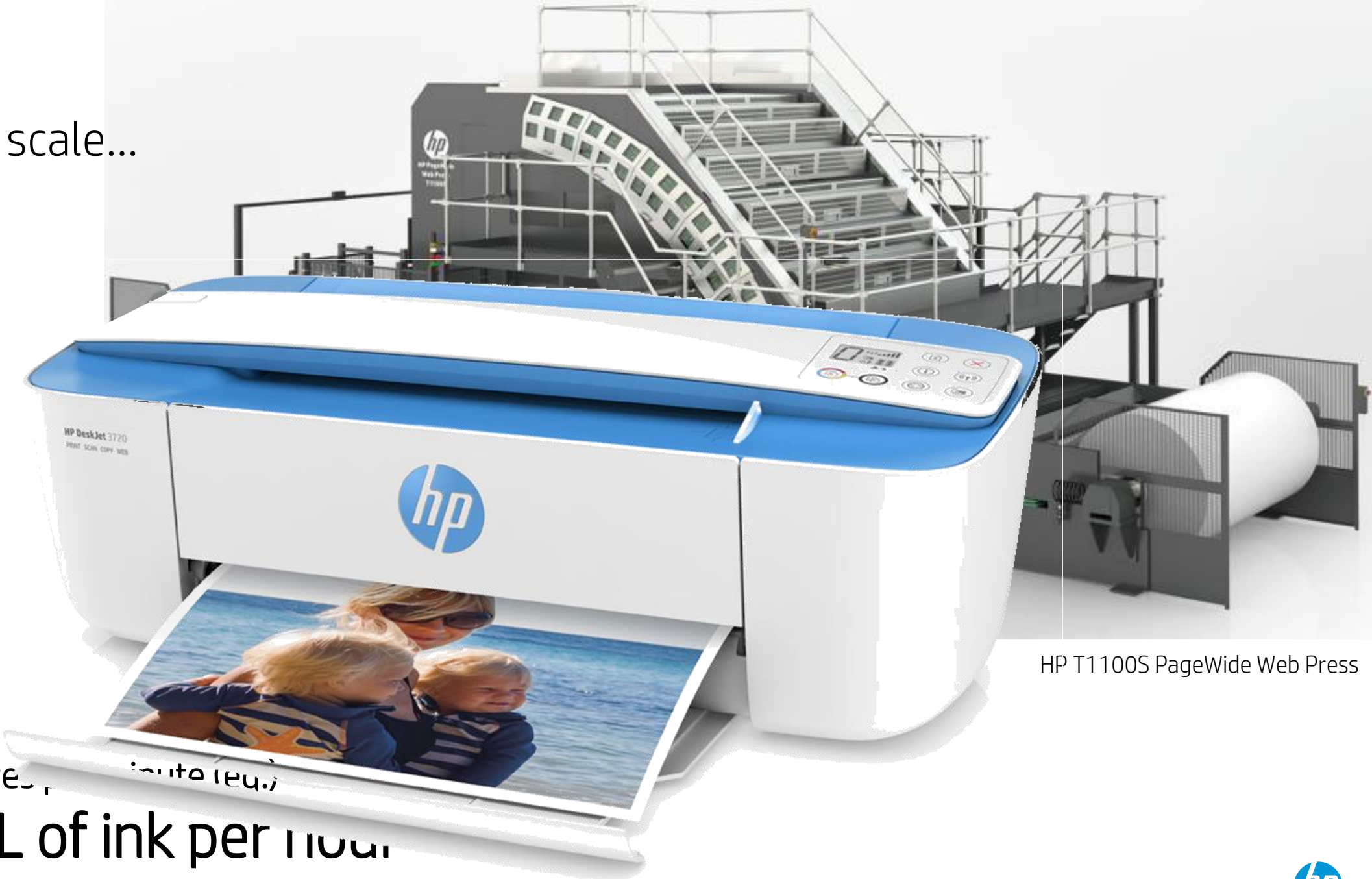
Print
production



Personal
Systems



A sense of scale...



HP T1100S PageWide Web Press

>8.000 Pages, (up to 1000 x 1000 dpi)
up to 200L of ink per month



Commercial printing





HP CUSTOM PRINTING HELPED COKE GO
FROM CLASSIC TO CONNECTED





PLANTERS

PLANTERS

PLANTERS

PLANTERS

PLANTERS

PLANTERS

PLANTERS

PLANTERS

100TH BIRTHDAY

100TH BIRTHDAY

100TH BIRTHDAY

100TH BIRTHDAY

100TH BIRTHDAY

100TH BIRTHDAY

100TH BIRTHDAY

100TH BIRTHDAY

DRY ROASTED PEANUTS

DRY ROASTED PEANUTS

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DRY ROASTED PEANUTS



HP DIGITAL PRINTING HELP FRANQUEZA CREATE A BEAUTIFUL CONNECTION BETWEEN IT'S COFFEE DRINKERS & GROWERS





Leading franchises
services & solutions



Printing



Print
production



Personal
Systems





What do I do at HP?



carlos.lahoz@hp.com
GSB Sustainability manager



Recognized as one of the world's most sustainable companies



Named to "Climate A List" in CDP 2016 Global Climate Change Report and 2016 Global Supply Chain Report; and placed on 2016 "Forest A List"



Recognized as the industry leader for commitment to address human trafficking and forced labor in supply chain



Earned 17th spot on Gartner Supply Chain Top 25 list with perfect 10 for efforts in corporate social responsibility



Listed on both World Index (2012-2016) and North America Index (2011-2016)



Received Excellence Award for fifth time



Received 100% on Corporate Equality Index for 2003-2015



FTSE4Good

Included on the FTSE4Good Index since 2003



Recognized as a top U.S. company for contributions to communities in 2013, 2014, and 2016



Named one of Canada's Greenest Employers for ninth year in a row



Rated among the top technology companies for corporate social responsibility efforts



HP Brazil recognized for sustainability efforts in 2013, 2014, and 2016



Honored with Tribute Award for volunteering and service to communities



Sustainability at HP

Engineered with integrity

Ensuring all products and operations are based on the highest **ethical** standards

Full circle innovation

Improving **performance**, **reducing waste**, and moving towards a **circular economy**

Enabling everyone

Making amazing solutions that **enable people** to do amazing things

HP's approach to the circular economy

The time is now...

- **Closed-loop processes**
improve product end-of-life options
- **Service-based models**
reduce product footprints
- **Product design** – designing out waste, materials use, upgradeability
- **Disrupting global supply chains and manufacturing**

<https://youtu.be/Q0ckgMB7f54>

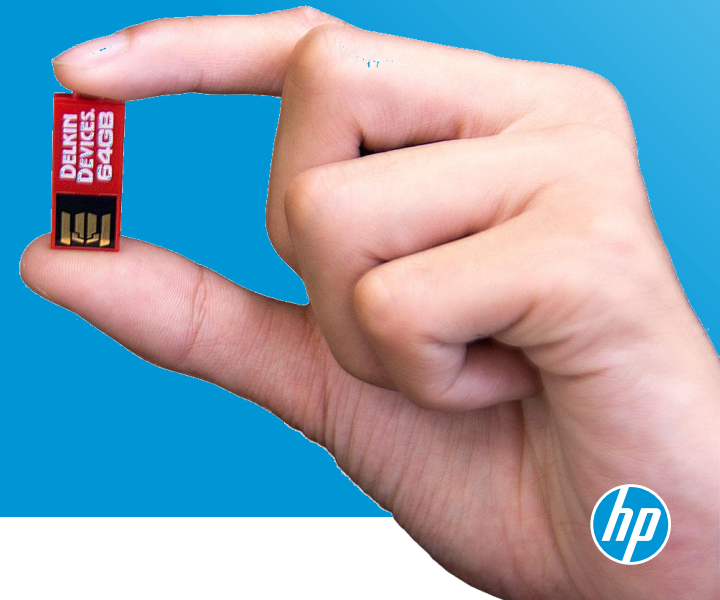




HP Digital print production

Eliminates many steps

Print only what you need



Innovation in circular economy delivers tangible results

80%+

of Original HP ink cartridges are made with recycled plastic



Up to 67%

Less waste per printed page using ink-subscription based model such as HP Instant Ink¹



Carbon footprint of printing reduced 52% with business printers using HP PageWide Technology³



30%

of books in US are returned to the publisher unread. Supplementing the offset technology with HP digital technology lowered the CO2 footprint up to 20%²



¹ Actual savings may vary depending on number of pages actually printed per month, content of pages printed, and printer model.

² The Economist. February 27th 2010, "Just Press Print." 2 p. [online] CO2 savings ased on LCA study conducted by EarthShift Global, LLC. (3rd party sustainability consultant) in 2011.

³ Based on internal life cycle assessment vs. HP LaserJet printers, May 2016.

HP Planet Partners program

Recycling made easy for more than 25 years

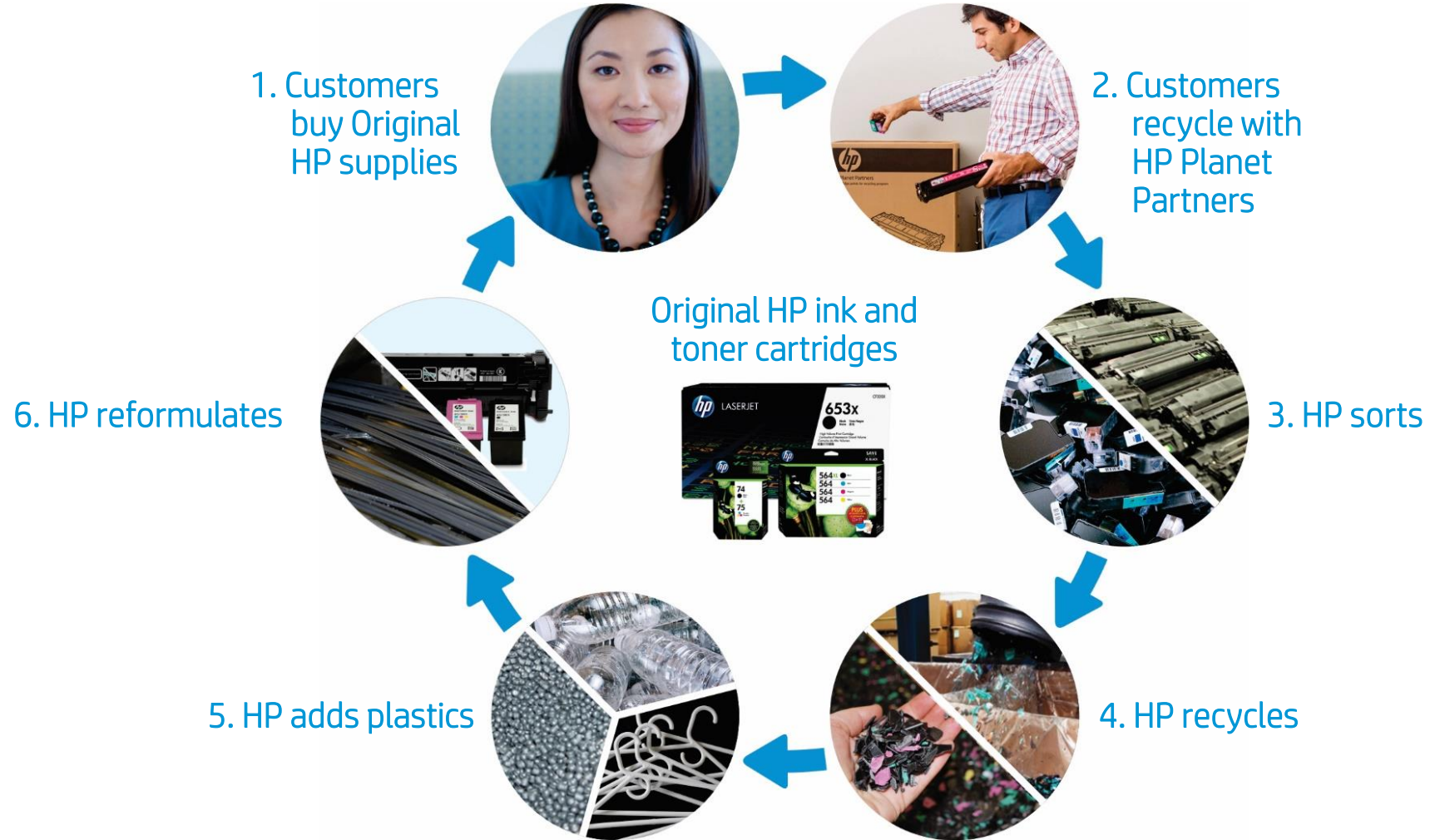


Reinventing Ink
with
Rob & Thom

* real HP employees



HP's closed-loop process



HP in action: closed loop recycling program

Manufacturing new cartridges using returned cartridges and other plastics contributes to circular economy



1 million

In past five years, HP has helped divert on average more than 1 million bottles per day

33%
smaller

Recycled plastic has up to a 33% smaller footprint than virgin plastic



54%

75%

Process enables HP to reduce fossil fuel consumption by 54% and water consumption by 75%

3 billion



More than 3 billion cartridges produced using 3.3 billion bottles and 50 million apparel hangers

Communication



HP Supplies Return & Recycling Program

www.hp.com/recycle

The screenshot shows the HP website's 'Living Progress' page. At the top, there is a blue navigation bar with the HP logo, links for 'For Home', 'For Work', and 'Support', and a search bar. Below the navigation bar, the 'Living Progress' section is visible, with tabs for 'Overview', 'Human', 'Economic', and 'Environmental'. A prominent orange button says 'View Living Progress Report'. The main heading is 'Product return and recycling', with a 'Share' button. Below this is a world map with 73 countries highlighted in blue. Text next to the map states: '73 countries and territories worldwide where we collect used products for resale and recycling'. A paragraph of text explains HP's commitment to recycling, mentioning 2.8 billion pounds of products recovered since 1987 and the use of recycled plastic in ink cartridges. To the right of this text is a list of links: 'Our footprint', '+ Products and solutions', '- Product return and recycling' (with sub-links 'Return and recycling at HP' and 'Recycling resources'), '+ Our operations', 'Supply chain environmental impact', and '+ About environmental progress' (with sub-link 'Example: HP Earth Insights'). Below the text is a navigation bar with buttons for 'Recycle', 'Trade in', 'Return for cash', 'Donate', and 'Destroy'. A dropdown menu shows 'United States'. At the bottom left, there is an image of an HP ink cartridge and a link to 'HP ink and LaserJet toner cartridges', with a short description of the recycling program. At the bottom right, there is a 'Related links' section with links for 'Recycle FAQs', 'Data and goals', 'Employee gallery', and 'EcoSolutions'.

The screenshot shows the HP website's 'Find recycling locations for used computer equipment and printing supplies' form. At the top, there is a search bar and the HP logo. The main heading is 'Find recycling locations for used computer equipment and printing supplies'. Below this is a paragraph of text explaining the program: 'HP and our recycling partners accept all consumer products we manufacture (HP, Compaq and Palm branded products) for free recycling. Drop off locations include OfficeMax, Staples and Walmart, accepted products vary by location.' Below the text is a section titled 'Your Location' with a dropdown menu for 'Use your current location' and a text input field for 'Enter a city or zip code:'. Below this is a section titled 'What Would you like to recycle?' with a paragraph of text: 'Check all that apply. We accept HP, Compaq and Palm consumer products.' Below this are three checkboxes: 'Hardware', 'HP Ink Cartridges', and 'HP Laserjet toner cartridges'. Below the checkboxes is a 'Find Recyclers' button. At the bottom, there is a 'Shop for replacement' link and a 'Contact HP' button.

Web Banners

Web banners help promote HP Planet Partners on several hp.com pages, including:

- hp.com/recycle
- hp.com/environment
- hp.com/sustainability
- Regional pages



hp

Laptops & tablets Desktops Printers Ink & toner Displays & accessories Business solutions Support

Sustainability

Environment Society Integrity

Environment

Improving the environmental performance of our customers, operations, and supply chain.

Product return & recycling Our footprint Products and solutions Our operations Supply chain impact FAQ

[Overview](#) [Recycling resources](#)

Product return & recycling

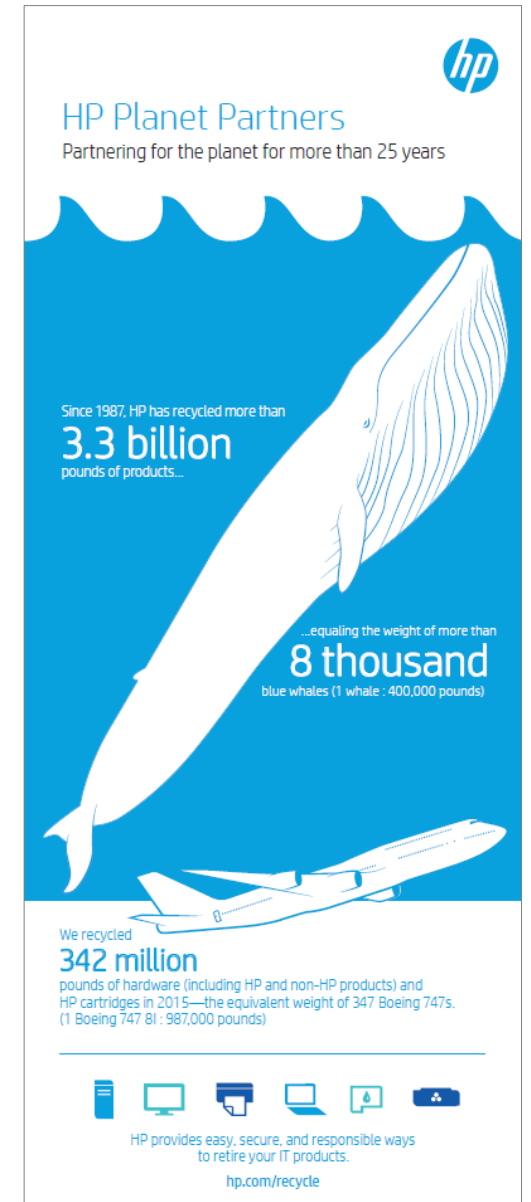
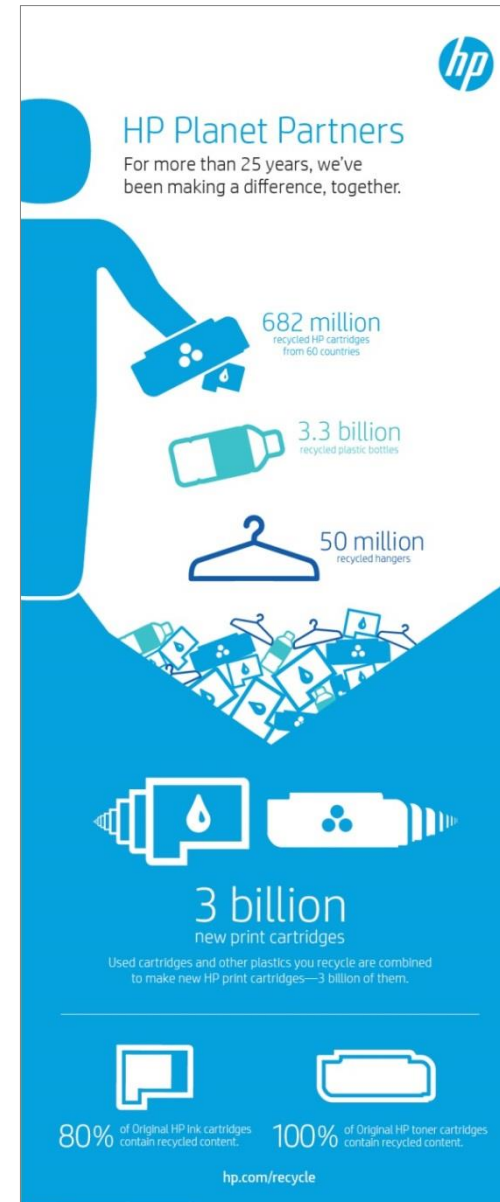
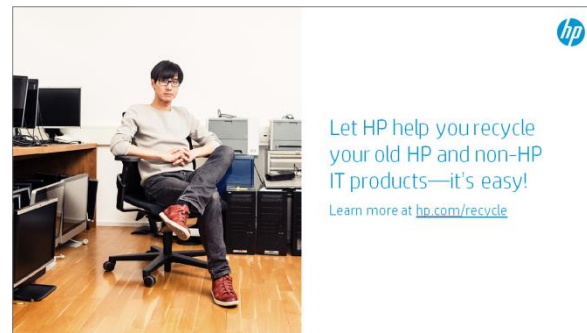
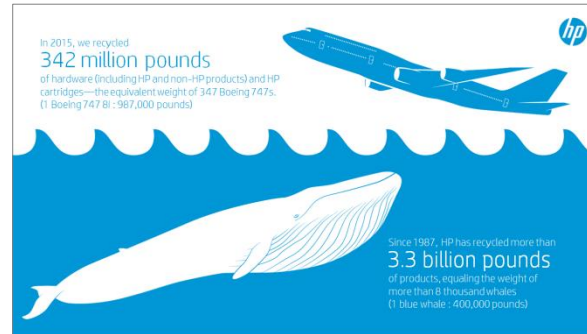
We collect used products for resale and recycling in 74 countries and territories worldwide.

HP Planet Partners celebrates 25 years.
Since 1987, HP Planet Partners has recycled more than 3.3 billion pounds of products, which equals the weight of more than 8 thousand blue whales.

Globally, we provide our customers with comprehensive, responsible reuse and recycling programs. More than 80% of our ink cartridges and 38% of HP LaserJet toner cartridges are now manufactured with closed-loop recycled plastic.¹ Our remanufacturing programs give IT hardware a new lease of life, reducing environmental impacts from disposal. We only recycle products that cannot be reused. With the HP Planet Partners return and recycling program, it's easier than ever to recycle supplies and retire hardware products with less environmental impact. For more than 25 years, we've been making a difference—together.

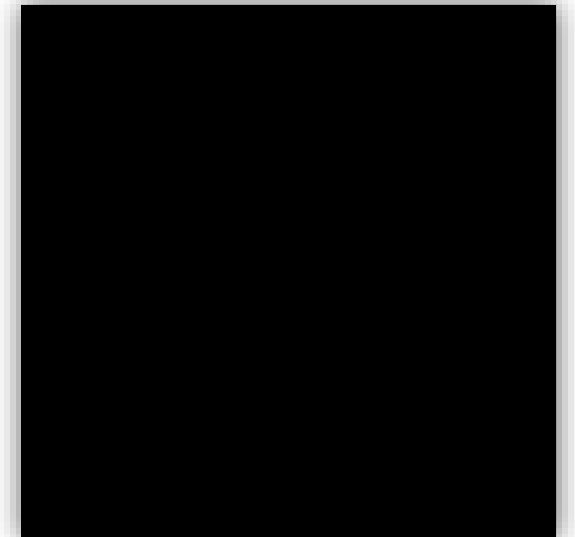
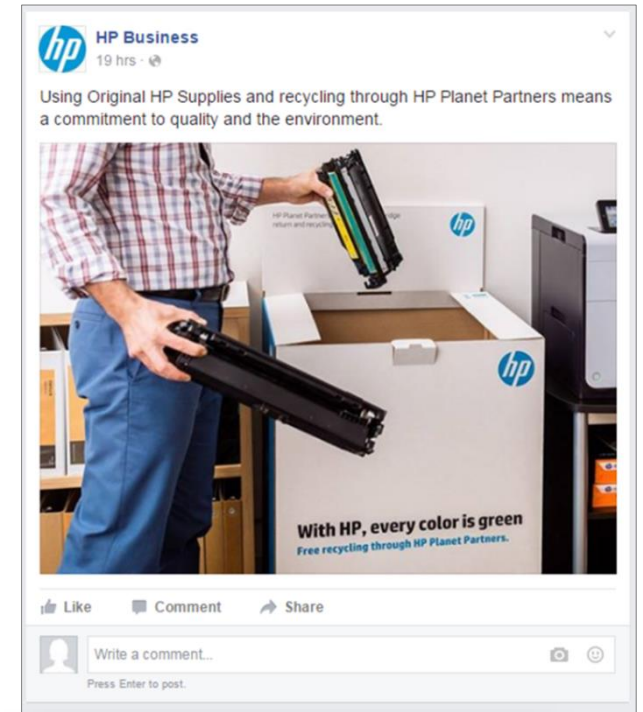
Infographics & Slides

Infographics and PPT slides visually communicate the milestones of HP's Planet Partners.



Social Media

Social media posts celebrate the milestones of HP's Planet Partners 25th anniversary, thank customers for their participation, and encourage customers to continue recycling their supplies and hardware with HP.



Retail partnership

HP is committed to helping you create a brighter future.

- Save energy using HP PCs and printers that are ENERGY STAR® certified
- Reduce paper waste with printers that have automatic two-sided printing
- Recycle your empty ink cartridges for free at Walmart. For more than 25 years, you've been recycling with HP Planet Partners and making a difference!

HP Stream 11 Notebooks (EPEAT® Silver registered)

HP ENVY 4512 All-in-One

HP 63 Ink Cartridges

Free and easy recycling with HP and Walmart

Find HP ENERGY STAR® certified products at a Walmart near you.

Windows 10 intel Inside

Available at **Walmart** Walmart.com

Program availability varies. For more information, visit hp.com/recycle. ENERGY STAR® registered where applicable. EPEAT® registration varies by country. See www.epeat.net for registration status by country. © Copyright 2016 HP Development Company, LP. The information contained herein is subject to change without notice. ENERGY STAR and the ENERGY STAR mark are registered trademarks owned by the U.S. Environmental Protection Agency, Intel, Pentium, Intel Core, Celeron, Intel logo and the Intel Inside logo are trademarks of Intel Corporation in the U.S. and other countries. All other trademarks are the property of their respective owners.

Walmart USA Today ad- April 2016

Best Buy Sustainable @BestBuyCSR · 5 Jul 2016
@BestBuy is proud take back ink for recycling as part of HP #PlanetPartners #sustainability

HP @HP
#DYK 644M pounds of print cartridges have been recycled through HP #PlanetPartners? hp.com/recycle

QBiz-IT @qbizit · 5 Jul 2016
HP: HP #PlanetPartners celebrates 25 years of recycling print cartridge. hp.com/recycle #qbizit #HP #it

682 million
HP cartridges recycled from 60 countries

Best Buy and other partner re-tweets

Print Ads & brochures

Print Ads – either co-branded marketing or HP brand sponsorship opportunities.



HP Planet Partners
celebrates 25 years of making
a difference—together.



With your help, HP has recycled more than
3.3 billion pounds of products since 1987.



Using closed-loop recycled content, we've produced
3 billion Original HP Ink and LaserJet toner cartridges.



We use about **1 million recycled plastic water bottles** every day to make new HP ink cartridges.

With the HP Planet Partners return and recycling program,
it's easier than ever to recycle supplies and retire hardware
products with less environmental impact.¹

Visit hp.com/recycle to recycle any brand of computer
equipment or HP cartridges today.




keep reinventing

¹ Program availability varies. For more information, visit hp.com/recycle.
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Environmental Brief #1: Closed Loop Process



**Close the loop with HP:
Choose recycled content**

Experience the pride of making the right choice

It's free and easy to recycle your Original HP cartridges through the HP Planet Partners recycling program. With your help, we're diverting millions of pounds of material from landfills. At the same time, nearly 30% of ink and toner cartridges sold by remanufacturers will ultimately be thrown away, because they do not collect and recycle their own products.¹



HP closed-loop recycling process

- Customers buy Original HP cartridges
- Customers recycle with HP Planet Partners
- HP sorts, then shreds or disassembles cartridges
- HP uses recycled plastics from cartridges, water bottles, and more
- HP manufactures Original HP cartridges with new and reformulated plastics

For a complete list of Original HP Ink or toner cartridges made from recycled plastic, go to hp.com/go/RecycledContent.

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With your help, we bring used products back to life
HP Planet Partners recycling program

Millions of HP customers across the globe take part in this process, and you can too. Recycle today with the HP Planet Partners program.²

80% 

of Original HP ink cartridges contain closed-loop recycled plastic

100% 

of Original HP toner cartridges contain recycled content



70
million recycled plastic hangers



3.7
billion recycled plastic bottles—that's enough bottles to reach the moon and back



735
million ink and toner cartridges recycled by customers through HP Planet Partners

HP diverts 1 million plastic bottles from landfills every day to be used in new ink cartridges


Get started at hp.com/recycle

¹ InfoTrends, 2016 North America Supplies Recycling study, commissioned by HP. Findings are based on average results of interviews with 9 remanufacturers, 3 NDC manufacturers, 3 brokers, and 2 distributors. For details, see go.com/go/2016InfoTrends
² Program availability varies. For more information, visit hp.com/recycle

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4446-986-EMUC, April 2017







Environmental Brief #2: Designed With The Environment In Mind



Help drive positive environmental change by choosing Original HP cartridges

HP printing supplies are designed with the environment in mind

Trust Original HP cartridges to create the impact your business deserves. Alternatives will lead you to believe they are a good environmental choice, but a closer look will tell a different story. Here is a quick look at why using Original HP supplies is the right choice for best environmental practices.

- 
HP manufactures using recycled content
 HP recycles its cartridges using a closed-loop recycling process where cartridges you recycle with HP Planet Partners are used as raw material in new HP cartridges.
- 
High-quality prints mean less wasted prints
 Wasted pages have the highest environmental impact in printing. Original HP toner cartridges reliably deliver impressive results, which means fewer reprints and less waste.¹
- 
HP offers free and convenient recycling
 The HP Planet Partners recycling program makes it free and easy to return your Original HP cartridges and helps you reduce the environmental impact of printing.²
- 
HP practices low-impact manufacturing
 HP has received awards for meeting carbon footprint goals across all business and supply chains, including suppliers.

Make the environmental choice

Original HP cartridges are uniquely designed to deliver the best results from your printer. Learn more at hp.com/recycle.

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Together, we're recycling for a better world³

With your help, we're closing the loop—100% of Original HP toner cartridges and 80% of Original HP ink cartridges are now made with recycled content from cartridges returned by customers like you.⁴ Here's the difference HP made in three years by using recycled plastic in ink cartridges instead of new plastic:



Recycle your HP ink and toner cartridges with HP—it's free and easy!²

With the HP Planet Partners return and recycling program, it's easier than ever to recycle your Original HP cartridges with less environmental impact.

<p>A few ink or toner cartridges</p>  <ul style="list-style-type: none"> Return to an authorized retail recycling location Request a pre-paid mailing envelope HP toner includes a FREE UPS pre-paid label 	<p>Multiple 2-2000 ink cartridges 2-75 toner cartridges</p>  <p>Print or request postage-paid shipping materials</p>	<p>Large quantity 2000+ ink cartridges 75+ toner cartridges</p>  <p>Request a pallet pickup</p>
------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

¹2016 Four Elements Consulting LCA study, commissioned by HP, compared Original HP 80A and 83A monochrome toner cartridges with a sample of remanufactured alternatives across eight environmental impact categories. For more information, see hp.com/loop/LCA-2016. The LCA leverages a SpornLab 2016 study, commissioned by HP, comparing Original HP LaserJet toner cartridges with two brands of non-HP toner cartridges sold in the U.S. For details, see www.spornlab.com/reports/HP%20L%2080A%20vs%20other%20brands%20report.

²Program availability varies. For more information, visit hp.com/recycle.

³For PET cartridges produced in 2013 and beyond. Based on a 2014 life cycle assessment (LCA) performed by Four Elements Consulting and commissioned by HP. The study compared the environmental impact of using polyethylene terephthalate (PET) plastic with the environmental impact of using recycled PET to manufacture new Original HP cartridges. For details, see hp.com/loop/recycledplastic.

⁴80% of Original HP ink cartridges contain between 45-70% recycled content. 100% of Original HP toner cartridges contain between 10-33% recycled content.

⁵Assumes 7.5 barrels of oil in a metric ton.

⁶Calculated with the US Dept of Interior, US Geological Survey data <http://pubs.water.usgs.gov/dw/dwdata.html>.

⁷Calculated with the EPA Greenhouse Gas Equivalencies Calculator. For details, see www.epa.gov/ghgreenhousegas/resources/calculator.html.



Environmental Brief #3: Remanufacturing Is Not Recycling



Remanufacturing is not recycling

There's a big difference between reusing cartridges and recycling them. Remanufacturers often claim that reusing cartridges is better for the environment—but there is more to the story.

Remanufacturing can create waste and drain resources



Nearly 90% of remanufactured cartridges collected will ultimately be thrown away.¹



Most remanufacturers fail to collect their own products because they don't have a recycling process.¹



Remanufactured toner cartridges have a 17% larger carbon footprint than Original HP toner cartridges.¹

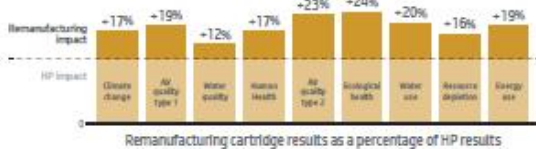
Remanufacturing can alter ecolabel qualifications

Original HP cartridges, tested together with HP printers and HP paper, meet indoor air quality criteria established by specific ecolabels like Blue Angel² and EPEAT.³

So be aware: replacing the Original HP cartridge with a remanufactured cartridge could impact your Blue Angel or EPEAT certification.

HP has a lower environmental impact than remanufacturing

Across all areas studied, Original HP toner cartridges had a lower environmental impact compared with remanufactured toner cartridges—making HP the wise choice.⁴



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12x
paper
waste

Remanufactured toner cartridges can use 12 times the paper for reprinting compared to Original HP toner cartridges.⁵

Original HP toner cartridges reliably deliver impressive results, a lower environmental impact, and less paper wasted on reprints.²



HP creates new products from recycled materials and reduces waste⁶
The HP closed-loop recycling process uses plastics from recycled HP cartridges to manufacture new Original HP Ink and toner cartridges. Remanufacturing rarely prevents cartridges from ending up in a landfill.⁶



HP is the best environmental choice for quality and sustainability
Paper is the main source of printing's environmental impact, and print quality plays a significant role in paper consumption. Using Original HP toner cartridges results in less paper wasted on reprints.



Original HP cartridges, recycled through the HP Planet Partners program, are never refilled, resold, or sent to a landfill⁷
The HP Planet Partners recycling program makes it free and easy to return your used Original HP cartridges.



HP has holistic sustainability programs
HP is recognized as a global leader for its actions and strategies in response to climate change. HP measures and discloses its carbon and water footprints for HP operations and the HP supply chain.⁸
Companies that remanufacture cartridges often appear to have environmental credentials, but they rarely provide transparent reporting based on available standards or address carbon footprint measurements or reductions.

Rely on a recognized leader when purchasing your IT equipment and supplies.



10
years
in a row

HP has been awarded a position on The Climate "A" List in CDP's Global Climate Change report ten years in a row.⁹

¹ InfoTrends, 2016 North America Supplies Recycling study, commissioned by HP. Findings are based on average results of interviews with 9 remanufacturers, 3 OEM manufacturers, 3 brokers and 2 distributors. For details, see <http://www.hp.com/go/na-2016infoTrends>.
² 2016 Four Elements Consulting LCA study, commissioned by HP, compared Original HP 80A and 80A remanufactured toner cartridges with a sample of remanufactured alternatives across eight environmental impact categories. For more information, see <http://www.hp.com/go/na-lca-2016>. The LCA leverages a Sennebogen/STB study, commissioned by HP, comparing Original HP LaserJet toner cartridges with two brands of non-HP toner cartridges sold in NA. For details, see www.sennebogen.com/Portals/0/STB/STB-NA-EM2016.pdf (branded footnote).
³ The Blue Angel criteria for printers, copiers, and multifunction devices (RAU-UZ 122) of the German Federal Environmental Agency are in effect as of 2007 and were valid until the end of December 2013. Since January 2013, the RAU-UZ 171 is in effect including a new particle number guide value for laser printers which supplements the established weight-based fine dust guide value of the Blue Angel.
⁴ Electronic Product Environmental Assessment Tool (EPEAT), managed by the Green Electronics Council of the International Sustainability Development Foundation (ISDF). For printing systems, the IEEE Standard for Environmental Assessment of Imaging Equipment (IEEE Std 1686.2-2012) is applied. 88% of Original HP ink cartridges contain between 45-70% recycled content, 100% of Original HP toner cartridges contain between 10-37% recycled content.
⁵ For more details, see the HP Sustainability report at <http://www.hp.com/brandstory>.
⁶ Program availability varies. For more information, visit <http://www.hp.com/brandstory>.
⁷ Based on HP review of corporate sustainability reports (if available) of five different cartridge remanufacturing companies, none of which cited global reporting standards as the basis for their reports.
⁸ See <http://www.hp.com/go/na-2016infoTrends> for the complete 2015 Climate "A" List.

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44AS-53730SLC, April 2017, Rev. 3



Sustainability Report

The annual HP Sustainability Report includes statistics and details about the Planet partners program accomplishments, amongst many other information about HP sustainability policy.

www.hp.com/sustainability





keep reinventing

carlos.lahoz@hp.com



Operational efficiencies

Use of renewable energy reduces GHG emissions

Energy efficiency and resource conservation incorporated into daily operations and new construction

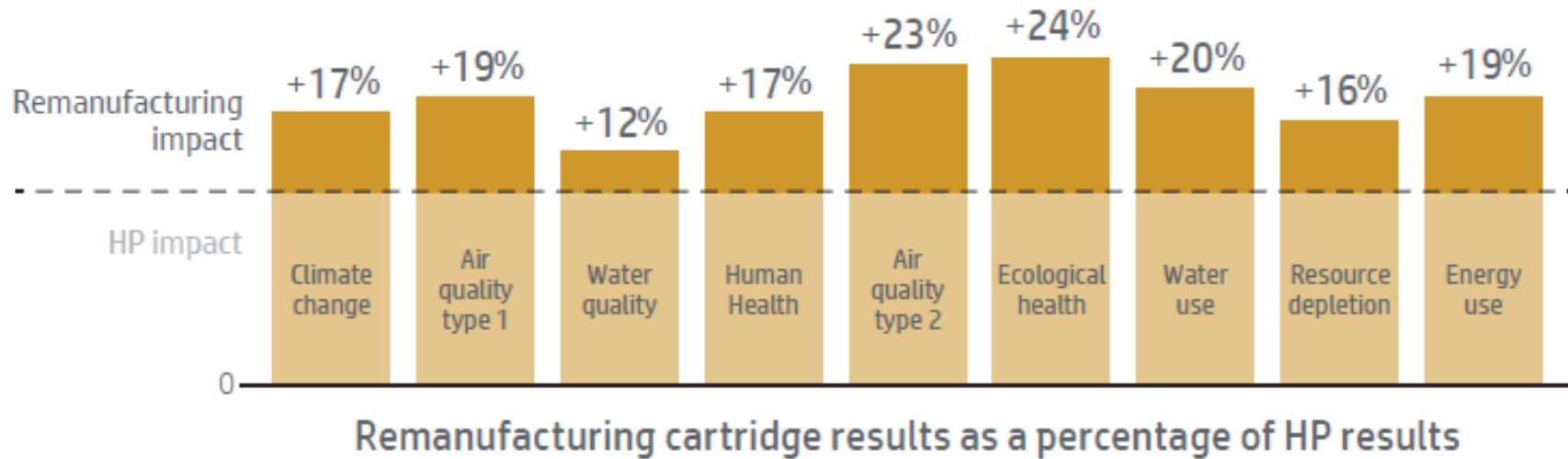
Design LEED-certified buildings

Reduce water consumption, particularly in water-stressed areas

Original HP toner cartridges have lower environmental impact than remanufactured cartridges

HP has proven lower environmental impact for 10 years in a row, surpassing alternatives and receiving awards from multiple environmental monitoring agencies including CDP's Global Climate Change report.⁹

Across all areas studied, Original HP toner cartridges had a lower environmental impact compared with remanufactured toner cartridges—making HP the wise choice.²



10 years in a row

HP has been awarded a position on The Climate "A" List in CDP's Global Climate Change report ten years in a row.⁹



² 2016 Four Elements Consulting LCA study, commissioned by HP, compared Original HP 80A and 83A monochrome toner cartridges with a sample of remanufactured alternatives across eight environmental impact categories. For more information, see hp.com/go/NA-LJLCA-2016. The LCA leverages a *SpencerLab* 2016 study, commissioned by HP, comparing Original HP LaserJet toner cartridges with two brands of non-HP toner cartridges sold in NA. For details, see www.spencerlab.com/reports/HPReliability-NA-RM2016.pdf (branded footnote).
⁹ See https://b8f65cb373b1b7b15feb-c70d8ead6ced550b4d987d7c03fcd1d.ssl.cf3.rackcdn.com/cms/reports/documents/000/001/228/original/CDP_Climate_Change_Report_2016.pdf?1485276095 for the complete 2015 Climate "A" List.



HP's circular economy

