



March 15, 2018

Dear Qualified Partner,

As a valued HP Partner, we want to be sure that we keep you informed of critical market activity that could impact our business. You may be aware that Canon has recently announced the filing of a complaint with the US International Trade Commission against 49 manufacturers, distributors and sellers that allegedly infringe on key Canon patents.¹ Canon also announced the filing of complaints against several companies in U.S. district courts across the country based, in part, on sales that may be found to infringe on these patents.

The Canon patents cover a broad array of Original HP Toner Cartridges. As such, we are pleased to see that Canon remains vigilant in protecting its Intellectual Property (IP).

There are a number of New Build Compatible cartridges, primarily produced in China, which in some cases have been found to be in violation of Canon's IP and barred from import into the United States. Some cartridge clone manufacturers claim to be "patent infringement free." Canon's newly granted patents bring those claims into question. To protect your business reputation and financial interests, we ask that you verify the source of your print supplies to make sure they are not in violation of Canon's IP.

If you are selling New Build Compatible toner cartridges, you may be at risk for IP infringement. Specifically, under US law "..., whoever without authority makes, uses, offers to sell, or sells any patented invention, within the United States or imports into the United States any patented invention during the term of the patent therefore, infringes the patent."²

In summary, as a trusted partner, we want you and your business to be aware of potential IP infringement issues. HP respects the intellectual property of others and we expect our partners to do the same. Please be aware that HP takes partners' violation of intellectual property rights very seriously and will take it into consideration when assessing eligibility for certain Partner Programs and, ultimately, in our decisions as to the partners with which we choose to do business.

We look forward to growing our business with you. And as always, please reach out to your HPSales Representatives with any questions.

Sincerely,

A handwritten signature in blue ink that reads "David Lary". The signature is written in a cursive style with a large, looping 'D' and 'L'.

David Lary

VP of Americas Supplies Sales

HP Inc.