

Smarter technology for all

SSG

Investor Luncheon

Hong Kong | March 5, 2025

Lenovo

Smarter technology for all

Lenovo Journey: Smarter AI For All

Ken Wong, EVP and President, SSG

Lenovo

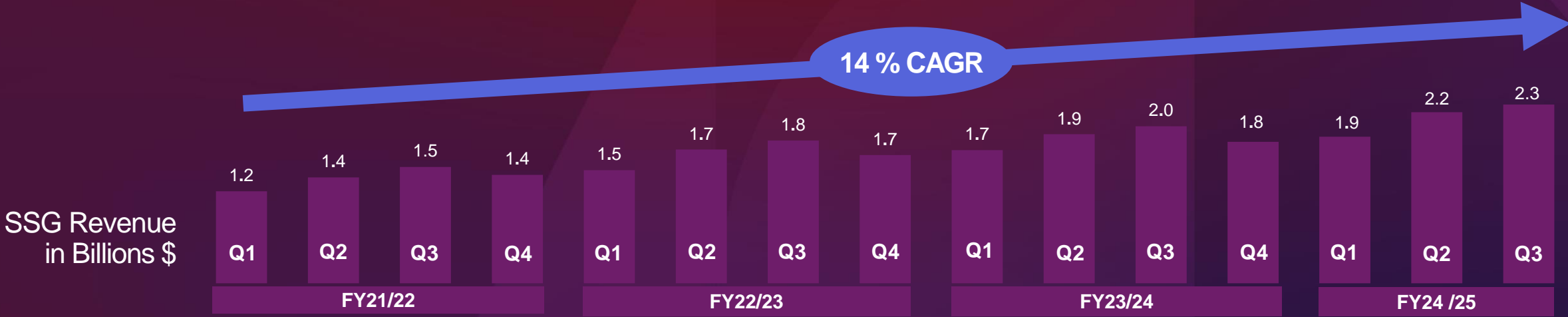
Smarter technology for all

SSG: Bring AI to Enterprises

Linda Yao, VP & GM, Hybrid Cloud & AI Solutions,
SSG

Lenovo

15 Consecutive Quarters of YTY Revenue Growth



FY24/25 Q3 Results

Record
Revenue and Profit

15th
Consecutive Quarter
Double-digit y/o/y
Revenue Growth

20%
Profitability

59%
Non-hardware-tied
Revenue

FY24/25 Q3 Customer Highlights

DWS

Continued Momentum

Flagship Airline in APAC



- IT infrastructure
- DWS Managed Services / Care of One
- Enhancing UX
- TCO savings

Hybrid Cloud

Services Expansion

Austrian Construction and Real Estate Company



- Data center consolidation via TruScale
- Improving performance
- Reducing costs by 20%

AI Services

Enterprise Use Cases

Global Fortune 500 Beverage Brand



- Lenovo AI Cloud
- SLA of 99.9%
- Cost reduction of 30%

Global Electronics Components Manufacturer



- Device as a Service
- Cost-savings and efficiency

U.S.-based AI Cloud Provider



- GPU as a Service
- Core AI platforms available and reliable

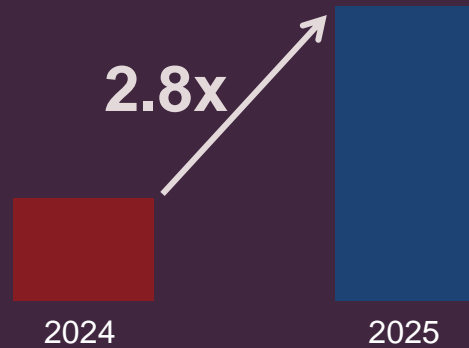
Global Leader in Renewable Energy Technology



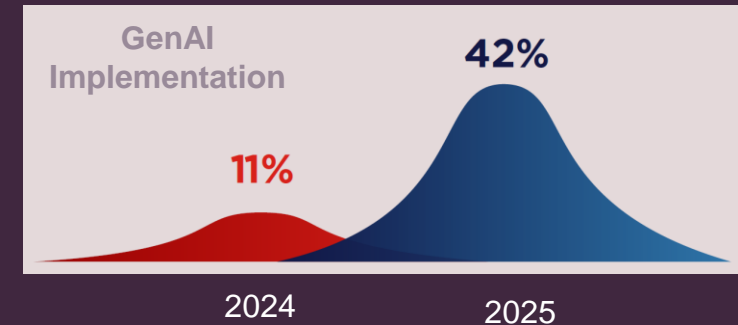
- AI agent solution for customer care
- Globally unified, efficient, intelligent call center

It's Time for AI-nomics | Key insights

AI budgets are expected to nearly triple in 2025



AI investment will flow to **Generative AI** as organizations lean into the technology and its tangible **business outcomes**



High optimism, but AI adoption maturity varies

Financial risks and uncertain ROI **33.3%**

Insufficient or disorganized data for AI **33.0%**

Lacking in-house AI expertise **32.5%**

Top Challenges

An **on-premises** and/or **hybrid deployment** approach is preferred for AI, but help is needed

63%

prefer using **on-premises** and/or **hybrid infrastructure** for AI workloads

79%

plan on using AI professional services to bridge internal skills gaps

Lenovo Hybrid AI Advantage

**Improve
Productivity**

**Increase
Agility**

**Innovate
with Trust**

Lenovo AI Library

Suite of ready-to-customize functional and vertical solution accelerators

Services

Models & Software

Data

Infrastructure & Devices

PERSONAL

ENTERPRISE

PUBLIC

New: Lenovo Hybrid AI Advantage with NVIDIA Solutions

Our integrated AI use case solutions turn intelligence into outcomes faster

Create

For Content Generation

Audio, text, video development, sentiment and context analysis

Engage

Customer Service

Chatbots, websites automated translation, customer support

Assist

Knowledge assistants

Legal, HR, Finance and workplace assistants

Innovate

IT and Operations

AIOps, service management, and IT assistants

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Agentic AI Platform

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AI Everscale Platforms

NetApp
AIPOD™

Red Hat
OpenShift AI

NUTANIX
GPT-in-a-Box™

vmware
Private AI Platform

Lenovo AI Library

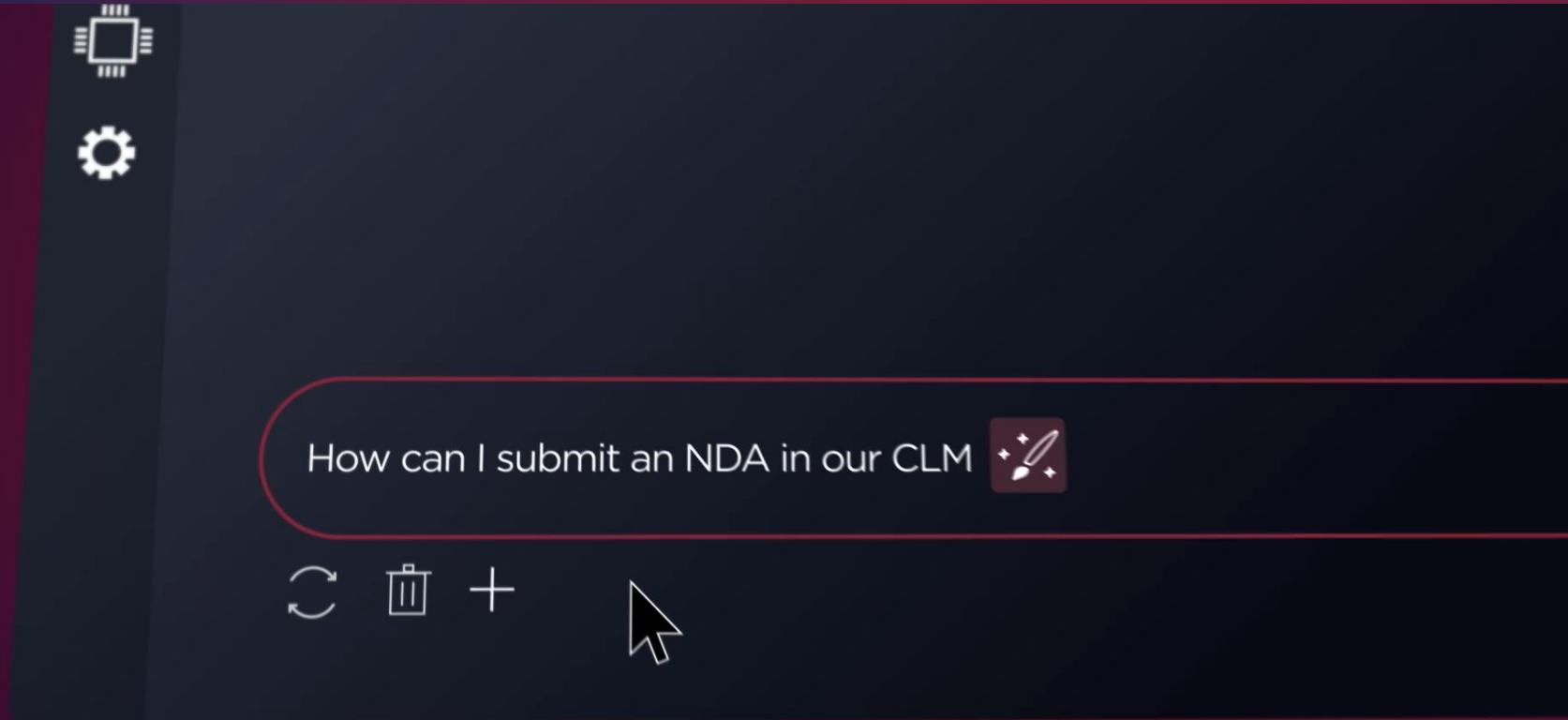
Services

Models & Software

Data

Infrastructure & Devices

Legal review that is faster, more accurate, and risk-reduced



45%

Increase in accuracy

80%

Improved data reuse

Vertical Industry Expertise

Lenovo

AI Deployment / Warehouse Automation



RESULTS

40%

Faster
Processing

30%

Energy
Reduction

30%

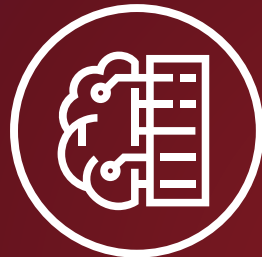
Improved
Efficiency

Our complete **Hybrid AI** portfolio

Enabling Lenovo's vision of Smarter AI for All



**AI services
& solutions**



**AI PCs &
workstations**



**AI infrastructure
& software**



**AI Innovators &
partner ecosystem**

80+

AI-ready
platforms

#1 business
PC, workstation
provider

#1
in infrastructure
reliability

#1
supercomputer
provider globally

Lenovo Neptune®

6th generation liquid-
cooling innovation

Smarter
technology
for all

Lenovo

thanks.