

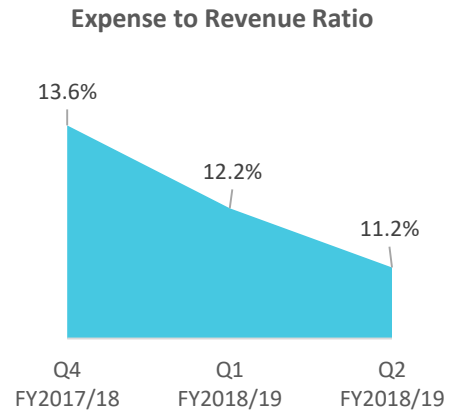
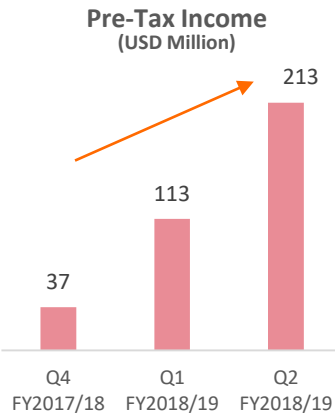
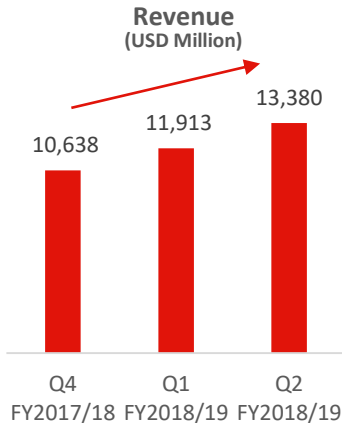
Investor Factsheet

FY18/19 Q2

HKSE:992 ADR:LNVG Nov 2018

Lenovo is a US\$45 billion Fortune Global 500 company and a global technology leader in driving Intelligent Transformation through smart devices and infrastructure that create the best user experience. Lenovo manufactures one of the world's widest portfolios of connected products, including smartphones (Motorola), tablets, PCs (ThinkPad, Yoga, Lenovo Legion) and workstations as well as AR/VR devices and smart home/office solutions. Lenovo's data center solutions (ThinkSystem, ThinkAgile) are creating the capacity and computing power for the connections that are changing business and society. Follow us on [LinkedIn](#), [Facebook](#), [Twitter](#), [Instagram](#), [Weibo](#), read about the latest news via our [Storyhub](#), or visit our investor relations website at <https://investor.lenovo.com>

FY18/19 Q2 Results Highlights



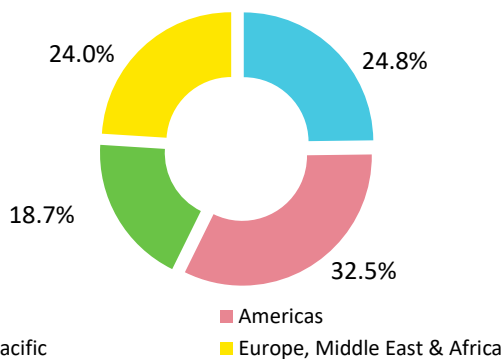
Revenue

- ↑ **14% YoY to US\$13.4 billion**
- the highest quarterly revenue in nearly four years; 5th consecutive quarter of YoY growth
- 3rd consecutive quarter of double-digit growth

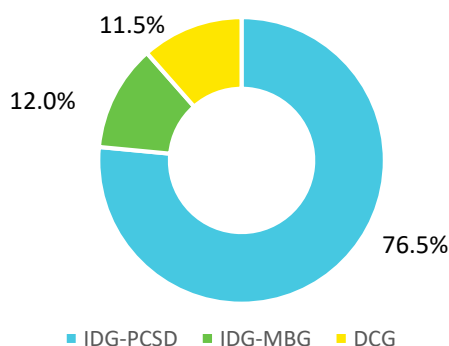
PTI

- ↑ **509% YoY to US\$213 million**
- YoY improvement for 4 consecutive quarters
- all businesses reporting profit improvements

Revenue by Geography



Revenue by Business Group



Intelligent Devices Group (IDG) - PC & Smart Device Group (PCSD)

- Global #1 PC player with record market share of 23.7%
- Record high revenue – surpassed US\$10 billion milestone
- Industry leading PTI margin of 5%
- Double-digit YoY revenue growth for 3rd consecutive quarter; premium to market revenue growth of 17.5% YoY



Intelligent Devices Group (IDG) - Mobile Business Group (MBG)

- Operationally breakeven of Motorola globally
- Reduced operating expense by \$175 million YoY
- Focus on selected markets:
 - North America: shipment +53.4%, share at 7.7%, #4 by IDC
 - Latin America: solid #2 by IDC, market share at 17.5%



Data Center Business Group (DCG)

- WW#4 Cloud Infrastructure vendor, fastest growing among top global vendors (IDC)
- Revenue +58% YoY; profitability +9.5 points YoY
- 4 consecutive quarters of YoY PTI margin improvement
- Triple digit revenue growth in NA; double digit revenue growth in AP, China and EMEA



Strategic partnership with
Netapp

Intelligent Devices Group

Energized by synergies from shared platforms and resources, this business group is quickly yielding strong returns. We are committed to driving the convergence of Computing & Communication technologies to enable Smart IoT through our intelligent devices.

PC and Smart Device Business Group

PCs are Lenovo's stronghold. While we continuously innovate and evolve our PC offerings, Lenovo is attacking growth segments such as gaming, detachables, workstations, Chromebooks and exploring new opportunities across augmented reality (AR), virtual reality (VR), augmented intelligence (AI), Internet of Things (IoT) and smart devices.

Mobile Business Group

Lenovo's smartphone business continues to gain new ground globally with the Motorola brand as it challenges industry convention and defines a new era of mobile innovation. Over the last year, Motorola has launched significant new products, including moto z³, the first 5G enabled smartphone when paired with the new 5G moto mod, and continues to ramp up its branding efforts worldwide.



Data Center Business Group

We remain committed to our vision of being the most trusted data center partner for our customers' digital transformation. Ranked #1 in customer satisfaction and x86 reliability, Lenovo's data center portfolio spans servers, storage, converged and hyperconverged, networking, hyperscale, software and services. Fueled by continued investments in people and technology, we recently introduced the most comprehensive data center portfolio in our history, including the new ThinkSystem and ThinkAgile.



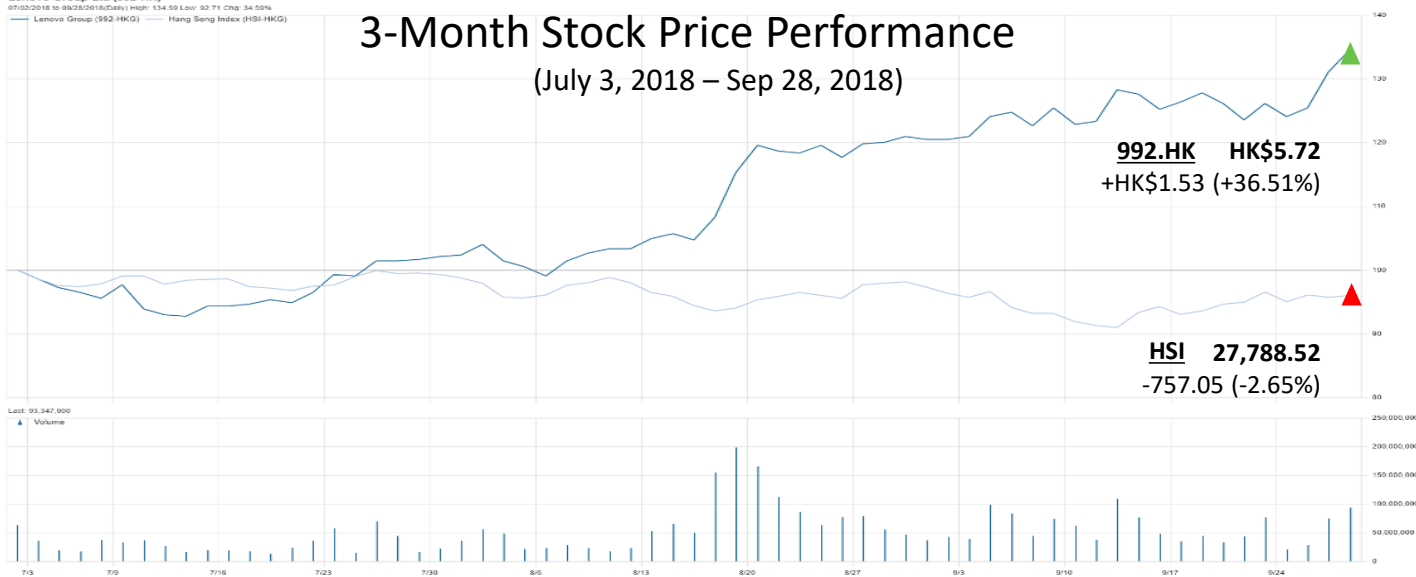
Lenovo Capital and Incubator Group

As part of our innovation focus, this business group aims at developing new technologies through global technology incubation and investments, strengthens the strategy of Smart Internet and "AI + Industry", focuses investing in the five key technological directions of Smart Internet value chain: IoT + Edge Computing + Cloud + Big Data + Artificial Intelligence, and drives it to integrate deeply with vertical industries and Lenovo ecosystems.

Lenovo Group Ltd (992.HK)
07/03/2018 to 09/28/2018 (Data) High: 134.55 Low: 92.71 Chg: 34.55%

3-Month Stock Price Performance

(July 3, 2018 – Sep 28, 2018)



Stock Information

- Incorporated in Hong Kong in 1988
- Listed on the main board of The Stock Exchange of Hong Kong since February 1994 (Stock code: 992)
- Issued Level I American Depositary Receipts (ADRs) in March 1995. Each ADR represents 20 Lenovo common shares (Stock code: LNVGY)
- Subdivided issued and un-issued common shares of nominal value at HK\$0.1 each into four shares of HK\$0.025 each in March 2000
- Ordinary shares outstanding as of Sep 30, 2018: 12,014,791,614 shares
- Market capitalization as of Sep 30, 2018: HK\$68.72 billion (approx. US\$8.81 billion)

Ownership structure

as of Sep 30, 2018

64.81%	Public Shareholders
29.10%	Legend Holdings Corporation
5.89%	Mr. Yang Yangqing Chairman & CEO of Lenovo
0.20%	Other Directors

Lenovo

Morrisville

1009 Think Place, Morrisville,
North Carolina 27560
The United States
Phone: +1-855-253-6686

Beijing

6 Chuang Ye Road, Haidian
District,
Beijing 100085, China
Phone: +86-10-5886-8888

Singapore

151 Lorong Chuan,
#02-01,
New Tech Park, Singapore
556741