

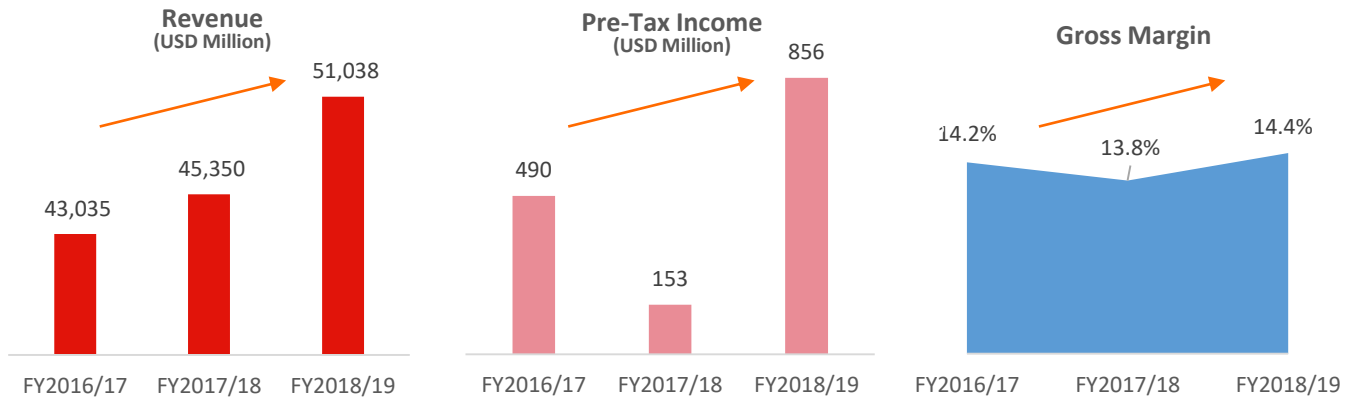
Investor Factsheet

FY18/19 Annual Results

HKSE:992 ADR:LNVG May 2019

Lenovo is a US\$50 billion Fortune Global 500 company, with 57,000 employees and operating in 180 markets in the world. Focused on a bold vision to deliver smarter technology for all, we are developing world-changing technologies that create a more inclusive, trustworthy and sustainable digital society. By designing, engineering and building the world's most complete portfolio of smart devices and infrastructure, we are also leading an Intelligent Transformation - to create better experiences and opportunities for millions of customers around the world. To find out more, follow us on [LinkedIn](#), [Facebook](#), [Twitter](#), [Instagram](#), [Weibo](#), and read about the latest news via our [Storyhub](#), or visit our investor relations website at <https://investor.lenovo.com>

FY18/19 Annual Results Highlights



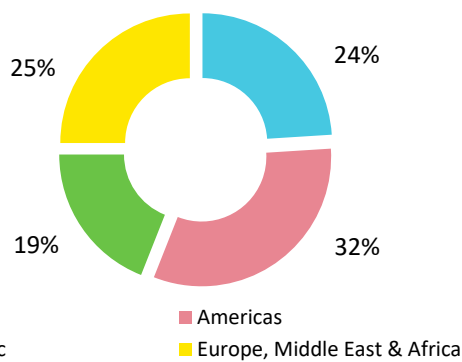
Revenue

- ↑ **13% YoY to US\$51 billion**
- Surpassed US\$50 billion for the first time
- Setting a new record at US\$51 billion

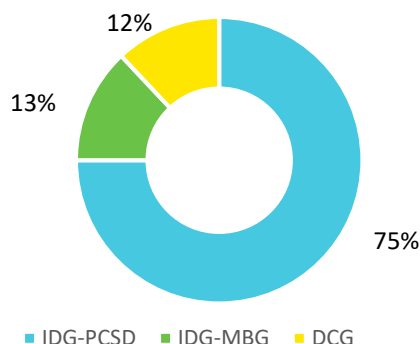
PTI

- ↑ **459% YoY to US\$856 million**
- Achieved record level of PCSD PTI
- Losses in MBG and DCG were significantly narrowed

Revenue by Geography



Revenue by Business Group



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



- Double-digit revenue growth for 5th consecutive quarter
- PC returned to #1 with record share of 23.4%
- Fastest growing PC player among global Top 5
- Record-breaking revenue and PTI in FY18/19; Record high shipments in PC
- Became the top player in the \$800+ price segment in commercial notebook PCs for 3 consecutive quarters

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



- Revenue and shipments grew at premium to market YTY in Q4, thanks to higher activation rate on the 7th Gen Moto G and Motorola One Franchise launches
- Focused strategy and enhanced product portfolio reduced complexity and improved efficiency
- Turned profitable in the second half of the year, thanks to solid strategy execution to focus on selected markets, product portfolio enhancement and expense reduction

Data Center Business Group (DCG)



- Accelerated topline YoY growth of 37% in FY18/19, highest in 3 years
- Revenue surpassed US\$6 billion first time since IBM x86 acquisition
- Record-high revenue driven by triple-digit growth in Hyperscale and almost double in Software Defined Infrastructure



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 and intelligent technologies.

PC and Smart Device Business Group

PCs are Lenovo's stronghold. While we continuously innovate and evolve our PC offerings, Lenovo continues to deliver on its Intelligent Transformation vision with recent innovations such as the Lenovo Smart Clock, Lenovo Smart Display, Lenovo Smart Tabs and ThinkSmart Hub and exploring new opportunities across augmented reality (AR), virtual reality (VR), augmented intelligence (AI), Internet of Things (IoT), security and as-a-service solutions.



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. Most recently, the company launched innovations like the new Moto G7 family and Moto Z3 with the 5G moto mod, the world's first 5G upgradeable smartphone.

Data Center Business Group

The Data Center Group, ranked #1 in customer satisfaction and x86 reliability and the #1 provider of TOP500 supercomputers, spans servers, storage, converged and hyperconverged, networking, hyperscale, software and services. Fueled by continued investments in people and technology, Lenovo's ThinkSystem and ThinkAgile solution portfolios create the capacity and computing power for the connections that are changing business and society. In addition, key global strategic partnerships such as that with NetApp now operational in China, have significantly expanded our storage and data management market segment coverage.



Lenovo Capital and Incubator Group

A significant component of our innovation focus is the Lenovo Capital and Incubator Group (LCIG). The LCIG develops new technologies through strategic global incubation and investments in five key areas of the Smart Internet value chain: IOT + Edge Computing + Cloud + Big Data + Artificial Intelligence, and drive it to integrate deeply with vertical industries and Lenovo ecosystem.

3-Month Stock Price Performance

(Jan 2, 2019 – Mar 29, 2019)



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 Mar 31, 2019: 12,014,791,614 shares
- Market capitalization as of Mar 31, 2019: HK\$84.82 billion (approx. US\$10.81 billion)

Ownership structure as of Mar 31, 2019

64.816%	Public Shareholders
29.102%	Legend Holdings Corporation
5.886%	Mr. Yang Yangqing Chairman & CEO of Lenovo
0.196%	Other Directors

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