

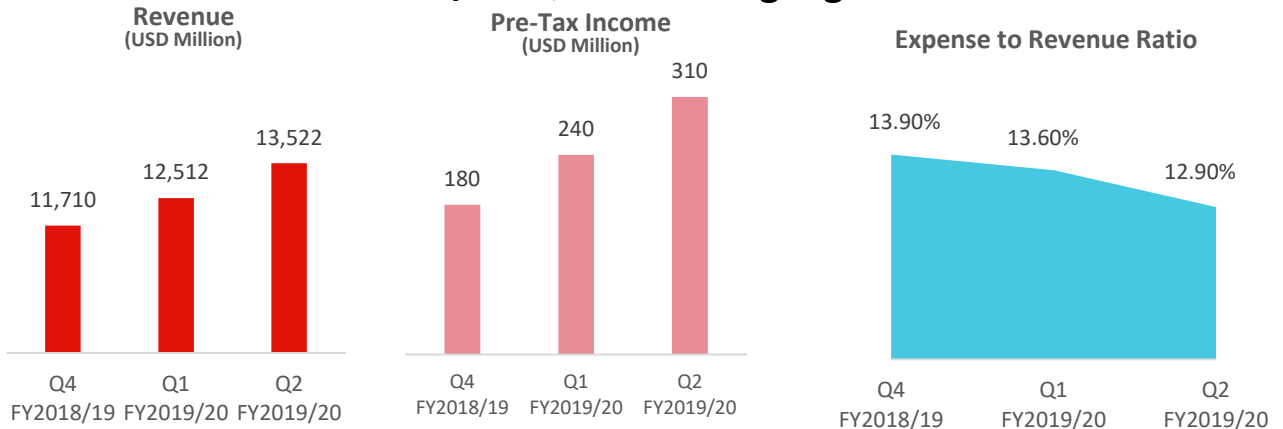
Investor Factsheet

FY19/20 Q2

HKSE:992 ADR:LNVGY Nov 2019

Lenovo is a US\$50 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>

FY19/20 Q2 Results Highlights



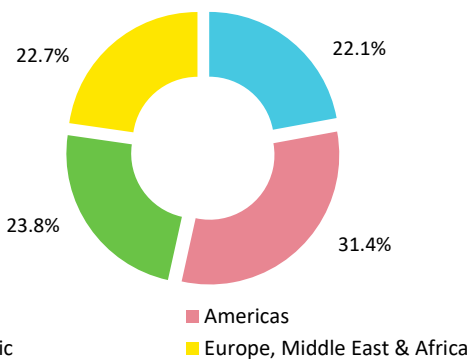
Revenue

- Sustained revenue growth at **US\$13.5 billion**
- 9th consecutive quarter of YoY growth

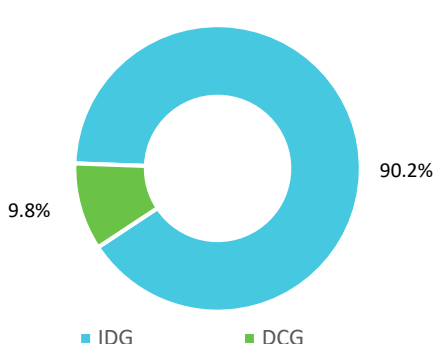
PTI

- ↑ **45% YoY to US\$310 million**
- Highest PTI in FYQ2 since acquisitions of x86 and Motorola businesses

Revenue by Geography



Revenue by Business Group



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

- Sustain its position as the worldwide #1 in PCs with 24.4% market share
- Stable revenue growth of 4% YoY
- Set a record PTI margin of 5.7% thanks to a favourable shift in sales mix in high-growth and premium segments and the increase in contribution from high-margin software and services businesses
- Continue to drive premium-to-market growth and industry-leading profitability



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

- Fourth consecutive quarter of profitability and positive PTI, improving US\$57 million YoY
- In North America, Lenovo moved up two places in the industry rankings from the previous quarter to number four
- Continues to focus on inventory controls, portfolio efficiency and diligent cost controls to help expand margins
- Seeks opportunities to drive growth in new markets and invests in innovation and technological leadership



Data Center Business Group (DCG)

- Continued to improve profitability YoY for the ninth consecutive quarter
- Encouraging strong double-digit growth in Storage, SDI and HPC as a result of an expanded storage portfolio, strong ThinkAgile offerings and new HPC project wins
- To grow hyperscale customer base by leveraging its differentiated in-house design for large scale applications

Intelligent Devices Group

With a continuing focus on operational excellence, our strategy enables us to significantly outgrow the market across high-growth and premium categories including Workstation, Thin & Light, Visuals, Gaming PCs, Chromebooks and Services.



PC and Smart Device Business Group

The PC and smart devices business delivered another exceptional quarter, driven by customer-centric innovation that powers our vision of bringing smarter technology to all. In PCs, volume continues to outgrow the market, and we hold 24.4% of the global PC market, sustaining its position as the worldwide #1 in PCs, meaning one out of every 4 PCs sold in the world is by Lenovo.

Mobile Business Group

Our mobile business under IDG delivered its 4th consecutive profitable quarter in Q2 FY2019/20. The group continues to focus on inventory controls, portfolio efficiency and diligent cost controls to help expand margins. Going forward, Lenovo will continue its investment in its mobile business to drive ongoing and future growth opportunities in select new and profitable markets. In November, the company unveiled an evolution of the iconic flippable cell phone that marked a generation: the new motorola razr™, a fashion icon that defined a part of pop culture.



Data Center Business Group

Lenovo's Data Center Group remains #1 in the world in performance with 160 world records, #1 in x86 reliability, and the #1 provider of supercomputers in the TOP500 list. Fueled by continued investments in the future, people and technology, the Data Center business continues transformation to a complete portfolio data center organization as it drives the future of Smart Infrastructure from edge to cloud. Lenovo's ThinkSystem and ThinkAgile solution portfolios as well as Lenovo TruScale Infrastructure Services, create the capacity and computing power for the connections that are changing business and society.

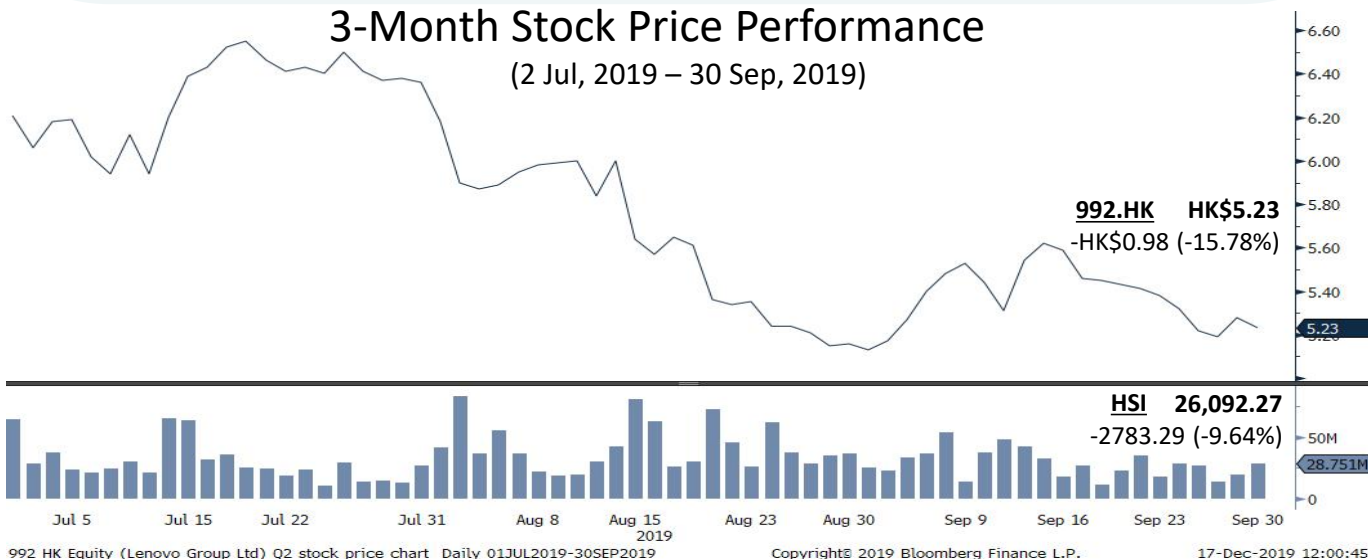


Lenovo Capital and Incubator Group

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

(2 Jul, 2019 – 30 Sep, 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 Sep 30, 2019: 12,014,791,614 shares
- Market capitalization as of Sep 30, 2019: HK\$62.84 billion (approx. US\$8.03 billion)

Ownership structure

as of Sep 30, 2019

64.85%	Public Shareholders
29.10%	Legend Holdings Corporation
5.96%	Mr. Yang Yangqing Chairman & CEO of Lenovo
0.09%	Other Directors

Lenovo

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