

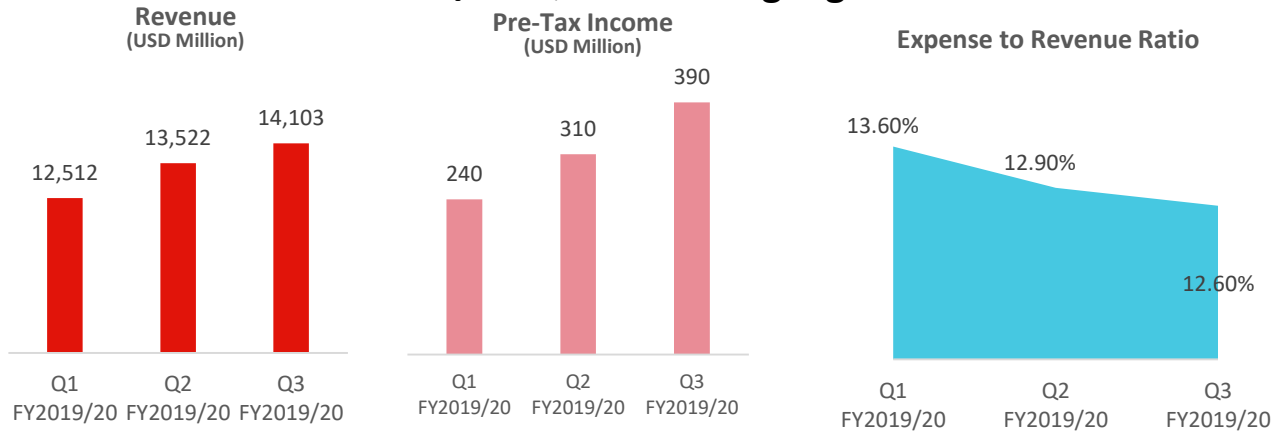
Investor Factsheet

FY19/20 Q3

HKSE:992 ADR:LNVGY Feb 2020

Lenovo is a US\$50 billion Fortune Global 500 company, with 57,000 employees and operating in 180 markets around 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. 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 Q3 Results Highlights



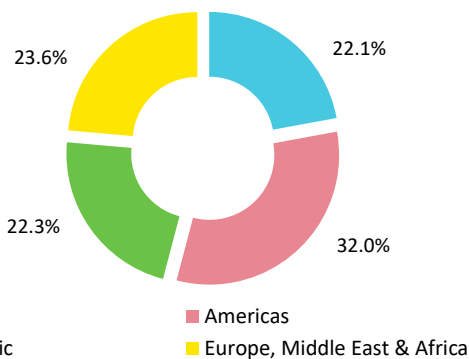
Revenue

- All-time high revenue at **US\$14.1 billion**
- 10th consecutive quarter of YoY growth

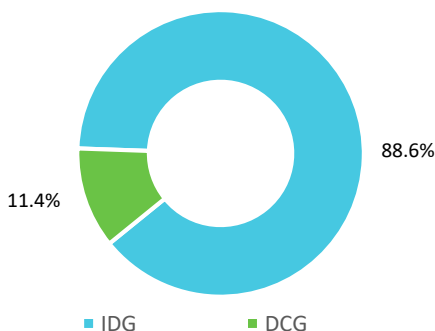
PTI

- ↑ **11% YoY to US\$390 million**
- Highest PTI margin since acquisitions of Motorola Mobility and x86 server 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 in 2019, with 24.3% market share
- Pre-tax profit up 17% YTY on further expansion of industry-leading profitability; pre-tax margin reaching a record 6.2%
- Volume in Gaming, Thin & Light, Visuals, Workstations and Chromebooks continued to grow at high double-digits and significantly outgrew the market by double digits year-on-year



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

- Posted its fifth consecutive quarter of profitability
- In stronghold of Latin America Lenovo's volume outgrew the market by 19 points, while improving pre-tax income margin to 5.8%
- Investing in innovation with successful launch of Motorola razr to re-enter premium segment
- Continue to strengthen profitability while driving growth in new markets



Data Center Business Group (DCG)

- Server shipments grow by 18% year-on-year
- Non-hyperscale had its highest revenue in four years and grew nearly 16%, with the revenue from the China market alone up 46% year-on-year
- Encouraging growth in enterprise server, software defined infrastructure, storage, and Software/Services
- Continue to expand customer base and product to drive hyperscale growth

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 with record high shipments, and we hold 24.3% 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 5th consecutive profitable quarter in Q3 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. The recently launched Motorola razr signals a re-entry for the company to the premium segment – a market segment that will be an ongoing focus in the future.

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.

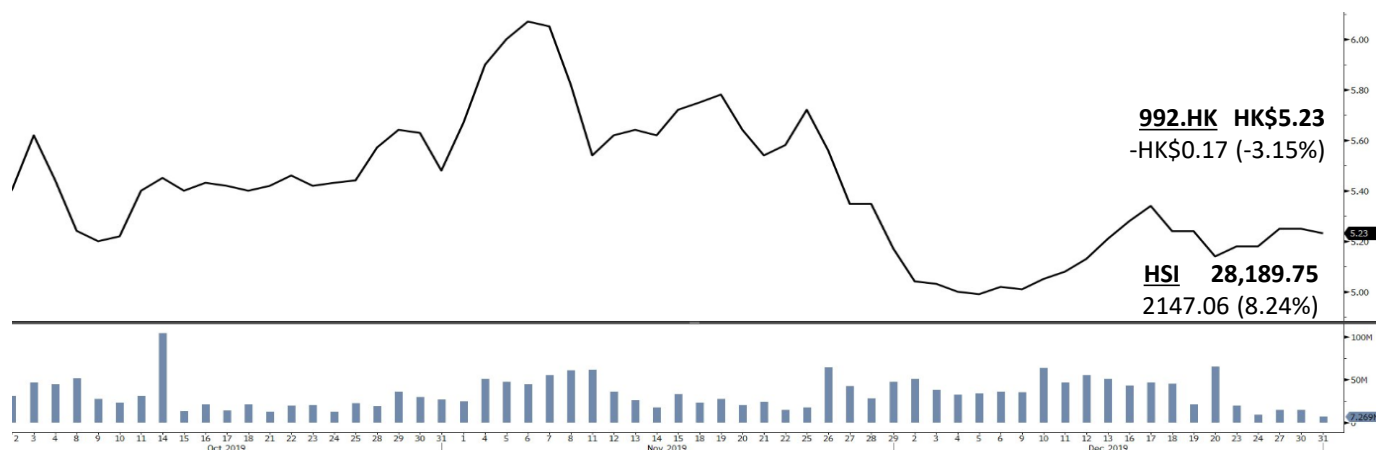


Lenovo Capital and Incubator Group

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 Oct, 2019 – 31 Dec, 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 Dec 31, 2019: HK\$62.84 billion (approx. US\$8.03 billion)

Ownership structure

as of Dec 31, 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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