

Transforming the Data Center - “Legacy-Free”

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Lenovo™

3-Wave Strategy

1

**Maintain PC
Leadership
and Profitability**

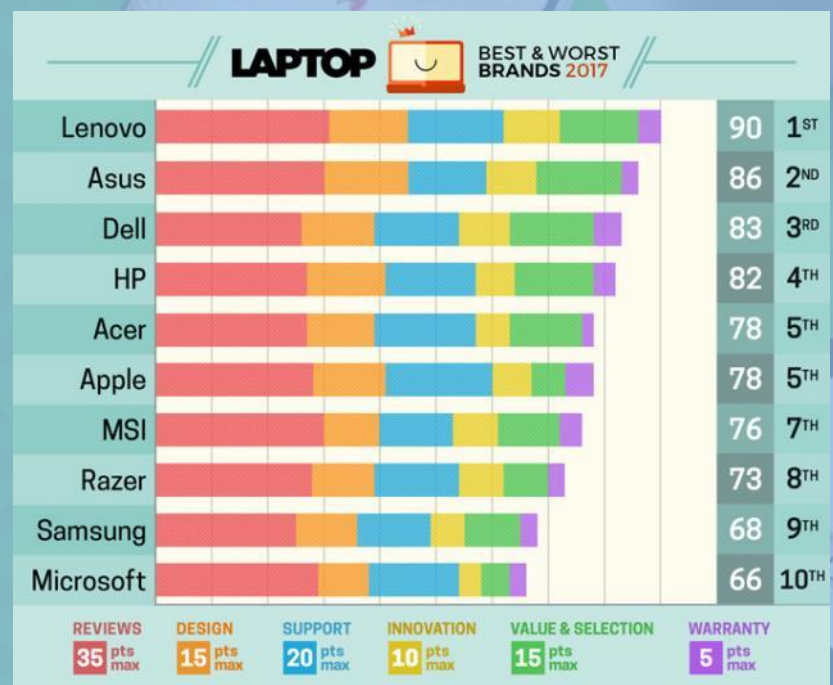
2

**Build MBG & DCG
into New Growth and
Profit Engines**

3

**Invest in New Devices
and Device + Cloud**

Lenovo™





3 out of 7 Smartphones on CNET's "Best of" list for 2017

3rd WAVE: “DEVICE + CLOUD”



SmartCast+

Beyond smart speaker with projection, object recognition and AR interaction



Smart Vest

The world's 1st 12 Leads Medical Grade Smart ECG Wear



daystAR

Object recognition, SLAM, Remote Expert

3 DEVICES / SECOND → ?

52,000 EMPLOYEES

7 RESEARCH CENTER

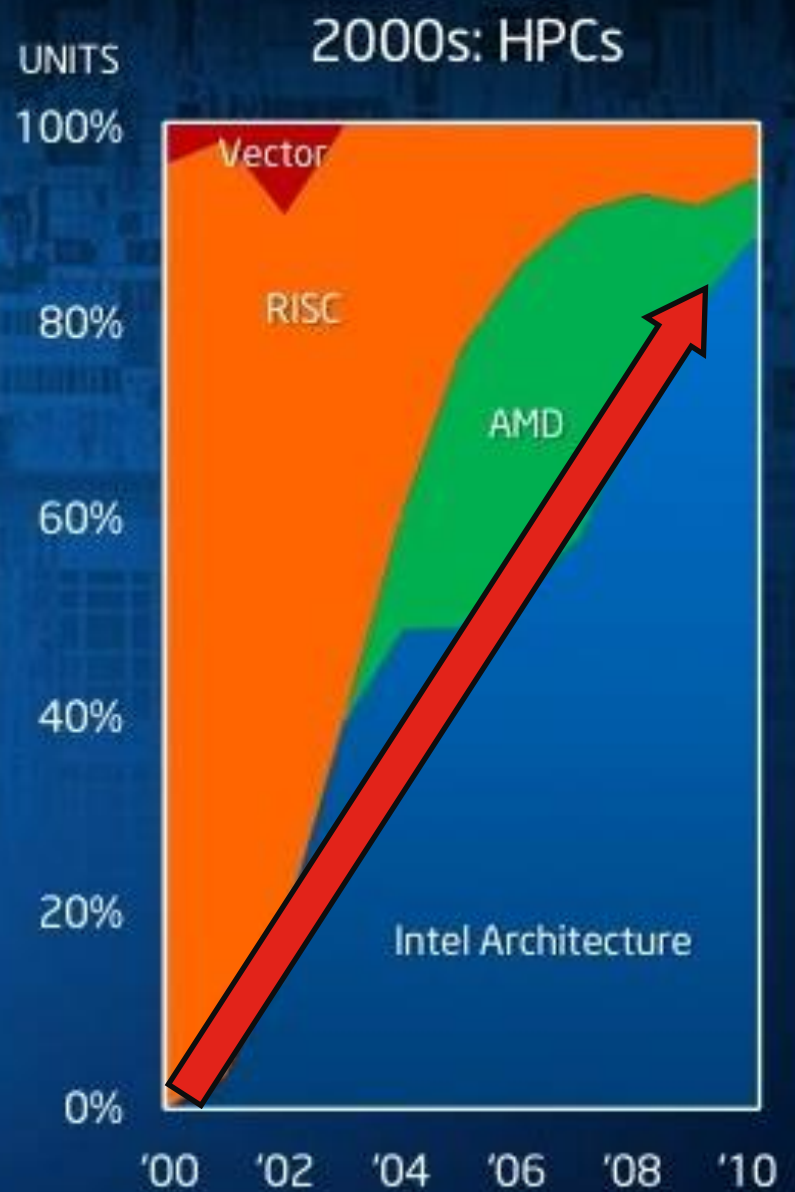
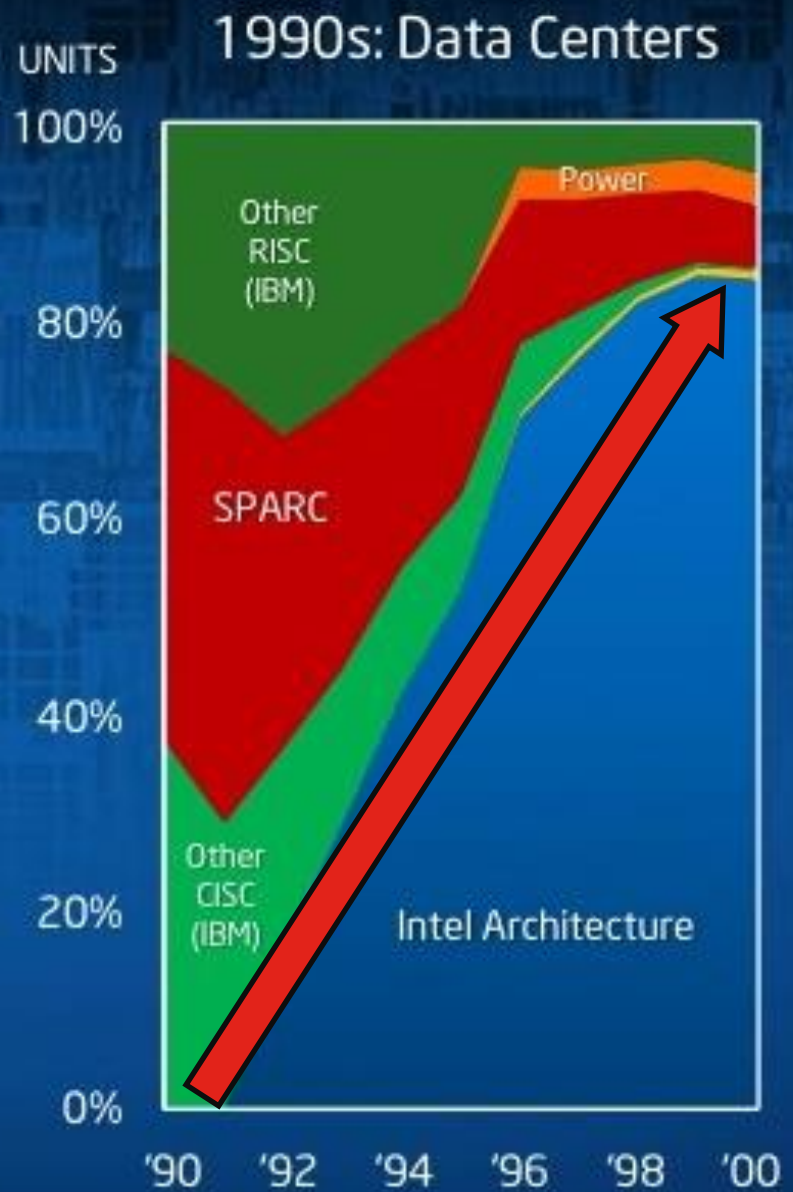
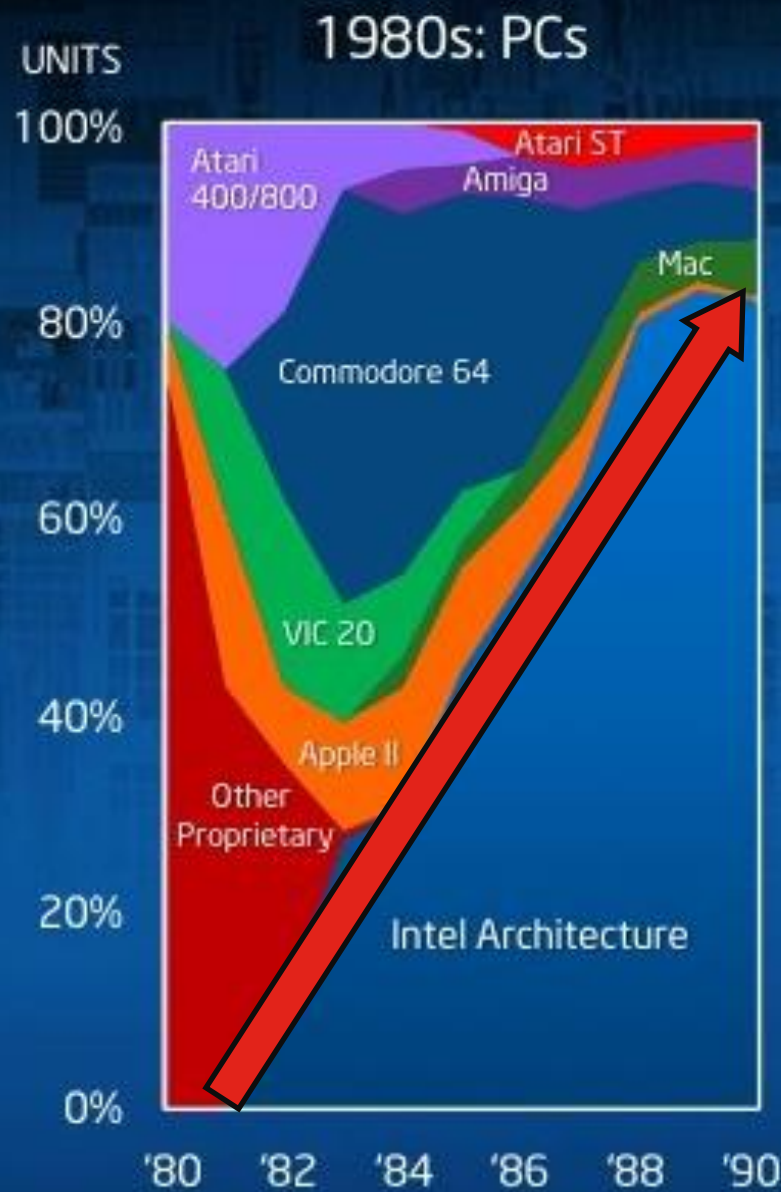


**2017 FORTUNE
GLOBAL 500**

#226

**SERVICING CUSTOMERS
IN 160+ COUNTRIES**

**36 MANUFACTURING
FACILITIES**



Volumes X \longrightarrow 21X

X \longrightarrow 15X

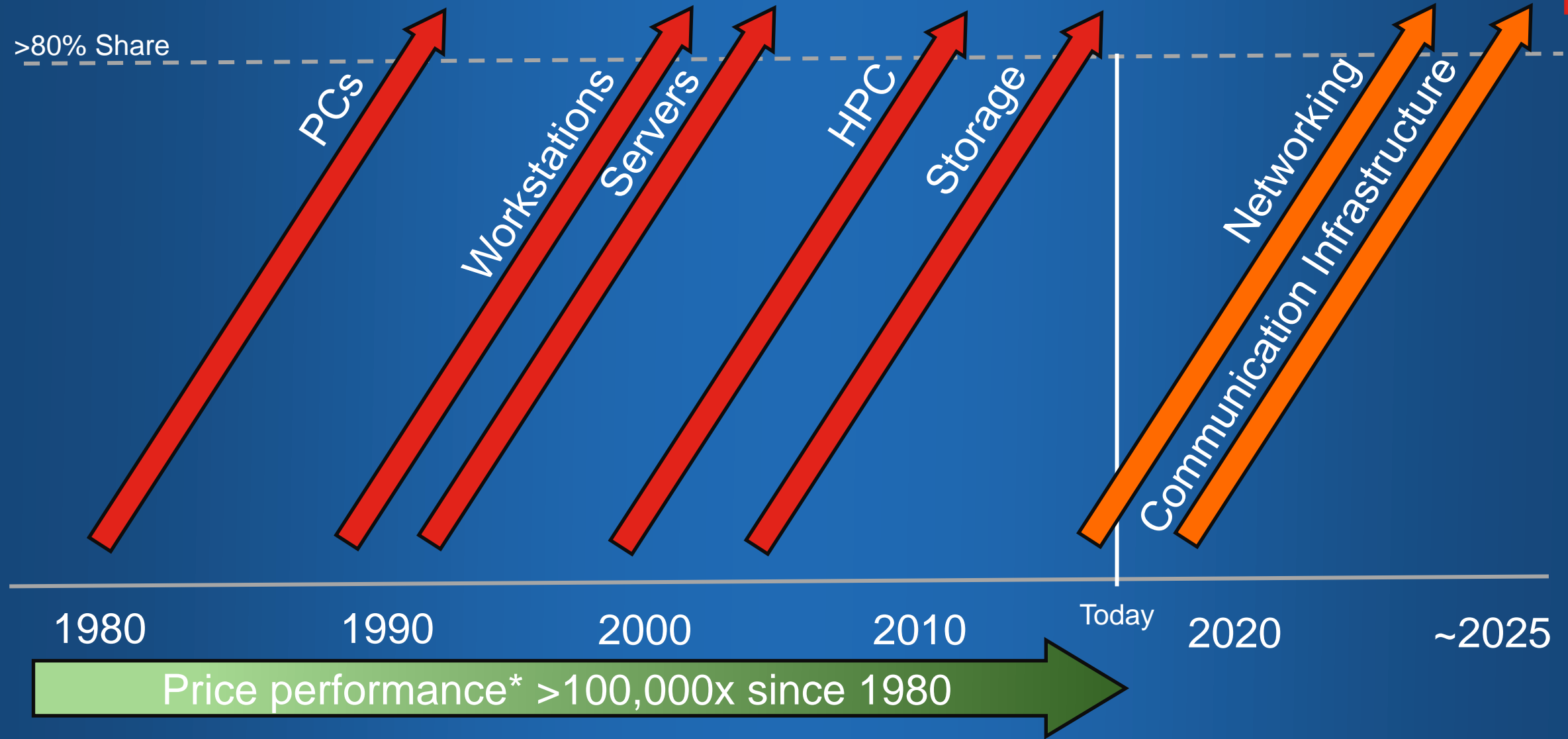
X \longrightarrow 3X

Source: IDC, Gartner, Intel estimates

PROPRIETARY HW GIVES WAY TO STANDARD HIGH VOLUME



Conceptual view



TRANSFORMING THE DATA CENTER

LENOVO'S LEARNING CULTURE



OUR DNA

- Fearless
- Risk Takers
- Continuously Learning
- Humble

Transform

Lenovo

New York City, June 20th
437 Attendees
71 Media & Analysts

24K+ Keynote views
3.5M Social engagements
>1,600 Articles published

System x™

ThinkServer®

Lenovo®

Lenovo RackSwitch

lenovo | EMC²

BladeCenter®

Flex System

BLADE™
NETWORK TECHNOLOGIES

X6

NEXTSCALE

ThinkAgile

Next Generation IT
for software-defined
infrastructure

ThinkSystem

**Server, Storage, &
Networking Solutions**
for the future-defined
data center



ThinkAgile

**Fastest Growing
Nutanix OEM**

**White Glove Experience
– Deployed by Experts**

**“Hot Product” at
VMWorld 2017**

14
SERVER
PLATFORMS

7
STORAGE
OFFERINGS

5
NETWORK
SWITCHES

ThinkSystem

MOST COMPREHENSIVE
PORTFOLIO IN OUR HISTORY





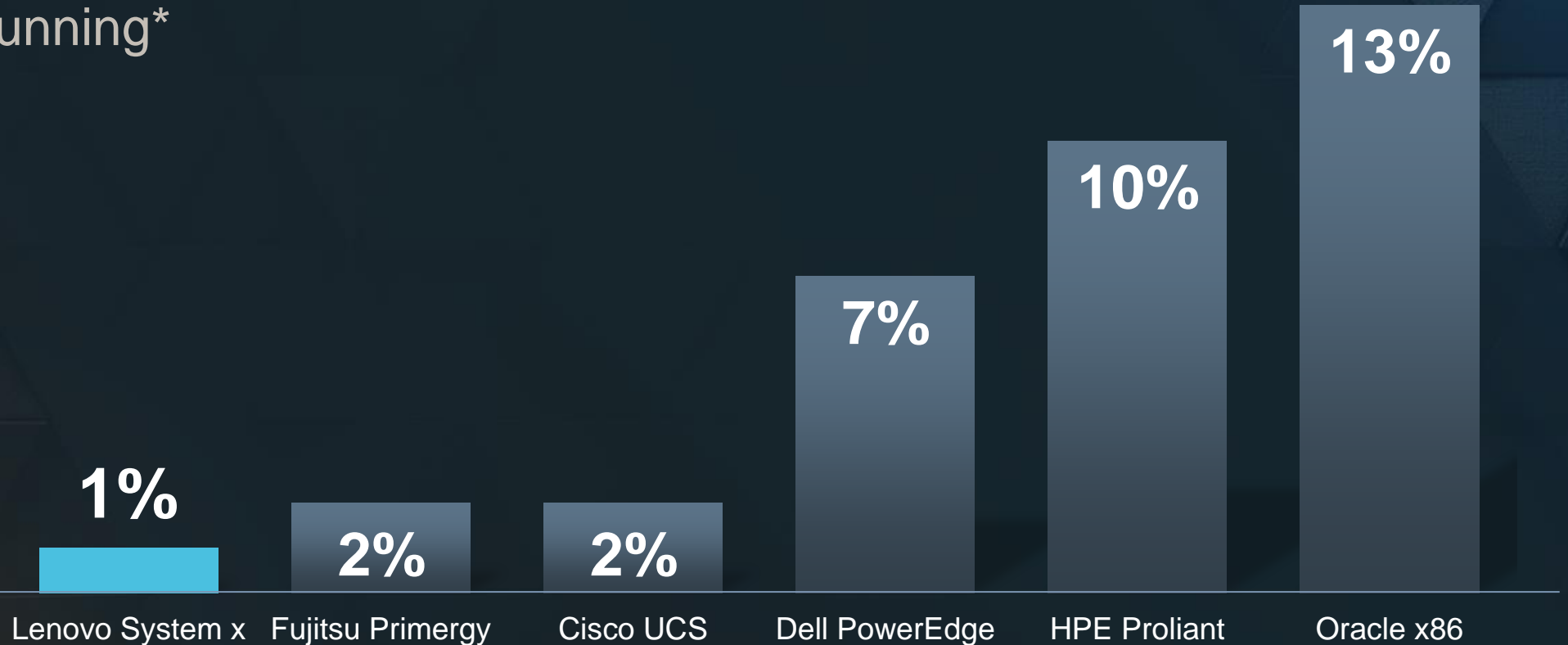
Lenovo DCG kept our #1 position in customer satisfaction for the 7th consecutive TBR study since January 2015 and 23 of 29 since 2H 2009

#1 IN x86 RELIABILITY

In the latest ITIC reliability survey 2016 – 2017, **Lenovo** again was the **#1 x86 vendor** for four years running*

Lenovo servers achieved the highest levels of “**five nines**” or **99.999%** reliability among all mainstream server hardware platforms

UNPLANNED
DOWNTIME



SAP BWoH
4 SOCKET

TPC-E (x2)
2 SOCKET

SPECvirt_sc2013 (x2)
2 SOCKET

SPECpower
2 SOCKET

SPECjbb2015
4 SOCKET

STAC-M3 (x15)
2 SOCKET

44 NEW WORLD RECORD PERFORMANCE BENCHMARKS

SPECjbb2015 (x3)
8 SOCKET

SPECmpiM2007
2 SOCKET

190+ SINCE 2001

SPC-1
Storage

SPECint_base2006
8 SOCKET

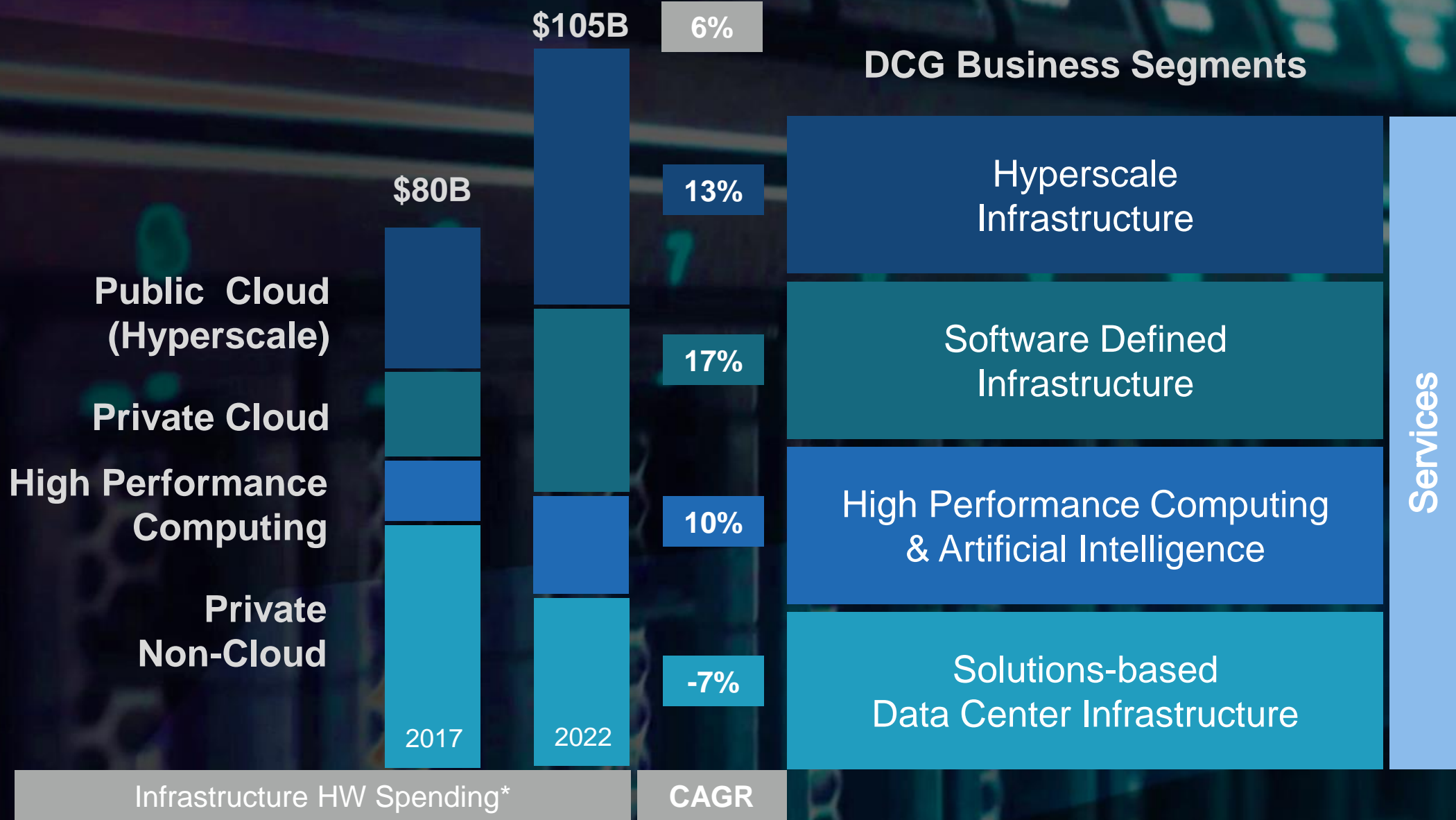
TPC-H
4 SOCKET

SPECvirt_sc2013 (x2)
4 SOCKET

SPECjbb2015 (x2)
2 SOCKET

STAC-M3 (x11)
4 SOCKET

CUSTOMER-CENTRIC APPROACH



LENOVO DCG TRANSFORMED

New Dedicated Sales & Marketing

New Dedicated Supply Chain & Quality

New Customer-Centric Segments

New Globally Consistent Channel Programs

New Systems Integrator Relationships

New Leadership Team

thanks.

Different is better

Lenovo™