

**FACT SHEET  
MAR 2012**



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## About Lenovo

Lenovo (HKSE: 992) (ADR: LNVGY) is dedicated to building exceptionally engineered PCs and mobile internet devices, Lenovo's business is built on product innovation, a highly-efficient global supply chain and strong strategic execution. Formed by Lenovo Group's acquisition of the former IBM Personal Computing Division, the company develops, manufactures and markets reliable, high-quality, secure and easy-to-use technology products and services. Its product lines include legendary Think-branded commercial PCs and Idea-branded consumer PCs, as well as servers, workstations, and a family of mobile internet devices, including tablets and smart phones.

Corporate website: [www.lenovo.com](http://www.lenovo.com)



## Company Information

- A US\$21 billion PC company and a Fortune Global 500 company
- Serving customers in more than 160 countries globally
- World's second largest PC vendor, the fastest growing PC maker among top global vendors
- Major research centers in Yamato in Japan; Beijing, Shanghai and Shenzhen in China; and Raleigh, North Carolina in the U.S
- PC manufacturing and assembly facilities in Beijing, Shanghai, Huiyang and Shenzhen in China; Pondicherry in India; Monterrey in Mexico; Greensboro in NC; contract manufacturing and OEM worldwide

## Key Location Addresses

### Morrisville

1009 Think Place, Morrisville, North Carolina 27560,  
the United States

Phone: 866-45-THINK (866-458-4465)

### 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

Phone: 65-6827-1000



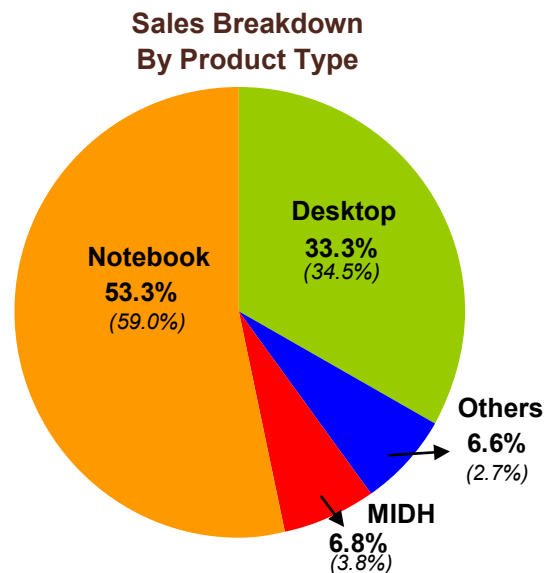
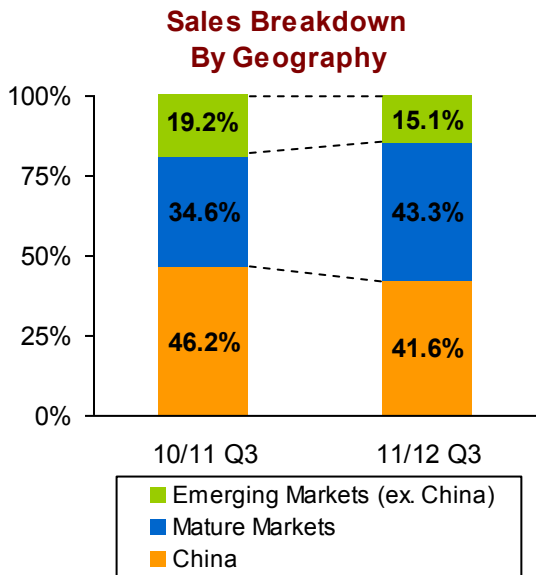
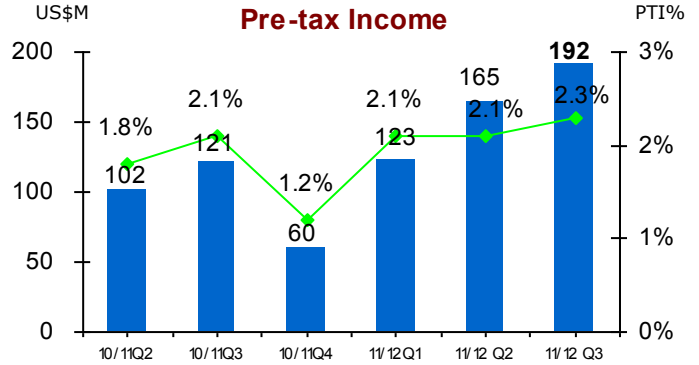
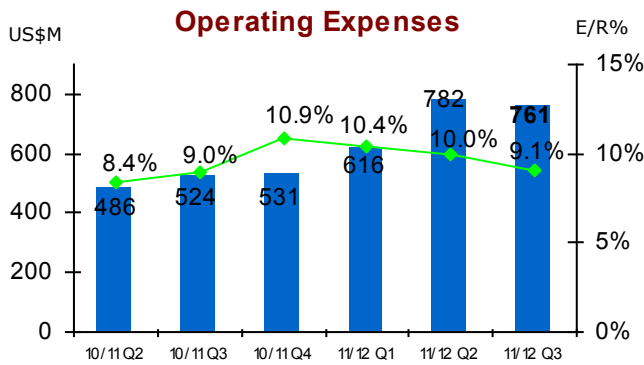
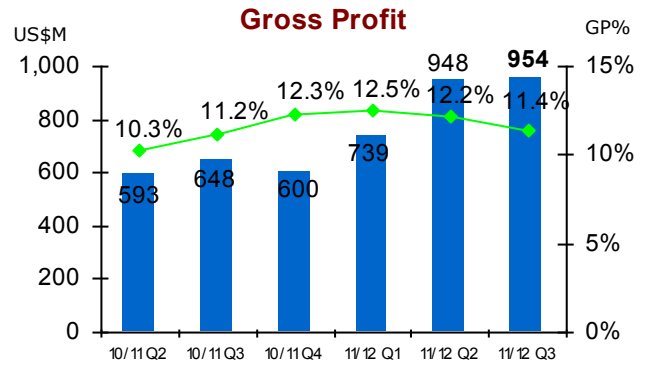
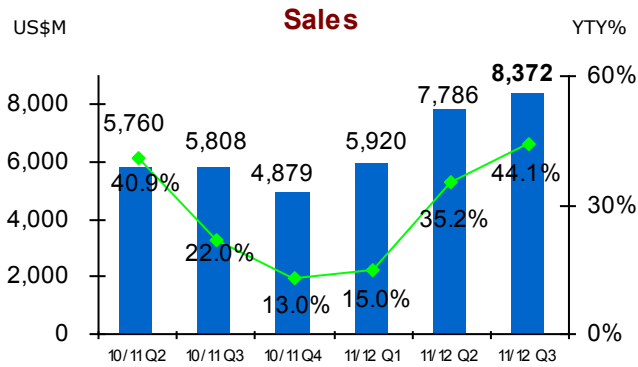
## Stock Information

- Incorporated in Hong Kong in 1988
- Listed on 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
- Currently a constituent stock of the MSCI China Free Index, MSCI Information Technology Index, Hang Seng Composite Index, Hang Seng Mainland Comp Index, Hang Seng Freefloat Comp Index, Hang Seng China-Aff Corp Index, Hang Seng Corporate Sustainability Index
- Ordinary shares outstanding as of Dec 31, 2011: 10,327,547,596 shares
- Market capitalization as of Dec 31, 2011: HK\$53.4 billion (approx. US\$7.0 billion)
- Ownership structure as of Dec 31, 2011:
  - Public shareholders 57.73%
  - Legend Holdings Limited 33.60%
  - Mr. Yang Yuanqing (CEO of Lenovo) 8.38%
  - Other directors 0.29%

## Highlights of Q3 FY12 Results

- Record highs in market share, shipments, revenue and pretax income
- #2 WW share in PCs; Record share of 14%, closing the gap with #1 vendor
- Fastest growing PC maker among top vendors for 9 consecutive quarters
- Outpaced industry growth for 11 consecutive quarters (+37% vs. market: 0% YTY)
- Became #1 in WW commercial PC
- Became #1 in WW consumer desktop
- Sustained # 1 in WW Emerging Markets including China.

## Financial Information



**Notes:**

- **Emerging Markets** (Excluding China) include: Africa, Asia Pacific, Central/Eastern Europe, Hong Kong, India, Korea, Latin America, Middle East, Pakistan, Russia, Taiwan and Turkey.
- **Mature Markets** include: Australia/New Zealand, Israel, Japan, North America, Western Europe and global accounts.

## Financial Information

For the quarter ended Dec 31	2011 US\$ Million	2010 US\$ Million	Y/Y Change
<b>Income Statement</b>			
Sales	<b>8,372</b>	5,808	44.1%
Gross profit	<b>954</b>	648	47.2%
Gross profit margin(%)	<b>11.4</b>	11.2	0.2pts
Operating expenses	<b>(761)</b>	(524)	45.2%
Expense-to-revenue ratio(%)	<b>9.1</b>	9.0	0.1pts
EBITDA	<b>259</b>	176	46.8%
Pre-tax income	<b>192</b>	121	59.3%
Pre-tax income margin(%)	<b>2.3</b>	2.1	0.2pts
Profit attributable to equity holders of the company	<b>153</b>	100	54.0%
EPS – Basic (US cent)	<b>1.50</b>	1.03	0.47
EPS – Diluted (US cent)	<b>1.46</b>	0.98	0.48
<b>Cash and Working Capital</b>			
Bank deposits, cash and cash equivalents	<b>4,122</b>	3,428	20.2%
Total bank borrowings	<b>(271)</b>	(275)	-1.5%
Net cash reserves	<b>3,581</b>	3,153	13.6%
Cash conversion cycle (days)	<b>(17)</b>	(31)	(14)
<b>Cash Flow Statement</b>			
Net cash generated from operating activities	<b>59</b>	865	322.8%
Net cash used in investing activities	<b>(120)</b>	(6)	142.8%
Net cash used in financing activities	<b>(36)</b>	(124)	-63.9%
Increase/ (decrease) in cash and cash equivalents	<b>(97)</b>	735	N/A
US\$ Million	<b>As at Dec 31, 2011</b>	As at Mar 31, 2011	Change
<b>Balance Sheet</b>			
Non-current assets	<b>3,955</b>	2,665	48.4%
Current assets	<b>11,512</b>	8,540	34.8%
Current liabilities	<b>11,448</b>	8,457	36.4%
Net current assets/ (liabilities)	<b>64</b>	83	-22.9%
Non-current liabilities	<b>1,579</b>	977	58.4%
Total equity	<b>2,440</b>	1,771	37.8%