



A Do Company for a Do World

Stéphane David – Executive director and Président
Lenovo France

- » Who We Are
- » A New Lenovo
- » The Results
- » Preparing For The Future
- » Winning With The Channel





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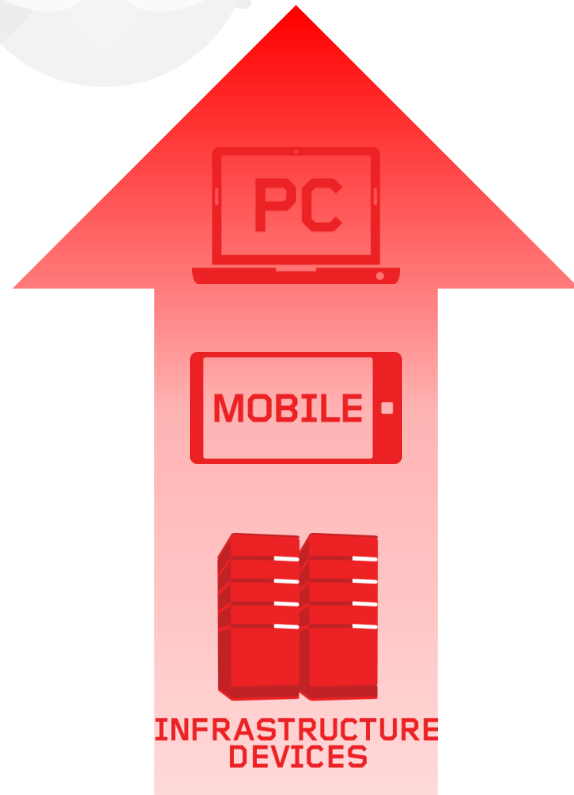
LENOVO IS...

A global technology leader
approaching \$39B (without Q4)
in sales with 60,000 people, and
customers in 160+ countries.



Lenovo Stands Apart

The only Tier 1 technology company that can provide PCs, Smart Connected Devices and Enterprise Solutions



#1 in PC

#2 in PC+ Tablet

#3 in Smart Connected Devices

#3 in Server

...a global Fortune 500 company.

FORTUNE
500

On the scale of...

Canon



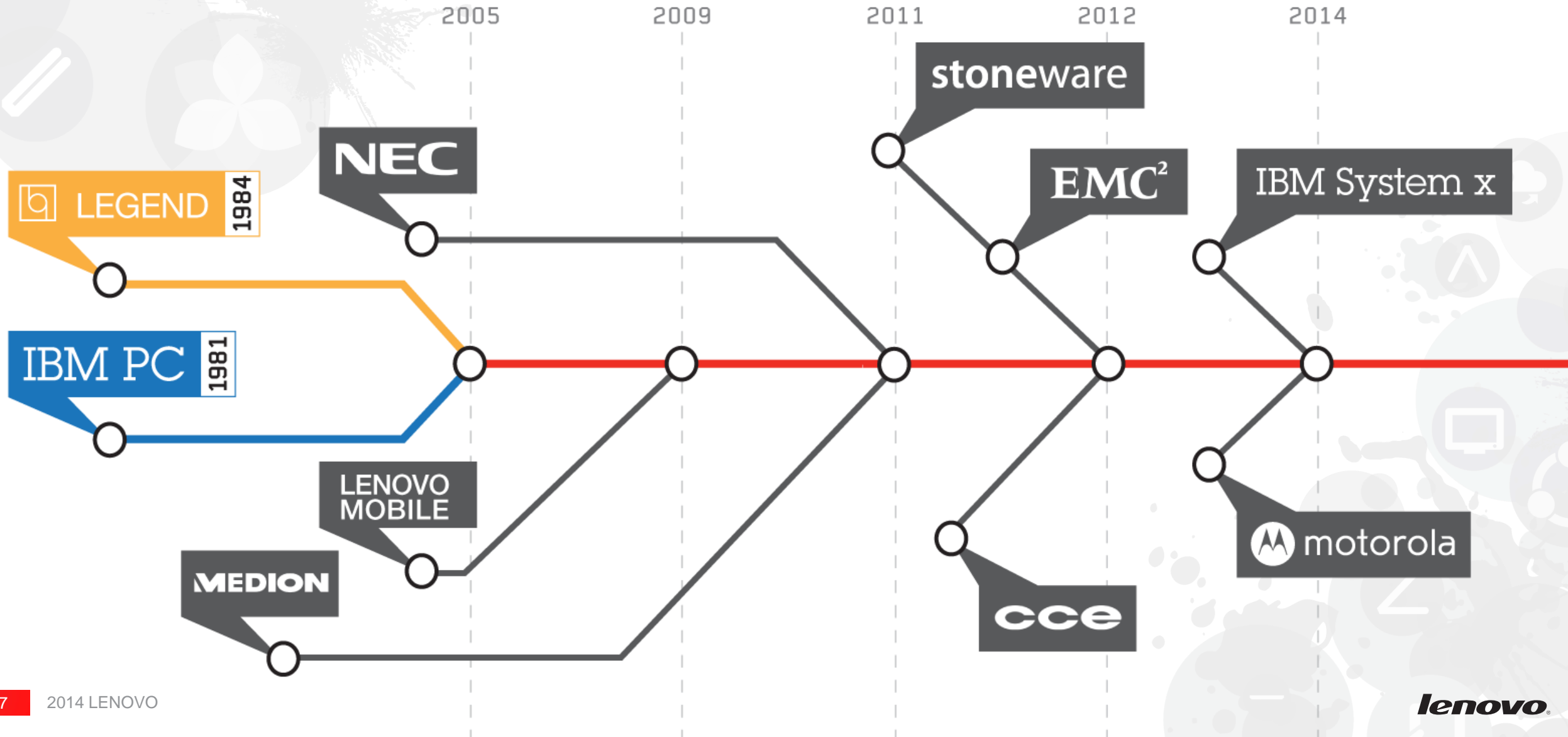
**Goldman
Sachs**



THALES



Our Unique Heritage



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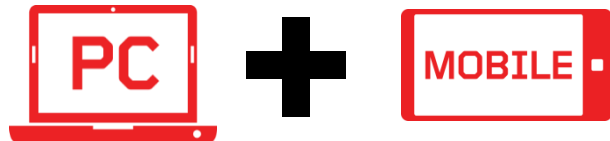
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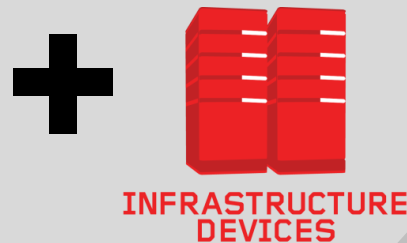


Triple PLUS Strategic Roadmap

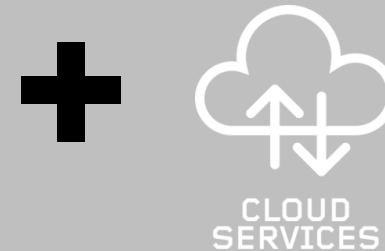
**SMART CONNECTED
DEVICES**



**TOTAL DEVICE
PORTFOLIO**



**THE LENOVO
EXPERIENCE.**



Leadership From a Broad, Innovation Packed Portfolio

System x
ThinkServer



ThinkPad



ThinkStation

ThinkCentre



Lenovo
ServicesSM

lenovo



ThinkVision

A New Lenovo: Enterprise



Lenovo and System x winning as one
Strategic focus on servers & storage
#1 in CSAT WW for x86 servers
Building \$5B EBG with high profit growth

Lenovo is Acquiring a Complete x86 Server Business



ALL IBM x86 LINES

- System x
- Flex System
- BladeCenter
- NeXtScale
- System Networking



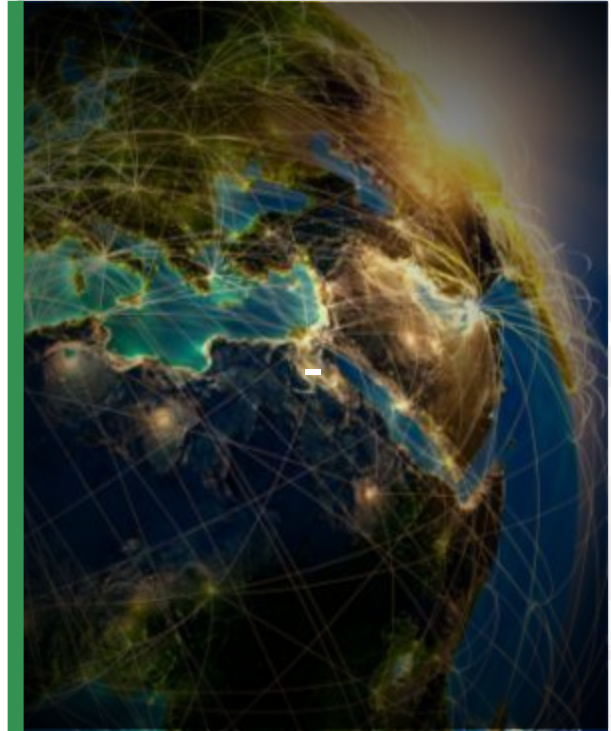
SKILLED RESOURCES

- Sales force
- Product Development
- Continuity of Service & Support



41 FACILITIES

- 34 R&D Labs & Offices
- 7 Manufacturing Plants



STRATEGIC OEM RELATIONSHIP

- Storwize and Tape Storage
- Cloud and cluster SW

A New Lenovo: Smartphones



#3 in smartphones worldwide

Global balance: phones sold in 67 countries

Smartphone shipments up 78% YOY

Motorola launches in China market

A New Lenovo: Tablets



#3 in tablets WW

YOGA Tablet 2 Pro launch excites the market

Converging with PCs

Both Android and Windows 8



A New Lenovo: Multimode PCs



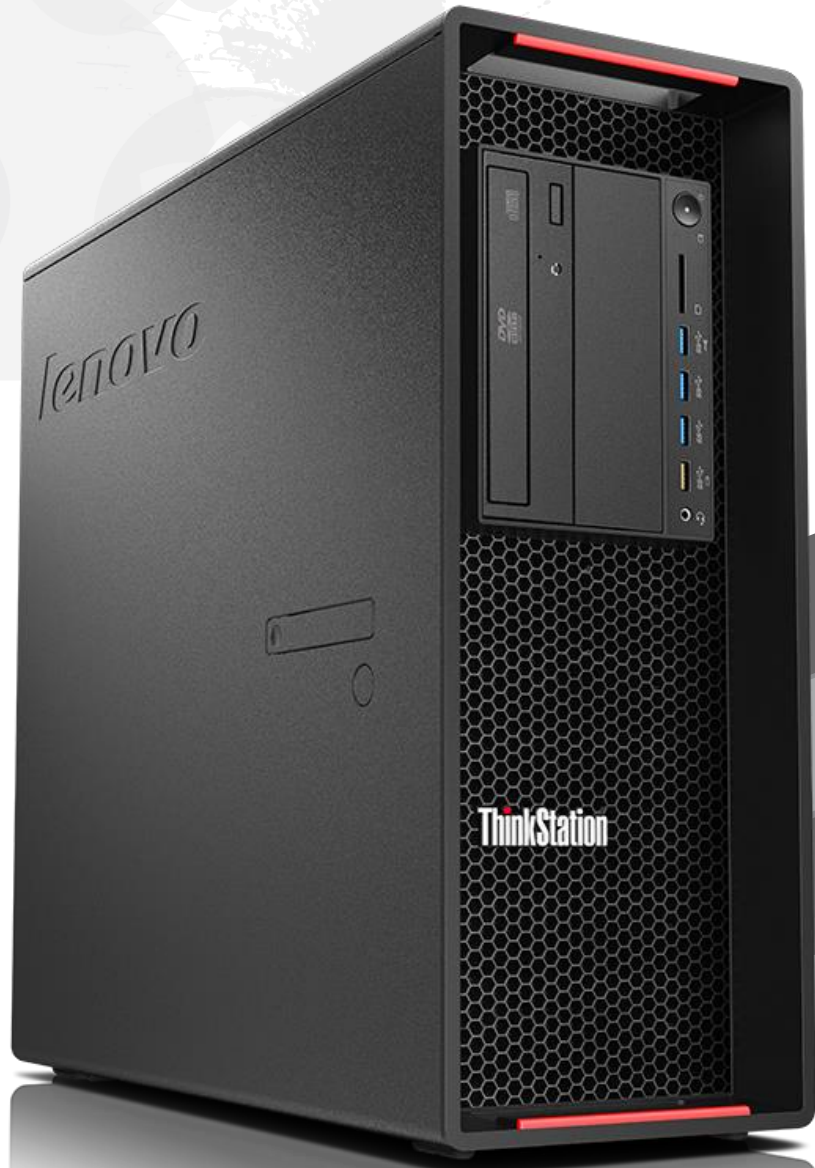
Building the YOGA brand

Defining multimode experience

Helix & Horizon expand multimode line



Lenovo in the PC+ Era: PCs



Record 19,6% WW PC market

#1 in WW Consumer PC

#2 in WW Commercial PC

Shipped 16M PCs, up 4.9% YOY

Strong Alliance Partnerships

Leading visual company



Server/PC O/S market leader



Leader in virtualized O/S and cloud software with vSphere & vRealize



Leader in enterprise application software and in memory analytics with HANA



96% share of Server CPUs, additional NIC & SSD options for customer needs



#1 Linux O/S partner with Red Hat Enterprise Linux



Graphics processing and microprocessors supplier



Market leader in enterprise software products – particularly DB management systems through current Oracle Database 12c release



Diverse partner for Storage and SW offerings, and large customer for EBG servers



Offers complete Server+Storage solutions thru strategic partnership encompassing re-sell, sell-with, sell-through and solution development



Market Share leader in Fibre Channel Adapters, and Converged Network Adapters (CNAs)



Strong connectivity options portfolio of Fibre Channel Host Bus Adapters (HBAs), CNAs, and Ethernet Adapters



Data Center leader in Enterprise storage products including RAID controllers, HBAs, and flash accelerators



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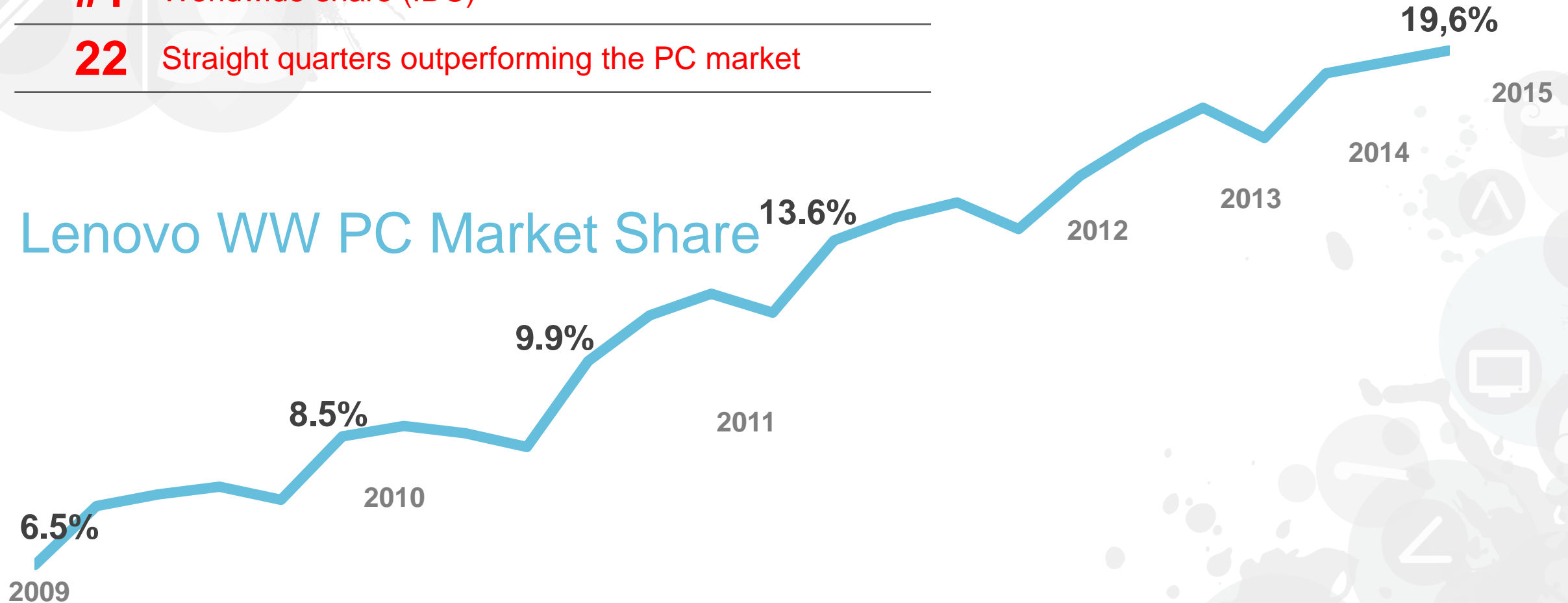


“A Market Share Juggernaut.” –*Wall Street Journal*

#1 Worldwide share (IDC)

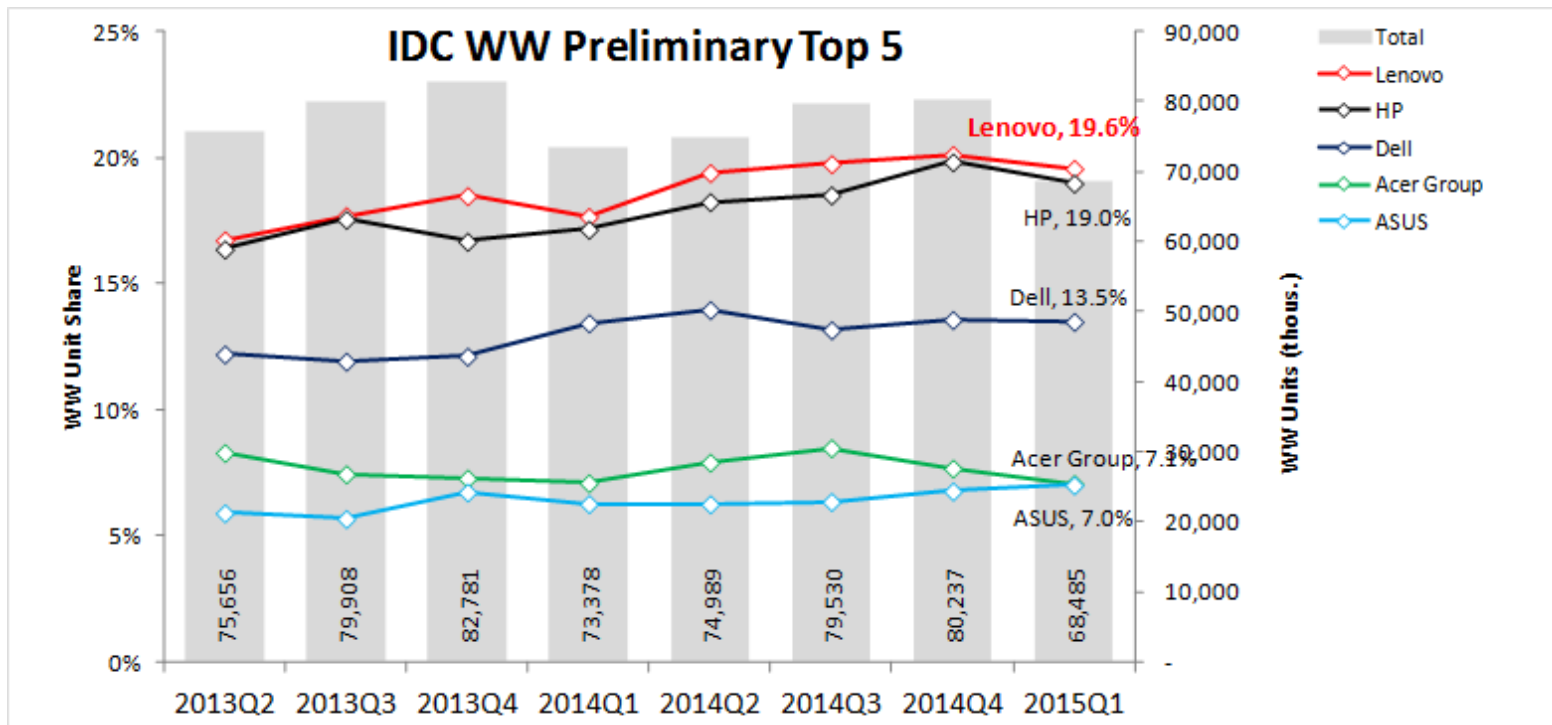
22 Straight quarters outperforming the PC market

Lenovo WW PC Market Share



IDC WW Preliminary

Lenovo held onto the top position with 13.4M units, and grew 3.4%. We continued to aggressively court expansion outside of Asia, especially closing the gap with competition in EMEA.



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Diverse Global Team

New Global HPC Innovation Center in Stuttgart

A Leadership Research and Development Center for Advancing HPC

- Bringing global talent together for accelerating HPC advancements
 - Strong core team with deep HPC skills
 - Core Center based in Stuttgart, Germany
 - Satellite centers hosted at customer locations and Lenovo Morrisville Benchmark Center
 - Creates a powerful innovation center with EU flavor and global reach
- Mission
 - Research, development and support to the Lenovo HPC business, our partners and clients
 - Active participation in the European HPC Community
 - Provides global benchmarking, proof of concept and solution demo capabilities



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Ambition to be #1 in enterprise

Start of our **journey** to become #1 in enterprise

Channel **our route** to win

Full spectrum product portfolio & market segments

EMEA ambition: from ~12% share of revenue to

18%

1 Lenovo = 1 Channel = 1 Enterprise biz



Partner Landscape.

Lenovo resellers have access to entire product portfolio

Coverage model.

Lenovo sellers cover all products

Topseller channel business model.

Applied to System X

Simplified set of incentive programs.

More rewards for more growth & new biz & sol'n specialism

Partner Landscape



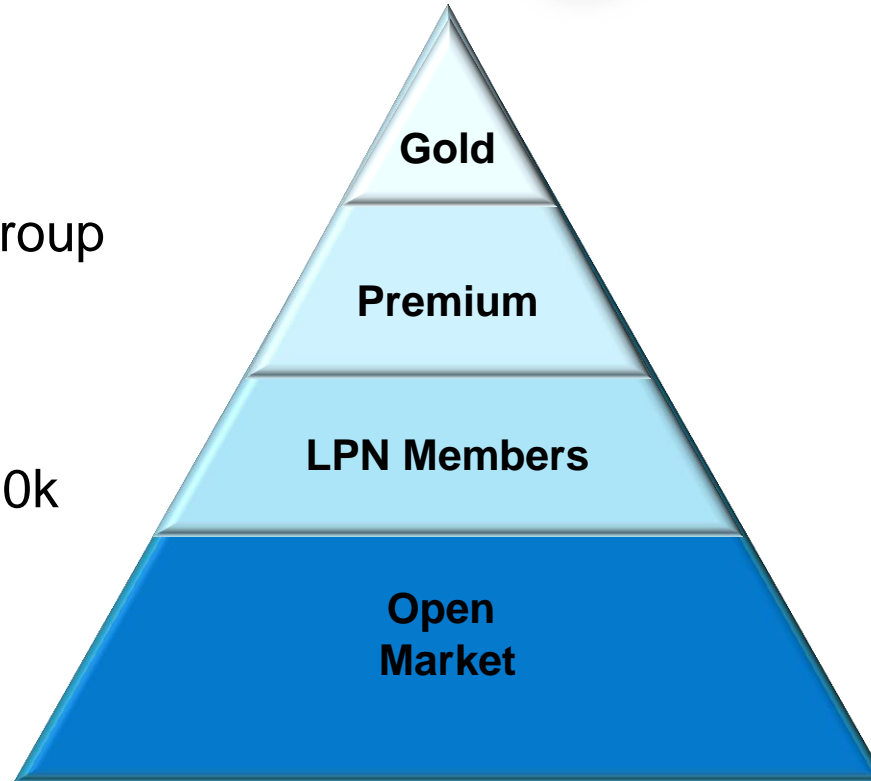
EBG & PCG

EBG ~ FYQ1

1 Partner 'designation'

based on total Lenovo Group revenue

- Gold Partner > \$1.5m
- Premium Partner > \$250k
- LPN Member



Enterprise Expert Partner

'designation' to be awarded for Solution, value-add, competency & know-how

- Gold Enterprise Expert Partner
 - Premium Enterprise Expert Partner
- Existing System x investment in skills & certification will be protected (Replaces speciality program)*

Rewards driven by scale, new biz growth & solution capability

THANK YOU GRAZIE MERCI DANKE GRAZIAS 謝謝 СПАСИБО
GRACIAS OBRIGADO ありがとう DANK TAKK BEDANKT DAKUJEM