

# FY 2022/23 Key Achievements & Milestones

“Lenovo has delivered stable profitability in the last fiscal year as our diversified growth engines continue to hit new milestones. Their momentum is driving steady progress in our services-led transformation, and our non-PC businesses’ revenue mix increased to nearly 40%. Our clear strategy is working, and our operation is resilient, even in the face of global uncertainties. Going forward, we will continue to invest in R&D to capture the next wave of growth opportunities, so we are well prepared for the future.”

Yuanqing Yang  
Lenovo Chairman and CEO

## Fiscal Year 2022/23

Revenue (USD):

**\$62B**

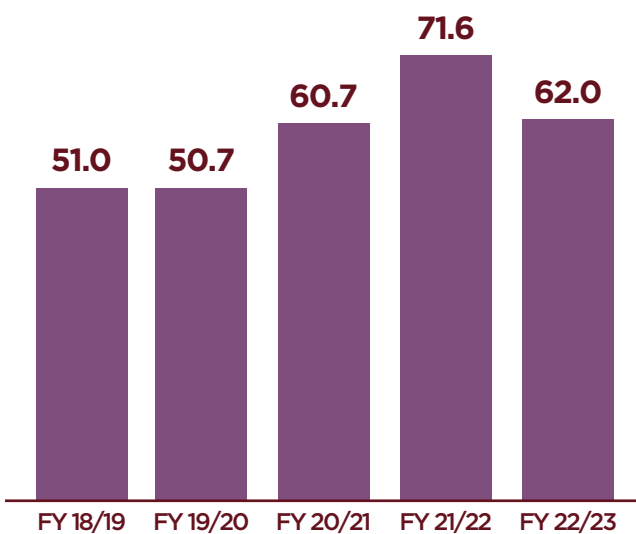
Net Income (USD)

**\$1.9B**  
[Non-HKFRS]<sup>1</sup>

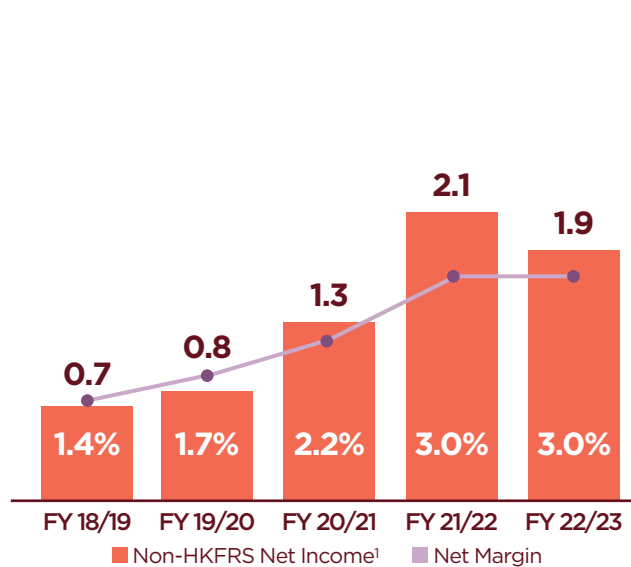
Earnings per Share:

**13.50** US Cents per share

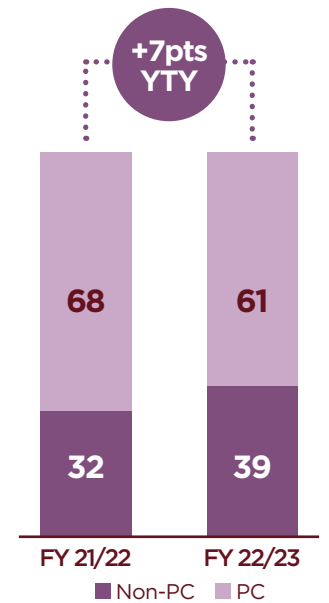
Group Revenue (US\$B)



Group Net Income (US\$B) and Net Margin (%)



Revenue Mix (%)



**\$6.7 Billion**

Record SSG<sup>2</sup> revenue, up 22% YTY

**\$9.8 Billion**

Record ISG<sup>3</sup> revenue, up 37% YTY

**7.3%** IDG<sup>4</sup> industry leading profitability

**\$2.2 Billion**

R&D spend up 6% YTY

**21%** SSG<sup>2</sup> operating margin

**\$98 Million**

Record ISG<sup>3</sup> operating profit

**30%** IDG<sup>4</sup> Revenue mix of premium products

**Net Zero** targets validation by SBTi

<sup>1</sup> non-HKFRS measure was adjusted by excluding net fair value changes on financial assets at fair value through profit or loss, amortization of intangible assets resulting from mergers and acquisitions, mergers and acquisitions related charges; restructuring and other charges; and the corresponding income tax effects, if any.

<sup>2</sup> SSG: Solutions & Services Group <sup>3</sup> ISG: Infrastructure Solutions Group <sup>4</sup> IDG: Intelligent Devices Group