

# Q4/FY 2023/24 Key Achievements & Milestones

Lenovo's fourth quarter results clearly demonstrate that we have not only resumed growth across all our businesses but that our business momentum is accelerating, driven by the unprecedented opportunities brought by Hybrid AI. Fueled by our intelligent transformation strategy and years of investment in innovation, we've built a full stack of AI capabilities and are at the forefront of pioneering the revolutionary AI PC market. Our vision in the AI era is Smarter AI for All. Supported by our strong execution, persistent innovation, operational excellence, and ecosystem partnerships, we are confident we can deliver sustainable growth and profitability improvement in the coming year."

Yuanqing Yang  
Lenovo Chairman and CEO

## FY 2023/24

Revenue (USD)

**\$57B**

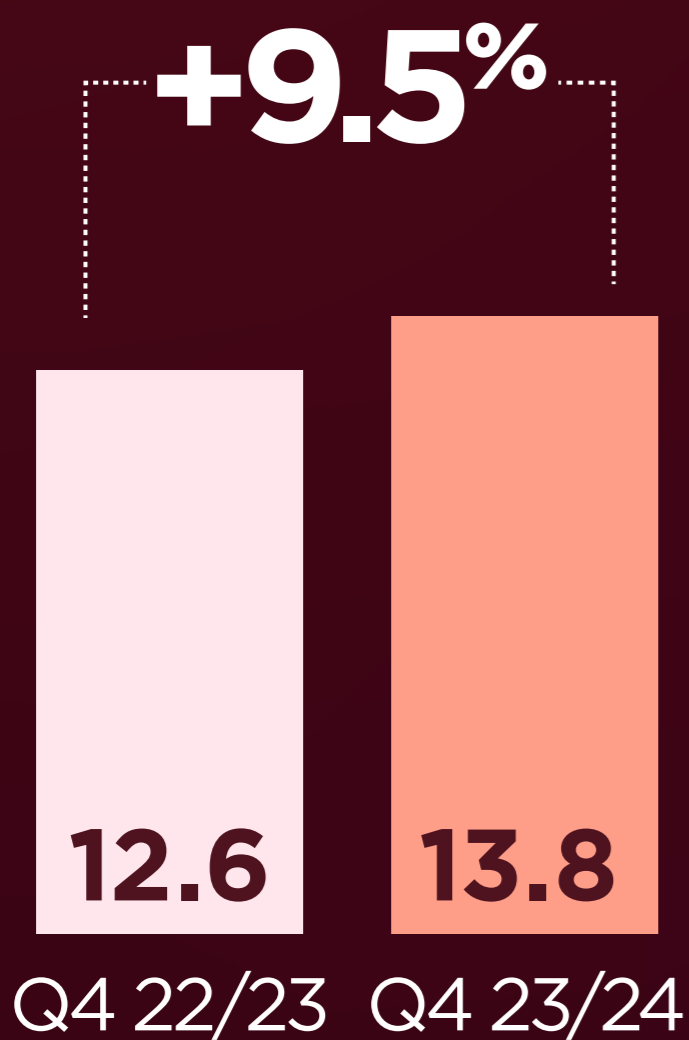
Net Income (USD)

**\$1.04B** [Non-HKFRS]<sup>1</sup>

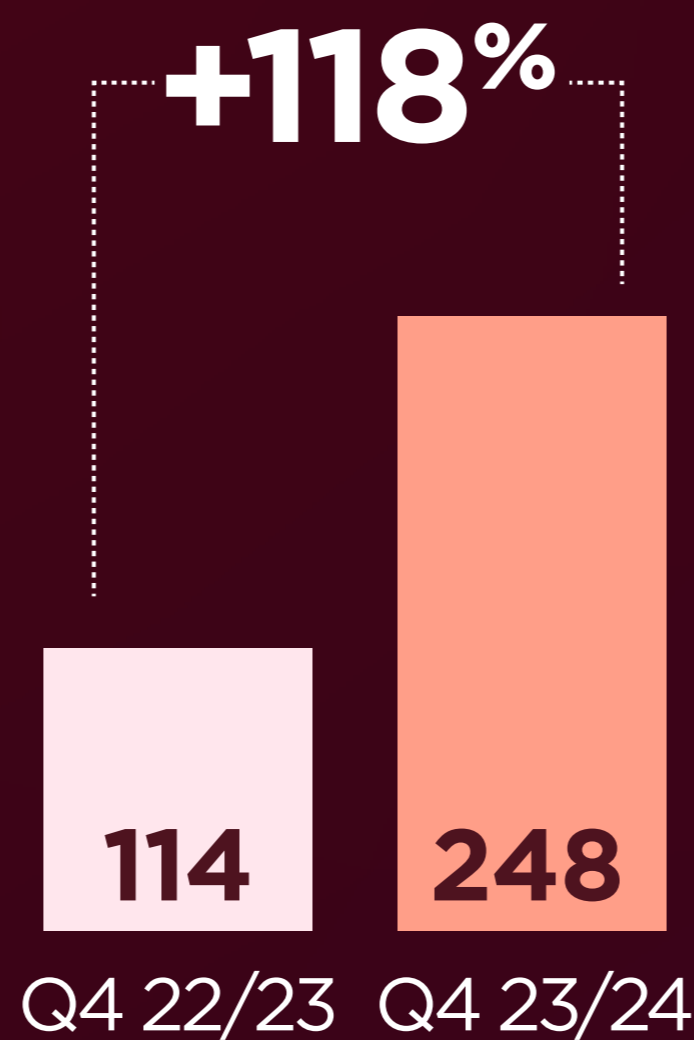
Earnings per Share

**8.41** US Cents per share

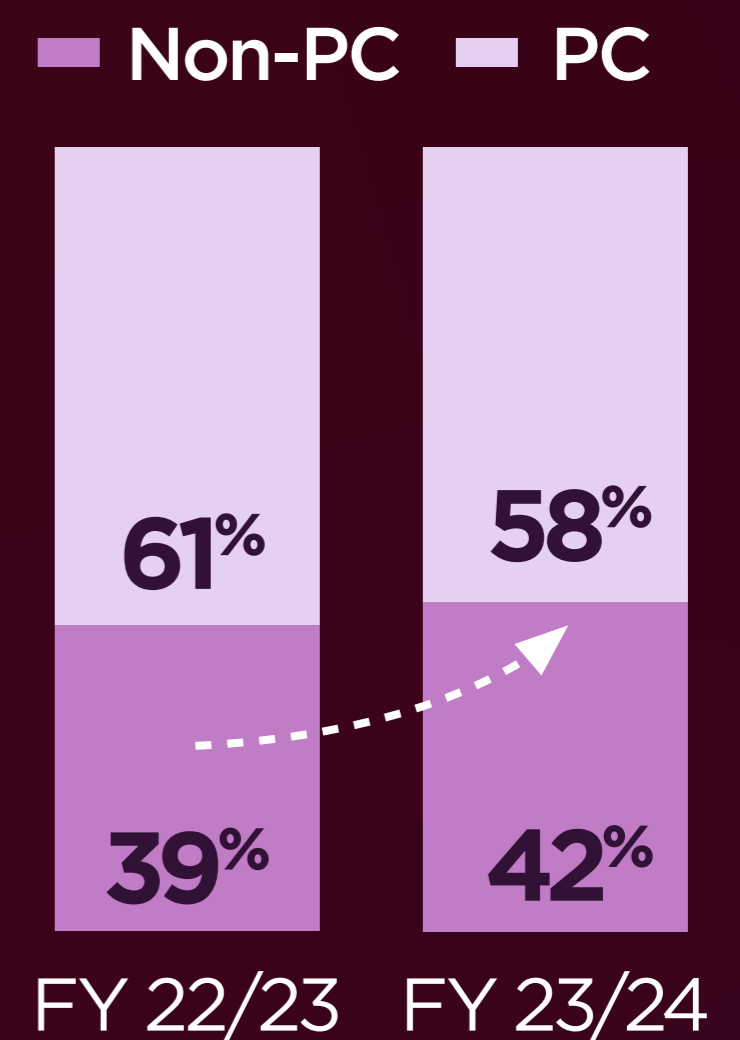
### Revenue US\$B



### Net Income US\$M



### Revenue Mix %



**>10%**

SSG<sup>2</sup> Q4 YTY revenue growth

**15.1%**

ISG<sup>3</sup> Q4 YTY revenue growth

**\$10.5B**

IDG<sup>4</sup> Q4 revenue

**Record high %**

R&D headcount and E/R ratio

**>21%**

SSG Q4 operating margin

**3rd**

Consecutive quarter of QTY revenue growth for ISG

**#1**

PC market share in 4 out of 5 geographies

**118%**

Q4 net income increase YTY

<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, gain on remeasurement of a written put option liability; 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