

**LENOVO**  
23<sup>RD</sup> Fl., Lincoln House,  
Talkoo Place, 979 King's Rd., Quarry Bay  
Hong Kong

**Table of Contents**

	<b><u>Page</u></b>
<b>I.</b> Executive Summary .....	1
<b>II.</b> Business Organization .....	8
<b>III.</b> Senior Management .....	14
<b>IV.</b> Facilities and Employees .....	17
<b>V.</b> Technological Know-How .....	19
<b>VI.</b> Product Portfolio .....	22
<b>VII.</b> Marketing Tactics .....	31
<b>VIII.</b> Sales and Profit Growth .....	33
<b>IX.</b> R&D Expenditures and Major Programs .....	42
<b>X.</b> Collaborative Arrangements .....	46
<b>XI.</b> Strategic Direction .....	52

**List of Tables**

Table 1: Lenovo Sales and Operating Profit Growth

Table 2: Lenovo Sales by Industry Segment

Table 3: Lenovo Sales Growth by Industry Segment

Table 4: Lenovo Operating Profit and Margins by  
Industry Segment

Table 5: Lenovo Profit Growth by Industry Segment

Table 6: Lenovo Sales by Geographic Region

Table: 7 Lenovo Sales by Geographic Region