

## Financial Highlights:

|                                                              | <b>FY 20/21</b><br>US\$ millions | <b>FY 19/20</b><br>US\$ millions | <b>Change</b> | <b>Q4 20/21</b><br>US\$ millions | <b>Q4 19/20</b><br>US\$ millions | <b>Change</b> |
|--------------------------------------------------------------|----------------------------------|----------------------------------|---------------|----------------------------------|----------------------------------|---------------|
| <b>Group Revenue</b>                                         | <b>60,742</b>                    | 50,716                           | 20%           | <b>15,630</b>                    | 10,579                           | 48%           |
| <b>Pre-tax income</b>                                        | <b>1,774</b>                     | 1,018                            | 74%           | <b>380</b>                       | 77                               | 392%          |
| <b>Net Income</b><br>(profit attributable to equity holders) | <b>1,178</b>                     | 665                              | 77%           | <b>260</b>                       | 43                               | 512%          |
| <b>Basic earnings per share</b> (US cents)                   | <b>9.54</b>                      | 5.58                             | 3.96          | <b>2.19</b>                      | 0.36                             | 1.83          |

## LENOVO GROUP

### FINANCIAL SUMMARY

**For the fiscal quarter and full year ended March 31, 2021**  
(in US\$ millions, except per share data)

|                                       | <b>Q4</b><br><b>FY20/21</b> | <b>Q4</b><br><b>FY19/20</b> | <b>Y/Y</b><br><b>CHG</b> | <b>FY20/21</b> | <b>FY19/20</b> | <b>Y/Y</b><br><b>CHG</b> |
|---------------------------------------|-----------------------------|-----------------------------|--------------------------|----------------|----------------|--------------------------|
| Revenue                               | 15,630                      | 10,579                      | 48%                      | 60,742         | 50,716         | 20%                      |
| Gross profit                          | 2,688                       | 1,861                       | 44%                      | 9,768          | 8,357          | 17%                      |
| Gross profit margin                   | 17.2%                       | 17.6%                       | (0.4)pts                 | 16.1%          | 16.5%          | (0.4)pts                 |
| Operating expenses                    | (2,209)                     | (1,695)                     | 30%                      | (7,588)        | (6,918)        | 10%                      |
| Expenses-to-revenue ratio             | 14.1%                       | 16.0%                       | (1.9)pts                 | 12.5%          | 13.6%          | (1.1)pts                 |
| Operating profit                      | 479                         | 166                         | 188%                     | 2,180          | 1,439          | 52%                      |
| Other non-operating expenses - net    | (99)                        | (89)                        | 11%                      | (406)          | (421)          | (3)%                     |
| Pre-tax income                        | 380                         | 77                          | 392%                     | 1,774          | 1,018          | 74%                      |
| Taxation                              | (95)                        | (14)                        | 585%                     | (461)          | (213)          | 116%                     |
| Profit for the period/year            | 285                         | 63                          | 350%                     | 1,313          | 805            | 63%                      |
| Non-controlling interests             | (25)                        | (20)                        | 20%                      | (135)          | (140)          | (3)%                     |
| Profit attributable to equity holders | 260                         | 43                          | 512%                     | 1,178          | 665            | 77%                      |
| Earnings per share (US cents)         |                             |                             |                          |                |                |                          |

|         |      |      |      |      |      |      |
|---------|------|------|------|------|------|------|
| Basic   | 2.19 | 0.36 | 1.83 | 9.54 | 5.58 | 3.96 |
| Diluted | 1.94 | 0.35 | 1.59 | 8.91 | 5.43 | 3.48 |