

# LENOVO IN THE UNITED STATES

## COMPANY OVERVIEW

Lenovo is one of the world's leading technology companies offering a wide range of hardware devices including PCs, smartphones, tablets, servers and storage to consumers and businesses around the world.

Lenovo is the model of a modern, truly global company. Publicly traded with \$39 billion in revenue, shared American and Chinese roots, seven different nationalities among its top 10 executives and worldwide investments that have created a global culture, Lenovo has 54,000 employees across 60 countries.



Lenovo's two global headquarters are located in North Carolina and Beijing. It has major research centers in the U.S., Japan and China; and manufacturing plants in North Carolina, Mexico, India, China and Brazil.

Lenovo's global investments include IBM in the U.S., NEC in Japan, CCE in Brazil, our marketing hub in India, our social media hub in Singapore and Medion in Germany.

## LENOVO'S COMMITMENT TO THE U.S.

Lenovo is continuing its strong ten-year track record of investing and growing in the U.S. Since acquiring the IBM personal computer business and ThinkPad line in 2005, Lenovo has become the world's #1 PC company, while growing U.S. employment.

Lenovo has a workforce of about 2,200 in North Carolina, working in management, design, engineering, marketing and manufacturing. The company generates more than \$1 billion in economic activity in the state alone and buys more than \$10 billion of goods and services from U.S. companies each year.

## IBM'S X86 SERVER BUSINESS AND MOTOROLA MOBILITY

The investments in Motorola Mobility and the IBM server line are the next logical steps in Lenovo's "PC Plus" strategy, providing more choice, innovation and competition for consumer and business technology buyers.

Lenovo will invest more than \$5 billion in acquiring - and billions more in growing - these two businesses, while welcoming more than 5,000 new U.S. employees. Together, these two major steps forward reinforce the global nature of Lenovo's outlook and the local nature of its commitments.

## LENOVO'S U.S. ROOTS AT A GLANCE

About 2,700 jobs in the U.S.  
An additional 4,000 jobs linked to  
Lenovo investment  
U.S. payroll between 2005-2012  
totaled \$2 billion  
Estimated to generate over \$1  
billion of economic activity annually  
in North Carolina  
Invested more than \$75 million  
since 2005  
Purchases more than \$10 billion in  
goods and services annually from  
U.S. companies (since 2012)

# LENOVO IN NORTH CAROLINA

## U.S. JOBS AND INVESTMENT

### GLOBAL EXECUTIVE HQ IN MORRISVILLE, N.C. WAKE COUNTY

- Established in 2006
- About 2,200 jobs
- Initial \$85M real estate investment
- Additional \$1M expansion in 2012
- Home to major research and development center and Think industrial design hub



### U.S. FULFILLMENT CENTER IN WHITSETT, N.C.

#### GUILFORD COUNTY

- Established in 2008
- Initial \$10M, 200,000 sf. real estate investment
- Significant extension of Lenovo's world-class manufacturing network
- Versatility to produce a wide range of Think-branded notebooks, desktops, tablets, workstations and servers



"LENOVO'S DECISION TO CREATE ELECTRONIC MANUFACTURING JOBS IN NORTH CAROLINA IS A TREMENDOUS VOTE OF CONFIDENCE IN THE GREAT SKILLS AND PRODUCTIVITY OF OUR STATE'S WORKFORCE. THIS DECISION BY LENOVO CLEARLY DEMONSTRATES THAT NORTH CAROLINA IS AN ATTRACTIVE PLACE WHERE LEADING GLOBAL BUSINESSES CAN THRIVE."

FORMER GOVERNOR BEV PERDUE

# U.S. RESEARCH & DEVELOPMENT

Lenovo invests approximately \$625 million in R&D globally, and has about 3,500 R&D engineers strategically placed around the world, a solid foundation for innovation programs - the U.S. is the frontier for personal computing technology and for understanding the customer experience.

The U.S. R&D team helps:

- define future technologies and products
- set the priorities for Lenovo's technology development
- specify the functions and performances of new products
- contribute to product development

"OUR AMBITION IS TO BUILD LENOVO AS A GLOBAL LOCAL COMPANY. SO IN KEY MARKETS, WE WANT TO BUILD A LOCAL FOOTPRINT, EITHER ORGANICALLY OR THROUGH ACQUISITION. AND WE ALREADY HAVE A STRONG FOUNDATION IN CHINA [AND THE] US...."

YANG YUANQING, CHAIRMAN AND CEO,  
LENOVO

## GLOBAL LOCAL APPROACH



Lenovo is a truly global company, strongly embracing the heritages of all the countries where we have major investments.

Unlike a traditional multinational company, Lenovo's global-local model is fundamentally different -- maintaining dual headquarters in Raleigh, North Carolina and Beijing with our most valuable business operations are placed strategically around the world.

"I AM PROUD THAT LENOVO IS CONTINUING TO INVEST IN NORTH CAROLINA, BRINGING NEEDED JOBS TO THE GREENSBORO AREA AND PROVIDING A FOUNDATION FOR FUTURE ECONOMIC GROWTH IN OUR STATE. LENOVO HAS BEEN PRODUCING INNOVATIVE AND EXCITING PRODUCTS AROUND THE WORLD AND NOW THEY ARE IN NORTH CAROLINA'S BACKYARD AND WE'RE FORTUNATE TO HAVE THEM."

GOVERNOR PAT MCCRORY

"I CONGRATULATE LENOVO ON THEIR GROWTH AND ON MAKING THE WISE DECISION TO INVEST IN NORTH CAROLINA AND IN OUR STATE'S WORKFORCE. THE TREND LATELY HAS BEEN FOR MANUFACTURING JOBS TO BE CREATED ABROAD, BUT SOME OF THE BRIGHTEST AND BEST TRAINED TALENT IN THESE HIGH-TECH FIELDS CAN BE FOUND RIGHT HERE IN AMERICA. I AM PROUD OF LENOVO FOR RECOGNIZING THE TALENT AND THE POTENTIAL HERE IN NORTH CAROLINA, AND I LOOK FORWARD TO EVEN MORE GROWTH IN THIS SECTOR IN THE YEARS TO COME."

U.S. SENATOR RICHARD BURR

**lenovo** FOR  
THOSE  
WHO DO.

# CSR INITIATIVES



- Lenovo has endorsed the CDP Road to Paris 2015 Initiative in support of climate change initiatives at the UN Climate Summit
- Lenovo is committed to provide and enhance climate change disclosure its Annual and CSR/Sustainability reports
- Annual commitment of up to one percent of pre-tax income to programs and initiatives that serve society
- Lenovo partners with the USO of North Carolina to support U.S. military families. In 2012, they honored Lenovo with their Teer Award – the highest honor USO gives to a business
- Since 2005, Lenovo employees in the U.S. have pledged about \$4.1 million through our charitable initiative, the Lenovo Employees Care Campaign
- Lenovo donates equipment, provides financial contributions and lends expertise to schools (K-12 and higher education) and related organizations across all global markets
- Lenovo has donated \$9.6 million in U.S. Philanthropy and Community Outreach, focused on disadvantaged youth, education and STEM

## A TRUSTED PARTNER IN THE U.S.

- With American executive leadership of its U.S. operations, Lenovo supplies innovative and reliable IT equipment to millions of American consumers and students, and to virtually every Fortune 100 company
- Lenovo works hand in hand with blue chip U.S. companies like IBM, Google, Intel, Microsoft, Qualcomm and Seagate as major suppliers and partners
- Lenovo is a known and trusted company that has been through three successful CFIUS reviews in the last decade, two of them in 2012
- These previous successes demonstrate that transparent, well-managed companies have been welcomed into the U.S. technology industry
- As a GSA schedule holder, Lenovo is a known and trusted TAA compliant supplier

## LENOVO'S CORE BUSINESS

Lenovo is one of the world's fastest growing personal and business technology companies with proven experience integrating and expanding U.S.-based technology enterprises.

### PC

As the maker of the tried and true ThinkPad line of laptops, Lenovo is the largest PC maker in the world with more than 19% of the global market.

Lenovo is the first major PC maker in the past 10 years to build PCs in the U.S.



Lenovo sees a "PC Plus Evolution" not a "Post-PC Revolution" in which the PC remains central to the digital lives of millions of people and businesses as well as at the heart of an ecosystem of tablets, smart phones and smart TVs and includes all major operating systems, chipsets, apps and cloud-delivered services.

### MOBILE

Lenovo is the largest smartphone maker in the Chinese market, and the fourth-largest globally. The recent announcement of the agreement to acquire Motorola Mobility will greatly enhance the company's product offerings in this highly competitive market.



### SERVER

Partnerships with EMC and the recent announcement of the acquisition of IBM's x86 server business demonstrate aspiration to be a leading provider of servers with a suite of complementary storage products.

