



Innovation Knows No Borders.

lenovo





Meet Lenovo.

As a global, publicly traded company with our executive headquarters in the United States, Lenovo has a rags-to-riches startup story. Like Hewlett-Packard, Apple, Google, and many other U.S. high-tech firms, our beginnings were modest – an abandoned building. Over 20 years ago. In China.

Today, following our purchase of IBM's Personal Computing Division, we operate in 65 countries, with the United States as one of our largest markets. Lenovo buys almost \$4 billion a year in source materials from such U.S. companies as Microsoft, Intel, AMD, IBM, and many more.

Lenovo Fast Facts.

Fact: With nearly \$4 billion in annual U.S. material sourcing, Lenovo helps generate almost \$12 billion in U.S. economic activity each year via the triple-multiplier effect that supports, directly or indirectly, an estimated 24,000 U.S. jobs.



Fact: Lenovo invested \$75 million in building its new executive headquarters in the famous Research Triangle in North Carolina. When construction started in 2005, it was the largest construction project in the southeastern United States.

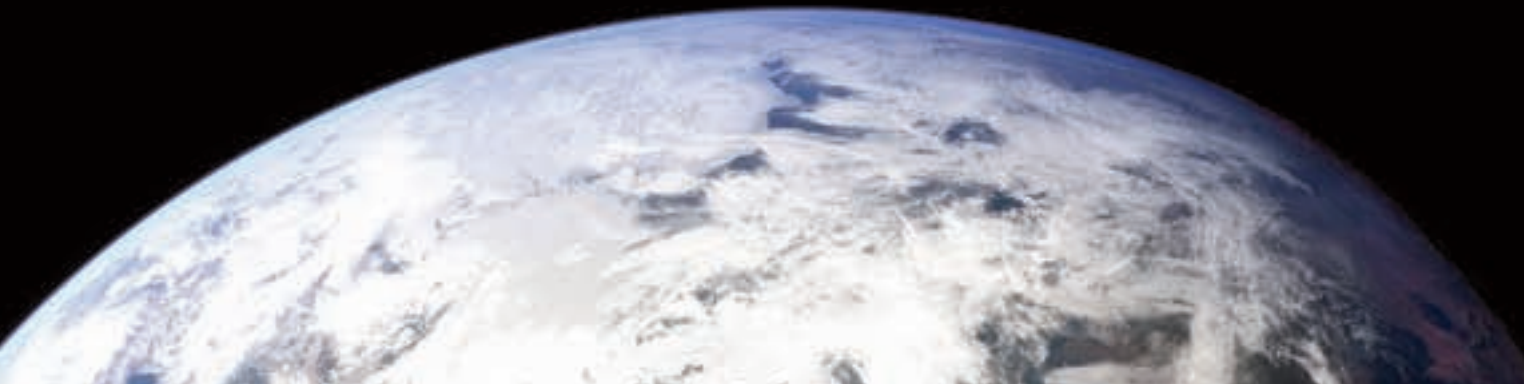
Fact: Eleven computer scientists started Lenovo in 1984 in an abandoned building in Beijing, helped by a \$25,000 seed grant from the Chinese equivalent of the U.S. National Academy of Sciences.

Fact: Lenovo ranked number one in PC notebook customer satisfaction based on hardware quality, reliability, and product design features, according to 2006 research conducted by Technology Business Research, Inc., a premier U.S. market analysis firm.

Fact: One of Lenovo's four worldwide Research & Development Centers is located in the Research Triangle in North Carolina.

Fact: Lenovo's global distribution capability includes more than 8,000 IBM client representatives, 2,500 sales personnel, approximately 17,000 business partners, and 6,500 retail outlets. Much of this capability is located in the United States, our largest market outside of China.

Fact: Lenovo is the official PC Partner of the National Basketball Association, official PC Supplier of the Washington Redskins, sponsor of the 2006 Stanley Cup Champion Carolina Hurricanes, and partner of the International Olympic Committee.



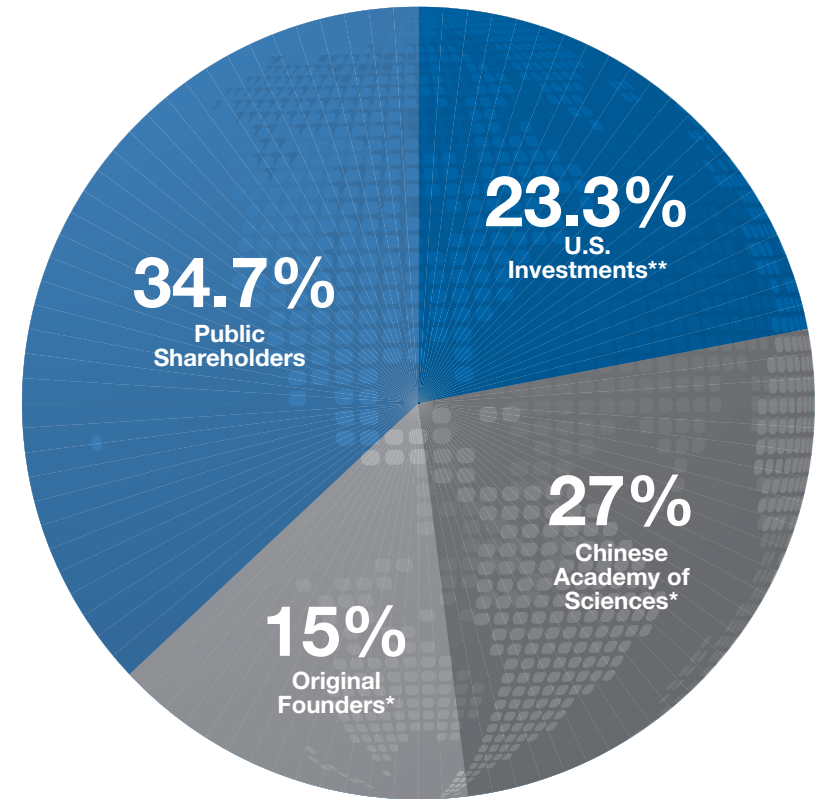
Meet Our Many Stakeholders.

Our U.S. payroll spreads more than a billion dollars of economic activity across the U.S. economy. In addition, our retail sales channels across America – stores such as Best Buy, Office Depot, and other famous-name outlets – support hundreds more U.S. jobs.

Eleven of our executive officers – including our president and CEO – are Americans. Half of Lenovo's board of directors are U.S. citizens.

Lenovo's shares are publicly traded. Among our largest shareholders, IBM and three U.S. private equity firms own almost a quarter of the company. Other institutional investors and U.S. individuals can own Lenovo through our American Depositary Receipts, which are traded on US exchanges.

Our employees in the United States work in high-paying, high-tech jobs. Hundreds are actively involved in their communities, both on their own time and with Lenovo's support.



* Held indirectly through Legend Holdings Limited

** IBM, Texas Pacific Group, General Atlantic LLC, and Newbridge Capital LLC

Ownership structure as of 10/31/06 (as if the preferred shares are fully converted)

Across America, Inspiration. And jobs.

After Lenovo acquired IBM's personal computing business in May 2005, we chose to make our executive headquarters in North Carolina's Research Triangle, building upon the rich intellectual capital of U.S. employees.

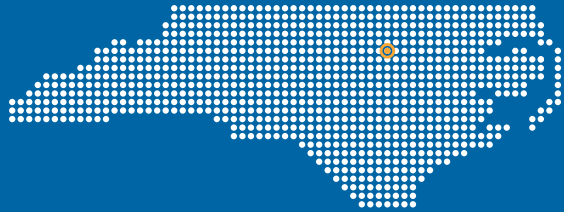
The Triangle's reputation as one of the most fertile grounds for innovation in the United States and its many area universities provide us with almost unlimited recruiting opportunities for the engineering and business talent we need to keep driving innovation throughout Lenovo.

In fact, our R&D Center in the Research Triangle collaborates closely with similar centers in India, China, and Japan. This helps to keep Lenovo's innovation moving forward almost around the clock.

Lenovo's U.S. presence and contributions extend well beyond North Carolina. Our Think line of PC products is sold, serviced, and supported by IBM's channel of sales and service that creates and supports more U.S. jobs. In addition we are expanding our U.S. retail channel through Best Buy, Office Depot, Office Max, and other top U.S. retailers that will generate still more American jobs.

Today, Lenovo is as much a U.S. company as it is a company of the world. By expanding our business internationally, we'll be expanding it here in the United States. And the only way we know how to grow is through aggressive innovation, our inspiration.

More Innovation, More Value For America And For The World.



We seek innovation with a passion in all we do. This American drive for innovation is vital to who Lenovo is. Conformity and imitation simply don't cut it in a world as competitive as today's and a market as dynamic as America's.

We seek innovation not only in our Think-branded products – ThinkPad notebooks, ThinkCentres desktops, and PC accessories – but also in our supply chain logistics, in our manufacturing, and in our service and support. Putting all these facets together, we can boost the value our customers in the United States and around the world enjoy when using our PCs. At the same time, it lets us drive down the costs of owning them – while always providing exceptional quality.



Changing China For The Better.

Leadership in intellectual property protection

Lenovo leveraged its strength in the Chinese marketplace to influence intellectual property changes that benefit all companies doing business there. We were the first computer company to factory-install Microsoft® Windows® on our PCs, helping to undermine rampant software piracy. Even more, we helped persuade the Chinese government to mandate that only licensed copies of Windows be used on all its PCs. This directive has become a major milestone in China's adoption of Western principles of intellectual property protection.

Leadership on environmental issues

In December 2006, Lenovo announced the largest free computer recycling campaign in Chinese history, covering all of its models in all customer classes. This is the first recycling program that covers individual customer purchases, and will apply to millions of units sold.

Fostering Western business principles

From its early days as a domestic Chinese company, Lenovo adopted Western-style business practices to help attract the best workers and compete effectively in the marketplace. Lenovo introduced the country's first worker pension program and performance measures for employees. It introduced the first stock ownership program, effectively changing the government's view of employee ownership in private Chinese enterprises.

“By taking the lead in providing genuine value-added software on PCs in China, Lenovo is demonstrating foresight and wisdom as a responsible global industry leader. Microsoft commends Lenovo for recognizing the importance of intellectual property rights and the value of genuine software.”

Bill Gates
Chairman and Chief Software Architect
Microsoft Corporation

A World Of Security.

Innovation at Lenovo takes many forms – with some of our most important advancements coming in the area of security. We're working hard to help our customers reduce security risks and maintain clear control over their data.

- Lenovo was the first personal computer company to implement Trusted Computer Group encryption technology and offer full disk encryption.
- Lenovo ThinkPads were the first mobile personal computers to ship with an encryption security chip on board. More than 20 million systems have now been shipped with this chip.
- Lenovo ThinkPads offered the first optional fingerprint readers across the entire product line. To date Lenovo has shipped more than three million computers embedded with biometrics, more than all of our competitors combined.
- Lenovo ThinkPads are the first and only PC to offer a solution for full drive encryption with fingerprint access.
- Lenovo ThinkPads are the first and only PC to offer full hard drive backup and recovery that work with full drive encryption.

Lenovo sits on the board of the Trusted Computing Group, which sets the trusted computing standards for the global information technology industry. These standards protect user information assets (data, passwords, keys, etc.) from compromise due to external software attack and physical theft.



“If you’re going to be a great company,
you’ve got to be able to do the best work
with the best people wherever you are on
the planet.”

Bill Amelio
President and CEO, Lenovo



Lenovo Executive Headquarters
Research Triangle
North Carolina



Lenovo Innovation. Awards & Distinctions.

Lenovo's reputation for the best-engineered PCs is backed by hundreds of design awards, recurring accolades from renowned IT experts, and major new contracts with large international companies whose own operations span continents. The ThinkPad notebook family, for example, has earned more than 1,000 industry awards, making it the most award-winning mobile computer family. Here is just a sampling of those awards:

Most Popular Notebook Computer Award

ThinkPad T60, *NotebookReview.com*, Oct 2006

Built-To-Last Award

ThinkPad T60, *Laptop Magazine*, Oct 2006

Reviewers Choice Award

ThinkPad X60s, *Government Computer News*, Sept 2006

Top 5 Ultraportable (Laptop) Award

ThinkPad X60s, *PC World*, Sept 2006

Editors' Choice Award

ThinkPad X60s, *XYZ Computing*, Sept 2006

Editor's Choice: Top Home Thin-and-Light Laptops

ThinkPad Z60t, *CNet*, Aug 2006

Best Home Midsize Laptop Award

ThinkPad Z60m, *CNet*, Aug 2006

19th Annual Readers Choice Award

ThinkPad TP Family, *PC Magazine*, Aug 2006

Long-Life Laptop Champion

ThinkPad X60s, *San Francisco Chronicle*, Aug 2006

Top Work Midsize & Desktop Replacement Award

ThinkPad R60, *CNet*, Aug 2006



“I believe that future leadership companies and future leadership institutions of all kinds will be those that know how to compete and win on the basis of knowledge – learning, adapting and improving, using this vital asset we know as Information.”

Louis V. Gerstner, Jr.
retired IBM Chairman and CEO



More Innovation In The Hands Of More People



New World. New Thinking.

Today, Lenovo is the world's third largest PC maker, and our industry awards suggest we're the world's best.

Our goal is to put more innovation in the hands of more people so they can do amazing things. In their lives. In their businesses. For themselves. For the world around them.

With offices on five continents and with research and development centers on two, including one in North Carolina, Lenovo reflects a new world of diversity and the new ways of thinking it demands – everywhere we do business, both here in the United States and abroad.





lenovo

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