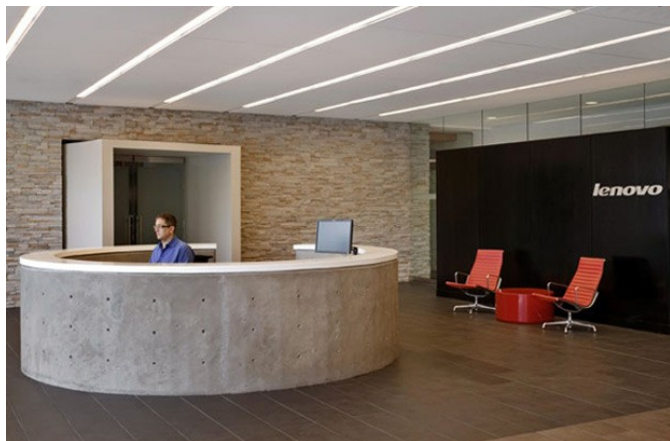


## Lenovo Reports "Record" Q3

Written by Marco Attard  
30 January 2013

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Global Q3 2012/13 Lenovo sales total \$9.4 billion with 12% Y-o-Y growth-- a record as the PC maker remains the only major vendor with positive results as we speak.



Company earnings amount to \$205 million (with 34% Y-o-Y growth) while operating profit grows by 26% to \$243m.

According to Gartner [Lenovo is the 2nd largest PC vendor in both EMEA and WW during Q4 2012](#), with shipments growing by 7.9% Y-o-Y.

The company attributes such results to its "Protect and Attack" strategy-- protection of its China and PC profit pools while attacking every other segment (both market- and geography-wise). Thus "Attack" businesses make 50% of Lenovo revenues, with Mobile Internet and Digital Home (MIDH) accounting for 11% of Q3 revenues.

The Lenovo global tablet business also achieves profit for the first time.

For the future Lenovo looks at a number of product launches-- and possible big purchases. In a Bloomberg interview CFO Wong Wai Wing says "we are looking at all opportunities-- RIM and many others... we'll have no hesitation if the right opportunity comes along."

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With \$4.2bn saved away, have no doubt Lenovo will find such an opportunity sooner, if not later. In the meantime, RIM refutes such speculation.

Go [Lenovo Reports Q3 Results](#)

Go [Lenovo Says RIM Bid Among Options to Boost Mobile Unit \(Bloomberg\)](#)