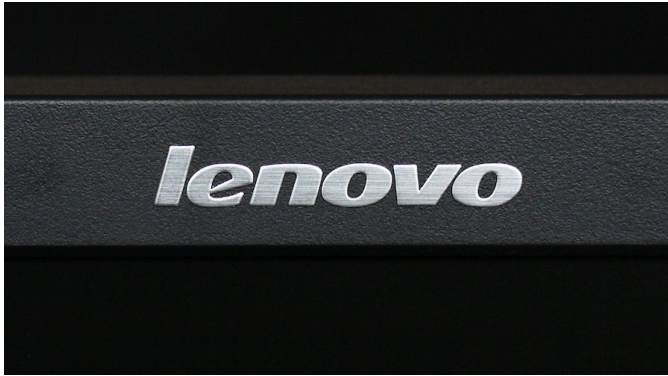


Strong Fiscal 2013/2014 for Lenovo

Written by Marco Attard
29 May 2014

Lenovo describes fiscal Q4 and full year ending 31 March 2014 as "outstanding", reporting full-year revenues of \$38.7 billion, a 14% increase over the previous year.



Meanwhile pre-tax profits total \$1 billion, a 27% increase and a record for the company.

When it comes to devices Lenovo combines PCs and tablets in a single category-- and says Q4 shipments total 26m units with 18% growth, outpacing the market by over 13%. Total device volume reaches 114m with 37% growth, making a 4th quarter where the company sold more tablets and smartphones than PCs.

Lenovo laptop sales are up by 16% Y-o-Y for Q4, while desktops grow by 6.8% against an overall industry decline of -3.1%, the company continues.

"The record sales and profits that we delivered last year prove that Lenovo can grow and deliver its commitments, no matter the market conditions," CEO Yuanqing Yang says. "Not only did we strengthen our leading position in PCs, but we gained 3 points in tablets by quadrupling sales volume and became the fastest growing major smartphone company in the world... Meanwhile, we are building new engines for growth in the enterprise and ecosystem."

When it comes to EMEA Lenovo sees Q4 PC shipment growth of 33.3% as it takes over 15.8% market share. Sales for the region total \$2.6bn with 39% Y-o-Y growth, while profit margin reaches 2.9%.

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